### Proposed NU Business Name: M/S KAZI ENTERPRISE



Project identification and prepared by: Md. Abul Khayer, Dhighor Unit, Tangail

Project verified by: Md. Mizanur Rahman Patwary



Grameen Shakti Samajik Byabosha Ltd.

Brief Bio of The Proposed Nobin Udyokta					
Name	:	KAZI BABU			
Age	:	07-12-1987 ( 28 Years)			
Education, till to date	:	Class Nine			
Marital status	:	Unmarried			
Children	:	N/A			
No. of siblings:	:	2 Brothers and 4 Sisters			
Address	:	Vill: East Pakutia P.O: D. Pakutia, P.S: Ghatail 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  MAJEDA KHATUN  KAZI ABDUL KHALEK  Branch: Pakutia, Centre # 64(Female),  Member ID: 4419 Group No: 01  Member since: 22-06-2008 (7 Years)  First loan:8,000 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	: : :	Outstanding loan: Nill Father 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	••	Twelve years experience in running business.
Training Info	:	He has no training.
Other Own/Family Sources of Income	:	Father's income (Agriculture)
Other Own/Family Sources of Liabilities	:	None
Entrepreneur Contact No.	:	01712-386943
Mother Contact No.	:	
NU Project Source/Reference	:	Grameen Shakti Samajik Byabosha Ltd. Dhighor Unit, Tangail

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

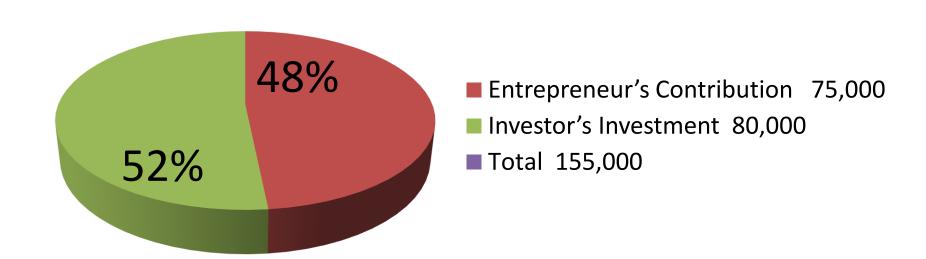
Majeda Khatun is a member of Grameen Bank since 7 years. At first she took 8,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in her husband's agriculture.

Proposed Nobin Udyokta Business Info				
Business Name	:	M/S KAZI ENTERPRISE		
Location	:	Pakutia Bus Stand, Tangail		
Total Investment in BDT	:	BDT 1,55,000		
Financing	:	Self BDT 75,000 (from existing business) 48% Required Investment BDT 80,000 (as equity) 52%		
Present salary/drawings from business (estimates)	:	BDT 7,000		
Proposed Salary	:	BDT 7,000		
Implementation	:	<ul> <li>The business is planned to be scaled up by investment in existing goods like; Bulb, Switch, Holder, Switch board, Multi plug, Energy bulb etc.</li> <li>Provide Flexi-load, Electricity bill and Bikash service.</li> <li>Average 20% gain on sales.</li> <li>The business is operating by entrepreneur. Existing no employee.</li> <li>Collects goods from Modhupur.</li> <li>Agreed grace period is 4 months.</li> </ul>		

Existing Busi	ness (BDT)		
Particular	Daily	Monthly	Yearly
Revenue (sales)			
Bulb, Switch, Holder, Switch board, Multi plug,			
Energy bulb etc	500	15,000	180,000
Flexi-Load	135	4,050	48,600
Bikash and Mobile Banking	280	8,400	100,800
Electricity Bill	100	3,000	36,000
Total Sales (A)	1,015	30,450	365,400
Less. Variable Expense			
Bulb, Switch, Holder, Switch board, Multi plug,			
Energy bulb etc	400	12,000	144,000
Total variable Expense (B)	400	12,000	144,000
Contribution Margin (CM) [C=(A-B)	615	18,450	221,400
Less. Fixed Expense			
Electricity Bill		150	1,800
Mobile Bill		500	6,000
Transportation		200	2,400
Salary (self)		7,000	84,000
Entertainment		300	3,600
Guard		100	1,200
Total fixed Cost (D)		8,250	99,000
Net Profit (E) [C-D)		10,200	122,400

