#### Proposed NU Business Name: M/S DURJOY & NIPUN ENTERPRISE



Project identification and prepared by: Hafizur Rahman (2), Mawna Unit, Gazipur

Project verified by: MD. Rofiqul Islam



Brief Bio of The Proposed Nobin Udyokta					
Name	:	KHAKON			
Age	:	08-08-1983 (33 Years)			
Education, till to date	:	Class Eight			
Marital status	:	Unmarried			
Children	:	N/A			
No. of siblings:	:	2 Brothers & 1 Sister			
Address	:	Vill: Bordol, P.O: Boliadi, P.S: Kaliakoir, 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 ROHIMA KHATUN NURUL ISLAM Branch: Boromi, Shripur Centre # 64(Female), Member ID: 4761, Group No: 05 Member since: 01-05-1991 <i>(25Years)</i> First Ioan: BDT 5,000			
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 70,000/-, Outstanding loan: BDT 17633/- N/A 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	:	12 years experience in running business.
Training Info	:	He has no training.
Other Own/Family Sources of Income	:	_
Other Own/Family Sources of Liabilities	:	None
Entrepreneur Contact No.	:	01718621563
Mother's Contact No.	:	01736603635
NU Project Source/Reference	:	Grameen Shakti Samajik Byabosha Ltd. Mawna Unit, Gazipur

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

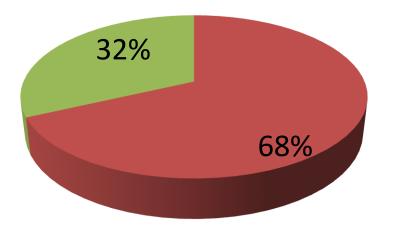
**ROHIMA KHATUN** joined Grameen Bank since 25 years ago. At first she took 5,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

Proposed Nobin Udyokta Business Info				
Business Name	:	M/S DURJOY & NIPUN ENTERPRISE		
Location	:	Mawna, chourastha		
Total Investment in BDT	:	BDT 4,70,000/-		
Financing	:	Self BDT 3,20,000/-(from existing business) 68%		
		Required Investment BDT 1,50,000/-(as equity) 32%		
Present salary/drawings from business (estimates)	:	BDT 5,000/-		
Proposed Salary	:	BDT 5,000/-		
Size of shop	:	26 ft x 25 ft= 650 square ft		
Security of the shop	:	BDT 2,00,000/-		
Implementation	:	<ul> <li>The business is planned to be scaled up by investment in existing goods like; Bag etc.</li> <li>Average 17% gain on sale.</li> <li>The business is operating by entrepreneur. Existing two employee.</li> <li>After getting equity fund one employee will be appointed.</li> <li>The shop is rented.</li> <li>Collects goods from Tepirbari, Molaied.</li> <li>Agreed grace period is 3 months.</li> </ul>		

Existing Business (BDT)					
Particular	Daily	Monthly	Yearly		
Revenue (sales)					
Bag	7,500	225,000	2,700,000		
Total Sales (A)	7,500	225,000	2,700,000		
Less. Variable Expense					
Bag	6,225	186,750	2,241,000		
Total variable Expense (B)	6,225	186,750	2,241,000		
Contribution Margin (CM) [C=(A-B)	1,275	38,250	459,000		
Less. Fixed Expense					
Rent		4,000	48,000		
Electricity Bill		300	3,600		
Mobile Bill		500	6,000		
Salary (self)		5,000	60,000		
Transportation		7,000	84,000		
Entertainment		500	6,000		
Guard		200	2,400		
Generator Bill		300	3,600		
Salary (staff) (2)		10,000	120,000		
Total fixed Cost (D)		27,800	57,600		
Net Profit (E) [C-D)		10,450	401,400		

Investment Breakdown				
Particulars	Existing	Proposed	Proposed Total	
Bag (16000 x 20)	3,20,000	0	3,20,000	
Bag (7500 x 20)	0	1,50,000	1,50,000	
Total	3,30,000	150,000	470,000	

### **Source of Finance**



- Entrepreneur's Contribution 320,000
- Investor's Investment 150,000
- Total 470,000

Financial Projection (BDT)						
Particular	Daily	Monthly	1st Year	2nd Year	3rd Year	
Revenue (sales)						
Bag	10,700	321,000	3,852,000	4,044,600	4,246,830	
Total Sales (A)	10,700	321,000	3,852,000	4,044,600	4,246,830	
Less. Variable Expense						
Bag	8,881	266,430	3,197,160	3,357,018	3,524,869	
Total variable Expense (B)	8,881	266,430	3,197,160	3,357,018	3,524,869	
Contribution Margin (CM) [C=(A-B)	1,819	54,570	654,840	687,582	721,961	
Less. Fixed Expense						
Rent		4,000	48,000	48,000	48,000	
Electricity Bill		300	3,600	4,000	5,000	
Mobile Bill		600	7,200	8,000	9,000	
Salary (self)		5 <i>,</i> 000	60,000	60,000	60,000	
Transportation		10,000	120,000	122,000	125,000	
Entertainment		500	6,000	7,000	8,000	
Guard		200	2,400	3,000	3,000	
Generator Bill		300	3,600	4,000	4,500	
Salary (staff) (3)		15,000	180,000	180,000	180,000	
Total Fixed Cost		35,900	430,800	436,000	442,500	
Net Profit (E) [C-D)		18,670	224,040	251,582	279,461	
Investment Payback			60,000	60,000	60,000	

