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GENERAL FINDING



**“ACCESS TO FINANCE IS STILL
CONSIDERED BY BENINESE
COMPANIES AS A MAJOR
OBSTACLE TO DOING
BUSINESS”**

Source: FMI Report 15/101

EVEN MORE DIFFICULT FOR THE CASHEW INDUSTRY, ESPECIALLY SINCE:

1- THE SECTOR IS STILL CONSIDERED NEW AND RISKY



2- BANKS STILL DO NOT HAVE A GOOD KNOWLEDGE OF IT

IDEAL BORROWER PROFILE



BECOMING A BORROWER....

- 1 REPUTATION OF THE PROMOTER
- 2 REPAYMENT CAPACITY
- 3 FINANCIAL COMMITMENT OF THE PROMOTER IN THE PROJECT OR TRANSACTION
- 4 GUARANTEES
- 5 ATTRACTIVENESS OF FINANCING



REMAIN A BORROWER

1

SCRUPULOUSLY COMPLY WITH THE LOAN APPROVAL CONDITIONS

2

NOTIFY YOUR BANKER IF YOU ENCOUNTER DIFFICULTIES IN CARRYING OUT THE PROJECT/TRANSACTION

3

DEPOSIT SALES REVENUE IN THE BANK

4

IMPROVING ORGANIZATION & GOVERNANCE

5

PLEASANTLY SURPRISE YOUR BANKER: GO BEYOND HIS EXPECTATIONS



1

CONSISTENCY ON SEVERAL FINANCINGS

2

THE CONTINUOUS IMPROVEMENT OF MANAGEMENT QUALITY

3

CONTINUOUS IMPROVEMENT OF THE ORGANIZATION

4

THE CONTINUOUS IMPROVEMENT OF THE QUALITY OF GOVERNANCE

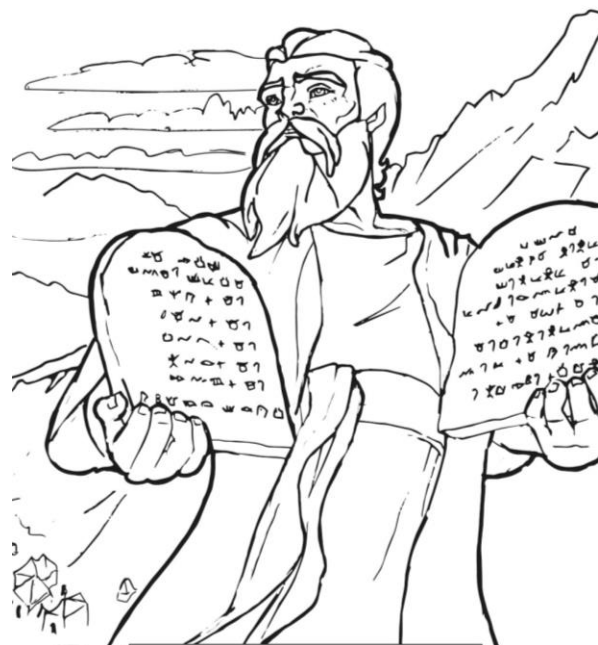
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CONTINUOUS IMPROVEMENT OF FINANCIAL RATIOS

6

THE CONTINUOUS IMPROVEMENT OF THE ACCOUNTING AND
FINANCIAL INFORMATION COMMUNICATED





THE TEN COMMANDMENTS OF THE “GOOD BORROWER”

1.



**YOU WILL NURTURE YOUR
ECONOMIC REPUTATION AND
CHERISH IT MORE THAN ANYTHING**

2.

**LIKEWISE, YOU WILL
INSPIRE RESPECT IN YOUR
SOCIAL ENVIRONMENT**



3.



**YOU WILL NOT MISS YOUR
DIFFERENT DEADLINES IN
SUBSTANCE AND FORM**

4.



**IN PARTICULAR, YOU WILL
SCRUPULOUSLY HONOUR YOUR
CREDIT SCHEDULE**

5.



**YOU WILL HAVE TO BUILD A GOOD
PATRIMONY TO IMPROVE YOUR
RISK PROFILE**

6.



**YOU WILL ENSURE CONTINUOUS
IMPROVEMENT IN THE WAY YOU
MANAGE YOUR BUSINESS**

7.

**YOU WILL PAY PARTICULAR
ATTENTION TO MODERNISING
YOUR ORGANISATION AND THE
MEANS OF YOUR OPERATION**



8.



**YOU WILL BE CONSISTENT WITH ALL
YOUR FINANCIAL PARTNERS ON
EVERY TRANSACTION**

9.



**YOU WILL CONTINUOUSLY
IMPROVE THE ACCOUNTING AND
FINANCIAL INFORMATION YOU
PROVIDE TO THIRD PARTIES.**

10.



**YOU WILL ACTIVELY AIM TO
BECOME THE FIRST IN YOUR SECTOR
OF ACTIVITY.**

Business Plan



Produce a simple, coherent and well-structured business plan that demonstrates your mastery of the project and the sector of activity



[PLACEHOLDER: two page snapshot of the company, with required funding needs.
Each line item will be further expanded with its own section]



KEY MANAGEMENT CONTACTS

What the FI wants to know: Who are the faces of the company?

Provide full names, pictures and backgrounds, it is important to personalize the company



OWNERSHIP STRUCTURE

What the FI wants to know: who has the ultimate decision making control?

Example: [Client X] is owned x% by xxx and y% by xxx



PRODUCTION OVERVIEW

What the FI wants to know: How viable is your business model?

*Example: [Client X] has been operating for xx years, and process xx MT of RCN to date
[Key operational ratios]*



SUPPLIER NETWORK

What the FI wants to know: Do you have a guaranteed supply of raw materials?

Example: We have xx suppliers across yy communes



KEY BUYERS

What the FI wants to know: Do you have a guaranteed revenue stream that will allow you to pay back a loan?

Example: [Client x] has xx key buyers from yy different geographies



[PLACEHOLDER: two page snapshot of the company, with required funding needs. Each line item will be further expanded with its own section]



TECHNOLOGY

What the FI wants to know: How do you compare technologically do other processors we may want to finance?

[Mechanized, Semi-mechanized, Manual]



CERTIFICATIONS

What the FI wants to know: How marketable are your final products?

[Any certification and breakdown between conventional / fair trade / organic]



SOCIAL PERFORMANCE

What the FI wants to know: how socially responsible is your business?

[Alignment to UN SDGs, key EGS factors, any report on the social responsibility and commitment of client toward the workers, the community, and the environment.]



FINANCIAL OVERVIEW

What the FI wants to know: how does your business model translate to numbers?

[Past three years' financial history, key financial ratios, current financing needs (tied to supply chain plan)]

THANK YOU