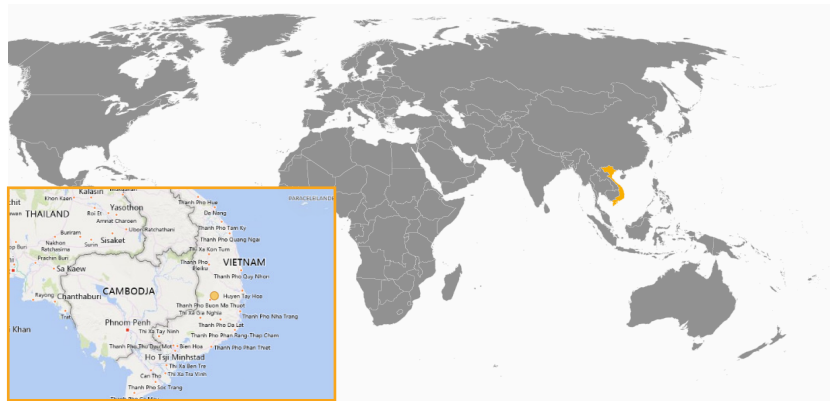


# VIETNAM

# MINH TOAN LOI COOPERATIVE



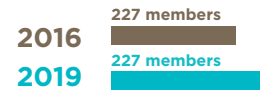
**BHAG:** Realise strategic business plans for fertilizer and roasted coffee to achieve the set target of 100% fertilizer supplied by the Coop and 10 tons of roasted coffee sold



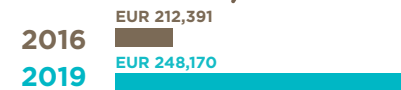
## Outcome

2016-2019

### BENEFITING FARMERS



### TOTAL REVENUE



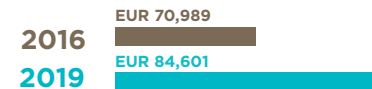
### MOBILISED LOANS

**2018** Purpose: Infrastructure (road), processing factory, production facilities, capacity building. Financing institution VnSAT project (WB), DARD in Dak Lak Province, grant amount EUR 280.092,78; contribution of Agriterra EUR 84,027.84

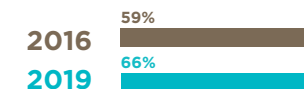
### EQUITY



### TOTAL ASSETS COOPERATIVE



### RATIO EQUITY / TOTAL ASSETS (%)



**Name:** Minh Toan Loi Cooperative

**Year of establishment:** 2012

**Commodities:** coffee

**Processing factory:** 1 wet processing factory; 1 roasting and packaging workshop; 1 warehouse for fertilizer

**Start Agriterra:** 2017

**Core business:**

Production of green coffee beans; roasted coffee beans and powder “Thuy Tien Krong Nang Coffee”; fertilizer



“Minh Toan Loi Cooperative focuses on satisfying its growing coop members by input provision for coffee production and marketing all coffee products and sustainable development of coffee community.”

Vu Duc Quan, director of Minh Toan Loi Cooperative



*“Minh Toan Loi Cooperative is truly an economic member-based cooperative that improved services to meet its members’ needs and tried their best to learn and move forward with recommendations and coaching of Agriterra and other partners.”*

Tran Thi Tuyet, business advisor Agriterra



## Input Agriterra

2017

Financial Management Training

Market research in Hanoi and Dak lak to explore the potential of roasting coffee

2018

Value Creator and Development of Business strategy toward 2021

MyCoop training of Board of Directors and Executives

Rolling out of MyCoop to members

Training on Strategic Business Planning

2019

Business Strategy for Roasted Coffee Implementation, Effectively and Efficiently

Participation in Internal Capitalisation Training

Participation in Marketing Training

## RESULTS

1 ✓

In 2018, the cooperative invested in a wet processing workshop for higher price and stable market with more than 56 tons, a very successful start

2 ✓

Minh Toan Loi Cooperative has established a youth council

3 ✓

In 2018 roasted coffee production and sales increased 50% compared to 2016



Advice



Training



Exchange

## GOALS MINH TOAN LOI COOPERATIVE:

High commitment and good compliance of coop members

Higher and sustainable income for cooperative members and cooperative

External capitalisation (low interest rate loans and more investor from company)

Being the leading coffee provider in Dak Lak



**AGRI  
TERRA**