

PROGRAMME & INFORMATION



Regional Policy Forum

on

Financing Agri-SMEs to Trigger Engines of Local Development



and

77th Executive Committee Meeting

8 August 2024,
Siem Reap, Cambodia

Hosted by: National Bank of Cambodia
Co-host: Asia-Pacific Rural and Agricultural Credit Association

PROGRAMME SCHEDULE

A. Regional Policy Forum

Financing Agri-SMEs to Trigger Engines of Local Development

Venue: Borei Angkor Resort, Siem Reap, Cambodia

Date: 08 August 2024; Time: 08.00 hrs. till 12.30 hrs.

08.00 – 08.30	Registration and kit distribution
08.30 – 09.45	Opening Session
08.30 - 08.45	☞ <i>Welcome address: Mr. QIAN Wenhui</i> Chairman, Agricultural Development Bank of China (ADBC) and APRACA Chair.
08.45 - 09.00	☞ <i>Keynote address: H.E. Dr. Chea Serey, Governor</i> , National Bank of Cambodia.
09.00 - 09.05	☞ <i>Vote of Thanks: Dr Prasun Kumar Das</i> , Secretary General, APRACA, Bangkok.
09.05 – 09.30	☞ <i>Photo Session</i>
09.30 - 10.45	Technical Session 1: Policies that trigger provisioning unmet financing gaps to support developing agri-SMEs.
09.30 – 09.40	☞ <i>Session Moderator: HE Dr. Kao Thach, Chief Executive Officer, Agriculture and Rural Development Bank, Cambodia:</i> Opening of the session by Moderator and brief summary on expected output of the session and introduction to the panel members.
	☞ Speakers:
09.40 – 09.55	• Speaker 1: Mr. Bam Bahadur Mishra, Deputy Governor, Nepal Rastra Bank (NRB): Policies that are supporting to establish integrated agribusiness ecosystem in Nepal.
09.55 - 10.10	• Speaker 2: Mr. Abid Qamar, Director-Agriculture Credit and Financial Inclusion Department State Bank of Pakistan. Potential areas of policy intervention to enhance agri-SME finance in Pakistan.
10.10 – 10.25	• Speaker 3: Ms. Charina De Vera Yap, Managing Director, Bangko Sentral ng Pilipinas, Philippines: Financial inclusion policies that support Agri-SMEs to access formal finance.
10.25 – 10.40	• Speaker 4: Ms Nadia Martinez, Senior Coordinator, SAFIN: Enabling policies are the key to running a successful agri-SME finance programme- Global experience.
10.40 – 10.45	• Summary of the session by Moderator and Q & A session
10.45 – 11.15	Tea/Coffee/Networking break
11.15 – 12.15	Technical Session 2: Role of the institutional mechanism in extending finance to the agri -SMEs in the region: showcasing the best practices
11.15 – 11.25	☞ <i>Session Moderator: Dr. Ajay Kumar Sood, Deputy Managing Director, NABARD, India:</i> Opening of the session by Moderator and brief summary on expected output of the session.
	☞ Speakers:
11.25 – 11.40	• Speaker 1: Mr. Zakir Hossain Chowdhury, Executive Director, Bangladesh Bank. Innovative financial instruments to support financing Agri-SMEs in Bangladesh.
11.40 – 11.55	• Speaker 2: Dr S L Narayana, Managing Director, Skydive Technologies, India: Financing Agri-SMEs: Lessons from India.
11.55 – 12.10	• Speaker 3: Dr Arghavan Farzin Motamed, CEO, FARZIN Institute, IR Iran: 'Women cooperatives can play a crucial role in developing rural SMEs and support livelihoods: Experiences of Iran'.
12.10 – 12.25	• Speaker 4: Mr. Wichai Paksa, Director of the Office of Foreign Affairs, Bank for Agriculture and Agricultural Cooperative (BAAC), Thailand: 'Agri-SME finance (SMAEs) as the most remunerative business line: case from Thailand'
12.25 – 12.30	• Summary of the session by moderator and Q & A
12.30 - 12.45	Closing Session
12.30 -12.45	☞ Closing Remarks: Mr. Chatchai Sirilai, President, Bank for Agriculture and Agricultural Cooperatives (BAAC), Thailand and Vice-Chair, APRACA.
12.45 – 14.30	Lunch Break

B. 77th Executive Committee Meeting of APRACA

Venue: Borei Angkor Resort, Siem Reap, Cambodia

Date: 08 August 2024; Time: 14.30 hrs. till 17.30 hrs.

