#### **Proposed NU Business Name: KAZI PUSHPALOY & HASAN TELECOM**



Project identification and prepared by: Anisar Rahman, Dagonbhuiyan, Feni

Project verified by: Sushanto Kumar Biswash



Brief Bio of The Proposed Nobin Udyokta				
Name	:	MD KAZI ABUL HASAN		
Age	:	03-01-1990 (26 Years)		
Education, till to date	:	Class Ten		
Marital status	:	Single		
Children	:	N/A		
No. of siblings:	:	1 Brothers & 1 Sisters		
Address	:	Vill: Chorparboti, P.O: Choudhuri Hat, P.S: Dagonbhuiyan, Dist: Feni		
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  MOST. BIBI PEYARA  LOKMAN HOSSAIN  Branch: Chorparboti Companigonj, Centre # 05 (Female),  Member ID: 4461, Group No: 08  Member since: 12-10-2008 (08 Years)  First loan: BDT 5,000/-		
Further Information: (v) Who pays GB loan installment (vi) Mobile lady (vii) Grameen Education Loan (viii) Any other loan like GB, BRAC ASA etc	: : :	Existing loan: BDT 50,000/-, Outstanding loan: BDT 20,000/- 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	:	04 years experience in running business.
Training Info	:	He has no training.
Other Own/Family Sources of Income	:	-
Other Own/Family Sources of Liabilities	:	None
Entrepreneur Contact No.	:	01826-187800
Family's Contact No.	:	01729-420500
NU Project Source/Reference	•	Grameen Shakti Samajik Byabosha Ltd. Dagonbhuiyan Unit, Feni

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

**MOST. BIBI PEYARA** joined Grameen Bank since 08 years ago. At first she took 5,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

Proposed Nobin Udyokta Business Info					
Business Name	:	KAZI PUSHPALOY & HASAN TELECOM			
Location	:	Mokbule Tek, Dagonbhuiyan			
Total Investment in BDT	:	BDT 320,000/-			
Financing	:	Self BDT 250,000/-(from existing business) 78%			
	Required Investment BDT 70,000/-(as equity) 22%				
Present salary/drawings from business (estimates)	:	BDT 5,000/-			
Proposed Salary	:	BDT 5,000/-			
Size of shop	:	12 ft x 12ft = 144 square ft			
Implementation	:	<ul> <li>The entrepreneur provide computer service.</li> <li>Average 60% gain on sales.</li> <li>The business is operating by the entrepreneur himself. He has no employee.</li> <li>The shop is rented.</li> <li>Collects goods from Feni.</li> <li>Agreed grace period is 3 months.</li> </ul>			

Existing Business (BDT)						
Particular	Monthly	Yearly				
Revenue (sales)						
Computer Service	25,000	300,000				
Total Sales (A)	25,000	300,000				
Less. Variable Expense						
Computer Service	10,000	120,000				
Total variable Expense (B)	10,000	120,000				
Contribution Margin (CM) [C=(A-B)	15,000	180,000				
Less. Fixed Expense						
Rent	800	9,600				
Electricity Bill	400	4,800				
Mobile Bill	500	6,000				
Salary (self)	5,000	60,000				
Transportation	500	6,000				
Entertainment	300	3,600				
Guard	30	360				
Generator Bill	600	7,200				
Total fixed Cost (D)	8,130	97,560				
Net Profit (E) [C-D)	6,870	82,440				

Investment Breakdown								
Existing					Proposed			
Particulars	Particulars Qty. Unit Amount			Qty.	<b>Unit Price</b>	Amount	Proposed	
		Price	(BDT)			(BDT)	Total	
Computer	3	30000	90,000	0	0	0	90,000	
Laptop	1	35000	35,000	0	0	0	35,000	
Sound Box	2	25000	50,000	0	0	0	50,000	
Others	1	75000	75,000	1	10000	10,000	85,000	
Mobile Phone	0	0	0	20	3000	60,000	60,000	
Total	7		250,000	21		70,000	320,000	

