

#### Proposed NU Business Name: Mamoni Digital Studio

Business Category: **Telecom & IT Support** 



Project Identified by: Md. Jahangir Alam, Asst. Nobin, Chilmari Unit, Kurigram Business Proposal Prepared by: Fahina Yesmin Happy

### BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA

| Name and address  | :     | Md. Mostafijar Rahman Vill: Boikuri Balakandi, Union: Umor Mojid, Post: Foroker Hat, Upazila: Rajar Hat, District: Kurigram. |
|---|-------|--|
| Age   | :     | 33 years   |
| Marital status  | :     | Married  |
| Children  | :     | 01 (One) Daughter  |
| No. of siblings:  | :     | 05 (Five) Brothers and 01 (One) Sister   |
| 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   |
| Further Information: (v) Who pays GB loan installment (vi) Mobile lady (vii) Grameen Education Loan (viii) Any other loan | : :   | N/A No Nil Nil   |

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

| Education, till to date  | :  | Class Eight  |
|--|----|--|
| Present Occupation (Besides own business, i.e., perusing further studies, other business etc.) | :  | Nil  |
| Business Experiences and Training Info (years of experience, if s/he received any              | :  | 01 (One) year experience is running his own business. He started the business with BDT 19,800 (Nineteen thousand eight hundred). |
| on- hand training, formal training, working experience as an apprentice etc.)                  | •  | He has 06 (Six) Years working experience as an assistant in local Photo studio Shop (Moni Digital Photo Studio).                 |
| Other Own/Family Sources of Income   | •• | His family's another income from agriculture.  |
| Other Own/Family Sources of Liabilities  | :  | Nil  |
| NU's Contact No.   | :  | 01739451969  |
| NU's National ID No.   | :  | 4917784946266  |
| NU Project Source/Reference  | :  | Grameen Telecom Trust  |

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

- Mst. Golapi Begum is a GB member since 1995 at first she took GB loan BDT 2,000 (Two thousand).
- Successively several times she utilized GB loan for cultivation purposes and assisting her son in business.
- Finally GB loan helped her to improve economic condition and livelihood.

# PROPOSED NOBIN UDYOKTA BUSINESS INFO

| Business Name  | : | Mamoni Digital Studio  |
|--|---|--|
| Address/ Location  | : | Foroker Hat, Rajar hat, Kurigram.  |
| Total Investment in BDT                                      | : | Tk. 295,000  |
| Financing  | : | Self Tk. 222,000 (from existing business) Required Investment Tk. 80,000 (as equity) |
| Present salary/drawings from business                        | : | BDT 6,500 (Six thousand five hundred)  |
| Proposed Salary  | : | BDT 7,500 (Seven thousand five thousand)   |
| Proposed Business<br>Implementation Plan                     |   |  |
| (i) % of present gross profit margin                         | : | On an average 80%  |
| (ii) Estimated % of proposed gross profit margin             | : | On an average 80%  |
| (iii) In future risk mgt. plan<br>(from fire, disaster etc.) |   |  |

