#### Proposed NU Business Name: MS MEER GIFT & TELECOM CENTER



Project identification and prepared by: MD. Shahinur Rahman, Sherpur Unit,Bogra

Project verified by: MD. Muzaharul Islam



Grameen Shakti Samajik Byabosha Ltd.

Brief Bio of The Proposed Nobin Udyokta				
Name	:	MD. ABU ZAFOR		
Age	:	01-03-1986 (32 Years)		
Education, till to date	:	HSC		
Marital status	:	Married		
Children	:	2 Sons		
No. of siblings:	:	3 Brothers		
Address	•	Vill: Vadaispara, P.O: Ayra, P.S: Sherpur, 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. ANISA BEGUM LATE AZIM UDDIN MEER Branch: Bishalpur, Sherpur, Centre # 35(Female), Member ID: 3555; No:01 Member since: 03-5-2007 (07 Years) First Ioan: 2,000 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 50000, Outstanding loan: BDT 27360 Mother 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	:	11 years experience in running business.
Training Info	:	He has no training.
Other Own/Family Sources of Income	:	-
Other Own/Family Sources of Liabilities	:	None
Entrepreneur Contact No.	:	01725-171091
Mother's Contact No.	:	01750-806160
NU Project Source/Reference	:	Grameen Shakti Samajik Byabosha Ltd. Sherpur Unit, Bogra.

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

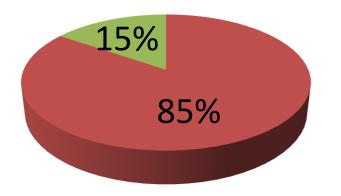
**MST. ANISA BEGUM** joined Grameen Bank since 07 years ago. At first she took 2,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

Proposed Nobin Udyokta Business Info				
Business Name	:	MS MEER GIFT & TELECOM CENTER		
Location	:	Mirjapur Bajar, Hazi super market		
Total Investment in BDT	:	BDT 650,000/-		
Financing	:	Self BDT 550,000/-(from existing business) 85% Required Investment BDT 100,000/-(as equity) 15%		
Present salary/drawings from business (estimates)	:	BDT 5,000/-		
Proposed Salary	:	BDT 5,000/-		
Size of shop	:	30 ft x 12 ft= 360square ft		
Security of the shop	:	BDT 40,000/-		
Implementation	:	<ul> <li>The business is planned to be scaled up by investment in existing goods like; gift Item etc.</li> <li>Average 15% gain on sale.</li> <li>The business is operating by entrepreneur. Existing 2 employees.</li> <li>The shop is rented.</li> <li>Collects goods from Bogra.</li> <li>Agreed grace period is 3 months.</li> </ul>		

Existing Business (BDT)				
Particular	Daily	Monthly	Yearly	
Revenue (sales)				
Electronics Item	5,500	165,000	1,980,000	
Total Sales (A)	5,500	165,000	1,980,000	
Less. Variable Expense				
Electronics Item	4,675	140,250	1,683,000	
Total variable Expense (B)	4,675	140,250	1,683,000	
Contribution Margin (CM) [C=(A-B)	825	24,750	297,000	
Less. Fixed Expense				
Rent		1,200	14,400	
Electricity Bill		700	8,400	
Mobile Bill		300	3,600	
Salary (self)		5,000	60,000	
Transportation		600	7,200	
Entertainment		200	2,400	
Salary (staff)		7,000	84,000	
Total fixed Cost (D)		15,000	180,000	
Net Profit (E) [C-D)		9,750	117,000	

Investment Breakdown					
Particulars	Existing	Proposed	<b>Proposed Total</b>		
Electronics Item	200,000	50,000	250,000		
Television (10 x 5000)	50,000	0	50,000		
Mobile (70 x 12)	84,000	50,000	134,000		
Ceiling Fan, Telephone	42,500	0	42,500		
Rice Cooker, Energy Bulb, Air Cooler,	173,500	0	173,500		
Light etc					
Total	550,000	100,000	650,000		

### **Source of Finance**



- Entrepreneur's Contribution 550,000
- Investor's Investment 100,000
- Total 650,000

