#### Proposed NU Business Name: PUJA KARMAKAR TRADERS



Project identification and prepared by: Md Anower Hossain Sarker, Mohastha Unit, Bogra

Project verified by: Md Mozaharul Islam Sarker



#### BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA (CONT...)

Present Occupation(Besides own business, i.e., persuading further studies, other business etc.)	:	No
Business Experiences and	:	NO years experience in running business.
Training Info	:	He has no training
Other Own/Family Sources of Income	:	Business
Other Own/Family Sources of Liabilities	:	None
Entrepreneur Contact No.	:	01724-053786
Family's Contact No.	:	01728-747421
NU Project Source/Reference	:	Grameen Shakti Samajik Byabosha Ltd. Mohasthan Unit ,Bogra

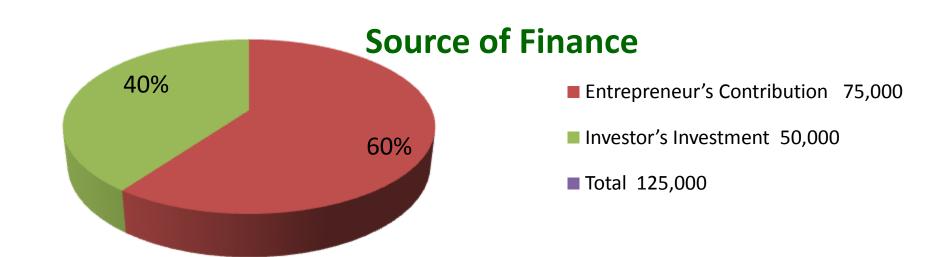
#### BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

**USHA RANI KARMAKAR** joined Grameen Bank since 16 years ago. At first she took BDT 5,000 loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

Proposed Nobin Udyokta Business Info					
Business Name	:	PUJA KARMAKAR TRADERS			
Location	:	Dhawa Kol,Gokul, Bogra.			
Total Investment in BDT	: BDT 125,000/-				
Financing	:	Self BDT 75,000/- (from existing business) 60% Required Investment BDT 50,000/- (as equity) 40%			
Present salary/drawings from business (estimates)		BDT 5,000			
Proposed Salary	sed Salary : BDT 5,000				
Size of shop : 5 ft x 6 ft= 30 square ft		5 ft x 6 ft= 30 square ft			
Implementation		<ul> <li>The business is planned to be scaled up by investment in existing goods like; motors item, IRON etc.</li> <li>Average 30% gain on sales.</li> <li>The business is operating by entrepreneur. Existing no employee.</li> <li>The shop is rented.</li> <li>Collects goods from Bogra.</li> <li>Agreed grace period is 3 months.</li> </ul>			

Existing Business (BDT)						
Particular	Daily	Monthly	Yearly			
Revenue (sales)						
grocery item	2190	65700	788400			
Total sales (A)	2190	65700	788400			
Less Variable Exp.						
grocery item	1533	45990	551880			
Total Variable exp. (B)	1533	45990	551880			
Contribution Margin CM [C= (A-B)	657	19710	236520			
less fixed exp.						
Electricity bill		1000	12000			
Transportation		6000	72000			
Salary (self)		5000	60000			
Mobile		200	2400			
total fixed cost (D)		12200	146400			
Net profit (E) [C-D]		7510	90120			

Investment Breakdown							
	Proposed						
Particulars	Qty.	Unit Price	Amount (BDT)	Qty	Unit Price	Amount (BDT)	Proposed Total
Sun Motors	1	25000	25,000			0	25,000
Matchine	2	5000	10,000			0	10,000
Hambol	2	500	1,000			0	1,000
Lai	2	7500	15,000			0	15,000
Iron	200	100	20,000	300	100	30,000	50,000
Matchinaries	2	2000	4,000			0	4,000
Stone, coal			0	40	500	20,000	20,000
Total	209		75,000	340		50,000	125,000