14.30-14.45	Opening Session
14.30 - 14.35	☛ Welcome address: H.E. Rath Sovannorak, Deputy Governor , National Bank of Cambodia
14.35 - 14.40	☛ Inaugural Address: Mr. QIAN Wenhui APRACA EXCOM Chair and Chairman, Agricultural Development Bank of China (ADBC) inviting all participants in 77 th EXCOM Meeting of APRACA
14.40 – 14.45	☛ Introduction to the Meeting: Dr Prasun Kumar Das , Secretary General of APRACA ☛ Photo Session
14.45 - 17.00	Agenda Discussion for 77th EXCOM of APRACA
14.45 – 15.30	• Presentation of Agenda items # 1 to 5
15.30 – 15.45	• Tea/Coffee Break
15.45 - 16.00	• Presentation of Agenda items 6-8
16.00 – 16.15	• Signing of MoU by CEO, ARDB and Chairman, APRACA
16.15 – 17.00	• Presentation of Agenda items # 9 to 10
17.00 - 17.30	Closing Session
17.00 - 17.30	• Closing remarks 1. Mr. QIAN Wenhui APRACA EXCOM Chair and Chairman ADBC 2. Mr. Chatchai Sirilai , APRACA Vice Chair and President, BAAC
18.00 - 21.00	Gala Dinner and Cultural Evening

C. Field Visit Programme (*Organized by NBC*)

Venue: Cultural visit to UNESCO Heritage Building: Angkor Wat (*for registered participants only*)

Date: 09 August 2024 (08.30 to 14.00 hrs.)

09 August 2024	Activities
08.00 – 12.30	☛ Cultural visit and travel to Angkor Wat (<i>UNESCO Heritage building</i>) [A detail programme will be developed by NBC and will be circulated soon]
12.30 – 14.00	☛ Lunch coupon will be provided to the participants
14.00 hrs. onward	☛ Free time for the delegates to explore the city
10 August 2024	☛ Departure from Siem Reap, Cambodia to respective countries

INFORMATION NOTE

Regional Policy Forum and 77th APRACA Executive Committee Meeting Siem Reap, Cambodia

Date: 8 – 9 August 2024

Venue: Borei Angkor Resort and Spa, Siem Reap, Cambodia

HOST ORGANIZATION:

APRACA Regional Policy Forum (RPF), 77th Executive Committee Meeting (EXCOM) of APRACA and a field visit programme is being hosted by National Bank of Cambodia (NBC) in collaboration with APRACA Secretariat.

DATES AND VENUE:

- **Day 1 (Morning Session): Regional Policy Forum on ‘Financing Agri-SMEs to trigger engines of local development’** to be held on **8 August 2024 at 09:00 – 12:30 hrs.** (Cambodia time: GMT+7.00 hrs.) at the Borei Angkor Resort and Spa Hotel, Cambodia.
- **Day 1 (Afternoon Session): 77th EXCOM Meeting of APRACA** will be held on **8 August 2024 at 14:30 – 17:30 hrs.** (Cambodia time: GMT+7.00 hrs.) at the Borei Angkor Resort and Spa Hotel, Cambodia.
- **Day 2: A Field Visit programme** for the registered participants is being organized by the National Bank of Cambodia (NBC) on **9 August 2024** (A detailed programme will be circulated closer to the date of the event).

ACCOMMODATION:

The host, NBC, will block the rooms as per the choices made by the registered delegates (<https://www.apraca.org/77th-excom-meeting-and-99th-regional-policy-forum/>). The payment for accommodation will be made by the delegates directly to the hotels (*in advance or at the time of check-in as per the arrangements*).

