

PRESENTS

# AGRI-FINANCE STUDY PROGRAM AND FARM TOUR

BATCH 3



5 DAYS  
6 NIGHTS



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

# Introduction

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



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



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



Foster collaborations between German investors and Nigeria-based agri-stakeholders.



Explore the optimization of technology, automation and productivity in the German agricultural sector.



Expand delegates knowledge on cooperative financing and management.



Facilitate funding and partnership opportunity through deal room presentation with investors



This program will provide an opportunity for agri-financiers 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 on-lending.

# 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.

**AFEX**

**NIRSAL**

 **DLM**  
CAPITAL GROUP

 **BANK OF INDUSTRY**  
*...transforming Nigeria's industrial sector.*

 **Fidelity**

 **TRUVIS AGRO**

## 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.



## 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 quality seal, 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

COMMERZBANK 

LB  BW

 **DZ BANK**  
Die Initiativbank

 **UniCredit Bank**

 **DEUTSCHE BUNDESBANK**  
EUROSYSTEM

 **BHF BANK**  
PRIVAT SEIT 1854

 **DEUTSCHE BÖRSE GROUP**

 Deutsche Vermögensberatung

**SIEMENS**

 **software<sup>A</sup>**

 **FRESENIUS**

 **LINCOLN INTERNATIONAL**

# Tentative Agenda

Sunday JULY 2	Monday JULY 3	Tuesday JULY 4	Wednesday JULY 5	Thursday JULY 6	Friday JULY 7	Saturday JULY 8	
Hotel Check-in 12:00 - 14:00	<b>Derisking Agribusiness</b>  <b>09:00 - 12:30</b>  <ul style="list-style-type: none"> <li>Alternative solution for derisking of agribusiness</li> </ul> <b>Derisking solutions applicable to Nigeria agricultural ecosystem</b>	<b>Innovative Financial Instrument</b>  <b>09:00 - 12:30</b>  <ul style="list-style-type: none"> <li>Understanding Nigeria's Agribusiness Financial Structure</li> <li>Innovative Financial Instrument adaptable for agribusiness</li> </ul>	<b>Cooperatives Financing</b>  <b>09:00 - 12:30</b>  <ul style="list-style-type: none"> <li>Cooperatives Financing and operations in Germany</li> <li>Adaptive cooperatives structure for Nigeria Agribusiness ecosystem</li> </ul>	<b>Agriproject Finance</b>  <b>09:00 - 12:30</b>  <ul style="list-style-type: none"> <li>Importance of agriprojects</li> <li>Instruments of agricultural development and agriproject</li> <li>Technical assistance for agricultural development and agriproject finance</li> </ul>	<b>Smallholder Finance</b>  <b>09:00 - 12:30</b>  <ul style="list-style-type: none"> <li>Importance of smallholder farmers</li> <li>Importance of smallholder finance</li> <li>Funding and technical assistance for smallholder finance</li> </ul>	Hotel Check-Out 11:00	
	Lunch 12:30 - 13:30						
	<b>Site visitation</b> <b>13:45 - 17:00</b>  <ul style="list-style-type: none"> <li>Visit to Landwirtschaftliche Rentenbank (state owned bank for agriculture development in Germany)</li> </ul>	<b>Site visitation</b> <b>13:45 - 17:00</b>  <ul style="list-style-type: none"> <li>Kelterei Possmann GmbH &amp; Co.</li> <li>Schonerhof eG</li> </ul>	<b>Site visitation</b> <b>13:45 - 17:00</b>  <ul style="list-style-type: none"> <li>Visit to DEG subsidiary of (international) investment agency</li> </ul>	<b>Deal Room</b> <b>13:45 - 17:30</b>	<b>Site visitation</b> <b>13:45 - 17:00</b>  <ul style="list-style-type: none"> <li>Visit to GIZ (state owned international technical assistance provider)</li> </ul> <b>Handover Certificates</b> <b>16:30 - 17:00</b>		
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

### STANDARD DELEGATE FEE

**€ 6,500**

(per delegate)

### PAYMENT (INTERNATIONAL)

**USD 0645767705**

Welcome2AfricaInternational  
Guaranty Trust Bank

**SORT CODE** 609104  
**SWIFT CODE** gtbingla

**EUR 0645767729**

Welcome2AfricaInternational  
Guaranty Trust Bank

**IBAN** de84 5007 0010 0955 7224 01  
**SORT CODE** 609104  
**SWIFT CODE** gtbingla

**GBP 0645767712**

Welcome2AfricaInternational  
Guaranty Trust Bank

**IBAN** gb90 scbl 6091 0427 0653 10  
**SORT CODE** 609104  
**SWIFT CODE** gtbingla

# 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](mailto:info@welcome2africaint.com) or [finance@welcome2africaint.com](mailto: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



# AGRI-FINANCE AND FARM TOUR (BATCH 1)

3-9 April, 2022



WELCOME 2  
**AFRICA**  
INTERNATIONAL





## 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.

 +2349034105969

 [info@welcome2africaint.com](mailto:info@welcome2africaint.com)

 **United Kingdom**  
40 Bloomsbury Way, Lower Ground  
floor, London, WC1A 2SE



[www.welcome2africaint.com](http://www.welcome2africaint.com)



**Nigeria**  
7 Dakala Street, Wuse II,  
Abuja