## Proposed NU Business Name: MAYER ACHOL



Project identification and prepared by: Md Hafizur Rahman, Mowna Unit, Gazipur

Project verified by: Md Rafiqul Islam

Brief Bio of The Proposed Nobin Udyokta

| Name | $:$ | ARIFUL ISLAM |
| :--- | :--- | :--- |
| Age | $:$ | $08-11-1993$ (23 Years) |
| Education, till to date | $:$ | SSC |
| Marital status | $:$ | Married |
| Children | $:$ | 1 Son |
| No. of siblings: | 2 Brothers 4 Sisters |  |
| Address | Vill: Dhanua, P.o: Gazipur ,P.S: Sreepur, Dist: Gazipur |  |
| Parent's and GB related Info | $:$ |  |
| (i) Who is GB member | $:$ | Mother $\quad$ CHAYMON NESA |
| (ii) Mother's name | $:$ MD MOFIZ UDDIN |  |
| (iii) Father's name |  |  |
| (iv) GB member's info | $:$ | Branch: Gazipur,Sreepur, Centre \# 69 (Female), |
|  |  | Member ID: 1416, Group No: 07 |
|  | Member since:24-06-2011 (05 Years) |  |
|  | First loan: BDT 10000 |  |
| Further Information: | Existing Loan: BDT 10000, Outstanding loan: Nil |  |
| (v) Who pays GB loan installment | $:$ | Father |
| (vi) Mobile lady | No |  |
| (vii) Grameen Education Loan | $:$ | No |
| (viii) Any other loan like GB, | $:$ | No |
| BRAC ASA etc.. |  |  |

## 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 <br> Training Info | $:$ | 02 years experience in running business. Own business 02 |
| Other Own/Family Sources <br> of Income | $:$ | He has no training. |
| Other Own/Family Sources <br> of Liabilities | $:$ | None |
| Entrepreneur Contact No. | $:$ | 01723-768855 |
| Mother's Contact No. | $:$ |  |
| NU Project <br> Source/Reference | $:$ | Grameen Shakti Samajik Byabosha Ltd Mowna Unit, Gazipur |

## BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

CHAYMON NESA joined Grameen Bank since 05 years ago. At first she took 10000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

## Proposed Nobin Udyokta Business Info

| Business Name | : | MAYER ACHOL |
| :---: | :---: | :---: |
| Location | : | Zoina Baazar |
| Total Investment in BDT | : | BDT 500,000/- |
| Financing | : | Self BDT 400,000/-(from existing business) 80\% Required Investment BDT 100,000/-(as equity) 20\% |
| Present salary/drawings from business (estimates) | : | BDT 5,000/- |
| Proposed Salary | : | BDT 5,000/- |
| Size of shop | : | $12 \mathrm{ft} \mathrm{x} 12 \mathrm{ft}=144$ square ft |
| Implementation | : | -The business is planned to be scaled up by investment in existing goods like; Shirt, pant, three piece, ganji, panjabi, etc <br> -Average 20\% gain on sale. <br> -The business is operating by entrepreneur. Existing no employee. <br> - One will be appointed after getting equity money. <br> - The shop is rented. <br> - Collects goods from Dhaka <br> -Agreed grace period is 3 months. |

## Existing Business (BDT)

| Particular | Daily | Monthly | Yearly |
| :--- | ---: | ---: | ---: |
| Revenue(Sales) |  |  |  |
| Shirt, pant, three piece, ganji, panjabi, etc | 3500 | 105000 | 1260000 |
| Total Sales (A) | 3500 | 105000 | 1260000 |
| Less Variable Expense |  |  |  |
| Shirt, pant, three piece, ganji, panjabi, etc | 2800 | 84000 | 1008000 |
| Total variable Expense (B) | 2,800 | 84000 | 1008000 |
| Contribution Margin (CM) [C=(A-B) | 700 | 21000 | 252000 |
| Less Variable Expense |  |  |  |
| Rent |  | 2,500 | 30000 |
| Electricity bill |  | 1000 | 12000 |
| Transportation |  | 2,000 | 24000 |
| Salary (self) |  | 5000 | 60000 |
| Entertainment |  | 300 | 3600 |
| Guard |  | 250 | 3000 |
| generator |  | 300 | 3600 |
| Mobile bill |  | 300 | 3600 |
| Total fixed cost (D) |  | 11,350 | 136200 |
| Net Profit (E)= [C-D] | 9,650 | 115800 |  |

