Proposed NU Business Name: URMI GENERAL STORE



Project identification and prepared by: MD. Nurul Islam, Kaliakoir Unit, Gajipur

Project verified by: : Shushanta Kumar Bishash



| Brief Bio of The Proposed Nobin Udyokta | | | | |
|--|--------|--|--|--|
| Name | : | MST. ASMA AKTER | | |
| Age | : | 01-01-1982 (34 Years) | | |
| Education, till to date | : | Class VIII | | |
| Marital status | : | Married | | |
| Children | : | 1 Daughter 1Son | | |
| No. of siblings: | : | 2 Brothers 1 Sister | | |
| Address | : | Vill: Rakhaliyachala, P.O: Mouchak, 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 MST. HOSNEYARA BEGUM MD. AZIZUL HAQU Branch: Mouchak, Kaliakoir Centre # 1(Female), Member ID: 1045/1, Group No: 04 Member since: 20-2-1988(28 Years) First loan: BDT 2500 | | |
| Further Information: (v) Who pays GB loan installment | : | Existing Loan: BDT 160000, Outstanding loan: 63000 Brother | | |
| (vi) Mobile lady | | | | |
| (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 | : | 17 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. | : | 01744-210631 |
| Mother's Contact No. | : | 01926-657443 |
| NU Project Source/Reference | • | Grameen Shakti Samajik Byabosha Ltd. Kaliakoir Unit, Gazipur |

BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

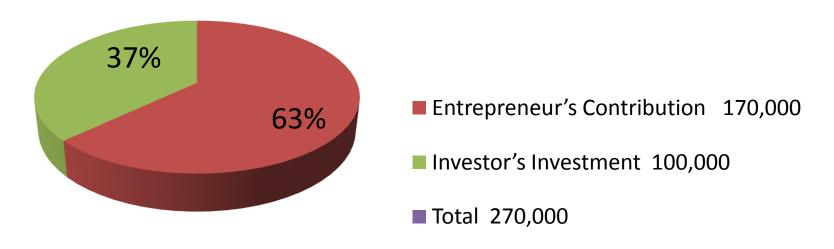
MST. HOSNEYARA BEGUM joined Grameen Bank since 28 years ago. At first she took 2500 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

| Proposed Nobin Udyokta Business Info | | | |
|---|------------|---|--|
| Business Name | : | URMI GENERAL STORE | |
| Location | : | Rakhaliachala | |
| Total Investment in BDT | : | BDT 2,70,000/- | |
| Financing | : | Self BDT 1,70,000/-(from existing business) 63% Required Investment BDT 1,00,000/-(as equity) 37% | |
| Present salary/drawings from business (estimates) | : | BDT 5,000/- | |
| Proposed Salary | <u> </u> : | BDT 5,000/- | |
| Size of shop | : | 18ft x 12ft= 216 square ft | |
| Security of the shop | : | - | |
| Implementation | • | The business is planned to be scaled up by investment in existing goods like; Grocery item etc. Average 15% 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) | | | | | |
| Grocery Item | 3,500 | 105,000 | 1,260,000 | | |
| Total Sales (A) | 3,500 | 105,000 | 1,260,000 | | |
| Less. Variable Expense | | | | | |
| Grocery Item | 2,975 | 89,250 | 1,071,000 | | |
| Total variable Expense (B) | 2,975 | 89,250 | 1,071,000 | | |
| Contribution Margin (CM) [C=(A-B) | 525 | 15,750 | 189,000 | | |
| Less. Fixed Expense | | | | | |
| Electricity bill | | 500 | 6,000 | | |
| Mobile Bill | | 100 | 1,200 | | |
| Transportation | | 2,500 | 30,000 | | |
| Salary (self) | | 5,000 | 60,000 | | |
| Generator Bill | | 100 | 1,200 | | |
| Entertainment | | 100 | 1,200 | | |
| Total fixed Cost (D) | | 8,300 | 99,600 | | |
| Net Profit (E) [C-D) | | 7,450 | 89,400 | | |

| Investment Breakdown | | | | | | |
|---|----------|----------|----------------|--|--|--|
| Particulars | Existing | Proposed | Proposed Total | | | |
| Rice (11 x 1450) | 15,950 | 50,000 | 65,950 | | | |
| Sugar | 2,600 | 0 | 2,600 | | | |
| Flour | 1,010 | 0 | 1,010 | | | |
| Soft Drinks | 10,000 | 5000 | 15,000 | | | |
| Cosmetics | 2,000 | 10000 | 12,000 | | | |
| Soap | 10,000 | 5000 | 15,000 | | | |
| Biscuit, Chanachur, Chips, Noodle, Oil, Salt, | 128,440 | 30000 | 158,440 | | | |
| Spicies, Onion, Potato, etc. | | | | | | |
| Total | 170,000 | 100,000 | 270,000 | | | |

