**TINJURE**
TEA FARMERS PRIMARY COOPERATIVE
http://www.tinjuretea.com.np/

**Location:** Ilam, Nepal  
**Year of establishment:** 1994  
**Commodities:** tea  
**Processing factory:** In 2012 the cooperative invested in its own processing factory  
**Start year of Agriterra intervention:** 2016

**Core business:**
The organisation is specialised in the collection, processing, packaging and marketing of the fresh tea produced by their small-scale member farmers.

**Input Agriterra**
2016-2017  
2 peer-to-peer expert missions and 3 trainings
- Cost breakdown and business plan development  
- Basic financial management development  
- Training Hygiene standards and track and trace system  
- Business plan and marketing plan development  
- Training on packaging line  
- Continuous coaching by Dutch company

**Value addition through tea packaging and export**

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**BENEFITTING FARMERS**

<table>
<thead>
<tr>
<th>Year</th>
<th>Active members</th>
<th>Youth (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>205</td>
<td></td>
</tr>
<tr>
<td>2017</td>
<td>245</td>
<td>52%</td>
</tr>
</tbody>
</table>

**EMPLOYMENT**

<table>
<thead>
<tr>
<th>Year</th>
<th>Staff</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>4</td>
</tr>
<tr>
<td>2017</td>
<td>17</td>
</tr>
</tbody>
</table>

**ACCES TO BANKS**

- **2015:** EUR - 21,455 net working capital  
- **2016:** EUR - 9,015 net working capital  
- **2017:** EUR - 21,455 net working capital  

**BUSINESS VOLUME**

- **2015:** EUR 5,155 turnover  
- **2016:** EUR 28,420 turnover  
- **2017:** EUR 28,420 turnover

**Mobilised loans/grants**

- **2016:**  
  - Grant from company for proposal certification EUR 9,000

- **2017:**  
  - Bank loan for factory investment EUR 5,000  
  - Grant from company for factory investment EUR 19,600  
  - EUR 11,600 grant for certification process and packaging line
The role of Agriterra

1. Tinjure has become more attractive (increase membership, sale per member, increase member capital, mobilised loans/grants)

2. Tinjure has added significant value within Nepal to the tea leaves (packaging line, certification, export)

3. Tinjure has become more professional and ambitious (focused on increase export)

AVERAGE SALE PER ACTIVE MEMBER:
2015 EUR 5,-
2016 EUR 36,-

Results 2016

- Improvement financial management system
- Starting with packaging line
- Samples tea bags sent to Netherlands

Results 2017

- Bookkeeping/documentation improved
- Certification Rainforest Alliance
- Packaging line working, 10 additional jobs created (women)
- Export tea to the Netherlands
- Tinjure attracts many youth members

2016/2017 fresh leave intake/collection 27,868 kilo
With 245 active members this is average
114 kilo per member

RETURN ON INVESTMENTS
From 2016 to 2017, Agriterra spend EUR 35,650.

In the same period members capital grew by 4%, from EUR 71,570 to EUR 74,420.

2020 GOAL: EXPORT OF 500 KGS. OF PACKAGED TEA TO THE NETHERLANDS EVERY YEAR