### **Proposed NU Business Name: AL AMIN TELECOM**



Project identification and prepared by: Ramendra Nath Halder Feni Sadar Unit, Feni

Project verified by: Sree Susanta Kumar Bishwas



| Brief Bio of The Proposed Nobin Udyokta   |       |  |  |  |
|---|-------|--|--|--|
| Name  | :     | MD NURULLAH SIDDIQI  |  |  |
| Age   | :     | 03-11-1988 (28 Y <i>ears</i> )   |  |  |
| Education, till to date   | ••    | MA   |  |  |
| Marital status  | ••    | Unmarried  |  |  |
| Children  | ••    | NA   |  |  |
| No. of siblings:  | ••    | 02 Brothers and 02 Sister  |  |  |
| Address   | :     | Vill: Moddha Chandpur P.O: Lemua Baazar P.S: Feni Sadar, 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  MST KHURSIDA AKTER  MD YASIN SIDDIQUE  Branch Kalidaha,Feni , Centre 23 (Female),  Member ID: 1914/1, Group No: 01  Member since: 18-05-2006 (01 Years)  First loan: BDT 5000/- |  |  |
| 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 30000 Outstanding loan: Nil Father No 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  | : | 06 years experience in running business. 06 Years in own business. |
| Training Info   | : | He has no training.  |
| Other Own/Family Sources of Income  | : | Business   |
| Other Own/Family Sources of Liabilities   | : |  |
| Entrepreneur Contact No.  | : | 01819-840772   |
| Family's Contact No.  | : | 01816-437080   |
| NU Project<br>Source/Reference  | : | Grameen Shakti Samajik Byabosha Ltd. Feni Sadar Unit, Feni         |

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

**MST KHURSIDA AKTER** joined Grameen Bank since 07 years ago. At first she took BDT 5000 loan from Grameen Bank. She gradually took loan from GB. Utilize loan in Business.

| Proposed Nobin Udyokta Business Info              |   |  |  |  |
|---|---|--|--|--|
| Business Name                                     | : | AL AMIN TELECOM  |  |  |
| Location  | : | Rajbari Gate, Tank road, Feni  |  |  |
| Total Investment in BDT                           | : | BDT 750,000/-  |  |  |
| Financing   | : | Self BDT 650,000/- (from existing business) 87% Required Investment BDT 100,000/- (as equity) 130%   |  |  |
| Present salary/drawings from business (estimates) | : | BDT 5,000  |  |  |
| Proposed Salary                                   | : | BDT 5,000  |  |  |
| Size of shop                                      | : | 15 ft x 10 ft= 150 square ft   |  |  |
| Implementation                                    | • | <ul> <li>The business is planned to be scaled up by investment in existing goods like; Mobile accessories, bikash flexiload, service.</li> <li>Average 20% gain on sales.</li> <li>The business is operating by entrepreneur. Existing 01 employee.</li> <li>The shop is rented.</li> <li>Collects goods from Feni Sadar.</li> <li>Agreed grace period is 3 months.</li> </ul> |  |  |

### **Existing Business (BDT)**

| Particular                        | Daily | Monthly | Yearly |
|-----------------------------------|-------|---------|--------|
| Revenue(Sales)                    |       |         |        |
| Mobile accessories                | 2500  | 75000   | 900000 |
| Bkash & Flexiload                 | 120   |         |        |
| Total Sales (A)                   | 2620  | 78600   | 943200 |
| Less Variable Expense             |       |         |        |
| Mobile accessories                | 2400  | 72000   | 864000 |
| Total variable Expense (B)        | 2,400 | 72000   | 864000 |
| Contribution Margin (CM) [C=(A-B) | 920   | 27600   | 331200 |
| Less Variable Expense             |       |         |        |
| Rent                              |       | 6,000   | 72000  |
| Electricity bill                  |       | 800     | 9600   |
| Transportation                    |       | 0       | C      |
| Salary (self)                     |       | 5000    | 60000  |
| Salary(Staff)                     |       | 5000    | 60000  |
| Entertainment                     |       | 300     | 3600   |
| Guard                             |       | 150     | 1800   |
| Generator                         |       | 1700    | 20400  |
| Bank charge                       |       | 300     | 3600   |
| Mobile bill                       |       | 300     | 3600   |
| Total fixed cost (D)              |       | 19,550  | 234600 |
| Net Profit (E)= [C-D]             |       | 8,050   | 96600  |

| <b>Investment Breakdo</b> | wn |
|---------------------------|----|
|---------------------------|----|

| Existing           |      |                   |         |     | Proposed          |         |          |  |
|--------------------|------|-------------------|---------|-----|-------------------|---------|----------|--|
| Particulars        | Qty. | <b>Unit Price</b> | Amount  | Qty | <b>Unit Price</b> | Amount  | Proposed |  |
|                    |      |                   | (BDT)   |     |                   | (BDT)   | Total    |  |
| Mobile             | 25   | 3000              | 75,000  | 20  | 3,500             | 70,000  | 145,000  |  |
| Battery            | 200  | 150               | 30,000  | 90  | 150               | 13,500  | 43,500   |  |
| Sim                | 100  | 100               | 10,000  | 50  | 70                | 3,500   | 13,500   |  |
| Charger            | 100  | 70                | 7,000   | 0   | 0                 | 0       | 7,000    |  |
| Load               | 1    | 10000             | 10,000  | 0   | 0                 | 0       | 10,000   |  |
| Bikash             | 1    | 50000             | 50,000  | 0   | 0                 | 0       | 50,000   |  |
| Power bank         | 12   | 2000              | 24,000  | 1   | 13000             | 13,000  | 37,000   |  |
| Mobile accessories | 1    | 44000             | 44,000  | 0   | 0                 | 0       | 44,000   |  |
| Security           | 1    | 400000            | 400,000 | 0   | 0                 | 0       | 400,000  |  |
| Total              | 441  | 0                 | 650,000 | 163 | 0                 | 100,000 | 750,000  |  |

