

VIETNAM

AI NGHIA AGRI-COOPERATIVE

movie: <http://bit.ly/AiNghia>



BHAG: Development of a private product label, strengthening governance and increased youth participation



FARMER BUSINESS LOBBY SERVICES



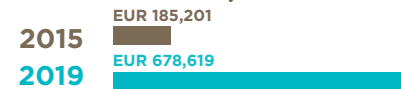
Outcome

2015-2019

BENEFITING FARMERS



TOTAL REVENUE



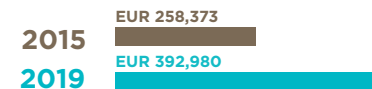
MOBILISED LOANS

- 2016** Purpose: Rice harvesters, based on business plan, financing institution Cooperative Development Fund, amount EUR 14,580
- 2018** Purpose: OCCP model Dai Loc Rice paper, financing institution Provincial People Committee of Quang Nam, grant, amount EUR 10,621
- 2019** Financing institution Quang Nam Provincial People Committee, purpose Marketing and improve processing facility of Dai Loc safety rice, grant: EUR 10,130, attribution Agriterra EUR 10,130
- Financing institution Agribank, purpose Provide working capital for cooperative during the high crop harvesting season, working capital: EUR 39,000, attribution Agriterra EUR 39,000

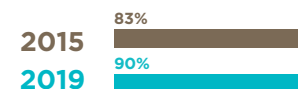
EQUITY



TOTAL ASSETS COOPERATIVE



RATIO EQUITY / TOTAL ASSETS (%)



Name: Ai Nghia Agri-Cooperative
Year of establishment: 1978
Commodities: rice
Processing factory: Drying seed rice of 70Ton/ day; Rice paper processing facility
Start Agriterra: 2016

Core business:
 Production of hybrid seed rice, native seed rice, production of consumption safe rice and "Dai Loc" rice paper



"Ai Nghia Agri-Cooperative has transformed from an entirely community-based service cooperative, to an economic member-based cooperative"

Mr Truong Cam, chairman Ai Nghia



“Ai Nghia Agri-Cooperative focus on development of profitable and solvency member-based business”

Nguyen Thu Trang, business advisor Agriterra



RESULTS

1

In 2019, revenues of Ai Nghia had increased by more than 366% in comparison to 2015



2

Production of Dai Loc rice paper, ISO certified, recognised as Provincial OCOP (One-commune-one-product) in Quang Nam where Ai Nghia Agri-Cooperative received, in 2018, about EUR 10,621 as a grant to boost the business



3

Transparency in financial management that increased trust and participation of members into the business



Input Agriterra

2016

Exchange visit on production and consumption of VIETGAP rice in the South of Vietnam
Business plan to attract capital
Financial Management Training
MyCoop to Board of Directors and Executives



2017

Marketing mission related to safety rice and rice paper
Participated in Exchange visit to Netherlands as contribution to Cooperative development plan of Vietnam
Rolling out of MyCoop to members



2018

Marketing Basic Training
Development of 5-year Strategic Plan
Strengthening governance for a multi-purpose cooperative of Ai Nghia



2019

Human Resources Management mission
Strategic Business Planning
Participate in Governance Programme



GOALS AI NGHIA:

Sustainable branding products

Development of 5-year strategic plan toward 2023

Strengthen governance by empowerment of farmer members in decision making process and inclusion of youth into the executive board

Transparency in financial management

