**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

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**Outcome**  
**2015-2019**

**Benefitting Farmers**  
2015: 1561 active members  
2019: 1704 active members

**Total Revenue**  
2015: EUR 185,201  
2019: EUR 676,619

**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**  
2015: EUR 215,202  
2019: EUR 355,189

**Total Assets Cooperative**  
2015: EUR 258,373  
2019: EUR 392,980

**Ratio Equity / Total Assets (%)**  
2015: 83%  
2019: 90%

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

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"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

GOALS AI NGHIA:

Sustainable branding product of Ai Nghia Agri-Cooperative

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

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 for Ai Nghia Cooperative
Strengthening governance for a multi-purpose cooperative of Ai Nghia

2019
Human Resources Management mission
Strategic Business Planning
Participate in Governance Programme