### **Source of Finance**



| Financial Projection (BDT)        |       |         |         |         |  |
|-----------------------------------|-------|---------|---------|---------|--|
| Paticular                         | Daily | Monthly | Year1   | Year 2  |  |
| Revenue(Sales)                    |       |         |         |         |  |
| Mobile accessories                | 4100  | 123000  | 1476000 | 1549800 |  |
| Bkash & Flexiload                 | 160   | 4800    | 57600   | 60480   |  |
| Total Sales (A)                   | 4260  | 127800  | 1533600 | 1610280 |  |
| Less Variable Expense             |       |         |         |         |  |
| Mobile accessories                | 3075  | 92250   | 1107000 | 1162350 |  |
| Total variable Expense (B)        | 3,075 | 92250   | 1107000 | 1162350 |  |
| Contribution Margin (CM) [C=(A-B) | 1,185 | 35550   | 426600  | 447930  |  |
| Less Variable Expense             |       |         |         |         |  |
| Rent                              |       | 6,000   | 72000   | 72,000  |  |
| Electricity bill                  |       | 1100    | 13200   | 13700   |  |
| Salary (self)                     |       | 5000    | 60000   | 60000   |  |
| Salary(Staff)                     |       | 5000    | 60000   | 60000   |  |
| Entertainment                     |       | 300     | 3600    | 3600    |  |
| Guard                             |       | 150     | 1800    | 1800    |  |
| Generator                         |       | 1700    | 20400   | 20400   |  |
| Bank charge                       |       | 300     | 3600    | 3600    |  |
| Mobile bill                       |       | 400     | 4800    | 4900    |  |
| Total fixed cost (D)              |       | 19,950  | 215,400 | 216,000 |  |
| Net Profit (E)= [C-D]             |       | 15600   | 187200  | 231,930 |  |
| Investment Payback                |       |         | 60,000  | 60,000  |  |

### 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                   | 100,000      |              |
| 1.2 | Net Profit  | 187,200      | 231,930      |
| 1.3 | Depreciation (Non cash item)                      |              |              |
| 1.4 | Opening Balance of Cash Surplus                   |              | 127,200      |
|     | Total Cash Inflow                                 | 287,200      | 359130       |
| 2   | Cash Outflow                                      |              |              |
| 2.1 | Purchase of Product                               | 100,000      |              |
| 2.2 | Payment of GB Loan                                |              |              |
| 2.3 | Investment Pay Back (Including Ownership Tr. Fee) | 60000        | 60000        |
|     | Total Cash Outflow                                | 160,000      | 60000        |
| 3   | Net Cash Surplus                                  | 127,200      | 299130       |

### **SWOT ANALYSIS**

# Strength

Employment: Self: 0 Family:0 Others:0

Experience & Skill: 06 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









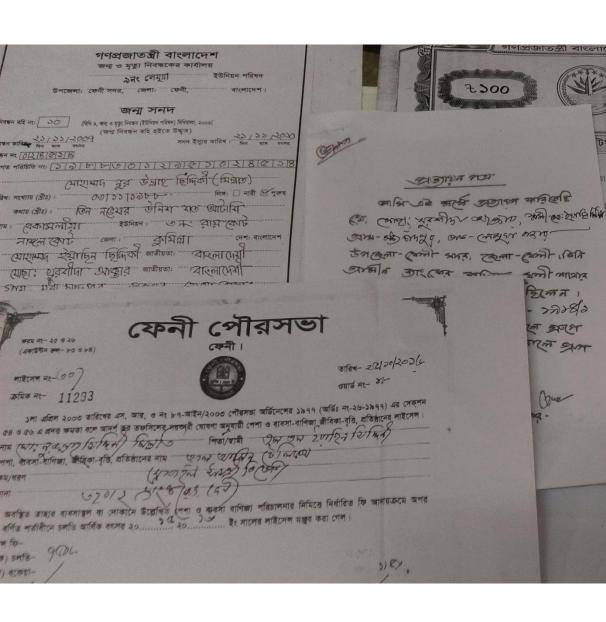














कढ ३४२६३३६

#### "দোকান ভাড়ার চুক্তিপত্র"

- ১। মনোয়ার হোসেন দুলাল, পিতা- মৃত আবদুল খালেক ভূঁঞা,
- ২। জুলেখা আক্তার, স্বামী- মনোয়ার হোসেন দুলাল, সর্বসাং- প্রমপ্র), থানা- ফেনী সদর, ফেনী।
- ১। মোঃ নুকল্লাহ সিদ্দিকী মিল্লাত, পিতা- এম, এম, ইয়াছিন সিদ্দিবী
   পো: লেমুয়া বাজার, থানা: ফেনী সদর, জেলা: ফেনী।

পরম করুনাময় মহান আল্লাহ তালার নাম স্মরণে আরম্ভ করি পক্ষগনের নিজ মালিকীয় দখলীয় একখানা দোকান গৃহ যা গেইটের দক্ষিন পার্ষে এবং ফেনী মডেল হাই স্কুলের পশ্চিম টিনের ছাউনিযুক্ত ২ (পুই) সাটার বিশিষ্ট দোকান গৃহ ভাড়া ৫ ভাড়াটিয়া উক্ত দোকান গৃহখানা নিতে সম্মত হইয়াছেন আলোচনা ক্রমে এবং নিমু শার্ত শাপেকে দোলন গৃহখানা

'শশৰ্ভ সমূহ্"

# **FAMILY PICTURE**

