Proposed NU Business Name: SUMMA STORE



Project identification and prepared by: Md. Nur Islam, Kaliakoir Unit, Gazipur

Project verified by: Shusanto Kumar Biswash



Brief Bio of The Proposed Nobin Udyokta				
Name	:	MD. MAFIZ UDDIN		
Age	:	02-01-1989 (27 Years)		
Education, till to date	:	Class X		
Marital status	:	Married		
Children	:	1 Daughter		
No. of siblings:	:	2 Brothers & 1 Sister		
Address	:	Vill: Sinaboho, P.O: Bashtoli, P.S: Kaliakoir, Dist: Gazipur		
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 MORJINA BEGUM MD. LABIB UDDIN Branch: Ataboho, Kaliakoir, Centre # 58(Female), Member ID: 1801, Group No: 02 Member since: 20-6-1988(28 Years) First loan: BDT 2500		
Further Information:		Existing Loan: BDT 100000, Outstanding loan: 55000		
(v) Who pays GB loan installment (vi) Mobile lady	:	Father No		
(vii) Grameen Education Loan		No		
(viii) Any other loan like GB, BRAC ASA etc	:	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	:	2 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.	:	01790-970107
Mother's Contact No.	:	01790-970108
NU Project Source/Reference	:	Grameen Shakti Samajik Byabosha Ltd. Kaliakoir Unit, Gazipur

BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

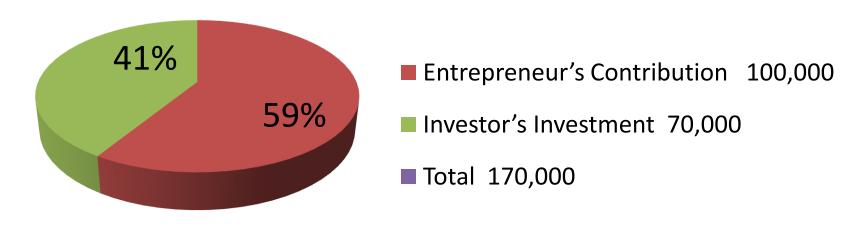
MORJINA BEGUM joined Grameen Bank since 28 years ago. At first she took 2500 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

Proposed Nobin Udyokta Business Info				
Business Name	:	SUMMA STORE		
Location	:	Sinaboho Bazar		
Total Investment in BDT	:	BDT 1,70,000/-		
Financing	:	Self BDT 1,00,000/-(from existing business) 59% Required Investment BDT 70,000/-(as equity) 41%		
Present salary/drawings from business (estimates)	•	BDT 5,000/-		
Proposed Salary	:	BDT 5,000/-		
Size of shop	:	12 ft x 10 ft= 120 square ft		
Security of the shop	:	BDT 150000/-		
Implementation	:	 The business is planned to be scaled up by investment in existing goods like; Mobile, oil etc. Average 10% gain on sale. The business is operating by entrepreneur. Existing no employees. The shop is rented. Collects goods from Shofipur. Agreed grace period is 3 months. 		

Existing Business (BDT)					
Particular	Daily	Monthly	Yearly		
Revenue (sales)					
Auto Parts	1,500	45,000	540,000		
Flexi-load	135	4,050	48,600		
Bkash	150	4,500	54,000		
Total Sales (A)	1,785	53,550	642,600		
Less. Variable Expense					
Auto Parts	1,350	40,500	486,000		
Total variable Expense (B)	1,350	40,500	486,000		
Contribution Margin (CM) [C=(A-B)	435	13,050	156,600		
Less. Fixed Expense					
Rent		800	9,600		
Electricity bill		200	2,400		
Mobile Bill		100	1,200		
Transportation		300	3,600		
Guard		400	4,800		
Salary (self)		5,000	60,000		
Generator Bill		150	1,800		
Entertainment		300	3,600		
Total fixed Cost (D)		7,250	87,000		
Net Profit (E) [C-D)		5,800	69,600		

Investment Breakdown					
Particulars	Existing	Proposed	Proposed		
			Total		
Mobil	15,000	30,000	45,000		
Greez	2,000	10,000	12,000		
Flexi-load	13,000	10,000	23,000		
Bkash	70,000	20,000	90,000		
Total	100,000	70,000	170,000		

Source of Finance



Financial Projection (BDT)					
Particular	Daily	Monthly	1st Year	2nd Year	
Revenue (sales)					
Auto Parts	2,500	75,000	900,000	945,000	
Flexi-load	140	4,200	50,400	52,920	
Bkash	195	5,850	70,200	73,710	
Total Sales (A)	2,835	85,050	1,020,600	1,071,630	
Less. Variable Expense					
Auto Parts	2,250	67,500	810,000	850,500	
Total variable Expense (B)	2,250	67,500	810,000	850,500	
Contribution Margin (CM) [C=(A-B)	585	17,550	210,600	221,130	
Less. Fixed Expense					
Rent		800	9,600	9,600	
Electricity bill		200	2,400	300	
Mobile Bill		200	2,400	3,000	
Transportation		400	4,800	5,500	
Guard		400	4,800	5,500	
Salary (self)		5,000	60,000	60,000	
Generator Bill		150	1,800	2,500	
Entertainment		300	3,600	4,000	
Total Fixed Cost		7,450	89,400	90,400	
Net Profit (E) [C-D)		10,100	121,200	130,730	
Investment Payback			42,000	42,000	

