#### Proposed NU Business Name: MANIK TELECOM



Project identification and prepared by: Md.Atikur Rahman, Elenga Unit, Tangail

Project verified by: Md. Mizanur Rahman Patwary



Grameen Shakti Samajik Byabosha Ltd.

Brief Bio of The Proposed Nobin Udyokta				
Name	:	MANIK CHONDRO SHIL		
Age	:	21-12-1981(34 Years)		
Education, till to date	:	H.S.C		
Marital status	:	Married		
Children	:	1Son & 1Daughter		
No. of siblings:	:	2 Brothers & 3 Sister		
Address	:	Vill: Kokdohora P.O: Kokdohora, P.S: Kalihati , 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 LATE: DULAL CHONDRO SHIL JOSDHA RANI SHIL Branch: Kokdohora Kalihati, Centre # 9 (Female), Member ID: 1291, Group No: 01 Member since: 19-05-2004 <i>(12Years)</i> First Ioan: BDT 2,000/-		
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 4,000/- Outstanding loan: BDT 3,384/- 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	:	Ten years experience in running business.
Training Info	:	He has Two years training
Other Own/Family Sources of Income	:	Agriculture
Other Own/Family Sources of Liabilities	:	Nill
Entrepreneur Contact No.	:	01752-424060
Mother's Contact No.	:	01774-893481
NU Project Source/Reference	•	Grameen Shakti Samajik Byabosha Ltd. Elenga Unit, Tangail.

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

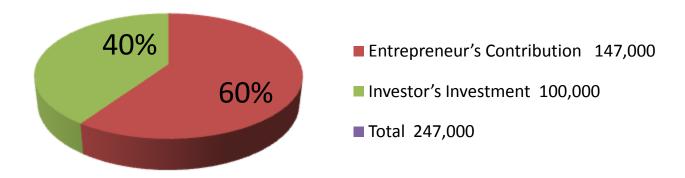
Joshdha Rani Shil joined Grameen Bank since 12 years ago. At first she took 2,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in cow rearing, agriculture, business and home development.

Proposed Nobin Udyokta Business Info			
Business Name	:	Manik Telecom	
Location	:	Kokdohora Bazar, Kalihati,Tangail.	
Total Investment in BDT	:	BDT2,47,200	
Financing	:	Self BDT 147,200(from existing business) 60%	
		Required Investment BDT 100,000(as equity) 40%	
Present salary/drawings from business (estimates)	:	BDT 5,000	
Proposed Salary	:	BDT 5,000	
Size of shop	:	20ft x 12 ft= 240 square ft	
Security of the shop	:	-	
Implementation	:	<ul> <li>The business is planned to be scaled up by investment in existing goods like; Paper, Charger, Memory card, Battery, etc.</li> <li>Bkash&amp;Flexiload, Service Photo Sudio service.</li> <li>Average 10% gain on sale.</li> <li>The business is operating by entrepreneur.</li> <li>The shop is rented.</li> <li>Collects goods from Tangail.</li> <li>Agreed grace period is 3 months.</li> </ul>	

Existing Business (BDT)				
Particular	Daily	Monthly	Yearly	
Revenue (sales)				
Paper,Charger,Memory card,Battery, etc	500	15,000	1,80,000	
Flexiload(4000*28/1000)	112	3360	40,320	
B-kash(40000*4/1000)	160	4800	57600	
Studio&Photostate mechine servicing	200	6000	72000	
Total Sales (A)	972	29,160	3,49,920	
Less. Variable Expense				
Paper,Charger,Memory card,Battery, etc	450	13,500	162,000	
Total variable Expense (B)	450	13,500	162,000	
Contribution Margin (CM) [C=(A-B)	522	15,660	1,87,920	
Less. Fixed Expense				
Mobile Bill		3,00	3600	
Transportation		5,00	6,000	
Electricity Bill		500	6,000	
Salary (self)		5,000	60,000	
Entertainment		500	6,000	
Generator		200	2,400	
Total fixed Cost (D)		7,000	84,000	
Net Profit (E) [C-D)		8,660	1,03,920	

Investment Breakdown				
Particulars	Existing	Proposed	Proposed Total	
Paper,Charger,Memory card,	2,000	00	2,000	
Scanner, Printer, Camera	29,200	00	29,200	
Computer,	24,000	00	24,000	
Photostate Mechine	30,000	00	30,000	
Leminating mechine	2,000	00	2,000	
Flexi-load	10,000		10,000	
B-kash	50,000	1,00,000	1,50,000	
Total	1,47,200	1,00,000	2,47,200	

**Source of Finance** 



Financial Projection (BDT)				
Particular	Daily	Monthly	1st Year	2nd Year
Revenue (sales)				
Paper,Charger,Memory card, Battery, etc	500	15,000	1,80,000	189,000
Flexiload(4000*28/1000)	112	3360	40,320	42,336
B-kash(1,00,000*4/1000)	400	12,000	1,44,000	1,51,200
Studio & Photostate machine servicing	400	12,000	1,44,000	1,51,200
	200	6000	72,000	75,600
Total Sales (A)	1212	36,360	4,36,320	4,58,136
Less. Variable Expense				
	450	13,500	1,62,000	1,70,100
Total variable Expense (B)	450	13,500	1,62,000	1,70,100
Contribution Margin (CM) [C=(A-B)	762	22,860	2,74,320	2,88,036
Less. Fixed Expense				
Electricity Bill		5,00	6,000	6,500
Mobile Bill		5,00	6,000	6,500
Transportation		7,00	8,400	9,000
Salary (self)		5,000	60,000	60,000
Entertainment		5,00	6,000	6,200
Generator		300	3,600	3,700
Total Fixed Cost		7,500	90,000	91,900
Net Profit (E) [C-D)		15,360	1,84,320	1,96,136
Investment Payback			60,000	60,000

### 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	1,00,000	
1.2	Net Profit	1,84,320	1,96,136
1.3	Depreciation (Non cash item)		
1.4	Opening Balance of Cash Surplus		1,24,320
	Total Cash Inflow	2,84,320	3,20,456
2	Cash Outflow		
2.1	Purchase of Product	1,00,000	0
2.2	Payment of GB Loan		
	Investment Pay Back (Including Ownership Tr.		
2.3	Fee)	60,000	60,000
	Total Cash Outflow	1,60,000	60,000
3	Net Cash Surplus	1,24,320	2,60,456



# Strength

Employment: Self: 01 Family:0 Others:0 Experience & Skill : 10Years Quality goods & services; Skill and experience;

### **W**<sub>EAKNESS</sub>

Lack of Capital/Investment

## **O**<sub>PPORTUNITIES</sub>

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

#### **T**HREATS

Theft Fire Political unrest Pictures

















#### অঙ্গীকার নামা

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## **FAMILY PICTURE**