### **Source of Finance**



Financial Projection (BDT)						
Particular	Monthly	1st Year	2 Year	3 Year		
Revenue (sales)						
Computer Service	25,000	300,000	315,000	330,750		
Mobile phone & Others	48,000	576,000	604,800	635,040		
Total Sales (A)	73,000	876,000	919,800	965,790		
Less. Variable Expense						
Computer Service	10,000	120,000	126,000	132,300		
Mobile phone & Others	40,800	489,600	514,080	539,784		
Total variable Expense (B)	50,800	609,600	640,080	672,084		
Contribution Margin (CM) [C=(A-B)	22,200	266,400	279,720	293,706		
Less. Fixed Expense						
Rent	800	9,600	9,600	9,600		
Electricity Bill	400	4,800	5,500	6,000		
Mobile Bill	600	7,200	8,000	8,500		
Salary (self)	5,000	60,000	60,000	60,000		
Transportation	800	9,600	11,500	13,500		
Entertainment	300	3,600	4,000	4,500		
Guard	30	360	360	360		
Generator Bill	600	7,200	7,200	7,200		
Total Fixed Cost	8,530	102,360	106,160	109,660		
Net Profit (E) [C-D)	13,670	164,040	173,560	184,046		
Investment Payback		28,000	28,000	28,000		

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

SI#	Particulars	Year 1 (BDT)	Year 2 (BDT)	Year 3 (BDT)
1	Cash Inflow			
1.1	Investment Infusion by Investor	70,000		
1.2	Net Profit	164,040	173,560	184,046
1.3	Depreciation (Non cash item)		-	-
1.4	Opening Balance of Cash Surplus		136,040	281,600
	Total Cash Inflow	234,040	309,600	465,646
2	Cash Outflow			
2.1	Purchase of Product	70,000		
2.2	Payment of GB Loan			
	Investment Pay Back (Including Ownership			
2.3	Tr. Fee)	28,000	28,000	28,000
	Total Cash Outflow	98,000	28,000	28,000
3	Net Cash Surplus	136,040	281,600	437,646

