

Proposed NU Business Name: Mainur Mobile & Telecom Center

Business Category: **Telecom & IT Business**



Business Proposal Identified by: Dipok Kumar Roy, Asst. Officer, Sadar Unit, Gaibandha.

Business Proposal prepared by: Fahina Yesmin Happy

BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA

Name and address		Md. Manir Islam Vill: Parbotipur, Union: Rohomotpur, Post: Rohomot pur, Upazila: Rohomot pur, District: Gaibandha.	
Age	:	21 years	
Marital status	:	Married	
Children	:	Nil	
No. of siblings:	:	01 (One) brother 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		Entrepreneur's Father No Nil Nil	

BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA (CONT...)

Education, till to date	•	Degree-3 rd Year-continuing
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.)		03 (Three) years experience in running his own business. He started the business with BDT 40,000 (Forty thousand). He has on hand training.
Other Own/Family Sources of Income	:	His father's income from cloth business and pension fund.
Other Own/Family Sources of Liabilities	:	Nil
NU's Contact No.	:	01719200857
NU's National ID No.	:	19953212487000287
NU Project Source/Reference	:	Grameen Telecom Trust

BRIEF HISTORY OF GB LOAN UTILIZATION BY FAMILY

- Mst. Minara Begum is a GB member June 04, 2012 at first she took GB loan BDT 1,200 (One thousand Two hundred).
- Gradually she took GB loan several times and utilized for repairing house, cultivation purposes and purchasing land.
- Finally GB loan helped her to improve economic condition and livelihood.

PROPOSED NOBIN UDYOKTA BUSINESS INFO

Business Name	:	Mainur Mobile & Telecom Center
Address/ Location	:	Balua Bazar, Sadar, Gaibandha.
Total Investment in BDT	:	Tk. 256,000
Financing	:	Self Tk. 176,000 (from existing business) Required Investment Tk. 80,000 (as equity)
Present salary/drawings from business	:	BDT 6,500 (Six thousand five hundred)
Proposed Salary	:	BDT 7,500 (Seven thousand five hundred)
Proposed Business Implementation Plan (i) % of present gross profit margin (ii) Estimated % of proposed gross profit margin (iii) In future risk mgt. plan (from fire, disaster etc.)		On an average of product 20% and mobile recharge 100%. On an average of product 20% and mobile recharge 100%.

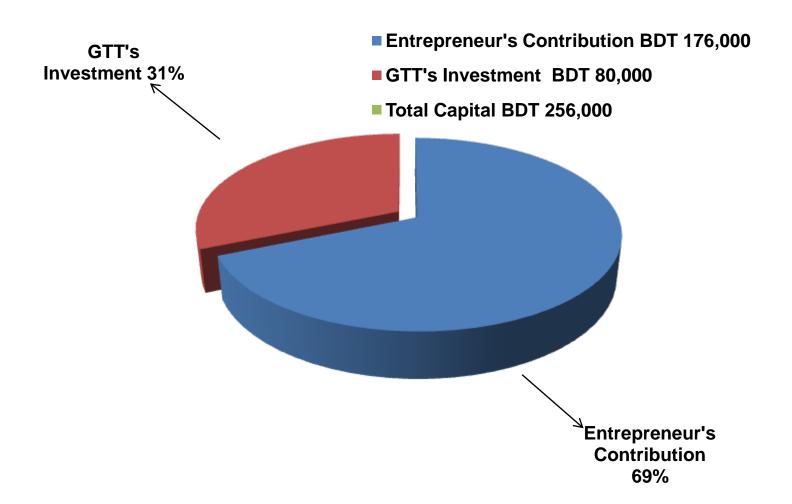
INFO ON EXISTING BUSINESS OPERATIONS

Particulars	EB (BDT)				
Particulars	Daily	Monthly	Yearly		
Sales income from products	2,000	56,000	672,000		
Commission on Mobile Recharge	41	1,134	13,608		
Total income from Sales & Commission (A)	2,041	57,134	685,608		
Less: Cost of sales of products (Product					
Purchase) (B)	1,600	44,800	537,600		
Gross Profit (C) [C=(A-B)]	441	12,334	148,008		
Less: Operating Cost:					
Electricity bill		400	4,800		
Generator bill		180	2,160		
Night Guard bill		150	1,800		
Shop rent		200	2,400		
Mobile bill		300	3,600		
Conveyance bill		500	6,000		
Present Salary (Family & Self)		6,500	78,000		
Other Cost (stationary & Entertainment etc.)		400	4,800		
Non Cash Item:					
Depreciation Expenses		428	5,135		
Total Operating Cost (D)		9,058	108,695		
Net Profit (C-D):		3,276	39,313		