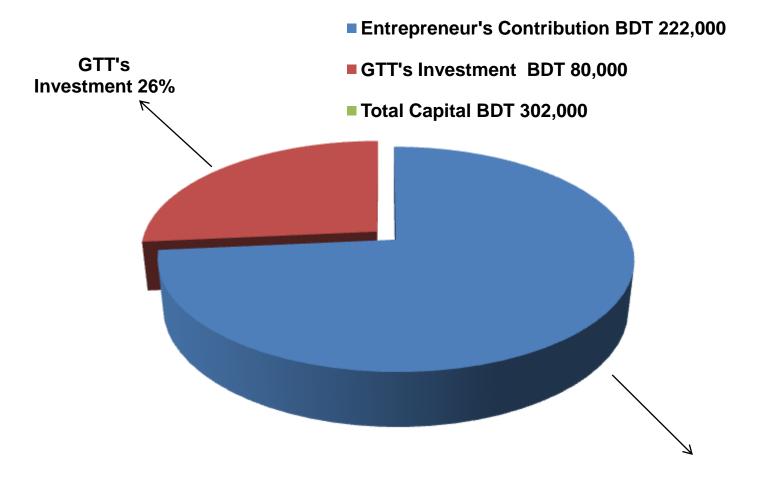
## INFO ON EXISTING BUSINESS OPERATIONS

| Doutionland                                   |       | EB (BDT) |         |  |  |  |
|---|-------|----------|---------|--|--|--|
| Particulars                                   | Daily | Monthly  | Yearly  |  |  |  |
| Income from Product, Photocopy, computer      | 850   | 23,800   | 285,600 |  |  |  |
| composes and Printing)                        | 050   | 23,000   | 200,000 |  |  |  |
| Less: Cost of Services (Products purchase and |       |          |         |  |  |  |
| Materials Cost)                               | 170   | 4,760    | 57,120  |  |  |  |
| Gross Profit (C) [C=(A-B)]                    | 680   | 19,040   | 228,480 |  |  |  |
| Less: Operating Cost:                         |       |          |         |  |  |  |
| Electricity bill                              |       | 700      | 8,400   |  |  |  |
| Generator bill                                |       | 300      | 3,600   |  |  |  |
| Night Guard bill                              |       | 60       | 720     |  |  |  |
| Shop rent                                     |       | 300      | 3,600   |  |  |  |
| Mobile & Modem bill                           |       | 1,000    | 12,000  |  |  |  |
| Conveyance bill                               |       | 600      | 7,200   |  |  |  |
| Provision of bed debt                         |       | 7        | 80      |  |  |  |
| Present Salary (Family & Self)                |       | 6,500    | 78,000  |  |  |  |
| Present Salary (Assistant-01-brother)         |       | 4,000    | 48,000  |  |  |  |
| Other Cost (stationary & Entertainment etc.)  |       | 500      | 6,000   |  |  |  |
| Non Cash Item:                                |       |          |         |  |  |  |
| Depreciation Expenses                         |       | 2,141    | 25,690  |  |  |  |
| Total Operating Cost (D)                      |       | 16,108   | 193,290 |  |  |  |
| Net Profit (C-D):                             |       | 2,933    | 35,190  |  |  |  |

#### PRESENT & PROPOSED INVESTMENT BREAKDOWN

| Particul   | Existing<br>Business<br>(BDT)                                 | Proposed<br>(BDT) | Total<br>(BDT) |         |
|--|---|-------------------|----------------|---------|
| Existing   | Proposed  |                   |                |         |
| Investment in products (Stationary item and school item etc.)          | Investment in products (Stationary item and school item etc.) | 46,630            | 80,000         | 126,630 |
| Investment in machineries & equip monitor, Printer, leminating machine | 158,000   | _                 | 158,000        |         |
| Cash in hand   | 4,470   | -                 | 4,470          |         |
| Debtors (Since January, 2016 to at                                     | 8,000   | -                 | 8,000          |         |
| Creditors (Since December, 2015 t                                      | (30,000)  | -                 | (30,000)       |         |
| Advance for Shop   | 15,000  | -                 | 15,000         |         |
| Decoration (Fixture & Fittings)  | 19,900  | -                 | 19,900         |         |
| Total Capital  | 222,000   | 80,000            | 302,000        |         |