Source of Finance



| Financial Projection (BDT) | | | | | |
|-----------------------------------|-------|---------|-----------|-----------|--|
| Particular | Daily | Monthly | 1st Year | 2nd Year | |
| Revenue (sales) | | | | | |
| Grocery Item | 5,000 | 150,000 | 1,800,000 | 1,890,000 | |
| Total Sales (A) | 5,000 | 150,000 | 1,800,000 | 1,890,000 | |
| Less. Variable Expense | | | | | |
| Grocery Item | 4,250 | 127,500 | 1,530,000 | 1,606,500 | |
| Total variable Expense (B) | 4,250 | 127,500 | 1,530,000 | 1,606,500 | |
| Contribution Margin (CM) [C=(A-B) | 750 | 22,500 | 270,000 | 283,500 | |
| Less. Fixed Expense | | | | | |
| Electricity bill | | 500 | 6,000 | 6,500 | |
| Mobile Bill | | 200 | 2,400 | 2,800 | |
| Transportation | | 3,000 | 36,000 | 40,000 | |
| Salary (self) | | 5,000 | 60,000 | 60,000 | |
| Generator Bill | | 100 | 1,200 | 1,500 | |
| Entertainment | | 100 | 1,200 | 1,500 | |
| Total Fixed Cost | | 8,900 | 106,800 | 112,300 | |
| Net Profit (E) [C-D) | | 13,600 | 163,200 | 171,200 | |
| Investment Payback | | | 60,000 | 60,000 | |

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 | 100,000 | |
| 1.2 | Net Profit | 163,200 | 171,200 |
| 1.3 | Depreciation (Non cash item) | | - |
| 1.4 | Opening Balance of Cash Surplus | | 103,200 |
| | Total Cash Inflow | 263,200 | 274,400 |
| 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) | 60,000 | 60,000 |
| | Total Cash Outflow | 160,000 | 60,000 |
| 3 | Net Cash Surplus | 103,200 | 214,400 |

