



Deutsch-Kasachischer Agrarpolitischer Dialog
Германо-Казахстанский аграрно-политический диалог

Summing up

Agribusiness Lending and Risk Management

Nvard

Karakhanyan 1-5

Nov, 2021



With support from

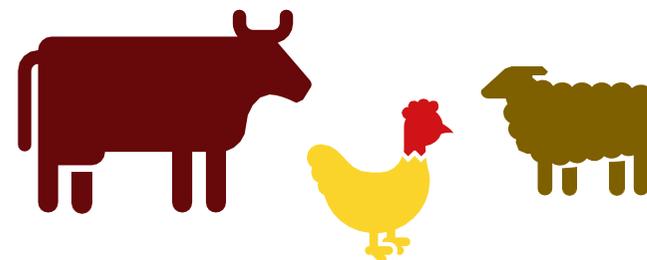
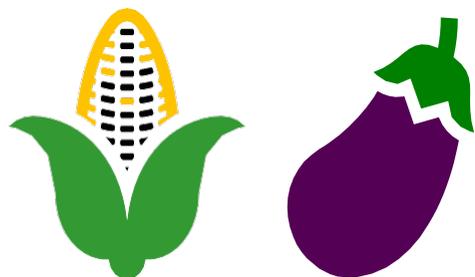


by decision of the
German Bundestag

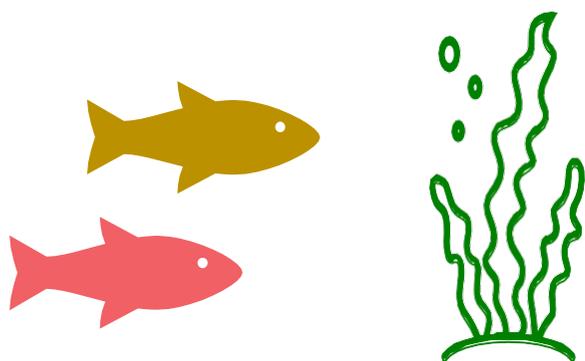
ИТОГИ

Summing up

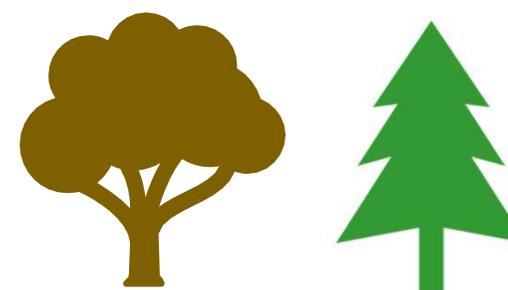
Agricultural sector



Crop production Livestock production



Aquaculture and



fisheries Agroforestry

Agricultural Value Chain (AVC)



Participants in the DDS:

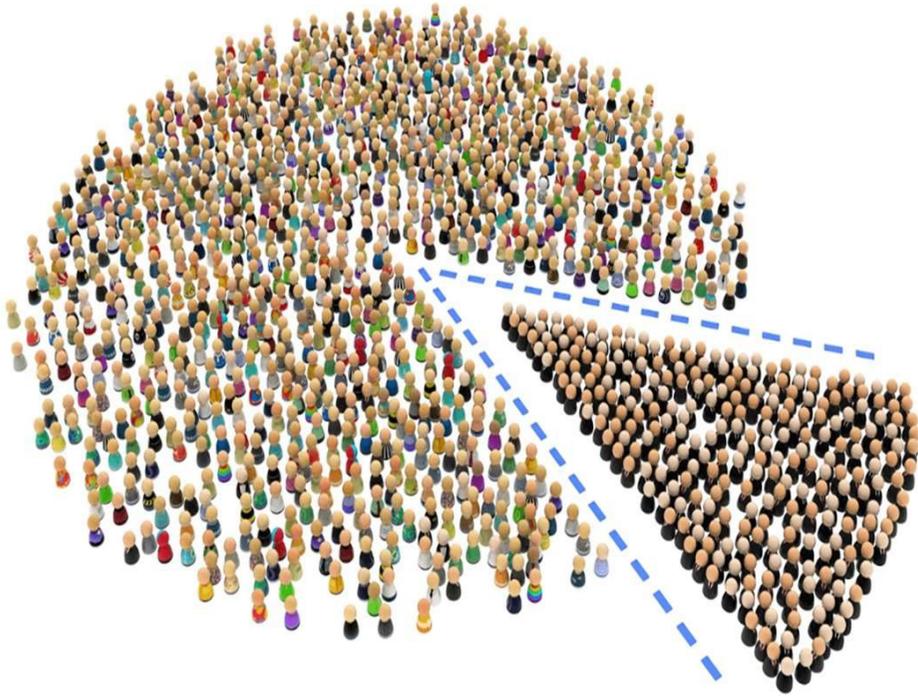
- ▶ Suppliers of materials,
- ▶ Manufacturers
- ▶ Processors, Wholesalers and Retailers.

