

# ADMAS

## ETHIOPIAN PIONEER OF SUCCESSFUL APPLIED APPROACH



The union has successfully established a Niger Seed Edible Oil processing factory



### BENEFITTING FARMERS



43,170 total members  
47,272 total members

### EMPLOYMENT



16 staff  
28 staff

### ACCES TO BANKS



EUR 249,540 Investment NIB Bank  
EUR 606,061 Working capital NIB Bank

### BUSINESS VOLUME



EUR 909,837 turnover  
EUR 1,680,703 turnover

**Location:** Gurage, Wolkite, Ethiopia

**Year of establishment:** 2003

**Commodities:** oilseeds, flax & sesame

**Processing factory:** factory for processing oil seeds into edible oil, established in 2017

**Start year of Agriterra intervention:** 2012

### Core business:

1. Importing fertilizers and distributing to primary cooperatives members on credit basis.
2. Purchasing of Agricultural products (mainly grains) at a reasonable price from member farmers.
3. Agricultural inputs supply services.



The union is producing **5000 liter** per day.

The union has created employment opportunities for **28 local people** at permanent and temporary level and they are supplying a pure oil to member farmers and to society. Above all they create a sustainable market to the members of oil seed crops.

## Input Agriterra

2013-2016

9 peer-to-peer expert missions and 2 trainings

- Boosting the purchase capacity of cooperatives and unions Provision of agronomy services to farmers and implementing the malt barley pilot
- Enhancing the supply-power and market-readiness of malt barley cooperatives
- Boosting malt barley production
- Basic financial management training
- Optimising financial management and Peachtree utilisation



Advice



Training



Exchange



### Three results that were implemented by the client after intervention of Agriterra

- ✓ 1 Transforming from agriculture to Agro-processing (oil refinery)
- ✓ 2 Increase the unions capital
- ✓ 3 Increase in member commitment, ownership séance.

The union currently leads their business successfully by identifying gaps and solutions for different challenges.

## GOAL 2020

“TO BE THE BEST EDIBLE OIL PRODUCER IN THE COUNTRY.”

### RETURN ON INVESTMENTS

Between 2013 and 2016, Agriterra spend EUR 263,344.

In the same period members capital grew by 232%, from EUR 95.352 to EUR 220.961.

In 2016 members capital formed 25% of the total capital, in comparison with 20% in 2013.



## Role of Agriterra

Agriterra has assisted this union on **internal capitalisation** and provided a **EUR 207,693** cash guarantee through social investors. Awareness creation workshops were organised at different levels.

**AGRI  
TERRA**