# SOURCE OF FINANCE



**Entrepreneur's Contribution 74%** 

### FINANCIAL PROJECTION OF NU BUSINESS PLAN

|  |                     | Year 1 (BDT)           | )                        | Year 2 (BDT)         |                        |                          | Year 3 (BDT)        |         |                           |
|--|---------------------|------------------------|--------------------------|----------------------|------------------------|--------------------------|---------------------|---------|---------------------------|
| Particulars Particulars  | Daily               | Monthly                | Yearly                   | Daily                | Monthly                | Yearly                   | Daily               | Monthly | Yearly                    |
| Est. Income from Product, Photocopy, computer composes and Printing) | 1,250               | 35,000                 | 420,000                  | 1,375                | 38,500                 | 462,000                  | 1,513               | 42,350  | 508,200                   |
| Less: Cost of Services (Products purchase and Materials Cost)        | 050                 | 7.000                  | 24.222                   | 075                  | 7 700                  | 00.400                   | 200                 | 0.470   | 101.010                   |
| Gross Profit (C) [C=(A-B)]   | 250<br><b>1,000</b> | 7,000<br><b>28,000</b> | 84,000<br><b>336,000</b> | 275<br>1,1 <b>00</b> | 7,700<br><b>30,800</b> | 92,400<br><b>369,600</b> | 303<br><b>1,210</b> |         | 101,640<br><b>406,560</b> |
| Less: Operating Cost:  |                     | Í                      | Í                        |                      | Í                      | ·                        | ,                   | ,       | ·                         |
| Electricity bill   |                     | 1,000                  | 12,000                   |                      | 1,100                  | 13,200                   |                     | 1,150   | 13,800                    |
| Generator bill   |                     | 350                    | 4,200                    |                      | 450                    | 5,400                    |                     | 500     | 6,000                     |
| Night Guard bill   |                     | 110                    | 1,320                    |                      | 210                    | 2,520                    |                     | 260     | 3,120                     |
| Shop rent  |                     | 300                    | 3,600                    |                      | 300                    | 3,600                    |                     | 300     | 3,600                     |
| Mobile bill (SMS & Reporting)  |                     | 1,500                  | 18,000                   |                      | 1,500                  | 18,000                   |                     | 1,500   | 18,000                    |
| Conveyance bill  |                     | 1,600                  | 19,200                   |                      | 2,600                  | 31,200                   |                     | 3,600   | 43,200                    |
| Bank Charge (DD, PO, SC)   |                     | 45                     | 540                      |                      | 45                     | 540                      |                     | 45      | 540                       |
| Ownership Transfer Fee   |                     | 533                    | 3,200                    |                      | 533                    | 6,400                    |                     | 533     | 6,400                     |
| Provision of bed debt  |                     | 7                      | 80                       |                      | 7                      | 80                       |                     | 7       | 80                        |
| Proposed Salary (Family & Self)                                      |                     | 7,500                  | 90,000                   |                      | 8,000                  | 96,000                   |                     | 9,000   | 108,000                   |
| Proposed Salary (Assistant-01-brother)                               |                     | 5,000                  | 60,000                   |                      | 5,500                  | 66,000                   |                     | 6,000   | 72,000                    |
| Other Cost (stationary & Entertainment etc.)                         |                     |                        |                          |                      |                        |                          |                     |         | ·                         |
|  |                     | 1,500                  | 18,000                   |                      | 1,500                  | 18,000                   |                     | 1,700   | 20,400                    |
| Non Cash Item:   |                     |                        |                          |                      |                        |                          |                     |         |                           |
| Depreciation Expenses  |                     | 2,141                  | 25,690                   |                      | 2,141                  | 25,690                   |                     | 2,141   | 25,690                    |
| Total Operating Cost (D)   | -                   | 21,586                 | 255,830                  | -                    | 23,886                 | 286,630                  | -                   | 26,736  | 320,830                   |
| Net Profit (C-D):  | -                   | 6,414                  | 80,170                   | -                    | 6,914                  | 82,970                   | -                   | 7,144   | 85,730                    |
| Retained Income  |                     |                        | 80,170                   |                      |                        | 163,140                  |                     |         | 248,870                   |

Notes: 1. Agreed Grace period: Six months

2. **Investment Payback schedule:** Quarterly installment would also include ownership transfer fee from the date of cheque deposited in NU's business account.

