

Shamim Cosmetics





Brief About Nobin Uddokta

Name	: Md. Shamim Reza
Mother's Name	: Late Sokina Begum (She was GB Loanee. Her ID # 3311/1, Nowhata, Poba, Rajshahi)
Father's Name	: Late Moonsor Rahman
Address	: Nowhata, Poba, Rajshahi
Education Loan Received	: 73,000/-
Educational Qualification	: Post Graduate
Experience	: Running his Stationary Shop since last 2 years

Project Description

Proposed Project	:	Shamim Cosmatic Shop
Project Location	:	Nowhata, Poba, Rajshahi
Project Cost	:	BDT 4,45,000
Additional Fund Required	:	BDT 2,95,000
Project Implementation	:	(a)It is a Running Project (b)Fund required for expansion (c)Investment pay back by 5 years

Status of Existing Business

It is an stationery shop established in 2012

Running by Nobin Uddokta

Present value of the business is BDT 150,000

Sl No	Particulars	Amount (in BDT)
a)	Advance Rent	5,000
b)	Furniture	34,000
c)	Stock of stationery items	100,000
d)	Working capital	10,000
e)	Others	1,000
Total		1,50,000

Daily sales

BDT 1500 – 1800

Profit margin

20% on sale

EXISTING BUSINESS



Project Cost (for expansion)

Particulars	Amount (BDT)
Additional amount to be paid during renewal of current rent agreement(Shop)	20,000
Purchase of 2 New Showcases	20,000
Increase volume and add new products for sale	2,00,000
BIKAS & Flexi load business	50,000
Additional working capital	5,000
Total	2,95,000
Source of Fund	
Nobin Uddokta's present investment	Tk. 150,000/-
Funding Requested	Tk. 295,000/-
Total Fund Required	Tk 4,45,000/-

OBJECTIVES

- Employment generation for Nobin Uddokta himself;
- Making quality product available to the local customers;
- Serving local people.

New Project Assumption

- New stationary items will be added on local demand
- Current product volume will be increased
- Expecting daily sales will be raised about 3 times from current sales
- More products' availability will attract more customer
- Flexi Load & BIKAS business will bring additional revenue about Tk. 200 a day.

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Financial Projection of first Five Years

Particulars	Year 1	Year 2	Year 3	Year 4	Year 5
Revenue :					
Stationary Articles Salses	1,400,000	1,610,000	1,851,500	2,184,770	2,578,028
Commission from Flexi & BIKAS Services	70,000	80,500	96,600	115,920	139,104
Others	2,000	2,200	2,500	3,500	4,000
Total Revenue	1,472,000	1,692,700	1,950,600	2,304,190	2,721,132
Cost of Goods Sold					
Purchase of materials	1,120,000	1,288,000	1,481,200	1,747,816	2,062,422
Shop rent	12,000	12,000	15,000	15,000	18,000
Transport & labor	18,000	20,000	24,000	24,000	25,000
Total COGS:	1,150,000	1,320,000	1,520,200	1,786,816	2,105,422
Gross Profit:	322,000	372,700	430,400	517,374	615,709
Operational Expenses:					
Salary	72,000	78,000	84,000	96,000	108,000
Stationaries	5,000	5,500	6,000	6,500	7,200
Electricity Bills	12,000	15,000	18,000	21,000	24,000
Repair and maintenances	3,000	3,600	4,000	4,500	5,000
Other Expenses	6,000	7,000	7,500	8,000	8,500
Total Operating Expenses:	98,000	109,100	119,500	136,000	152,700
Profit before depreciation	224,000	263,600	310,900	381,374	463,009
Depreciation 10% on FA	6,000	6,000	6,000	6,000	6,000
Net Profit	218,000	257,600	304,900	375,374	457,009

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Projected cash flow

	Year 0	Year 1	Year 2	Year 3	Year 4
Cash inflow					
Opening Balance	0.00	25,000	195,000	358,700	569,600
Investment	295,000	0.00	0.00	0.00	0.00
Sales	0.00	1,472,000	1,692,800	1,950,600	2,304,190
Total Receipts	295,000	1,497,000	1,887,800	2,309,300	2,873,790
<u>Cash Outflow:</u>					
Cost of goods sold	250,000	1,150,000.	1,320,000	1,520,200	1,786,816
Operating expenses	20,000	98,000	109,100	119,500	136,000
Pay back		54,000	100,000	100,000	100,000
Total payment	270,000	1,302,000	1,529,100	1,739,700	2,022,816
Closing Balances	25,000	195,000	358,700	569,600	850,974

Note:- Estimated payback period is four years.

CHALLENGES

- Competition
- Political unrest
- Credit sales
- Natural calamities

Overcome the Challenges

- Good behavior with customers;
- Selling quality products;
- Selecting product based on local demand;
- Avoid credit sales;
- Well built shop.

Thank you