

### Proposed NU Business Name : Apple Store

Business Category: General Retail & Wholesale



Business Proposal Identified by: Md. Shofikul Islam, Assistant NU, Gobindaganj Unit, Gaibandha.

Business Proposal Prepared by: Md. Jamshad Ali Sarkar, Assist. Offi. Gobindaganj Unit, Gaibandha.

Business Proposal Verified by: Mohammed Anwar Hossain

### BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA

| Name and address  | :     | Md. Appel Mia Vill: Samspara, Union: Talukkanupur, Post: Talukkanupur, Upazila:Gobindaganj, District: Gaibandha. |  |  |  |
|---|-------|--|--|--|--|
| Age   | :     | 27 Years   |  |  |  |
| Marital status  | :     | Married  |  |  |  |
| Children  | :     | 01 (One) Daughter.   |  |  |  |
| No. of siblings:  | :     | 02 (Two) Brothers.   |  |  |  |
| 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   |  |  |  |
| Further Information: (v) Who pays GB loan installment (vi) Mobile lady (vii) Grameen Education Loan (viii) Any other loan | :     | N/A<br>No<br>Nil<br>Nil  |  |  |  |

### BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA (CONT...)

| Education, till to date   | :  | HSC  |
|---|----|--|
| Present Occupation (Besides own business, i.e., perusing further studies, other business etc.)  |    | Nil  |
| Business Experiences and Training Info (years of experience, if s/he received any on- hand training, formal training, working experience as an apprentice etc.) |    | Last 04 (Four) years he is running the Grocery business successfully by his ownership. He started the business only with Tk: 50,000 (Fifty Thousand ).  He has on hand training.  He has purchased two cows, repaired own residence and expanded his running business from the benefit of this grocery business. |
| Other Own/Family Sources of Income  | •• | Father's income as a Palli doctor and mother's income from school teacher.   |
| Other Own/Family Sources of Liabilities   | •  | Nil  |
| NU's Contact No.  | :  | 01744985388  |
| NU's National ID No.  | :  | 3213094738901  |
| NU Project Source/Reference   | :  | Grameen Telecom Trust  |

### BRIEF HISTORY OF GB LOAN UTILIZATION BY FAMILY

- •Mst. Anjuara Begum is a GB member since May 05, 2000 at first she took GB loan BDT 2,000 (Two thousand).
- Successively several times she utilized GB loan by assisting her husband in business.
- Finally GB loan helped her to improve economic condition, livelihood.

## PROPOSED NOBIN UDYOKTA BUSINESS INFO

| Business Name  | : | Apple Store   |
|--|---|---|
| Address/ Location  | : | Jamalpur Bazar,Gobindaganj,Gaibandha.   |
| Total Investment in BDT  | : | Tk. 236,000   |
| Financing  | : | Self Tk.156,000(from existing business) Required Investment Tk. 80,000 (as equity)                            |
| Present salary/drawings from business  | : | BDT 2,500 (Two thousand five hunderd)   |
| Proposed Salary  | : | BDT 3,500 (Three thousand five hunderd)   |
| Proposed Business Implementation Plan  (i) % of present gross profit margin  (ii) Estimated % of proposed gross profit margin  (iii) In future risk mgt. plan (from fire, disaster etc.) | : | On products 15% & commission of bKash, Flexi load 100% On products 15% & commission of bKash, Flexi load 100% |

## INFO ON EXISTING BUSINESS OPERATIONS

| Dantiandana                                  | Existing Business (BDT) |         |         |  |  |  |
|--|-------------------------|---------|---------|--|--|--|
| Particulars                                  | Daily                   | Monthly | Yearly  |  |  |  |
| Sales income from Products                   | 1,800                   | 50,400  | 604,800 |  |  |  |
| Commission on bKash                          | 60                      | 1,680   | 20,160  |  |  |  |
| Commission on Flexi Load                     | 27                      | 756     | 9,072   |  |  |  |
| Total Sales (A)                              | 1,887                   | 52,836  | 634,032 |  |  |  |
| Less: Cost of Sales / Products (B)           | 1,530                   | 42,840  | 514,080 |  |  |  |
| Gross Profit (C) [C=(A-B)]                   | 357                     | 9,996   | 119,952 |  |  |  |
| Less: Operating Cost:                        |                         | ,       | ,       |  |  |  |
| Electricity bill                             |                         | 400     | 4,800   |  |  |  |
| Generator bill                               |                         | 150     | 1,800   |  |  |  |
| Shop rent(self)                              |                         | -       | -       |  |  |  |
| Mobile bill                                  |                         | 500     | 6,000   |  |  |  |
| Night Guard bill                             |                         | 300     | 3,600   |  |  |  |
| Conveyance bill                              |                         | 600     | 7,200   |  |  |  |
| Present Salary (Family & Self)               |                         | 2,500   | 30,000  |  |  |  |
| Provision of bad debt                        |                         | 77      | 929     |  |  |  |
| Other Cost (Stationary & Entertainment etc.) |                         | 900     | 10,800  |  |  |  |
| Non Cash Item:                               |                         |         | ·       |  |  |  |
| Depreciation Expenses                        |                         | 400     | 4,800   |  |  |  |
| Total Operating Cost (D)                     |                         | 5,827   | 69,929  |  |  |  |
| Net Profit (C-D):                            |                         | 4,169   | 50,023  |  |  |  |

