#### **A Nobin Udyokta Project**

#### M/S Liza Telecom



NU Identified and PP Prepared by:

Md. Mozahidul Islam Verified By: MD. Sohrab Hossain

**GRAMEEN TRUST** 

Presented by Masud Alam

### BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA



Name	:	Masud Alam
Age		20-10-1991 (25 Years)
Marital status	:	Unmarried
Children	:	N/A
No. of siblings:	:	Brothers-02 Sister - 02
Parent's and GB related Info (i) Who is GB member (ii) Mother's name (iii) Father's name (iv) GB member's info  Further Information: (v) Who pays GB loan installment (vi) Mobile lady (vii) Grameen Education Loan (viii) Any other loan like GCCN, GKF etc.		Mother Father  Mrs. Maksuda Begum  Md. Abdul Karim  Branch- Natun Bazar Center- 11/m ,Group-01 Loanee no-1799/1, Since-01/08/2012, First loan: 5000 Existing loan- 40,000 Outstanding: 30,200  NU N/A N/A N/A
Education	:	S.S.C

#### BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA

(Continued)



Present Occupation	:	Telecom Business.
Trade License No-		682/15-16
<b>Business Experiences</b>	:	07 Years
Other Own/Family Sources of Income	:	N/A
Other Own/Family Sources of Liabilities	:	N/A
NU Contact info.		01853944444
NU Project Source/Reference	:	GT Hajigonj Unit Office, Chandpur.

### **BRIEF HISTORY OF GB LOAN Utilization by Family**



NU's Mother has been a member of Grameen Bank since 01/08/2012 (07 years). At first she took Tk.5,000 from GB. NU invested GB Loan in his business. He repaired their own house and bought some cattle from the income of his business. They gradually improved their life standard through GB loan.

### PROPOSED BUSINESS Info.



Business Name	:	M/S Liza telecom
Address/ Location		Vill- Kliapara Bazar, PO- Kliapara Bazar, Sharasty, Chandpur.
Total Investment in BDT	:	320,000
Financing	:	Self BDT 220,000 /=(from existing business) - 69% Required Investment BDT 100,000 (as equity) -31%
Present salary/drawings from business (estimates)	:	8,000
Proposed Salary		8,000
Proposed Business % of present gross profit margin	:	20%
ii. Estimated % of proposed gross profit margin	:	20%
iii. Agreed grace period	:	2 months
iv. In future risk mgt. plan (from fire, disaster etc.)	:	N/A
iv. In future risk mgt. plan (from	:	N/A

### **EXISTING BUSINESS OPERATIONS Info.**



Particulars	Exist	Existing Business (BDT)				
rai ticulai s	Daily	Monthly	Yearly			
Sales (A)	3,000	90,000	1,080,000			
Less cost of sales (B)	2,400	72,000	864,000			
Gross profit (A-B)= [C]	600	18,000	216,000			
Less operating cost						
Shop Rent		1,100	13,200			
Mobile		400	4,800			
Electricity bill		300	3,600			
Present salary own		8,000	96,000			
Others		250	30,00			
Non Cash items						
Depreciation Expenses		250	3,000			
Total Operating Cost (D)		10,300	120,600			
Net profit		7,700	95,400			

#### PRESENT & PROPOSED INVESTMENT Breakdown



Particulars	Existing Business (BDT)	Proposed (BDT)	Total (BDT)
Investments in different categories:	(1)	(2)	(1+2)
Present items  Decoration (ss glass)  Shop advance  Present stock items (*)	30,000 30,000 160,000		220,000
Proposed Items: 100000		100,000	
	220,000	100000	320,000

(\*) Details present Stock & (\*\*) Proposed Items mentioned in next slide

### PRESENT & PROPOSED INVESTMENT Breakdown

(Continued)



Present Stock items				
Product name with quantity	Amount			
Sandal (200pair 60tk)	12,000			
Cosmetics	30,000			
Barmy shoe (230pair 90tk)	20,700			
Leather shoe(120pair220tk)	26,400			
Cades (50pair 300tk)	15,000			
Electrics Item	9,400			
Lady Shoe (200pair 120tk)	24,000			
Robi, GP Load	7,000			
Child Shoe (100pair 105tk)	10,500			
Others	5,000			
Total Present Stock	160,000			

