Proposed NU Business Name: MANIK KHAN CIRAMICS TAILS



Project identification and prepared by: Md. Raju Ahmed, Nobabgonj Unit, Dhaka

Project verified by: Shushanto Kumar Bishwas



Brief Bio of The Proposed Nobin Udyokta					
Name	:	MD. MANIK KHAN			
Age	:	02-03-1982 (34 Years)			
Education, till to date	:	Class 8			
Marital status	:	Married			
Children	:	1 Daughter 1 Sons			
No. of siblings:	:	2 Brothrs			
Address	:	Vill: Borobraha, P.O: Braha, P.S: Nobabgonj, Dist: Dhaka			
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 KONA BEGUM LATE MAKHON KHAN Branch: Komorgonj, Centre # 27(Female), Member ID: 6667/1, Group No: 09 Member since: 01/01/1991 (25 Years) First loan: BDT 2,000			
Further Information:		Existing Loan: BDT 50000, Outstanding loan: 34048			
(v) Who pays GB loan installment (vi) Mobile lady	: :	Father			
(vii) Grameen Education Loan		No 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	:	8 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.	:	01857154939
Mother's Contact No.	:	01930056166
NU Project Source/Reference	•	Grameen Shakti Samajik Byabosha Ltd. Nobabgonj Unit, Dhaka

BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

KONA BEGUM joined Grameen Bank since 25 years ago. At first she took 2,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

Proposed Nobin Udyokta Business Info				
Business Name	:	MANIK KHAN CIRAMICS TAILS		
Location	:	Komorgonj bajar, nobabgonj, Dhaka		
Total Investment in BDT	:	BDT 420,000/-		
Financing	:	Self BDT 340,000/-(from existing business) 81% Required Investment BDT 80,000/-(as equity) 19%		
Present salary/drawings from business (estimates)	:	BDT 5,000/-		
Proposed Salary	:	BDT 5,000/-		
Size of shop	:	20ft x 20ft= 400square ft		
Security of the shop	•	BDT 100,000/-		
Implementation	:	 The business is planned to be scaled up by investment in existing goods like; ceramics, tiles item etc. Average 16% gain on sale. The business is operating by entrepreneur. Existing 1 employees. After getting equity fund 1 employee will be appointed. The shop is rented. Collects goods from Kodomtoli. Agreed grace period is 3 months. 		

Existing Business (BDT)					
Particular	Monthly	Yearly			
Revenue (sales)					
Sanitary Item	200,000	2,400,000			
Total Sales (A)	200,000	2,400,000			
Less. Variable Expense					
Sanitary Item	168,000	2,016,000			
Total variable Expense (B)	168,000	2,016,000			
Contribution Margin (CM) [C=(A-B)	32,000	384,000			
Less. Fixed Expense					
Rent	4,500	54,000			
Electricity Bill	400	4,800			
Mobile Bill	300	3,600			
Salary (self)	5,000	60,000			
Transportation	10,000	120,000			
salary (staff)	3,000	36,000			
Entertainment	200	2,400			
Total fixed Cost (D)	23,400	280,800			
Net Profit (E) [C-D)	8,600	103,200			

Investment Breakdown							
Existing				Proposed			
Particulars	Qty.	Unit	Amount	Qty	Unit	Amount	Proposed
		Price	(BDT)		Price	(BDT)	Total
Tiles	4000	80	320,000	750	80	60,000	380,000
Door	10	2000	20,000	10	2000	20,000	40,000
Total	4010		340,000	760		80,000	420,000

Source of Finance



Financial Projection (BDT)						
Particular	Monthly	1st Year	2nd Year			
Revenue (sales)						
Sanitary Item	270,000	3,240,000	3,402,000			
Total Sales (A)	270,000	3,240,000	3,402,000			
Less. Variable Expense						
Sanitary Item	226,800	2,721,600	2,857,680			
Total variable Expense (B)	226,800	2,721,600	2,857,680			
Contribution Margin (CM) [C=(A-B)	43,200	518,400	544,320			
Less. Fixed Expense						
Rent	4,500	54,000	54,000			
Electricity Bill	400	4,800	5,500			
Mobile Bill	400	4,800	5,500			
Salary (self)	5,000	60,000	60,000			
Transportation	13,000	156,000	160,000			
salary (staff)	6,000	72,000	72,000			
Entertainment	200	2,400	2,400			
Total Fixed Cost	29,500	354,000	359,400			
Net Profit (E) [C-D)	13,700	164,400	184,920			
Investment Payback		48,000	48,000			