# CASH FLOW PROJECTION ON BUSINESS PLAN (REC. & PAY.)

| SI# | Particulars   | Year 1<br>(BDT) | Year 2<br>(BDT) | Year 3<br>(BDT) |
|-----|---|-----------------|-----------------|-----------------|
| 1.0 | Cash Inflow   |                 |                 |                 |
| 1.1 | Investment Infusion by Investor                     | 80,000          | -               | _               |
| 1.2 | Net Profit (ownership tr. Fee added back)           | 83,370          | 89,370          | 92,130          |
| 1.3 | Depreciation Expenses                               | 25,690          | 25,690          | 25,690          |
| 1.4 | Opening Balance of Cash Surplus                     | -               | 89,860          | 166,520         |
|     | Total Cash Inflow                                   | 189,060         | 204,920         | 284,340         |
| 2.0 | Cash Outflow  |                 |                 |                 |
| 2.1 | Product Purchase                                    | 80,000          | -               | _               |
| 2.2 | Investment Payback including Ownership Transfer Fee | 19,200          | 38,400          | 38,400          |
|     | Total Cash Outflow                                  | 99,200          | 38,400          | 38,400          |
| 3.0 | Total Cash Surplus                                  | 89,860          | 166,520         | 245,940         |

# SWOT ANALYSIS

| STRENGTH  | WEAKNESS   |
|---|--|
| <ul> <li>□ Present employment:     Self: 01 Family: 01 (Brother)     Others (beyond family): 0     Future employment: 0</li> <li>□ Trade License in his own name;</li> <li>□ Ownership of business in his own name;</li> <li>□ He has on hand training;</li> <li>□ Experience: 7yrs.</li> </ul> | ☐ Can not supply goods and Services as per demand. |
| <ul> <li>OPPORTUNITIES</li> <li>□ Location of Shop;</li> <li>□ Have some fixed customers;</li> <li>□ Increasing demand;</li> <li>□ The Capital of the entrepreneur will be BDT 470,870 after 3 years excluding payback of investor's money.</li> </ul>  | THREATS ☐ Increase of local competitors;           |

Presented at 180<sup>th</sup> as Yunus Centre and 39<sup>th</sup> In-house Executive Social Business Design Lab (GTT) on February 04, 2016 at Grameen Telecom Trust Premises

Thank you

# Pictures





















বই নং- ০১ ক্রমিক নং 102 লাইসেন্স ধারীর নামঃ ব্রিচঃ ব্রেচ্ছ্য ডিব্রেগর প্রক্রমত পিতা/স্বামীর নামঃ...কে৯ঃ সুত্র কেপস্তাসঃস্ক ঠিকানা ঃ গ্রাম ঃ প্রস্না থেলাল্ডি ডাক্ষর ঃ উপজেলাঃ... প্রস্ক্রাব ২সট ব্যবসা প্রতিষ্ঠানের নাম ঃ অপর্যান ডিকিল্রেন দুর্ভিত্রপর পেশা/ব্যবসার ধরণ ঃ এল্টে ১২বিল প্রস্থে ক্রিলান 08/691 2028 - 68/64/ 2024 ফি প্রদানের পরিমাণ (টাকা) ঃ ১০০ চ কথায় ঃ 152% ত ওিবত ২০০৭ প্রাপ্ত হয়ে তার ব্যবসা/বৃদ্ধি/পেশা ঃ.... চালিয়ে যাবার জন্য এই লাইসে<del>স</del> প্রদান করা হলো। তারিখ: ২সাগ্রা ... ২০১৮..ইং



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ক্রিং গ্রোঃ গ্রোম্ভাফিন্টার রহজ্ঞান, পিতাঃ রুর গ্রোহাঞ্চার, প্রাক্তঃ बालाकाकी किक्टि खाइ अवस्त राष्ट्र शानाः वादावराष्ट्र सिक्टान क्षंत्रकार कार राखायक (ताकामका वादाय केरर ताकामकार्षेत्र कालिक क्याः वाष्ट्र किटा, निका क्याः क्याद्वात्यान रक् व्याकः क्राया हिकानिकारी, जर मियारे हादा श्रायार क्रायामक 29000k (राष्ट्र यादात) छारा काछिक लाग 600k (चिना) छोका करत ०६ (क्रांक) वध्यत क्रिंग क्राह्माका एखा। ब्रह्म बाड़ा ब्राम्क्रित क्लेड खेड कर्क क्रायाका नार वा ०१ (छ्टे) वर्ष्ट्र नार लाग-लालाध्या आत्मादक व्यक्ति कहाcome 1