Proposed Stock items				
Product name with quantity	Amount			
Cosmetics	25,000			
Deferent Kind of leather shoe	50,000			
Electrics Item	10,000			
Robi, GP Load	15,000			
Total Proposed Item	10,0000			

### **Financial Projection of NU BUSINESS PLAN**



Particulars	Year 1 (BDT)			Year 2 (BDT)			Year 3 (BDT)		
Fai liculais	Daily	Monthly	Yearly	Daily	Monthly	Yearly	Daily	Monthly	Yearly
sales	3,500	105,000	1,260,000	4,000	120,000	1,440,000	4,500	135,000	1,620,000
Less cost of sales	2,800	84,000	1,008,000	3,200	96,000	1,152,000	3,600	108,000	1,296,000
Gross profit (20%)	700	21,000	252,000	800	24,000	288,000	900	27,000	324,000
Less operating cost									
Shop Rent		1,100	13,200		1,100	13,200		1,100	13,200
Electricity bill		300	3,600		350	4,200		400	4,800
Mobile bill		500	4,800		600	7,200		600	7,200
Present salary self		8,000	96,000		8,000	96,000		8,000	96,000
Others		250	3,000		250	3,000		250	3,000
Non cash item									
Depreciation (10%)		250	3,000		250	3,000		250	3,000
Total operating cost		10,400	123,600		10,550	126,600		10,600	127,200
Net profit		10,600	128,400		13,450	161,400		16,400	196,800
Payback 40,000		40,000		40,000					
Retained Income 88,400		121,400		156,800					

### **CASH FLOW Projection on Business Plan (Rec. & Pay.)**



SI#	Particulars	Year 1 (BDT)	Year 2 (BDT)	Year 3 (BDT)
1.0	Cash Inflow			
1.1	Investment Infusion by Investor	100,000	0	0
1.2	Net Profit	128,400	161,400	196,800
1.3	Depreciation (Non cash item)	3,000	3,000	3,000
1.4	Opening Balance of Cash Surplus	0	61,200	185,600
	Total Cash Inflow	231,400	225,600	385,400
2.0	Cash Outflow			
2.1	Purchase of Product	100,000	0	0
2.2	Payment of GB Loan	30,200	0	0
2.3	Investment Pay Back	40,000	40000	40000
	Total Cash Outflow	170,200	40,000	40,000
3.0	Net Cash Surplus	61,200	185,600	345,400

### **SWOT Analysis**



# STRENGTH

- Long relationship with Grameen
- Well Known Person in locality
- Skill and 07 years working Experience

