

**Proposed NU Business Name: JAHANGIR PAN KHAMAR**

Project identification and prepared by: Md. ROKON UDDIN,  
Mohanpur Unit,Rajshahi

Project verified by: Md. Abdul Mannan Talukder



## Brief Bio of The Proposed Nobin Udyokta

Name	:	<b>MD. ZAHANGIR ALOM SHAH</b>
Age	:	18-05-1985 (32 Years)
Education, till to date	:	H.S.C
Marital status	:	Married
Children	:	01 Doughter
No. of siblings:	:	02 Brother And 01 Sister
Address	:	Vill: Dipnagor, P.O: Dipnagor , P.S: Bagmara , Dist: Rajshahi
Parent's and GB related Info		
(i) Who is GB member	:	Mother <input checked="" type="checkbox"/> Fathe <input type="checkbox"/>
(ii) Mother's name	:	<b>MOST. FERDOSHI BEGUM</b>
(iii) Father's name	:	<b>MD. BARIKULLA SHAH</b>
(iv) GB member's info	:	Branch: Boshupara,Bagmara Centre 15 (Female), Member ID: 7794, Group No: 015 Member since: 2002-2012 Present 11-05-2017 (10Years) First loan: BDT 5,000
Further Information:		Existing Loan: BDT Outstanding loan: /
(v) Who pays GB loan installment	:	
(vi) Mobile lady	:	No
(vii) Grameen Education Loan	:	No
(viii)Any other loan like GB, BRAC ASA etc..	:	No

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

Present Occupation(Besides own business, i.e., persuading further studies, other business etc.)	:	Nil
Business Experiences and Training Info	:	5 years experience in running business. He has No training.
Other Own/Family Sources of Income	:	Goru Palon
Other Own/Family Sources of Liabilities	:	Bussines
Entrepreneur Contact No.	:	01738-735954
Mother's Contact No.	:	01738-878018
NU Project Source/Reference	:	Grameen Shakti Samajik Byabosha Ltd. Mohanpur unit, Rajshahi

## BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

**MOST. FERDOSHI BEGUM** joined Grameen Bank since 10 years ago. At first she took 5,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

## Proposed Nobin Udyokta Business Info

Business Name	:	<b>ZAHANGIR PAN KHAMAR</b>
Location	:	Dipnagor, Bagmara, Rajshahi
Total Investment in BDT	:	BDT 1,50,000/-
Financing	:	Self BDT 1,00,000/-(from existing business) 67% Required Investment BDT 50,000/-(as equity) 33%
Present salary/drawings from business (estimates)	:	BDT 5,000/-
Proposed Salary	:	BDT 5,000/-
Size of shop	:	30 Shotangso
Implementation	:	<ul style="list-style-type: none"><li>▪The business is planned to be scaled up by investment in existing; Pan Item etc.</li><li>▪Average 100% gain on sale.</li><li>▪The business is operating by entrepreneur. Existing No employees. After getting equity fund no employee will be appointed.</li><li>▪The shop is No Rent</li><li>▪Collects goods from Mohanpur.</li><li>▪Agreed grace period is 3 months.</li></ul>

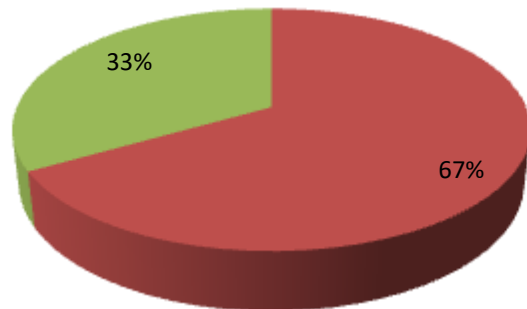
## Existing Business

Particular	Daily	Monthly	Yearly
<b>Revenue (sales)</b>			
Pan Item	700	21,000	2,52,000
<b>Total Sales (A)</b>	700	21,000	2,52,000
<b>Less. Variable Expense</b>			
Pan Item	0	0	0
<b>Total variable Expense (B)</b>	0	0	0
<b>Contribution Margin (CM) [C=(A-B)]</b>	700	21,000	2,52,000
<b>Less. Fixed Expense</b>			
Rent			
Electricity Bill			
Mobile Bill		300	3,600
Salary (self)		5,000	60,000
Guard			
Transportation		700	8,400
Entertainment			
Kitnashok		4,000	36,000
Bank service Charge			
<b>Total fixed Cost (D)</b>		<b>10,000</b>	<b>1,20,000</b>
<b>Net Profit (E) [C-D]</b>		<b>11,000</b>	<b>1,32,000</b>