Service providers:

- ▶ Transport,
- ▶ Storage,
- ▶ Equipment rental,
- ▶ Etc.



Customer ~~segmentation~~



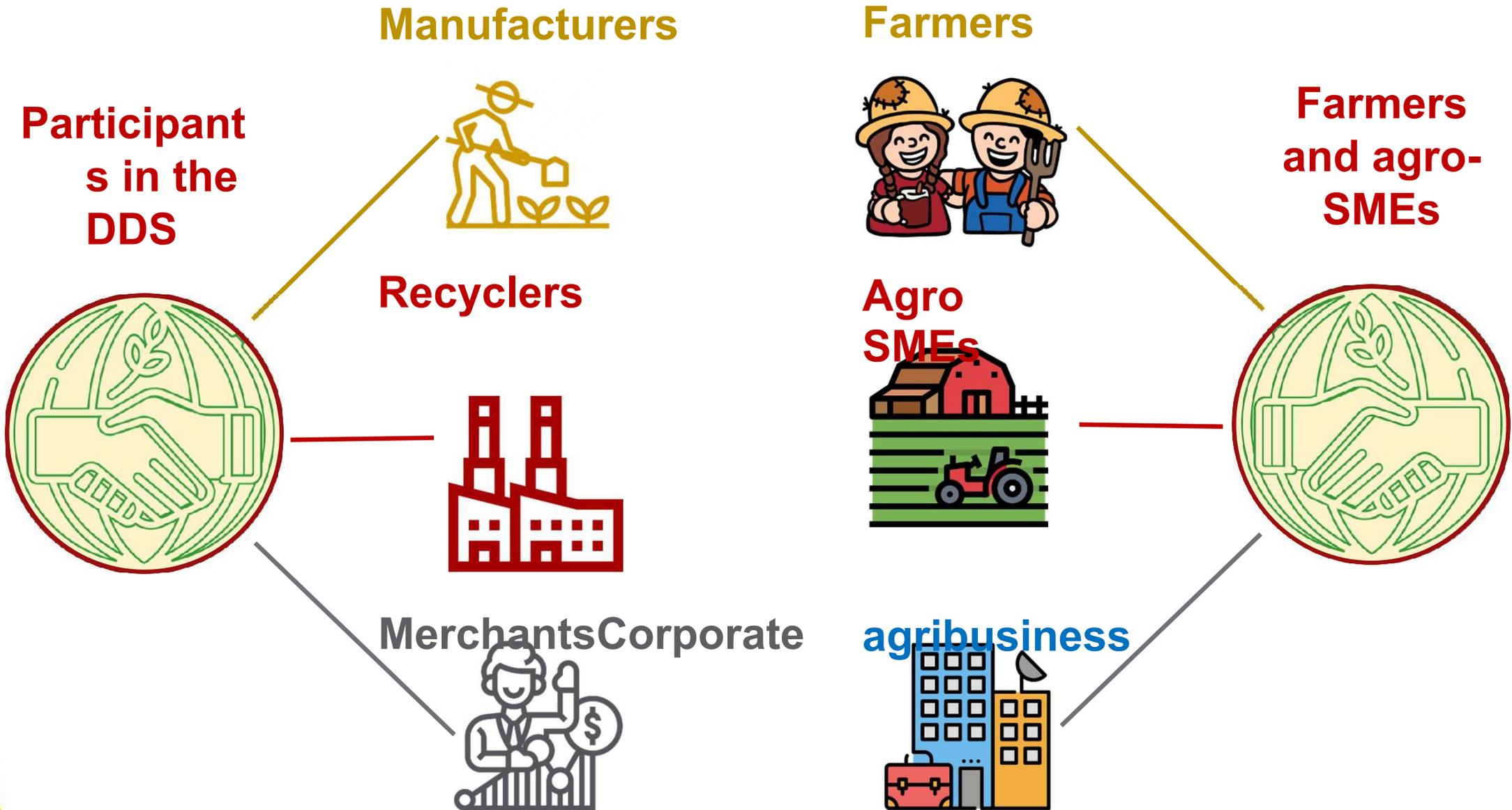
Demographic segmentation

Geographical segmentation

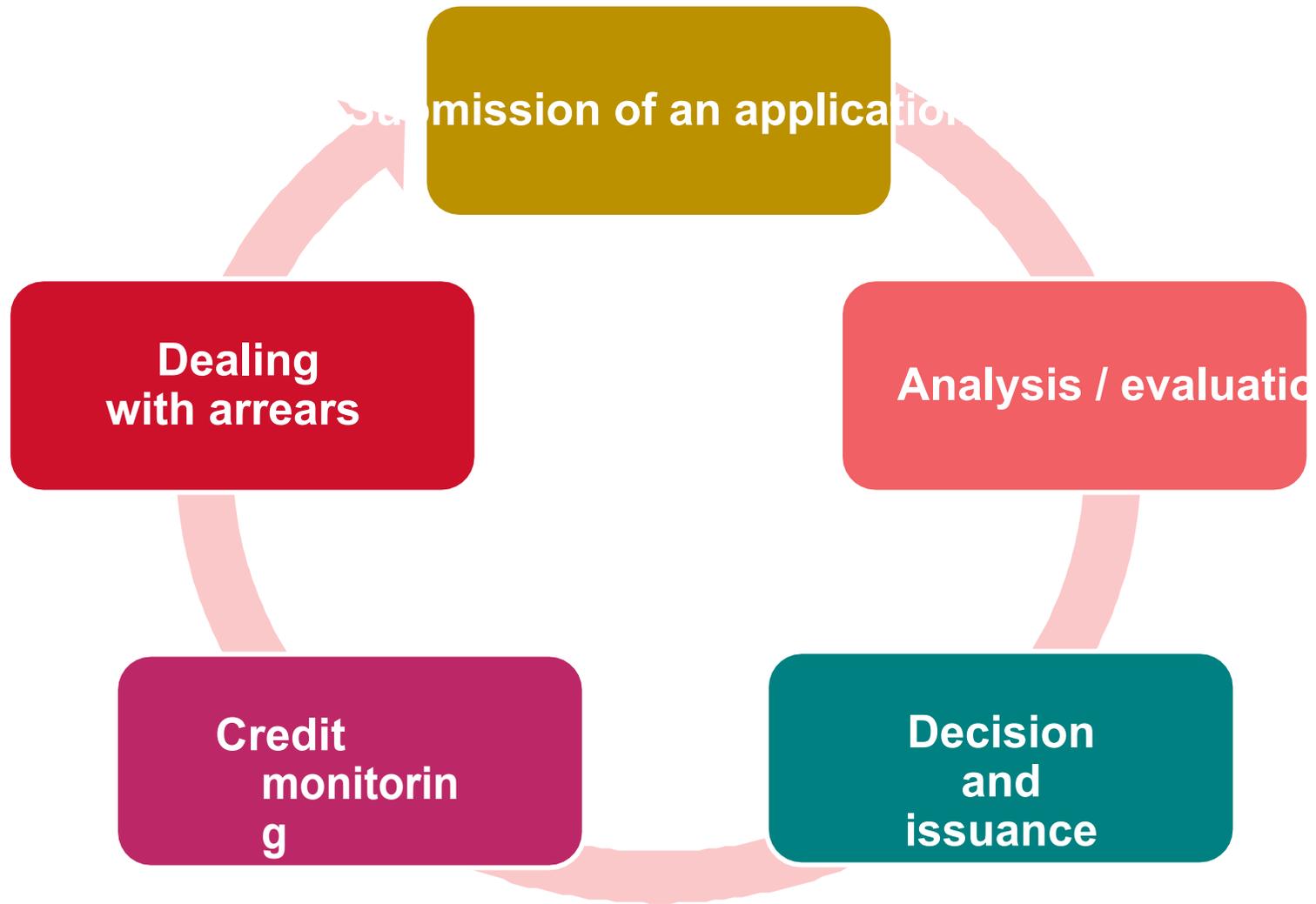
Segmentation by DDS

Strategic segmentation

Financial needs



Credit cycle

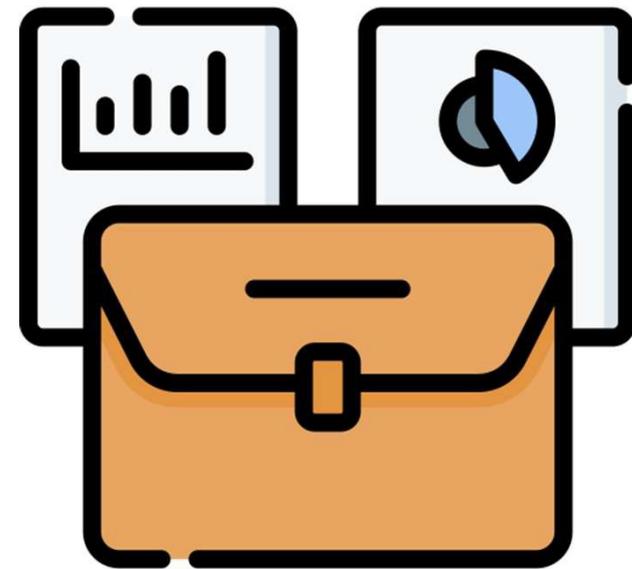


Credit risk

INDIVIDUAL Borrower credit risk



Credit risk *PORTFOLIO*



4 risk management strategies

- ▶ Risk avoidance
- ▶ Risk transfer
- ▶ Risk-taking
- ▶ Risk mitigation



System 5C

5C

Character and ~~Capital~~

1. Character - Character