### SWOT ANALYSIS

# Strength

Employment: Self: 01 Family:0 Others: 0

Experience & Skill: 6 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



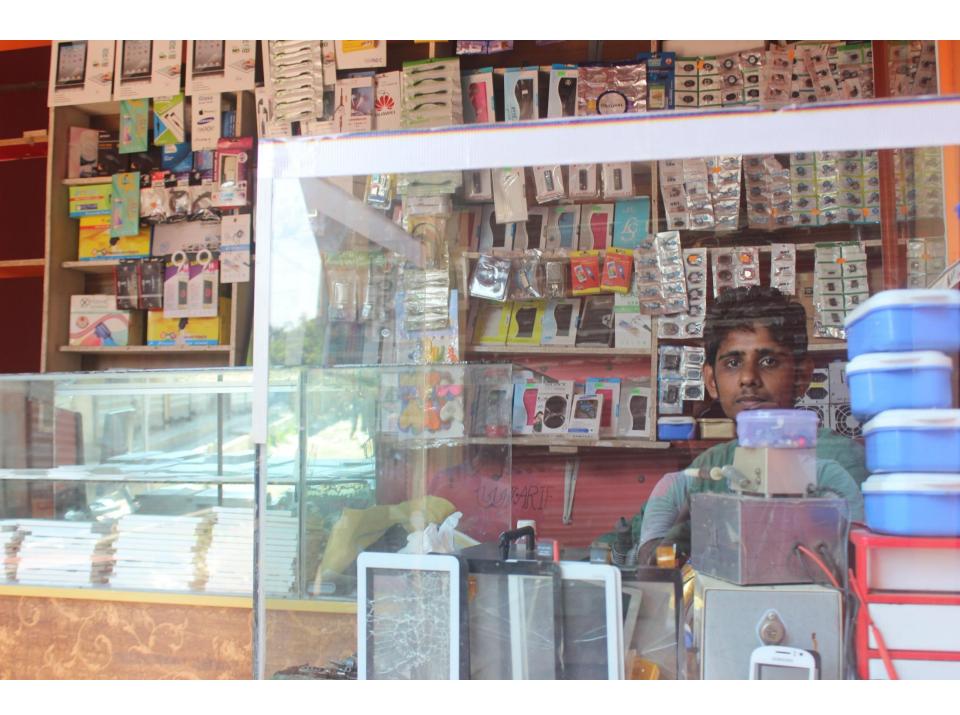


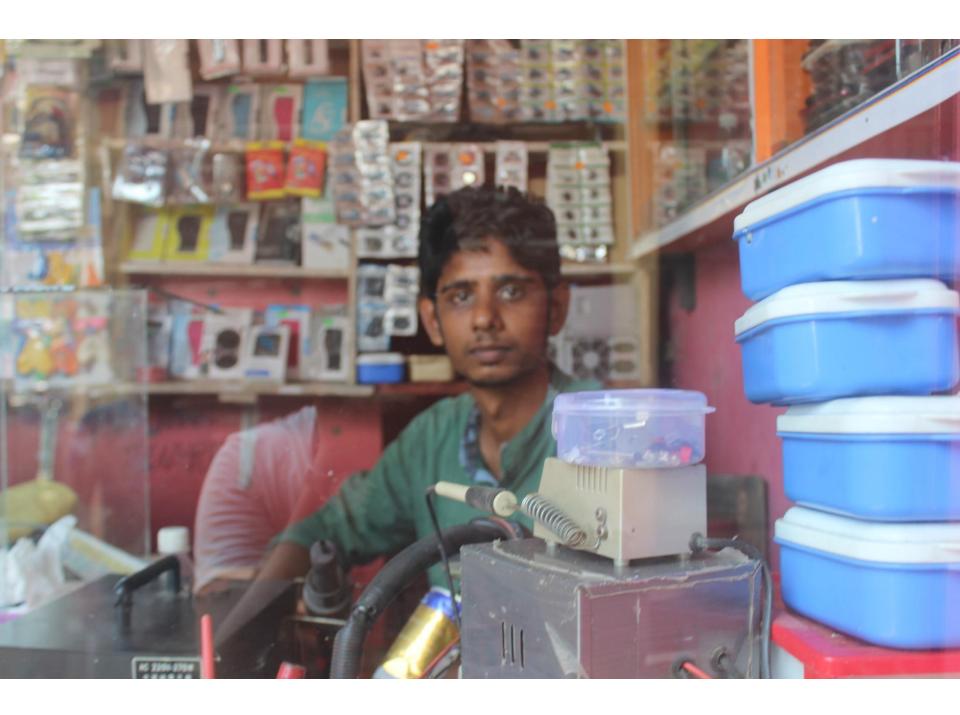


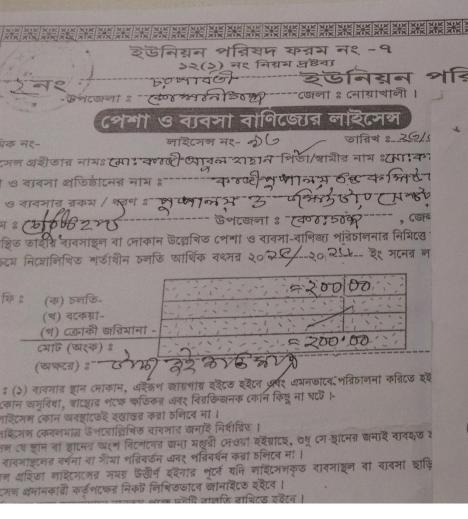


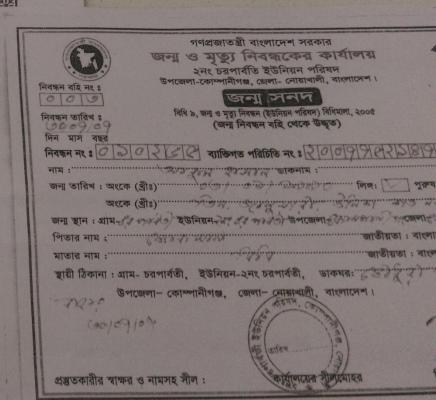












# **FAMILY PICTURE**

