M S SHAHNAJ TRADERS



Project identification and prepared by: Nurul Islam, Uttarkhan Unit, Dhaka Project verified by: Md Mizanur Rahman Patwary

Grameen Shakti Samajik Byabosha Ltd.

Brief Bio of The Proposed Nobin Udyokta						
Name	:	AL-AMIN				
Age	:	01-01-1987 (28 Years)				
Education, till to date	:	M.A				
Marital status	:	Married				
Children	:	2 Sons				
No. of siblings:	:	1 Brother and 5 Sisters				
Address	:	Vill: Kachkura P.O: Kachkura P.S: Uttarkhan Dist: Dhaka				
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. JAMILA KHATUN MINA MD. SHAHJAHAN Branch: Dokshinkhan, Centre # 55(Female), Member ID: 4475/1, Group No: 07 Member since: 26-11-1993 (21 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 1,50,000 Outstanding loan: BDT 80,800 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	:	Fourteen years experience in running business.
Training Info	:	He has no training.
Other Own/Family Sources of Income	:	Father's income (House Rent)
Other Own/Family Sources of Liabilities	:	None
Entrepreneur Contact No.	:	01712-953102
Mother Contact No.	:	01812-295996
NU Project Source/Reference	•	Grameen Shakti Samajik Byabosha Ltd. Uttarkhan Unit, Dhaka

BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

Most. Jamila Khatun Mina is a member of Grameen Bank since 21 years. At first she took 5,000 taka loan from Grameen Bank. Most. Jamila Khatun Mina gradually took loan from GB. Utilize loan in her husband sanitary business. By utilizing last loan her husband made a house and he pay GB Loan.

Proposed Nobin Udyokta Business Info						
Business Name	:	M S SHAHNAJ TRADERS				
Location	:	Dobadia, Signboard, Uttarkhan, Dhaka-1230				
Total Investment in BDT		4,00,000 taka				
Financing	•	Self BDT 2,00,000 (from existing business) 50% Required Investment BDT 2,00,000 (as equity) 50%				
Present salary/drawings from business (estimates)	:	4,000 Taka				
Proposed Salary	•	7,000 Taka				
Implementation	••	 The business is planned to be scaled up by investment in existing goods like; U PVC pipe, Fittings, Bowl, Umbrella, Lock, Rope, Plastic rope, Harpic, Electric cable, bulb, switch, Pin, Glue, Polythene, Dry pan etc. Average 20% gain on sales. The business is operating by entrepreneur. Existing one employee. 				

■Collects goods from Tongi, Dhaka, Imamgonj.

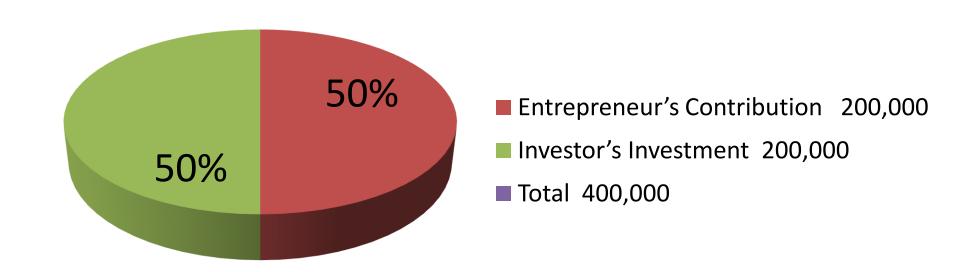
■Agreed grace period is 4 months.