- ▶ Personal aspects
- ▶ Business aspects
- ▶ **Capital's** credit history

2. - Capital

Shareholders' equity -
the net value of the business.

Equity

**Primary
capital**

**Retained
earnings**

3. Capacity - Capacity

Analysis of the financial statements:

- ▶ Balance
- ▶ Statement of Profit and Loss (P&L)
- ▶ Cash-flow report (CFR or cash-flow)

Communication - Balance ~~and Cash-Flow~~

Balance 31/12/2019

Cash-Flow

01/01/2020 - 31/12/2020 Balance

31/12/2020

CASH AT THE BEGINNING	
· Sales	
· Purchases	
· Salary	
· Utilities	
· Other benefits	
Net Oper. Cash flow	
· Dividends to owners	
· Transactions with assets	
Net Cash-flow Inv.	
· Getting credit	
· Repayment of loans	
Net Fin. Cash-flow	
NET CASH FLOW	
CASH AT THE END	

TOTAL ACTIVITIES	TOTAL PASSIVES
TEC. ACTIVITIES Cash Deb. TMP back-value	CR. OBJECTIVES Cr. loans Credit.
ANIMALS	Д. OBJECTIVES D. loans D. liabilities
DOSS. DOSS Equipment Vehicles Real Estate	CAPITAL Total equity Non-

TOTAL ACTIVITIES	TOTAL PASSIVES
TEC. ACTIVITIES Cash Deb. TMP back-value	CR. OBJECTIVES Cr. loans Credit.
ANIMAL	Liabilities Д. OBJECTIVES D. loans D. liabilities
ESTABLISHMENT	CAPITAL Total equity Non- discretionary
S OSN. PETS Equipment Cars Real Estate	profit

