

Proposed NU Business Name : **Jasim Varieties Store**



34th Design Lab: 26 October 2014

BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA

Name and address	:	Md. Jasim Uddin Vill: Mahishmari, Union: 05 no. Doshu, Post: Choto Polashbari, Upazila: Baliadangi, District: Thakurgoan
Age	:	20 Years
Marital status	:	Unmarried
Children	:	N/A
No. of siblings:	:	02 Brothers, 01 Sister
Parent's and GB related Info:		
(i) Who is GB member	:	Mother <input checked="" type="checkbox"/> Father <input type="checkbox"/>
(ii) Mother's name	:	Most. Josna Begum
(iii) Father's name	:	Md. Soleman Ali
(iv) GB member's info	:	<i>Branch: Vanur Baliadangi, Centre # 29/Mo, Loan no.: 4264, Member since 1995, First loan: Tk. 6,000 Existing loan: Tk. 15,000, Outstanding: Tk. 12,360</i>
Further Information:		
(v) Who pays GB loan installment	:	Entrepreneur pays loan installments.
(vi) Mobile lady	:	No
(vii) Grameen Education Loan	:	No
(viii) Any other loan	:	No

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

Education, till to date	:	S.S.C
Present Occupation (Besides own business, i.e., pursuing further studies, other business etc.)	:	N/A
Business Experiences and Training Info (years of experience, if s/he received any on- hand training, formal training, work experience as an apprentice etc.)	:	7 Years in grocery business. He started this business 7 years back with only Tk. 30,000 : no
Other Own/Family Sources of Income	:	His father is involved in vegetable business and they have income from 2 bigha of agriculture land.
Other Own/Family Sources of Liabilities	:	Nil
NU's Contract No.	:	01783268361
NU's National ID No.	:	019949410873000197
NU Project Source/Reference	:	GTT

BRIEF HISTORY OF GB LOAN UTILIZATION BY FAMILY

- Most. Josna Begum took loan amounting to **tk. 6,000** from Grameen Bank in the year of 1995 for purchasing Rickshaw Van. Her husband is a Rickshaw Van Puller.
- Later she took loan several times and gave money to her son for business. Her son contributes in family expenditure.
- At present she has six cows in her farm and maintains her family properly.

PROPOSED NOBIN UDYOKTA BUSINESS INFO

Business Name	:	<i>Jasim Varieties Store</i>
Address/ Location	:	Shimultoli Bazar, Thakurgoan
Total Investment in BDT	:	Tk. 230,000
Financing	:	Self Tk. 90,000 (from existing business) Required Investment Tk. 140,000 (as equity)
Present salary/drawings from business (estimates)	:	Taka 5,000
Proposed Salary	:	Taka 6,000
Proposed Business Implementation Plan	:	
(i) % of present gross profit margin	:	On an average 11%
(ii) Estimated % of proposed gross profit margin	:	On an average 11%
(iii) In future risk mgt. plan (from fire, disaster etc.)	:	

INFO ON EXISTING BUSINESS OPERATIONS

Particulars	EB (BDT)		
	Daily	Monthly	Yearly
Sales income-Products	4,000	112,000	1,344,000
Income from Mobile Card	30	840	10,080
Total Sales income (A)	4,030	112,840	1,354,080
Less: Cost of Sales (B)	3,600	100,800	1,209,600
Gross Profit (C) [C=(A-B)]	430	12,040	144,480
Less: Operating Cost:			
Electricity bill		350	4,200
Shop Rent (own)		-	-
Night Guard bill		25	300
Present Salary (Self)		5,000	60,000
Other Cost		200	2,400
Non Cash Item:			
Depreciation Expenses		317	3,800
Total Operating Cost (D)		5,892	70,700
Net Profit (C-D):		6,148	73,780

