#### Proposed NU Business Name: MS SAMI WELDING WORKSHOP



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

Project verified by: MD. Muzaharul Islam



| Brief Bio of The Proposed Nobin Udyokta  |    |  |  |  |
|--|----|--|--|--|
| Name   | :  | MD. ABDUL KADER  |  |  |
| Age  | :  | 10-05-1984(32 Years)   |  |  |
| Education, till to date  | :  | SSC  |  |  |
| Marital status   | :  | Married  |  |  |
| Children   | :  | 1 Sons   |  |  |
| No. of siblings:   | :  | 2 Brothers 1 Sisters   |  |  |
| Address  | :  | Vill: Mohipur colonee, P.O: Sherpur, P.S: Sherpur, Dist: Bogra   |  |  |
| Parent's and GB related Info<br>(i) Who is GB member<br>(ii) Mother's name<br>(iii) Father's name<br>(iv) GB member's info                                     |    | Mother Father<br><b>KODVANU</b><br><b>BODIUJJAMAN</b><br>Branch: Garidoho, Sherpur, Centre # 63(Female),<br>Member ID: 5478; No:04<br>Member since: 3-7-1992( <i>107Years</i> )<br>First Ioan: 5,000 taka. |  |  |
| Further Information:<br>(v) Who pays GB loan installment<br>(vi) Mobile lady<br>(vii) Grameen Education Loan<br>(viii) Any other loan like GB,<br>BRAC ASA etc | :: | Existing Loan: BDT 8000, Outstanding Ioan: BDT 5000<br>Father<br>No<br>No<br>No  |  |  |

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

| Present<br>Occupation(Besides own<br>business, i.e., persuading<br>further studies, other<br>business etc.) | : | Nil   |
|---|---|---|
| Business Experiences and  | : | 03 years experience in running business.                  |
| Training Info   | : | He has 8 Years training.                                  |
| Other Own/Family Sources of Income  | : | -   |
| Other Own/Family Sources<br>of Liabilities  | : | None  |
| Entrepreneur Contact No.  | : | 01731-982433  |
| Mother's Contact No.  | : | 01740-067833  |
| NU Project<br>Source/Reference  | : | Grameen Shakti Samajik Byabosha Ltd. Sherpur Unit, Bogra. |

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

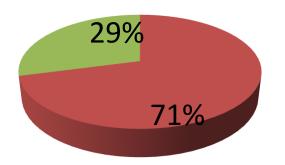
**KODVANU** joined Grameen Bank since 7 years ago. At first she took 5000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

| Proposed Nobin Udyokta Business Info              |   |   |  |  |
|---|---|---|--|--|
| Business Name                                     | : | MS SAMI WELDING WORKSHOP  |  |  |
| Location  | : | Mohipur, Sherpur  |  |  |
| Total Investment in BDT                           | : | BDT 515,000/-   |  |  |
| Financing   | : | Self BDT 365,000/-(from existing business) 71%  |  |  |
|   |   | Required Investment BDT 150,000/-(as equity) 29%  |  |  |
| Present salary/drawings from business (estimates) | : | BDT 5,000/-   |  |  |
| Proposed Salary                                   | : | BDT 5,000/-   |  |  |
| Size of shop                                      | : | 21 ft x 18 ft= 378 square ft  |  |  |
| Security of the shop                              | : | BDT 75000/-   |  |  |
| Implementation                                    | : | <ul> <li>Manufacturer of steel furniture.</li> <li>Average 35% gain on sale.</li> <li>The business is operating by entrepreneur. Existing 6 employees.</li> <li>After getting equity fund 2 employee will be appointed.</li> <li>The Shop is rented.</li> <li>Collects goods from Sherpur, Bogra</li> <li>Agreed grace period is 3 months.</li> </ul> |  |  |

