#### **Proposed NU Business Name: AMIT VARIETIES STORE**



Project identification and prepared by: Md. Shohidul Islam, Bagha Unit, Rajshahi

Project verified by: MD. Abdul MannanTalukdar



| Brief Bio of The Proposed Nobin Udyokta   |       |   |  |  |
|---|-------|---|--|--|
| Name  | :     | SREE AMIT KUMAR DAS   |  |  |
| Age   | :     | 17-12-1988 (28 Years)   |  |  |
| Education, till to date   | :     | SSC   |  |  |
| Marital status  | :     | Unmarried   |  |  |
| Children  | :     | N/A   |  |  |
| No. of siblings:  | :     | 1 Brothers & 1 Sister   |  |  |
| Address   | :     | Vill: Aranee south para, P.O: Aronee, P.S: Bagha, Dist: Rajshahi  |  |  |
| 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  SREEMOTI DIPALEE RANI DAS  SREE ALOK KUMAR DAS  Branch: Aronee, bagha, Centre # 11(Female),  Member ID: 6321, Group No: 04  Member since: 20-05-2004 (12 Years)  First loan: BDT 20000 |  |  |
| 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 100000, Outstanding Ioan: BDT NIL 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  | : | 9 years experience in running business.                   |
| Training Info   | : | He has 5 Years training.                                  |
| Other Own/Family Sources of Income  | : | -   |
| Other Own/Family Sources of Liabilities   | : | None  |
| Entrepreneur Contact No.  | : | 01737-667584  |
| Mother's Contact No.  | : | 01719-242870  |
| NU Project<br>Source/Reference  | : | Grameen Shakti Samajik Byabosha Ltd. Bagha Unit, Rajshahi |

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

**SREEMOTI DIPALEE RANI DAS** joined Grameen Bank since 12 years ago. At first she took 20000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

| Proposed Nobin Udyokta Business Info              |            |   |  |
|---|------------|---|--|
| Business Name                                     | <b> </b> : | AMIT VARIETIES STORE  |  |
| Location  | :          | Aronee pouro Bazar, Aronee, Bagha, Rajshahi   |  |
| Total Investment in BDT                           | :          | BDT 90000/-   |  |
| Financing   | :          | Self BDT 40000/-(from existing business) 56% Required Investment BDT 50,000/-(as equity) 44%  |  |
| Present salary/drawings from business (estimates) | :          | BDT 5,000/-   |  |
| Proposed Salary                                   | :          | BDT 5,000/-   |  |
| Size of shop                                      | :          | 10ft x 12ft= 120square ft   |  |
| Security of the shop                              | :          | BDT 20,000/-  |  |
| Implementation                                    | :          | <ul> <li>The business is planned to be scaled up by investment in existing goods like; Grocery item 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 Bagha.</li> <li>Agreed grace period is 3 months.</li> </ul> |  |

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

| Particular                                      | Daily | Monthly | Yearly |
|---|-------|---------|--------|
| Revenue(Sales)                                  |       |         |        |
| Energy bulb, Mobile battery, Biscuit, Chips etc | 2600  | 78000   | 936000 |
| Total Sales (A)                                 | 2600  | 78000   | 936000 |
| Less Variable Expense                           |       |         |        |
| Energy bulb, Mobile battery, Biscuit, Chips etc | 2210  | 66300   | 795600 |
| Total variable Expense (B)                      | 2,210 | 66300   | 795600 |
| Contribution Margin (CM) [C=(A-B)               | 390   | 11700   | 140400 |
| Less Variable Expense                           |       |         |        |
| Rent  |       | 1,000   | 12000  |
| Electricity bill                                |       | 300     | 3600   |
| Transportation                                  |       | 100     | 1200   |
| Salary (self)                                   |       | 5000    | 60000  |
| Guard   |       | 60      | 720    |
| Generator                                       |       | 300     | 3600   |
| Mobile bill                                     |       | 100     | 1200   |
| Total fixed cost (D)                            |       | 6,560   | 78720  |
| Net Profit (E)= [C-D]                           |       | 5,140   | 61680  |

| Investment Breakdown                  |          |          |       |  |  |
|---------------------------------------|----------|----------|-------|--|--|
| Particulars                           | Existing | Proposed | Total |  |  |
| Energy bulb, Mobile battery, Biscuit, |          |          |       |  |  |
| chips                                 | 23,000   | 15,000   | 38000 |  |  |
| Soft drinks, flexiload                | 17,000   | 13,000   | 30000 |  |  |
| Bran, Biscuit, Chanachur etc          |          | 22,000   |       |  |  |
|                                       | 40,000   | 50,000   | 90000 |  |  |

