Proposed NU Business Name: JANANI ELECTRONICS



Project identification and prepared by: MD. Kajem Uddin, Bason Unit, Dhaka

Project verified by: MD. Rofiqul Islam



Brief Bio of The Proposed Nobin Udyokta			
Name	:	SAJEEB KHAN	
Age	:	11-05-1996 (19 Years)	
Education, till to date	:	Class Ten	
Marital status	:	Single	
Children	:	N/A	
No. of siblings:	:	2 Brothers	
Address	:	Vill: Bariwali P.O: Chandona, P.S: Joydebpur, 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 SELINA BEGUM MOSTOFA KHAN Branch: Bason, Centre # 75(Female), Member ID: 7098/3, Group No: 03 Member since: 15-06-2005 (10 Years) First loan: BDT 10,000 /-	
Further Information:		Existing Loan: BDT 50,000, Outstanding loan: BDT 35,700 Father	
(v) Who pays GB loan installment (vi) Mobile lady		No	
(vii) Grameen Education Loan	:	No	
(viii) Any other loan like GB, BRAC ASA etc	:	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	••	02 years experience in running business.
Training Info	:	He has no training
Other Own/Family Sources of Income	:	House Rent
Other Own/Family Sources of Liabilities	:	None
Entrepreneur Contact No.	:	01846-399057
Mother's Contact No.	•	01716-401462
NU Project Source/Reference	:	Grameen Shakti Samajik Byabosha Ltd. Bason Unit, Dhaka

BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

SELINA BEGUM joined Grameen Bank since 10 years ago. At first she took 10,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business and home development.

Proposed Nobin Udyokta Business Info			
Business Name	:	JANANI ELECTRONICS	
Location	:	Chourasta Anupom Market, Gazipur.	
Total Investment in BDT	:	BDT 3,23,000/-	
Financing	:	Self BDT 1,73,000/- (from existing business) 54% Required Investment BDT 1,50,000/- (as equity) 46%	
Present salary/drawings from business (estimates)	:	BDT 5,000/-	
Proposed Salary	:	BDT 5,000/-	
Size of shop	:	15 ft x 15 ft= 225 square ft	
Security of the shop	:	BDT 2,00,000/-	
Implementation	:	 The business is planned to be scaled up by investment in existing goods like; Television, Sound box, Remote etc. Servicing here. Average 25% gain on sale. The business is operating by entrepreneur. Existing one employee. The shop is rented. Collects goods from Tongi, Joydebpur, Gazipur. Agreed grace period is 4 months. 	

Existing Business (BDT)				
Particular	Daily	Monthly	Yearly	
Revenue (sales)				
Electronics item	1,500	45,000	540,000	
Servicing	400	12,000	144,000	
Total Sales (A)	1,900	57,000	684,000	
Less. Variable Expense				
Electronics item	1,125	33,750	405,000	
Total variable Expense (B)	1,125	33,750	405,000	
Contribution Margin (CM) [C=(A-B)	775	23,250	279,000	
Less. Fixed Expense				
Rent		6,500	78,000	
Electricity Bill		1,000	12,000	
Mobile Bill		400	4,800	
Salary (self)		5,000	60,000	
Transportation		300	3,600	
Entertainment		300	3,600	
Generator Bill		200	2,400	
Guard		200	2,400	
Salary (staff)		2,000	24,000	
Total fixed Cost (D)		15,900	190,800	
Net Profit (E) [C-D)		7,350	88,200	

Investment Breakdown					
Particulars	Existing	Proposed	Proposed Total		
Television (old) (20 x 3000)	60,000	60,000	120,000		
Television (large)	6,000	5,000	11,000		
TV (private)	15,000	5,000	20,000		
IC	12,500	15,000	27,500		
Sound box	40,000	40,000	80,000		
Switch, Remote, Cable etc	39,500	25,000	64,500		
Total	173,000	150,000	323,000		

Source of Finance



Financial Projection (BDT)					
Particular	Daily	Monthly	1st Year	2nd Year	
Revenue (sales)					
Electronics item	2,150	64,500	774,000	812,700	
Servicing	500	15,000	180,000	189,000	
Total Sales (A)	2,650	79,500	954,000	1,001,700	
Less. Variable Expense					
Electronics item	1,613	48,375	580,500	609,525	
Total variable Expense (B)	1,613	48,375	580,500	609,525	
Contribution Margin (CM) [C=(A-B)	1,038	31,125	373,500	392,175	
Less. Fixed Expense					
Rent		6,500	78,000	78,000	
Electricity Bill		1,000	12,000	13,000	
Mobile Bill		500	6,000	6,500	
Salary (self)		5,000	60,000	60,000	
Transportation		500	6,000	8,000	
Entertainment		300	3,600	4,000	
Generator Bill		200	2,400	1,500	
Guard		200	2,400	1,500	
Salary (staff)		2,000	24,000	24,000	
Total Fixed Cost		16,200	194,400	196,500	
Net Profit (E) [C-D)		14,925	179,100	195,675	
Investment Payback			90,000	90,000	