Details of Accommodation	Room Type and Tariff
Hotel: Borei Angkor Resort and Spa** Address: National Road 6, Banteay Chas, Siem Reap, Cambodia Website: https://www.boreiangkor.com/ Contact Person: Ms. Vina Chhoeng, MICE Manager Email: vina.chhoeng@innotality.com Tel/Mobile: (+855) 15 421 222	Type of Room and Nightly Rate: (<i>inclusive of Breakfast, service charge and government taxes etc.</i>) 1. Deluxe Room (40 sqm): USD 70.00 (<i>Single/Double & Twin Occupancy</i>) 2. Landmark Room (47 sqm): USD 80.00 (<i>Single/Double & Twin Occupancy</i>)

** This hotel is also the venue for the meetings and other activities.

REGISTRATION & PARTICIPATION FEE:

The mode of the Regional Policy Forum is in person. APRACA Member institutions are encouraged to nominate the delegates to join the event in person and completing the registration by 28 June 2024

through the electronic format as per the link provided here: <https://www.apraca.org/77th-excom-meeting-and-99th-regional-policy-forum/> (A Registration form is also attached herewith in case the nominated officials face challenges in filling the electronic format)

The customary Registration for the participation (from countries other than Cambodia) has been **fixed at USD250** to defray the cost of organizing the event and the filed visits by the host agency. The registration fee will be collected in cash by APRACA Secretariat. The registration desk will be opened at the **Borei Angkor Resort and Spa** on the following date and time.

Dates	Time
7 August 2024	18:00 – 21:00 hrs.
8 August 2024	09:00 – 16:30 hrs.

AIRPORT RECEPTION AND SEND-OFF:

The National Bank of Cambodia (NBC) will organize the airport reception on **7 August 2024** and send off on **10 August 2024** for the confirmed participants. The arrangements will be made upon receiving the flight schedule from the delegates well in advance as the new Airport in Siem Reap is far from city and takes about 1 hour travel. It is strongly advised that the delegates need to provide the flight details to the host in the registration form on or before **10 July 2024** for smooth logistical arrangements.

MEALS DURING THE MEETING:

During the Regional Policy Forum and the EXCOM meeting the following meals will be covered by the Organizers:

- **7 August 2024:** Participants receive buffet dinner vouchers (at the hotel check in desk) upon arrival at the **Borei Angkor Resort and Spa**. The delegates checking in to other hotels may collect the dinner vouchers during the registration at the **Borei Angkor Resort and Spa** as per the schedule mentioned above. (To be hosted by APRACA)
- **8 August 2024:** Lunch and coffee/tea breaks during the meeting; Gala Dinner to be hosted at the **Borei Angkor Resort and Spa** Ball Room. (To be hosted by NBC)
- **9 August 2024:** Lunch during the field trip (*Restaurant name will be notified on 8 August*).

*(Accompanying spouses are invited to join the Gala Dinner on **8 August**, the field trip on **9 August** and other programme to be decided by the host).*

LANGUAGE:

English language will be the medium of presentation in the forum, which refers to all presentations, reading materials and discussions.

DELEGATES:

The Regional Policy Forum is open to all APRACA member institutions, APRACA partner agencies, UN organizations, Bilateral Donor agencies, local financial institutions, government and non-government

agencies and finance – related institutions. The 77th EXCOM of APRACA, APRACA members may join the EXCOM meeting as observers.

FIELD VISIT:

A field trip to visit to Angkor Wat Campus and/or other places nearby, Siem Reap, Cambodia is being organized by the National Bank of Cambodia (NBC) on **9 August 2024**. Delegates are requested to mention their willingness to join this field trip in the registration form to confirm their participation. The host NBC arranges and covers the costs of vehicle, tickets for the trip for the registered participants (Participants need to bear any other personal expenses).

VISA FOR THE FOREIGN DELEGATES:

- a) The delegates may apply for visa to the Cambodian Embassy in their respective countries if there are any embassy in that country.
- b) E-visa is also available, and the delegates may visit <https://www.evisa.gov.kh/> to check the requirements for the E-visa to enter Kingdom of Cambodia. The delegates may please apply for the 'T' Type E- visa (https://www.evisa.gov.kh/information/visa_type/4).
- c) Visa on Arrival is available to enter the Kingdom of Cambodia for 30 days. The information for arrival visa in Cambodia can be found at <https://www.cambodia-visa.com/guide/cambodia-visa-on-arrival.html>

Required documents

- 1) 2*2 sized photo.
- 2) Passport must be valid for 6 months from the date of entry.
- 3) 2 blank pages left on passport.
- 4) Immigration form

Visa on arrival fees

- Tourist visa on arrival (30 USD)
- Business visa on arrival (35 USD)

MEDICAL AND TRAVEL INSURANCE:

All delegates are advised to arrange for their own medical and travel insurance coverage, prior to their trip to Cambodia.

