## Proposed NU Business Name: BHAI BHAI VARIETIES STORE



Project identification and prepared by: Md.Nurul islam Kaliakor Unit, Gazipur Project verified by: MD. Mizanur Rahaman Patoyari

Brief Bio of The Proposed Nobin Udyokta

| Name | $:$ | MD: SHAJAHAN SORKAR |
| :--- | :--- | :--- |
| Age | $:$ | $30-12-1982$ (18 Years) |
| Education, till to date | $:$ | S.S.C |
| Marital status | $:$ | Married |
| Children | $:$ | 1 Doughter |
| No. of siblings: | $:$ | 1 Brothers, 1 Sisters. |
| Address | $:$ |  |
| Parent's and GB related Info | Mother $\quad$ (i) Who is GB member | SHAHIDA BAGUM |
| (ii) Mother's name | MD: AINAL HAQUE |  |
| (iii) Father's name | $:$ | Branch: Moddopara Kaliakor, Centre \# 45 (Female), |
| (iv) GB member's info | Member ID: 4415, Group No: 03 |  |
|  | Member since: 24-11-2001 (15 Years) |  |
|  | First loan: BDT 5,000/- |  |
| Further Information: | Outstanding loan: 21,000 |  |
| (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 | $:$ | 10 years experience in running business. |
| Other Own/Family Sources <br> of Income | $:$ | Business |
| Other Own/Family Sources <br> of Liabilities | $:$ | None |
| Entrepreneur Contact No. | $:$ | $01711-511353$ |
| Family's Contact No. | $:$ | 01915397040 |
| NU Project <br> Source/Reference | $:$ | Grameen Shakti Samajik Byabosha Ltd. Kaliakor Unit Gazipur. |

## BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

SHAHIDA BAGUM joined Grameen Bank since 15 years ago. At first she took BDT 5,000 loan from Grameen Bank. She gradually took loan from GB. Utilize loan in Business.

## Proposed Nobin Udyokta Business Info

| Business Name | $:$ | VAI VAI VERITIES STORE |
| :--- | :---: | :--- |
| Location | $:$ | Nuiapara Cabagan, Kaliakor, Gazipur. |
| Total Investment in BDT | $:$ | BDT 2,00,000/- |
| Financing | $:$ | Self BDT 1,00,000/- (from existing business) 50\% <br> Required Investment BDT 100,000/- (as equity) 50\% |
| Present salary/drawings <br> from business (estimates) | $:$ | BDT 5,000 |
| Proposed Salary | $:$ | BDT 5,000 |
| Size of shop | $:$ | 15 ft x 12 ft= 180 square ft |
| Security of the shop | $:$ | 70,000 |
| Implementation | $:$ | -The business is planned to be scaled up by investment in existing <br> goods like; Rice, Pulse, Soap, Soft drinks, Cosmetics etc. <br> -Average 10\% gain on sales. <br> -The business is operating by entrepreneur. Existing no employee. <br> -Entrepreneur is owner of the shop. <br> -Collects goods from Company. <br> -Agreed grace period is 3 months. |

## Existing Business (BDT)

| Particular | Daily | Monthly | Yearly |
| :--- | :---: | :---: | :---: |
| Revenue (sales) |  |  |  |
| Grosary Item | 5,000 | 150,000 | $1,800,000$ |
| Total Sales (A) | $\mathbf{5 , 0 0 0}$ | $\mathbf{1 5 0 , 0 0 0}$ | $\mathbf{1 , 8 0 0 , 0 0 0}$ |
| Less. Variable Expense |  |  |  |
| Grosary Item | 4,500 | 135,000 | $1,620,000$ |
| Total variable Expense (B) | $\mathbf{4 , 5 0 0}$ | $\mathbf{1 3 5 , 0 0 0}$ | $\mathbf{1 , 6 2 0 , 0 0 0}$ |
| Contribution Margin (CM) [C=(A-B) | $\mathbf{5 0 0}$ | $\mathbf{1 5 , 0 0 0}$ | $\mathbf{1 8 0 , 0 0 0}$ |
| Less. Fixed Expense |  |  |  |
| Rent |  | 1,500 | 18,000 |
| Electricity Bill |  | 900 | 10,800 |
| Transportation |  | 200 | 2,400 |
| Mobile Bill |  | 300 | 3,600 |
| Entertainment |  | 200 | 2,400 |
| Gard |  | 200 | $\mathbf{2 , 4 0 0}$ |
| Salary (self) |  | $\mathbf{8 , 0 0 0}$ | 60,000 |
| Total fixed Cost (D) |  | $\mathbf{6 , 7 0 0}$ | $\mathbf{9 9 , 6 0 0}$ |
| Net Profit (E) [C-D) | $\mathbf{8 0 , 4 0 0}$ |  |  |


