## Proposed NU Business Name: MEGHA STORE



Project identification and prepared by: Md. Sahjamal Sirazi, Puthia Unit, Rajshahi

Project verified by: MD. Abdul Mannan Talukder


Brief Bio of The Proposed Nobin Udyokta

| Name | : | MD. MOHABBAT ALI |
| :---: | :---: | :---: |
| Age |  | 23-09-1985 ( 31 Years) |
| Education, till to date | . | S S C |
| Marital status |  | Married |
| Children | . | 1 Daughter |
| No. of siblings: |  | 1 Brother \& 1 Sister |
| Address |  | Vill: Tetulia , P.O: Golabari, P.S: Puthia Dist: Rajshahi . |
| 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.. |  | Mother <br> Fathe <br> MST. MOYNA <br> AMIN MOLLA <br> Branch: Shilmaria ,.Puthia ,Centre \# 55(Female), <br> Member ID: 6948/1, Group No: 05 <br> Member since: 2000 To 2012 (12 Years) <br> First loan: BDT -7,000 <br> Existing Loan: BDT 20,000, Outstanding loan: Nill <br> Father <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 studies, other <br> business etc.) | $:$ | Nil |
| :--- | :--- | :--- |
| Business Experiences and <br> Training Info | $:$ | 05 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. | $:$ | $01761-010509$ |
| Mother's Contact No. | $:$ | $01723-341056$ |
| NU Project <br> Source/Reference | $:$ | Grameen Shakti Samajik Byabosha Ltd. Puthia Unit, Rajshahi |

## BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

MST. MOYNA joined Grameen Bank since 12 years ago. At first she took 7,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

## Proposed Nobin Udyokta Business Info

| Business Name | $:$ | MEGHA STORE |
| :--- | :--- | :--- |
| Location | $:$ | Tetulia, Golabari, Puthia, Rajshahi . |
| Total Investment in BDT | $:$ | BDT 80,000/- |
| Financing | $:$Self BDT 30,000/-(from existing business) 38\% <br> Required Investment BDT 50,000/-(as equity) 62\% |  |
| Present salary/drawings <br> from business (estimates) | $:$ | BDT 5,000/- |
| Proposed Salary | $:$ | BDT 5,000/- |
| Size of shop | $:$ | 10 ft x 20 ft= 200 square ft |
| Security of the shop | $:$BDT - <br> Implementation business is planned to be scaled up by investment in existing <br> goods like; Grocery Item. <br> -Average 15\% gain on sale. <br> -The business is operating by entrepreneur. Existing no <br> employees. <br> -The shop is Self. <br> -Agreed grace period is 3 months. |  |

Existing Business (BDT)

| Particular | Daily | Monthly | Yearly |
| :--- | :---: | :---: | :---: |
| Revenue (sales) |  |  |  |
| Grocery Item | 2,500 | 75,000 | 900,000 |
| Total Sales (A) | 2,500 | 75,000 | 900,000 |
| Less. Variable Expense |  |  |  |
| Grocery Item | 2,125 | 63,750 | 765,000 |
| Total variable Expense (B) | $\mathbf{2 , 1 2 5}$ | $\mathbf{6 3 , 7 5 0}$ | $\mathbf{7 6 5 , 0 0 0}$ |
| Contribution Margin (CM) [C=(A-B) | $\mathbf{3 7 5}$ | $\mathbf{1 1 , 2 5 0}$ | $\mathbf{1 3 5 , 0 0 0}$ |
| Less. Fixed Expense |  |  |  |
| Rent |  | 0 | 0 |
| Electricity Bill |  | 400 | 4,800 |
| Transportation |  | 500 | 6,000 |
| Salary (self) |  | 5,000 | 60,000 |
| Salary (staff) |  | 0 | 0 |
| Entertainment |  | 200 | 2,400 |
| Guard |  | 0 | 0 |
| Bank Charge |  | 200 | 1,200 |
| Mobile Bill |  | $\mathbf{6 , 4 0 0}$ | $\mathbf{7 6 , 8 0 0}$ |
| Total fixed Cost (D) |  | $\mathbf{4 , 8 5 0}$ | $\mathbf{5 8 , 2 0 0}$ |
| Net Profit (E) [C-D) |  |  |  |

