

Proposed NU Business Name : Prokash Store



BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA

Name and address	:	Prokash Kundu Vill: Hakova, Post: Monirampur, Upazilla: Monirampur, District: Jessore
Age	:	21 Years
Marital status	:	Unmarried
Children	:	Nil
No. of siblings:	:	2 (two) brothers and 1 (one) sister
Parent's and GB related Info (i) Who is GB member (ii) (ii) Mother's name (iii) Father's name (iv) GB member's info	:	Mother <input checked="" type="checkbox"/> Father <input type="checkbox"/> Sriti Rani Kundu Sobul Kundu Branch: Monirampur, Centre # 15/mo, Loan no.: 3502, Member since: April 29, 2010, First loan: Tk. 5000, Existing loan: 35,000, Outstanding: 33,000
Further Information: (v) Who pays GB loan installment (vi) Mobile lady (vii) Grameen Education Loan (viii) Any other loan like GCCN, GKF etc. (ix) Others	:	Father Nil Nil Nil Nil
Education, till to date	:	Class Nine

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 (years of experience, if s/he received any on- hand training, formal training, working experience as an apprentice etc.)	:	5 (five) years experiences in this business. Started business with BDT 70,000 (seventy thousand). : He has no training
Other Own/Family Sources of Income	:	Father's income (rice husking machine, irrigation pump and agriculture)
Other Own/Family Sources of Liabilities	:	Nil
NU Project Source/Reference	:	Grameen Telecom Trust

BRIEF HISTORY OF GB LOAN UTILIZATION BY FAMILY

Entrepreneur's mother is a GB member since April 29, 2010. At first his mother took GB loan BDT 5,000 (five thousand). Gradually several times she took GB loan and utilized loan in her husband's business and agriculture.

PROPOSED NOBIN UDYOKTA BUSINESS INFO

Business Name	:	Prokash Store
Address/ Location	:	Monirampur Bazar, Monirampur, Jessore
Total Investment in BDT	:	BDT 310,000
Financing	:	Self BDT 160,000 (from existing business) Required Investment BDT 150,000 (as equity)
Present salary/drawings from business (estimates)	:	BDT 5,000 (five thousand)
Proposed Salary	:	BDT 5,000 (five thousand)
Proposed Business Implementation Plan	:	
(i) % of present gross profit margin	(i)	On average 10%
(ii) Estimated % of proposed gross profit margin	(ii)	On average 10%
(iii) In future risk mgt. plan (from fire, disaster etc.)	(iii)	Keeping adequate sand and ensure source of water with precaution.

INFO ON EXISTING BUSINESS OPERATIONS

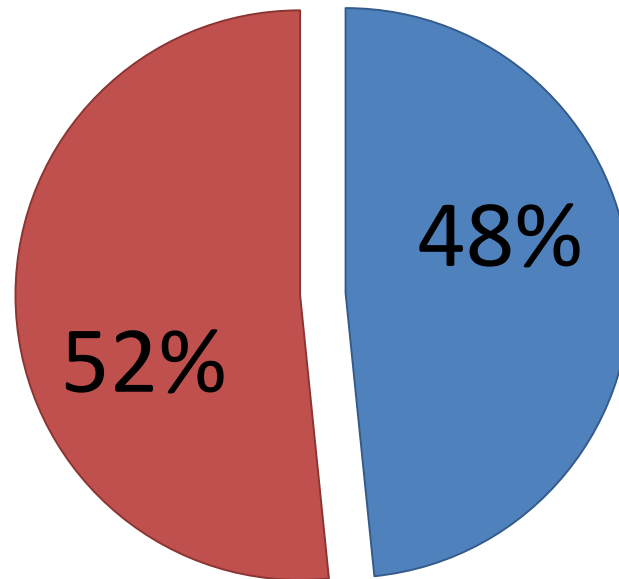
Particulars	Existing Business (BDT)		
	Daily	Monthly	Yearly
Sales (A)	5,000	130,000	1,560,000
Less: Cost of sales (B):	4,500	117,000	105,300
Gross profit (GP) [C=(A-B)]	500	13,000	1,454,700
<u>Less: Operating Costs:</u>			
Electricity bill		300	3,600
Generator bill		150	1,800
Shop Rent		2,000	24,000
Night guard bill		50	600
Entertainment		500	6,000
Mobile bill		300	3,600
Present salary/Drawings-self		5,000	60,000
Other Expenses		100	1,200
Non Cash Item:			
Depreciation Expenses		75	900
Total Operating Cost (D)		8,475	101,700
(C-D)Net Profit:		4,525	1,353,000

