## Proposed NU Business Name: HALIM STORE



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Project verified by: MD. Rafiqul Islam


Brief Bio of The Proposed Nobin Udyokta

\begin{tabular}{|c|c|c|}
\hline Name \& : \& ABDUL HALIM \\
\hline Age \& : \& 10-05-1987 (28 Years) \\
\hline Education, till to date \& : \& Class 9 \\
\hline Marital status \& : \& Married \\
\hline Children \& : \& 1 Son \\
\hline No. of siblings: \& : \& 1 Brothers 2 Sisters \\
\hline Address \& . \& Vill: Mohipur Colonee, P.O: Sherpur, P.S: Sherpur, Dist: Bogra \\
\hline \begin{tabular}{l}
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 GB, BRAC ASA etc..
\end{tabular} \& \(:\)
\(:\)
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:

: \& | Mother |
| :--- |
| Father |
| HALIMA BIBI |
| SUKUMUDDIN |
| Branch: Garidoho, Sherpur, Centre \# 63(Female), |
| Member ID: 7137/1; No:11 |
| Member since: 03-01-2011 (5 Years) |
| First loan: 10,000 taka. |
| Existing Loan: BDT 40000, Outstanding loan: BDT 13353 |
| Nil |
| No |
| No |
| No | <br>

\hline
\end{tabular}

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

| Present <br> Occupation(Besides own <br> business, i.e., persuading <br> further studies, other <br> business etc.) | $:$ | Nil |
| :--- | :--- | :--- |
| Business Experiences and <br> Training Info | $:$ | 08 years experience in running business. |
| Other Own/Family Sources <br> of Income | $:$ | He has no training. |
| Other Own/Family Sources <br> of Liabilities | $:$ | None |
| Entrepreneur Contact No. | $:$ | 01742169998 |
| Mother's Contact No. | $:$ | 01796443129 |
| NU Project <br> Source/Reference | $:$ | Grameen Shakti Samajik Byabosha Ltd. Sherpur Unit, Bogra. |

## BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

HALIMA BIBI joined Grameen Bank since 5 years ago. At first she took 10,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

## Proposed Nobin Udyokta Business Info

| Business Name | $:$ | HALIM STORE |
| :--- | :--- | :--- |
| Location | $:$ | Mohipur colonee, Sherpur, Bogra |
| Total Investment in BDT | $:$ | BDT 160,000/- |
| Financing | $:$ | Self BDT 80,000/-(from existing business) 50\% <br> Required Investment BDT 80,000/-(as equity) 50\% |
| Present salary/drawings <br> from business (estimates) | $:$ | BDT 5,000/- |
| Proposed Salary | $:$ | BDT 5,000/- |
| Size of shop | $:$ | 09 ft x 11 ft= 99 square ft |
| Security of the shop | $:$ | -The business is planned to be scaled up by investment in existing <br> goods like; rice, oil etc. <br> -Average 15\% gain on sale. <br> -The business is operating by entrepreneur. Existing no <br> employees. <br> Implementation <br> -The shop is owned. <br> -Agreed grace period is 3 months. |

## Existing Business (BDT)

| Particular | Daily | Monthly | Yearly |
| :--- | :---: | ---: | ---: |
| Revenue (sales) |  |  |  |
| Grocery Item | 2,500 | 75,000 | 900,000 |
| Total Sales (A) | $\mathbf{2 , 5 0 0}$ | $\mathbf{7 5 , 0 0 0}$ | 900,000 |
| Less. Variable Expense |  |  |  |
| Grocery Item | 2,125 | 63,750 | 765,000 |
| Total variable Expense (B) | $\mathbf{2 , 1 2 5}$ | $\mathbf{6 3 , 7 5 0}$ | $\mathbf{7 6 5 , 0 0 0}$ |
| Contribution Margin (CM) [C=(A-B) | $\mathbf{3 7 5}$ | $\mathbf{1 1 , 2 5 0}$ | $\mathbf{1 3 5 , 0 0 0}$ |
| Less. Fixed Expense |  |  |  |
| Electricity Bill |  | 200 | 2,400 |
| Mobile Bill |  | 200 | 2,400 |
| Salary (self) |  | 5,000 | 60,000 |
| Transportation |  | 200 | 2,400 |
| Entertainment |  | 500 | 6,000 |
| Total fixed Cost (D) |  | $\mathbf{6 , 1 0 0}$ | $\mathbf{6 4 , 8 0 0}$ |
| Net Profit (E) [C-D) |  | $\mathbf{7 0 , 2 0 0}$ |  |

