#### **Proposed NU Business Name: ATIK TELECOM**



Project identification and prepared by: MD. Shah Alom, Dupchachia Unit, Bogra

Project verified by: MD Rafiqul Islam



Brief Bio of The Proposed Nobin Udyokta				
Name	:	MD. ATIK HASAN		
Age	:	29-12-1993 (22 Years)		
Education, till to date	:	Class 9		
Marital status	:	Unmarried		
Children	:	-		
No. of siblings:	:	4 Brothers 4 Sister		
Address	:	Vill: Kajipara, P.O: Kajipara, P.S: Kahalu, Dist: Bogra		
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 MST. SHAHIDA BEGUM MD. ROMJAN ALI Branch: Bir kedar, Kahalu, Bogra, Centre # 33(Female), Member ID: 5213; No:08 Member since: 19-06-2008(08 Years) First loan: 5,000 taka.		
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 18000, Outstanding loan: BDT 16400 Nil 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	:	05 years.
Training Info	:	He has no training.
Other Own/Family Sources of Income	:	Rent
Other Own/Family Sources of Liabilities	:	None
Entrepreneur Contact No.	:	01747674773
Mother's Contact No.	:	01990275621
NU Project Source/Reference	:	Grameen Shakti Samajik Byabosha Ltd. Dupchachia Unit, Bogra.

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

MST. SHAHIDA BEGUM joined Grameen Bank since 08 years ago. At first she took 5,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in Business & house development.

Proposed Nobin Udyokta Business Info			
Business Name	:	ATIK TELECOM	
Location	:	-	
Total Investment in BDT	:	BDT 150,000	
Financing	:	Self BDT 100,000(from existing business) 67% Required Investment BDT 50,000(as equity) 33%	
Present salary/drawings from business (estimates)	:	BDT 5,000	
Proposed Salary	:	BDT 5,000	
Size of shop	:	15ft x 15.ft= 225square ft	
Security of the shop	:	50000	
Implementation	:	<ul> <li>The business is planned to be scaled up by investment in existing goods like Mobile accessories, cosmetics etc</li> <li>Average 10 % gain on sales</li> <li>The business is operating by entrepreneur. Existing no employee</li> <li>The shop is rent.</li> <li>Collects goods from Dupchachia, Bogura.</li> <li>Agreed grace period is 3 months.</li> </ul>	

<b>Existing Business</b>			
Paticular	Daily	Monthly	Yearly
Revenue(Sales)			
Mobile accessories, cosmetics etc	2500	75000	900000
Download	100		
Total Sales (A)	2600	78000	936000
Less Variable Expense			
Mobile accessories, cosmetics etc	2250	67500	810000
Total variable Expense (B)	2,250	67500	810000
Contribution Margin (CM) [C=(A-B)	450	13500	162000
Less Variable Expense			
Rent		800	9600
Electricity bill		500	6000
Transportation		500	6000
Salary (self)		5000	60000
Entertainment		200	2400
Guard		100	1200
Mobile bill		300	3600
Total fixed cost (D)		7,400	88800
Net Profit (E)= [C-D]		6,100	73200

Investment Breakdown					
Jeans pant	Existing	Proposed	Total		
Mobile set, Battery, Charger, Headphone	11,000	25000	36000		
Cosmetics, Shampoo	14,000	10,000	24000		
Soft drinks	5,000	10000	15000		
Electric items	35,000		35000		
Computer	35,000		35000		
Others		5,000	5000		
	100,000	50,000	150000		

### **Source of Finance**



Financial Projection (BDT)				
Paticular	Daily	Monthly	Year1	
Revenue(Sales)				
Mobile accessories, cosmetics etc	5600	168000	2016000	
Download	100	3000	36000	
Total Sales (A)	5700	171000	2052000	
Less Variable Expense				
Mobile accessories, cosmetics etc	5040	151200	1814400	
Total variable Expense (B)	5,040	151200	1814400	
Contribution Margin (CM) [C=(A-B)	660	19800	237600	
Less Variable Expense				
Rent		800	9,600	
Electricity bill		600	7200	
Transportation		600	7200	
Salary (Self)		5000	60000	
Entertainment		300	3600	
Mobile bill		400	4800	
Total fixed cost (D)		7,700	92400	
Net Profit (E)= [C-D]		12100	145200	
Investment Payback			60,000	

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

SR#	Particulars	Year 1 (BDT)
1	Cash Inflow	
1.1	Investment Infusion by Investor	50,000
1.2	Net Profit	145,200
1.3	Depreciation (Non cash item)	
1.4	Opening Balance of Cash Surplus	
	Total Cash Inflow	195200
2	Cash Outflow	
2.1	Purchase of Product	50,000
2.2	Payment of GB Loan	
	Investment Pay Back (Including Ownership Tr.	
2.3	Fee)	60000
	Total Cash Outflow	1,10,000
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3	Net Cash Surplus	85,200

### SWOT ANALYSIS

## Strength

Employment: Self: 01 Family:0 Others:03

Experience & Skill: 16 Years

Quality goods & services;

Skill and experience;

## WEAKNESS

Lack of Capital/Investment

### **O**PPORTUNITIES

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

### THREATS

Theft

Fire

Political unrest

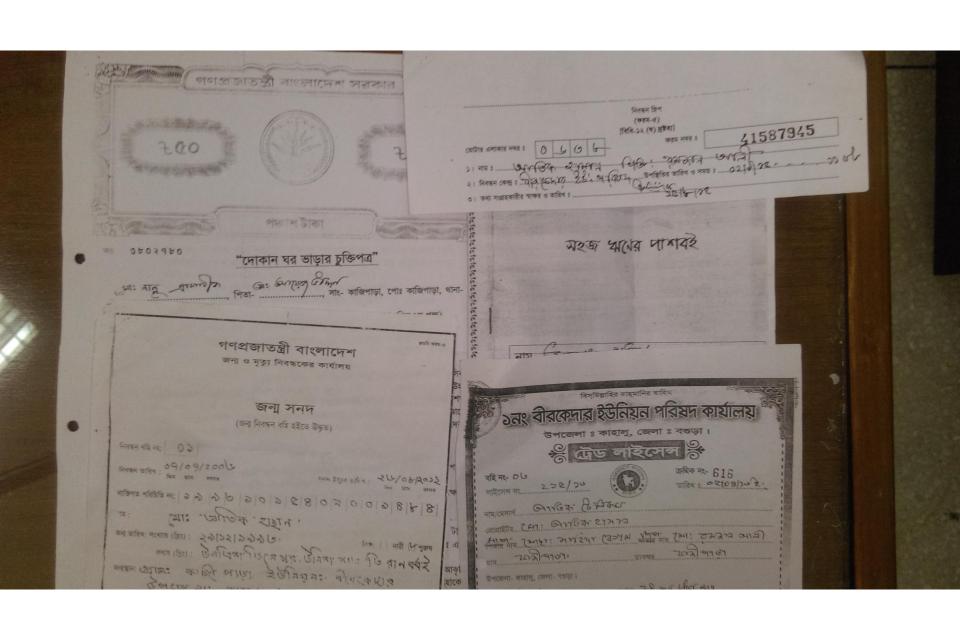
# Pictures











## **FAMILY PICTURE**