PRESENT & PROPOSED INVESTMENT BREAKDOWN

Particulars	Existing Business (BDT) (1)	Proposed (BDT) (2)	Total (BDT) (1+2)
Investments in different categories:			
Grocery items (Rice, Flour, Puffed rice, Oil, Sugar, Tea, Vermicelli, Pulse, Salt, Spices, Chaff, Onion, Garlic, Turmeric, Raisin, Cumin Seed, Powder milk, etc.)	45,000	90,000	135,000
Cosmetics items (Soap, talcum powder, toothpaste, hair oil etc.)	7,000	30,000	37,000
Food items (Biscuit, Fried gram salted and spiced, cheeps, cakes, drinks etc.)	3,000	20,000	23,000
Others items (stationary, firebox, rope, coil, bag, tissue, nut, etc.)	16,000	10,000	26,000
Furniture and decoration	9,000	-	9,000
Advance shop rent	80,000	-	80,000
Total Capital	160,000	150,000	310,000

SOURCE OF FINANCE

- Investor's Investment BDT 150,000
- Entrepreneur's Contribution BDT 160,000
- Total Capital BDT 310,000



FINANCIAL PROJECTION OF NU BUSINESS PLAN

Particulars	Year 1 (BDT)			Year 2 (BDT)			Year 3 (BDT)			Year 4 (BDT)		
	Daily	Monthly	Yearly	Daily	Monthly	Yearly	Daily	Monthly	Yearly	Daily	Monthly	Yearly
Estimated Sales (A)	8,000	208,000	2,496,000	8,800	228,800	2,745,600	9,680	251,680	3,020,160	10,648	276,848	3,322,176
Less: Cost of sales (B):	7,200	187,200	2,246,400	7,920	205,920	2,471,040	8,712	226,512	2,718,144	9,583	249,163	2,989,958
Gross profit (GP) [C=(A-B)]	800	20,800	249,600	880	22,880	274,560	968	25,168	302,016	1,065	27,685	332,218
Less: Operating Costs:												
Electricity bill		300	3,600		350	4,200		370	4,440		400	4,800
Generator bill		150	1,800		170	2,040		190	2,280		210	2,520
Shop Rent		2,000	24,000		2,000	24,000		2,000	24,000		2,400	28,800
Night guard bill		50	600		70	840		90	1,080		90	1,080
Entertainment		500	6,000		520	6,240		520	6,240		550	6,600
Mobile bill (SMS & Reporting inclusive)		350	4,200		350	4,200		370	4,440		400	4,800
Ownership Transfer Fee		-	-		833	10,000		833	10,000		833	10,000
Proposed salary-self		5,000	60,000		6,000	72,000		7,000	84,000		8,000	96,000
Other Expenses		100	1,200		150	1,800		170	2,040		200	2,400
Non Cash Item:												
Depreciation Expenses		75	900		75	900		75	900		75	900
Total Operating Cost (D)		8,525	102,300		10,518	126,220		11,618	139,420		13,158	157,900
(C-D)Net Profit:		12,275	147,300		12,362	148,340		13,550	162,596		14,526	174,318
Retained Income:			147,300			295,640			458,236			632,554

Notes: 1. Agreed Grace period: 1st year.

2. Investment Payback schedule: Half yearly installment included ownership transfer fee from 2nd year

CASH FLOW PROJECTION ON BUSINESS PLAN

(REC. & PAY.)

Sl #	<i>Particulars</i>	Year 1 (BDT)	Year 2 (BDT)	Year 3 (BDT)	Year 4 (BDT)
1.0	Cash Inflow				
1.1	Investment Infusion by Investor	150,000	-	-	-
1.2	Net Profit (Ownership transfer fee added back 2nd, 3rd & 4th year)	147,300	158,340	172,596	184,318
1.3	Depreciation Expenses (Non Cash Item)	900	900	900	900
1.4	Opening Balance of Cash Surplus	-	148,200	247,440	360,936
	Total Cash Inflow	298,200	307,440	420,936	546,154
2.0	Cash Outflow				
2.1	Purchase of products	150,000			
2.3	Investment Pay Back including ownership transfer fee	-	60,000	60,000	60,000
	Total Cash Outflow	150,000	60,000	60,000	60,000
3.0	Net Cash Surplus	148,200	247,440	360,936	486,154

SWOT ANALYSIS

STRENGTH

- Present employment:
Self: 1 Family: 1
Others (beyond family): 0
Future employment: 0
- Skill and experience;
- Good Reputation;
- Ownership in his own name;
- Keeping books of record.

WEAKNESS

- Can not supply products as per demand.

OPPORTUNITIES

- Location of shop;
- Fixed customer;
- Capital of the entrepreneur will be BDT 792,554 after 4 years excluding payback of investor's money.

THREATS

- Local competitor

Presented at 28th SB Design Lab (executive session)
on September 07, 2014 at Yunus Centre

Thank you

Pictures

















Thank You