#### **Proposed NU Business Name: RAHMAT SHOES**



Project identification and prepared by: Sirajul Islam, Elenga Unit, Tangail

Project verified by: Md Rofiqul Islam



Grameen Shakti Samajik Byabosha Ltd.

Brief Bio of The Proposed Nobin Udyokta				
Name	:	MD RAHMAT ALI		
Age	:	11-12-1993 (21 Years)		
Education, till to date	:	Class Ten		
Marital status	:	Married		
Children	:	Nil		
No. of siblings:	:	2 Brothers and 1 Sister		
Address	:	Vill: South Chamuria P.O: South Chamuria P.S: Kalihati Dist: Tangail		
Parent's and GB related Info (i) Who is GB member (ii) Mother's name (iii) Father's name (iv) GB member's info	: : :	Mother Father  MOST. MODHUMALA  MOZAFFOR Mondol  Branch: Sohdebpur Kalihati, Centre # 62 (Female),  Member ID: 6054, Group No: 03  Member since: 30-10-1993 (22 Years)  First loan: 3,000 taka.		
Further Information:		Existing loan: BDT 60,000 Outstanding loan: BDT 54,720		
(v) Who pays GB loan installment	:	Mother		
(vii) Mobile lady	•	No No		
(vii) Grameen Education Loan (viii) Any other loan like GB, BRAC ASA etc	:	No 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	••	Five years experience in running business.
Training Info	:	He has no training.
Other Own/Family Sources of Income		Mother's income (Agriculture)
Other Own/Family Sources of Liabilities		None
Entrepreneur Contact No.	:	01829-266488
Father Contact No.	:	
NU Project Source/Reference	:	Grameen Shakti Samajik Byabosha Ltd. Elenga Unit, Tangail

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

Most. Modhumala is a member of Grameen Bank since 22. years. At first she took 3,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in agriculture and home development. She also purchase a land.

Proposed Nobin Udyokta Business Info				
Business Name	:	RAHMAT SHOES		
Location	:	Elenga bus stand, Kalihati, Tangail		
Total Investment in BDT	•	BDT 3,00,000		
Financing	:	Self BDT 2,00,000 (from existing business) 67%		
		Required Investment BDT 1,00,000 (as equity) 33%		
Present salary/drawings from business (estimates)	• •	BDT 5,000		
Proposed Salary	•	BDT 5,000		
Implementation	:	<ul> <li>The business is planned to be scaled up by investment in existing shoes like; Shoe, Gents Sandal, China sandal, Ladies sandal, Kids sandal etc.</li> <li>Average 20% gain on sales.</li> <li>The business is operating by entrepreneur. Existing no employee.</li> <li>After getting equity fund one employee will be appointed.</li> <li>The shop is rented.</li> <li>Collects goods from Dhaka, Bongobondhu Aveneu.</li> <li>Agreed grace period is 4 months.</li> </ul>		

Existing Business (BDT)						
Particular	Daily	Monthly	Yearly			
Revenue (sales)						
Shoe, Gents Sandal, China sandal, Ladies sandal,						
Kids sandal etc	3,000	90,000	1,080,000			
Total Sales (A)	3,000	90,000	1,080,000			
Less. Variable Expense						
Shoe, Gents Sandal, China sandal, Ladies sandal,						
Kids sandal etc	2,400	72,000	864,000			
Total variable Expense (B)	2,400	72,000	864,000			
Contribution Margin (CM) [C=(A-B)	600	18,000	216,000			
Less. Fixed Expense						
Rent		3,000	36,000			
Electricity Bill		300	3,600			
Generator Bill		200	2,400			
Mobile Bill		300	3,600			
Transportation		1,200	14,400			
Salary (self)		5,000	60,000			
Entertainment		300	3,600			
Others		100	1,200			
Total fixed Cost (D)		10,400	124,800			
Net Profit (E) [C-D)		7,600	91,200			

investment Breakdown						
Particulars	Existing	Proposed	Proposed Total			
Shoe	20,000	20,000	40,000			
Gents Sandal	25,000	25,000	50,000			
Ladies Sandal	25,000	25,000	50,000			
Kids Sandal	10,000	10,000	20,000			
Bermis, China etc	20,000	20,000	40,000			
Security	1,00,000	-	1,00,000			
Total	2,00,000	1,00,000	3,00,000			

