

Proposed NU Business Name: Meghla Photostat & Digital Studio
Business Category: IT support



Business Proposal Identified by: Md. Sujon Sarkar, Asst. Officer, Shivganj Unit,

Chapainawabganj

Business Proposal Prepared by: Naznin Akther

BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA

Name and address	:	Md. A. Malek Vill: Tokna, Union: Monakosha, Post: Monakosha, Upazila: Shivganj, District: Chapainawabganj.				
Age	:	31 years				
Marital status	:	Married				
Children	:	01 (One) Daughter				
No. of siblings:	:	04 (Four) Brothers and 04 (Four) Sisters				
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 Mst. Khoimon Nesha Late. Md. Entaj Ali Branch: Binodpur, Centre # 18/mo, Loan no.: 6624, Membership from 1998 to 2005 First loan: Tk. 1,000 Existing loan: Nil, Last Loan: Tk. 5,000				
Further Information: (v) Who pays GB loan installment (vi) Mobile lady (vii) Grameen Education Loan (viii) Any other loan	:	N/A Yes Nil Nil				

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

Education, till to date	:	B.S.S (pass)
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.)	:	05 (five) years experience in running his own business. He started the business with BDT 50,000 (Fifty thousand). He has 03 (Three) months working experience as an assistant in a local shop.
Other Own/Family Sources of Income	:	His 03 (Three) brother's income from business (grocery shop & seasonal mango business).
Other Own/Family Sources of Liabilities	:	Nil
NU's Contact No.	:	01742186073
NU's National ID No.	:	7018853977742
NU Project Source/Reference	:	Grameen Telecom Trust

BRIEF HISTORY OF GB LOAN UTILIZATION BY FAMILY

- Mst. Khoimon Nesha was a GB member from 1998 to 2005 at first she took GB loan BDT 1,000 (One thousand).
- Successively several times she utilized GB loan for cultivation.
 She was a mobile lady.
- Finally GB loan helped her to improve economic condition and livelihood.

PROPOSED NOBIN UDYOKTA BUSINESS INFO

Business Name	:	Meghla Photostat & Digital Studio
Address/ Location	:	Monakosha bazar, Shivganj, Chapainawabganj.
Total Investment in BDT	:	Tk. 259,000
Financing	:	Self Tk. 209,000 (from existing business) Required Investment Tk. 50,000 (as equity)
Present salary/drawings from business	:	BDT 3,000 (Three thousand)
Proposed Salary	:	BDT 4,000 (Four thousand)
Proposed Business Implementation Plan		
(i) % of present gross profit margin	:	On products & services 50%.
(ii) Estimated % of proposed gross profit margin	:	On products & services 50%.
(iii) In future risk mgt. plan (from fire, disaster etc.)		
(from fire, disaster etc.)		

INFO ON EXISTING BUSINESS OPERATIONS

Part a lare	Exi	Existing Business (BDT)				
Particulars	Daily	Monthly	Yearly			
Sales income from Products & Services (A)	1,000	28,000	336,000			
Less: Cost of Sales / Products (B)	500	14,000	168,000			
Gross Profit (C) [C=(A-B)]	500	14,000	168,000			
Less: Operating Cost:		11,000	100,000			
Electricity bill		700	8,400			
Shop rent		1,000	12,000			
Mobile bill		400	4,800			
Night Guard bill		20	240			
Conveyance bill		600	7,200			
Present Salary (Family & self)		3,000	36,000			
Provision of bad debt		1	12			
Other Cost (Stationary & Entertainment etc.)		600	7,200			
Non Cash Item:			- ,			
Depreciation Expenses		2,223	26,670			
Total Operating Cost (D)		8,544	102,522			
Net Profit (C-D):		5,457	65,478			

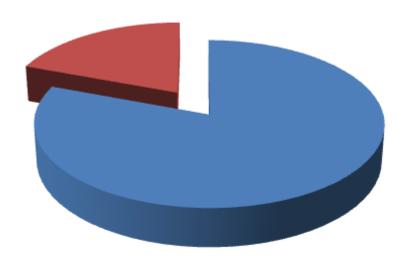
PRESENT & PROPOSED INVESTMENT BREAKDOWN

Particulars			Proposed	Total
Existing	Proposed	(BDT)	(BDT)	(BDT)
Investment in products (paper, pan, file, scale and clip board etc.)	Investment in products (different types of stationary item etc.)	29,100	50,000	79,100
Investment in Machineries and Equipments (computer set, photocopy machine, cemera, laminating machine, scanner, printer, bulb and fan etc.)				155,200
Cash in Hand				900
Debtors (Since August, 2016 to at present)				1,200
Decoration (fixture and fittings)				22,600
Total Capital			50,000	259,000