| Existing Business (BDT)           |         |           |  |  |
|-----------------------------------|---------|-----------|--|--|
| Particular                        | Monthly | Yearly    |  |  |
| Revenue (sales)                   |         |           |  |  |
| Steel Furniture                   | 150,000 | 1,800,000 |  |  |
| Total Sales (A)                   | 150,000 | 1,800,000 |  |  |
| Less. Variable Expense            |         |           |  |  |
| Steel Furniture                   | 97,500  | 1,170,000 |  |  |
| Total variable Expense (B)        | 97,500  | 1,170,000 |  |  |
| Contribution Margin (CM) [C=(A-B) | 52,500  | 630,000   |  |  |
| Less. Fixed Expense               |         |           |  |  |
| Rent                              | 300     | 3,600     |  |  |
| Electricity Bill                  | 2,500   | 30,000    |  |  |
| Mobile Bill                       | 500     | 6,000     |  |  |
| Salary (self)                     | 5,000   | 60,000    |  |  |
| Transportation                    | 6,000   | 72,000    |  |  |
| salary (staff)                    | 30,000  | 360,000   |  |  |
| Entertainment                     | 500     | 6,000     |  |  |
| Guard                             | 300     | 3,600     |  |  |
| Total fixed Cost (D)              | 45,100  | 541,200   |  |  |
| Net Profit (E) [C-D)              | 7,400   | 88,800    |  |  |

| Investment Breakdown |          |          |                |  |
|----------------------|----------|----------|----------------|--|
| Particulars          | Existing | Proposed | Proposed Total |  |
| Pipe (15000 x 4.50)  | 70,000   | 50,000   | 120,000        |  |
| Door (7 x 5000)      | 35,000   | 0        | 35,000         |  |
| Window (8 x 4000)    | 32,000   | 0        | 32,000         |  |
| Gate (2 x 10000)     | 20,000   | 0        | 20,000         |  |
| Almirah (1)          | 18,000   | 0        | 18,000         |  |
| Box (5 x2800)        | 14,000   | 0        | 14,000         |  |
| Color Sheet (1 ton)  | 80,000   | 70,000   | 150,000        |  |
| Generator (1)        | 45,000   | 0        | 45,000         |  |
| Welding Machine (2)  | 40,000   | 0        | 40,000         |  |
| Dice & Others        | 11,000   | 0        | 11,000         |  |
| Square Bar           | 0        | 30,000   | 30,000         |  |
| Total                | 365,000  | 150,000  | 515,000        |  |

#### **Source of Finance**



Entrepreneur's Contribution 365,000
Investor's Investment 150,000
Total 515,000

| Financial Projection (BDT)        |         |           |           |  |  |
|-----------------------------------|---------|-----------|-----------|--|--|
| Particular                        | Monthly | 1st Year  | 2nd Year  |  |  |
| Revenue (sales)                   |         |           |           |  |  |
| Steel Furniture                   | 210,000 | 2,520,000 | 2,646,000 |  |  |
| Total Sales (A)                   | 210,000 | 2,520,000 | 2,646,000 |  |  |
| Less. Variable Expense            |         |           |           |  |  |
| Steel Furniture                   | 136,500 | 1,638,000 | 1,719,900 |  |  |
| Total variable Expense (B)        | 136,500 | 1,638,000 | 1,719,900 |  |  |
| Contribution Margin (CM) [C=(A-B) | 73,500  | 882,000   | 926,100   |  |  |
| Less. Fixed Expense               |         |           |           |  |  |
| Rent                              | 300     | 3,600     | 3,600     |  |  |
| Electricity Bill                  | 2,500   | 30,000    | 33,000    |  |  |
| Mobile Bill                       | 600     | 7,200     | 8,000     |  |  |
| Salary (self)                     | 5,000   | 60,000    | 60,000    |  |  |
| Transportation                    | 8,000   | 96,000    | 98,000    |  |  |
| salary (staff)                    | 40,000  | 480,000   | 480,000   |  |  |
| Entertainment                     | 500     | 6,000     | 7,000     |  |  |
| Guard                             | 300     | 3,600     | 4,000     |  |  |
| Non Cash Item                     |         |           |           |  |  |
| Depreciation                      | 1,417   | 17,000    | 17,000    |  |  |
| Total Fixed Cost                  | 58,617  | 703,400   | 710,600   |  |  |
| Net Profit (E) [C-D)              | 14,883  | 178,600   | 215,500   |  |  |
| Investment Payback                |         | 90,000    | 90,000    |  |  |

