## Proposed NU Business Name: JAHANGIR PAN KHAMAR



Project identification and prepared by: Md LOKMAN HAKIM, Mohanpur Unit, Rajshahi

Project verified by: Abdul Mannan Talukdar


Brief Bio of The Proposed Nobin Udyokta

| Name | $:$ | MD. HASAN ALLI MONDOL |
| :--- | :--- | :--- |
| Age | $:$ | $20-04-1987$ (29 Years) |
| Education, till to date | $:$ | HSC |
| Marital status | $:$ | Married |
| Children | $:$ | Nill |
| No. of siblings: | $:$ | 2 Brother, |
| Address | Vill: Rajnagor, P.O:Pasuria, P.S:Manda Dist: Naogaon |  |
| Parent's and GB related Info | Mother $\quad$ (i) Who is GB member | $:$ |
| (ii) Mother's name | $:$ MST.ALTAFUL BEGOM |  |
| (iii) Father's name |  |  |
| (iv) GB member's info | $:$ | Branch: Nurrallabad, Centre \# 36(Female), |
|  | Member ID: 2344/3, Group No: 01 |  |
|  | Member since:06-01-2011(7 Years) |  |
|  | First loan: BDT 15,000 |  |
| Further Information: | Existing Loan: BDT 12,000, Outstanding loan: 8832/= |  |
| (v) Who pays GB loan installment | $:$ | Father |
| (vi) Mobile lady | No |  |
| (vii) Grameen Education Loan | $:$ | No |
| (viii) Any other loan like GB, | $:$ | No |
| BRAC ASA etc.. |  |  |

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

| Present <br> Occupation(Besides own <br> business, i.e., persuading <br> further studie, other <br> business etc.) | $:$ | Nil |
| :--- | :--- | :--- |
| Business Experiences and <br> Training Info | $:$ | Eight years experience in running business. |
| Other Own/Family Sources <br> of Income | $:$ | Agriculture |
| Other Own/Family Sources <br> of Liabilities | $:$ | None |
| Entrepreneur Contact No. | $:$ | 01737-768506 |
| Mother's Contact No. | $:$ | 01763-993239 |
| NU Project <br> Source/Reference | $:$ | Grameen Shakti Samajik Byabosha Ltd. Mohanpur Unit, <br> Rajshahi. |

## BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

MST.ALTAFUL BEGOM joined Grameen Bank since 07 years ago. At first she took 15,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize Ioan in business.

## Proposed Nobin Udyokta Business Info

| Business Name | $:$ | JAHANGIR PAN KHAMAR |
| :--- | :--- | :--- |
| Location | $:$ | Damnas,Bagmara ,Rajshahi. |
| Total Investment in BDT | $:$ | BDT 2,50,000/- |
| Financing | $:$Self BDT 2,00,000/-(from existing business) 80\% <br> Required Investment BDT 50,000/-(as equity) 20\% |  |
| Present salary/drawings <br> from business (estimates) | $:$ | BDT 5,000/- |
| Proposed Salary | $:$ | BDT 5,000/- |
| Size of shop | $:$ | 20 ft x 20ft= 400 square ft <br> -The business is planned to be scaled up by investment in existing <br> goods like; Betel leaf item . <br> -Average 20\% gain on sale. <br> -The business is operating by entrepreneur. Existing <br> Implementation <br> employees. After getting equity fund employee will be appointed. <br> -The shop is owned. <br> -Collects goods from Rajshahi, Dhaka. <br> -Agreed grace period is 3 months. |

## Existing Business (BDT)

| Particular | Daily | Monthly | Yearly |
| :--- | ---: | :--- | ---: |
| Revenue (sales) |  |  |  |
| Pan item | 500 | 15,000 | $1,80,000$ |
| Total Sales (A) | 500 | 15,000 | $1,80,000$ |
| Less. Variable Expense |  |  |  |
| Pan item |  |  |  |
| Total variable Expense (B) |  |  |  |
| Contribution Margin (CM) [C=(A-B) | 500 | 15,000 | $1,80,000$ |
| Less. Fixed Expense |  |  |  |
| Mobile Bill |  | 200 | 2,400 |
| Transportation |  | 1,500 | 18,000 |
| Salary (self) |  | 3,000 | 36,000 |
| Entertainment |  | 300 | 3,600 |
| Kinashok |  | 3,500 | 42,000 |
| Total fixed Cost (D) |  | $\mathbf{8 , 5 0 0}$ | $\mathbf{1 , 0 2 , 0 0 0}$ |
| Net Profit (E) [C-D) |  | $\mathbf{6 , 5 0 0}$ | $\mathbf{7 8 , 0 0 0}$ |

