

IN COLLABORATION WITH



German Excellence. Global Relevance.

AGRI-FINANCE STUDY PROGRAM AND FARM TOUR BATCH 3





High-level meetings German Banks Deal room with German investors Lectures with Frankfurt school Farm tour and trainings on cooperatives

JULY 3 - 7, 2023 | FRANKFURT, GERMANY



To drive knowledge sharing with respect to financing, investing and derisking of Nigeria's

agricultural sector.

Foster collaborations

stakeholders.

between German investors

and Nigeria-based agri-

Welcome2Africa International, in collaboration with the Frankfurt School of Finance and Management, presents the 3rd edition of the Agri-Finance Study Program and Farm Tour in Frankfurt, Germany on July 3-7, 2023.

The goals and objective of this program are as follows

Explore innovative
investment and financing
models used to support the
Nigerian agricultural sectors

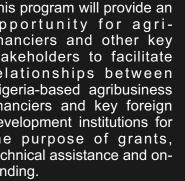
Explore the optimization of

technology, automation and

productivity in the German

agricultural sector.

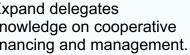
This program will provide an opportunity for agrifinanciers and other key stakeholders to facilitate relationships between Nigeria-based agribusiness financiers and key foreign development institutions for the purpose of grants, technical assistance and onlending.





Introduction

Expand delegates knowledge on cooperative financing and management.





Facilitate funding and partnership opportunity through deal room presentation with investors

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WELCOME







Program Highlights & Stakeholders

- Meeting with KfW (state-owned development bank of Germany)
- Meeting with Landwirtschaftliche Rentenbank' (state-owned bank for agriculture development in Germany)
- Meeting GIZ Germany (state-owned international technical assistance provider)
- High-level meetings with banks development agencies in German
- Deal Room with Investors (Opportunity to present business idea and seek partnership and collaborations)
- Tour and farm visits to large farms operating cooperatives and working with primary producers in Frankfurt

- Lecture with the Frankfurt School of Finance and Management of the following:
 - Cooperatives Financing.
 - Alternative solution for derisking of agribusiness
 - Innovative Financial Instrument adaptable for agribusiness
- Engage directly with alternative investors, impact investors, etc

PAST PARTICIPANTS

The first edition included participants from AFEX, NIRSAL, DLM Capital Group, Bank of Industry, Fidelity Bank and Truvis Agro. Outside of the previously mentioned agencies, we were able to meet with Commerzbank Germany and DEG.





About Welcome2Africa International

Welcome2Africa International (W2A) is a trade and facilitation company with a special focus in Nigeria's Agricultural sector. We support investors, multinationals, and key stakeholders within and outside Africa to advance their trade and investment goals.

Our Mission

Our mission is to become a center of excellence for the facilitation and deployment of investments and trade on the African continent.

Through our knowledge dissemination and convening activities along with bespoke client services, we look to catalyze and facilitate finance, investments and trade into and across Africa.



Our Vision

Our vision is to become the world's leading catalyst of investments, trade, and finance into and across Africa.



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Frankfurt School

of Finance & Management







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About Frankfurt School of Finance & Management

Frankfurt School of Finance & Management is a leading private business school based in Frankfurt am Main, Germany.

Frankfurt School enjoys a formidable reputation in Germany and worldwide, reflected in top positions in national and university rankings. As one of only three business schools in Germany Frankfurt School has been accredited under the internationally recognised EQUIS qualityseal, AACSB International as well as by AMBA.



Key Dates & Figures

- 1957 Established as Bankakademie
- 60 years anniversary Moving to the new campus
- App. 2500 Students in Academic Programmes
- App. 3500 Students in Professional Programmes
- 83 Million EUR Income in 2019
- Operating in 130 countries
- 6 regional officers worldwide
- 73 regional study centers in Germany

Board of Trustees Members LB**E**BW COMMERZBANK 스 **DZ BANK** Die Initiativbank BHF
 BHK UniCredit Bank DEUTSCHE PRIVAT SEIT 185 DEUTSCHE BÖRSE SIEMENS Deutsche GROUP Vermögensberatung INTERNATIONAL



