#### **Proposed NU Business Name: NEW MAYER ACHOL**



Project identification and prepared by: Abu Salek, Dagonvuiyan Unit, Feni

Project verified by: Shushanta Kumar Bishash



| Brief Bio of The Proposed Nobin Udyokta   |       |  |  |  |  |
|---|-------|--|--|--|--|
| Name  | :     | MD. JULAS UDDIN  |  |  |  |
| Age   | :     | 04-08-1991 (25 Years)  |  |  |  |
| Education, till to date   | :     | SSC  |  |  |  |
| Marital status  | :     | Unmarried  |  |  |  |
| Children  | :     | -  |  |  |  |
| No. of siblings:  | :     | 1 Sister 1 Brother   |  |  |  |
| Address   | :     | Vill: Khushipur, P.O: Gojaria, P.S: Dagonbhuiyan, Dist: Feni   |  |  |  |
| 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  BIBI KULSUM  ABUL BASAR  Branch: Talora Dupchachia, Centre # 45(Female),  Member ID: 3485, Group No: 01  Member since: 1990(26Years)  First loan: BDT - 12000 |  |  |  |
| 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 120,000, Outstanding loan: 68120 Mother 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  | : | 7 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.  | : | 01831-043234  |
| Mother's Contact No.  | : | 01814-962421  |
| NU Project<br>Source/Reference  | : | Grameen Shakti Samajik Byabosha Ltd. Dagonvuiyan Unit, Feni |

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

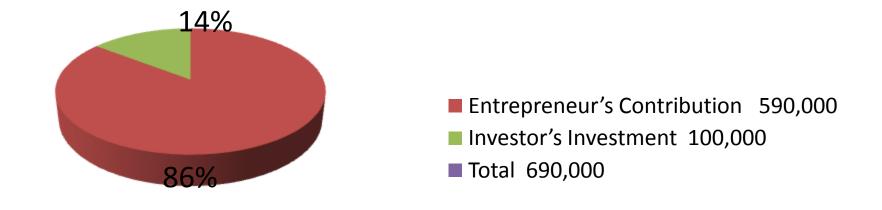
**BIBI KULSUM** joined Grameen Bank since 26 years ago. At first she took 12000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

| Proposed Nobin Udyokta Business Info              |    |   |  |  |
|---|----|---|--|--|
| Business Name                                     | :  | NEW MAYER ACHOL   |  |  |
| Location  | :  | National plaza, dagonvuiyan, Feni   |  |  |
| Total Investment in BDT                           | :  | BDT 690,000/-   |  |  |
| Financing   | :  | Self BDT 590,000/-(from existing business) 86% Required Investment BDT 100,000/-(as equity) 14%   |  |  |
| Present salary/drawings from business (estimates) | •  | BDT 5,000/-   |  |  |
| Proposed Salary                                   | :  | BDT 5,000/-   |  |  |
| Size of shop                                      | :  | 12 ft x 7 ft= 84 square ft  |  |  |
| Security of the shop                              | :  | -   |  |  |
| Implementation                                    | •• | <ul> <li>The business is planned to be scaled up by investment in existing goods like; Shari etc.</li> <li>Average 10% gain on sale.</li> <li>The business is operating by entrepreneur. Existing 1 employee</li> <li>After getting equity fund 1 employee will be appointed.</li> <li>The shop is rented.</li> <li>Collects goods from Dhaka.</li> <li>Agreed grace period is 3 months.</li> </ul> |  |  |

| Existing Bu                       | siness (BDT) |         |           |
|-----------------------------------|--------------|---------|-----------|
| Particular                        | Daily        | Monthly | Yearly    |
| Revenue (sales)                   |              |         |           |
| Cloths                            | 8,800        | 264,000 | 3,168,000 |
| Total Sales (A)                   | 8,800        | 264,000 | 3,168,000 |
| Less. Variable Expense            |              |         |           |
| Cloths                            | 7,920        | 237,600 | 2,851,200 |
| Total variable Expense (B)        | 7,920        | 237,600 | 2,851,200 |
| Contribution Margin (CM) [C=(A-B) | 880          | 26,400  | 316,800   |
| Less. Fixed Expense               |              |         |           |
| Rent                              |              | 6,000   | 72,000    |
| Electricity Bill                  |              | 1,000   | 12,000    |
| Mobile Bill                       |              | 500     | 6,000     |
| Salary (self)                     |              | 5,000   | 60,000    |
| Transportation                    |              | 1,000   | 12,000    |
| Entertainment                     |              | 500     | 6,000     |
| Salary (staff)                    |              | 3,000   | 36,000    |
| Guard                             |              | 100     | 1,200     |
| Generator                         |              | 200     | 2,400     |
| Total fixed Cost (D)              |              | 17,300  | 207,600   |
| Net Profit (E) [C-D)              |              | 9,100   | 109,200   |

|              |      |       | Investment | Break | down     |         |          |  |
|--------------|------|-------|------------|-------|----------|---------|----------|--|
| Existing     |      |       |            |       | Proposed |         |          |  |
| Particulars  | Qty. | Unit  | Amount     | Qty   | Unit     | Amount  | Proposed |  |
|              |      | Price | (BDT)      |       | Price    | (BDT)   | Total    |  |
| Large Sharee | 30   | 7000  | 210,000    | 5     | 7,000    | 35,000  | 245,000  |  |
| Three Piece  | 200  | 1100  | 220,000    | 20    | 1,500    | 30,000  | 250,000  |  |
| Print Sharee | 325  | 400   | 130,000    | 10    | 2,700    | 27,000  | 157,000  |  |
| Lungi        | 100  | 300   | 30,000     | 8     | 1,000    | 8,000   | 38,000   |  |
| Total        | 655  |       | 590,000    | 43    |          | 100,000 | 690,000  |  |