Coefficients

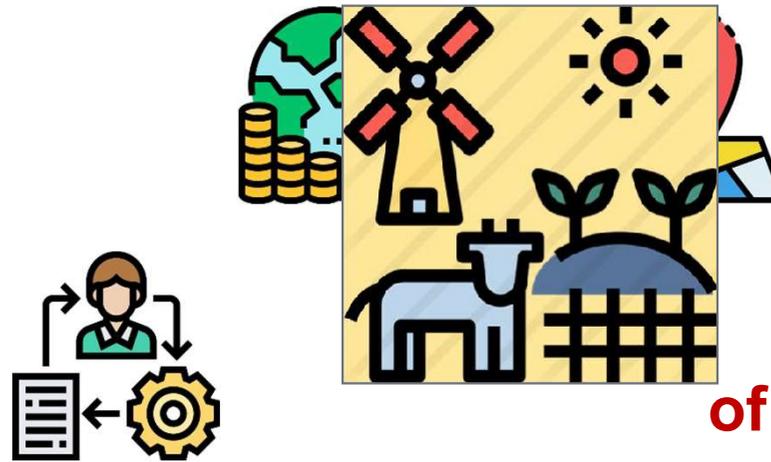
- 1. Current liquidity ratio**
- 2. Debt to asset ratio**
- 3. Debt coverage ratio**
- 4. Net profit ratio**

Terms and conditio ns

The
market and
the
economy

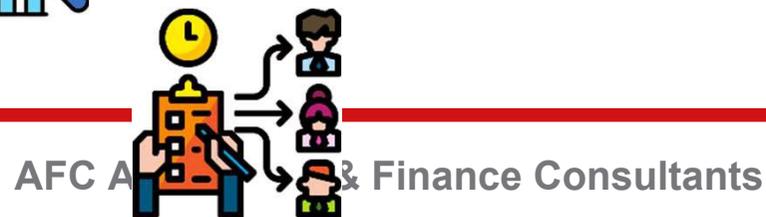
Location

Busine
ss
processes



Quality
of
managem
ent

Indicators



Infrastructure



**Terms and
conditions**

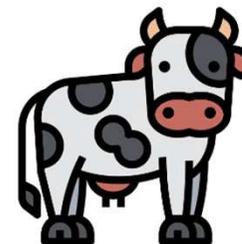
Resources

Bail

**Solid or traditional
bail:**



Unconventional bail:

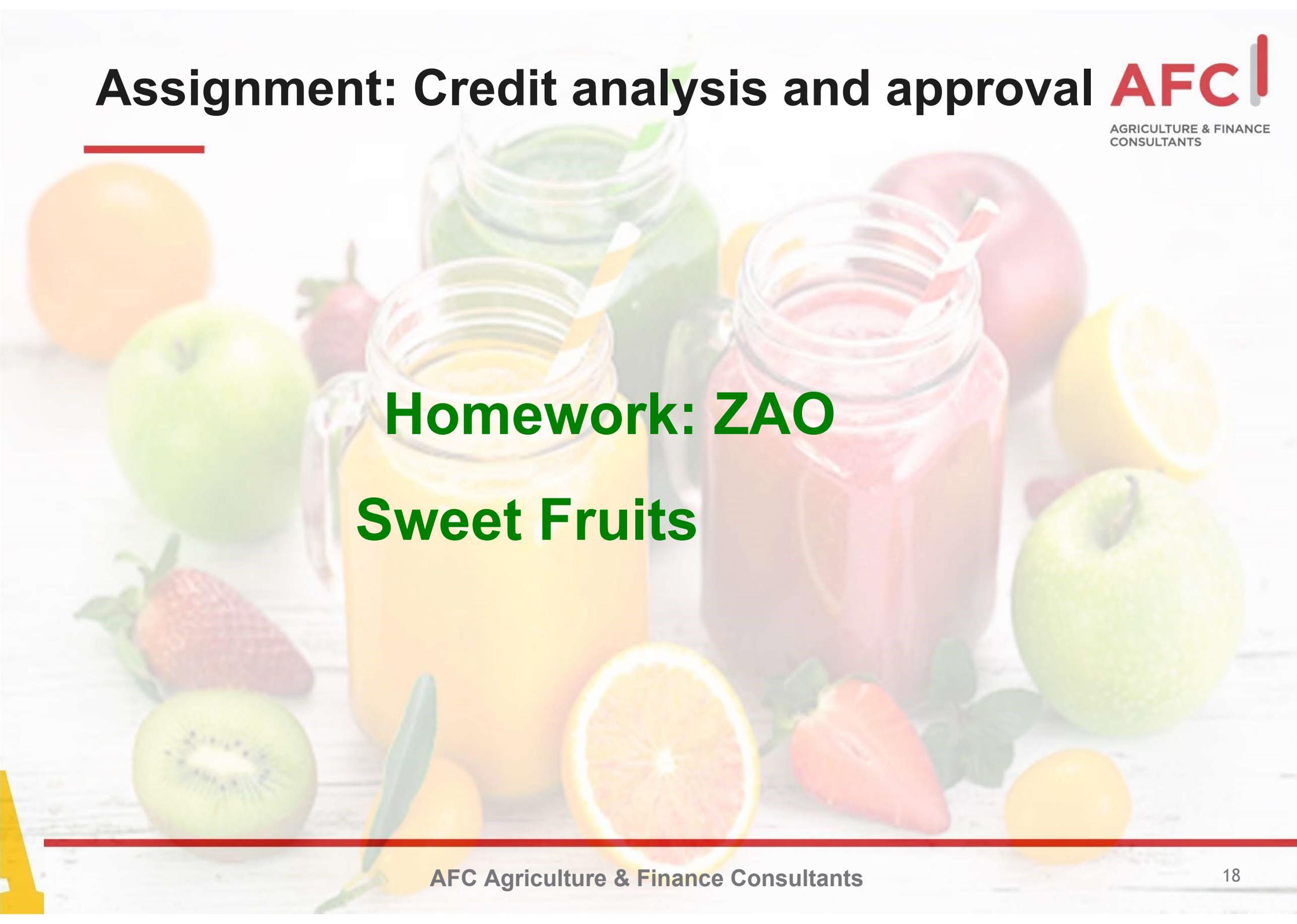


Loan structuring - Seasonal factor

What is Credit Structuring?

- ▶ The seasonality of agribusiness
- ▶ Grace periods
- ▶ Contribution amount

Assignment: Credit analysis and approval

A collection of fresh fruits and smoothies in glass jars. In the foreground, there are three glass jars filled with smoothies: one orange, one green, and one pink. Surrounding the jars are various fruits including a whole orange, a green apple, a strawberry, a kiwi, a slice of orange, a whole apple, a slice of lemon, and another strawberry. The background is a light, textured surface.

Homework: ZAO Sweet Fruits

A distraction?

This guy is playing football with his friends and is trying to kick the ball. What kind of kick will he have?



The impact
will be
great!



It's going to be awful!



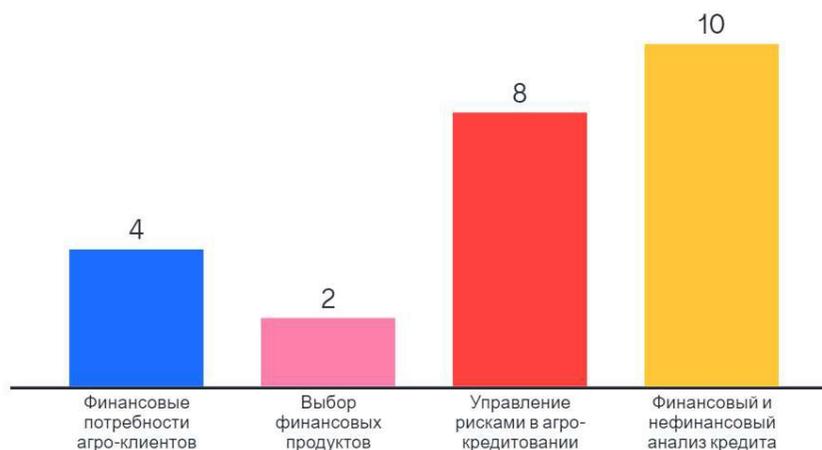
A distraction?



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Какие 2 темы из этого вебинара вам наиболее интересны?

Mentimeter



15

Discussion



- ▶ From a mobile phone, go **to www.menti.com** and dial the **code** visible at the top of your computer screen (**NOT PHONE**)
- ▶ Write your answer and wait for it to appear on the computer screen.

Thank you all for your





ПРИЯТНЫХ
ВЫХОДНЫХ!

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