#### **Proposed NU Business Name: RASEL FURNITURE**



Project identification and prepared by: Ataur, Shakhipur Unit, Tangail

Project verified by: MD. Mizanur Rahman Patowary



Samajik Byabosha Ltd.

| Brief Bio of The Proposed Nobin Udyokta  |   |   |  |  |  |  |  |
|--|---|---|--|--|--|--|--|
| Name   | : | MD. RASEL   |  |  |  |  |  |
| Age  | : | 12-12-1994 (23 Years)   |  |  |  |  |  |
| Education, till to date  | : | CLASS 5   |  |  |  |  |  |
| Marital status   | : | Married   |  |  |  |  |  |
| Children   | : | N/A   |  |  |  |  |  |
| No. of siblings:   | : | 2 BROTHERS 2 SISTERS  |  |  |  |  |  |
| Address  | : | Vill: Gasfild Chourastha P.O: Shokhipur, P.S: Shokhipur, Dist: Tangail  |  |  |  |  |  |
| 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 | : | Mother Father RASHEDA<br>RASHEDA<br>MD. AJAHAR<br>Branch: Gorgobinda , Centre # 03(Female),<br>Member ID: 2931 , Group No: 06<br>Member since: 12-7-2015 (02 <i>Years</i> )<br>First Ioan: BDT 40,000 |  |  |  |  |  |
| Further Information:<br>(v) Who pays GB loan installment   | : | Existing Loan: BDT nil, Outstanding loan: BDT NIL<br>Father   |  |  |  |  |  |
| (vi) Mobile lady   | : | No  |  |  |  |  |  |
| (vii) Grameen Education Loan   | : | No  |  |  |  |  |  |
| (viii) Any other loan like GB,<br>BRAC ASA etc   | : | 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  | :  | 10 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.  | :  | 01775-354569  |
| Mother's Contact No.  | :  | 01784-357118  |
| NU Project<br>Source/Reference  | :  | Grameen Shakti Samajik Byabosha Ltd. Tangail Sadar Unit,<br>Tangail |

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

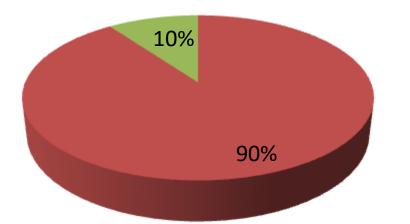
**RASHEDA** joined Grameen Bank since 2 years ago. At first she took 40,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

| Proposed Nobin Udyokta Business Info                 |   |  |  |  |  |  |
|--|---|--|--|--|--|--|
| Business Name  | : | RASEL FURNITURE  |  |  |  |  |
| Location   | : |  |  |  |  |  |
| Total Investment in BDT                              | : | BDT 500,000/-  |  |  |  |  |
| Financing  | : | Self BDT 450,000/-(from existing business) 90%<br>Required Investment BDT 50,000/-(as equity) 10%  |  |  |  |  |
| Present salary/drawings<br>from business (estimates) | : | BDT 5,000/-  |  |  |  |  |
| Proposed Salary                                      | : | BDT 5,000/-  |  |  |  |  |
| Size of shop   | : | 13 ft x 10 ft= 130 square ft   |  |  |  |  |
| Implementation                                       | : | <ul> <li>The business is planned to be scaled up by investment in existing goods like; Furniture .</li> <li>Average 30% gain on sale.</li> <li>The business is operating by entrepreneur. Existing 4 employees.</li> <li>Collects goods from Korotia .</li> <li>The shop is rented.</li> <li>Agreed grace period is 3 months.</li> </ul> |  |  |  |  |

| Existing Business (BDT)          |       |         |         |  |  |  |
|----------------------------------|-------|---------|---------|--|--|--|
| Particular                       | Daily | Monthly | Yearly  |  |  |  |
| Revenue (sales)                  |       |         |         |  |  |  |
| Furniture                        | 5060  | 151800  | 1821600 |  |  |  |
| Total sales (A)                  | 5060  | 151800  | 1821600 |  |  |  |
| Less Variable Exp.               |       |         |         |  |  |  |
| Furniture                        | 3542  | 106260  | 1275120 |  |  |  |
| Total Variable exp. (B)          | 3542  | 106260  | 1275120 |  |  |  |
| Contribution Margin CM [C= (A-B) | 1518  | 45540   | 546480  |  |  |  |
| less fixed exp.                  |       |         |         |  |  |  |
| Rent                             |       | 1500    | 18000   |  |  |  |
| Electricity bill                 |       | 1200    | 14400   |  |  |  |
| Transportation                   |       | 2000    | 24000   |  |  |  |
| Salary (self)                    |       | 5000    | 60000   |  |  |  |
| Salary (staff)                   |       | 25000   | 300000  |  |  |  |
| Entertainment                    |       | 1000    | 12000   |  |  |  |
| Mobile                           |       | 300     | 3600    |  |  |  |
| total fixed cost (D)             |       | 36000   | 432000  |  |  |  |
| Net profit (E) [C-D]             |       | 9540    | 114480  |  |  |  |