| Investment Breakdown |  |  |  |
| :--- | ---: | ---: | ---: |
|  | Particulars | Existing | Proposed |
|  | Proposed Total |  |  |
| Rice | 15,200 | 28,000 | 43,200 |
| Oil | 14,000 | 8,000 | 22,000 |
| Suger | 5,000 | 6,000 | 11,000 |
| Dul | 18,000 | 22,000 | 40,000 |
| sope | 4,000 | 4000 | 8,000 |
| cosmatick | 20,000 | 5000 | 25,000 |
| Tooth past | 2,000 | 1500 | 3,500 |
| coconat oil | 2,000 | 4000 | 6,000 |
| Balb | 3,000 | 7000 | 10,000 |
| biskit | 9,000 | 8000 | 17,000 |
| Others | $\mathbf{7 , 8 0 0}$ | 6500 | 14,300 |
|  | $\mathbf{1 0 0 , 0 0 0}$ | $\mathbf{1 0 0 , 0 0 0}$ | $\mathbf{2 0 0 , 0 0 0}$ |

## Source of Finance



■ Entrepreneur's Contribution 100,000
■ Investor's Investment 100,000
■ Total 200,000

## Financial Projection (BDT)

| Paticular | Daily | Monthly | Year1 | Year 2 | Year 3 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Revenue(Sales) |  |  |  |  |  |
| Rice, Pulse, Soap, Soft drinks, | 7000 | 210000 | 2520000 | 2646000 | 2778300 |
| Total Sales (A) | 7000 | 210000 | 2520000 | 2646000 | 2778300 |
| Less Variable Expense |  |  |  |  |  |
| Rice, Pulse, Soap, Soft drinks, | 6300 | 189000 | 2268000 | 2381400 | 2500470 |
| Total variable Expense (B) | 6,300 | 189000 | 2268000 | 2381400 | 2500470 |
| Contribution Margin (CM) [C=(A-B) | 700 | 21000 | 252000 | 264600 | 277830 |
| Less Variable Expense |  |  |  |  |  |
| Rent |  | 1500 | 18000 | 18,000 | 18000 |
| Electricity bill |  | 1200 | 14400 | 14900 | 15400 |
| Transportation |  | 400 | 4800 | 5,300 | 5800 |
| Salary (self) | 5000 | 60000 | 60000 | 60000 |  |
| Entertainment |  | 200 | 2400 | 2400 | 2400 |
| Guard |  | 100 | 1200 | 1200 | 1200 |
| Mobile bill |  | 400 | 4800 | 4900 | 5000 |
| Total fixed cost (D) |  | 8,800 | 105,600 | 106,700 | 107800 |
| Net Profit (E)= [C-D] |  | 12200 | 146400 | 157,900 | 170030 |
| Investment Payback |  | 40,000 | 40,000 | 40,000 |  |

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

| SR\# | Particulars | Year 1 (BDT) | Year 2 (BDT) | Year 3 (BDT) |
| :---: | :---: | :---: | :---: | :---: |
| 1 | Cash Inflow |  |  |  |
| 1.1 | Investment Infusion by Investor | 50,000 |  |  |
| 1.2 | Net Profit | 146,400 | 157,900 | 170030 |
| 1.3 | Depreciation (Non cash item) |  |  |  |
| 1.4 | Opening Balance of Cash Surplus |  | 106,400 | 224300 |
|  | Total Cash Inflow | 196400 | 264300 | 394330 |
| 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) | 40000 | 40000 | 40000 |
|  | Total Cash Outflow | 90,000 | 40000 | 40000 |
| 3 | Net Cash Surplus | 106,400 | 224300 | 354330 |

## SWOT ANALYSIS

| TRENGTH | Lack of Capital/Investment |
| :--- | :--- |
| Employment: Self: 01 Family:0 Others:0 |  |
| Experience \& Skill : 10 Years |  |
| Quality goods \& services; |  |
| Skill and experience; |  |
| PPORTUNITIES | Theft |
| Huge demand in the community | Fire <br> Location of shop; <br> Regular customers; |

## Pictures












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## "बिসसिघ्यारि

দোকান ঘর ভা
 याभिब जड़ा $=3,800 /$-(जब शबात्र भॉচसज) টाला वसड़ाम : ०० (जिन) बएगत।








## आणोषणा जदृर

 याशा मেয়াদাत्ठ खেরeयाग्ड।












## FAMILY PICTURE



