

P A F A I

Promoting Access to Finance
and Agri Insurance in Georgia



Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra

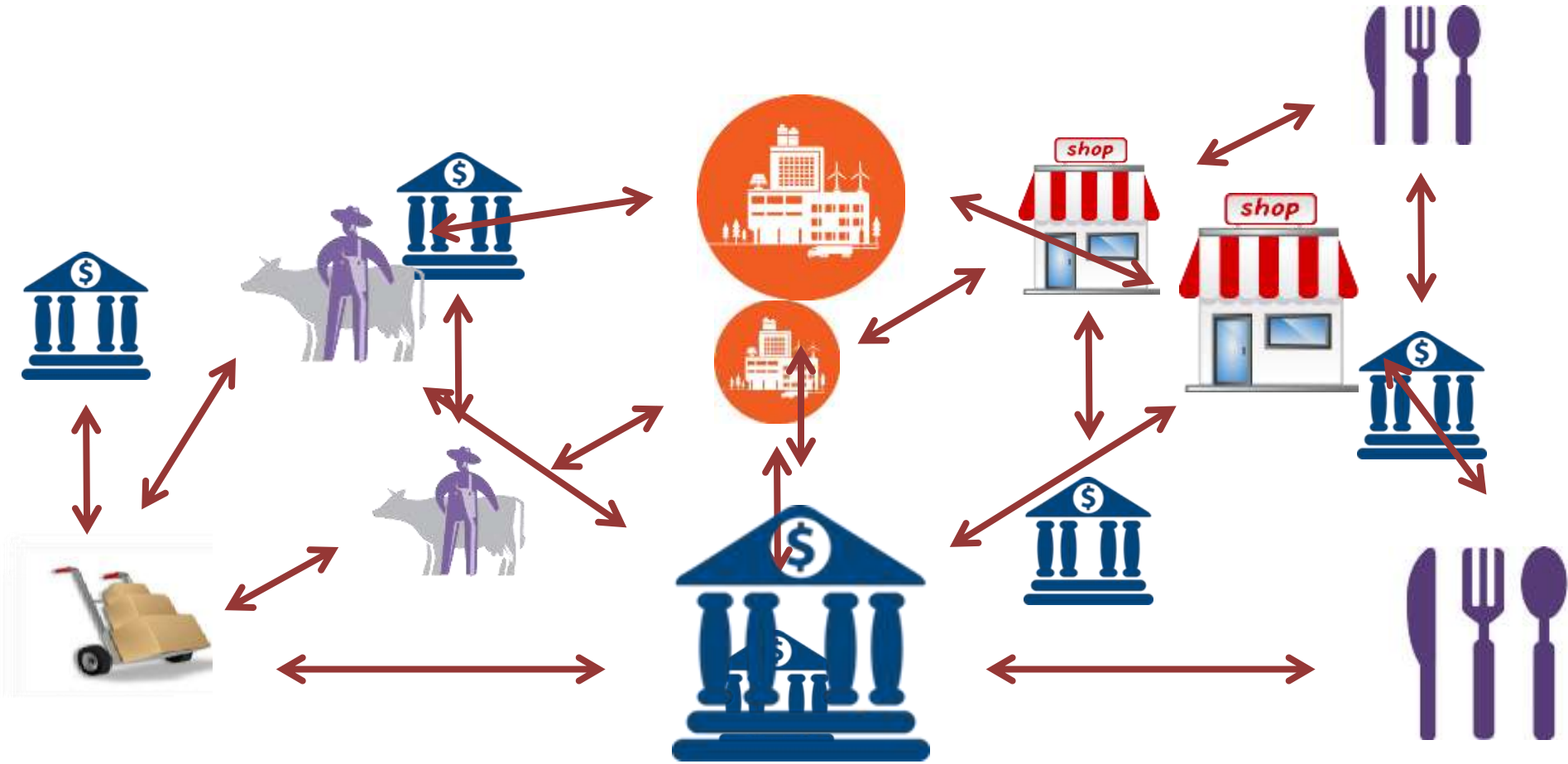
**Swiss Agency for Development
and Cooperation SDC**

