**NEPAL**

**CTCF**

**CENTRAL TEA COOPERATIVE FEDERATION**


---

### Outcome

#### 2011-2019

**Benefiting Farmers**

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>47 tea cooperatives, 3010 active members</td>
<td>101 tea cooperatives, 6115 active members</td>
</tr>
</tbody>
</table>

**Total Revenue**

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>EUR 37,432</td>
<td>EUR 164,440</td>
</tr>
</tbody>
</table>

**Mobilised Loans**

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>EUR 439,471 (working capital, grants and investment)</td>
<td>EUR 41,793</td>
<td>EUR 1,401,600</td>
<td>EUR 48,964</td>
</tr>
</tbody>
</table>

**Equity**

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>EUR 5,955</td>
<td>EUR 58,458</td>
</tr>
</tbody>
</table>

**Total Assets Cooperative**

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>EUR 34,226</td>
<td>EUR 146,574</td>
</tr>
</tbody>
</table>

**Ratio Equity / Total Assets (%)**

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>17%</td>
<td>39%</td>
</tr>
</tbody>
</table>

---

**Name:** Central Tea Cooperative Federation (CTCF)

**Year of establishment:** 2010

**Commodities:** tea

**Processing factory:** 31 cooperatives established their own tea processing activities

**Start Agriterra:** 2012

**Core business:**

The members of CTCF have been engaged in different level of production ranging from tea plucking, tea processing and selling of tea

---

“Sustainable tea cooperative, prosperous farmers’ is the vision of CTCF. So, we want to make all cooperatives professional and change the livelihood through cooperatives.”

General secretary CTCF, Rabin Rai

---

**BHAG:**

CTCF will become the most important organisation in Nepal to go to for a tea buyer in the market for high-end ‘traditional’ tea
“Most members from CTCF produce ‘traditional’ tea. The production method is one of gradually rolling leaves into smaller particles and differs from the mainstream production for the world market. As a result, the tea caters for a high-end niche market”

Trijan Singh, business advisor Agriterra

RESULTS

CTCF is now representing more than 25% of the tea farmers that use the traditional method of tea processing and has become an important organisation to go to when you want to do tea business in Nepal

9 of the primary cooperatives have formed youth committees

CTCF has decreased their donor dependency and diversified their income sources

GOAL CTCF:
To link cooperative tea in the international market by focusing on building new sales relations through integrated value chain activities.

Input Agriterra

2011-2015
Agriterra started working with CTCF on capacity building, entrepreneurship and marketing support for young farmers and an effective monitoring system

2016-2017
Emphasis was put on diversifying the income sources for CTCF. Furthermore, a marketing strategy was developed to access the European market

2018-2019
Agriterra helped CTCF in establishing a Marketing Facilitation desk to address the demands of their members. The desk is focusing on the linkage between members and national and international buyers. Basically, building new sales relations.

Advice
Training
Exchange