ADMAS
ETHIOPIAN PIONEER OF SUCCESSFUL APPLIED APPROACH

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

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

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.

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.

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EMPLOYMENT

<table>
<thead>
<tr>
<th>Year</th>
<th>Staff</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>16</td>
</tr>
<tr>
<td>2016</td>
<td>28</td>
</tr>
</tbody>
</table>

ACCES TO BANKS

<table>
<thead>
<tr>
<th>Year</th>
<th>EUR 249,540</th>
<th>EUR 606,061</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>Investment NIB Bank</td>
<td></td>
</tr>
<tr>
<td>2016</td>
<td>Working capital NIB Bank</td>
<td></td>
</tr>
</tbody>
</table>

BUSINESS VOLUME

<table>
<thead>
<tr>
<th>Year</th>
<th>EUR 909,837</th>
<th>EUR 1,680,703</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>turnover</td>
<td></td>
</tr>
<tr>
<td>2016</td>
<td>turnover</td>
<td></td>
</tr>
</tbody>
</table>

BENEFITTING FARMERS

<table>
<thead>
<tr>
<th>Year</th>
<th>Total members</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>43,170</td>
</tr>
<tr>
<td>2016</td>
<td>47,272</td>
</tr>
</tbody>
</table>
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 session.

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.