Proposed NU Business Name: M/S MUKTI ELECTRONICS



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Project verified by: MD. Abdul Mannan Talukder



| Brief Bio of The Proposed Nobin Udyokta | | | | | | |
|---|-------|---|--|--|--|--|
| Name | : | MD ABDUL KARIM | | | | |
| Age | : | 25-12-1982 (33 Years) | | | | |
| Education, till to date | : | SSC | | | | |
| Marital status | : | Married | | | | |
| Children | : | 02 Daughter | | | | |
| No. of siblings: | : | 6 Brothers & 3 Sisters | | | | |
| Address | : | Vill: Kamini Pora Vita , P.O: Nandangachi , P.S: Charghat 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 MST NURJAHAN BEGUM LATE MUNSUR PRAMANIK Branch: Nimparaq, Charghat, Centre # 63(Female), Member ID: 1511, Group No: 02 Member since: 1998 to 2007 (09 Years) First loan: BDT 2000 | | | | |
| 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 10000, Outstanding loan: Nil 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 | : | 16 years experience in running business. 14 years in own business. |
| Training Info | : | He has no training. |
| Other Own/Family Sources of Income | : | - |
| Other Own/Family Sources of Liabilities | : | None |
| Entrepreneur Contact No. | : | 01716-435361 |
| Sister son's Contact No. | : | 01701-957596 |
| NU Project Source/Reference | : | Grameen Shakti Samajik Byabosha Ltd. Puthia Unit, Rajshahi |

BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

MST NURJAHAN BEGUM joined Grameen Bank since 10 years ago. At first she took 2000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

| Proposed Nobin Udyokta Business Info |
|---|
|---|

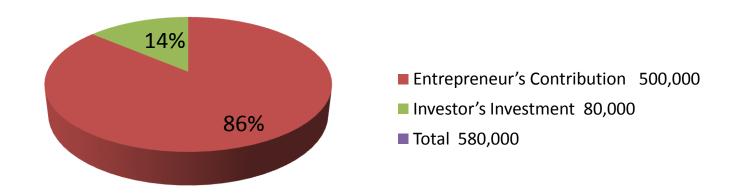
| Business Name | : | M/S MUKTI ELECTRONICS | | |
|---|---|--|--|--|
| Location | : | Nangachi Baazar, Charghatg, Rajshahi | | |
| Total Investment in BDT | : | BDT 580,000/- | | |
| Financing | : | Self BDT 500,000/-(from existing business) 86% Required Investment BDT 80,000/-(as equity) 14% | | |
| Present salary/drawings from business (estimates) | : | BDT 5,000/- | | |
| Proposed Salary | : | BDT 5,000/- | | |
| Size of shop | • | 80 ft x 90 ft= 720 square ft | | |
| Implementation | : | The business is planned to be scaled up by investment in existing goods like; Freeze, TV, Fan, Switch etc Average 10% gain on sales. The business is operating by entrepreneur. Existing one employees. One will be appointed after receiving equity money. The shop is own. Agreed grace period is 3 months. | | |

| Existing Business (BDT) | | | | | | |
|-----------------------------------|-------|---------|---------|--|--|--|
| Particular | Daily | Monthly | Yearly | | | |
| Revenue(Sales) | | | | | | |
| Freeze, TV, Fan, Switch etc | 8200 | 246000 | 2952000 | | | |
| Total Sales (A) | 8200 | 246000 | 2952000 | | | |
| Less Variable Expense | | | | | | |
| Freeze, TV, Fan, Switch etc | 7380 | 221400 | 2656800 | | | |
| Total variable Expense (B) | 7,380 | 221400 | 2656800 | | | |
| Contribution Margin (CM) [C=(A-B) | 820 | 24600 | 295200 | | | |
| Less Variable Expense | | | | | | |
| Electricity bill | | 400 | 4800 | | | |
| Transportation | | 4,000 | 48000 | | | |
| Salary (self) | | 5000 | 60000 | | | |
| Salary(Staff) | | 5000 | 60000 | | | |
| Entertainment | | 500 | 6000 | | | |
| Guard | | 120 | 1440 | | | |
| Generator | | 100 | 1200 | | | |
| Bank charge | | 100 | 1200 | | | |
| Mobile bill | | 300 | 3600 | | | |
| Total fixed cost (D) | | 15,520 | 186240 | | | |
| Net Profit (E)= [C-D] | | 9,080 | 108960 | | | |

