MUKURWE’INI
VALUE TO MILK BY PROCESSING

A 50,000 liters capacity processing plant, started running in July 2014

Location: Mukurwe-ini, Kenya
Year of establishment: 1990
Commodities: Milk
Processing factory: A 50,000 liters capacity processing plant, established in 2014
Start year of Agriterra intervention: 2012

Core business: Mukurwe’ini Wakulima Dairt Ltd. is a well-functioning cooperative that has the right structures to succeed in a dynamic dairy environment. It is important for them to continue building and professionalising both the extension services and the marketing department.

Top 3 results of the coop:
- Establishing a processing factory that has ensured that farmers price went up 30%.
- Setting up extension services and a marketing team and marketing plan.
- Strengthening of the governance structures by professionalising the board and the management staff.

Input Agriterra
2013-2017
7 peer-to-peer expert missions and 4 trainings
- elaboration of extension plan and operation plan
- technical support starting up the processing plant
- business approach for extension services
- efficiency and controls in the finance department
- basic financial management training
- exchange visit with Ugandan dairy cooperative
- elaborating a new extension strategy

Start year of Agriterra intervention: 2012

35.000 kg of milk/day (2016/2017)

2014 EUR 0,23 per liter
2017 EUR 0,29 per liter

Employment

<table>
<thead>
<tr>
<th>Year</th>
<th>Staff</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>69</td>
</tr>
<tr>
<td>2016</td>
<td>176</td>
</tr>
</tbody>
</table>

Access to Banks

<table>
<thead>
<tr>
<th>Year</th>
<th>Working capital</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>EUR 35,150</td>
</tr>
<tr>
<td>2016</td>
<td>EUR - 166,445</td>
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</tbody>
</table>

Business Volume

<table>
<thead>
<tr>
<th>Year</th>
<th>Turnover</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>EUR 7,838,104</td>
</tr>
<tr>
<td>2013</td>
<td>EUR 4,436,381</td>
</tr>
</tbody>
</table>

Total members unknown

2013 22,654 total members

2016 total members unknown

FARMER BUSINESS LOBBY SERVICES
Role of Agriterra

• Setting up the processing plant, first by coming up with a business plan and assisting in acquiring a loan. During implementation, using Agripool missions for factory layout, technical design and startup of the plant and many follow-ups thereafter.

• Setting up extension services from scratch and continuous support to improve extension.

• Marketing strategy and marketing support.

• Strengthening the governance structures.

Ambitions

• Start a Ultra-High Temperature Line

• Expand the market and grow the market share of their own brand Royal fresh

• Increase volumes and quality by better extension to members

• Improve dairy operations and quality

GOAL 2020

TO START AN ULTRA-HIGH TEMPERATURE PROCESSING LINE IN ORDER TO SERVE NEW POTENTIAL MARKETS IN FAR FLUNG AREAS WITH QUALITY MILK AND AT THE SAME TIME REDUCE MARKET REJECTS DUE TO A SHORTER LIFE SPAN OF THE FRESH MILK.

INVESTMENTS

From 2013 to 2016, Agriterra spend EUR 341,473.

In the same period, the members capital grew by 3%, from EUR 707,623 to EUR 726,375.

The sales grew by 177%, from EUR 4,436,381 to EUR 7,838,104.

Members capital

<table>
<thead>
<tr>
<th>Year</th>
<th>Capital (EUR)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>707,623</td>
</tr>
<tr>
<td>2014</td>
<td>726,375</td>
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<tr>
<td>2015</td>
<td>740,000</td>
</tr>
<tr>
<td>2016</td>
<td>760,000</td>
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