SOURCE OF FINANCE

- Entrepreneur's Contribution BDT 209,000
- GTT's Investment BDT 50,000
- Total Capital BDT 259,000

GTT's Investment 19%



Entrepreneur's Contribution 81%

FINANCIAL PROJECTION OF NU BUSINESS PLAN

Barthaulaus	Year 1 (BDT)			Year 2 (BDT)			Year 3 (BDT) for 3 month		
Particulars	Daily	Monthly	Yearly	Daily	Monthly	Yearly	Daily	Monthly	Yearly
Est. Sales income from Products & Services (A)	1,500	42,000	504,000	1,680	47,040	564,480	1,764	49,392	148,176
Less: Cost of Sales / Products (B)	750	21,000	252,000	840	23,520	282,240	882	24,696	74,088
Gross Profit (C) [C=(A-B)]	750	21,000	252,000	840	23,520	282,240	882	24,696	74,088
Less: Operating Cost:									
Electricity bill		900	10,800		1,000	12,000		1,100	3,300
Shop rent		1,000	12,000		1,000	12,000		1,000	3,000
Mobile bill (SMS & Reporting)		700	8,400		700	8,400		700	2,100
Night Guard bill		20	240		40	480		60	180
Conveyance		1,000	12,000		1,400	16,800		1,800	5,400
Bank Charge (DD,PO,SC)		55	660		55	660		55	165
Ownership Transfer Fee		417	3,750		417	5,000		417	1,250
Proposed Salary-(Family & Self)		4,000	48,000		5,000	60,000		6,000	18,000
Provision of bad debt		1	12		1	12		1	3
Other Cost (stationary & Entertainment etc.)		900	10,800		1,200	14,400		1,500	4,500
Non Cash Item:									
Depreciation Expenses		2,223	26,670		2,223	26,670		556	6,668
Total Operating Cost (D)	_	11,215	133,332	-	13,035	156,422		13,188	44,566
Net Profit (C-D)	-	9,785	118,668	-	10,485	125,818	_	11,508	29,523
Retained Income			118,668			244,486			274,009

Notes: 1. Agreed Grace period: Three months

2. **Investment Payback schedule:** Monthly installment including 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	50,000	<u>-</u>	-
1.2	Net Profit (ownership tr. Fee added back)	122,418	130,818	30,773
1.3	Depreciation Expenses	26,670	26,670	6,668
1.4	Opening Balance of Cash Surplus	900	127,488	254,976
	Total Cash Inflow	199,988	284,976	292,416
2.0	Cash Outflow			
2.1	Product Purchase	50,000	-	-
2.2	Investment Payback including Ownership Transfer Fee	22,500	30,000	7,500
	Total Cash Outflow	72,500	30,000	7,500
3.0	Total Cash Surplus	127,488	254,976	284,916

SWOT ANALYSIS

STRENGTH Present employment: Self: 01 Family: 0 Others (beyond family): 0 Future employment: 0 Trade License in his own name; Quality of service; He has on hand training;	WEAKNESS ☐ Can not supply goods as per demand.
 □ Skilled & working experience : 08 years. □ OPPORTUNITIES □ Location of Shop; □ Have some fixed customers. □ Increasing Demand; □ The Capital of the entrepreneur will be BDT 483,009 after 2 years excluding payback of investor's money. 	THREATS ☐ Increase of local competitors.

Presented at 291st as Yunus Centre and 81st In-house Executive Social Business Design Lab (GTT) on July 18, 2016 at Grameen Telecom Trust Premises

Thank you

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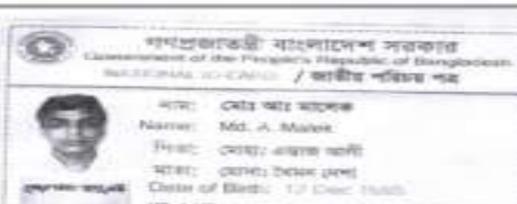
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