#### **Pabna Store**



NU Identified and PP Prepared by-Shamminaz Sobhan (Manikgonj Unit) Verified By: Mr. Khalilur Rahman Presented by Md. Shafiqul Islam

**GRAMEEN TRUST** 



#### BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA

			A CIEDRANIA I A
Name		Md. Shafiqul Islam	<i>// 1/109 // 100</i>
Age	:	18 Years (08.06.1997)	
Marital status	••	Unmarried	
Children	:	N/A	
No. of siblings:	:	1 Brother; 1 Sister	
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 Centre # 22/mo Loanee no.: 9355 First loan: 10,000 Outstanding:12,510
Further Information: (v) Who pays GB loan installment (vi) Mobile lady (vii) Grameen Education Loan (viii)Any other loan like GCCN, GKF	:	Father N/A N/A N/A	
Education	:	H.S.C	

#### BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA (CONT...)

Present Occupation	:	Plastic & Gift Item
Trade License		462
Business Experience	:	4 Years
And Training Info	:	Initial Investment
Other Own/Family Sources of Income	:	N/A
Other Own/Family Sources of Liabilities	:	N/A
NU Contact Info	:	01784672144
NU Project Source/Reference	:	Manikgonj Unit

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

NU's mother has been a member of Grameen Bank since 2003 (12 years). At first She/he took 10,000 taka from GB. NU invested GB Loan in his business and expanded his business. NU's mother gradually improved their living standard by using GB loan.

### PROPOSED NOBIN UDYOKTA BUSINESS INFO

Business Name	:	Pabna Store
Address/ Location	:	Jabra Bazar, Ghior, Manikgonj
Total Investment in BDT	:	5,20,000
Financing	:	Self BDT 4,20,000 (from existing business) 81% Required Investment BDT 1,00,000/-(as equity) 19%
Present salary/drawings from business (estimates)	:	7,000/-
Proposed Salary		7,000/-
Proposed Business		
(i) % of present gross profit margin	:	15%
(ii) Estimated % of proposed gross profit margin		15%
(iii) Agreed grace period		2 months

#### PRESENT & PROPOSED INVESTMENT BREAKDOWN

Particulars	Existing Business (BDT)	Proposed (BDT)	Total (BDT)
Investments in different categories:	(1)	(2)	(1+2)
Present Stock Items: Shop Advance: 50,000/= Decoration: 20,000/= Goods Item: 50,000/= Bhangari Item: Plastic: 1,00,000/= Iron: 2,00,000/=	4,20,000/=		
Proposed items: Bhangari: Silver Item: 30,000/- Plastic Item: 15,000/- Gift Item: 55,000/-		1,00,000/=	
Total Capital			5,20,000

#### PRESENT & PROPOSED INVESTMENT BREAKDOWN

Present Stock items		
Product name with quantity	Amount	
Shop Advance	50,000	
Decoration	20,000	
Goods:		
Silver Goods	20,000	
RFL Jug (120*25)	3,000	
RFL Mug (34*45)	1,530	
RFL Bucket (260*15)	4,000	
RFL Tool (42*260)	10,870	
RFL Chair (24*450)	10,870	
Bhangari Item:		
Plastic	1,00,000	
Iron	2,00,000	
Total Present Stock	4,20,000	

Proposed items				
Product Name with quantity	Amount			
Silver Goods	20,000/-			
Plastic (Jug, mug, bucket, tool, chair, bathroom cleaning set)	20,000/-			
Gift Item (Soup Set, Cup set, Glass set, Crookeries)	60,000/-			
Total Proposed Stock	1,00,000/-			

### INFO ON EXISTING BUSINESS OPERATIONS

De d'a les	Existing Business (BDT)			
Particulars	Daily	Monthly	Yearly	
Sales (A)	5,000	1,50,000	18,00,000	
Less: Cost of sales (B)	4,250	1,27,500	15,30,000	
Profit (C) [C=(A-B)]	750	22,500	2,70,000	
Less: Operating Costs				
Electricity bill		1,500	18,000	
Shop Rent		800	9,600	
Night Guard bill		50	600	
Mobile bill		300	3,600	
Present salary/Drawings- self		7,000	84,000	
Conveyance or Transport		500	6,000	
Others cost ((fees, Entertainment, TL renew)		400	4,800	
Non Cash Item:				
Depreciation Expenses (20,000*10%)		166	2,000	
Total Operating Cost (F)		10,716	1,28,592	
Net Profit (E-F):		11,784	1,41,408	

