#### **Proposed NU Business Name: MOHOL TELECOM**



Project identification and prepared by: Md Nurul Islam, Kaliakoir Unit, Gazipur

Project verified by: Md Mizanur Rahman Patowary



Brief Bio of The Proposed Nobin Udyokta				
Name	:	MD MOHOL KHAN		
Age	:	25-09-1989 (27 Years)		
Education, till to date	:	B.A		
Marital status	••	Married		
Children	:	01 Son		
No. of siblings:	:	01 Brother 2 Sisters		
Address	:	Vill: Rakhalia Chala P.O: Mouchak, P.S: Kaliakoir , Dist: Gazipur		
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  MS SHEFALI KHANOM  MD SHAHIDUL ISLAM (KHAN)  Branch: Mouchak, Kalakoir, Centre # 81 (Female),  Member ID: 9754, Group No: 05  Member since: 15-04-13 (03 Years)  First loan: BDT		
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 80000, Outstanding loan: 10000 Father 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	••	10 years experience in running business. Own business 10 Years
Training Info	:	He has no training.
Other Own/Family Sources of Income	:	-
Other Own/Family Sources of Liabilities	•	None
Entrepreneur Contact No.		01718-226788
Mother's Contact No.	:	01922-755914
NU Project Source/Reference	•	Grameen Shakti Samajik Byabosha Ltd Kalakoir Unit, Gazipur

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

**MS SHEFALI KHANOM** joined Grameen Bank since 03years ago. At first she took 10,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

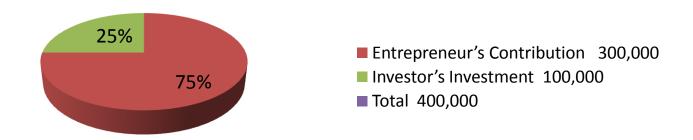
1 Toposed Hobiii Odyokta Basiiiess iiiio					
Business Name	•	MOHOL TELECOM			
Location	:	Rakhalia Chala, Kalaikoir, Gazipur			
Total Investment in BDT	:	BDT 400,000/-			
Financing	:	Self BDT 300,000/-(from existing business) 75% Required Investment BDT 100,000/-(as equity) 25%			
Present salary/drawings from business (estimates)	:	BDT 5,000/-			
Proposed Salary	:	BDT 5,000/-			
Size of shop	:	10ft x 08ft = 80 square ft			
Implementation	:	<ul> <li>The business is planned to be scaled up by investment in existing goods like; Soap, paste, Soft drinks, small bulb etc.</li> <li>Average 15% gain on sale.</li> <li>The business is operating by entrepreneur. Existing no employee.</li> <li>The shop is own.</li> <li>Collects goods from Shafipur</li> <li>Agreed grace period is 3 months.</li> </ul>			

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

	1		
Particular	Daily	Monthly	Yearly
Revenue(Sales)			
Soap, paste, Soft drinks, small bulb etc.	2600	78000	936000
Bikash	65	1950	23400
Flexiload	74	2220	26640
Total Sales (A)	2739	82170	986040
Less Variable Expense			
Soap, paste, Soft drinks, small bulb etc.	2210	66300	795600
Total variable Expense (B)	2,210	66300	795600
Contribution Margin (CM) [C=(A-B)	529	15870	190440
Less Variable Expense			
Rent		1,200	14400
Electricity bill		300	3600
Transportation		300	3600
Salary (self)		5000	60000
Entertainment		100	1200
Guard		120	1440
Generator		100	1200
Mobile bill		200	2400
Total fixed cost (D)		7,220	86640
Net Profit (E)= [C-D]		8,650	103800

Investment Breakdown							
	Exist	ting	Proposed				
Particulars	Qty	Unit Price	Amount	Qty	Unit Price	Amount	Proposed
			(BDT)	-		(BDT)	Total
Soap	20	35	700	0	0	0	700
Paste	22	75	1,650	0	0	0	1,650
Switch	16	150	2,400	0	0	0	2,400
Energy bulb	12	200	2,400	0	0	0	2,400
Small bulb	12	25	300	0	0	0	300
Soft drinks	0	0	9,000	0	0	0	9,000
Drinking water	28	120	3,360	0	0	0	3,360
Agor ,salt,biscuit etc	0	0	2,000	0	0	0	2,000
Bikash & Flexiload	0	0	66,000	0	0	75,000	141,000
Sim	45	164	7,380	0	0	25,000	32,380
Memory card	24	200	4,800			0	4,800
Security			100,000			0	100,000
Total		969	200,000	0	0	100,000	300,000

### **Source of Finance**



Financial Projection (BDT)				
Paticular	Daily	Monthly	Year1	Year 2
Revenue(Sales)				
Soap, paste, Soft drinks, small bulb etc.	4200	126000	1512000	1587600
Bikash	85	2550	30600	32130
Flexiload	82	2460	29520	30996
Total Sales (A)	4367	131010	1572120	1650726
Less Variable Expense				
Soap, paste, Soft drinks, small bulb etc.	3570	107100	1285200	1349460
Total variable Expense (B)	3,570	107100	1285200	1349460
Contribution Margin (CM) [C=(A-B)	797	23910	286920	301266
Less Variable Expense				
Rent		1,200	14,400	14,400
Electricity bill		500	6000	6,500
Transportation		500	6000	6,500
Salary (self)		5000	60000	60,000
Entertainment		100	1200	1,200
Guard		120	1440	1,440
Generator		100	1200	1,200
Mobile bill		300	3600	3,800
Total fixed cost (D)		7,700	92400	93,600
Net Profit (E)= [C-D]		16210	194520	207,666

60,000

60,000

Investment Payback

### 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	194,520	207,666
1.3	Depreciation (Non cash item)		
1.4	Opening Balance of Cash Surplus		134,520
	Total Cash Inflow	294520	342186
2	Cash Outflow		
2.1	Purchase of Product	100,000	
2.2	Payment of GB Loan		
2.3	Investment Pay Back (Including Ownership Tr. Fee)	60000	60000
	Total Cash Outflow	160,000	60000
3	Net Cash Surplus	134,520	282186

### SWOT ANALYSIS

# Strength

Employment: Self: 01 Family:0 Others:0

Experience & Skill: 10 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















# **FAMILY PICTURE**