| Investme | ent | Brea | kd | lown |
|----------|-----|-------------|----|------|
| HIVESLIN | | DICa | NU | |

| | Exist | Proposed | | | | | |
|-------------|------------------|----------|---------|-----|---------------|--------|----------|
| Particulars | Particulars Qty. | | Amount | Qty | Unit Price | Amount | Proposed |
| | | | (BDT) | | rice | (BDT) | Total |
| Freeze | 8 | 25000 | 200,000 | 0 | 0 | 0 | 200,000 |
| TV | 19 | 10000 | 190,000 | 1 | 40000 | 40,000 | 230,000 |
| Rice cooker | 9 | 2000 | 18,000 | 1 | 15000 | 15,000 | 33,000 |
| Fan | 20 | 1800 | 36,000 | 0 | 0 | 0 | 36,000 |
| Switch | 1 | 6000 | 6,000 | 0 | 0 | 0 | 6,000 |
| Cable | 1 | 50000 | 50,000 | 1 | 25000 | 25,000 | 75,000 |
| Total | 58 | 0 | 500,000 | 3 | 0 | 80,000 | 580,000 |

Source of Finance



| Financial Projection (BDT) | | | | | | | |
|-----------------------------------|--------|---------|---------|---------|---------|--|--|
| Paticular | Daily | Monthly | Year1 | Year 2 | Year 3 | | |
| Revenue(Sales) | | | | | | | |
| Freeze, TV, Fan, Switch etc | 13100 | 393000 | 4716000 | 4951800 | 5199390 | | |
| Total Sales (A) | 13100 | 393000 | 4716000 | 4951800 | 5199390 | | |
| Less Variable Expense | | | | | | | |
| Freeze, TV, Fan, Switch etc | 11790 | 353700 | 4244400 | 4456620 | 4679451 | | |
| Total variable Expense (B) | 11,790 | 353700 | 4244400 | 4456620 | 4679451 | | |
| Contribution Margin (CM) [C=(A-B) | 1,310 | 39300 | 471600 | 495180 | 519939 | | |
| Less Variable Expense | | | | | | | |
| Electricity bill | | 600 | 7200 | 7700 | 8200 | | |
| Transportation | | 4,500 | 54000 | 54,500 | 55000 | | |
| Salary (self) | | 5000 | 60000 | 60000 | 60000 | | |
| Salary(Staff) | | 10000 | 120000 | 120000 | 120000 | | |
| Entertainment | | 500 | 6000 | 6000 | 6000 | | |
| Guard | | 120 | 1440 | 1440 | 1440 | | |
| Generator | | 100 | 1200 | 1200 | 1200 | | |
| Bank charge | | 100 | 1200 | 1200 | 1200 | | |
| Mobile bill | | 400 | 4800 | 4900 | 5000 | | |
| Total fixed cost (D) | | 21,320 | 187,200 | 249,640 | 250640 | | |
| Net Profit (E)= [C-D] | | 17980 | 215760 | 245,540 | 269299 | | |
| Investment Payback | | | 32,000 | 32,000 | 32,000 | | |

Cash flow projection on business plan (rec. & Pay)

| SR# | Particulars | Year 1 (BDT) | Year 2 (BDT) | Year 3 (BDT) |
|-----|-------------------------------|--------------|--------------|--------------|
| 1 | Cash Inflow | | | |
| | Investment Infusion by | | | |
| 1.1 | Investor | 80,000 | | |
| 1.2 | Net Profit | 215,760 | 245,540 | 269299 |
| 1.3 | Depreciation (Non cash item) | | | |
| | Opening Balance of Cash | | | |
| 1.4 | Surplus | | 183,760 | 397300 |
| | Total Cash Inflow | 295760 | 429300 | 666599 |
| 2 | Cash Outflow | | | |
| 2.1 | Purchase of Product | 80,000 | | |
| 2.2 | Payment of GB Loan | | | |
| | Investment Pay Back | | | |
| 2.3 | (Including Ownership Tr. Fee) | 32000 | 32000 | 32000 |
| | Total Cash Outflow | 112,000 | 32000 | 32000 |
| | | | | |
| 3 | Net Cash Surplus | 183,760 | 397300 | 634599 |

SWOT ANALYSIS

Strength

Employment: Self: 01 Family:0 Others:0

Experience & Skill: 16 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