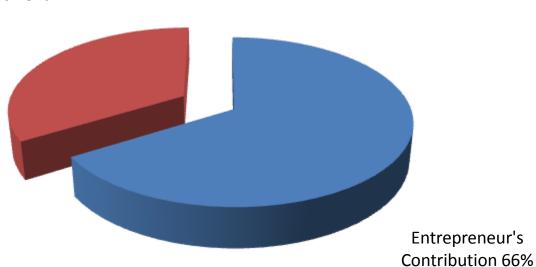
### PRESENT & PROPOSED INVESTMENT BREAKDOWN

| Particulars   |  |                   |                   | Total   |  |
|---|--|-------------------|-------------------|---------|--|
| Existing  | Proposed   | Business<br>(BDT) | Proposed<br>(BDT) | (BDT)   |  |
| Investment in products (Grocery Item, Bakery Item, Soft-Drinks, Cycle-Rickshaw parts, Stationary etc.)  | Investment in products (Grocery Item, Bakery Item, Soft-Drinks, Cycle-Rickshaw parts, Stationary etc.) | 81,108            | 50,000            | 131,108 |  |
| Investment in Machineries (Refrigerator-1, Weight Machine-1, Mobile set, Calculator-1, Light, Fan etc.) |  |                   | -                 | 26,800  |  |
| Investment in bKash and flexi item  |  |                   | 30,000            | 58,000  |  |
| Cash in hand  |  |                   | -                 | 8,000   |  |
| Debtors (Since August, 2016 to at present)  |  |                   | -                 | 9,292   |  |
| Creditors (Since September, 2016 to at present)   |  |                   | -                 | (5,000) |  |
| Decoration (fixture and fittings)   |  |                   | -                 | 7,800   |  |
| Total Capital   |  |                   | 80,000            | 236,000 |  |

## SOURCE OF FINANCE

- Entrepreneur's Contribution BDT 156,000
- GTT's Investment BDT 80,000
- Total Capital BDT 236,000





### FINANCIAL PROJECTION OF NU BUSINESS PLAN

| Doutiessland                                 | Year 1 (BDT) |         |         | Year 2 (BDT) |         |           | Year 3 (BDT) for 3 months |         |         |
|--|--------------|---------|---------|--------------|---------|-----------|---------------------------|---------|---------|
| Particulars                                  | Daily        | Monthly | Yearly  | Daily        | Monthly | Yearly    | Daily                     | Monthly | Yearly  |
| Est. Sales income from Products              | 2,700        | 75,600  | 907,200 | 2,970        | 83,160  | 997,920   | 3,267                     | 91,476  | 274,428 |
| Est. Commission on bKash                     | 120          | 3,360   | 40,320  | 144          | 4,032   | 48,384    | 158                       | 4,435   | 13,306  |
| Estimated Commission on Flexi Load           | 54           | 1,512   | 18,144  | 59           | 1,663   | 19,958    | 65                        | 1,830   | 5,489   |
| Total Estimated Sales (A)                    | 2,874        | 80,472  | 965,664 | 3,173        | 88,855  | 1,066,262 | 3,491                     | 97,741  | 293,222 |
| Less: Cost of Sales / Products (B)           | 2,295        | 64,260  | 771,120 | 2,525        | 70,686  | 848,232   | 2,777                     | 77,755  | 233,264 |
| Gross Profit (C) [C=(A-B)]                   | 579          | 16,212  | 194,544 | 649          | 18,169  | 218,030   | 714                       | 19,986  | 59,958  |
| Less: Operating Cost:                        |              |         |         |              |         |           |                           |         |         |
| Electricity bill                             |              | 500     | 6,000   |              | 600     | 7,200     |                           | 700     | 2,100   |
| Generator bill                               |              | 150     | 1,800   |              | 170     | 2,040     |                           | 200     | 600     |
| Shop rent(self)                              |              | -       | -       |              | -       | -         |                           |         | -       |
| Mobile bill (SMS & Reporting)                |              | 800     | 9,600   |              | 800     | 9,600     |                           | 800     | 2,400   |
| Night Guard bill                             |              | 300     | 3,600   |              | 300     | 3,600     |                           | 300     | 900     |
| Conveyance                                   |              | 900     | 10,800  |              | 1,000   | 12,000    |                           | 1,500   | 4,500   |
| Ownership Transfer Fee                       |              | 667     | 6,000   |              | 667     | 8,000     |                           | 667     | 2,000   |
| Proposed Salary-(Family & Self)              |              | 3,500   | 42,000  |              | 4,000   | 48,000    |                           | 5,000   | 15,000  |
| Provision of bad debt                        |              | 77      | 929     |              | 77      | 929       |                           | 77      | 232     |
| Other Cost (stationary & Entertainment etc.) |              | 1,100   | 13,200  |              | 1,400   | 16,800    |                           | 1,700   | 5,100   |
| Non Cash Item:                               |              |         |         |              |         | ,         |                           |         |         |
| Depreciation Expenses                        |              | 400     | 4,800   |              | 400     | 4,800     |                           | 100     | 1,200   |
| Total Operating Cost (D)                     |              | 8,394   | 98,729  |              | 9,414   | 112,969   |                           | 11,044  | 34,032  |
| Net Profit (C-D)                             | -            | 7,818   | 95,815  | -            | 8,755   | 105,061   | -                         | 8,942   | 25,926  |
| Retained Income                              |              |         | 95,815  |              |         | 200,876   |                           |         | 226,802 |

