Proposed NU Business Name: M/S SERAJGONJ GENERAL STORE



Project identification and prepared by: Modon Kumar Biswis, Dakshinkhan Unit, Dhaka

Project verified by: Md. Abu Bakkar Siddique



Brief Bio of The Proposed Nobin Udyokta					
Name	:	MD FAZLUL HAQUE			
Age	:	20-07-1985 (31 Years)			
Education, till to date	:	Class Nine			
Marital status	:	Married			
Children	:	01 Douther 01 Son			
No. of siblings:	:	04 Brothers 02 Sisters			
Address	:	Vill: 125/2 Dobadia P.O Uttarkhan, P.S: Uttarkhan, Dist: Dhaka			
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 TARA BANU LATE ABDUL AZIZ Branch: Dakshinkhan, Centre # 31 (Female), Member ID: 9242, Group No: 04 Member since: 03-09-2009 (07 Years) First loan: BDT 10,000 /-			
Further Information:		Outstanding loan: NIL Mother			
(v) Who pays GB loan installment (vi) Mobile lady		No			
(vii) Grameen Education Loan	:	No			
(viii) Any other loan like GB, BRAC ASA etc	:	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 & Skill	:	05 years of business experience.
Own Business and	:	03 years experience in running business.
Training Info	:	He has no training
Other Own/Family Sources of Income	••	
Other Own/Family Sources of Liabilities	••	None
Entrepreneur Contact No.	••	01670-100005
Family's Contact No.	:	01878-114958
NU Project Source/Reference	••	Grameen Shakti Samajik Byabosha Ltd. Dakshinkhan Unit, Dhaka

BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

Tara Banu joined Grameen Bank since 07 years ago. At first she took BDT 10,000 loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

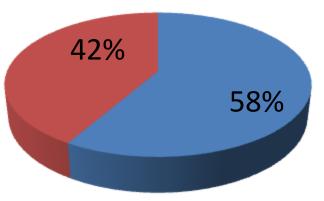
Proposed Nobin Udyokta Business Info				
Business Name	:	M/S Serajgonj General Store		
Location	:	Dobadia Bazar,Uttarkhan ,Dhaka		
Total Investment in BDT	:	BDT 240,000/-		
Financing	:	Self BDT 1,40,000/- (from existing business)58%		
		Required Investment BDT 1,00,000/- (as equity) 42%		
Present salary/drawings from business (estimates)	:	BDT 5,000		
Proposed Salary	:	BDT 5,000		
Size of shop	:	20 ft x 10 ft= 200 square ft		
Security of the shop	:	BDT 1,95,000		
Implementation	:	 The business is planned to be scaled up by investment in existing goods like; Rice, Sugar ,Busicute ,Battery, Flour,Chips wholes & Retailer etc. Average 15% gain on sales. The business is operating by entrepreneur. Existing two employee. The shop is rented. Collects goods from Tangi, Dhaka. Agreed grace period is 3 months. 		

Existing Business (BDT)					
Particular	Daily	Monthly	Yearly		
Revenue (sales)					
Grocery Item	5,500	165,000	1,980,000		
Total Sales (A)	5,500	165,000	1,980,000		
Less. Variable Expense					
Grocery Item	4,675	140,250	1,683,000		
Total variable Expense (B)	4,675	140,250	1,683,000		
Contribution Margin (CM) [C=(A-B)	825	24,750	297,000		
Less. Fixed Expense					
Rent		3,000	36,000		
Electricity Bill		700	8,400		
Transportation		2,000	24,000		
Mobile Bill		300	3,600		
Entertainment		300	3,600		
Salary (sttaf)		8,000	96,000		
Salary (self)		5,000	60,000		
Total fixed Cost (D)		19,300	231,600		
Net Profit (E) [C-D)		5,450	65,400		

Investment Breakdown								
Particulars		Existing	3	Particulars	Proposed			Proposed
Particulars	Quantity	Price	Unit Price		Quantity	Price	Unit Price	Total
Rice	25	2200	55000	Rice	30	2250	67,500	122,500
Oil (barel)	2	16500	33000	Oil (barel)	1	16500	16,500	49,500
Oil (batoll)	30	100	3000				0	3,000
Rice (Packet)	40	100	4000				0	4,000
Flour	3	2250	6750				0	6,750
Atta	2	1300	2600				0	2,600
Sugar	1	3350	3350				0	3,350
Horlicks	30	280	8400				0	8,400
Soap	150	30	4500				0	4,500
Others			19400	Others			16,000	35,400
Total			140,000				100,000	240,000

Source of Finance





Financial Projection (BDT)						
Particular	Daily	Monthly	1st Year	2nd Year		
Revenue (sales)						
Grocery Item	6,600	198,000	2,376,000	2,494,800		
Total Sales (A)	6,600	198,000	2,376,000	2,494,800		
Less. Variable Expense						
Grocery Item	5,610	168,300	2,019,600	2,120,580		
Total variable Expense (B)	5,610	168,300	2,019,600	2,120,580		
Contribution Margin (CM) [C=(A-B)	990	29,700	356,400	374,220		
Less. Fixed Expense						
Rent		3,000	36,000	36,000		
Electricity Bill		735	8,820	9,261		
Transportation		2,200	26,400	27,720		
Mobile Bill		360	4,320	4,536		
Entertainment		300	3,600	3,780		
Salary (sttaf)		8,000	96,000	100,800		
Salary (self)		5,000	60,000	60,000		
Non Cash Item						
Depreciation		0	0	0		
Total Fixed Cost		19,595	235,140	242,097		
Net Profit (E) [C-D)		10,105	121,260	132,123		
Investment Payback			60,000	60,000		

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

SI#	Particulars Particulars	Year 1 (BDT)	Year 2 (BDT)
1	Cash Inflow		
1.1	Investment Infusion by Investor	100,000	
1.2	Net Profit	121,260	132,123
1.3	Depreciation (Non cash item)	0	0
1.4	Opening Balance of Cash Surplus		61,260
	Total Cash Inflow	221,260	193,383
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)	60,000	60,000
	Total Cash Outflow	160,000	60,000
3	Net Cash Surplus	61,260	133,383

SWOT ANALYSIS

Strength

Employment: Self: 01 Family:0 Others:02

Experience & Skill: 05 Years

Own Business: 03 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















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Name: MO. FAZLUL HAQUE

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Date of Birth

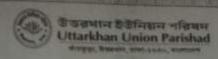
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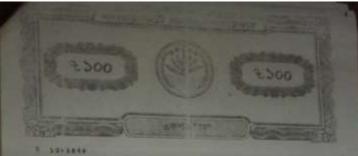
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