Existing Business (BDT)					
Particular	Daily	Monthly	Yearly		
Revenue (sales)					
U PVC pipe, Fittings, Bowl, Umbrella, Lock, Rope, Plastic					
rope, Harpic, Electric cable, bulb, switch, Pin, Glue,		ı	,		
Polythene, Dry pan etc	3,000	90,000	1,080,000		
Total Sales (A)	3,000	90,000	1,080,000		
Less. Variable Expense					
U PVC pipe, Fittings, Bowl, Umbrella, Lock, Rope, Plastic					
rope, Harpic, Electric cable, bulb, switch, Pin, Glue,		ı			
Polythene, Dry pan 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					
Electricity Bill		500	6,000		
Generator Bill		100	1,200		
Market Committee		150	1,800		
Mobile Bill		200	2,400		
Entertainment		500	6,000		
Transportation		2,000	24,000		
Salary (self)		4,000	48,000		
Salary (staff)		2,000	24,000		
Total fixed Cost (D)		9,450	113,400		
Net Profit (E) [C-D)		8,550	102,600		

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Particulars	Existing	Proposed	Proposed Total
Lock, Rope, Plastic rope, Harpic, Electric cable, bulb, switch, Pin, Glue, Polythene, Dry pan etc	1,95,000	2,00,000	3,95,000
Furniture	5,000	-	5,000
Total	2,00,000	2,00,000	4,00,000

Source of Finance



Financial Projection (BDT)					
Particular	Daily	Monthly	1st Year	2nd Year	3rd year
Revenue (sales)					
U PVC pipe, Fittings, Bowl, Umbrella, Lock, Rope,					
Plastic rope, Harpic, Electric cable, bulb, switch, Pin,					
Glue, Polythene, Dry pan 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					
U PVC pipe, Fittings, Bowl, Umbrella, Lock, Rope,					
Plastic rope, Harpic, Electric cable, bulb, switch, Pin,					
Glue, Polythene, Dry pan etc	4,400	132,000	1,584,000	1,663,200	1,746,360
Total variable Expense (B)	4,400	132,000	1,584,000	1,663,200	1,746,360
Contribution Margin (CM) [C=(A-B)	1,100	33,000	396,000	415,800	436,590
Less. Fixed Expense					
Electricity Bill		500	6,000	6,000	6,000
Generator Bill		100	1,200	1,500	1,700
Market Committee		150	1,800	1,800	1,800
Mobile Bill		450	5,400	6,000	6,500
Entertainment		700	8,400	9,500	10,500
Transportation		3,000	36,000	38,000	40,000
Salary (self)		7,000	84,000	84,000	84,000
Salary (staff)		3,000	36,000	36,000	36,000
Non Cash Item					
Depreciation		42	500	500	500
Total Fixed Cost		14,942	179,300	183,300	187,000
Net Profit (E) [C-D)		18,058	216,700	232,500	249,590
Investment Payback			80,000	80,000	80,000

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	200,000		
1.2	Net Profit	216,700	232,500	249,590
1.3	Depreciation (Non cash item)	500	500	500
1.4	Opening Balance of Cash Surplus		137,200	290,200
	Total Cash Inflow	417,200	370,200	540,290
2	Cash Outflow			
2.1	Purchase of Product	200,000		
2.2	Payment of GB Loan			
	Investment Pay Back (Including			
2.3	Ownership Tr. Fee)	80,000	80,000	80,000
	Total Cash Outflow	280,000	80,000	80,000
3	Net Cash Surplus	137,200	290,200	460,290

SWOT ANALYSIS

Strength

Employment: Self: 01 Family:0 Others:02

Experience & Skill: 14 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

Local competitors;

Pictures

























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न्याचित्र हेरा नारक्षणाम किया प्राप्त करेर नार्थ केरान विशव करिए आर्था रहिडाओं अविदेशी पर शवंत्रकारी प्रमाणक भाविक माछ आगत कि गर्व रहस जान वासिन। ज्यात विक्रीक विक वात जान वार्तिक कर तथा वेद्वा अप्रत कार्या कार्य कार्या कार्या कार्या कार्यात कार्यात कर किर कार समा केरिक विकार केरिक जाता.



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আভিষ্ঠানের সমণ্ড : সার্টনটার ও মার্টকমার এত দেইটা, কোনেটার মানটা বিক্রম

লাইলেক (ফ ্র - - ৫০০/- (পাঁচপত টাবা হাত) - - -

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FAMILY PICTURE