### **Source of Finance**



| Financial Projection (BDT)                      |       |         |         |         |
|---|-------|---------|---------|---------|
| Paticular                                       | Daily | Monthly | Year1   | Year 2  |
| Revenue(Sales)                                  |       |         |         |         |
| Energy bulb, Mobile battery, Biscuit, Chips etc | 4000  | 120000  | 1440000 | 1512000 |
| Total Sales (A)                                 | 4000  | 120000  | 1440000 | 1512000 |
| Less Variable Expense                           |       |         |         |         |
| Energy bulb, Mobile battery, Biscuit, Chips etc | 3400  | 102000  | 1224000 | 1285200 |
| Item  |       |         |         |         |
| Total variable Expense (B)                      | 3,400 | 102000  | 1224000 | 1285200 |
| Contribution Margin (CM) [C=(A-B)               | 600   | 18000   | 216000  | 226800  |
| Less Variable Expense                           |       |         |         |         |
| Rent  |       | 1,000   | 12000   | 12,000  |
| Electricity bill                                |       | 500     | 6000    | 7400    |
| Transportation                                  |       | 200     | 2,400   | 8,600   |
| Salary (self)                                   |       | 5000    | 60000   | 60000   |
| Guard   |       | 60      | 720     | 720     |
| Generator                                       |       | 300     | 3600    | 3600    |
| Mobile bill                                     |       | 200     | 2400    | 2600    |
| Total fixed cost (D)                            |       | 7,200   | 86,400  | 94,200  |
| Net Profit (E)= [C-D]                           |       | 10800   | 129600  | 132,600 |
| Investment Payback                              |       |         | 30,000  | 30,000  |

### 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                   | 50,000       |              |
| 1.2 | Net Profit  | 129,600      | 132,600      |
| 1.3 | Depreciation (Non cash item)                      |              |              |
| 1.4 | Opening Balance of Cash Surplus                   |              | 99,600       |
|     | Total Cash Inflow                                 | 179600       | 232200       |
| 2   | Cash Outflow                                      |              |              |
| 2.1 | Purchase of Product                               | 50,000       |              |
| 2.2 | Payment of GB Loan                                |              |              |
| 2.3 | Investment Pay Back (Including Ownership Tr. Fee) | 30000        | 30000        |
|     | Total Cash Outflow                                | 80,000       | 30000        |
| 3   | Net Cash Surplus                                  | 99,600       | 202200       |

### SWOT ANALYSIS

# Strength

Employment: Self: 01 Family:0 Others:0

Experience & Skill: 04 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

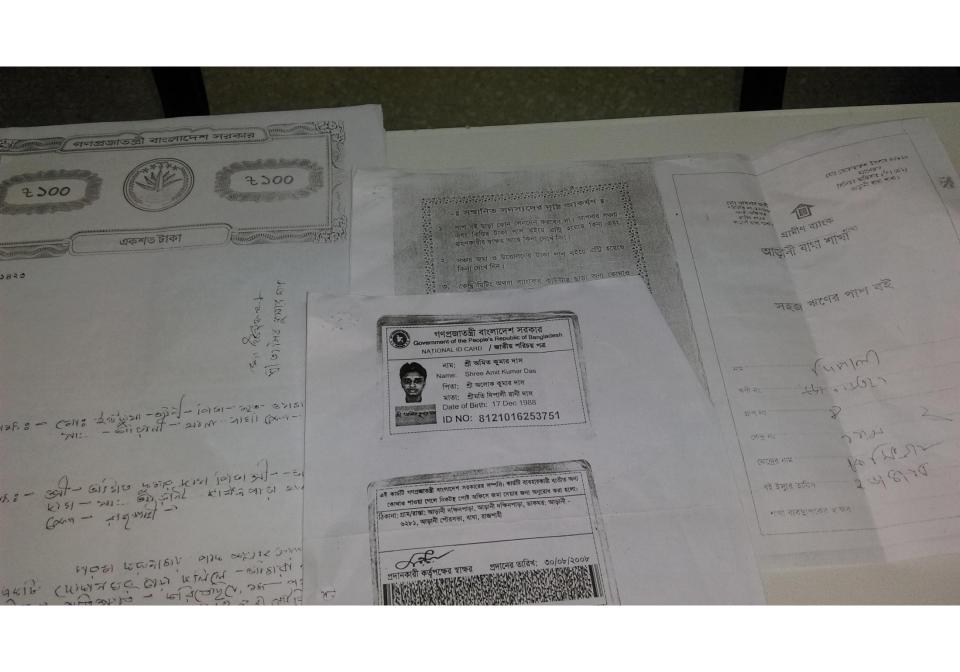
Political unrest

# Pictures









# **FAMILY PICTURE**

