



*Value Chain Finance:
The case of "Piraeus Bank
Contract Farming Program"*

Ioannis E. Chaniotakis
Division Director Agrusiness Development
Piraeus Bank

PIRAEUS BANK





What is the Contract Farming Program?



A new model of collaboration between producers and processing–commercial enterprises
A new way to finance the Value Chain

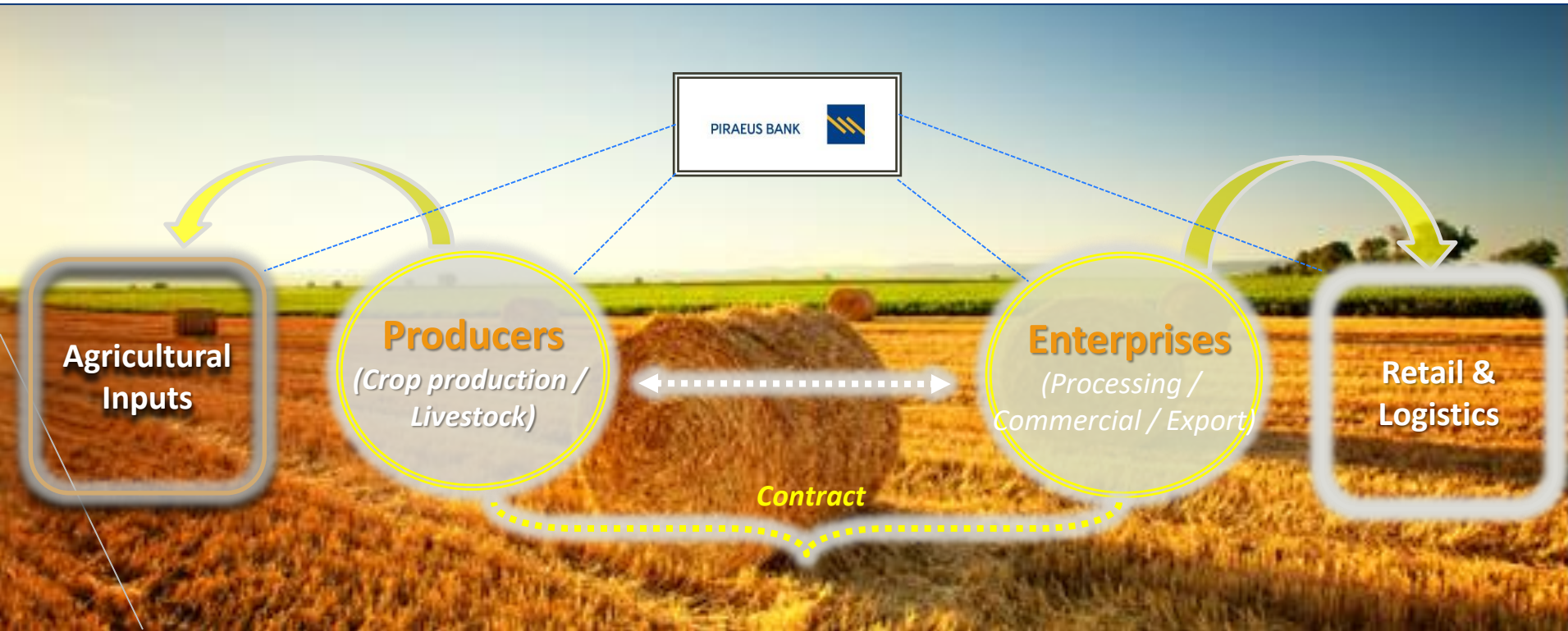


How the Contract Farming Program works?





What was our next step?





What are the benefits from the Contract Farming Program?



Producers

Enterprises

Bank

National and Local Economy



How can FLAGs use the experience in fisheries areas?



**Value Chain Finance in the Aquaculture and Fisheries sector:
An opportunity worth searching!**