PRESENT & PROPOSED INVESTMENT BREAKDOWN

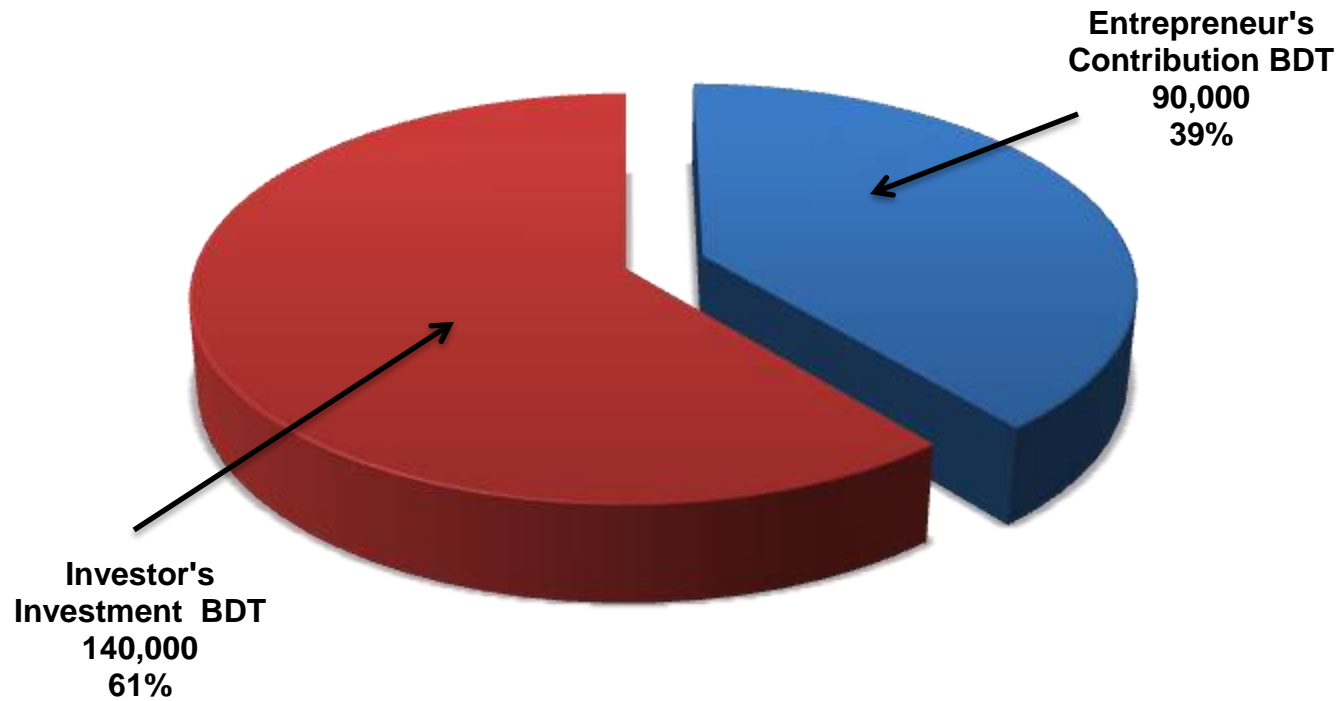
Particulars	Existing Business (BDT)	Proposed (BDT)	Total (BDT)
Investment in Goods-Grocery	62,000	78,000	140,000
Investment in Goods-Cold drinks	-	14,000	14,000
Investment in Goods-Soya been oil	-	20,000	20,000
Vehicle (Van)	8,000	-	8,000
Furniture	20,000	-	20,000
Refrigerator	-	28,000	28,000
Total Capital	90,000	140,000	230,000

SOURCE OF FINANCE

■ Entrepreneur's Contribution BDT 90,000

■ Investor's Investment BDT 140,000

■ Total Capital BDT 230,000



FINANCIAL PROJECTION OF NU BUSINESS PLAN

Particulars	Year 1 (BDT)			Year 2 (BDT)			Year 3 (BDT)		
	Daily	Monthly	Yearly	Daily	Monthly	Yearly	Daily	Monthly	Yearly
Estimated Product Sales	5,000	140,000	1,680,000	5,500	154,000	1,848,000	5,775	161,700	1,940,400
Income from Mobile Card	36	1,008	12,096	38	1,058	12,701	40	1,111	13,336
Total Estimated Revenue (A)	5,036	141,008	1,692,096	5,538	155,058	1,860,701	5,815	162,811	1,953,736
Less: Estimated Cost of Sale (B)	4,500	126,000	1,512,000	4,950	138,600	1,663,200	5,198	145,530	1,746,360
Gross Profit (C) [C=(A-B)]	536	15,008	180,096	588	16,458	197,501	617	17,281	207,376
Less: Operating Cost:									
Electricity bill		350	4,200		450	5,400		500	6,000
Shop Rent (own)		-	-		-	-		-	-
Night Guard bill		40	480		60	720		60	720
Mobile bill (SMS & Reporting)		200	2,400		200	2,400		200	2,400
Ownership Transfer Fee		-	-		1,000	12,000		1,000	16,000
Proposed Salary-Self		6,000	72,000		6,000	72,000		6,000	72,000
Other Cost		500	6,000		500	6,000		500	6,000
Non Cash Item:									
Depreciation Expenses		667	8,000		667	8,000		667	8,000
Total Operating Cost (D)	-	7,757	93,080	-	8,877	106,520	-	8,927	111,120
Net Profit (C-D):	-	7,251	87,016	-	7,582	90,981	-	8,355	96,256
Retained Income:			87,016			177,997			274,253

Note: 1. Agreed Grace Period: One year

2. Investment Payback Schedule: Monthly installment including ownership transfer fee from 2nd year.

CASH FLOW PROJECTION ON BUSINESS PLAN

(REC. & PAY.)

SI #	Particulars	Year 1 (BDT)	Year 2 (BDT)	Year 3 (BDT)
1.0	Cash Inflow			
1.1	Investment Infusion by Investor	140,000	-	-
1.2	Net Profit	87,016	102,981	112,256
1.3	Depreciation Expenses	8,000	8,000	8,000
1.4	Opening Balance of Cash Surplus	-	82,656	121,637
	Total Cash Inflow	235,016	193,637	241,893
2.0	Cash Outflow			
2.1	Product Purchase	140,000	-	-
2.2	Payback to Grameen Bank Outstanding Loan	12,360	-	-
2.3	Investment Pay Back including Ownership Transfer Fee	-	72,000	96,000
	Total Cash Outflow	152,360	72,000	96,000
3.0	Total Cash Surplus	82,656	121,637	145,893

SWOT ANALYSIS

STRENGTH

- Present employment:
Self: 01 Family: 02 (part time)
Others (beyond family): 0
- Future employment: 0
- Ownership of Business: Own
- Maintain books of records
- Experience (7 yrs.)

WEAKNESS

- Credit sale (realizes fully)

OPPORTUNITIES

- Located in a Bazaar
- The capital of Entrepreneur will be Tk. 364,253 after 3 years excluding payback of investor's money.

THREATS

- Increase of competitors

Presented at 34th Design Lab (Executive Session)
on 26 October, 2014 at Yunus Center

Thank you

Pictures









Thank You