

Proposed NU Business Name : Mithila Multimedia Business Category: Telecom & IT Support



Business Proposal Identified by: Md. Shahidul Islam, Asst. Officer, Kawnia Unit, Rangpur. Business Proposal prepared by: Fahina Yesmin Happy

BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA

Name and address	:	Md. Mominul Islam Vill: Bhutsara, Union: Sohidbug, Post: Bhutsara, Upazila: Kawnia, District: Rangpur.		
Age	:	21 years		
Marital status	:	Unmarried		
Children	:	N/A		
No. of siblings:	:	02 (Two) Brothers		
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✓FatherMst. Monowara BegumLate: Mofazzal HossenBranch: Velupara, Bhutsara, Kawnia, Centre # 2/mo,Loan no.: 2007, Member since February 02, 2010First Ioan: Tk. 10,000Existing Ioan: Tk. 16,000, Outstanding Ioan: Tk. 13,184		
Further Information: (v) Who pays GB loan installment (vi) Mobile lady (vii) Grameen Education Loan (viii) Any other loan	:	Entrepreneur Yes Nil Nil		

BRIEF BIO	OF THE	PROPOSED	NOBIN UDYOKTA	(CONT)

Education, till to date	:	S.S.C
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 on- hand training, formal training, working experience as an apprentice etc.)	:	05 (Five) years experience is running his own business. He started the business with BDT 30,000 (Thirty thousand).He has on hand training.He has taken 01 (One) month training on Computer Program from his friend's Shop.
Other Own/Family Sources of Income	:	His Elder brother's income from Job (Employee of Garments Factory). His family's other's income from agriculture.
Other Own/Family Sources of Liabilities	:	Nil
NU's Contact No.	:	01722239981
NU's National ID No.		19958514267016692
NU Project Source/Reference	:	Grameen Telecom Trust

BRIEF HISTORY OF GB LOAN UTILIZATION BY FAMILY

- Mst. Monowara Begum is a GB member February 02, 2010 at first she took GB loan BDT 10,000 (Ten thousand).
- Gradually she took GB loan several times and utilized it by assisting her son in existing business. She was a mobile lady.
- Finally GB loan helped her to improve economic condition, livelihood and expanding the existing business of her son.

PROPOSED NOBIN UDYOKTA BUSINESS INFO

Business Name	:	Mithila Multimedia
Address/ Location	:	Bhutsara, Valupara, Kawnia, Rangpur.
Total Investment in BDT	:	Tk. 190,000
Financing	:	Self Tk. 120,000 (from existing business) Required Investment Tk. 70,000 (as equity)
Present salary/drawings from business	:	BDT 4,000 (Four thousand)
Proposed Salary	:	BDT 5,000 (Five thousand)
Proposed Business Implementation Plan		
(i) % of present gross profit margin	:	On products 20%, Mobile Recharge 100%, Photo Studio 60% and Song Download 100%
 (ii) Estimated % of proposed gross profit margin (iii) In future risk mgt. plan (from fire, disaster etc.) 	:	On products 20%, Mobile Recharge & bKash 100%, Photo Studio 60% and Song Download 100%

