MINH TOAN LOI COOPERATIVE

Minh Toan Loi Cooperative focuses on an earning model of marketing and selling coffee beans for its members.

Outcome 2014-2018

BENEFITTING FARMERS
- 227 active members (2014)
- 227 active members (2018)

MEMBER EQUITY
- 800,000,000 VND (local currency) (2014)
- 800,000,000 VND (local currency) (2018)

TOTAL REVENUE
- 2,860,613,761 VND (local currency) (2014)
- 6,433,788,600 VND (local currency) (2018)

RATIO EQUITY / TOTAL ASSETS (%)
- 76% (2014)
- 66% (2018)

TOTAL ASSETS COOPERATIVE
- 1,101,527,261 VND (local currency) (2014)
- 2,193,297,393 VND (local currency) (2018)

MOBILISED LOANS
- 280,000 Euro mobilised grant from other stakeholders: government and INGO - World bank

“Minh Toan Loi Cooperative is an economic member-based cooperative that really improved services to meet its members’ need and tried their best to learn and move forward with recommendations and coaching of Agriterra and other partners”.

Tran Thi Tuyet, business advisor Agriterra
In 2018 roasted coffee production and sales increased 50% in comparison with 2017 (start up year).

In 2018, the average revenue of green coffee increased 12% in comparison to 2015.

In 2018, the cooperative invested in wet processing workshop for higher price and stable market with more than 56 tons - a very successful start.

RESULTS

1. In 2018, the average revenue of green coffee increased 12% in comparison to 2015.

2. In 2018, the cooperative invested in wet processing workshop for higher price and stable market with more than 56 tons - a very successful start.

3. In 2018 roasted coffee production and sales increased 50% in comparison with 2017 (start up year).

“Minh Toan Loi Cooperative focus on satisfy its growing coop members by input provision for coffee production and marketing all coffee products and sustainable development of coffee community”.

Vu Duc Quan, director of Minh Toan Loi Cooperative

Input Agriterra

2017
Financial Management Training
Market research in Hanoi and Dak Lak to exploring the potential of roasting coffee

2018
Value Creator and Development of Business strategy toward 2021
MyCoop training to Board of Director and Executives
Rolling out of MyCoop to members
Training on Strategic Business Planning

GOALS MINH TOAN LOI COOPERATIVE:

- High commitment and good compliance of Coop members
- Higher and sustainable income for cooperative members and cooperative
- External capitalisation (low interest rate loans and more investor from company)
- Being the leading coffee provider in Dak Lak