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

SI#	Particulars Particulars	Year 1 (BDT)	Year 2 (BDT)
1	Cash Inflow		
1.1	Investment Infusion by Investor	70,000	
1.2	Net Profit	160,200	169,420
1.3	Depreciation (Non cash item)		-
1.4	Opening Balance of Cash Surplus		118,200
	Total Cash Inflow	230,200	287,620
2	Cash Outflow		
2.1	Purchase of Product	70,000	
2.2	Payment of GB Loan		
	Investment Pay Back (Including Ownership Tr.		
2.3	Fee)	42,000	42,000
	Total Cash Outflow	112,000	42,000
3	Net Cash Surplus	118,200	245,620

SWOT ANALYSIS

Strength

Employment: Self: 01 Family:0 Others:0

Experience & Skill: 02 Years

Quality goods & services;

Skill and experience;

WEAKNESS

Lack of Capital/Investment

OPPORTUNITIES

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

THREATS

Theft

Fire

Political unrest

Pictures





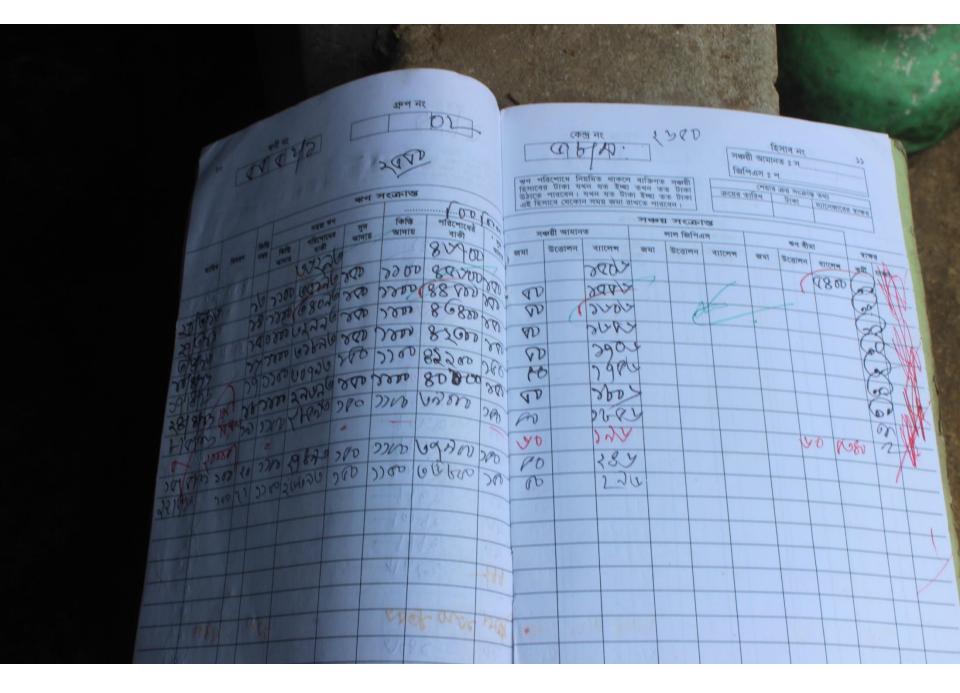




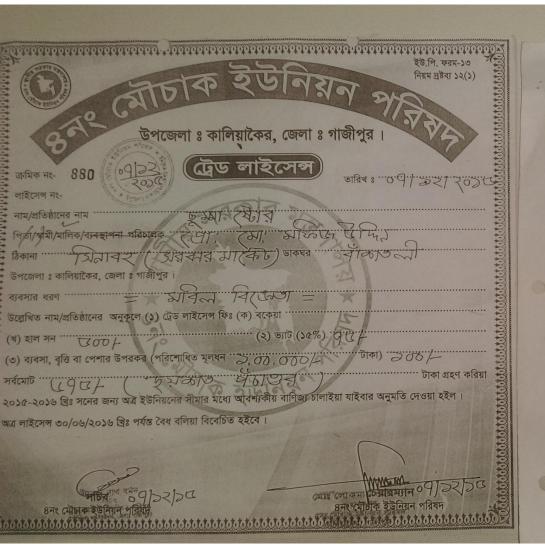




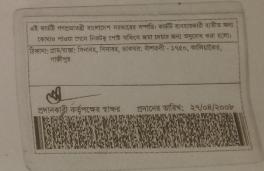












FAMILY PICTURE