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

| <b>SI</b> # | Particulars                                  | Year 1 (BDT) | Year 2 (BDT) |
|-------------|--|--------------|--------------|
| 1           | Cash Inflow                                  |              |              |
| 1.1         | Investment Infusion by Investor              | 150,000      |              |
| 1.2         | Net Profit                                   | 178,600      | 215,500      |
| 1.3         | Depreciation (Non cash item)                 | 17,000       | 17,000       |
| 1.4         | Opening Balance of Cash Surplus              |              | 105,600      |
|             | Total Cash Inflow                            | 345,600      | 338,100      |
| 2           | Cash Outflow                                 |              |              |
| 2.1         | Purchase of Product                          | 150,000      |              |
| 2.2         | Payment of GB Loan                           |              |              |
|             | Investment Pay Back (Including Ownership Tr. |              |              |
| 2.3         | Fee)   | 90,000       | 90,000       |
|             | Total Cash Outflow                           | 240,000      | 90,000       |
| 3           | Net Cash Surplus                             | 105,600      | 248,100      |



### Strength **W**<sub>EAKNESS</sub> Lack of Capital/Investment Employment: Self: 01 Family:0 Others:05 Experience & Skill: 03 Years Quality goods & services; Skill and experience; THREATS **PPORTUNITIES** Theft Huge demand in the community Fire Location of shop; Political unrest Regular customers;

Pictures





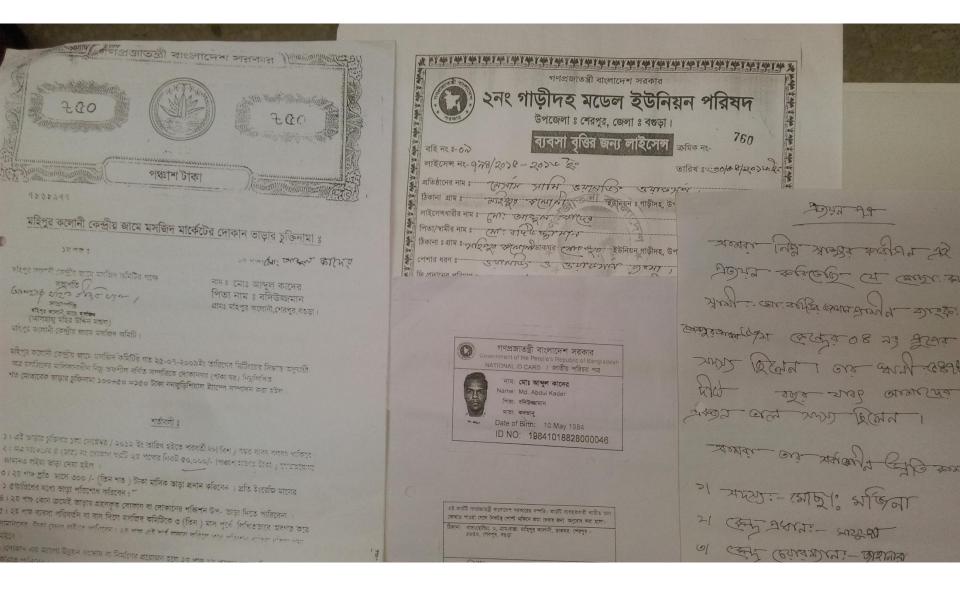












# **FAMILY PICTURE**