| Investment Breakdown |      |            |                 |     |               |                 |                   |
|----------------------|------|------------|-----------------|-----|---------------|-----------------|-------------------|
|                      | Exis | ting       | Proposed        |     |               |                 |                   |
| Particulars          | Qty. | Unit Price | Amount<br>(BDT) | Qty | Unit<br>Price | Amount<br>(BDT) | Proposed<br>Total |
| Akashmoni            | 60   | 300        | 18,000          | 100 | 300           | 30,000          | 48,000            |
| Jackfruit            | 65   | 700        | 45,500          |     |               | 0               | 45,500            |
| Korai                | 90   | 400        | 36,000          |     |               | 0               | 36,000            |
| Mango                | 80   | 350        | 28,000          | 10  | 350           | 3,500           | 31,500            |
| Gamari               | 60   | 400        | 24,000          |     |               | 0               | 24,000            |
| Mehegoni             | 80   | 600        | 48,000          |     |               | 0               | 48,000            |
| Shegun               | 90   | 300        | 27,000          |     |               | 0               | 27,000            |
| Others               | 149  | 1500       | 223,500         | 11  | 1500          | 16,500          | 240,000           |
| Total                | 674  |            | 450,000         | 121 |               | 50,000          | 500,000           |

#### **Source of Finance**



Entrepreneur's Contribution 450,000
Investor's Investment 50,000
Total 500,000

| Financial Projection            |       |         |          |          |          |  |  |
|---------------------------------|-------|---------|----------|----------|----------|--|--|
| Particular                      | Daily | Monthly | 1st Year | 2nd Year | 3rd Year |  |  |
| Revenue (sales)                 |       |         |          |          |          |  |  |
| Furniture                       | 5990  | 179700  | 2156400  | 2264220  | 2377431  |  |  |
| Total Sales (A)                 | 5990  | 179700  | 2156400  | 2264220  | 2377431  |  |  |
| less variable Expenses          |       |         |          |          |          |  |  |
| Furniture                       | 4193  | 125790  | 1509480  | 1584954  | 1664202  |  |  |
| Total variable Expenses (B)     | 4193  | 125790  | 1509480  | 1584954  | 1664202  |  |  |
| Contribution Margin (CM)= (A-B) | 1797  | 53910   | 646920   | 679266   | 713229.3 |  |  |
| Less Fixed Expenses             |       |         |          |          |          |  |  |
| Rent                            |       | 1500    | 18000    | 18000    | 18000    |  |  |
| Electricity bill                |       | 1200    | 14400    | 16000    | 3000     |  |  |
| Transportation                  |       | 2050    | 24600    | 35000    | 3000     |  |  |
| Salary (self)                   |       | 5000    | 60000    | 60000    | 60000    |  |  |
| Salary (staff)                  |       | 25000   | 300000   | 300000   | 300000   |  |  |
| Entertainment                   |       | 1000    | 12000    | 12000    | 12000    |  |  |
| Mobile                          |       | 400     | 4800     | 7400     | 4800     |  |  |
| Total Fixed Cost                |       | 36150   | 433800   | 448400   | 400800   |  |  |
| Net Profit (E) (C-D)            |       | 17760   | 213120   | 230866   | 312429.3 |  |  |
| Investment Payback              |       |         | 20000    | 20000    | 20000    |  |  |

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

| SR# | Particulars                    | Year 1 (BDT) | Year 2 (BDT) | Year 3 (BDT) |
|-----|--------------------------------|--------------|--------------|--------------|
| 1   | Cash Inflow                    |              |              |              |
|     | Investment Infusion by         |              |              |              |
| 1.1 | Investor                       | 50,000       |              |              |
| 1.2 | Net Profit                     | 213,120      | 230,866      | 312429.3     |
| 1.3 | Depreciation (Non cash item)   |              |              |              |
|     | Opening Balance of Cash        |              |              |              |
| 1.4 | Surplus                        |              | 193,120      | 403986       |
|     | Total Cash Inflow              | 263120       | 423986       | 716415.3     |
| 2   | Cash Outflow                   |              |              |              |
| 2.1 | Purchase of Product            | 50,000       |              |              |
| 2.2 | Payment of GB Loan             |              |              |              |
|     | Investment Pay Back (Including |              |              |              |
| 2.3 | Ownership Tr. Fee)             | 20000        | 20000        | 20000        |
|     | Total Cash Outflow             | 70,000       | 20000        |              |
| 3   | Net Cash Surplus               | 193,120      | 403986       | 696415.3     |



## **S**TRENGTH Employment: Self: 04 Family:0 Others:0 Experience & Skill : 10 Years Quality goods & services; Skill and experience;

# WEAKNESS

Lack of Capital/Investment

# **O**<sub>PPORTUNITIES</sub>

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

#### THREATS

Theft Fire Political unrest Pictures















# **FAMILY PICTURE**