Investment Breakdown

| Particulars | Existing | Proposed | Proposed Total |
| :--- | :---: | :---: | :---: |
| Rice, Oil, Soft drinks | 12,000 | 15,000 | 27,000 |
| Cosmetics | 42,000 | 10,000 | 52,000 |
| Chanachur, Biscuit, Salt | 8,000 | 25,000 | 33,000 |
| Stationery | 5,000 | 10,000 | 15,000 |
| Egg, Spice, Shampoo | 5,000 | 15,000 | 20,000 |
| Bulb, Washing Powder etc | 8,000 | 5,000 | 13,000 |
| Total | $\mathbf{8 0 , 0 0 0}$ | $\mathbf{8 0 , 0 0 0}$ | $\mathbf{1 6 0 , 0 0 0}$ |

## Source of Finance



■ Entrepreneur's Contribution 80,000

- Investor's Investment 80,000

■ Total 160,000

Financial Projection (BDT)

| Particular | Daily | Monthly | 1st Year | 2nd Year |
| :--- | :---: | ---: | ---: | ---: |
| Revenue (sales) |  |  |  |  |
| Grocery Item | 3,650 | 109,500 | $1,314,000$ | $1,379,700$ |
| Total Sales (A) | $\mathbf{3 , 6 5 0}$ | $\mathbf{1 0 9 , 5 0 0}$ | $\mathbf{1 , 3 1 4 , 0 0 0}$ | $\mathbf{1 , 3 7 9 , 7 0 0}$ |
| Less. Variable Expense |  |  |  |  |
| Grocery Item | 3,103 | 93,075 | $1,116,900$ | $1,172,745$ |
| Total variable Expense (B) | $\mathbf{3 , 1 0 3}$ | $\mathbf{9 3 , 0 7 5}$ | $\mathbf{1 , 1 1 6 , 9 0 0}$ | $\mathbf{1 , 1 7 2 , 7 4 5}$ |
| Contribution Margin (CM) [C=(A-B) | $\mathbf{5 4 8}$ | $\mathbf{1 6 , 4 2 5}$ | $\mathbf{1 9 7 , 1 0 0}$ | $\mathbf{2 0 6 , 9 5 5}$ |
| Less. Fixed Expense |  |  |  |  |
| Electricity Bill |  | 200 | 2,400 | 2,400 |
| Mobile Bill |  | 300 | 3,600 | 4,000 |
| Salary (self) |  | 5,000 | 60,000 | 60,000 |
| Transportation |  | 400 | 4,800 | 5,500 |
| Entertainment |  | 500 | 6,000 | $\mathbf{7 , 0 0 0}$ |
| Total Fixed Cost |  | $\mathbf{6 , 4 0 0}$ | $\mathbf{7 6 , 8 0 0}$ | $\mathbf{7 8 , 9 0 0}$ |
| Net Profit (E) [C-D) |  | $\mathbf{1 0 , 0 2 5}$ | $\mathbf{1 2 0 , 3 0 0}$ | $\mathbf{1 2 8 , 0 5 5}$ |
| Investment Payback |  |  | $\mathbf{4 8 , 0 0 0}$ | $\mathbf{4 8 , 0 0 0}$ |

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

| Sl \# | Particulars | Year 1 (BDT) | Year 2 (BDT) |
| :---: | :--- | ---: | ---: |
| $\mathbf{1}$ | Cash Inflow |  |  |
| 1.1 | Investment Infusion by Investor | 80,000 |  |
| 1.2 | Net Profit | 120,300 | 128,055 |
| 1.3 | Depreciation (Non cash item) |  | - |
| 1.4 | Opening Balance of Cash Surplus |  | 72,300 |
|  | Total Cash Inflow | $\mathbf{2 0 0 , 3 0 0}$ | $\mathbf{2 0 0 , 3 5 5}$ |
| $\mathbf{2}$ | Cash Outflow |  |  |
| 2.1 | Purchase of Product | 80,000 |  |
| 2.2 | Payment of GB Loan |  |  |
|  | lnvestment Pay Back (Including Ownership Tr. |  |  |
| 2.3 | Fee) | 48,000 | $\mathbf{4 8 , 0 0 0}$ |
|  | Total Cash Outflow | $\mathbf{1 2 8 , 0 0 0}$ | $\mathbf{4 8 , 0 0 0}$ |
| $\mathbf{3}$ | Net Cash Surplus | $\mathbf{7 2 , 3 0 0}$ | $\mathbf{1 5 2 , 3 5 5}$ |

## SWOT ANALYSIS

| TRENGTH | Lack of Capital/Investment |
| :--- | :--- |
| Employment: Self: 01 Family:0 Others:0 |  |
| Experience \& Skill : 08 Years |  |
| Quality goods \& services; |  |
| Skill and experience; |  |
| PPORTUNITIES | Theft |
| Huge demand in the community | Fire <br> Location of shop; <br> Regular customers; |

## Pictures







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FAMILY PICTURE