#### **Source of Finance**



Financial Projection (BDT)						
Particular Daily Monthly 1st Year 2nd Year						
Revenue (sales)						
Shoe, Gents Sandal, China sandal,						
Ladies sandal, Kids sandal etc	5,000	150,000	1,800,000	1,890,000	1,984,500	
Total Sales (A)	5,000	150,000	1,800,000	1,890,000	1,984,500	
Less. Variable Expense						
Shoe, Gents Sandal, China sandal,						
Ladies sandal, Kids sandal etc	4,000	120,000	1,440,000	1,512,000	1,587,600	
Total variable Expense (B)	4,000	120,000	1,440,000	1,512,000	1,587,600	
Contribution Margin (CM) [C=(A-B)	1,000	30,000	360,000	378,000	396,900	
Less. Fixed Expense						
Rent		3,000	36,000	36,000	36,000	
Electricity Bill		300	3,600	4,000	4,500	
Generator Bill		200	2,400	2,800	3,200	
Mobile bill & SMS Monitoring		550	6,600	7,000	7,500	
Transportation		1,800	21,600	23,500	25,500	
Salary (self)		5,000	60,000	60,000	60,000	
Salary (staff)		4,000	48,000	48,000	48,000	
Entertainment		400	4,800	5,200	5,500	
Guard		100	1,200	1,500	1,800	
Total Fixed Cost		15,350	184,200	188,000	192,000	
Net Profit (E) [C-D)		14,650	175,800	190,000	204,900	
Investment Payback			40,000	40,000	40,000	

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

SI#	Particulars	Year 1 (BDT)	Year 2 (BDT)	Year 3 (BDT)
1	Cash Inflow			
1.1	Investment Infusion by Investor	100,000		
1.2	Net Profit	175,800	190,000	204,900
1.3	Depreciation (Non cash item)		-	-
1.4	Opening Balance of Cash Surplus		135,800	285,800
	Total Cash Inflow	275,800	325,800	490,700
2	Cash Outflow			
2.1	Purchase of Product	100,000		
2.2	Payment of GB Loan			
	Investment Pay Back (Including			
2.3	Ownership Tr. Fee)	40,000	40,000	40,000
	Total Cash Outflow	140,000	40,000	40,000
3	Net Cash Surplus	135,800	285,800	450,700

### SWOT ANALYSIS

# Strength

Employment: Self: 01 Family:0 Others:01

Experience & Skill: 05 Years

Quality goods & services;

Skill and experience;