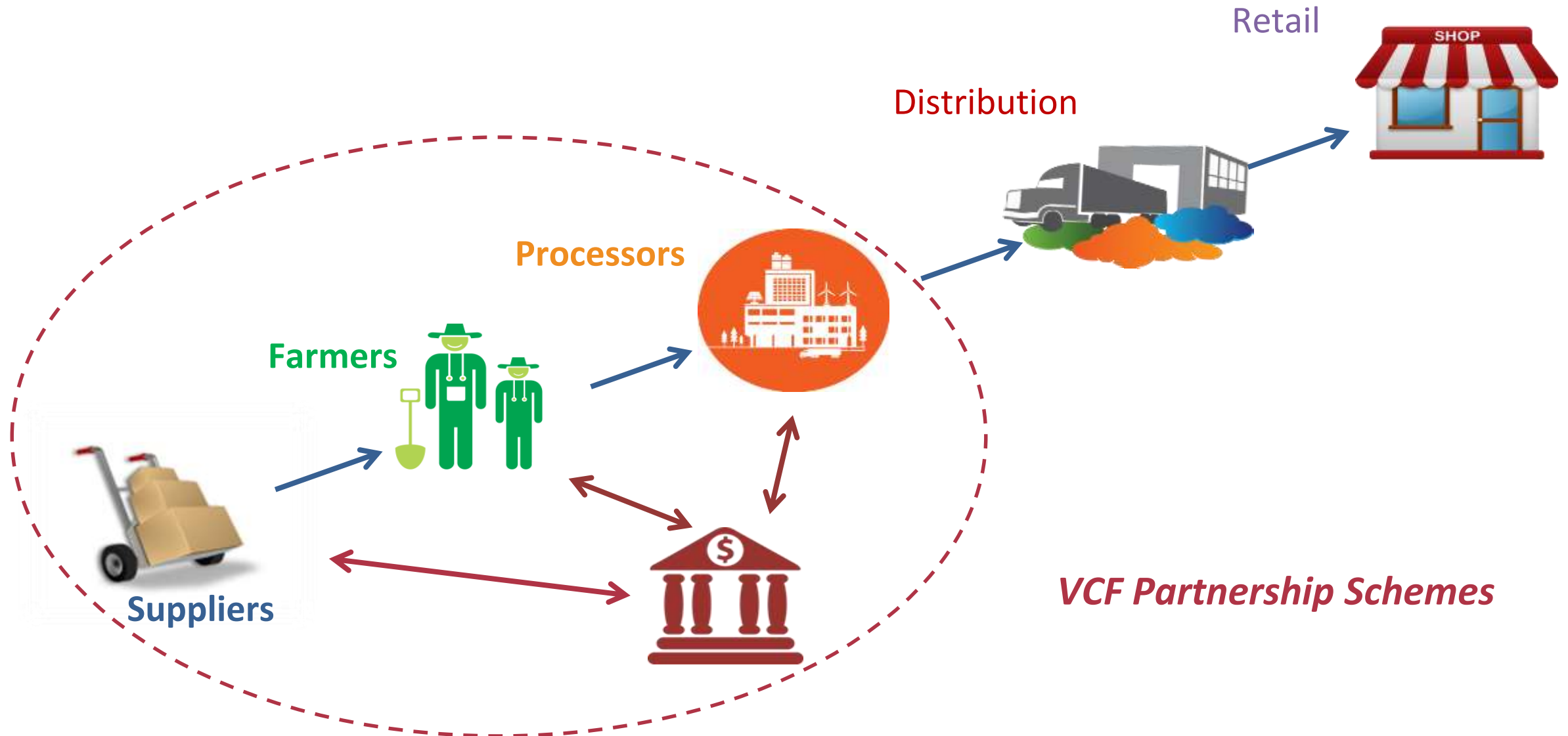


Business & Finance Consulting

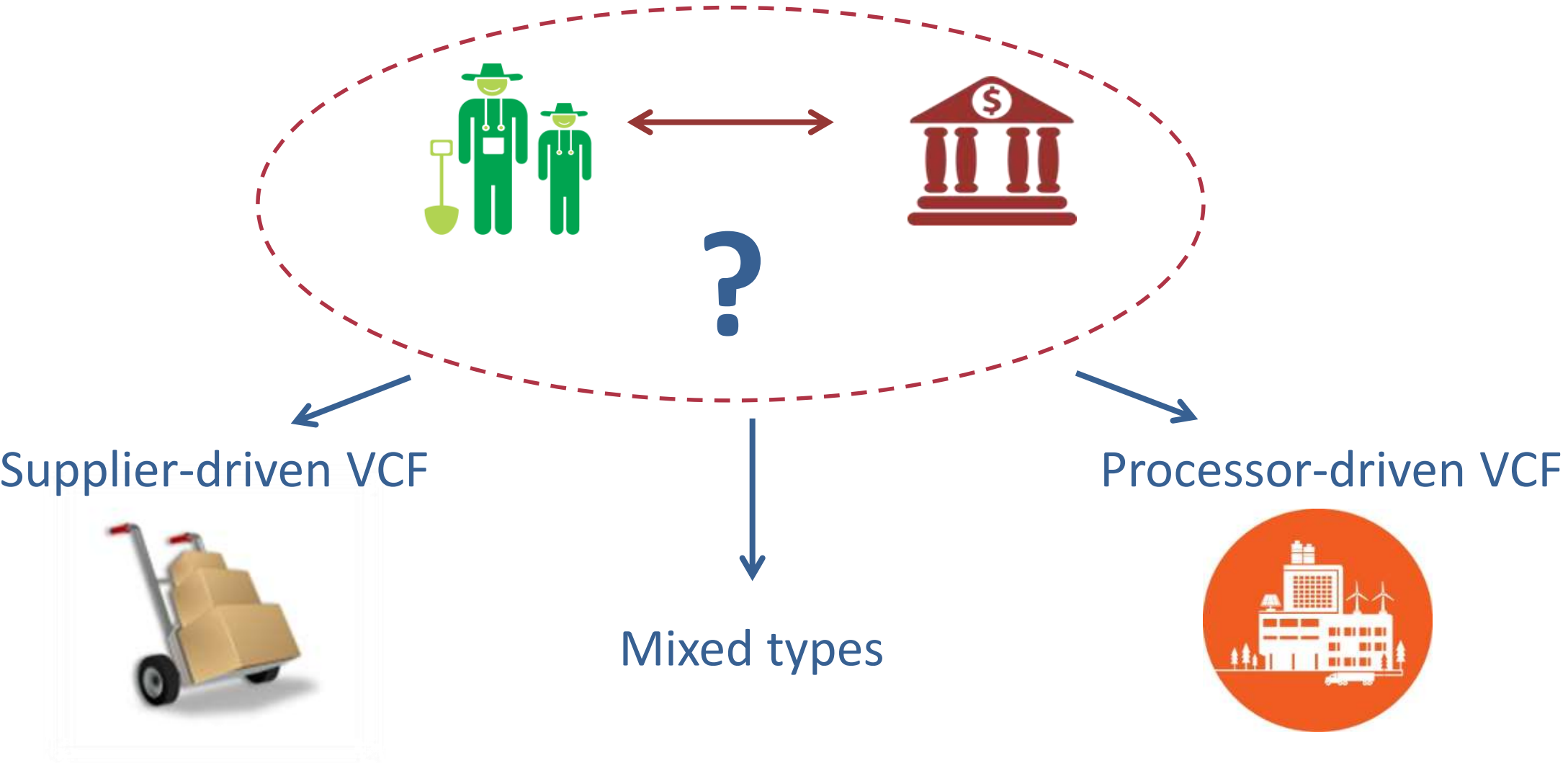
Financing the Hazelnut Value Chain – Business Case Darcheli Cooperative

What makes Value Chain Financing different?





