

Proposed NU Business Name: M/S Shofi Cosmetics Business Category: General Retail & Wholesale



Business Proposal Prepared by: Md. Jahangir Alam, Asst. Nobin, Ulipurunit, Kurigram Business Proposal Verified by: Naznin Akhter

BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA

| Name and address | : | Md. Shafiqul Islam Vill: Aanvoddro Para, Union: Pandul, Post: Pandul, Upazila: Ulipur, District: Kurigram. |
|---|-------|--|
| Age | : | 31 years |
| Marital status | : | Unmarried |
| Children | : | N/A |
| No. of siblings: | : | 07 (Seven) 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 | : : : | Existing loan: Nil, Last Loan: TK.15,000 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.) | - | His another income from agriculture. |
| Business Experiences and Training Info (years of experience, if s/he received any on- hand training, formal training, working experience as an apprentice etc.) | : | 10 (Ten) years experiences is running his own business. He started the business with BDT 1,00,000 (One lac). He has 06 (Six) months working experience in a garments factory. In addition to he has built own residence from the benefit of existing business. |
| Other Own/Family Sources of Income | : | His brothers income from agriculture. |
| Other Own/Family Sources of Liabilities | : | Nil |
| NU's Contact No. | : | 01722668377/01730968864 |
| NU's National ID No. | : | 4919472755607 |
| NU Project Source/Reference | : | Grameen Telecom Trust |

BRIEF HISTORY OF GB LOAN UTILIZATION BY FAMILY

- Mst. Sakila Begum was a GB member from November 01, 1985 to July 05, 2005 at first she took GB loan BDT 5000 (Five thousand).
- Successively several times she utilized GB loan for cultivation.
- Finally GB loan helped her to improve economic condition and livelihood.

PROPOSED NOBIN UDYOKTA BUSINESS INFO

| Business Name | : | M/S Shafi Cosmetics |
|--|---|--|
| Address/ Location | : | Durgapur Bazar, Ulipur, Kurigram. |
| Total Investment in BDT | : | Tk. 500,000 |
| Financing | : | Self Tk. 350,000 (from existing business) Required Investment Tk.150,000 (as equity) |
| Present salary/drawings from business | : | BDT 6,000 (Six thousand) |
| Proposed Salary | : | BDT 7,000 (Seven thousand) |
| Proposed Business Implementation Plan | | |
| (i) % of present gross profit margin | : | On products 15% & mobile banking 100% |
| (ii) Estimated % of proposed gross profit margin | : | On products 15% & mobile banking 100% |
| (iii) In future risk mgt. plan (from fire, disaster etc.) | | |