Investment Breakdown

| Particulars | Existing | Proposed | Proposed Total |
| :--- | :---: | :---: | :---: |
| Grocery Item | 0 | 10,000 | 10,000 |
| Rice | 0 | 20,000 | 20,000 |
| Shop | 3,000 | 0 | 3,000 |
| Dale | 3,000 | 0 | 3,000 |
| Sold | 3,000 | 0 | 3,000 |
| Cold Drinks | 2,000 | 0 | 2,000 |
| Flower | 3,000 | 10,000 | 13,000 |
| Oil | 5,000 | 10,000 | 15,000 |
| Cosmetic | $\mathbf{7 , 0 0 0}$ | 0 | $\mathbf{7 , 0 0 0}$ |
| Confectionary | $\mathbf{4 , 0 0 0}$ | 0 | $\mathbf{4 , 0 0 0}$ |
|  | $\mathbf{3 0 , 0 0 0}$ | $\mathbf{5 0 , 0 0 0}$ | $\mathbf{8 0 , 0 0 0}$ |

## Source of Finance



■ Intrepreneur's Contibution 30,000

■ Investor's Investment 50,000

- Total 80,000

| Financial Projection (BDT) |  |  |  |  | $3^{\text {rd }}$ Year |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Particular | Daily | Monthly | 1st Year | 2nd Year |  |
| Revenue (sales) |  |  |  |  |  |
| Grocery Item | 3,500 | 105,000 | 1260,000 | 1323,000 | 1389,150 |
| Total Sales (A) | 3,500 | 105,000 | 1260,000 | 1323,000 | 1389,150 |
| Less. Variable Expense |  |  |  |  |  |
| Grocery Item | 2,975 | 89,250 | 1071,000 | 1124,550 | 1180,777 |
| Total variable Expense (B) | 2,975 | 89,250 | 1071,000 | 1124,550 | 1180,777 |
| Contribution M. (CM) [C=(A-B) | 525 | 15,750 | 189,000 | 198,450 | 208,373 |
| Less. Fixed Expense |  |  |  |  |  |
| Rent |  | 0 |  |  |  |
| Electricity Bill |  | 500 | 6,000 | 6,300 | 6,615 |
| Transportation |  | 800 | 9,600 | 10,080 | 10,584 |
| Salary (self) |  | 5,000 | 60,000 | 60,000 | 60,000 |
| Salary (staff) |  | 0 | 0 | 0 | 0 |
| Entertainment |  | 200 | 2,400 | 2,400 | 2,400 |
| Guard |  | 0 | 0 | 0 | 0 |
| Bank Charge |  | 100 | 1,200 | 1,200 | 1,200 |
| Mobile Bill |  | 300 | 3,600 | 3,780 | 3,969 |
| Total Fixed Cost |  | 6,900 | 82,800 | 83,760 | 84,768 |
| Net Profit (E) [C-D) |  | 8,850 | 106,200 | 114,690 | 123,569 |
| Investment Payback |  |  | 20,000 | 20,000 | 20,000 |

## Cash flow proiection on business plan (rec. \& Pav)

| SI \# | Particulars | Year 1 (BDT) | Year 2 (BDT) | Year 3(BDT) |
| :---: | :--- | :---: | :---: | :---: |
| $\mathbf{1}$ | Cash Inflow |  |  |  |
| 1.1 | Investment Infusion by Investor | 50,000 |  |  |
| 1.2 | Net Profit | 106,200 | 114,690 | 123,569 |
| 1.3 | Depreciation (Non cash item) | - |  | - |
| 1.4 | Opening Balance of Cash Surplus |  | 86,200 | 94,690 |
|  | Total Cash Inflow | $\mathbf{1 5 6 , 2 0 0}$ | $\mathbf{2 0 0 , 8 9 0}$ | $\mathbf{2 1 8 , 2 5 9}$ |
| $\mathbf{2}$ | Cash Outflow |  |  |  |
| 2.1 | Purchase of Product | 50,000 |  |  |
| 2.2 | Payment of GB Loan |  |  |  |
| 2.3 | Investment Pay Back (Including | Ownership Tr. Fee) | $\mathbf{2 0 , 0 0 0}$ | $\mathbf{2 0 , 0 0 0}$ |
|  | Total Cash Outflow | $\mathbf{7 0 , 0 0 0}$ | $\mathbf{2 0 , 0 0 0}$ | $\mathbf{2 0 , 0 0 0}$ |
| $\mathbf{3}$ | Net Cash Surplus | $\mathbf{8 6 , 2 0 0}$ | $\mathbf{1 8 0 , 8 9 0}$ | $\mathbf{1 9 8 , 2 5 9}$ |

## SWOT ANALYSIS

| TRENGTH | Lack of Capital/Investment |
| :--- | :--- |
| Employment: Self: 01 Family:0 Others:0 |  |
| Experience \& Skill : 05 Years |  |
| Quality goods \& services; |  |
| Skill and experience; |  |
| PPORTUNITIES | Theft |
| Huge demand in the community | Fire <br> Location of shop; <br> Regular customers; |

## Pictures