WEATHER CLOTHING:

The month of August is late summer in Cambodia and the temperature ranges between 25 to 32 Degrees Celsius. As there might be some rain during August, you may keep yourselves prepared for this. The dress code are as follows:

- Formal wear for meeting and Forum.
- International dress for Gala Dinner.
- Casual wear for outdoor and field trips.

REGISTRATION DEADLINE:

The delegates are requested to complete the online registration by clicking this link: <https://www.apraca.org/77th-excom-meeting-and-99th-regional-policy-forum/> ***on or before 28 June 2024***. Those who are resorting to paper registration (copy of registration form is attached) may please send the same through email ***on or before 01 July 2024*** for smooth processing of logistical arrangements and ***visa facilitation letter from National Bank of Cambodia (NBC)***.

PROGRAMME DETAILS:

A detailed programme schedule for the Regional Policy Forum and 77th EXCOM has been provided in the ***Annexure***. The complete information regarding the field trip and cultural visits will be shared with the delegates by NBC closer to the event.

CONTACT DETAILS:

Organizations	Contact Details
National Bank of Cambodia (NBC)	1. Mr. SOM Kosom , Deputy Director. E-mail kossom.som@nbc.gov.kh Mobile & WhatsApp: +855 77 500 444
APRACA Secretariat	1. Mr. Kittisak Mommoh , Administrative and Programme Coordinating Officer: E-mail: kittisak@apraca.org Mobile & WhatsApp: +66 83 929 8889 2. Ms. Sofia Champanand , Knowledge and Information Officer. Email: sofia@apraca.org 3. Dr. Prasun Kumar Das , Secretary General E-mail: prasun@apraca.org

CONCEPT NOTE

Financing Agri-SMEs to trigger engines of local development

Venue: Ball Room, Borei Angkor Resort, Siem Reap, Cambodia

Date: 08 August 2024; Time: 08.30 to 12.30 hrs.

1. Background:

Despite accounting for 25 percent of gross domestic product (GDP) in low-income¹, 15 percent in lower middle-income countries², and employing a large share of the population³, agriculture receives a disproportionately low level of formal credit⁴. Credit and investments that flows to the agriculture sector in low/middle income countries in the Asia-Pacific region is primarily provided to large/medium commercial farms, agro-processors, and other large size actors in agricultural value chains.

The evidence shows that the inclusive agribusiness (IAB)⁵ continue to play important role in developing efficient agricultural value chain and in transformation of food systems⁶ to support the local development. The agri-SMEs has significant potential to improve rural livelihoods, strengthen food security, mitigate the effects of climate change, and create economic opportunities for women, youth, and other marginalized groups. The small and medium agricultural enterprises in the majority countries of this region operates in a fragmented financial landscape, are generally facing a plethora of challenges to access financial services due to the absence of dedicated and tailor-made products for all types of agri-SMEs. As per the study of ADB⁷, the Asia-Pacific region needs to invest US Dollar 120 billion every year in agribusiness until 2050 to meet the growing demand for food. Such huge demand have led agribusiness companies to have large and unmet financing needs, both in the long-term and short-term. This substantial financing gap also posing a great challenges to be served by the local financial institutions⁸ due to the small ticket sizes, high transaction costs of reaching remote rural areas, and limited financial management capacity. The small financial institutions operating in

¹ World Bank, 'Agriculture, Forestry, and Fishing, Value Added (% of GDP) - Low Income (2022)', World Bank Open Data, 2023, <https://data.worldbank.org>

² World Bank, 'Agriculture, Forestry, and Fishing, Value Added (% of GDP) - Lower Middle Income (2022)', World Bank Open Data, accessed 13 November 2023, <https://data.worldbank.org>.

³ World Bank, 'Employment in Agriculture (% of Total Employment) (Modeled ILO Estimate) - Low Income (2021)', World Bank Open Data, accessed 13 November 2023, <https://data.worldbank.org>; World Bank, 'Employment in Agriculture (% of Total Employment) (Modeled ILO Estimate) - Lower Middle Income (2021)', World Bank Open Data, accessed 13 November 2023, <https://data.worldbank.org>

⁴ FAO, 'Credit to Agriculture. Global and Regional Trends 2012-2021', FAOSTAT Analytical Brief (Rome: Food and Agriculture Organization of the United Nations, 2022).

