## Proposed NU Business Name: KHAJA BOSTALOY



Project identification and prepared by: Md. Anarul, Mawna Unit, Gazipur

Project verified by: MD. Rafiqul Islam


Brief Bio of The Proposed Nobin Udyokta

| Name | : | MD:SHAHIN ALAM |
| :---: | :---: | :---: |
| Age | . | 01-03-1989 (27 Years) |
| Education, till to date |  | Class Eight |
| Marital status |  | Married |
| Children | . | 1 Son |
| No. of siblings: |  | 2 Brother 1 Sister |
| Address |  | Vill: Nogor Hawla P.O: Gazipur, P.S: Shreepur, Dist: Gazipur |
| Parent's and GB related Info <br> (i) Who is GB member <br> (ii) Mother's name <br> (iii) Father's name <br> (iv) GB member's info <br> Further Information: <br> (v) Who pays GB loan installment <br> (vi) Mobile lady <br> (vii) Grameen Education Loan <br> (viii) Any other loan like GB, BRAC ASA etc.. |  | $\square$ Father $\square$ <br> MST. SHAHNAZ BEGUM <br> MD:ABD:AZIZ <br> Branch: Fulbaria Kaliakor, Centre \# 60(Female), <br> Member ID: 5651, Group No: 04 <br> Member since: 10-03-2010 (05Years) <br> First loan: BDT 5,000 <br> Existing Loan: BDT 10,000, Outstanding loan: 9,780 <br> Fathers <br> No <br> No <br> No |

## 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 | $:$ | 4 years experience in running business. |
| Other Own/Family Sources <br> of Income | $:$ | He has no training. |
| Other Own/Family Sources <br> of Liabilities | $:$ | None |
| Entrepreneur Contact No. | $:$ | $01747-808619$ |
| Mother's Contact No. | $:$ | $01723-598805$ |
| NU Project <br> Source/Reference | $:$ | Grameen Shakti Samajik Byabosha Ltd. Mawna Unit, Gazipur |

## BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

MST. SHAHNAJ BEGUM joined Grameen Bank since 05 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 | : | KHAJA BOSTALOY |
| :---: | :---: | :---: |
| Location | : | Joyna Bazar ,Sreepur Gajipur |
| Total Investment in BDT | : | BDT 3,00,000/- |
| Financing | : | Self BDT 2,20,000/-(from existing business) 73\% Required Investment BDT 80,000/-(as equity) 27\% |
| Present salary/drawings from business (estimates) | : | BDT 5,000/- |
| Proposed Salary | : | BDT 5,000/- |
| Size of shop | : | $15 \mathrm{ft} \times 08 \mathrm{ft}=120$ square ft |
| Security of the shop | : | BDT 1,20,000/- |
| Implementation | : | -The business is planned to be scaled up by investment in existing goods like; Shari,Three piece,Lungy,Shirt, etc. <br> - Average 20\% gain on sale. <br> -The business is operating by entrepreneur. Existing no employee. <br> After getting equity fund 1 employee will be appointed. <br> - The shop is rented. <br> - Collects goods from Dhaka,Tangail <br> - Agreed grace period is 3 months. |

Existing Business (BDT)

| Particular | Daily | Monthly | Yearly |
| :--- | ---: | ---: | ---: |
| Revenue (sales) |  |  |  |
| Shari,Three piece,Lungy,Shirt, etc. | 2,800 | 84,000 | $1,008,000$ |
| Total Sales (A) | $\mathbf{2 , 8 0 0}$ | 84,000 | $1,008,000$ |
| Less. Variable Expense |  |  |  |
| Shari,Three piece,Lungy,Shirt, etc. | 2,240 | 67,200 | $8,06,400$ |
| Total variable Expense (B) | $\mathbf{3 , 5 2 0}$ | $\mathbf{1 0 5 , 6 0 0}$ | $\mathbf{1 , 2 6 7 , 2 0 0}$ |
| Contribution Margin (CM) [C=(A-B) | $\mathbf{5 6 0}$ | $\mathbf{1 6 , 8 0 0}$ | $\mathbf{2 , 0 1 , 6 0 0}$ |
| Less. Fixed Expense |  |  |  |
| Rent |  | 1,100 | 13200 |
| Electricity bill |  | 800 | 9600 |
| Mobile Bill |  | 300 | 3600 |
| Transportation |  | 1,500 | 18000 |
| Generator Bill |  | 100 | 1200 |
| Salary (self) |  | 5000 | 60000 |
| Entertainment |  | $\mathbf{2 0 0}$ | $\mathbf{2 4 0 0}$ |
| Total fixed Cost (D) |  | $\mathbf{9 0 0 0}$ | $\mathbf{1 0 8 0 0 0}$ |
| Net Profit (E) [C-D) |  | $\mathbf{9 3 0 0}$ |  |