## WEAKNESS

Lack of Capital/Investment

# **O**PPORTUNITIES

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

### THREATS

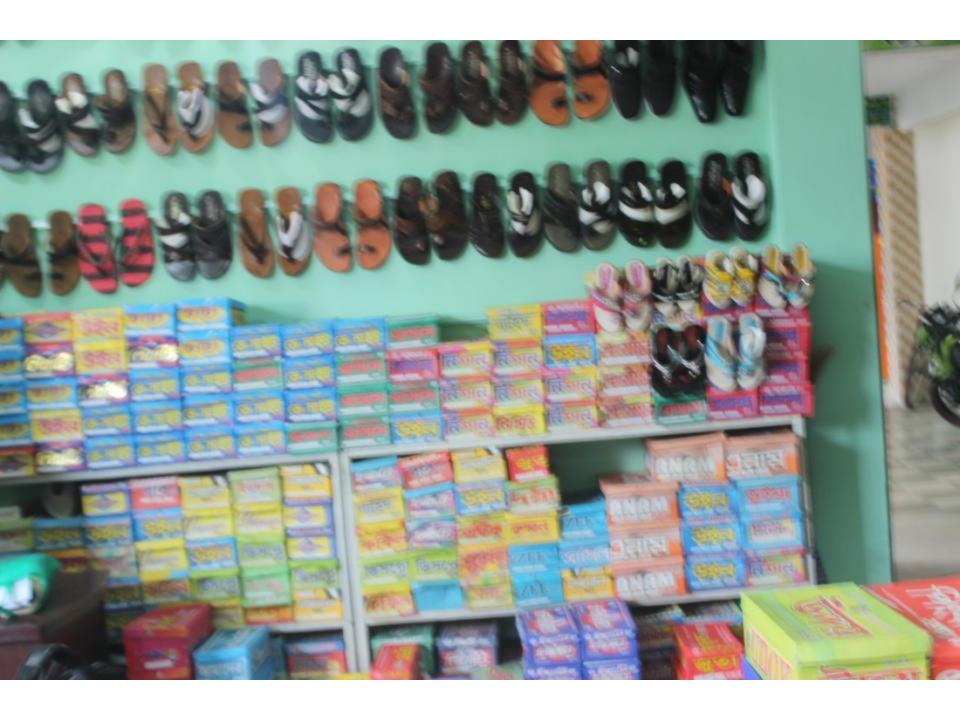
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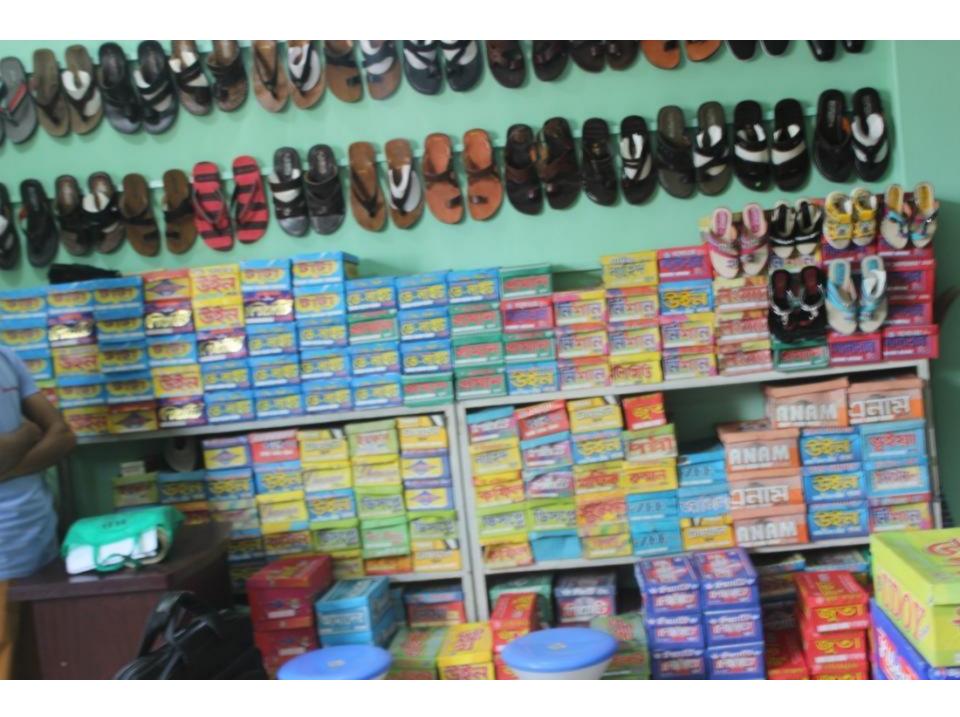
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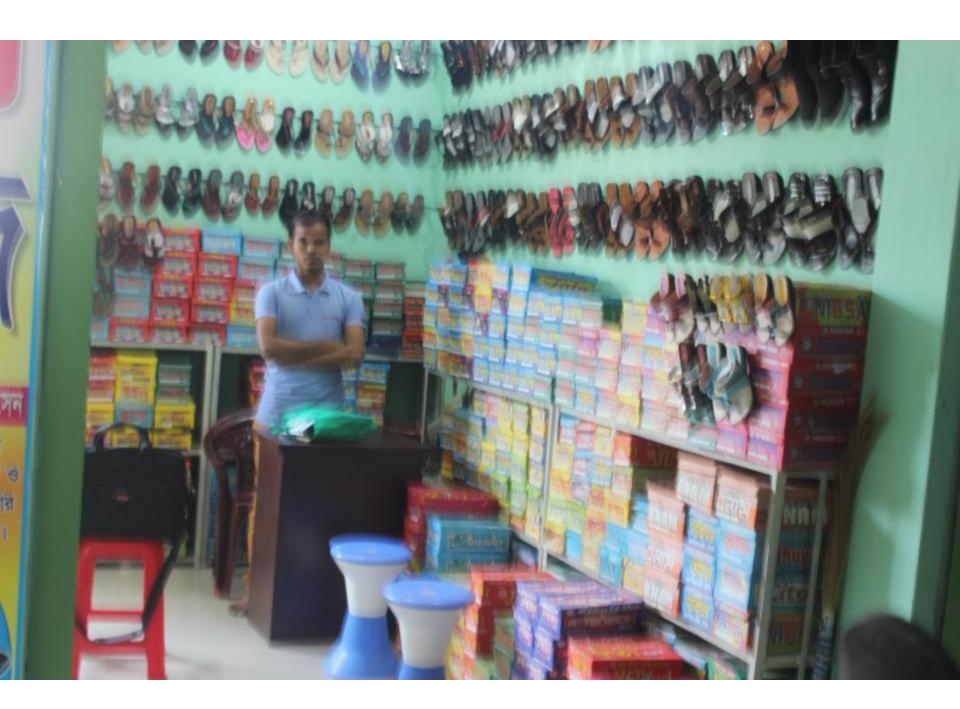
Political unrest

Local competitors;

# Pictures









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# **FAMILY PICTURE**