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| प्राह्मते ४ लिख<br>शर्प ह्यांटपलिय            | 200             | 280            | 50  |
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| শাতা ২ বিষ              | 100     | 600   | 200    |
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| न्द ल्यमञ्जून           | 200     | 900   | 40     |
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#### গণপ্রজাতন্ত্রী বাংলাদেশ সরকার Government of the People's Republic of Bangiadesh NATIONAL ID CARLS / জাতীয় পরিচয় পত্র



নাম: মোঃ মোঝাফিজার রহ্মান

Name: Md Mostafijar Rahman

পিতা: মোঃ নুর মোহাম্মদ

মাতা: মোছাঃ গোলাপী বেগম

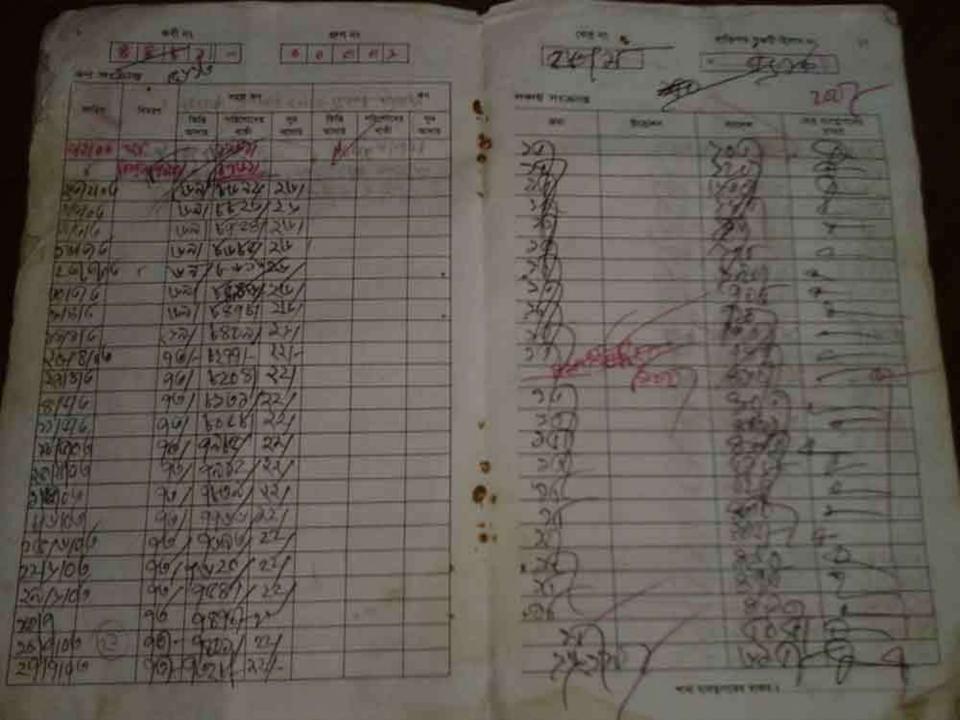
Date of Birth: 07 Jun 1982

ID NO: 4917784946266

এই কার্ডটি গণপ্রস্লান্তরী বাংলাদেশ সরকারের সম্পত্তি। কার্ডটি ব্যবহারকারী ব্যতীত অদ্য কোথাও পাওয়া গোলে নিকটছ পোষ্ট অফিসে ভ্যমা দেয়ার জন্য অনুরোধ করা হলো। ঠিকানা: গ্রাম/গাঙা: হেদার ভিটা, মকর, ইউনিয়ন: উমর মন্তিদ, ডাকঘর: ফরকেরহাট - ৫৬০১, রাজারহাট, ক্ডিগ্রাম

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প্রদানকারী কর্তৃপক্ষের স্বাক্ষর প্রদানের তারিখ: ২০/০৮/২০০৮





গ্রামীণ ব্যাংক

W257 थारोब मार्गवंडे

WHEN THE PROPERTY CALLED

दक्षात्र साम न्यान्यकार्यक

TIPPET



# Thank You