Proposed NU Business Name: ALIBABA SWEETS AND CONFECTIONERY



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 | : | SREE: TUSTO CHONRO GHOSH | |
| Age | : | 31-12-1986 (30 Years) | |
| Education, till to date | : | Class Nine | |
| Marital status | : | Married | |
| Children | : | No | |
| No. of siblings: | : | 1 Brothers, 3 Sisters. | |
| Address | : | Vill:Boroibari P.O : Boroibari P.S: Kaliakor, Dist: Gazipur. | |
| 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 SONDA RANI GHOSH NAPAL CHONRO GHOSH Branch:Boroibari Kaliakor, Centre # 41 (Female), Member ID: 6685, Group No: 05 Member since: 12/1/1999 (17 Years) First loan: BDT 5,000/- | |
| Further Information: | | Outstanding loan: 45,000 | |
| (v) Who pays GB loan installment | • | Father | |
| (vi) Mobile lady | • | No | |
| (vii) Grameen Education Loan (viii) Any other loan like GB, BRAC ASA etc | : | 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 | •• | 05 years experience in running business. |
| Training Info | : | He has no training |
| Other Own/Family Sources of Income | : | Milk Business |
| Other Own/Family Sources of Liabilities | : | None |
| Entrepreneur Contact No. | : | 01677-752754 |
| Family's Contact No. | : | 01733-151371 |
| NU Project Source/Reference | • | Grameen Shakti Samajik Byabosha Ltd. Kaliakor Unit Gazipur. |

BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

SONDA RANI GHOSH joined Grameen Bank since 17 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 | : | ALIBABA SWEETS AND CONFECTIONARY | | |
| Location | : | Shopipur bazar, Kaliakor, Gazipur. | | |
| Total Investment in BDT | : | BDT 3,40,000/- | | |
| Financing | : | Self BDT 2,40,000/- (from existing business) 71% | | |
| | | Required Investment BDT 1,00,000/- (as equity) 29% | | |
| Present salary/drawings from business (estimates) | • | BDT 5,000 | | |
| Proposed Salary | : | BDT 5,000 | | |
| Size of shop | : | 17 ft x 20 ft= 340 square ft | | |
| Security of the shop | : | 4,50,000 | | |
| Implementation | : | The business is planned to be scaled up by investment in existing goods like; Biscit,chips,sweet etc. Average 15% gain on sales. The business is operating by entrepreneur. Existing 02 employee. The shop is rented. Collects goods from Dhaka. Agreed grace period is 3 months. | | |

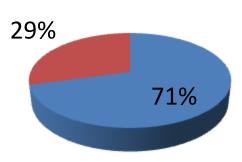
| Existing Business (BDT) | | | | | |
|-----------------------------------|--------|---------|-----------|--|--|
| Particular | Daily | Monthly | Yearly | | |
| Revenue (sales) | | | | | |
| ■Biscit,chips,sweet etc. | 12,000 | 360,000 | 4,320,000 | | |
| Total Sales (A) | 12,000 | 360,000 | 4,320,000 | | |
| Less. Variable Expense | | | | | |
| Biscit,chips,sweet etc. | 10,200 | 306,000 | 3,672,000 | | |
| Total variable Expense (B) | 10,200 | 306,000 | 3,672,000 | | |
| Contribution Margin (CM) [C=(A-B) | 1,800 | 54,000 | 648,000 | | |
| Less. Fixed Expense | | | | | |
| Rent | | 8,000 | 96,000 | | |
| Electricity Bill | | 3000 | 36,000 | | |
| Transportation | | 300 | 3,600 | | |
| Mobile Bill | | 300 | 3,600 | | |
| Entertainment | | 300 | 3,600 | | |
| Salary | | 12,000 | 144,000 | | |
| Salary (self) | | 5,000 | 60,000 | | |
| Gard | | 200 | 2,400 | | |
| Total fixed Cost (D) | | 29,100 | 349,200 | | |
| Net Profit (E) [C-D) | | 24,900 | 298,800 | | |

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| Investment Breakdown | | | | | | |
|----------------------|----------|----------|-----------------------|--|--|--|
| Particulars | Existing | Proposed | Proposed Total | | | |
| Soft Drink | 30,000 | 25,000 | 55,000 | | | |
| Jali | 3,000 | 2,500 | 5,500 | | | |
| Acher + Chips | 3,300 | 2,000 | 5,300 | | | |
| Ludous+ Samai | 4,200 | 5,000 | 9,200 | | | |
| Biscit | 20,000 | 10000 | 30,000 | | | |
| icecriem | 15,000 | 5000 | 20,000 | | | |
| Doi | 15,000 | 10000 | 25,000 | | | |
| Sweets | 118,000 | 35500 | 153,500 | | | |
| Horlix | 15,000 | 0 | 15,000 | | | |
| Minaral Water | 8,500 | 5000 | 13,500 | | | |
| Others | 8,000 | 0 | 8,000 | | | |
| Total | 240,000 | 100,000 | 340,000 | | | |