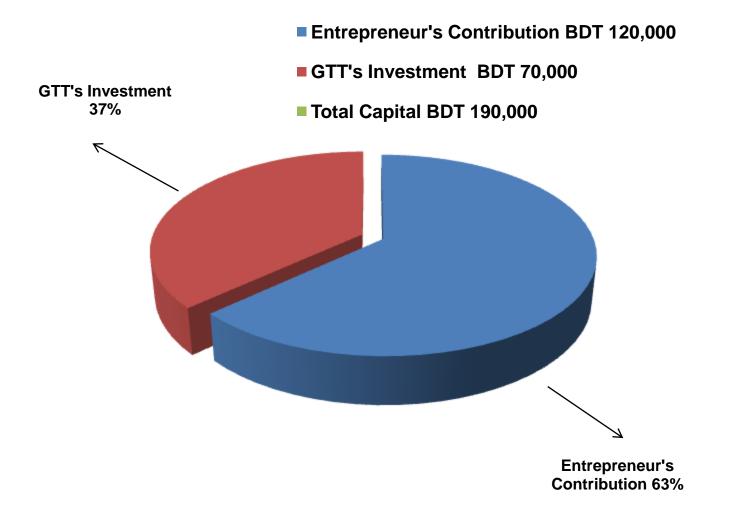


Particulars		EB (BDT)				
Particulars	Daily	Monthly	Yearly			
Sales income from products	500	14,000	168,000			
Commission from Mobile Recharge	54	1,512	18,144			
Income from Photo Studio	50	1,400	16,800			
Income from Song Download	120	3,360	40,320			
Total income from Sales and Services (A)	724	20,272	243,264			
Less: Cost of sales of products (Product purchase)	400	11,200	134,400			
Less: Cost of Photo Studio (Materials cost)	20	560	6,720			
Total Cost of Sales & Services (B)	420	11,760	141,120			
Gross Profit (C) [C=(A-B)]	304	8,512	102,144			
Less: Operating Cost:						
Electricity bill		400	4,800			
Mobile bill		300	3,600			
Conveyance bill		200	2,400			
Bank Charge (DD, PO, SC)						
Provision of bad Debt		2	21			
Present Salary (Self & family)		4,000	48,000			
Other Cost (stationary & Entertainment etc.)		1,000	12,000			
Non Cash Item:						
Depreciation Expenses		1,059	12,702			
Total Operating Cost (D)		6,960	83,523			
Net Profit (C-D):		1,552	18,622			



Particulars			Proposed (BDT)	Total (BDT)	
Existing	Proposed	(BDT)			
Investment in products (Mobile	Investment in products				
accessories-battery, charger, screen	(mobile accessories and				
paper, ribbon, memory card, cable, etc)	electronics item etc)	25,860	20,000	45,860	
			-,	-,	
Investment in Mobile Recharge (Flexilo	ad, easy load, itop-up				
etc)		15,000	-	15,000	
Investment in bKash					
		-	50,000	50,000	
Investment in Machineries (Computer s	et, Scanner, IPS, fan.				
Light, camera, sound box etc)	80,880	-	80,880		
		00,000			
Cash in hand					
		3,694		3,694	
GB Outstanding loan		(40.404)	_	(40,404)	
Debtere (cines February 2016 to stars	a a a t	(13,184)		(13,184)	
Debtors (since February, 2016 to at pre	Sent)	2 050	-	2 050	
Decoration (fixture and fittings)	2,050		2,050		
		5,700	-	5,700	
		5,700		5,700	
Total Capital		120,000	70,000	190,000	





FINANCIAL PROJECTION OF NU BUSINESS PLAN

Particulars	Year 1 (BDT)		Year 2 (BDT)			Year 3 (BDT)			
	Daily	Monthly	Yearly	Daily	Monthly	Yearly	Daily	Monthly	Yearly
Estimated sales income from products	1,000	28,000	336,000	1,100	30,800	369,600	1,265	35,420	425,040
Est. Commission from Mobile Recharge	58	1,618	19,414	64	1,780	21,355	70	1,958	23,491
Est. Commission from bKash	60	1,680	20,160	66	1,848	22,176	73	2,033	24,394
Estimated Income from Photo Studio	70	1,960	23,520	77	2,156	25,872	85	2,372	28,459
Estimated income from Song Download	150	4,200	50,400	165	4,620	55,440	182	5,082	60,984
Total income from Sales and Services (A)	1,338	37,458	449,494	1,472	41,204	494,443	1,674	46,864	562,368
Less: Cost of sales of products	800	22,400				295,680	1,012		340,032
Less: Less: Cost of Photo Studio (Materials cost)	28	784	9,408	31	862	10,349	34		11,384
Total Cost of Sales & Services (B)	828	23,184		911	25,502	306,029	1,046		351,416
Gross Profit (C) [C=(A-B)]	510	14,274	171,286	561	15,701	188,415	628	17,579	210,952
Less: Operating Cost:									
Electricity bill		600	7,200		800	9,600		1,000	12,000
Shop Self		-	-		-	-		-	-
Mobile bill (SMS & Reporting)		600	7,200		600	7,200		600	7,200
Conveyance		700	8,400		750	9,000		1,250	15,000
Bank Charge (DD, PO, SC)		50			70	840		90	1,080
Provision of bad Debt		2	21		2	21		2	21
Ownership Transfer Fee		467	2,800		467	5,600		467	5,600
Proposed Salary (Self & family)		5,000	60,000		5,500	66,000		6,500	78,000
Other Cost (stationary & Entertainment etc.)		800			900	10,800		900	10,800
Non Cash Item:			5,000			10,000			10,000
Depreciation Expenses		1,059	12,702		1,059	12,702		1,059	12,702
Total Operating Cost (D)		9,277	108,223	-	10,147	121,763	-	11,867	142,403
Net Profit (C-D):		4,997	63,064	-	5,554	66,652	-	5,712	68,550
Retained Income			63,064			129,716			198,265

