### Proposed NU Business Name: APPLE NETWORK



Project identification and prepared by: Md Delowar Hossain, Bason Unit, Gazipur

Project verified by: MD Rafiqul Islam



| Brief Bio of The Proposed Nobin Udyokta   |       |   |  |  |
|---|-------|---|--|--|
| Name  | :     | KANCHAN   |  |  |
| Age   | :     | 19-08-1988 ( 28 Years)  |  |  |
| Education, till to date   | :     | Class X   |  |  |
| Marital status  | :     | Unmarried   |  |  |
| Children  | :     | NA  |  |  |
| No. of siblings:  | :     | 03 Brothers 01 Sisters  |  |  |
| Address   | :     | Vill: Lohagachia P.O: Basudebpur ; P.S: Sreepur ; Dist: Gazipur   |  |  |
| 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  ANOWARA AKTAR  MOSTOFA  Branch: Prahladpur Sreepur, Centre # 37(Female),  Member ID: 3531, Group No: 06  Member since: 08-05-1994 (22 Years)  First loan: BDT 4000/- |  |  |
| 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 20000 Outstanding loan: Nil NA 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. 02 Years in own business. |
| Training Info   | : | He has 02 Years training   |
| Other Own/Family Sources of Income  | : |  |
| Other Own/Family Sources of Liabilities   | : | None   |
| Entrepreneur Contact No.  | : | 01811-667060   |
| Family's Contact No.  | : | 01755-992736   |
| NU Project<br>Source/Reference  | • | Grameen Shakti Samajik Byabosha Ltd. Bason Unit, Gazipur           |

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

**ANOWARA AKTAR** joined Grameen Bank since 22 years ago. At first she took BDT 4000 loan from Grameen Bank. She gradually took loan from GB. Utilize loan in Business.

| Proposed Nobin Udyokta Business Info              |   |   |  |  |  |
|---|---|---|--|--|--|
| Business Name                                     | : | APPLE NETWORK   |  |  |  |
| Location  | : | Chourasta, Eid Gah Market, Gazipur  |  |  |  |
| Total Investment in BDT                           | : | BDT 310,000/-   |  |  |  |
| Financing   | : | Self BDT 260,000/- (from existing business) 84% Required Investment BDT 50,000/- (as equity) 16%  |  |  |  |
| Present salary/drawings from business (estimates) | : | BDT 5,000   |  |  |  |
| Proposed Salary                                   | : | BDT 5,000   |  |  |  |
| Size of shop                                      | : | 07 ft x 04 ft= 28 square ft   |  |  |  |
| Implementation :                                  |   | <ul> <li>The business is planned to be scaled up by investment in existing goods like; Mobile, Mobile Accessories.</li> <li>Average 20% gain on sales.</li> <li>The shop is rented.</li> <li>The business is operating by entrepreneur. Existing no employee.</li> <li>Collects goods from Chourasta, Boubaazar.</li> <li>Agreed grace period is 3 months.</li> </ul> |  |  |  |

| Existing Business (BDT)           |       |         |         |  |  |
|-----------------------------------|-------|---------|---------|--|--|
| Particular                        | Daily | Monthly | Yearly  |  |  |
| Revenue(Sales)                    |       |         |         |  |  |
| Mobile, Mobile Accessories.       | 5100  | 153000  | 1836000 |  |  |
| Total Sales (A)                   | 5100  | 153000  | 1836000 |  |  |
| Less Variable Expense             |       |         |         |  |  |
| Mobile, Mobile Accessories.       | 4080  | 122400  | 1468800 |  |  |
| Total variable Expense (B)        | 4,080 | 122400  | 1468800 |  |  |
| Contribution Margin (CM) [C=(A-B) | 1,020 | 30600   | 367200  |  |  |
| Less Variable Expense             |       |         |         |  |  |
| Rent                              |       | 15,000  | 180000  |  |  |
| Electricity bill                  |       | 1000    | 12000   |  |  |
| Transportation                    |       | 500     | 6000    |  |  |
| Salary (self)                     |       | 5000    | 60000   |  |  |
| Entertainment                     |       | 150     | 1800    |  |  |
| Guard                             |       | 50      | 600     |  |  |
| Generator                         |       | 300     | 3600    |  |  |
| Mobile bill                       |       | 300     | 3600    |  |  |
| Total fixed cost (D)              |       | 22,300  | 267600  |  |  |
| Net Profit (E)= [C-D]             |       | 8,300   | 99600   |  |  |

| nvestment | <b>Breal</b> | kd | lown |
|-----------|--------------|----|------|
| HVC3HHCHL | DICA         | NU |      |

|                | Exist | ing        | Proposed |     |            |        |          |
|----------------|-------|------------|----------|-----|------------|--------|----------|
| Particulars    | Qty.  | Unit Price | Amount   | Qty | Unit Price | Amount | Proposed |
|                |       |            | (BDT)    | _   | -          | (BDT)  | Total    |
| Mobile         | 100   | 1400       | 140,000  | 20  | 1,400      | 28,000 | 168,000  |
| Mobile battery | 50    | 220        | 11,000   | 40  | 220        | 8,800  | 19,800   |
| Charger        | 20    | 70         | 1,400    | 40  | 70         | 2,800  | 4,200    |
| Head phone     | 20    | 100        | 2,000    | 10  | 100        | 1,000  | 3,000    |
| Card reader    | 30    | 30         | 900      | 0   | 0          | 0      | 900      |
| Screen paper   | 0     | 0          | 0        | 20  | 100        | 2,000  | 2,000    |
| Catching       | 0     | 0          | 0        | 10  | 100        | 1,000  | 1,000    |
| Security       | 1     | 100000     | 100,000  | 0   | 0          | 0      | 100,000  |
| Others         | 1     | 4700       | 4,700    | 1   | 6400       | 6,400  | 11,100   |
| Total          | 222   | 0          | 260,000  | 141 | 0          | 50,000 | 310,000  |

