Proposed NU Business Name: LABONEE VARIETIES STORE



Project identification and prepared by: Kajem Uddin, Bashon Unit, Gazipur

Project verified by: Md Mizanur Rahman Patwary



Grameen Shakti Samajik Byabosha Ltd.

Brief Bio of The Proposed Nobin Udyokta			
Name	:	MD BELAL HOSSAIN	
Age	:	03-12-1988 (26 <i>Years</i>)	
Education, till to date	•	HSC Pass	
Marital status	:	Married	
Children	••	1 Son and 1 Daughter	
No. of siblings:	••	1 Brother and 1 Sister	
Address	:	Vill: Kamarjoree P.O: Gacha P.S: Gazipur Sadar Dist: Gazipur	
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. MORIOM BEGUM MD ALI AHAMMED Branch: Gacha Gazipur, Centre # 11 (Female), Member ID: 1823/2, Group No: 03 Member since: 13-02-2002 (13 Years) First loan: 5,000 taka.	
Further Information: (v) Who pays GB loan installment (vi) Mobile lady (vii) Grameen Education Loan (viii) Any other loan like GB, BRAC ASA etc	: : :	Existing loan: BDT 50,000 Outstanding loan: BDT 2,408 Mother No 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	:	Eleven years experience in running business.
Training Info	:	He has no training.
Other Own/Family Sources of Income	:	Mother's income (House rent and cow rearing)
Other Own/Family Sources of Liabilities	:	None
Entrepreneur Contact No.	:	01717-038309
Mother Contact No.	:	01916-747453
NU Project Source/Reference	:	Grameen Shakti Samajik Byabosha Ltd. Bashon Unit, Gazipur

BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

Most. Moriom Begum is a member of Grameen Bank since 13 years. At first she took 5,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in cow rearing and home development.

Business Name	:	LABONEE VARIETIES STORE		
Location	:	At entrepreneur own house, Kamarjoree, Gazipur		
Total Investment in BDT	:	BDT 3,50,000		
Financing	:	Self BDT 2,00,000 (from existing business) 53%		
		Required Investment BDT 1,50,000 (as equity) 47%		
Present salary/drawings from business (estimates)	:	BDT 7,000		
Proposed Salary	:	BDT 7,000		
Implementation	:	 The business is planned to be scaled up by investment in existing goods like; Rice, Pulse, Flour, Oil, Soap, Fairness cream, Powder, Lotion, Body Spray, Cosmetics, Soft drinks, Biscuit, Khata, Pen, Powder Milk, Salt, Mosquito Coil etc Average 15% gain on sales. The business is operating by entrepreneur. Existing no employee. Collects goods from Chourasta, Gazipur. Agreed grace period is 4 months. 		

Existing Business (BDT)				
Particular	Daily	Monthly	Yearly	
Revenue (sales)				
Rice, Pulse, Flour, Oil, Soap, Fairness cream,				
Powder, Lotion, Body Spray, Cosmetics, Soft				
drinks, Biscuit, Khata, Pen, Powder Milk, Salt,				
Mosquito Coil etc	3,500	105,000	1,260,000	
Total Sales (A)	3,500	105,000	1,260,000	
Less. Variable Expense				
Rice, Pulse, Flour, Oil, Soap, Fairness cream,				
Powder, Lotion, Body Spray, Cosmetics, Soft				
drinks, Biscuit, Khata, Pen, Powder Milk, Salt,				
Mosquito Coil etc	2,975	89,250	1,071,000	
Total variable Expense (B)	2,975	89,250	1,071,000	
Contribution Margin (CM) [C=(A-B)	525	15,750	189,000	
Less. Fixed Expense				
Electricity Bill		400	4,800	
Mobile Bill		400	4,800	
Transportation		500	6,000	
Salary (self)		7,000	84,000	
Others		400	4,800	
Total fixed Cost (D)		8,700	104,400	
Net Profit (E) [C-D)		7,050	84,600	

Investment Breakdown				
Particulars	Existing	Proposed	Proposed Total	
Rice, Pulse, Flour, Oil, Soap, Fairness cream	50,000	-	50,000	
Powder, Lotion, Body Spray, Cosmetics	70,000	-	70,000	
Soft drinks, Biscuit, Khata, Pen, Powder Milk, Salt, Coil etc	45,000	-	45,000	
Fridge, Computer	25,000	-	25,000	
Rack	10,000	-	10,000	
Rice (30 bag x 2000)	-	60,000	60,000	
Oil (16,000 x 2)	-	32,000	32,000	
Pulse, Flour, Sugar, Soft drinks		27,000	27,000	
Others		31,000	31,000	
Total	2,00,000	1,50,000	3,50,000	