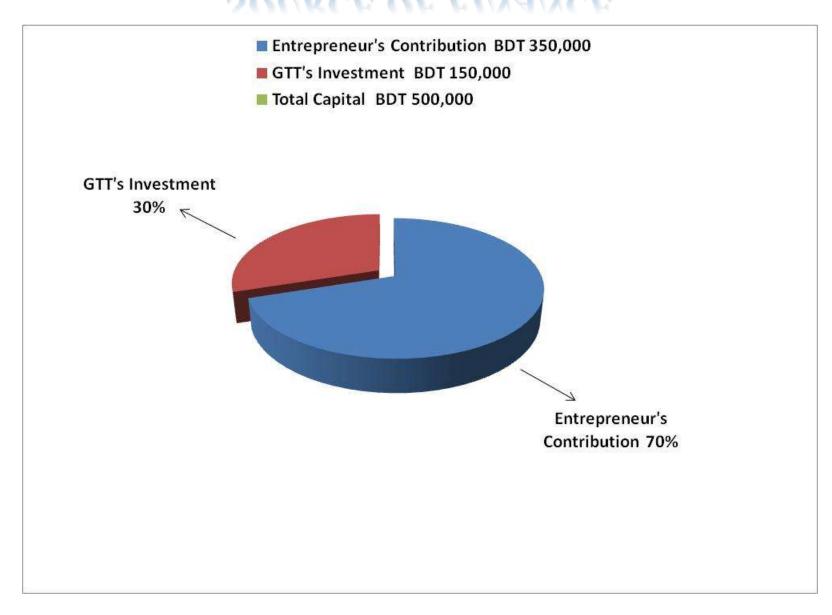
INFO ON EXISTING BUSINESS OPERATIONS

| | E | xisting Business | | |
|--|-------|------------------|-----------|--|
| Particulars | Daily | Monthly | Yearly | |
| Sales income from products (A) | 3,000 | 84,000 | 1,008,000 | |
| Commission from mobile banking | 72 | 2,016 | 24,192 | |
| Total Sales and commission (A) | 3,072 | 86,016 | 1,032,192 | |
| Less: Cost of products (B) | 2,550 | 71,400 | 856,800 | |
| Gross Profit (C) [C=(A-B)] | 522 | 14,616 | 175,392 | |
| Less: Operating Cost: | | | | |
| Electricity bill | | 350 | 4,200 | |
| Generator bill | | 300 | 3,600 | |
| Shop Rent | | 400 | 4,800 | |
| Night Guard bill | | 80 | 960 | |
| Mobile bill | | 300 | 3,600 | |
| Conveyance | | 800 | 9,600 | |
| Provision of bad Debt | | 23 | 272 | |
| Present Salary (Self & family) | | 6,000 | 72,000 | |
| Other Cost (stationary & Entertainment etc.) | | 1,000 | 12,000 | |
| Non Cash Item: | | , | , | |
| Depreciation Expenses | | 216 | 2,590 | |
| Total Operating Cost (D) | | 9,469 | 113,622 | |
| Net Profit (C-D): | | 5,147 | 61,770 | |

PRESENT & PROPOSED INVESTMENT BREAKDOWN

| Particulars | Existing Business | Proposed | Total | |
|--|--|----------|---------|---------|
| Existing | (BDT) | (BDT) | (BDT) | |
| Investment in products (cosmetics item, confectionary item, gift item, bags and toys etc.) | Investment in products (cosmetics item, confectionary item, gift item, bags and toys etc.) | 193,833 | 100,000 | 293,833 |
| Investment in mobile banking (bKash, mcash and DBBL mobile banking etc.) | Investment in mobile banking (bKash, mcash and DBBL mobile banking etc.) | 20,000 | 50,000 | 70,000 |
| Investment in Machineries & Equipment (n calculator, fan and light etc.) | 6,320 | | 6,320 | |
| Cash in hand | | 6,740 | - | 6,740 |
| Debtors (Since January, 2016 to at present | 27,207 | - | 27,207 | |
| Decoration (fixture and fittings) | 25,900 | - | 25,900 | |
| Advance for Shop | 70,000 | - | 70,000 | |
| Total Capital | 350,000 | 150,000 | 500,000 | |