⁵ Inclusive Agribusiness (IAB) is characterized by vertical integration, whereby individual transnational corporations coordinate (and profit from) activities in all spheres of exchange. enables smallholders specifically to produce for and participate in commercial agrifood chains.

⁶ van Westen et al.; 2019 (<https://www.sciencedirect.com/science/article/pii/S1877343519300612>) and Wangu et al.; 2020 (<https://www.mdpi.com/2071-1050/12/14/5521>).

⁷ ADB (2019). Scaling-up Investment in Agribusiness is Helping Transform Asia and the Pacific. <https://www.adb.org/news/features/scaling-investment-agribusiness-helping-transform-asia-and-pacific>

⁸ Small-scale lenders, such as microfinance institutions, cooperative banks, other rural banks etc.

limited geographical boundaries are also exposed to the systemic risks related to climate, market volatility, and crop failure that are inherent to the sector more broadly which. The commercial lenders also often find it too risky and too expensive a proposition to lend to these enterprises which depends on the success of crop production.

The Asia-Pacific region during the last decade witnessed increasing recognition by policymakers, capital providers, and finance practitioners of the vital role played by agricultural small- and medium-sized enterprises (agri-SMEs) in agricultural and food systems in developing countries of the region, as well as their key challenge of limited access to finance. APRACA studies highlighted the critical role of agri-SMEs in growing markets of the region and their concurrent lack of access to finance and supporting services. The specific focus on the needs of agri-SMEs as a sub-segment of the broader agenda of SME finance and the 'missing middle' is important as these needs and the dynamics around these providing finance have unique dimensions. The underlying challenges to profitably providing agri-SME finance are being extensively discussed in major policy forums which includes dynamics around high costs to serve, high risk in agricultural markets, and low levels of investment readiness among potential borrowers. To break this myth of high cost and low impact, it is imperative to comprehensively explore the pathways where finance is specifically flowing, via specific types of products from specific types of financial service providers to specific types of agri-SMEs. In recent years, the commercial banking institutions, development finance institutions and multilateral/bilateral agencies have funded a growing number of initiatives in the Asia-Pacific region to boost lending to agri-SMEs, including credit guarantee schemes, new investment vehicles, credit lines, and capacity building of staff members.

While the potential contribution of agri-SMEs to local development is recognized by policy makers and scholars, concerns have been raised with respect to the nature and actual extent of inclusivity of agribusiness. Particularly critical is the question of what categories of agri-enterprises and smallholders take part in the initiatives and the corresponding terms of inclusion. The other potential issue is related to incentivizing the supply side of the financial services who are providing required financial assistance to meet the investment gap and scale up these small enterprises which are otherwise not eligible to receive financial support from other actors in the value chains.

2. Objectives:

The overarching objective of this regional policy forum (RPF) is to create cross-learning opportunities from the experiences of APRACA member institutions and the international agencies and help build/strengthen the capacities of the financing institutions to activate the policies, financial products and services towards inclusive agri-SME finance and achieve resilient agrifood system for the local development context. The specific objectives are as follows:

- Examine barriers for improving financial preparedness of agri-food small and medium enterprises (agri-SMEs), with specific focus on job creation.
- Understand impact of enabling policies which trigger provisioning of enhanced investment in

agri-SMEs to support local development.

- Learn lessons from the members institutions who are implementing successful programme to support agri-SMEs through tailored product development.

Speakers:

The speakers for this Regional Policy Forum are the leaders from the financial institutions in the region actively involved in developing, supporting, and delivering green and climate finance to their clientele, representative from national/international agencies promoting green financial services and the academics in broadening the related knowledge. They will discuss their experiences on the current challenges and successes in scaling up green financial services for smallholders and rural enterprises including Agri-SMEs.

Registration:

To join the event, all participants need to complete the registration, visiting the below link (<https://www.apraca.org/77th-excom-meeting-and-99th-regional-policy-forum/>).

Upon completion of registration, APRACA Secretariat and National Bank of Cambodia (NBC) will send the invitation letter to join the event and support for required visa processing documents.

Programme:

The programme has been divided into 2 technical session.

- **Technical Session 1:** Policies that trigger provisioning unmet financing gaps to support developing agri-SMEs.
- **Technical Session 2:** Role of the institutional mechanism in extending finance to the agri - SMEs in the region: showcasing the best practices.



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48th year of service to support expand rural and agriculture finance in Asia-Pacific Region