Source of Finance



Financial Projection (BDT)					
Particular	Daily	Monthly	1st Year	2nd Year	3rd year
Revenue (sales)					
Rice, Pulse, Flour, Oil, Soap, Fairness cream,					
Powder, Lotion, Body Spray, Cosmetics, Soft					
drinks, Biscuit, Khata, Pen, Powder Milk,					
Salt, Mosquito Coil etc	5,500	165,000	1,980,000	2,079,000	2,182,950
Total Sales (A)	5,500	165,000	1,980,000	2,079,000	2,182,950
Less. Variable Expense					
Rice, Pulse, Flour, Oil, Soap, Fairness cream,					
Powder, Lotion, Body Spray, Cosmetics, Soft					
drinks, Biscuit, Khata, Pen, Powder Milk,					
Salt, Mosquito Coil etc	4,675	140,250	1,683,000	1,767,150	1,855,508
Total variable Expense (B)	4,675	140,250	1,683,000	1,767,150	1,855,508
Contribution Margin (CM) [C=(A-B)	825	24,750	297,000	311,850	327,443
Less. Fixed Expense					
Electricity Bill		500	6,000	6,000	6,000
Mobile bill & SMS Monitoring		650	7,800	8,200	8,500
Transportation		800	9,600	11,000	13,000
Salary (self)		7,000	84,000	84,000	84,000
Others		400	4,800	5,000	5,200
Non Cash Item					
Depreciation		500	6,000	6,000	6,000
Total Fixed Cost		9,850	118,200	120,200	122,700
Net Profit (E) [C-D)		14,900	178,800	191,650	204,743
Investment Payback			60,000	60,000	60,000

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	150,000		
1.2	Net Profit	178,800	191,650	204,743
1.3	Depreciation (Non cash item)	6,000	6,000	6,000
1.4	Opening Balance of Cash Surplus		124,800	262,450
	Total Cash Inflow	334,800	322,450	473,193
2	Cash Outflow			
2.1	Purchase of Product	150,000		
2.2	Payment of GB Loan			
	Investment Pay Back (Including			
2.3	Ownership Tr. Fee)	60,000	60,000	60,000
	Total Cash Outflow	210,000	60,000	60,000
3	Net Cash Surplus	124,800	262,450	413,193

SWOT ANALYSIS

Strength

Employment: Self: 01 Family:0 Others:0

Experience & Skill: 11 Years

Quality goods & services;

Skill and experience;

WEAKNESS

Lack of Capital/Investment

OPPORTUNITIES

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

THREATS

Theft

Fire

Political unrest

Pictures









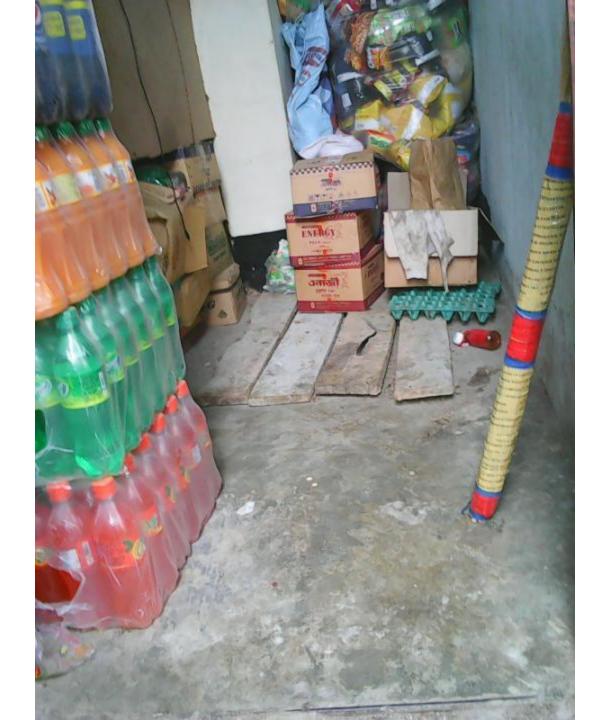






















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FAMILY PICTURE

