

# Agrifinance Advisory Services

IFC's Agrifinance (AF) Advisory Services help banks to build scalable agrifinance operations. We assist banks with extending services to rural areas, introducing customized underwriting-risk processes for farmers and agribusinesses, and building strategic collaborations with companies to finance suppliers in their value chains.

## What we offer

- Help banks to see rural finance risks & opportunities by using regional scores reflecting agricultural potential and profitability, demographics, health of infrastructure and climate risks
- Analyze & profile farmers & agribusinesses by sector and size to model custom financial products for different regions
- Strategically collaborate with local players to leverage their networks & connections, increasing banks' outreach & mitigating credit risks
- Consult on hiring & training staff in skills which engage the agricultural sector
- Customize risk-assessment processes, combining scoring models, big-data and cash-flow analyses
- Support marketing strategies in rural areas by forging collaborations among suppliers and businesses
- Introduce finance products that foster climate-smart agriculture

## Why Agrifinance Advisory for Banks?

Agrifinance can help banks diversify their portfolios by expanding into new, underserved segments. Other advantages include:

- Learning about opportunities in new segments
- Providing financial services to an entire supply chain (dealers in supplies, farmers, traders, processors and retailers), thus diversifying credit risks and gaining access to new networks
- Enabling gradual, sound growth in rural areas by building strategic alliances among local agribusinesses and farming operations
- Implementing cost-efficient, scalable risk-assessment processes, combining technology with agricultural scores and cash-flow analysis
- Developing and deploying distribution channels in rural areas to reduce operational costs of serving farmers and agribusinesses in rural areas
- Building strong, multi-disciplinary teams of agribusinesses professionals, agricultural risk managers, rural-marketing specialists, and agri-insurance providers.



## Why IFC?

We are the largest global development institution focused on the private sector, operating in over 100 countries and offering:

- More than 60 years' experience in unlocking private investment, creating markets & opportunities
- Over 700 corporate clients, 900 financial institutions in 120 countries, most using a mix of IFC Investment & Advisory services
- Over 700 Advisory projects in 100 countries
- A strong and multidisciplinary team combining agribusinesses specialists, agronomists, financial & risk specialists, bringing global & local expertise to banks
- Successful implementation of AF Advisory projects
- Strong network to help shape policy & regulation to facilitate supply chain finance
- Support for clients with investment products, to grow banks' SME-AF businesses & reduce concerns about risk
- Products include risk-sharing facilities, credit lines, credit insurance, supplier finance & trade-finance products (e.g., LCs, LGs & trade guarantees).