Investment Breakdown							
Particulars Existing Proposed Proposed Total							
Bulb, Switch, Holder, Switch board, Multi plug, Energy bulb etc	20,000	-	20,000				
Flexi-load, Bikash	55,000	-	55,000				
Ceiling Fan, Table Fan, Switch, Socket, Holder, Switch board, Energy bulb	-	75,000	75,000				
Decoration	-	5,000	5,000				
Total	75,000	80,000	1,55,000				

### **Source of Finance**



Financial Proje	ection	(BDT)		
Particular	Daily	Monthly	1st Year	2nd Year
Revenue (sales)		-		
Bulb, Switch, Holder, Switch board, Multi plug, Energy				
bulb, Ceiling Fan, Table Fan, Socket etc	2,000	60,000	720,000	756,000
Flexi-Load	135	4,050	48,600	51,030
Bikash and Mobile Banking	280	8,400	100,800	105,840
Electricity Bill	100	3,000	36,000	37,800
Total Sales (A)	2,515	75,450	905,400	950,670
Less. Variable Expense				
Bulb, Switch, Holder, Switch board, Multi plug, Energy				
bulb, Ceiling Fan, Table Fan, Socket etc	1,600	48,000	576,000	604,800
Total variable Expense (B)	1,600	48,000	576,000	604,800
Contribution Margin (CM) [C=(A-B)	915	27,450	329,400	345,870
Less. Fixed Expense				
Electricity Bill		150	1,800	2,200
Mobile bill & SMS Monitoring		750	9,000	9,500
Transportation		1,000	12,000	14,000
Salary (self)		7,000	84,000	84,000
Entertainment		400	4,800	5,200
Guard		100	1,200	1,500
Non Cash Item				
Depreciation		42	500	500
Total Fixed Cost		9,442	113,300	116,900
Net Profit (E) [C-D)		18,008	216,100	228,970
Investment Payback			48,000	48,000

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

SI#	Particulars	Year 1 (BDT)	Year 2 (BDT)
1	Cash Inflow		
1.1	Investment Infusion by Investor	150,000	
1.2	Net Profit	216,100	228,970
1.3	Depreciation (Non cash item)	500	500
1.4	Opening Balance of Cash Surplus		168,600
	Total Cash Inflow	366,600	398,070
2	Cash Outflow		
2.1	Purchase of Product	150,000	
2.2	Payment of GB Loan		
2.3	Investment Pay Back (Including Ownership Tr. Fee)	48,000	48,000
	Total Cash Outflow	198,000	48,000
3	Net Cash Surplus	168,600	350,070

### SWOT ANALYSIS

## Strength

Employment: Self: 01 Family:0 Others:0

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

Theft

Fire

Political unrest

# Pictures



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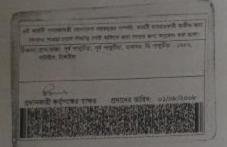


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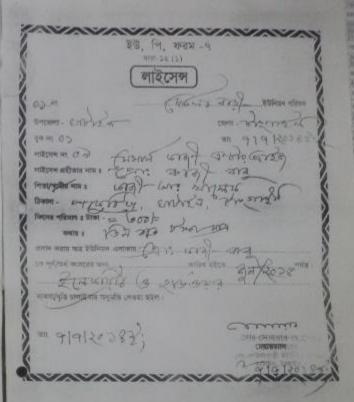
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Man (representing Workshop)

Harden Carlo & Germana W. M. Const Harden Jacobston



DAAC

## **FAMILY PICTURE**