#### FINANCIAL PROJECTION OF NU BUSINESS PLAN

Particulars		Year 1 (BDT)		Year 2 (BDT)		
Faiticulais	Daily	Monthly	Yearly	Daily	Monthly	Yearly
Sales (A)	5,500	1,65,000	19,80,000	6,000	1,80,000	21,60,000
Less: Cost of Sale (B)	4,675	1,40,250	16,83,000	5,100	1,53,000	18,36,000
Profit (A-B)=(C)	825	24,750	2,97,000	900	27,000	3,24,000
Less: Operating Costs						
Electricity bill		1,600	19,200		1,700	20,400
Shop Rent		800	9,600		800	9,600
Night Guard bill		50	600		50	600
Mobile bill		500	6,000		550	6,600
Present salary/Drawings- self		7,000	84,000		7,000	84,000
Conveyance or Transport		500	6,000		500	6,000
Others cost (fees, Entertainment, TL renew)		500	6,000		500	6,000
Non Cash Item:						
Depreciation Expenses		166	2,000		166	2,000
Total Operating Cost		11,116	1,33,392		11,266	1,35,192
Net Profit (C-D) = (E)		13,634	1,63,608		15,734	1,88,808
GT payback	60,000 60,0				60,000	
Retained Income:	1,03,608 1,28,808					

# CASH FLOW PROJECTION ON BUSINESS PLAN (REC, & PAY,)

SI#	Particulars	Year 1 (BDT)	Year 2 (BDT)
1.0	Cash Inflow		
1.1	Investment Infusion by Investor	1,00,000	
1.2	Net Profit	1,63,608	1,88,808
1.3	Depreciation (Non cash item)	2,000	2,000
1.4	Opening Balance of Cash Surplus	0	1,05,608
	Total Cash Inflow	2,65,608	2,96,416
2.0	Cash Outflow		
2.1	Purchase of Product	1,00,000	0
2.2	Payment of GB Loan	0	0
2.3	Investment Pay Back (Including Ownership Tr. Fee)	60,000	60,000
	Total Cash Outflow	1,60,000	60,000
3.0	Net Cash Surplus	1,05,608	2,36,416

## **SWOT Analysis**

# STRENGTH

- √ Long standing relationship with Grameen.
- ✓ Well Known Person in locality.
- ✓ Provide quality products to meet demand for the community.

# WEAKNESS

- ✓ Credit sales.
- ✓ Less stock.
- ✓ Increase in product price.

# **O**PPORTUNITIY

- √ Huge demand of various items.
- ✓ In front of Middle road Near Jabra Bazar

#### THREATS

- **✓** Political Unrest.
- **✓** Other competition.























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#### সহজ খাণের পাশ বই

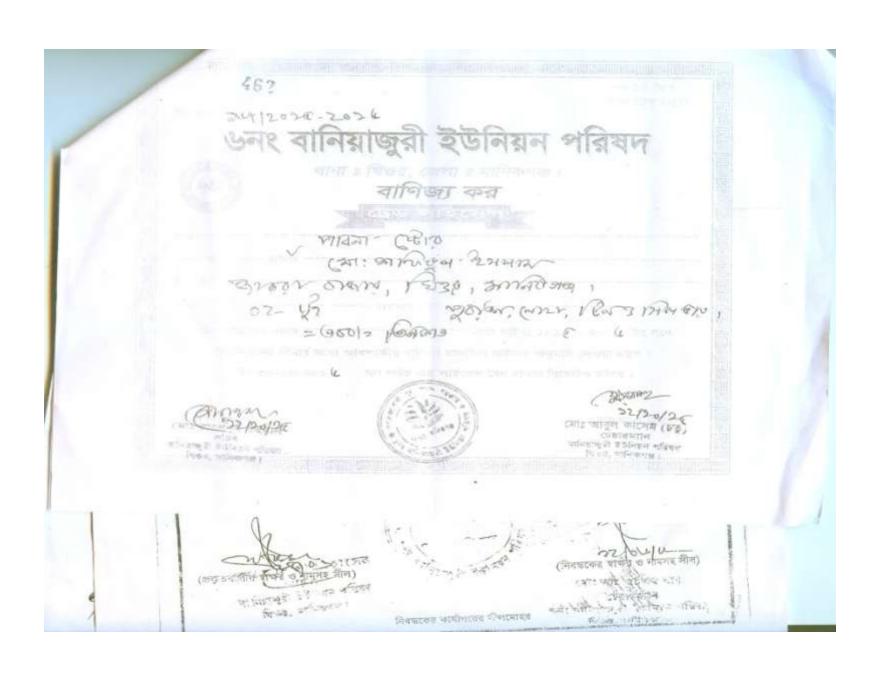
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#### জন্ম সন্দ

(জনা নিৰ্দা হবি হইতে উভ্ড)

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# Presented at 21<sup>st</sup> Internal Design Lab on 03<sup>rd</sup> November 2015 at GT