#### **Source of Finance**



| Financial Projection (BDT)        |       |         |         |         |  |
|-----------------------------------|-------|---------|---------|---------|--|
| Paticular                         | Daily | Monthly | Year1   | Year 2  |  |
| Revenue(Sales)                    |       |         |         |         |  |
| Mobile, Mobile Accessories.       | 6500  | 195000  | 2340000 | 2457000 |  |
| Total Sales (A)                   | 6500  | 195000  | 2340000 | 2457000 |  |
| Less Variable Expense             |       |         |         |         |  |
| Mobile, Mobile Accessories.       | 5200  | 156000  | 1872000 | 1965600 |  |
| Total variable Expense (B)        | 5,200 | 156000  | 1872000 | 1965600 |  |
| Contribution Margin (CM) [C=(A-B) | 1,300 | 39000   | 468000  | 491400  |  |
| Less Variable Expense             |       |         |         |         |  |
| Rent                              |       | 15,000  | 180000  | 180,000 |  |
| Electricity bill                  |       | 1500    | 18000   | 18500   |  |
| Transportation                    |       | 800     | 9600    | 10,100  |  |
| Salary (self)                     |       | 5000    | 60000   | 60000   |  |
| Entertainment                     |       | 150     | 1800    | 1800    |  |
| Guard                             |       | 50      | 600     | 600     |  |
| Generator                         |       | 300     | 3600    | 3600    |  |
| Mobile bill                       |       | 400     | 4800    | 4900    |  |
| Total fixed cost (D)              |       | 23,200  | 274,800 | 275,900 |  |
| Net Profit (E)= [C-D]             |       | 15800   | 189600  | 215,500 |  |
| 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  | 189,600      | 215,500      |
| 1.3 | Depreciation (Non cash item)                      |              |              |
| 1.4 | Opening Balance of Cash Surplus                   |              | 159,600      |
|     | Total Cash Inflow                                 | 239600       | 375100       |
| 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                                  | 159,600      | 345100       |

# SWOT ANALYSIS

# Strength

Employment: Self: 00 Family:0 Others:00

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











#### বিসমিল্লাহির রাহমানির রাহিম দোকান ঘর ভাড়ার চুক্তিপত্র দলিল

দোকানের জামানত ঃ ১,০০,০০০/- ( এক লক্ষ) টাকা মাত্র। ঃ ১৫,০০০/- (পনের হাজার) টাকা মাত্র। মাসিক ভাড়া

ঃ ৩ (তিন) বৎসর। <u>चिशा</u>फ

১। মোঃ ওসমান, পিতা- মৃতঃ আবুল কাদের, গ্রাম- আউটপাড়া, পোঃ চাব্দনা-টৌরাস্তা, ওয়ার্ড নং-১৬, গাজীপুর সিটি কর্পোরেশন, গাজীপুর, ধর্ম-ইসলাম, পেশা- ব্যবসা, জাতীয়তা-বাংলাদেশী। .....প্রথম পক্ষ (মালিক)।

১। মোঃ কাঞ্চন, পিতা- মৃত: মোন্তফা, গ্রাম- আগুলিয়াপাড়া, পোঃ ভিটিপাড়া, থানা- শ্রীপুর, জেলা-গাজীপুর, ধর্ম- ইসলাম, পেশা- ব্যবসা, জাতীয়তা-বাংলাদেশী।

........... দ্বিতীয় পক্ষ (ভাড়াটিয়া)।

প্রম করুণাময় আল্লাহর নাম স্মরণ করিয়া ভাড়াটিয়া চুক্তিনামা দলিল লিখা আরম্ভ করিলাম। যেহেতু আমি ১ম পক্ষ ঈদগাহ মার্কেট এর দোকান ঘরের মালিক বিদ্যামান আছি। বর্তমানে উক্ত মার্কেট থেকে ১০নং দোকান ঘর ভাড়া দেওয়ার প্রস্তাব ঘোষণা করিলে আপনি ২য় পক্ষ ভাড়াটিয়া নিমুলিখিত শর্ত সাপেক্ষে উক্ত দোকান ভাড়া নেওয়ার জন্য অগ্রসর হইয়া আসিলে আমি ১ম পক্ষ মালিক ভাড়া দিলাম ও আপনি ২য় পক্ষ ভাড়াটিয়া ভাড়া নিলেন।

#### তাতীয় পরিচিতি বিবরণ



नाघ

কাঞ্চল

Name

KANCHAN

পিতা

মাতা

Date of Birth

19-08-1988

NID No.

19883318657000083

Blood Group

বৰ্তমান ঠিকানা

বাসা/ছোন্ডিং: -, গ্রাম/বাস্তা:

33865759106, লোহাগাছিৰা, ডাক্ধন: বাসুদেৰপুৰ – ১৭০০, শ্ৰীপুৰ, পদ্ধী, গাগীপুৰ

# **FAMILY PICTURE**

