



# TINJURE

## TEA FARMERS PRIMARY COOPERATIVE

<http://www.tinjuretea.com.np/>



### BENEFITTING FARMERS



205 active members

2016

245 active members

2017

52% youth

### EMPLOYMENT



4 staff

2016

17 staff

2017

### ACCES TO BANKS



EUR - 21,455 net working capital

2015

EUR - 9,015 net working capital

2016

### BUSINESS VOLUME



EUR 5,155 turnover

2015

EUR 28,420 turnover

2016

**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.



### 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



### Value addition through tea packaging and export



### 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



Advice



Training



Exchange



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

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

**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.



**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 (focussed 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