Investment Breakdown

| Particulars | Existing | Proposed | Proposed Total |
| :--- | :---: | :---: | :---: |
| Shari (150×450) | 67,500 | 45,000 | $1,12,500$ |
| Shirt (100x300) | 30,000 | 7,500 | 37,500 |
| Three Piece | 30,000 | 10,000 | 40,000 |
| Lungi (100x350) | 35,000 | 17,500 | 52,500 |
| jiens Pant (50x400) | 20,000 | 0 | 20,000 |
| Panjabi,Forok, etc. | 37,500 | 0 | 37,500 |
| Total | $\mathbf{2 , 2 0 , 0 0 0}$ | $\mathbf{8 0 , 0 0 0}$ | $\mathbf{3 , 0 0 , 0 0 0}$ |

## Source of Finance



■ Entrepreneur's Contribution 220,000
■ Investor's Investment 80,000
■ Total 300,000

Financial Projection (BDT)

| Particular | Daily | Monthly | 1st Year | 2nd Year |
| :--- | ---: | ---: | ---: | ---: |
| Revenue (sales) |  |  |  |  |
| Shari,Three piece,Lungy,Shirt, etc. | 4,500 | $1,35,000$ | $1,620,000$ | $1,701,000$ |
| Total Sales (A) | 4,500 | $1,35,000$ | $1,620,000$ | $1,701,000$ |
| Less. Variable Expense |  |  |  |  |
| Shari,Three piece,Lungy,Shirt, etc. | 3,600 | $1,08,000$ | $1,296,000$ | $1,360,800$ |
| Total variable Expense (B) | 3,600 | $1,08,000$ | $1,296,000$ | $1,360,800$ |
| Contribution Margin (CM) [C=(A-B) | $\mathbf{9 , 0 0}$ | $\mathbf{2 7 , 0 0 0}$ | $\mathbf{3 , 2 4 , 0 0 0}$ | $\mathbf{3 , 4 0 , 2 0 0}$ |
| Less. Fixed Expense |  |  |  |  |
| Rent |  | 1,100 | 13,200 | 13,200 |
| Electricity bill |  | 1,200 | 14,400 | 15,000 |
| Mobile Bill |  | 5,00 | 6,000 | 6,500 |
| Transportation |  | 2,000 | 24,000 | $\mathbf{2 5 , 0 0 0}$ |
| Generator Bill |  | 1,00 | 1,200 | 15,00 |
| Salary (self) |  | 5,000 | 60,000 | 60,000 |
| Salary (staff-1) |  | 3,000 | 36,000 | 36,000 |
| Entertainment |  | $\mathbf{2 , 0 0}$ | $\mathbf{2 , 4 0 0}$ | $\mathbf{3 , 0 0 0}$ |
| Total Fixed Cost |  | $\mathbf{1 3 , 1 0 0}$ | $\mathbf{1 5 7 , 2 0 0}$ | $\mathbf{1 6 0 , 2 0 0}$ |
| Net Profit (E) [C-D) |  | $\mathbf{1 3 , 9 0 0}$ | $\mathbf{1 6 6 , 8 0 0}$ | $\mathbf{1 8 0 , 0 0 0}$ |
| Investment Payback |  |  | $\mathbf{4 8 , 0 0 0}$ | $\mathbf{4 8 , 0 0 0}$ |

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

| Sl \# | Particulars | Year 1 (BDT) | Year 2 (BDT) |
| :---: | :--- | :---: | ---: |
| $\mathbf{1}$ | Cash Inflow |  |  |
| 1.1 | Investment Infusion by Investor | 80,000 |  |
| 1.2 | Net Profit | $1,66,800$ | $1,80,000$ |
| 1.3 | Depreciation (Non cash item) |  | - |
| 1.4 | Opening Balance of Cash Surplus |  | $1,09,020$ |
|  | Total Cash Inflow | $\mathbf{2 , 4 6 , 8 0 0}$ | $\mathbf{2 , 8 9 , 0 2 0}$ |
| $\mathbf{2}$ | Cash Outflow |  |  |
| 2.1 | Purchase of Product | 80,000 |  |
| 2.2 | Payment of GB Loan | 9,780 |  |
|  | Investment Pay Back (Including Ownership Tr. |  |  |
|  | Fee) | 48,000 | $\mathbf{4 8 , 0 0 0}$ |
|  | Total Cash Outflow | $\mathbf{1 , 3 7 , 7 8 0}$ | $\mathbf{4 8 , 0 0 0}$ |
| $\mathbf{3}$ | Net Cash Surplus | $\mathbf{1 , 0 9 , 0 2 0}$ | $\mathbf{2 , 4 1 , 0 2 0}$ |

## SWOT ANALYSIS

| TRENGTH | Lack of Capital/Investment |
| :--- | :--- |
| Employment: Self: 01 Family:0 Others:1 |  |
| Experience \& Skill : 04 Years |  |
| Quality goods \& services; |  |
| Skill and experience; |  |
| PPORTUNITIES | Theft |
| Huge demand in the community | Fire <br> Political unrest <br> Regular customers; |

## Pictures







FAMILY PICTURE


