**TINJURE TEA FARMERS PRIMARY COOPERATIVE**

**Outcome 2015-2019**

**Benefiting Farmers**
- 2015: 143 active members (56 women and 25 youth)
- 2019: 193 active members (86 women and 64 youth)

**Total Revenue**
- 2015: EUR 5,251
- 2019: EUR 61,417

**Mobilised Loans**
- 2016: EUR 8,995 (working capital, grants and investment)
- 2017: EUR 47,259 (working capital, grants and investment)
- 2018: EUR 0
- 2019: EUR 1,680 (working capital, grants and investment)

**Equity**
- 2015: EUR 56,515
- 2019: EUR 81,293

**Total Assets Cooperative**
- 2015: EUR 79,245
- 2019: EUR 146,574

**Ratio Equity / Total Assets (%)**
- 2015: 71%
- 2019: 55%

**BHAG:** Tinjure has the ambition to become more active in selling specialty high quality Organic tea directly to buyers abroad

**Name:** Tinjure Tea Farmers Cooperative Society Ltd.
**Year of establishment:** 1994
**Commodities:** tea
**Processing factory:** In 2012 the cooperative invested in its own processing factory
**Start Agriterra:** 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

“**We see Agriterra as our partner, we feel Agriterra as our friend to enjoy happy and share challenges. Agriterra has helped us to find a way out whenever we face challenges. The advice we get are crucial for cooperative development**”

Padam Tamang, General Manager, Tinjure
Together with Agriterra, Tinjure has now completed a three-year business plan focussed on marketing.

Tinjure increased their total leaves intake to 37,789 kg (compared to 27,868 kg the year before).

Tinjure is now connected and selling tea to international buyers.

“Tinjure has shown significant improvement in its business and has implemented the recommendations and advise provided by Agriterra. Despite being in the remote area Tinjure has scaled up in sales and marketing of tea in the international market”

Rijan Ojha, business advisor Agriterra

**Input Agriterra**

2016
Linking Tinjure with international buyer from the Netherlands

2017
Establishing basic financial management systems

2018
Support in exporting tea
Developing annual financial plan and monthly reporting procedures
Improving the quality tea by providing training on processing and hygiene

2019
Value addition: putting tea into tea bags
Training on internal capitalisation and to the supervisory board
Establishing collection centre to minimise transportation costs

**RESULTS**

1. Tinjure increased their total leaves intake to 37,789 kg (compared to 27,868 kg the year before)

2. Tinjure is now connected and selling tea to international buyers

3. Together with Agriterra, Tinjure has now completed a three-year business plan focussed on marketing

**GOALS TINJURE**

Increase profit by 1 million NPR (EUR 8,000)

Increase leave intake to 48,000 kg

Exporting packaged tea to the Netherlands