Notes: 1. Agreed Grace period: Three months

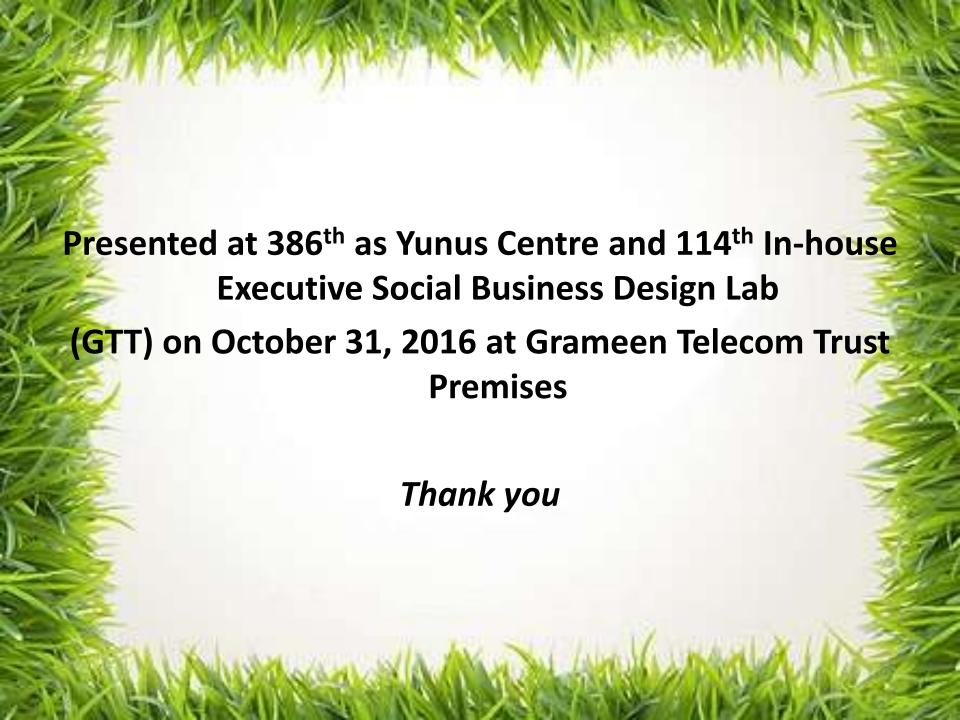
2. **Investment Payback schedule:** Monthly installment would also include ownership transfer fee from the date of cheque deposited in NU's business account.

# CASH FLOW PROJECTION ON BUSINESS PLAN (REC. & PAY.)

| SI# | Particulars   | Year 1 (BDT) | Year 2 (BDT) | Year 3 (BDT) |
|-----|---|--------------|--------------|--------------|
| 1.0 | Cash Inflow   |              |              |              |
| 1.1 | Investment Infusion by Investor                     | 80,000       | _            | -            |
| 1.2 | Net Profit (ownership tr. Fee added back)           | 101,815      | 113,061      | 27,926       |
| 1.3 | Depreciation Expenses                               | 4,800        | 4,800        | 1,200        |
| 1.4 | Opening Balance of Cash Surplus                     | 8,000        | 78,615       | 148,476      |
|     | Total Cash Inflow                                   | 194,615      | 196,476      | 177,602      |
| 2.0 | Cash Outflow  |              |              |              |
| 2.1 | Product Purchase                                    | 80,000       | _            | _            |
| 2.2 | Investment Payback including Ownership Transfer Fee | 36,000       | 48,000       | 12,000       |
|     | Total Cash Outflow                                  | 116,000      | 48,000       | 12,000       |
| 3.0 | Total Cash Surplus                                  | 78,615       | 148,476      | 165,602      |