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	80,000	
1.2	Net Profit	164,400	184,920
1.3	Depreciation (Non cash item)		-
1.4	Opening Balance of Cash Surplus		116,400
	Total Cash Inflow	244,400	301,320
2	Cash Outflow		
2.1	Purchase of Product	80,000	
2.2	Payment of GB Loan		
	Investment Pay Back (Including Ownership Tr.		
2.3	Fee)	48,000	48,000
	Total Cash Outflow	128,000	48,000
3	Net Cash Surplus	116,400	253,320

SWOT ANALYSIS

STRENGTH

Employment: Self: 01 Family:0 Others:02

Experience & Skill: 08 Years

Quality goods & services;

Skill and experience;

WEAKNESS

Lack of Capital/Investment

OPPORTUNITIES

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

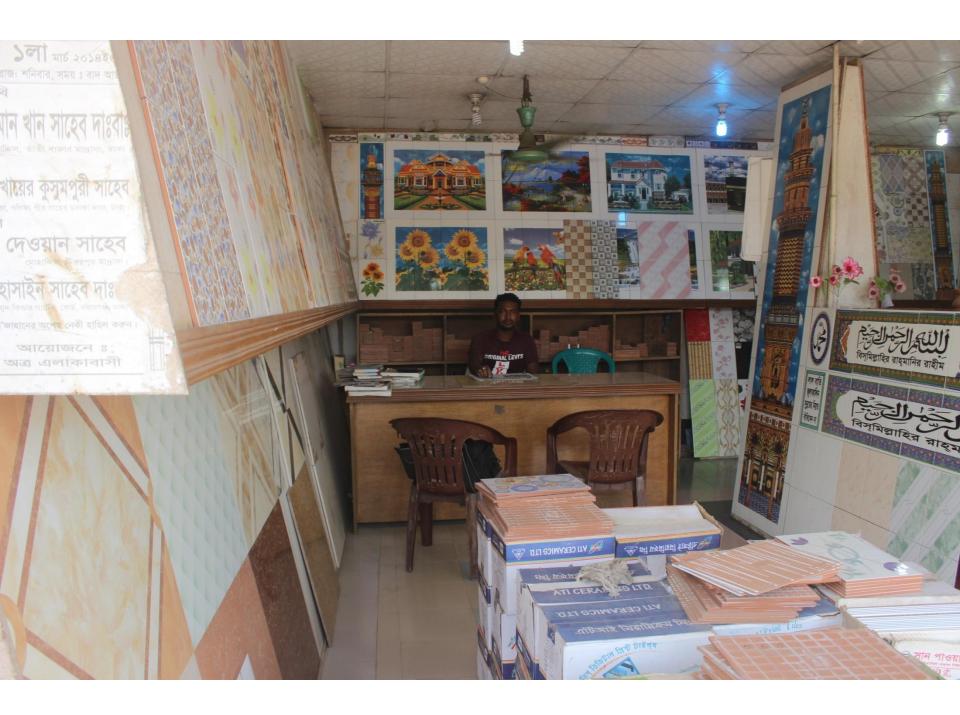
THREATS

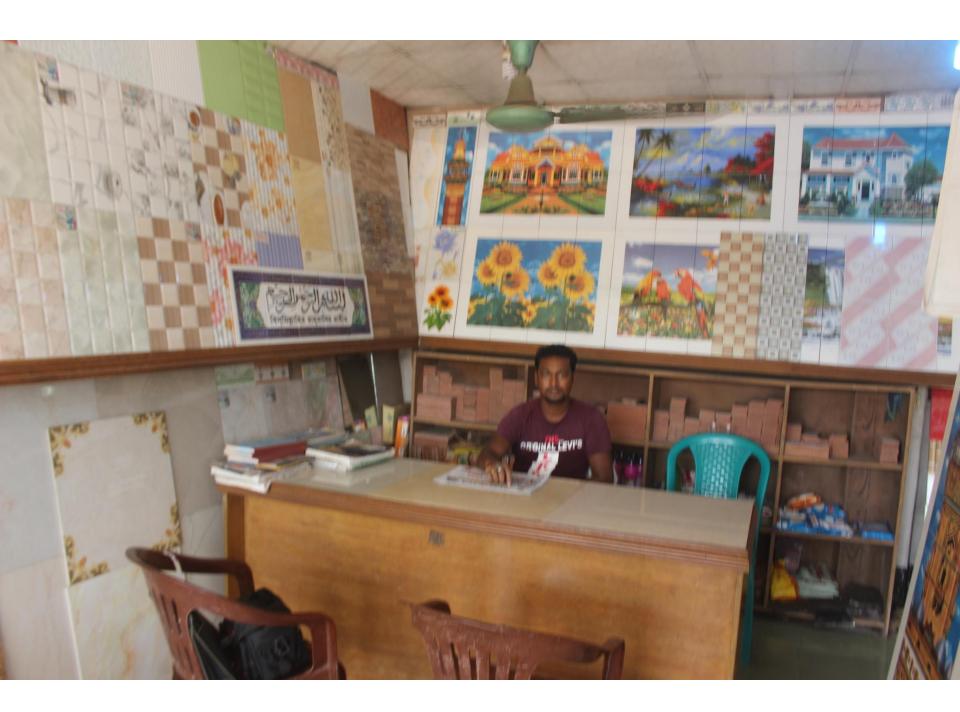
Theft

Fire

Political unrest

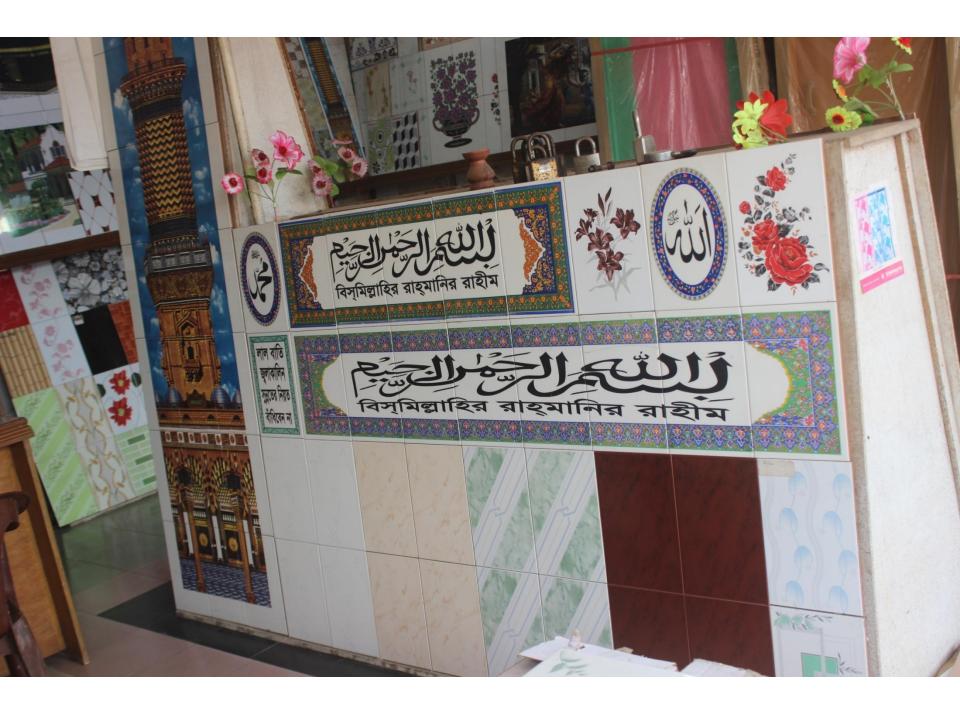
Pictures











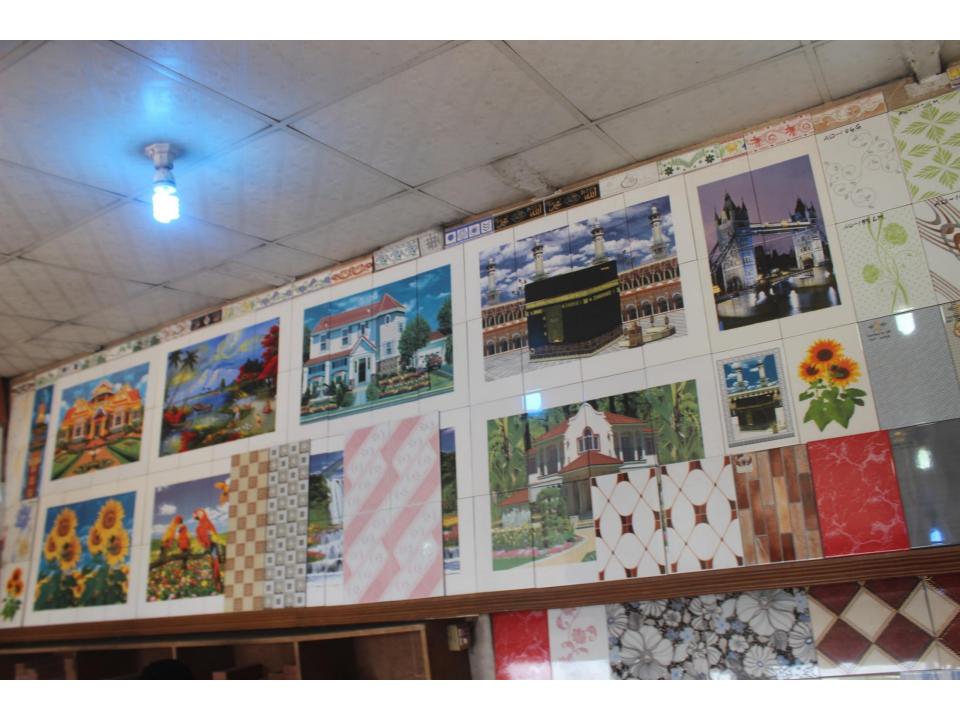


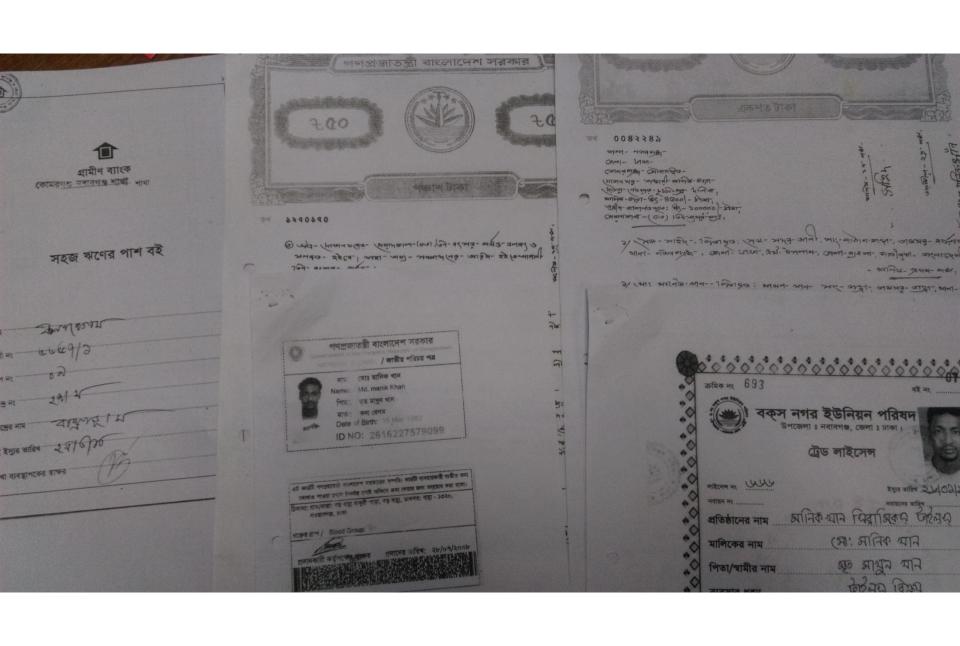












FAMILY PICTURE

