

# Proposed NU Business Name: **DHAKA AUTO WORKSHOP**



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Kapashia Unit,

Project verified by: Md. Siddikur Rahman



## **Brief Bio of The Proposed Nobin Udyokta**

Name	:	<b>KHOKON CHANDRA DAS</b>
Age	:	25/03/1983 (34 Years)
Education, till to date	:	Class 8
Marital status	:	Married
Children	:	1 Son
No. of siblings:	:	1 Brother
Address	:	Vill: Rainanda, P.O: Kapashia, P.S: Kapashia, Dist: Gazipur
Parent's and GB related Info		
(i) Who is GB member	:	Mother <input type="checkbox"/> Father <input checked="" type="checkbox"/>
(ii) Mother's name	:	<b>JOSNA RANI DAS</b>
(iii) Father's name	:	<b>SUNIL CHANDRA DAS</b>
(iv) GB member's info	:	Branch: Kapshia, Centre # (Male), Member ID: , Group No: Member since: 20/05/1997 (20Years) First loan: BDT 5,000 /- Outstanding loan: =50,000/=
Further Information:		
(v) Who pays GB loan installment	:	Father
(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 and Training Info	:	10 years experience in running business. He has 5 years training
Other Own/Family Sources of Income	:	None
Other Own/Family Sources of Liabilities	:	None
Entrepreneur Contact No.	:	01716-124051
Family's Contact No.	:	01912-351490
NU Project Source/Reference	:	Grameen Shakti Samajik Byabosha Ltd. Kapashia Unit, Dhaka.

## BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

**SUNIL CHANDRA DAS** joined Grameen Bank since 15 years ago. At first he took BDT 5,000 loan from Grameen Bank. He gradually took loan from GB. Utilize loan in business.

## Proposed Nobin Udyokta Business Info

Business Name	:	<b>DHAKA AUTO WORKSHOP</b>
Location	:	Kapashia College Road, Kapashia, Gazipur
Total Investment in BDT	:	BDT 130,000/-
Financing	:	Self BDT 70,000/- (from existing business) 54% Required Investment BDT 60,000/- (as equity) 46%
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 35,000
Implementation	:	<ul style="list-style-type: none"><li>▪The business is planned to be scaled up by investment in existing goods like: Mobil, Motor Cycle Servicing, CNG Servicing.</li><li>▪Average 20% gain on sales.</li><li>▪The business is operated by entrepreneur. Existing no employee.</li><li>▪The shop is rented.</li><li>▪Collects goods from Bangshal, Dhaka .</li><li>▪Agreed grace period is 3 months.</li></ul>

## Existing Business

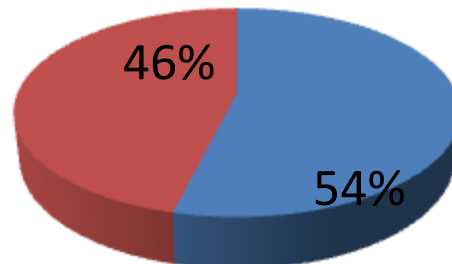
BDT (TK)

Particulars	Daily	Monthly	Yearly
<b>Revenue (sales)</b>			
Mobil, Parts, Motor Cycle & CNG Servicing	2,000	60,000	720,000
<b>Total Sales (A)</b>	<b>2,000</b>	<b>60,000</b>	<b>720,000</b>
<b>Less. Variable Expense</b>			
Mobil, Parts, Motor Cycle & CNG Servicing	1,600	48,000	576,000
<b>Total variable Expense (B)</b>	<b>1,600</b>	<b>48,000</b>	<b>576,000</b>
<b>Contribution Margin (CM) [C=(A-B)]</b>	<b>400</b>	<b>12,000</b>	<b>144,000</b>
<b>Less. Fixed Expense</b>			
Rent		1,500	18,000
Electricity Bill		300	3,600
Transportation		500	6,000
Mobile Bill		300	3,600
Entertainment		150	1,800
Guard		200	2,400
Salary (self)		5,000	60,000
Generator		300	3,600
<b>Total fixed Cost (D)</b>		<b>8,250</b>	<b>99,000</b>
<b>Net Profit (E) [C-D]</b>		<b>3,750</b>	<b>45,000</b>