#### **Source of Finance**



| Financia                          | l Projecti | on (BDT) |           |           |
|-----------------------------------|------------|----------|-----------|-----------|
| Particular                        | Daily      | Monthly  | 1st Year  | 2nd Year  |
| Revenue (sales)                   |            |          |           |           |
| Cloths                            | 12,000     | 360,000  | 4,320,000 | 4,536,000 |
| Total Sales (A)                   | 12,000     | 360,000  | 4,320,000 | 4,536,000 |
| Less. Variable Expense            |            |          |           |           |
| Cloths                            | 10,800     | 324,000  | 3,888,000 | 4,082,400 |
| Total variable Expense (B)        | 10,800     | 324,000  | 3,888,000 | 4,082,400 |
| Contribution Margin (CM) [C=(A-B) | 1,200      | 36,000   | 432,000   | 453,600   |
| Less. Fixed Expense               |            |          |           |           |
| Rent                              |            | 6,000    | 72,000    | 72,000    |
| Electricity Bill                  |            | 1,000    | 12,000    | 13,000    |
| Mobile Bill                       |            | 600      | 7,200     | 8,000     |
| Salary (self)                     |            | 5,000    | 60,000    | 60,000    |
| Transportation                    |            | 1,500    | 18,000    | 20,000    |
| Entertainment                     |            | 500      | 6,000     | 7,000     |
| Salary (staff)                    |            | 6,000    | 72,000    | 72,000    |
| Guard                             |            | 100      | 1,200     | 1,200     |
| Generator                         |            | 200      | 2,400     | 2,400     |
| Total Fixed Cost                  |            | 20,900   | 250,800   | 255,600   |
| Net Profit (E) [C-D)              |            | 15,100   | 181,200   | 198,000   |
| 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                                   | 181,200      | 198,000      |
| 1.3 | Depreciation (Non cash item)                 |              | -            |
| 1.4 | Opening Balance of Cash Surplus              |              | 121,200      |
|     | Total Cash Inflow                            | 281,200      | 319,200      |
| 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                             | 121,200      | 259,200      |

### **SWOT ANALYSIS**

# Strength

Employment: Self: 01 Family:0 Others:02

Experience & Skill: 07 Years

Quality goods & services;

Skill and experience;

# WEAKNESS

Lack of Capital/Investment

# **O**PPORTUNITIES

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

### THREATS

Theft

Fire

Political unrest

# Pictures







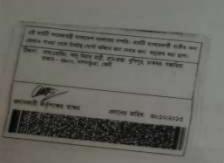














বিদমিলাহিত বাহমানির রাইট্ম সহায়ী সোকান যর ভাড়ার চ্রক্তিপত্র

মো কালী সাইকুর বহমান, পিলা- যুক আবনুৰ মাান, লালে- বেইচা, শানা/উপজেলা/পেটি- নাগানত্ हमगा-क्स्मी।

2म लक/ चारक माहि

মোর জুলাল উদ্দিদ, বিভা: অতুল বংশার, সাং- সং খুলিপুর, পো: গাজারিয়া বাজার, বাদা/উল্বে मामनकृत्वा, दक्षमा-दक्षमी ।

২য় পক্ষ খনের ভাঞার্য

প্রম কলনাময় মহান সৃষ্টি কর্তার দামে আঞ্চিনা ফুডিপারের বহান শিকা আলম করিকেছি ছে, ত ১২ শক আপনার মালিকানাধীন চৌধুৱী হাট সভকের পূর্ব গার্ছে নিমু তপাছল বনিত সম্পরিতে জা ন্যাশনাল প্লাক্তার মাজিক নবলকার ও কর্যাবিকারী। ১ম পক্ষ উত্ত ন্যাশনাল প্লাক্তার উত্তর সাহিত্য -দিক থেকে ১নং কক ১ই ফুট 🗙 🖟 ফুট ভাড়া দিতে বজাৰ করাত ২ত শব্দ উক্ত দোকান মনটি আড়া সম্মত ব্ওহায় আমবা উভয় পৃক্ষ সৰ্ব স্থাতিকামে নিমুখণিত শার্ত সাপেকে অব চুক্তিপত্তর সম্পাদান আমি ২৪ পক আপনি ১ম প্ৰেব নিকট হইতে তফ্সিল ব্ৰিভি কক্ষটি অস্থায়ীয়ালে আয়ু নিসমে।

- ১, জর মুক্তিশতরের মেয়াল ০১/১২/২০১৫ইং তারিব মেকে ৩০/১২/২০১৮ইং পর্যন্ত ৩(তিন) ২ জন্য বলবং বাকিবে। চুকিপ্তের মেয়ান শেষ হওয়ার পর ১২ গকের সহিত আলোচনা স পুদরার সুক্তিপত্র হবে।
- ২ত পঞ্চ আড়াটিয় খবের কোন প্রকার পরিবর্তন, পরিবর্থন করিছে পারিকেয়। করিছে হই. পক্ষের অনুমতি সাপেছে করিতে হটবে।

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# **FAMILY PICTURE**