Financial Projection						
Particular	Daily	Monthly	1st Year	2nd Year	3rd Year	
Revenue (sales)						
grocery item	3010	90300	1083600	1137780	1194669	
Total Sales (A)	3010	90300	1083600	1137780	1194669	
less variable Expenses						
grocery item	2107	63210	758520	796446	836268.3	
Total variable Expenses (B)	2107	63210	758520	796446	836268.3	
Contribution Margin (CM)= (A-B)	903	27090	325080	341334	358400.7	
Less Fixed Expenses						
Electricity bill		1000	12000	12000	12000	
Transportation		6648	79776	79776	79776	
Salary (self)		5000	60000	60000	60000	
Mobile		300	3600	3600	3600	
Total Fixed Cost		12948	155376	155376	155376	
Net Profit (E) (C-D)		14142	169704	185958	203024.7	
Investment Payback			20000	20000	20000	

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## Cash flow projection on business plan (rec. & Pay)

SR#	Particulars	Year 1 (BDT)	Year 2 (BDT)	Year 3 (BDT)			
1	Cash Inflow						
1.1	Investment Infusion by Investor	50,000					
1.2	Net Profit	169,704	185,958	203024.7			
1.3	Depreciation (Non cash item)						
	Opening Balance of Cash						
1.4	Surplus		149,704	315662			
	Total Cash Inflow	219704	335662	518686.7			
2	Cash Outflow						
2.1	Purchase of Product	50,000					
2.2	Payment of GB Loan						
	Investment Pay Back (Including						
2.3	Ownership Tr. Fee)	20000	20000	20000			
	Total Cash Outflow	70,000	20000				
3	Net Cash Surplus	149,704	315662	498686.7			

#### **SWOT ANALYSIS**

## Strength

Employment: Self: 0 Family:0 Others:0

Experience & Skill: Years Quality goods & services;

Skill and experience;

### WEAKNESS

Lack of Capital/Investment

#### **O**PPORTUNITIES

Huge demand in the community Location of farm; Regular customers;

#### THREATS

Theft

Fire

Political unrest

# Pictures





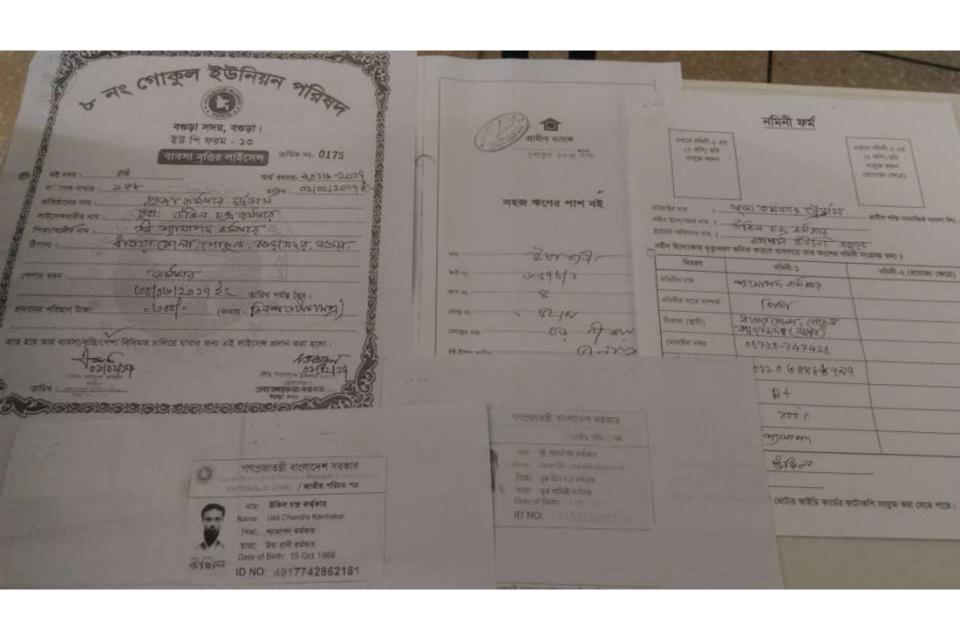












## **FAMILY PICTURE**