## Investment Breakdown

Existing				Proposed			
Particulars	Qty.	Unit Price	Amount (BDT)	Qty	Unit Price	Amount (BDT)	Proposed Total
Pan Gas	5000	20	1,00,000	-	-	-	1,00,000
Pan Boroj Repeating				-	-	50,000	50,000
<b>Total</b>	<b>5000</b>		<b>1,00,000</b>	<b>0</b>		<b>50,000</b>	<b>1,50,000</b>

## Source of Finance



- Entrepreneur's Contribution 100,000
- Investor's Investment 50,000
- Total 150,000

## Financial Projection (BDT)

Particular	Daily	Monthly	1st Year	2nd year	3rd year
<b>Revenue (sales)</b>					
Pan Item	1000	30,000	3,60,000	3,78,000	3,96,900
<b>Total Sales (A)</b>	1000	30,000	3,60,000	3,78,000	3,96,900
<b>Less. Variable Expense</b>					
Pan Item	0	0	0	0	0
<b>Total variable Expense (B)</b>	0	0	0	0	0
<b>Contribution Margin (CM) [C=(A-B)]</b>	1000	30,000	3,60,000	3,78,000	3,96,900
<b>Less. Fixed Expense</b>					
Rent					
Electricity Bill					
Mobile Bill		400	4,800	5,000	5,000
Salary (self)		5,000	60,000	60,000	60,000
Transportation		1000	12,000	13,000	15,000
Entertainment					
Salary (staff)					
Kitnashok		5,000	60,000	65,000	70,000
Bank service Charge		100	1,200	1,200	1,200
<b>Total Fixed Cost</b>		<b>11,500</b>	<b>1,38,000</b>	<b>1,44,200</b>	<b>1,51,200</b>
<b>Net Profit (E) [C-D]</b>		<b>18,500</b>	<b>2,22,000</b>	<b>2,33,800</b>	<b>2,45,700</b>
<b>Investment Payback</b>			<b>20,000</b>	<b>20,000</b>	<b>20,000</b>



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

<i>Sl #</i>	<i>Particulars</i>	<i>Year 1 (BDT)</i>	<i>Year 2 (BDT)</i>	<i>Year 3 (BDT)</i>
<b>1</b>	<b>Cash Inflow</b>			
1.1	Investment Infusion by Investor	50,000		
1.2	Net Profit	2,22,000	2,33,800	2,45,700
1.3	Depreciation (Non cash item)			
1.4	Opening Balance of Cash Surplus		2,02,000	4,15,800
	<b>Total Cash Inflow</b>	<b>2,72,000</b>	<b>4,35,800</b>	<b>6,61,500</b>
<b>2</b>	<b>Cash Outflow</b>			
2.1	Purchase of Product	50,000		
2.2	Payment of GB Loan			
2.3	Investment Pay Back (Including Ownership Tr. Fee)	20,000	20000	20,000
	<b>Total Cash Outflow</b>	<b>70,000</b>	<b>20000</b>	<b>20,000</b>
<b>3</b>	<b>Net Cash Surplus</b>	<b>2,02,000</b>	<b>4,15,800</b>	<b>6,41,500</b>

# SWOT ANALYSIS

## **S**TRENGTH

Employment: Self: 01 Family:0 Others:0  
Experience & Skill : 5 Years  
Quality goods & services;  
Skill and experience;

## **W**EAKNESS

Lack of Capital/Investment

## **O**PPORTUNITIES

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

## **T**HREATS

Theft  
Fire  
Political unrest

Pictures























# FAMILY PICTURE