## Investment Breakdown

Particulars	Existing	Proposed	Proposed Total
Accelator	2,800	0	2,800
Break Cabin	2,520	0	2,520
Tire	3,400	0	3,400
Tube	1,400	0	1,400
Mobil	4,200	0	4,200
Plug	1,560	0	1,560
Break Show	7,200	0	7,200
Wall Gate	2,880	0	2,880
Seat Cover	1,100	0	1,100
Chain, Pocket	4,500	0	4,500
Gas Kit	1,500	0	1,500
Motor Parts	0	30,000	30,000
CNG Parts	0	30,000	30,000
Other Items	1,940	0	1,940
Security	35,000	0	35,000
<b>Total</b>	<b>70,000</b>	<b>60,000</b>	<b>130,000</b>

## Source of Finance



- Entrepreneur's contribution 70,000
- Investor's Investment 60,000
- Total 130,000

## Financial Projection

BDT (TK)

Particulars	Daily	Monthly	1st Year	2nd Year (+5%)	3rd Year (+5%)
<b>Revenue (sales)</b>					
Mobil, Parts, Motor Cycle & CNG Servicing	2,500	75,000	900,000	945,000	992,250
<b>Total Sales (A)</b>	<b>3,000</b>	<b>75,000</b>	<b>900,000</b>	<b>945,000</b>	<b>992,250</b>
<b>Less. Variable Expense</b>					
Mobil, Parts, Motor Cycle & CNG Servicing	2,000	60,000	720,000	756,000	793,800
<b>Total variable Expense (B)</b>	<b>2,000</b>	<b>60,000</b>	<b>720,000</b>	<b>756,000</b>	<b>793,800</b>
<b>Contribution Margin (CM) [C=(A-B)]</b>	<b>500</b>	<b>15,000</b>	<b>180,000</b>	<b>189,000</b>	<b>198,450</b>
<b>Less. Fixed Expense</b>					
Rent		1,500	18,000	19,000	20,000
Electricity Bill		300	3,600	4,200	4,800
Transportation		700	8,400	10,800	12,000
Mobile Bill		400	4,800	4,900	5,000
Entertainment		150	1,800	1,900	2,000
Guard		200	2,400	3,600	3,600
Salary (self)		5,000	60,000	60,000	60,000
Generator		300	3,600	3,600	4,800
<b>Total Fixed Cost</b>		<b>8,550</b>	<b>102,600</b>	<b>108,000</b>	<b>112,200</b>
<b>Net Profit (E) [C-D]</b>		<b>6,450</b>	<b>77,400</b>	<b>81,000</b>	<b>86,250</b>
<b>Investment Payback</b>			<b>24,000</b>	<b>24,000</b>	<b>24,000</b>



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

<b>Sl #</b>	<b>Particulars</b>	<b>Year 1 (BDT)</b>	<b>Year 2 (BDT)</b>	<b>Year 3 (BDT)</b>
<b>1</b>	<b>Cash Inflow</b>			
1.1	Investment Infusion by Investor	60,000		
1.2	Net Profit	77,400	81,000	86,250
1.3	Depreciation (Non cash item)	0	0	0
1.4	Opening Balance of Cash Surplus		53,400	110,400
	<b>Total Cash Inflow</b>	<b>137,400</b>	<b>134,400</b>	<b>196,650</b>
<b>2</b>	<b>Cash Outflow</b>			
2.1	Purchase of Product	60,000		
2.2	Payment of GB Loan			
2.3	Investment Pay Back (Including Ownership Tr. Fee)	24,000	24,000	24,000
	<b>Total Cash Outflow</b>	<b>84,000</b>	<b>24,000</b>	<b>24,000</b>
<b>3</b>	<b>Net Cash Surplus</b>	<b>53,400</b>	<b>110,400</b>	<b>172,650</b>

# ***SWOT ANALYSIS***

## **S**TRENGTH

Employment: Self: 01 Family:0 Others:0  
Experience & Skill : 10 Years  
Quality goods & services;  
Skill and experience;

## **W**EAKNESS

Lack of Capital/Investment

## **O**PPORTUNITIES

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

## **T**HREATS

Theft  
Fire  
Political unrest

Pictures

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# FAMILY PICTURE