### **W**EAKNESS

- Lack of investment
- Less stock

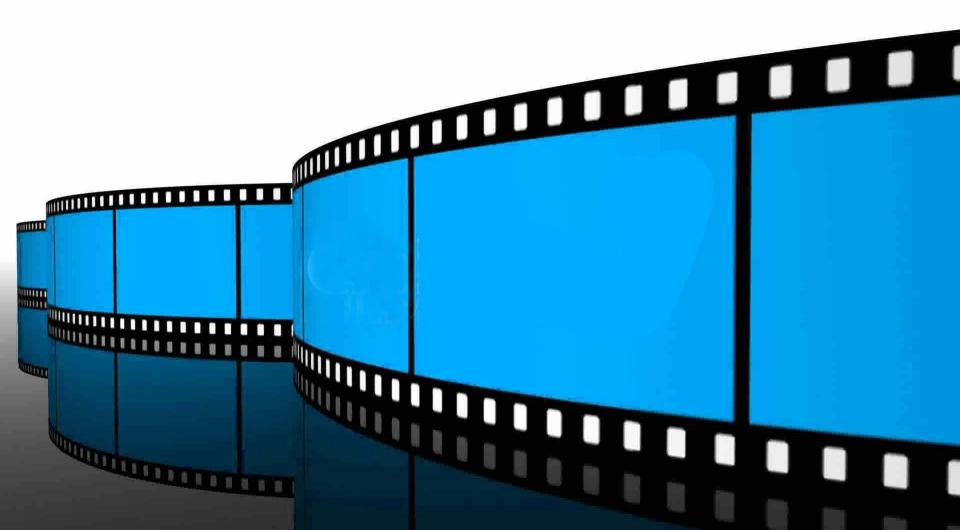
### **O**PPORTUNITIES

Have a chance at more customers within local area

#### THREATS

- Political Unrest
- Theft
- Fire

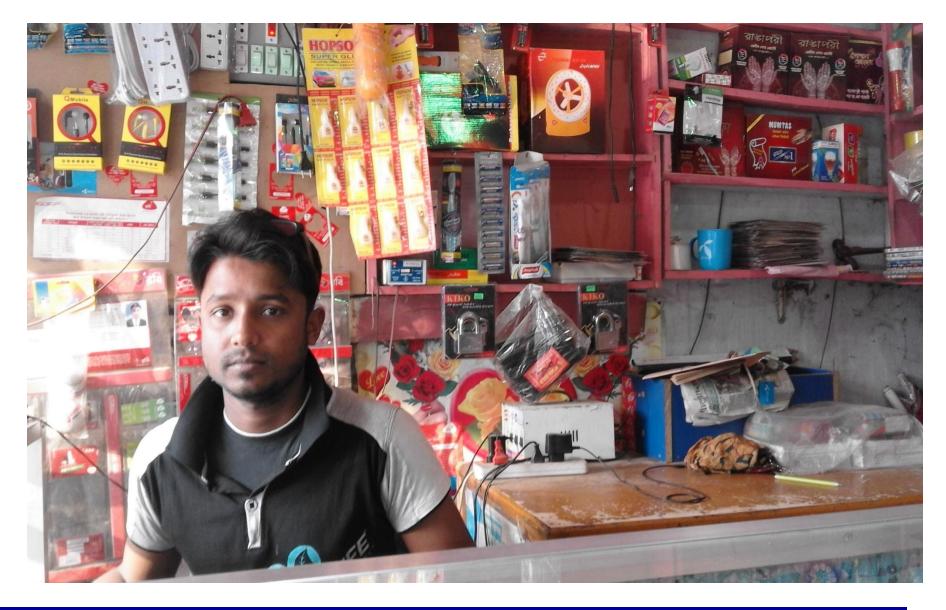
















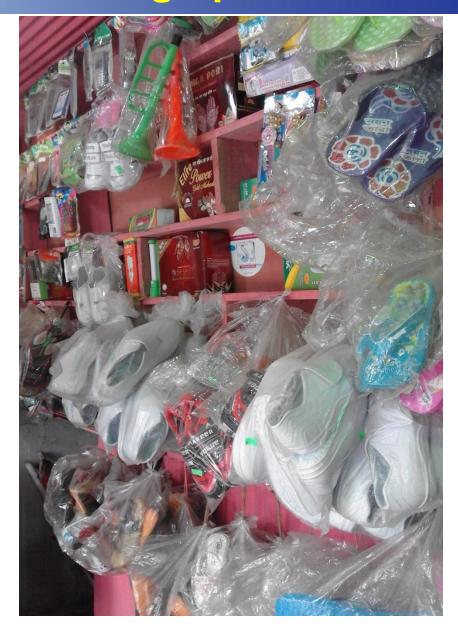
























