#### **Proposed NU Business Name: ZILLUR RAHMAN MOTSO KHAMAR**



Project identification and prepared by: Md Ebadat Hossain, Puthiya Unit, Rajshahi

Project verified by: Md Abdul Mannan Talukdar



Brief Bio of The Proposed Nobin Udyokta				
Name	:	MD ZILLUR RAHMAN		
Age	:	15-03-1986 (30 Years)		
Education, till to date	:	BSS		
Marital status	:	Married		
Children	:	1 Son		
No. of siblings:	:	08 Brother, 03 Sister		
Address	:	Vill: Fakirpara, P.O:Nondongachi, 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  LATE. ANOWARA BEGUM  LATE. MOSLEM UDDIN  Branch: Nimpara Charghat, Centre # 06 (Female),  Member ID: 1104, Group No: 01  Member since: 13-03-1992 to 2003 (11 Years)  First loan: BDT 2,000		
Further Information: (v) Who pays GB loan installment (vi) Mobile lady (vii) Grameen Education Loan (viii) Any other loan like GB, BRAC ASA etc	: : :	Outstanding loan: 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	:	03 years experience in running business.
Training Info	:	He has no training.
Other Own/Family Sources of Income	:	Business
Other Own/Family Sources of Liabilities	:	None
Entrepreneur Contact No.	:	01748-389602
Mother's Contact No.	:	01932-4237260
NU Project Source/Reference	:	Grameen Shakti Samajik Byabosha Ltd. Puthiya Unit, Rajshahi.

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

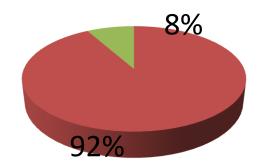
**LATE. ANOWARA BEGUM** joined Grameen Bank since 11 years ago. At first she took 2,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

Proposed Nobin Udyokta Business Info				
Business Name	:	ZILLUR RAHMAN MOTSO KHAMAR		
Location	:	Fakir para, Charghat, Rajshahi		
Total Investment in BDT	:	BDT 6,10,000/-		
Financing	:	Self BDT 560,000/-(from existing business) 92% Required Investment BDT 50,000/-(as equity) 8%		
Present salary/drawings from business (estimates)	:	BDT 5,000/-		
Proposed Salary	:	BDT 5,000/-		
Size of shop	:	5 Bigha		
Implementation	:	<ul> <li>Fish cultivator.</li> <li>The pond is under leasing.</li> <li>Collects goods from Local area.</li> <li>He has one employee.</li> <li>Agreed grace period is 3 months.</li> </ul>		

Existing Business (BDT)					
Particular	Half Yearly	Yearly			
Revenue (sales)					
Fish	140,000	280,000			
Total Sales (A)	140,000	280,000			
Less. Variable Expense					
Feed & Medicine, Young Fish	30,000	60,000			
Total variable Expense (B)	30,000	60,000			
Contribution Margin (CM) [C=(A-B)	110,000	220,000			
Less. Fixed Expense					
Mobile Bill	1,200	2,400			
Salary (self)	30,000	60,000			
Guard	600	1,200			
Transportation	6,000	12,000			
Salary (staff)	30,000	60,000			
Total fixed Cost (D)	67,800	135,600			
Net Profit (E) [C-D)	42,200	84,400			

Investment Breakdown								
Existing					Proposed			
Particulars	Qty.	Unit Price	Amount (BDT)	Qty.	Unit Price	Amount (BDT)	Proposed Total	
Ruhi Fish	500	100	50,000	0	0	0	50,000	
Carp Fish	300	100	30,000	0	0	0	30,000	
Silver Carp	1000	50	50,000	0	0	0	50,000	
Carp Fish	150	50	7,500	0	0	0	7,500	
Others Fish	1	2500	2,500	0	0	0	2,500	
Pond Lease	0	0	0	1	25000	25,000	25,000	
Fish Feed	0	0	0	1	25000	25,000	25,000	
Medicine, Lime	0	0	0	0	0	0	0	
Lease	1	420000	420,000	0	0	0	420,000	
Total	1952		560,000	2		50,000	610,000	

### **Source of Finance**



- Entrepreneur's Contribution 560,000
- Investor's Investment 50,000
- Total 610,000

Financial Projection (BDT)						
Particular	Half Yearly	1st Year	2nd Year			
Revenue (sales)						
Fish	175,000	350,000	367,500			
Total Sales (A)	175,000	350,000	367,500			
Less. Variable Expense						
Fish feed & Medicine	40,000	80,000	84,000			
Total variable Expense (B)	40,000	80,000	84,000			
Contribution Margin (CM) [C=(A-B)	135,000	270,000	283,500			
Less. Fixed Expense						
Mobile Bill	1,800	3,600	4,000			
Salary (self)	30,000	60,000	60,000			
Guard	600	1,200	1,200			
Transportation	6,000	12,000	13,000			
Salary (staff)	30,000	60,000	60,000			
Total Fixed Cost	68,400	136,800	138,200			
Net Profit (E) [C-D)	66,600	133,200	145,300			
Investment Payback		30,000	30,000			

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

SI#	Particulars	Year 1 (BDT)	Year 2 (BDT)
1	Cash Inflow		
1.1	Investment Infusion by Investor	50,000	
1.2	Net Profit	133,200	145,300
1.3	Depreciation (Non cash item)		-
1.4	Opening Balance of Cash Surplus		103,200
	Total Cash Inflow	183,200	248,500
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)	30,000	30,000
	Total Cash Outflow	80,000	30,000
3	Net Cash Surplus	103,200	218,500

## **SWOT ANALYSIS**

# Strength

Employment: Self: 01 Family:0 Others:01

Experience & Skill: 3 Years Quality goods & services;

Skill and experience;

# WEAKNESS

Lack of Capital/Investment

## **O**PPORTUNITIES

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

### THREATS

Theft
Political unrest

# Pictures