SOURCE OF FINANCE



FINANCIAL PROJECTION OF NU BUSINESS PLAN

| | | Year 1 (BDT) | | | Year 2 (BDT) | | | Year 3 (BDT) | | |
|--|-------|--------------|-----------|-------|--------------|-----------|-------|--------------|-----------|--|
| Particulars | Daily | Monthly | Yearly | Daily | Monthly | Yearly | Daily | Monthly | Yearly | |
| Estimated sales income from products (A) | 4,200 | 117,600 | 1,411,200 | 4,872 | 136,416 | 1,636,992 | 5,359 | 150,058 | 1,800,691 | |
| Estimated Commission from mobile banking | 140 | 3,920 | 47,040 | 162 | 4,547 | 54,566 | 175 | 4,911 | 58,932 | |
| Total Sales and commission (A) | 4,340 | 121,520 | 1,458,240 | 5,034 | 140,963 | 1,691,558 | 5,535 | 154,969 | 1,859,623 | |
| Less: Cost of products (B) | 3,570 | 99,960 | 1,199,520 | 4,141 | 115,954 | 1,391,443 | 4,555 | 127,549 | 1,530,588 | |
| Gross Profit (C) [C=(A-B)] | 770 | 21,560 | 258,720 | 893 | 25,010 | 300,115 | 979 | 27,420 | 329,035 | |
| Less: Operating Cost: | | | | | | | | | | |
| Electricity bill | | 500 | 6,000 | | 600 | 7,200 | | 700 | 8,400 | |
| Generator bill | | 350 | 4,200 | | 400 | 4,800 | | 450 | 5,400 | |
| Shop Rent | | 400 | 4,800 | | 400 | 4,800 | | 400 | 4,800 | |
| Night Guard bill | | 130 | 1,560 | | 180 | 2,160 | | 230 | 2,760 | |
| Mobile bill (SMS & Reporting) | | 600 | 7,200 | | 600 | 7,200 | | 600 | 7,200 | |
| Conveyance | | 1,400 | 16,800 | | 2,000 | 24,000 | | 2,600 | 31,200 | |
| Provision of bad Debt | | 23 | 272 | | 23 | 272 | | 23 | 272 | |
| Ownership Transfer Fee | | 1,000 | 6,000 | | 1,000 | 12,000 | | 1,000 | 12,000 | |
| Proposed Salary (Self & family) | | 7,000 | 84,000 | | 8,000 | 96,000 | | 9,000 | 108,000 | |
| Bank Charge (DD, PO, SC) | | 55 | 330 | | 55 | 660 | | 55 | 660 | |
| Other Cost (stationary & Entertainment etc.) | | 1,500 | 18,000 | | 1,700 | 20,400 | | 1,900 | 22,800 | |
| Non Cash Item: | | | | | | | | | | |
| Depreciation Expenses | | 216 | 2,590 | | 216 | 2,590 | | 216 | 2,590 | |
| Total Operating Cost (D) | | 13,174 | 151,752 | - | 15,174 | 182,082 | _ | 17,174 | 206,082 | |
| Net Profit (C-D): | - | 8,386 | 106,968 | - | 9,836 | 118,033 | - | 10,246 | 122,953 | |
| Retained Income | | | 106,968 | | | 225,001 | | | 347,954 | |

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 (BDT) | Year 2 (BDT) | Year 3 (BDT) |
|-----|---|--------------|--------------|--------------|
| 1.0 | Cash Inflow | | | |
| 1.1 | Investment Infusion by Investor | 150,000 | - | _ |
| 1.2 | Net Profit (ownership tr. Fee added back) | 112,968 | 130,033 | 134,953 |
| 1.3 | Depreciation Expenses | 2,590 | 2,590 | 2,590 |
| 1.4 | Opening Balance of Cash Surplus | - | 79,558 | 140,181 |
| | Total Cash Inflow | 265,558 | 212,181 | 277,724 |
| 2.0 | Cash Outflow | | | |
| 2.1 | Product Purchase | 150,000 | - | _ |
| 2.2 | GB Loan Outstanding | - | | |
| 2.3 | Investment Payback including Ownership Transfer Fee | 36,000 | 72,000 | 72,000 |
| | Total Cash Outflow | 186,000 | 72,000 | 72,000 |
| 3.0 | Total Cash Surplus | 79,558 | 140,181 | 205,724 |



| STRENGTH | WEAKNESS |
|---|--|
| □ Present employment: Self: 0 Family: 0; Others (beyond family): 0 Future employment: 01 □ Trade License in his own name; □ He has on hand training; □ Skilled and Working Experience :10 years. | ☐ Can not supply goods as per demand; |
| OPPORTUNITIES □ Location of Shop; □ Have some fixed customers; □ Increasing demand; □ The Capital of the entrepreneur will be BDT 697,954 after 3 years excluding payback of investor's money. | THREATS ☐ Increase of local competitors; |