## SWOT ANALYSIS

| STRENGTH   | WEAKNESS   |
|--|--|
| <ul> <li>□ Present employment:     Self: 0 Family: 0     Others (beyond family): 0     Future employment: 0     □ Trade License in his own name;     □ Maintain books of record;     □ He has on hand training;     □ Experience : 4 yrs.</li> </ul> | ☐ Can not supply goods and services as per demand; |
| OPPORTUNITIES  □ Location of Shop; □ Have some fixed customers. □ Increasing demand; □ The Capital of the entrepreneur will be BDT 3,98,802 after 2 years 3 months excluding payback of investor's money.  | THREATS ☐ Increase of local competitors.           |



























#### বিসমিগ্রাহির রাহমানির রাহিম গণপ্রজাতন্ত্রী বাংলাদেশ সরকার স্থানীয় সরকার বিভাগ

### ৭নং তালুককানুপুর ইউনিয়ন পরিষদ



(ইউপি ফরম-১৩)

### ট্ৰেড লাইসেন্স

ডাকঘর: তালুককানুপুর, উপজেলা: গোবিন্দগঞ্জ, জেলা: গাইবান্ধা

বহি নং 0086 ক্রেমিক: लाইरमञ् नश् AN 2950/2021/202 প্রতিষ্ঠানের নাম: 4780 .0022700 भिडा/समीत नाम : (अ): (3)26m 27m75 6x0x ठिकामा: 2582- 776) Do she propos - ( constant) - 2 25 उनका : रंगाविन्मभक्ष, रक्षंना : गाइवाका । छोका / 200/ कथाय : 62 भारा প্রদান করায় অত্র ইউনিয়নের সীমানার মধ্যে আগামী ইং ২০৯৭ সোলের ৩০ জুন পর্যন্ত লাইন্সের মেয়াদ বলবৎ থাকিবে। চলতি অর্থ বৎসরের জন্য 2/00201 ব্যবসা পরিচালনার

উদ্দেশ্য এই প্রাইসেপ্ প্রদান করা হইল।

সালমে(হর)

মোঃ আতিকুর রহমান (আতিক)

চেয়ারম্যান ৭নং তালুককানুপুর ইউপি গোবিন্দগঞ্জ, গাইবাদ্ধা REGO 10 12 12 2000

20-20-252: Var - 2026h 22-20-252: 11 2026h 22-20-252: 11 2224 20-20-252: 11 2224 28-20-252: 11 2224 28-20-252: 11 2424



### গণপ্রজাতন্ত্রী বাংলাদেশ সরকার Government of the People's Republic of Bangladesh NATIONAL ID CARD / জাতীয় পরিচয় পত্র



নাম: মোঃ আপেল মিয়া

Name: Md Appel Mia

পিতা: মোঃ জাহেত্ৰ ইসলাম

মাতা: মোছাঃ আজুয়ারা বেগম

Date of Birth: 11 Jan 1989

ID NO: 3213094738901

এই কার্টি গণপ্রজাত্টী বাংলাদেশ সরকারের সম্পত্তি। কার্ডটি ব্যবহারকারী ব্যতীত অন্য কোথাও পাওয়া গোলে নিকটস্থ পোষ্ট অফিসে জমা দেয়ার জন্য অনুরোধ করা হলো। ঠিকানা: গ্রাম/রাস্তা: সমসপাড়া পূর্বঅংশ, সমসপাড়া, ডাকঘর: তালুক কানুপুর – ৫৭৪০, গোবিদ্দগঞ্জ, গাইবাছা

(300 Story)

প্রদানকারী কর্তৃপক্ষের স্বাক্ষর

প্রদানের তারিখ: ০৮/০৯/২০০৮

### গ্রামীণ ব্যাংক

তালুক কানুপুর শাখা

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### প্রত্যয়ন পত্র

এই মর্মে প্রত্যয়ন করছি যে, মোছাঃ আজুয়ানা বেগম স্বামীঃ মোঃ জাহেদুল ইসলাম। তিনি গ্রামীণ ব্যাংক তালুক-কানুপুর শাখায় ১৩/০৫/২০০০ ইং সালে ভর্তি হন।তার স্বানী নং-১৯১৩ কেন্দ্র নং ১৩/ম গ্রুপ ০৪।তিনি ১৭/০৩/২০০৯ সালে গ্রামীণ ব্যাংকের সদস্য পদ ত্যাগ করেন। বর্তমানে তার কাছে কোন পাওনা নাই ।

আমি তার উন্নতি কামনা করি ।

কেন্দ্র প্রধানের স্বাক্ষর