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

SI#	Particulars Particulars	Year 1 (BDT)	Year 2 (BDT)
1	Cash Inflow		
1.1	Investment Infusion by Investor	150,000	
1.2	Net Profit	179,100	195,675
1.3	Depreciation (Non cash item)		-
1.4	Opening Balance of Cash Surplus		89,100
	Total Cash Inflow	329,100	284,775
2	Cash Outflow		
2.1	Purchase of Product	150,000	
2.2	Payment of GB Loan		
	Investment Pay Back (Including Ownership Tr.		
2.3	Fee)	90,000	90,000
	Total Cash Outflow	240,000	90,000
3	Net Cash Surplus	89,100	194,775

SWOT ANALYSIS

Strength

Employment: Self: 01 Family:0 Others:01

Experience & Skill: 02 Years

Quality goods & services;

Skill and experience;

WEAKNESS

Lack of Capital/Investment

OPPORTUNITIES

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

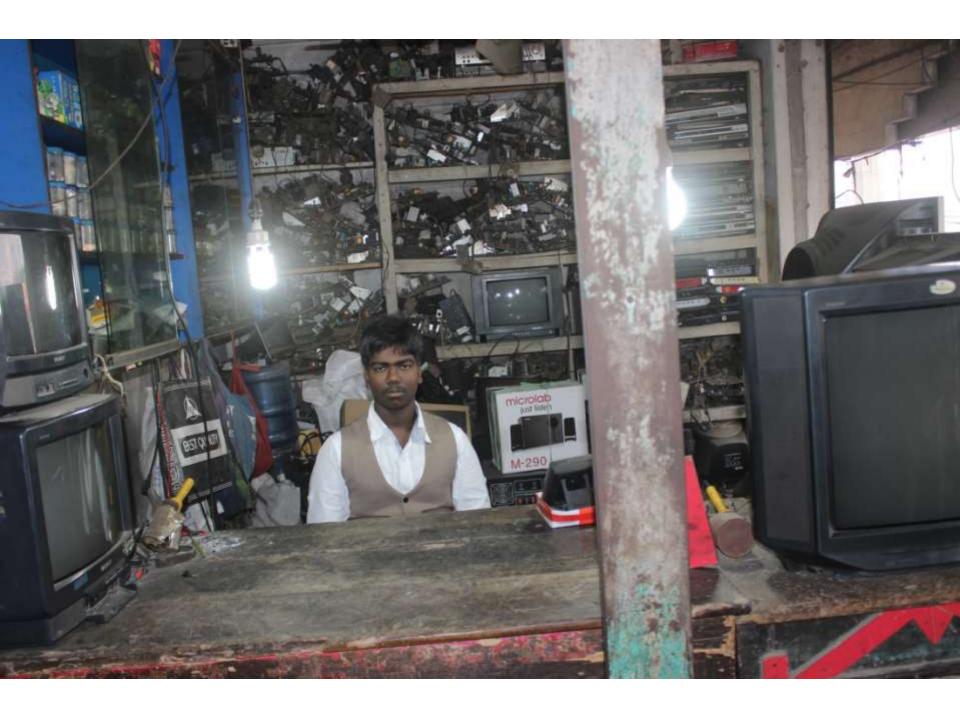
THREATS

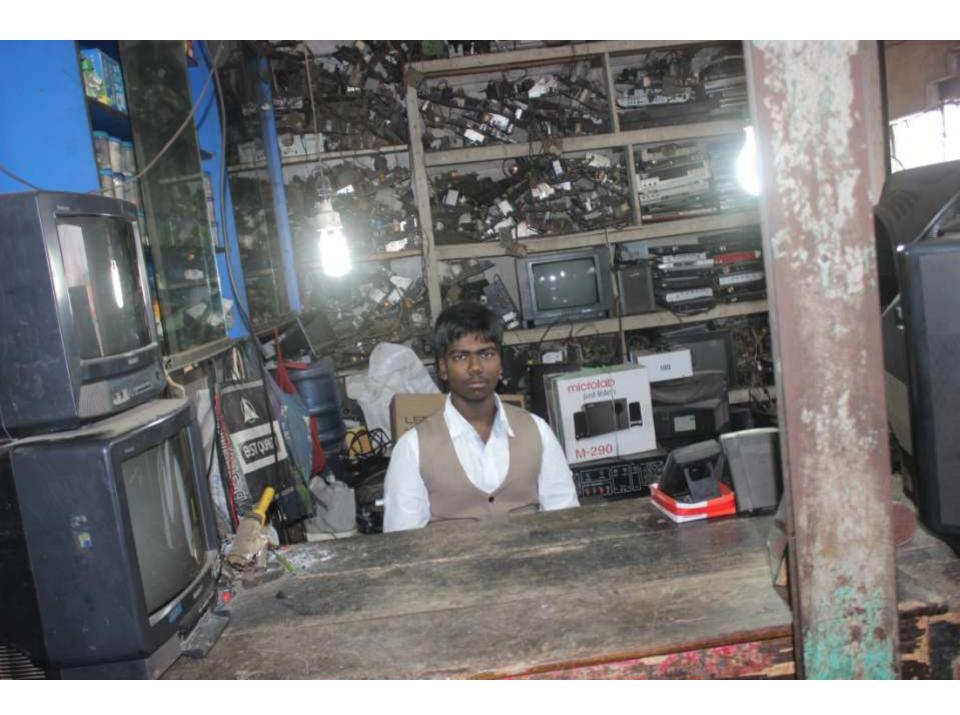
Theft

Fire

Political unrest

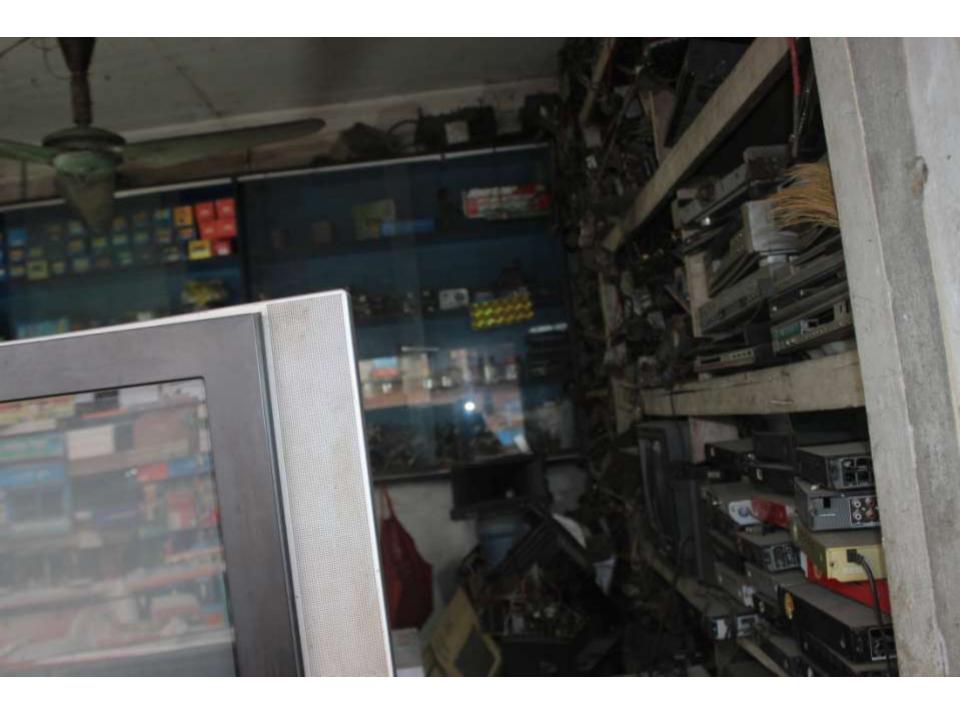
Pictures

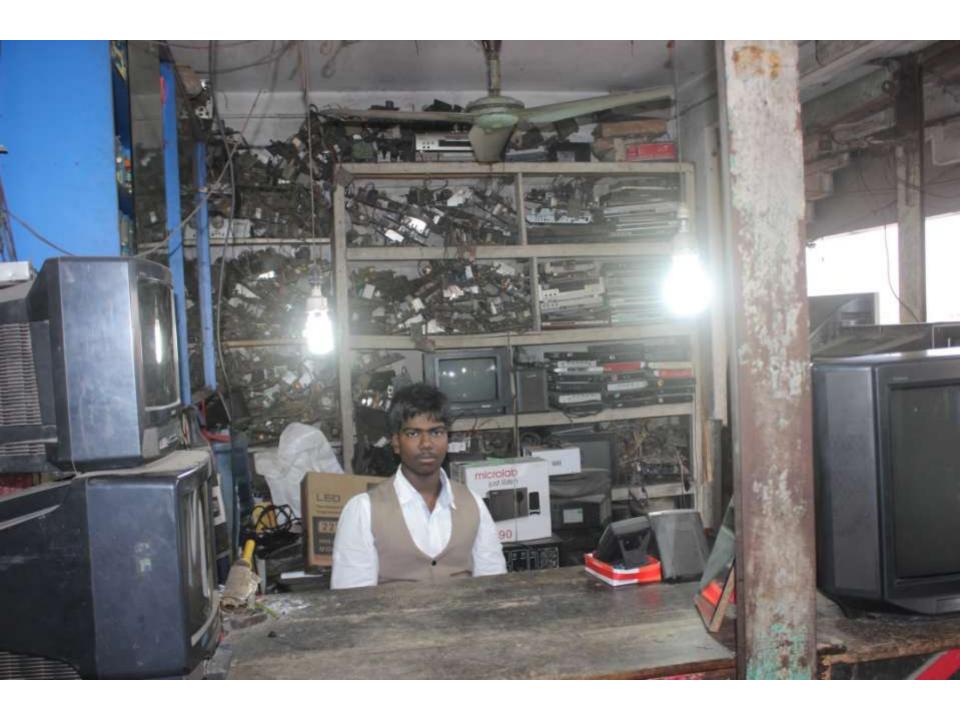




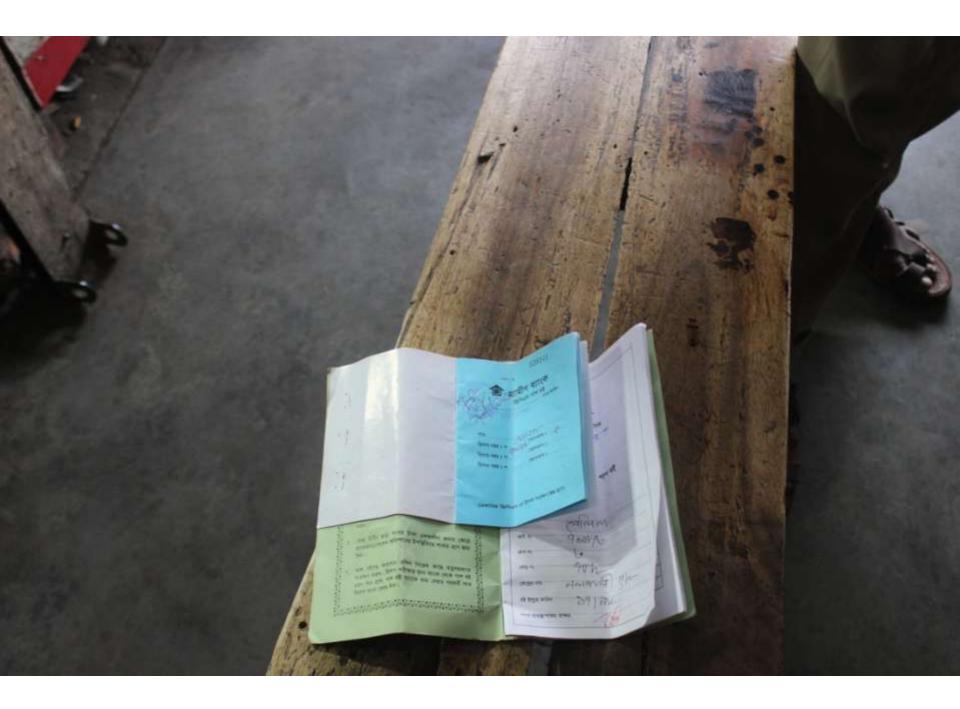


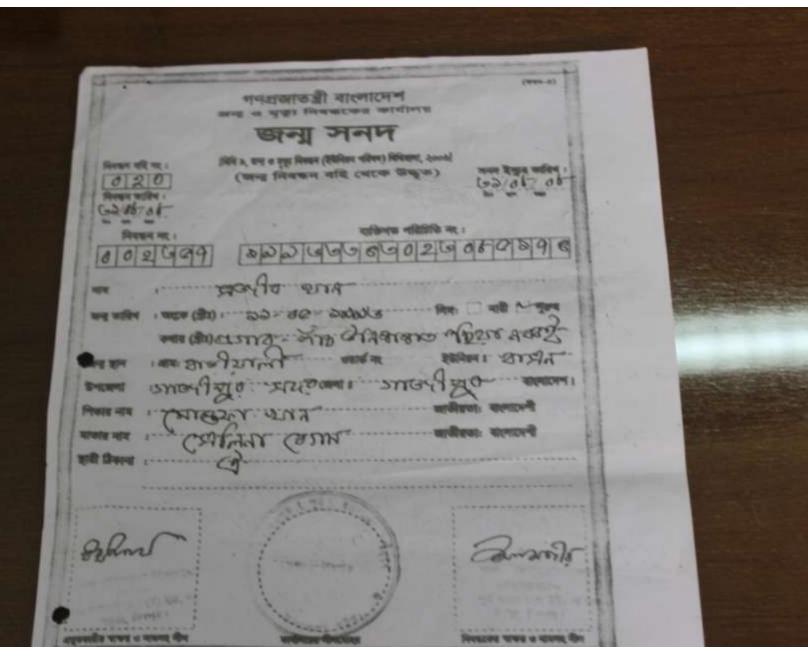












FAMILY PICTURE