SWOT ANALYSIS

Strength

Employment: Self: 01 Family:0 Others:0

Experience & Skill: 17 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

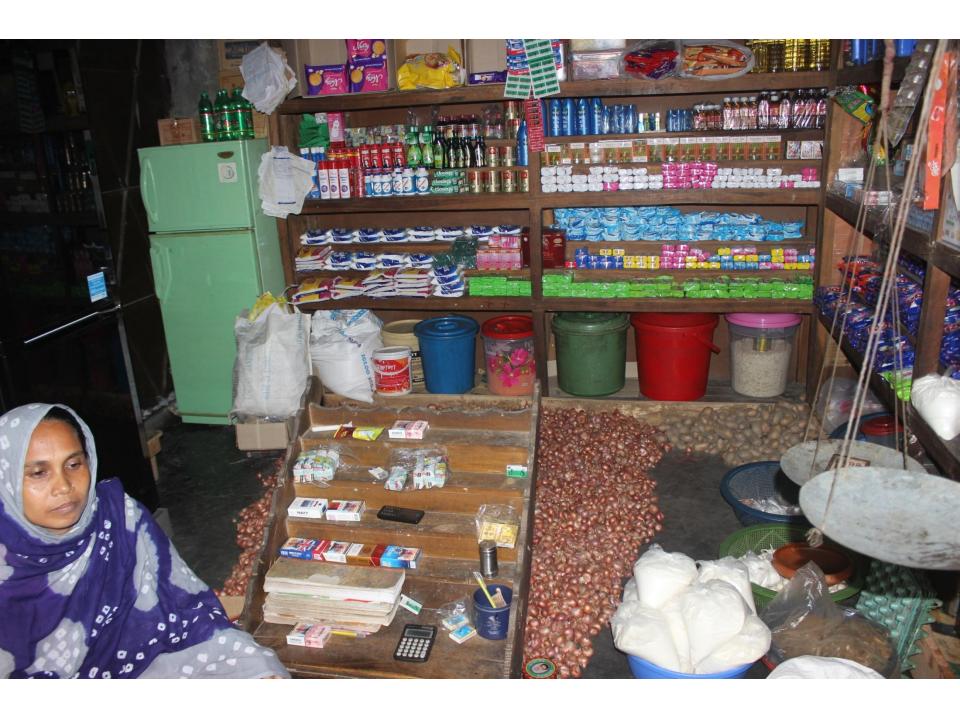
Pictures



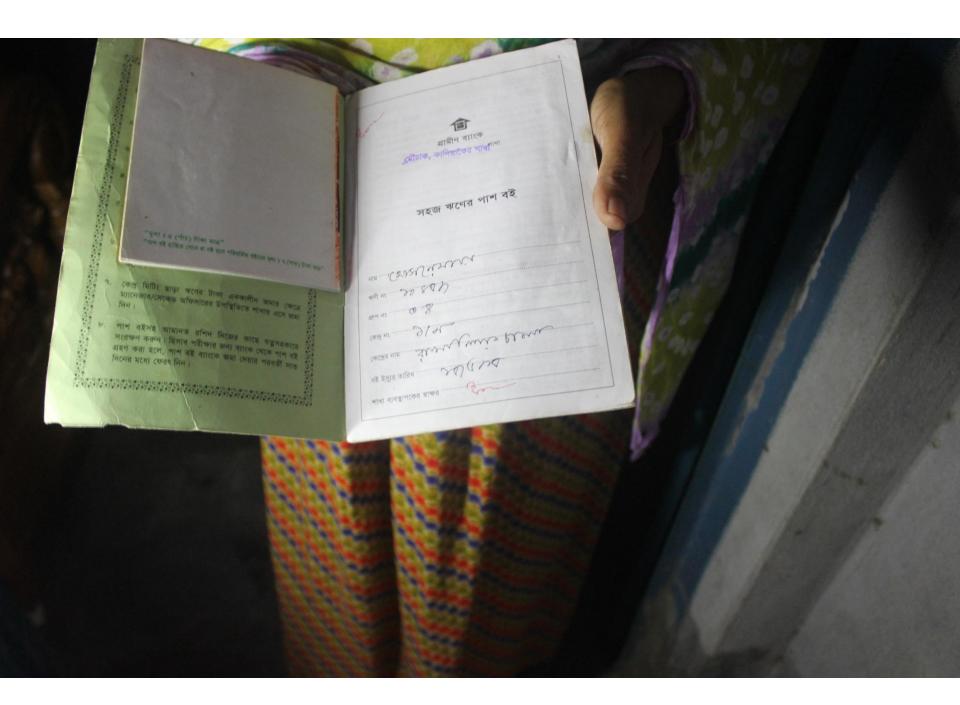


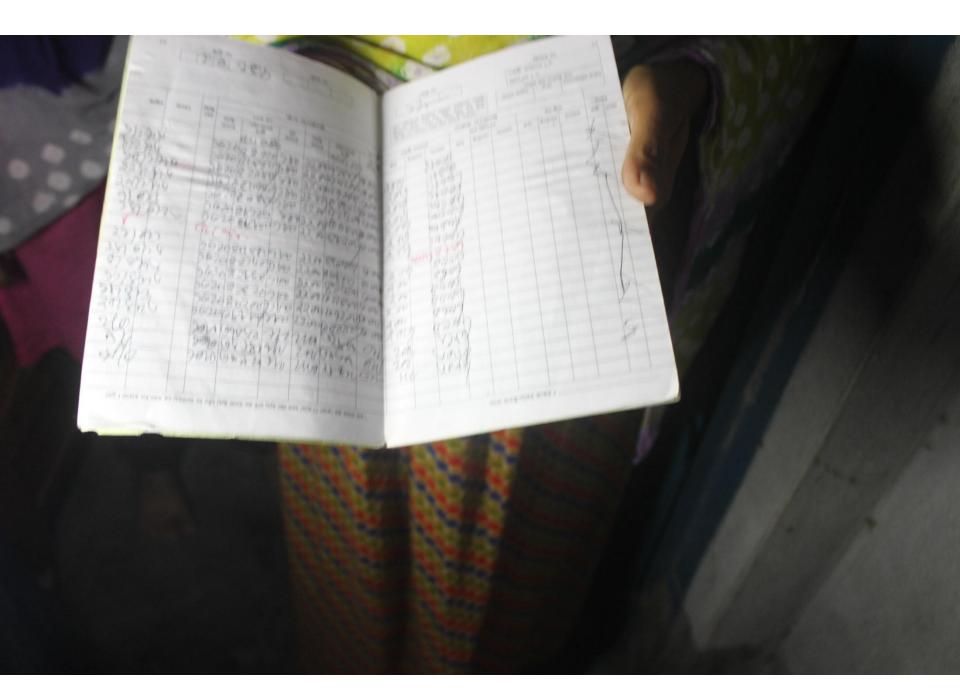


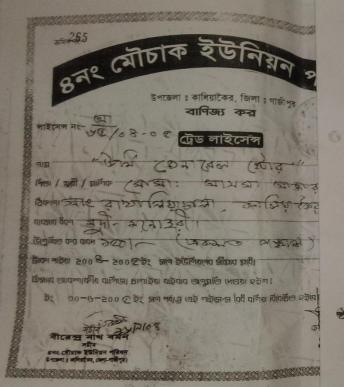




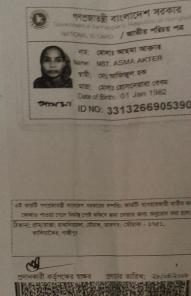








विद्यार करी. भद्र मीम यें येंग नाव नेक्ष्य मार्विहित न्यम (या): (राप्तांग्रेश खराम, रीमी: दृढ़: मार्थेड त्यानार आधीर: अम्मीर्यात Call; Callette strat; resemiliez idas मार्थी कर् द्वित (स्थाप स्थि क्षिण अस्तुया इह. After (guz); cousan course out , let त्रिक्स ६३ मिर्व केमा प्रविति व्यवविति। CENELL PAGA CHOUSE (TELL GROWN NIS" CRUMONY JULIAN ICPE PARLES (ALLE). And County County is to



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FAMILY PICTURE