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	70,000	-	_
1.2	Net Profit (ownership tr. Fee added back)	65,864	72,252	74,150
1.3	Depreciation Expenses	12,702	12,702	12,702
1.4	Opening Balance of Cash Surplus	-	48,582	99,936
	Total Cash Inflow	148,566	133,536	186,787
2.0	Cash Outflow			
2.1	Product Purchase	70,000	_	-
2.2	Payback to GB Outstanding loan	13,184		
2.3	Investment Payback including Ownership Transfer Fee	16,800	33,600	33,600
	Total Cash Outflow	99,984	33,600	33,600
3.0	Total Cash Surplus	48,582	99,936	153,187

SWOT ANALYSIS

 STRENGTH Present employment: Self: 01 Family: 0 Others (beyond family): 0 Future employment:0 Trade License in his own name; He has on hand training; Service quality; Skilled and working experiences (5years); 	 ₩EAKNESS Can not supply goods and services as per demand.
OPPORTUNITIES Location of Shop; Have some fixed customers (Retail & Wholesale); Increasing demand; The Capital of the entrepreneur will be BDT 318,265 after 3 years excluding payback of investor's money.	T _{HREATS} Increase of local competitors; Fire;

Presented at 222nd as Yunus Centre and 57th In-house Executive Social Business Design Lab (GTT) on April 04, 2016 at Grameen Telecom Trust Premises

Thank you

Pictures





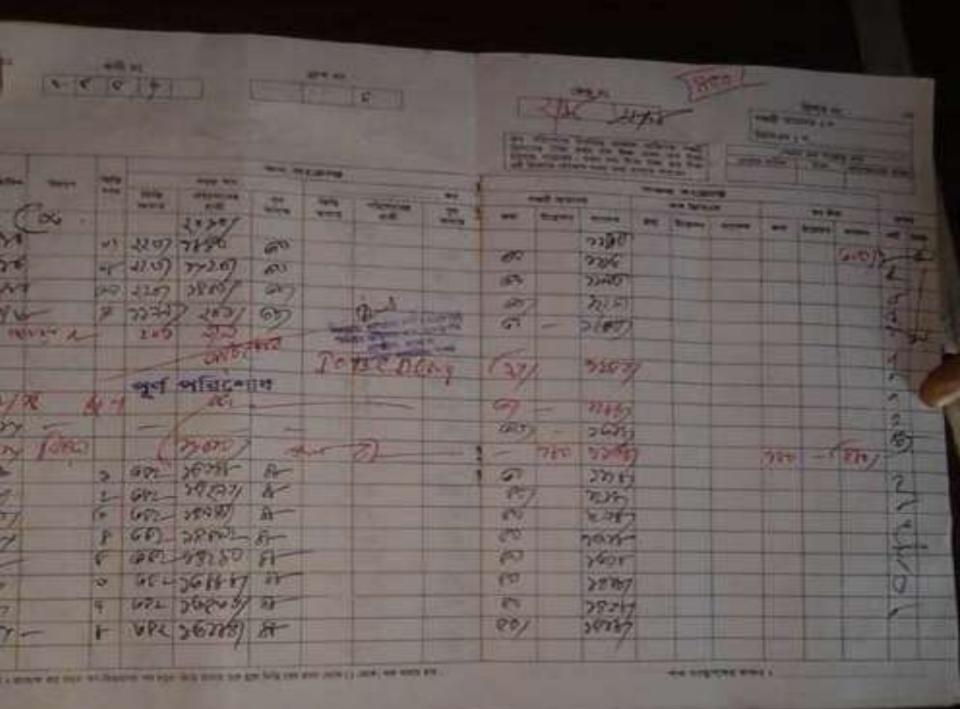








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