## Proposed NU Business Name: MS KABIR ELECTRIC



Project identification and prepared by: Md. Sahabuddin, Ashulia Unit, Dhaka

Project verified by: Md. Rofiqul Islam

Brief Bio of The Proposed Nobin Udyokta

| Name | $:$ | MD ZASIM UDDIN |
| :--- | :--- | :--- |
| Age | $:$ | 02-08-1987 (28 Years) |
| Education, till to date | $:$ | S.S.C |
| Marital status | $:$ | Unmarried |
| Children | $:$ | Nil |
| No. of siblings: | $:$ | 5 Brother \& 3 Sister |
| Address | Vill: Doshaid, P.O: Ashulia, P.S: Savar, Dist: Dhaka |  |
| Parent's and GB related Info | $:$ | Mother $\quad$ (i) Who is GB member |
| (ii) Mother's name | $:$ | AZEDA BEGUM |
| (iii) Father's name |  |  |
| (iv) GB member's info | MD RIAJ UDDIN |  |
|  | $:$ | Branch: Ashulia, Centre \# 08 (Female), |
|  | Member ID:1192/1, Group No: 01 |  |
|  | Member since: 15-02-2009 (6 Years) |  |
| Further Information: | First loan: BDT 5,000/- |  |
| (v) Who pays GB loan installment | $:$ Existing loan: BDT 30,000/- Outstanding loan: BDT 28,000/- |  |
| (vi) Mobile lady | Mother |  |
| (vii) Grameen Education Loan | $:$ | Yes |
| (viii) Any other loan like GB, | No |  |
| BRAC ASA etc.. | No |  |

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

| Present <br> Occupation(Besides own <br> business, i.e., persuading <br> further studies, other <br> business etc.) | $:$ | Nil |
| :--- | :--- | :--- |
| Business Experiences and <br> Training Info | $:$ | Seven years experience in running business. |
| Other Own/Family Sources <br> of Income | $:$ | Business |
| Other Own/Family Sources <br> of Liabilities | $:$ | None |
| Entrepreneur Contact No. | $:$ | 01911-195937 |
| Mother's Contact No. | $:$ | 01709-755772 |
| NU Project <br> Source/Reference | $:$ | Grameen Shakti Samajik Byabosha Ltd. Ashulia Unit, Dhaka |

## BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

AZEDA BEGUM joined Grameen Bank since 06 years ago. At first she took 5,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

## Proposed Nobin Udyokta Business Info

| Business Name | $:$ | MS KABIR ELECTRIC |
| :--- | :--- | :--- |
| Location | $:$ | Doshaid, Ashulia, Savar, Dhaka |
| Total Investment in BDT | $:$ | BDT 3,36,000/- |
| Financing | $:$ | Self BDT 1,86,000/- (from existing business) 55\% <br> Required Investment BDT 1,50,000/- (as equity) 55\% |
| Present salary/drawings <br> from business (estimates) | $:$ | BDT 5,000/- |
| Proposed Salary | $:$ | BDT 5,000/- |
| Size of shop | $:$ | 12 ft x 10 ft= 120 square ft |
| Security of the shop | $:$ | BDT 50,000/- |
| Implementation | $:$-The business is planned to be scaled up by investment in existing <br> goods like; Switch, Holder, Light, Switch Board, Cable, Pipe, Channel <br> Box, Multi Plug etc. <br> -Provide Flexi-load service. <br> -Electronics item are servicing here. <br> -Average 15\% gain on sale. <br> -The business is operating by entrepreneur. Existing one employee. <br> -After getting equity fund one employee will be appointed. <br> -The shop is rented. <br> -Collects goods from Gulistan. <br> -Agreed grace period is 4 months. |  |

Existing Business (BDT)

| Particular | Daily | Monthly | Yearly |
| :--- | :---: | ---: | ---: |
| Revenue (sales) |  |  |  |
| Electric Item | 1,800 | 54,000 | 648,000 |
| Servicing | 350 | 10,500 | 126,000 |
| Flexi-load | 54 | 1,620 | 19,440 |
| Total Sales (A) | $\mathbf{2 , 2 0 4}$ | $\mathbf{6 6 , 1 2 0}$ | $\mathbf{7 9 3 , 4 4 0}$ |
| Less. Variable Expense | $\mathbf{1 , 5 3 0}$ | 45,900 | 550,800 |
| Electric Item | $\mathbf{1 , 5 3 0}$ | $\mathbf{4 5 , 9 0 0}$ | $\mathbf{5 5 0 , 8 0 0}$ |
| Total variable Expense (B) | $\mathbf{6 7 4}$ | $\mathbf{2 0 , 2 2 0}$ | $\mathbf{2 4 2 , 6 4 0}$ |
| Contribution Margin (CM) [C=(A-B) |  |  |  |
| Less. Fixed Expense |  | 1,500 | 18,000 |
| Rent |  | 250 | 3,000 |
| Electricity Bill |  | 300 | 3,600 |
| Mobile Bill |  | 5,000 | 60,000 |
| Salary (self) |  | 1,500 | 18,000 |
| Transportation |  | 250 | 3,000 |
| Entertainment |  | $\mathbf{3 , 0 0 0}$ | 36,000 |
| Salary (staff) |  | $\mathbf{1 1 , 8 0 0}$ | $\mathbf{1 4 1 , 6 0 0}$ |
| Total fixed Cost (D) |  | $\mathbf{8 , 4 2 0}$ | $\mathbf{1 0 1 , 0 4 0}$ |
| Net Profit (E) [C-D) |  |  |  |

