

# AI NGHIA AGRI COOPERATIVE

movie: <http://bit.ly/AiNghia>



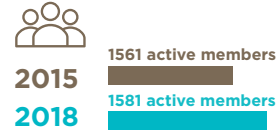
Ai Nghia Agri Cooperative is a cooperative situated in Dai Loc, Quang Nam Province, Vietnam.



## Outcome

2015-2018

### BENEFITTING FARMERS



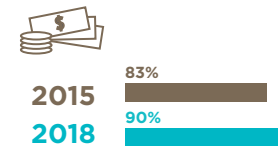
### MEMBER EQUITY



### TOTAL REVENUE



### RATIO EQUITY / TOTAL ASSETS (%)



### TOTAL ASSETS COOPERATIVE



FARMER BUSINESS LOBBY SERVICES



**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, indigous seed rice, production of consumption safe rice & 'Dai Loc' rice paper



### MOBILISED LOANS



*"Ai Nghia Cooperative have transformed from an entirely community-based service cooperative, now it is truly an economic member-based cooperative".*

Mr Truong Cam, chairman Ai Nghia

AGRI  
TERRA



The cooperative is established in 1978 but has transformed to the new cooperative law in 2012. After the new law the total number of members reduced to 1952 from 2824. Only active members are according to the law allowed to be a member.



## 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



Advice



Training



Exchange

## RESULTS

1 ✓

Since 2016, the average revenue of Ai Nghia Cooperative was VND 18.8 bil (about 720,000 EUR), increased by more than 250% in comparison to 2015.

2 ✓

Commercialised of Dai Loc rice paper, ISO certified and being recognised as Provincial OCOP (One-commune-one-product) of Quang Nam where Ai Nghia Cooperative received solely in 2018 about 10,000 EUR of grant to boost the business. Sale is increasing 33% year on year.

3 ✓

Transparency in financial management that increasing trust and participation of members into the business.



## GOALS AI NGHIA:

- Sustainable branding product of Ai Nghia Cooperative
- Development of sounding 5-year strategic plan toward 2023
- Strengthen governance by empowerment of farmer members in decision making process, youth inclusiveness into the executive's board
- Transparency in financial management