## Investment Breakdown

| Existing |  |  |  | Proposed |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Particulars | Qty. | Unit Price | Amount | Qty | Unit Price | Amount <br> (BDT) | $\begin{gathered} \hline \text { Proposed } \\ \hline \text { Total } \\ \hline \end{gathered}$ |
|  |  |  | (BDT) |  |  |  |  |
| Shirt | 130 | 350 | 45,500 | 100 | 350 | 35,000 | 80,500 |
| Pant | 149 | 500 | 74,500 | 80 | 500 | 40,000 | 114,500 |
| Three piece | 50 | 800 | 40,000 | 30 | 800 | 24,000 | 64,000 |
| Genji | 80 | 130 | 10,400 | 0 | 0 | 0 | 10,400 |
| Baby cloth | 100 | 180 | 18,000 | 0 | 0 | 1,000 | 0 |
| Panjabi |  | 0 | 11,600 | 0 | 0 | 0 | 11,600 |
| Security | 0 | 0 | 200,000 |  |  | 0 | 200,000 |
| Total | 509 | 0 | 400,000 | 210 | 0 | 100,000 | 500,000 |

## Source of Finance



■ Entrepreneur's Contribution 400,000

- Investor's Investment 100,000

■ Total 500,000

## Financial Projection (BDT)

| Paticular | Daily | Monthly | Year1 | Year 2 |
| :--- | ---: | ---: | ---: | ---: |
| Revenue(Sales) |  |  |  |  |
| Shirt, pant, three piece, ganji, panjabi, etc | 7400 | 222000 | 2664000 | 2797200 |
| Total Sales (A) | 7400 | 222000 | 2664000 | 2797200 |
| Less Variable Expense |  |  |  |  |
| Shirt, pant, three piece, ganji, panjabi, etc | 6290 | 188700 | 2264400 | 2377620 |
| Total variable Expense (B) | 6,290 | 188700 | 2264400 | 2377620 |
| Contribution Margin (CM) [C=(A-B) | 1,110 | 33300 | 399600 | 419580 |
| Less Variable Expense |  |  |  |  |
| Rent |  | 2,500 | 30000 | 30,000 |
| Electricity bill |  | 1400 | 16800 | 17000 |
| Transportation |  | 2,400 | 28,800 | 29,200 |
| Salary (self) |  | 5000 | 60000 | 60000 |
| Salary(Staff) |  | 3000 | 36000 | 36000 |
| Entertainment |  | 300 | 3600 | 3600 |
| Guard |  | 250 | 3000 | 3000 |
| generator |  | 300 | 3600 | 3600 |
| Mobile bill |  | 350 | 4200 | 4300 |
| Total fixed cost (D) |  | 15,250 | 183,000 | 183,700 |
| Net Profit (E)= [C-D] |  | 18050 | 216600 | 235,880 |
| 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 | 65,400 | 68,670 |
| 1.3 | Depreciation (Non cash item) |  |  |
| 1.4 | Opening Balance of Cash Surplus |  | 5,400 |
|  | Total Cash Inflow | 165400 | 74070 |
| 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 | 5,400 | 14070 |

## SWOT ANALYSIS

| TRENGTH | Lack of Capital/Investment |
| :--- | :--- |
| Employment: Self: 01 Family:0 Others:0 |  |
| Experience \& Skill : 05 Years |  |
| Quality goods \& services; |  |
| Skill and experience; |  |
| PPORTUNITIES | Theft |
| Huge demand in the community | Fire <br> Location of shop; <br> Regular customers; |

## Pictures







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=== দোকান घরের মালিক-১ জন।

## रड्र भ/

 গাজীপুর, থানা- শ্রীপুর, জেनা- গাজীপুর, ধর্ম- ইসলাম, পেশা- ব্যবসা, জাতীয়তা- বাংলাদেশী।
$==$ দোকান ঘরের ডাড়াঢিয়া-১ জন।

 মহা সড়কের পূর্ব পার্শ্বে নয়েছ টাওয়ারেে দোকান ঘর ভাড়া প্রদান কর্রার প্রকাশ্যে ঘোষনা করিলে তাপনি
 খোলামেলা জানোচনার ভিত্তিতে নিমৃলিখিত শর্ত সাপেক্ছে ঘর্গানা ভাড়া প্রদান করি।

## FAMILY PICTURE