Tentative Agenda



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Sunday JULY 2	Monday JULY 3	Tuesday JULY 4	Wednesday Thursday JULY 5 JULY 6		Friday JULY 7	Saturday JULY 8
1otel Check-in 12:00 - 14:00	Derisking Agribusiness 09:00 - 12:30 • Alternative solution for derisking of agribusiness Deresking solutions • applicable to Nigeria agricultural ecosystem	nnovative Financial InstrumentCooperatives FinancingAgriproject Finance09:00 - 12:3009:00 - 12:3009:00 - 12:30Understanding Nigeria's Agribusiness Financial Structure• Cooperatives Financing and operations in Germany• Importance of agriprojectsInnovative Financial Instrument adaptable• Adaptive cooperatives• Instrument and agriproject		Finance 09:00 - 12:30 • Importance of agriprojects • Instruments of agricultural development and agriproject • Technical assistance for agricultural development and	Smallholder Finance 09:00 - 12:30 • Importance of smallholder farmers • Importance of smallholder finance • Funding and technical assistance for smallholder finance	:k-Out
$\frac{O}{1}$			Lunch 12:30 - 13:30			00 11:00
Hote 12:0	Site visitation 13:45 - 17:00 • Visit to Landwirtschaftliche Rentenbank (state owned bank for agriculture development in Germany)	Site visitation 13:45 - 17:00 • Kelterei Possmann GmbH &Co. Schonerhof eG	Site visitation 13:45 - 17:00 • Visit to DEG subsidiary of (international) investment agency	Deal Room 13:45 - 17:30	Site visitation 13:45 - 17:00 • Visit to GIZ (state owned international technical assistance provider) Handover Certificates 16:30 - 17:00	Hotel Check-Out 11:00
	Free Evening	Free Evening	Free Evening	Frankfurt School Dinner	Free Evening	



Standard Delegate Fee



ITEMS

- 5 days training including site visitations Including:
- Lectures at FS and Study Materials in English
- Frankfurt School Certification
- Assistance with visa application (invitation letters)
- Lunch in FS Cantine**
- Beverages during lectures**
- Frankfurt School Dinner
- Transportation to and from the school

Excluding:

- International flights and Visa fees
- · Airport transfers
- Accommodation

PAYMENT (INTERNATIONAL)

STANDARD DELEGATE FEE

6,500 (per delegate)	 0645767705 Welcome2AfricaInternational Guaranty Trust Bank	SORT CODE SWIFT CODE	
	 0645767729 Welcome2AfricaInternational Guaranty Trust Bank	IBAN SORT CODE SWIFT CODE	
	0645767712 Welcome2AfricaInternational Guaranty Trust Bank	IBAN SORT CODE SWIFT CODE	



Refund Policy



Registrations cancelled 45 days into the program are subject to a cancellation fee, which is 25% of the registration fee.

Cancellations and refund requests must be requested in writing to info@welcome2africaint.com or finance@welcome2africaint.com no later than 14 days before the program with the reason for cancellation.

Attendees who are denied visas are the only exceptions to the above cancellation policy. If you are not granted a visa, and cancel your registration 10 days before the program, you will be eligible for a partial refund.

Refunds are not provided for attendees who do not attend the program. However, attendees can get a 20% discount on Welcome2Africa International's next cancellation.

Attendees that are ineligible for a refund will qualify for a 30% discount on Welcome2Africa International's next international program over 12 months instead of a refund.

Substitutions are accepted at any time before the start of the program at no additional cost. It is highly recommended that any desired substitutions be completed by 7 days before the program, to ensure your credentials will be ready upon the start of the program.



Frankfurt School Campus



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AGRI-FINANCE AND FARM TOUR (BATCH 1) 3-9 April, 2022





OUR VISION

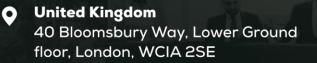
TO BECOME THE WORLD'S LEADING CATALYST OF INVESTMENTS, TRADE AND FINANCE INTO AND ACROSS AFRICA

OUR MISSION

THROUGH OUR KNOWLEDGE DISSEMINATION ENDEAVORS, BESPOKE CLIENT SERVICES AND INNOVATIVE PROGRAMS WE STRIVE TO BECOME A CENTRE OF EXCELLENCE FOR THE FACILITATION OF INVESTMENTS, FINANCE AND TRADE ON THE AFRICAN CONTINENT.



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