Pictures

















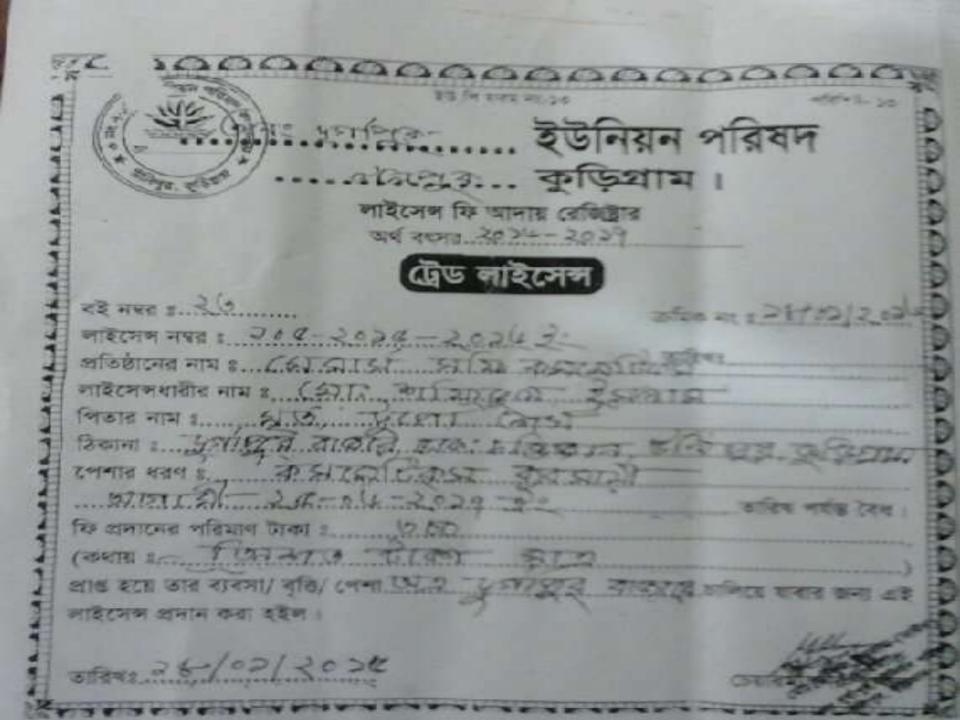




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বরাবর, মোঃ শক্তিকুল ইনলাম, লিভা মৃত: টুলো শেব, জাতী: মুদলমান, দেশা-ব্যবসা, আদি সচ, আমন্ত্রপাড়া, ইউ, দিঃ শাসুল, উপজেলাঃ উলিপুর-জেলা: কৃত্যিয়াম।

পূৰ্যসূত্ৰ নাজাৰজ সোজন যাহ জায়াৰ প্ৰশিন নাই। জনাকৃত উচ,০০০/- (সাধাৰ হাজাৰ) টাজা বা মানিক জায়া ৪০০/- (চাৰ পৰ) টাজা মোলা-তাৰ (প্ৰতি) বছৰ সমাজাল- ১৫/০০/২০১৯ ইং মইবাৰ ১৪/০২/২০১৯ ইং পৰ্যক্ত মোজা- কুপাপুৰ, টাজপুৰ, কুবিয়াৰ।

> निर्देशकः, त्यात्र कामात्र कामी मतकातः, निर्देश पृत्त कात्रकार मध्यातः , आही पुणस्थानः, तमनाः कृतिः, व्यक्ति मात्रः पुण्योतुकः, स्त्रिः,निर्देश सुण्योतुकः, जन्मकात्राः क्षीत्रपुरः तमनाः कृतिकातः ।

লক্ষ্য কক্সামান বৃত্তিকালি নামে আৰু মন মানুহৰ বানিল পান বৃত্তিই উন্দেশ্য বিধেশবাৰে বনিল ছাইলেছে কেন্দ্ৰ কল্পানাৰ বৃত্তিকালি নামে আৰু কল্পান আৰু ক্ষেত্ৰত বানা কল্পান বানা কল্পান কল্পা



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আক্তি বাঁচ মানে প্ৰথম সময়ে মানিত ঘট জান্তাই নিকা পরিবোধ করিয়া মানায় নিকট বনিক বাংক করিকে: চুক্তি পেট্র অমানুক টিকা কেন্ত্র মোগা ও পুগলার বংলাবছ আবলে আনিকে পরিবেন। ভাষাকে কেন্তু কোনা মাকরে ক্রেরাপত্তি করিতে পরিবে বা পারিবে না। করিলে তা সাই ছানে ব্যক্তিক বা না মনুক কন্যা পাশা হবিবে।

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Name:

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Mst Sakila Begum

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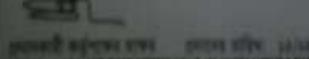
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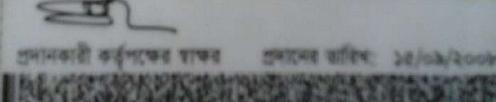
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Thank You