PRESENT & PROPOSED INVESTMENT BREAKDOWN

Partic	Existing Business (BDT)	Proposed (BDT)	Total (BDT)		
Existing	Proposed				
Investment in products (battery, charger, memory, pen drive, remote, card reader, casing, headphone, speaker, touch paper, torch, mobile cover, convertor etc.)	Investment in products (mobile set, mobile accessories etc.)	137,756	75,000	212,756	
Investment in Mobile Recharg					
up etc.)		1,000	5,000	6,000	
Investment in equipment (Computer set, printer, sound box, Fan and light etc.)		30,900	-	30,900	
Cash in hand		1,344	-	1,344	
Decoration (Fixture & Fittings	3)	5,000	_	5,000	
Total Capital		176,000	80,000	256,000	

SOURCE OF FINANCE



FINANCIAL PROJECTION OF NU BUSINESS PLAN

D. C. L.		Year 1 (BDT)	Year 2 (BDT)			Year 3 (BDT)		
Particulars Particulars	Daily	Monthly	Yearly	Daily	Monthly	Yearly	Daily	Monthly	Yearly
Sales income from products	3,500	98,000	1,176,000	4,200	117,600	1,411,200	4,620	129,360	1,552,320
Est. Commission on Mobile Recharge	49	1,361	16,330	53	1,497	17,963	59	1,647	19,759
Est. Total income from Sales & Commission (A)	3,549	99,361	1,192,330	4,253	119,097	1,429,163	4,679	131,007	1,572,079
Less: Cost of sales of products (Product Purchase) (B)	2,800	78,400	940,800	3,360	94,080	1,128,960	3,696	103,488	1,241,856
Gross Profit (C) [C=(A-B)]	749	20,961	251,530	893	25,017	300,203	983	27,519	330,223
Less: Operating Cost:	1 10	20,001	201,000	333	20,011	000,200	333	21,010	000,220
Electricity bill		800	9,600		900	10,800		950	11,400
Generator bill		580	6,960		680	8,160		730	8,760
Night Guard bill		250	3,000		350	4,200		400	4,800
Shop rent		200	2,400		200	2,400		200	2,400
Mobile bill (SMS & Reporting)		600	7,200		600	7,200		600	7,200
Conveyance bill		1,000	12,000		1,500	18,000		2,500	30,000
Ownership Transfer Fee		533	3,200		533	6,400		533	6,400
Bank Charge (DD, PO, SC)		45	540		45	540		45	540
Proposed Salary (Family & Self)		7,500	90,000		8,500	102,000		9,000	108,000
Other Cost (stationary & Entertainment etc.)		500	6,000		800	9,600		900	10,800
Non Cash Item:									
Depreciation Expenses		428	5,135		428	5,135		428	5,135
Total Operating Cost (D)	-	12,436	146,035	-	14,536	174,435	-	16,286	195,435
Net Profit (C-D):	_	8,525	105,495	-	10,481	125,768	-	11,232	134,788
Retained Income			105,495			231,262			366,050

Notes: 1. Agreed Grace period: Six months

2. **Investment Payback schedule:** Monthly 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	80,000	-	_
1.2	Net Profit (ownership tr. Fee added back)	108,695	132,168	141,188
1.3	Depreciation Expenses	5,135	5,135	5,135
1.4	Opening Balance of Cash Surplus	1,344	95,974	194,876
	Total Cash Inflow	195,174	233,276	341,199
2.0	Cash Outflow			
2.1	Product Purchase	80,000	-	-
2.2	Investment Payback including Ownership Transfer Fee	19,200	38,400	38,400
	Total Cash Outflow	99,200	38,400	38,400
3.0	Total Cash Surplus	95,974	194,876	302,799

STRENGTH Present employment: Self: 01 Family: 0 Others (beyond family): Future employment:0; Trade License in his own name; He has on hand training; Skilled and working experiences (03years);	Weakness ☐ Inadequate Capital.
OPPORTUNITIES □ Location of Shop; in front of 2 schools; □ Have some fixed customers (Retail & Wholesale); □ Increasing demand; □ The Capital of the entrepreneur will be BDT 542,050 after 3 years excluding payback of investor's money.	THREATS ☐ Increase of local competitors;

