#### Proposed NU Business Name: SUSMA MEDICAL HALL



Project identification and prepared by: MD Nurul Islam

Project verified by: Md Mizanur Rahman Patwary



Brief Bio of The Proposed Nobin Udyokta				
Name	:	RAMDULAL SUR		
Age	:	07-09-1989 (27 Years)		
Education, till to date	:	SSC		
Marital status	:	Married		
Children	:	1 Son &1 Daughter		
No. of siblings:	:	Brothers 1 Sister		
Address	:	Vill: Aloa Bhobani, P.O: Sontosh, P.S: Tangail, Dist: Tangail		
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 SHUSHMA BEGUM SHUSHMA BEGUM SUSHIL KUMAR SUR Branch: Raxitbelta ,Centre # 02 (Female), Member ID: 2703, Group No: 02 Member since: 01-07-1983 to 1994 <i>(11 Years)</i> First Ioan: BDT 1,000		
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 Nil, Outstanding Ioan: Nil Father N/A 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	:	18 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.	•	01719-593944
Mother's Contact No.	:	
NU Project Source/Reference	:	Grameen Shakti Samajik Byabosha Ltd. Tangail Unit, Tangail

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

**SHUSHMA SUR** joined Grameen Bank since 11 years ago. At first she took 1,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

Proposed Nobin Udyokta Business Info				
Business Name	:	SUSMA MEDICAL HALL		
Location	:			
Total Investment in BDT	:	BDT 235,000/-		
Financing	:	Self BDT 135,000/-(from existing business) 57%		
		Required Investment BDT 100,000/-(as equity) 43%		
Present salary/drawings from business (estimates)	:	BDT 5,000/-		
Proposed Salary	:	BDT 5,000/-		
Size of shop	:	5ft x 7ft= 35 square ft		
Security of the shop	:	BDT 100,000/-		
Implementation	•	<ul> <li>The business is planned to be scaled up by investment in existing goods like; Medicine etc.</li> <li>Average 15% gain on sale.</li> <li>The business is operating by entrepreneur. Existing no employee</li> <li>The shop is rented.</li> <li>Collects goods from</li> <li>Agreed grace period is 3 months.</li> </ul>		

### **Existing Business (BDT**)

Particular	Daily	Monthly	Yearly
Revenue(Sales)			
Medicine	4100	123000	1476000
Total Sales (A)	4100	123000	1476000
Less Variable Expense			
Medicine	3485	104550	1254600
Total variable Expense (B)	3,485	104550	1254600
Contribution Margin (CM) [C=(A-B)	615	18450	221400
Less Variable Expense			
Rent		4,500	54000
Electricity bill		500	6000
Transportation		1,000	12000
Salary (self)		5000	60000
Entertainment		500	6000
Guard		140	1680
Mobile bill		300	3600
Total fixed cost (D)		11,940	143280
Net Profit (E)= [C-D]		6,510	78120

Investment Breakdown				
Particulars	Existing	Proposed	Total	
Malamain	4,050		4050	
Paraciatamol	2,000	0	2000	
Syrap,vitamin	20,000		20000	
Selfonic	9,590	0	9590	
Zink syrap	360	0	360	
Omi pasol	8,000	0	8000	
Others	40,000	0	40000	
Almirah,fan etc	51000		51000	
Other madicines		100000	100000	
	135,000	100,000	235000	

### **Source of Finance**



Financial Projection (BDT)				
Paticular	Daily	Monthly	Year1	Year 2
Revenue(Sales)				
Medicine	5600	168000	2016000	2116800
Total Sales (A)	5600	168000	2016000	2116800
Less Variable Expense				
Medicine	4760	142800	1713600	1799280
Total variable Expense (B)	4,760	142800	1713600	1799280
Contribution Margin (CM) [C=(A-B)	840	25200	302400	317520
Less Variable Expense				
Rent		4,500	15,000	15,000
Electricity bill		700	8400	8600
Transportation		1,500	18,000	18,500
Salary (self)		5000	60000	60000
Entertainment		500	6000	6000
Guard		140	1680	1680
Mobile bill		350	4200	4300
Total fixed cost (D)		12,550	111,600	112,400
Net Profit (E)= [C-D]		12650	151800	205,120
Investment Payback			60,000	60,000

Cash flow projection on business plan (rec. & Pay)				
SR#	Particulars	Year 1 (BDT)	Year 2 (BDT)	
1	Cash Inflow			
1.1	Investment Infusion by Investor	100,000		
1.2	Net Profit	151,800	205,12	
1.3	Depreciation (Non cash item)			
1.4	Opening Balance of Cash Surplus		91,80	
	Total Cash Inflow	251800	29692	
2	Cash Outflow			
2.1	Purchase of Product	100,000		
2.2	Payment of GB Loan			
2.2	Investment Pay Back (Including	60000	6000	
2.3	Ownership Tr. Fee) Total Cash Outflow	60000	6000 6000	
3	Net Cash Surplus	91,800	23692	



# **S**<sub>trength</sub>

Employment: Self: 01 Family:0 Others:1 Experience & Skill : 10Years Quality goods & services; Skill and experience;

## **W**<sub>EAKNESS</sub>

Lack of Capital/Investment

# **O**<sub>PPORTUNITIES</sub>

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

### THREATS

Theft Fire Political unrest Pictures















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		(familials) but date mate stone on(min) address to

# **FAMILY PICTURE**