VCF Schemes Breakdown by Partner Type





700 Farmers

VCF Potential
200 Farmers



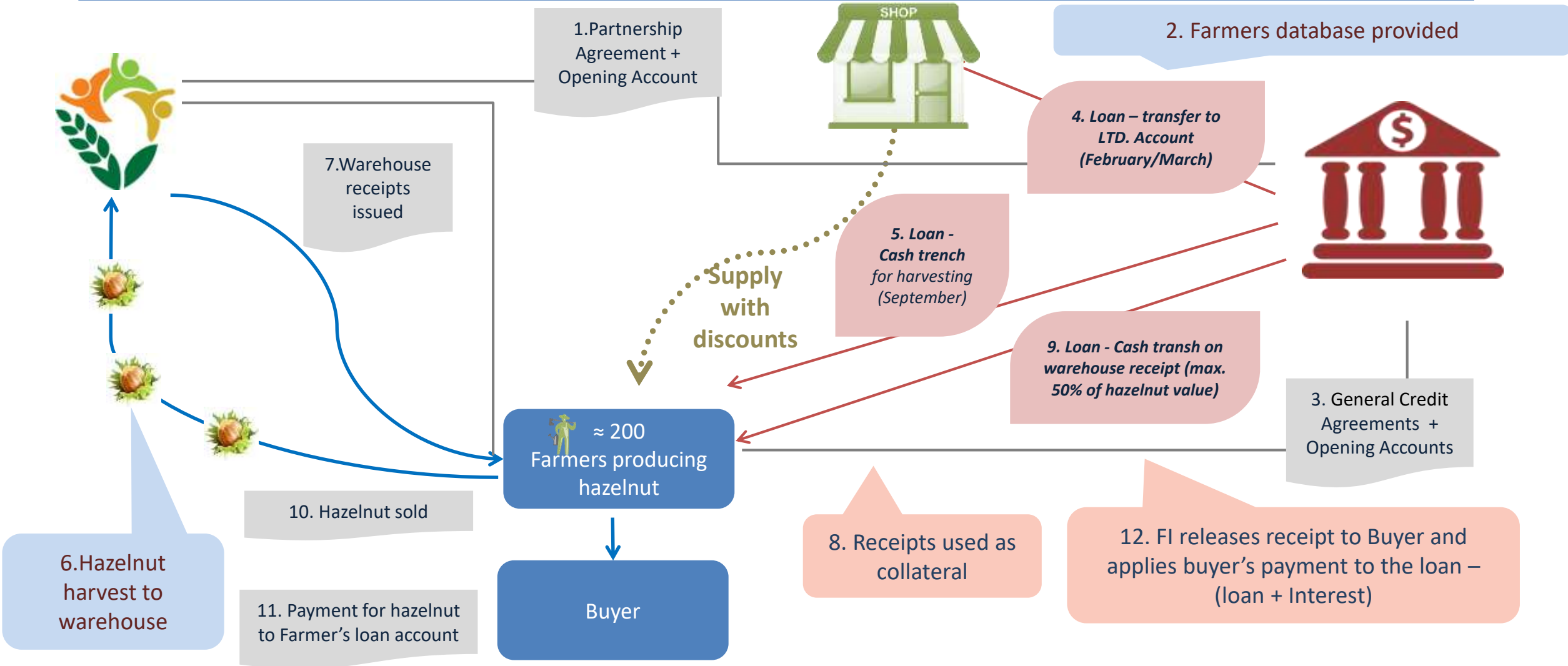