Investment Breakdown

| Particulars | Existing | Proposed | Proposed Total |
| :--- | :---: | ---: | :---: |
| MK Switch(21 x 3000) | 63,000 | 20,000 | 83,000 |
| Switch $(35 \times 200)$ | 7,000 | 10,000 | 17,000 |
| Holder $(22 \times 300)$ | 6,600 | - | 6,600 |
| Light $(5 \times 2300)$ | 11,500 | - | 11,500 |
| Cable $(10 \times 1800)$ | 18,000 | 100,000 | 118,000 |
| Switch Board $(200 \times 30)$ | 6,000 | - | 6,000 |
| Pipe (200 $\times 35)$ | 7,000 | 10,000 | 17,000 |
| Channel Box (200 $\times 26)$ | 5,200 | - | 5,200 |
| Mix Board, Multi plug, HD Box, Accessories <br> etc. | 51,700 | 10,000 |  |
| Flexi-load | 10,000 |  | 61,700 |
| Total | $\mathbf{1 8 6 , 0 0 0}$ | $\mathbf{1 5 0 , 0 0 0}$ | 10,000 |

## Source of Finance

■ Entrepreneur's Contribution 186,000

- Investor's Investment 150,000

■ Total 336,000

Financial Projection (BDT)

| Particular | Daily | Monthly | 1st Year | 2nd Year |
| :--- | :---: | ---: | ---: | ---: |
| Revenue (sales) |  |  |  |  |
| Electric Item | 3,500 | 105,000 | $1,260,000$ | $1,323,000$ |
| Servicing | 500 | 15,000 | 180,000 | 189,000 |
| Flexi-load | 54 | 1,620 | 19,440 | 20,412 |
| Total Sales (A) | $\mathbf{4 , 0 5 4}$ | $\mathbf{1 2 1 , 6 2 0}$ | $\mathbf{1 , 4 5 9 , 4 4 0}$ | $\mathbf{1 , 5 3 2 , 4 1 2}$ |
| Less. Variable Expense |  |  |  |  |
| Electric Item | 2,975 | 89,250 | $1,071,000$ | $1,124,550$ |
| Total variable Expense (B) | $\mathbf{2 , 9 7 5}$ | $\mathbf{8 9 , 2 5 0}$ | $\mathbf{1 , 0 7 1 , 0 0 0}$ | $\mathbf{1 , 1 2 4 , 5 5 0}$ |
| Contribution Margin (CM) [C=(A-B) | $\mathbf{1 , 0 7 9}$ | $\mathbf{3 2 , 3 7 0}$ | $\mathbf{3 8 8 , 4 4 0}$ | $\mathbf{4 0 7 , 8 6 2}$ |
| Less. Fixed Expense |  |  |  |  |
| Rent |  | 1,500 | 18,000 | 18,000 |
| Electricity Bill |  | 250 | 3,000 | 4,000 |
| Mobile Bill |  | 300 | 3,600 | 4,000 |
| Salary (self) |  | 5,000 | 60,000 | 60,000 |
| Transportation |  | 2,000 | 24,000 | $\mathbf{2 6 , 0 0 0}$ |
| Entertainment |  | 250 | 3,000 | 4,000 |
| Salary (staff) |  | 6,000 | $\mathbf{7 2 , 0 0 0}$ | $\mathbf{7 2 , 0 0 0}$ |
| Total Fixed Cost |  | $\mathbf{1 5 , 3 0 0}$ | $\mathbf{1 8 3 , 6 0 0}$ | $\mathbf{1 8 8 , 0 0 0}$ |
| Net Profit (E) [C-D) |  | $\mathbf{1 7 , 0 7 0}$ | $\mathbf{2 0 4 , 8 4 0}$ | $\mathbf{2 1 9 , 8 6 2}$ |
| Investment Payback |  |  | $\mathbf{9 0 , 0 0 0}$ | $\mathbf{9 0 , 0 0 0}$ |

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

| SI \# | Particulars | Year 1 (BDT) | Year 2 (BDT) |
| :---: | :--- | ---: | ---: |
| $\mathbf{1}$ | Cash Inflow |  |  |
| 1.1 | Investment Infusion by Investor | 150,000 |  |
| 1.2 | Net Profit | 204,840 | 219,862 |
| 1.3 | Depreciation (Non cash item) |  | - |
| 1.4 | Opening Balance of Cash Surplus |  | 114,840 |
|  | Total Cash Inflow | $\mathbf{3 5 4 , 8 4 0}$ | $\mathbf{3 3 4 , 7 0 2}$ |
| $\mathbf{2}$ | Cash Outflow |  |  |
| 2.1 | Purchase of Product | 150,000 |  |
| 2.2 | Payment of GB Loan |  |  |
|  | Investment Pay Back (Including |  |  |
| 2.3 | Ownership Tr. Fee) | $\mathbf{9 0 , 0 0 0}$ | $\mathbf{9 0 , 0 0 0}$ |
|  | Total Cash Outflow | $\mathbf{2 4 0 , 0 0 0}$ | $\mathbf{9 0 , 0 0 0}$ |
| $\mathbf{3}$ | Net Cash Surplus | $\mathbf{1 1 4 , 8 4 0}$ | $\mathbf{2 4 4 , 7 0 2}$ |

## SWOT ANALYSIS

| $S_{\text {TRENGTH }}$ <br> Employment: Self: 01 Family:0 Others:02 <br> Experience \& Skill : 07 Years <br> Quality goods \& services; <br> Skill and experience; | $W_{\text {EAKness }}$ <br> Lack of Capital/Investment |
| :---: | :---: |
| PPORTUNITIES <br> Huge demand in the community Location of shop; Regular customers; | Threats <br> Theft <br> Fire <br> Political unrest |

## Pictures



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## FAMILY PICTURE