Investment Breakdown

| Existing |  |  |  | Proposed |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Particulars | Qty. | Unit <br> Price | Amount <br> (BDT) | Qty | Unit <br> Price | Amount <br> (BDT) | Proposed Total |
| Pan tree | 3000 | 20 | 60000 | 2500 | 20 | 50,000 | 110000 |
| Total | 3000 |  | 60000 | 195 |  | 50,000 | 110000 |

## Source of Finance



■ Entrepreneur's Contribution 60,000
■ Investor's Investment 50,000
■ Total 110,000

Financial Projection (BDT)

| Particular | Daily | Monthly | 1st Year | 2nd Year |
| :--- | ---: | ---: | ---: | ---: |
| Revenue (sales) |  |  |  |  |
| Pan item | 700 | 21,000 | $2,52,000$ | $2,64,600$ |
| Total Sales (A) | 700 | 21,000 | $2,52,000$ | $2,64,600$ |
| Less. Variable Expense |  |  |  |  |
| Pan item | 0 | 0 | 0 | 0 |
| Total variable Expense (B) | $\mathbf{0}$ | $\mathbf{0}$ | $\mathbf{0}$ | $\mathbf{0}$ |
| Contribution Margin (CM) [C=(A-B) | 700 | 21,000 | $2,52,000$ | $2,64,600$ |
| Less. Fixed Expense |  |  |  |  |
| Mobile Bill |  | 300 | 3,600 | 4,000 |
| Transportation |  | 2,000 | 24,000 | 25,000 |
| Salary (self) |  | 3,000 | 36,000 | 36,000 |
| Entertainment |  | 300 | 3,600 | 4,000 |
| Kitnashok |  | 4,000 | 48,000 | 51,000 |
| Total Fixed Cost | $\mathbf{9 , 6 0 0}$ | $\mathbf{1 , 1 5 , 2 0 0}$ | $\mathbf{1 , 2 0 , 0 0 0}$ |  |
| Net Profit (E) [C-D) | $\mathbf{1 1 , 4 0 0}$ | $\mathbf{1 , 3 6 , 8 0 0}$ | $\mathbf{1 , 4 4 , 6 0 0}$ |  |
| Investment Payback |  |  | $\mathbf{3 0 , 0 0 0}$ | $\mathbf{3 0 , 0 0 0}$ |

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

| SI \# | Particulars | Year 1 (BDT) | Year 2 (BDT) |
| :---: | :--- | :---: | :---: |
| $\mathbf{1}$ | Cash Inflow |  |  |
| 1.1 | Investment Infusion by Investor | 50,000 |  |
| 1.2 | Net Profit | $1,36,800$ | $1,44,600$ |
| 1.3 | Depreciation (Non cash item) |  |  |
| 1.4 | Opening Balance of Cash Surplus |  | $1,06,800$ |
|  | Total Cash Inflow |  | $\mathbf{2 , 5 1 , 4 0 0}$ |
| $\mathbf{2}$ | Cash Outflow | 50,000 |  |
| 2.1 | Purchase of Product |  |  |
| 2.2 | Payment of GB Loan |  |  |
|  | Investment Pay Back (Including Ownership Tr. | $\mathbf{3 0 , 0 0 0}$ | $\mathbf{3 0 , 0 0 0}$ |
| 2.3 | Fee) | $\mathbf{8 0 , 0 0 0}$ | $\mathbf{3 0 , 0 0 0}$ |
|  | Total Cash Outflow | $\mathbf{1 , 0 6 , 8 0 0}$ | $\mathbf{2 , 2 1 , 4 0 0}$ |
| $\mathbf{3}$ | Net Cash Surplus |  |  |

## SWOT ANALYSIS

| TRENGTH | Lack of Capital/Investment |
| :--- | :--- |
| Employment: Self: 01 Family:0 Others:0 |  |
| Experience \& Skill : 8 Years |  |
| Quality goods \& services; |  |
| Skill and experience; |  |
| PPORTUNITIES | Theft |
| Huge demand in the community | Fire <br> Location of shop; <br> Regular customers; |

## Pictures






## FAMILY PICTURE