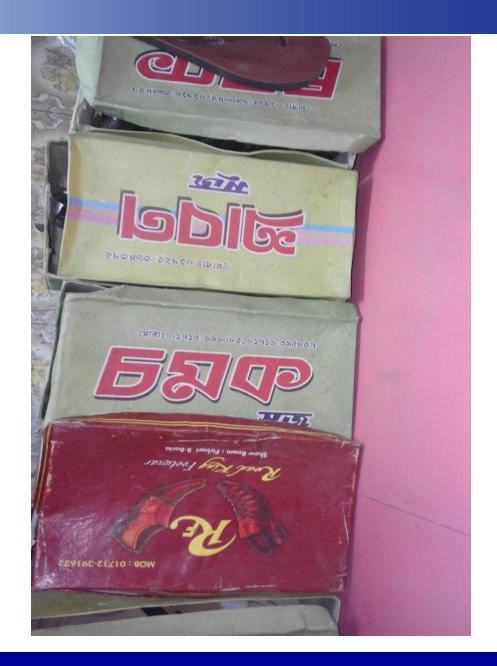






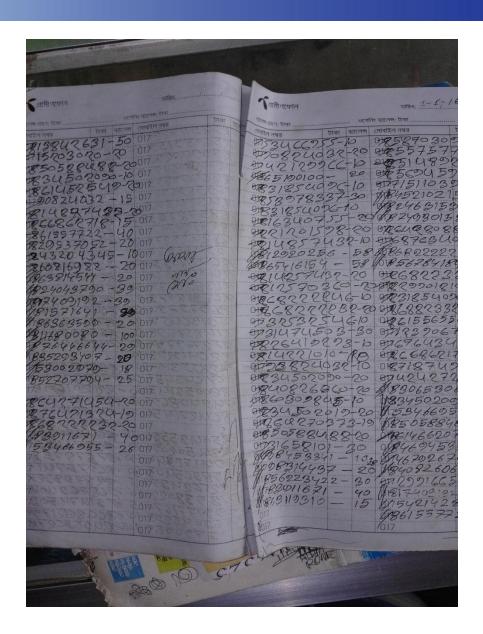






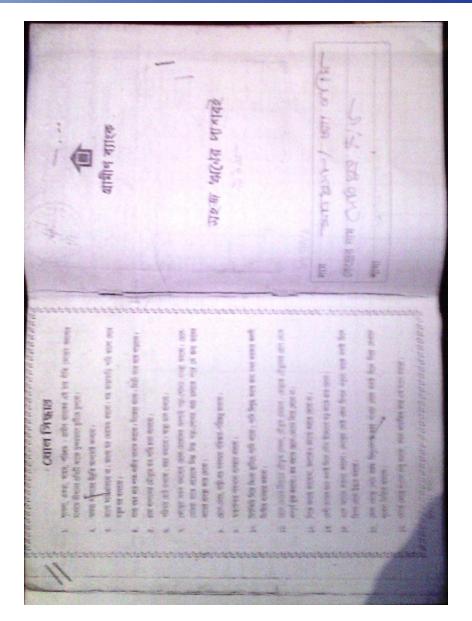


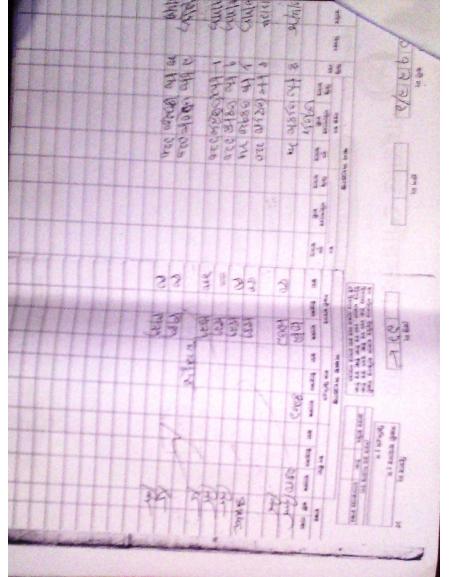




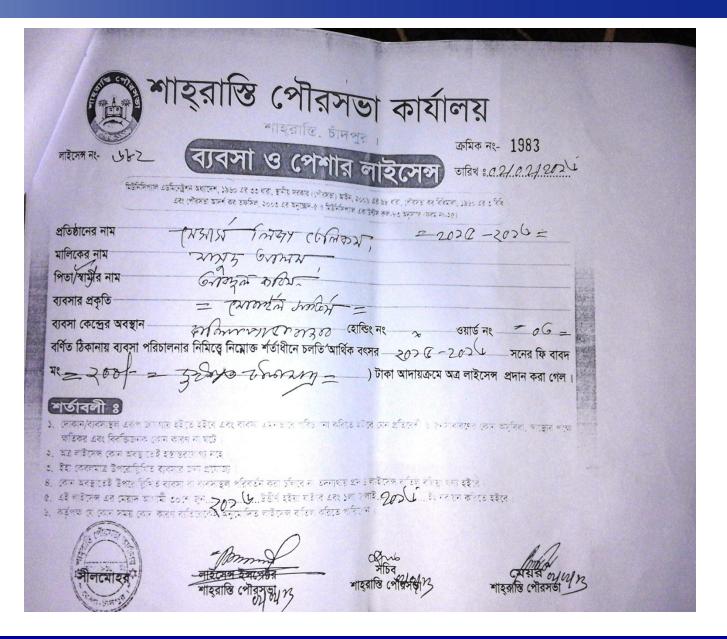
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Presented at

32<sup>nd</sup> Internal Design Lab
on February 28, 2016 at
GT