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

<i>SI #</i>	Particulars	Year 1 (BDT)	Year 2 (BDT)	Year 3 (BDT)
1	Cash Inflow			
1.1	Investment Infusion by Investor	150,000		
1.2	Net Profit	224,040	251,582	279,461
1.3	Depreciation (Non cash item)		-	-
1.4	Opening Balance of Cash Surplus		164,040	355,622
	Total Cash Inflow	374,040	415,622	635,083
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)	60,000	60,000	60,000
	Total Cash Outflow	210,000	60,000	60,000
3	Net Cash Surplus	164,040	355,622	575,083



# Strength

Employment: Self: 01 Family:0 Others:0 Experience & Skill : 12 Years 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;

### THREATS

Theft Fire Political unrest Pictures

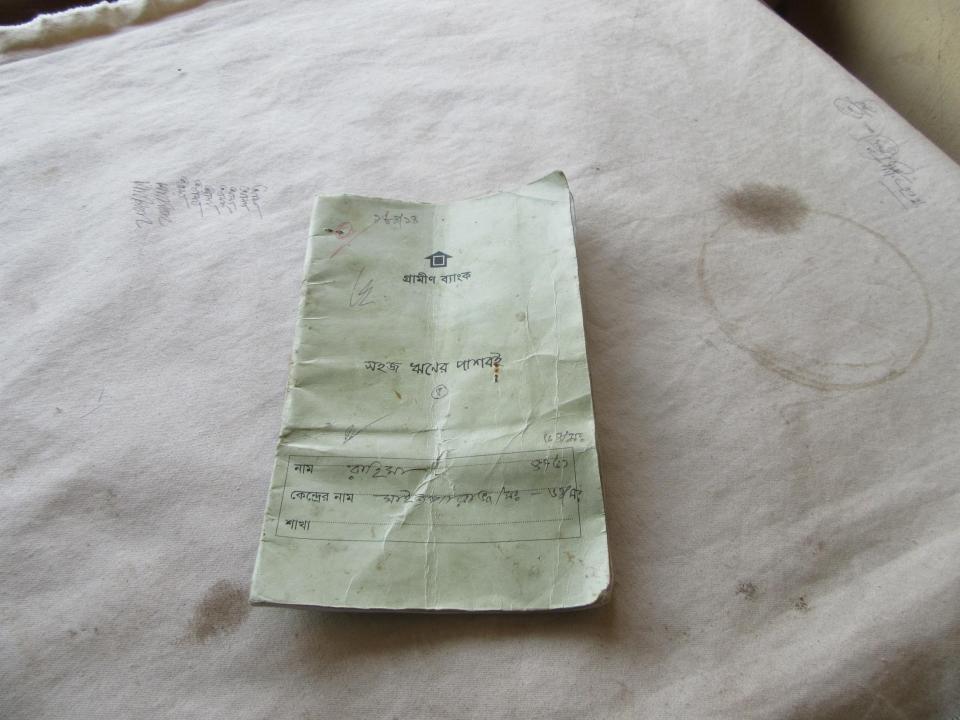




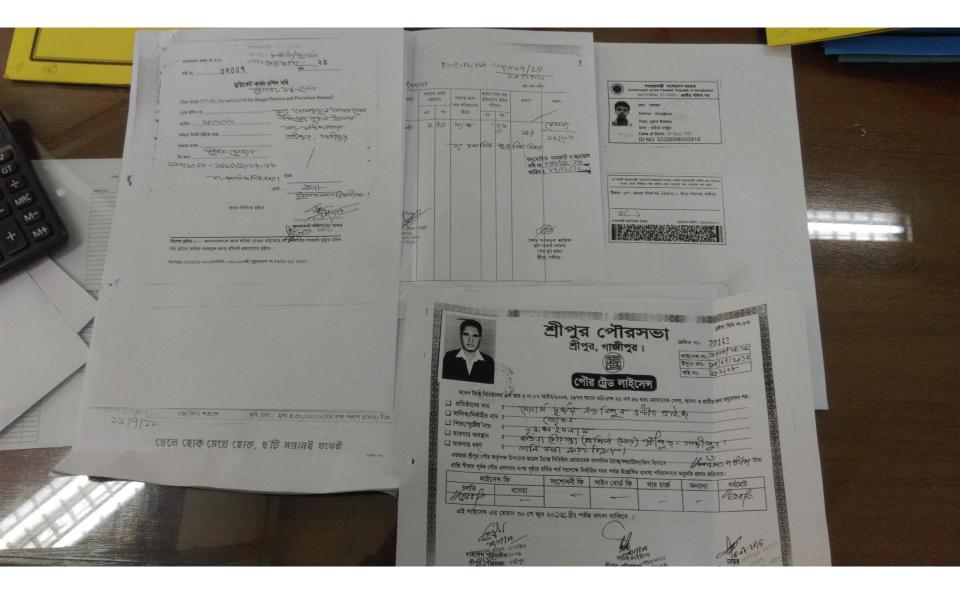












## **FAMILY PICTURE**