6 Drying facilities

≈1050 tons/year

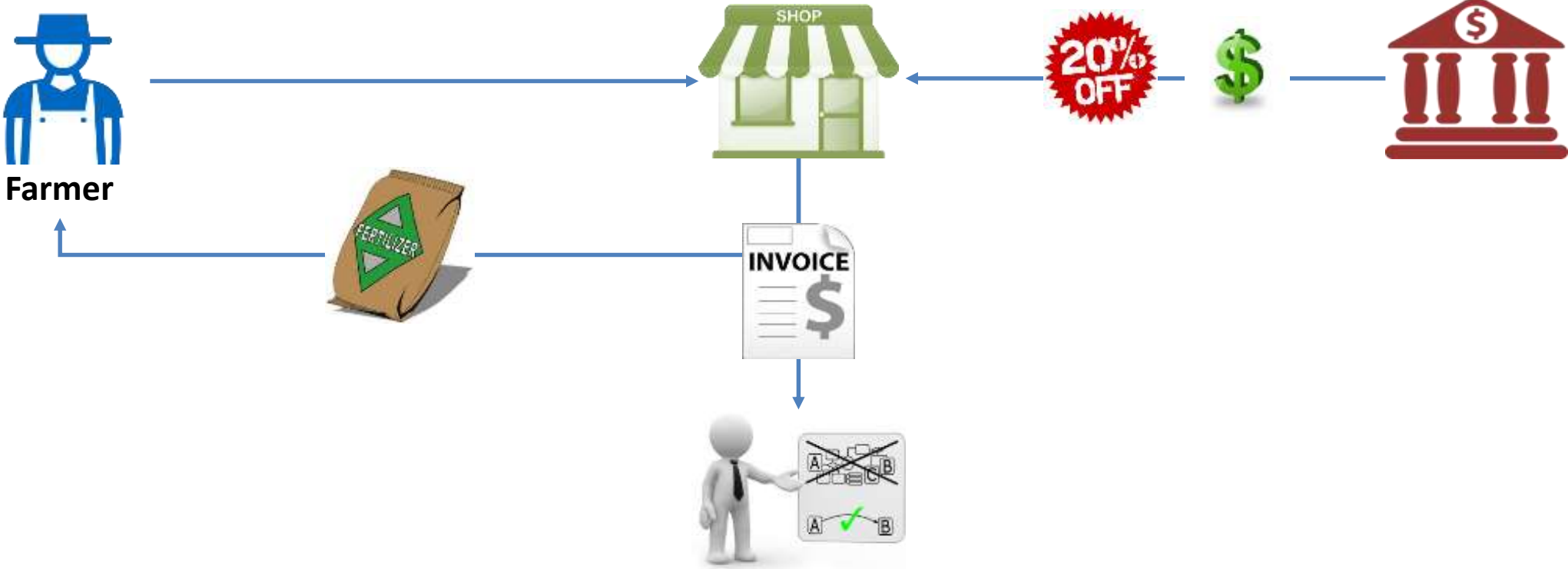


1 storage facility 500 tons
(Village: Darcheli)