Financial Projection (BDT)					
Particular	Daily	Monthly	1st Year	1.5 Year	
Revenue (sales)					
Electronics Item	7,000	210,000	2,520,000	1,260,000	
Total Sales (A)	7,000	210,000	2,520,000	1,260,000	
Less. Variable Expense					
Electronics Item	5 <i>,</i> 950	178,500	2,142,000	1,071,000	
Total variable Expense (B)	5,950	178,500	2,142,000	1,071,000	
Contribution Margin (CM) [C=(A-B)	1,050	31,500	378,000	189,000	
Less. Fixed Expense					
Rent		1,200	14,400	7,200	
Electricity Bill		700	8,400	4,200	
Mobile Bill		400	4,800	2,400	
Salary (self)		5,000	60,000	30,000	
Transportation		1,000	12,000	6,000	
Entertainment		200	2,400	1,200	
Salary (staff)		7,000	84,000	42,000	
Total Fixed Cost		15,500	186,000	93,000	
Net Profit (E) [C-D)		16,000	192,000	96,000	
Investment Payback			80,000	40,000	

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

<b>SI</b> #	Particulars	Year 1 (BDT)	Year 1.5 (BDT)
1	Cash Inflow		
1.1	Investment Infusion by Investor	100,000	
1.2	Net Profit	192,000	96,000
1.3	Depreciation (Non cash item)		-
1.4	Opening Balance of Cash Surplus		112,000
	Total Cash Inflow	292,000	208,000
2	Cash Outflow		
2.1	Purchase of Product	100,000	
2.2	Payment of GB Loan		
	Investment Pay Back (Including Ownership Tr.		
2.3	Fee)	80,000	40,000
	Total Cash Outflow	180,000	40,000
3	Net Cash Surplus	112,000	168,000



### Strength **W**<sub>EAKNESS</sub> Lack of Capital/Investment Employment: Self: 01 Family:0 Others:02 Experience & Skill : 11 Years Quality goods & services; Skill and experience; THREATS **PPORTUNITIES** Theft Huge demand in the community Fire Location of shop; Political unrest Regular customers;

Pictures

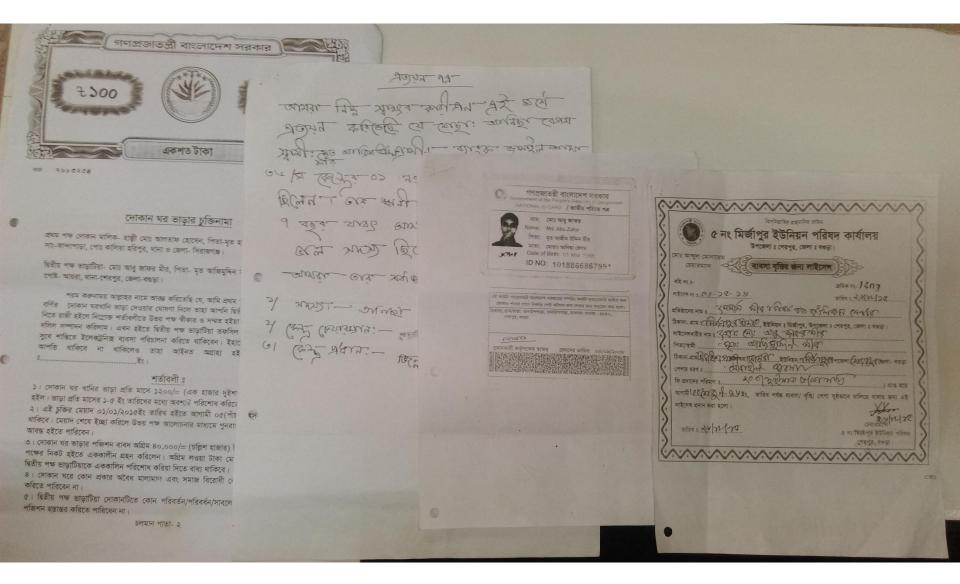












# **FAMILY PICTURE**