Presented at 324th as Yunus Centre and 92nd In-house Executive Social Business Design Lab (GTT) on August 16, 2016 at Grameen Telecom Trust Premises

Thank you

Pictures

















উপজেলা ও জেলা ঃ গাইবানা। অর্থ বছর ঃ২০১৮-২০১৭ ইং ট্রেড লাইনেন लाइंटनणयाचीत नाम শ্রিক্তা-সামার নাম : ফি প্রদানের পরিমাণ । কোঃ প্রাপ্ত হয়ে তার ব্যব্দা/বৃত্তি/শেশা আগার্মী ে জুন ২০১১ ি ইং পর্যন্ত কালিয়ে যাবার লাইলেড প্ৰদান কৰা তলা। अधिव : ७७०

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বিচর ক্রেড সংখ্যেপন

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NID	19953212487000287
Name(bangla)	মোঃ সদির ইস্লাম
Name(english)	MD, MANIR ISLAM
Birth	02-November-1995
Father Name	মে: সাইজুল ইসলাম
Mother Name	মোখ্যঃ মিলাগ্য বেশম
Spouse Name	
Form No	31693588
Education	টাক্ত সাাধ্যমিক
Moter Area (Area Co	ode)(नार्वशिनुह (0341)
Voter Serial No.	468
Voter No	320341000213
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তাদ কাশ্রেমানটো বাংলাহমন সমস্থাতে — কি। কাইটি বাংলাভানটো বানীল আন্ত বাত পালবা কালে দিকটির কোটা অভিনে ভাষা দেভার জন অনুভাব করা হয়ে। প্রাথসকাল বার্বভীপুর, বার্বভীপুর, ভারকার বহুজতপুর কালত, বাইবাটা সমত, কাইবাটা

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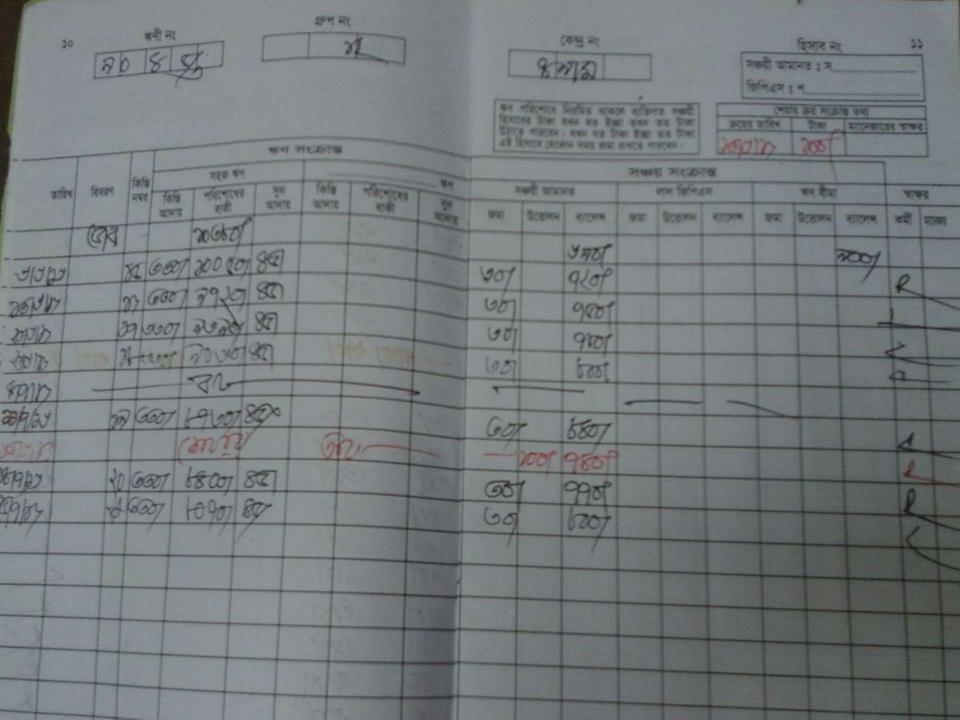


গ্রামীণ ব্যাংক

ত্লসীঘাট গাইবাজা শাখা।

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