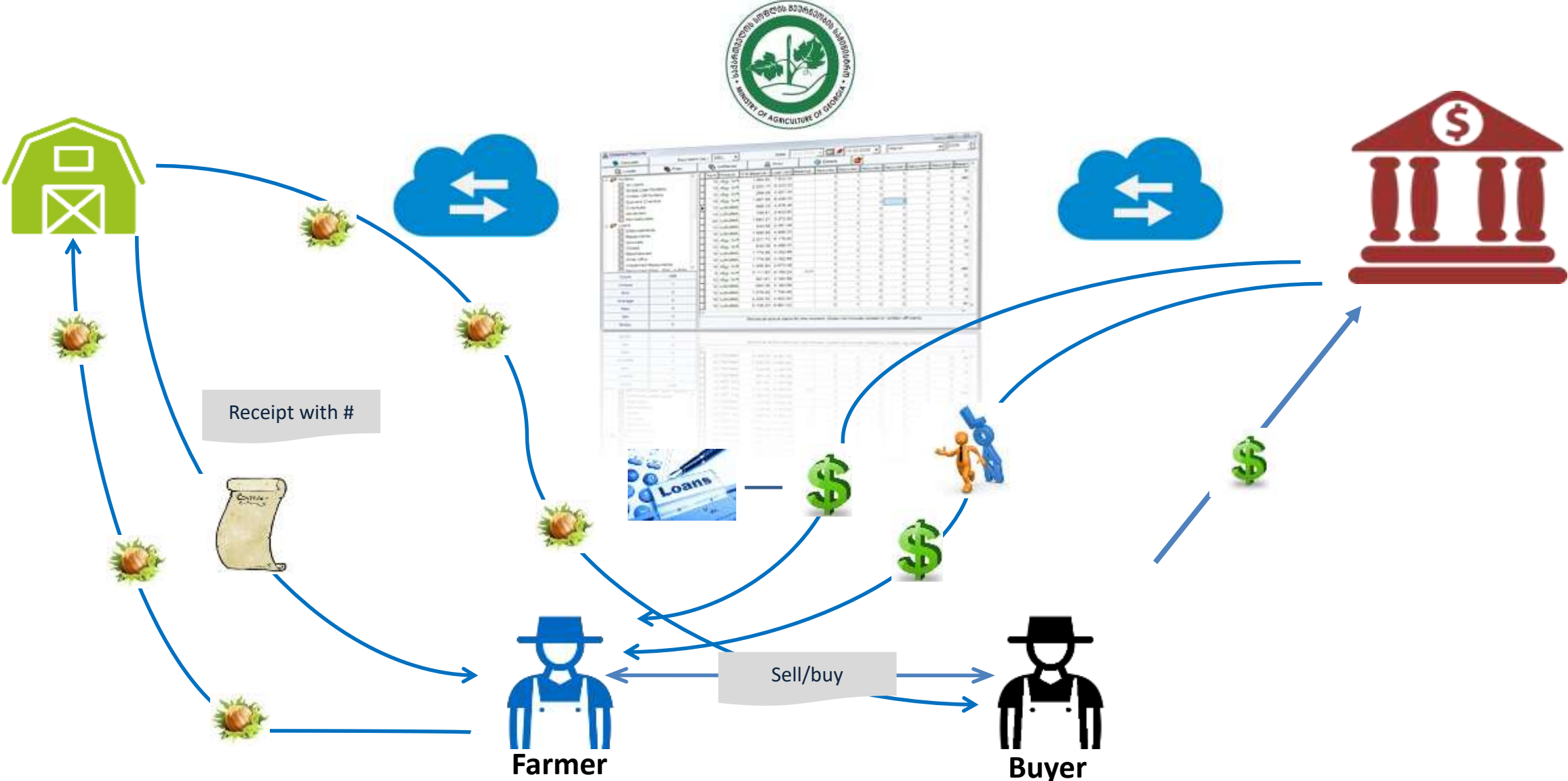
Hazelnut VCF Scheme – Cooperation Frame



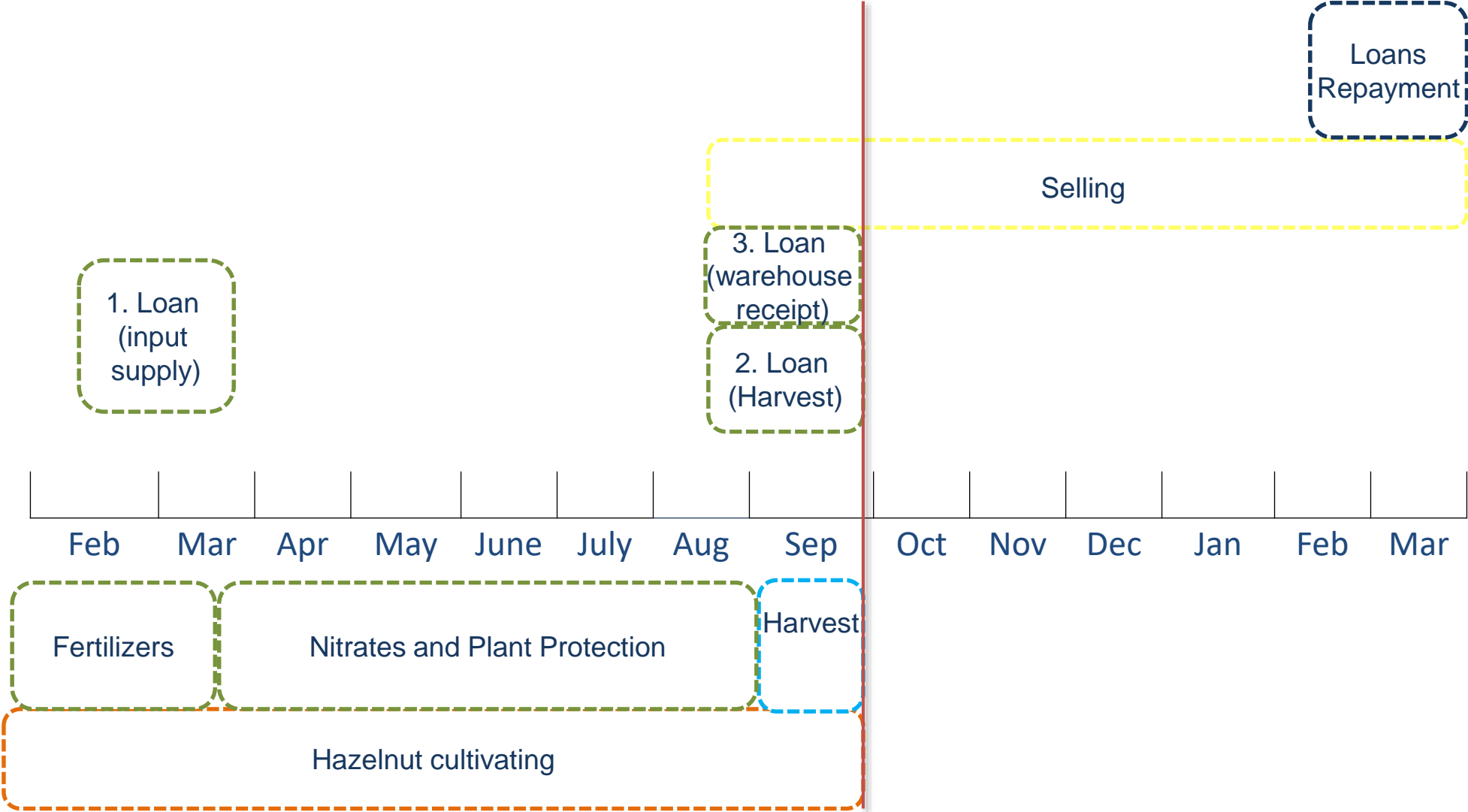
Input supplier process



Warehouse Receipt Processes



Agro Cycle and its financing structure



Benefits/Commercial Incentives of GHGA stakeholders

11



- ✓ WRF system in Georgia
- ✓ Support production and higher quality of hazelnuts
- ✓ Increase in Farmers base
- ✓ Apply cut-cost services to larger number of Farmers

Farmers



- ✓ Liquidity Gap Coverage
- ✓ Increased production
- ✓ Guaranteed facility for Drying and Storage
- ✓ Lower Interest Rates
- ✓ Lower collateral requirements



- ✓ Decreased Operational Costs
- ✓ Improved efficiency
- ✓ Risk Mitigation Tools
- ✓ Additional sales channel
- ✓ Cross-Selling

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