Source of Finance





| Fin | Financial Projection (BDT) | | | | | |
|-----------------------------------|----------------------------|---------|-----------|------------------|-------------------|--|
| Particular | Daily | Monthly | 1st Year | 2nd Year(+5%) | 3rd year (+5%) | |
| Revenue (sales) | | _ | | | | |
| Glass , rabar,gam etc | 15,000 | 450,000 | 5,400,000 | 5,670,000 | 5,953,500 | |
| Total Sales (A) | 15,000 | 450,000 | 5,400,000 | 5,670,000 | 5,953,500 | |
| Less. Variable Expense | | | | | | |
| Glass , rabar,gam etc | 12,750 | 382,500 | 4,590,000 | 4,819,500 | 5,060,475 | |
| Total variable Expense (B) | 12,750 | 382,500 | 4,590,000 | 4,819,500 | 5,060,475 | |
| Contribution Margin (CM) [C=(A-B) | 2,250 | 67,500 | 810,000 | 850,500 | 893,025 | |
| Less. Fixed Expense | | | | | | |
| Rent | | 8,000 | 96,000 | 96,000 | 96,000 | |
| Electricity Bill | | 3500 | 42,000 | 42,000 | 42,000 | |
| Transportation | | 300 | 3,600 | 3,600 | 3,600 | |
| Mobile Bill | | 300 | 3,600 | 3,600 | 3,600 | |
| Entertainment | | 400 | 4,800 | 4,800 | 4,800 | |
| Salary (sttaf) | | 12,000 | 144,000 | 144,000 | 144,000 | |
| Salary (self) | | 5,000 | 60,000 | 60,000 | 60,000 | |
| Gard | | 200 | 2400 | 2,400 | 2,400 | |
| Genarator | | 200 | 2,400 | 2,400 | 2,400 | |
| Total Fixed Cost | | 29,900 | 358,800 | 358,800 | 358,800 | |
| Net Profit (E) [C-D) | | 37,600 | 451,200 | 491,700 | 534,225 | |
| Investment Payback | | | 40,000 | 40,000 | 40,000 | |

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

| SI# | Particulars | Year 1 (BDT) | Year 2 (BDT) | Year 3 (BDT) |
|-----|---|--------------|--------------|--------------|
| 1 | Cash Inflow | | | |
| 1.1 | Investment Infusion by Investor | 100,000 | | |
| 1.2 | Net Profit | 451,200 | 491,700 | 534,225 |
| 1.3 | Depreciation (Non cash item) | 2,400 | 2,400 | 2,400 |
| 1.4 | Opening Balance of Cash Surplus | | 413,600 | 867,700 |
| | Total Cash Inflow | 553,600 | 907,700 | 1,404,325 |
| 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) | 40,000 | 40,000 | 40,000 |
| | Total Cash Outflow | 140,000 | 40,000 | 40,000 |
| 3 | Net Cash Surplus | 413,600 | 867,700 | 1,364,325 |

SWOT ANALYSIS

Strength

Employment: Self: 02 Family:0 Others:0

Experience & Skill: 0 Years Quality goods & services;

Skill and experience;

WEAKNESS

Lack of Capital/Investment

OPPORTUNITIES

Huge demand in the community Location of shop; Regular customers;

THREATS

Theft Fire

Political unrest

Pictures











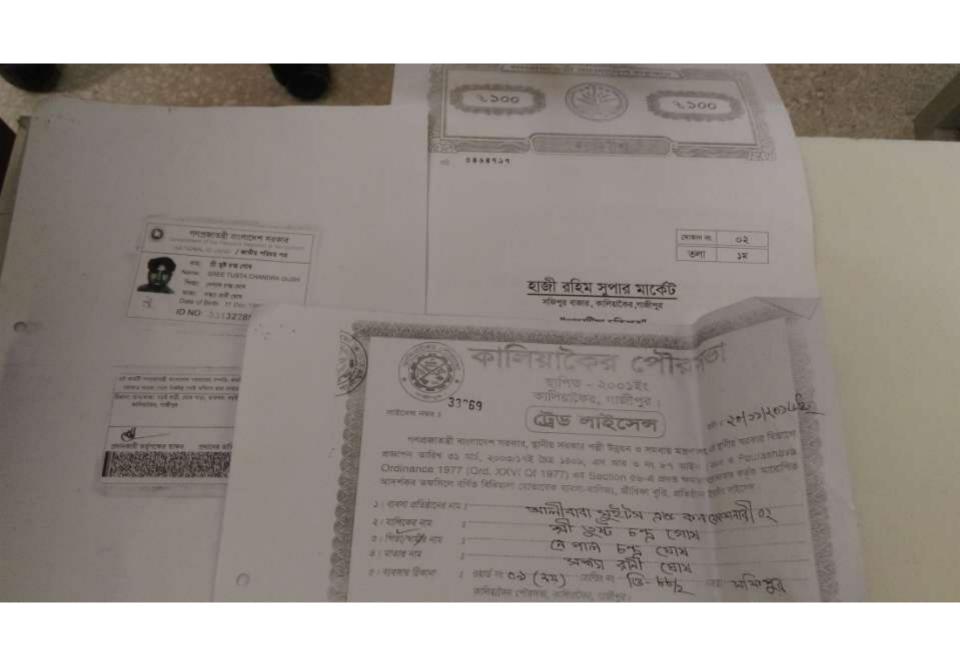












FAMILY PICTURE

