## Proposed NU Business Name: M/S ALAYEA STORE



Project identification and prepared by: Modon Kumar Biswas, Dakshinkhan Unit, Dhaka Project verified by: Md. Abu Bakkar Siddique

Brief Bio of The Proposed Nobin Udyokta

| Name | : | ALIF ULLAH MIR |
| :---: | :---: | :---: |
| Age | : | 20-12-1991 ( 26 Years) |
| Education, till to date |  | HSC |
| Marital status |  | Unmarried |
| Children |  | Nill |
| No. of siblings: |  | 1 Brothers 5 Sisters |
| Address |  | Vill: Bariasony ,P.O: Poshibazar ,P.S: Rupgonj, Dist: Narayonganj |
| 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 <br> Further Information: <br> (v) Who pays GB loan installment <br> (vi) Mobile lady <br> (vii) Grameen Education Loan <br> (viii) Any other loan like GB, BRAC ASA etc.. |  | Mother <br> Father <br> ALAYEA BEGUM <br> KARIMULLA MIR <br> Branch: Rupgonj, Centre \# 43 (Female), <br> Member ID:5053 , Group No: 07 <br> Member since: 20-10-1997 (15 Years) <br> First loan: BDT $=5,000 /-$ <br> Outstanding loan:= 0/- <br> None <br> No <br> No <br> No |

## BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA (CONT,,,)

| Present Occupation(Besides <br> own business, i.e., <br> persuading further studies, <br> other business etc.) | $:$ | Nil |
| :--- | :--- | :--- |
| Business Experiences \& Skill <br> Own Business and <br> Training Info | $:$ | 05 years of business experience. <br> 0 5years experience in running business. <br> He has no training |
| Other Own/Family Sources of <br> Income | $:$ | None |
| Other Own/Family Sources of <br> Liabilities | $:$ | None |
| Entrepreneur Contact No. | $:$ | $01926-099492$ |
| Family's Contact No. | $:$ | $01845-587896$ |
| NU Project Source/Reference | $:$ | Grameen Shakti Samajik Byabosha Ltd. Dakshinkhan Unit, <br> Dhaka |

## BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

Alayea Begum 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 | $:$ | M/S ALAYEA STORE |
| :--- | :---: | :--- |
| Location | $:$ | Poshibazar,Rupgonj,narayonganj |
| Total Investment in BDT | $:$ | BDT 180,000/- |
| Financing | $:$ | Self BDT 100,000/- (from existing business) 50\% <br> Required Investment BDT 80,000/- (as equity) $50 \%$ |
| Present salary/drawings <br> from business (estimates) | $:$ | BDT 5,000 |
| Proposed Salary | $:$ | BDT 5,000 |
| Size of shop | $:$ | 12ft x 22 ft=264 square ft |
| Security of the shop | $:$ | Ownner shop |
| Implementation | $:$ | -The business is planned to be scaled up by investment in existing <br> goods like; Rice,shop,oil,Diterjent pouder,Piyag;Rosun, Egg;Mosla <br> etc. <br> -Average 15 \% gain on sales. <br> -The business is operating by entrepreneur. Existing no employee. <br> -The shop is owner. <br> -Collects goods from Tangi . <br> -Agreed grace period is 3 months. |

## Existing Business (BDT)

| Particular | Daily | Monthly | Yearly |
| :--- | :---: | :---: | :---: |
| Revenue (sales) |  |  |  |
| Grocery Items | 3,000 | 90,000 | $1,080,000$ |
| Total Sales (A) | $\mathbf{3 , 0 0 0}$ | $\mathbf{9 0 , 0 0 0}$ | $\mathbf{1 , 0 8 0 , 0 0 0}$ |
| Less. Variable Expense |  |  |  |
| Grocery Items | 2,550 | 76,500 | 918,000 |
| Total variable Expense (B) | $\mathbf{2 , 5 5 0}$ | $\mathbf{7 6 , 5 0 0}$ | $\mathbf{9 1 8 , 0 0 0}$ |
| Contribution Margin (CM) [C=(A-B) | $\mathbf{4 5 0}$ | $\mathbf{1 3 , 5 0 0}$ | $\mathbf{1 6 2 , 0 0 0}$ |
| Less. Fixed Expense |  |  |  |
| Electricity Bill |  | 500 | 6,000 |
| Transportation |  | 1,000 | 12,000 |
| Mobile Bill |  | 500 | 6,000 |
| Entertainment |  | 500 | 6,000 |
| Salary (self) |  | 5,000 | 60,000 |
| Total fixed Cost (D) |  | $\mathbf{7 , 5 0 0}$ | $\mathbf{9 0 , 0 0 0}$ |
| Net Profit (E) [C-D) |  | $\mathbf{6 , 0 0 0}$ | $\mathbf{7 2 , 0 0 0}$ |


| Investment Breakdown |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Particulars | Existing |  |  | Particulars | Proposed |  |  | Proposed Total |
|  | Quantity | Price | Unit Price |  | Quantity | Price | Unit Price |  |
| Rice | 20 | 2500 | 50000 | Rice | 25 | 2500 | 62,500 | 112,500 |
| Rice (Pollaw) | 2 | 4200 | 8400 | Rice (Pollaw) | 1 | 4200 | 4,200 | 12,600 |
| Soap | 200 | 30 | 6000 | Soap | 100 | 30 | 3,000 | 9,000 |
| Oil | 20 | 100 | 2000 | Oil |  |  |  |  |
| Detergent Powder | 50 | 42 | 2100 | Detergent Powder |  |  | 2,300 | 4,200 |
| Onion | 8 | 800 | 6400 | Onion | 8 | 800 | 6,400 | 12,800 |
| Egg | 200 | 8 | 1600 | Egg | 200 | 8 | 1,600 | 3,200 |
| Mosla | 12 | 500 | 6000 | Mosla |  |  |  |  |
| Others |  |  | 17500 | Others |  |  |  |  |
| Total |  |  | 100,000 |  |  |  | 80,000 | 200,000 |

## Source of Finance



■ Entrepreneur's Contribution 100,000

- Investor's Investment 80,000

■ Total 180,000

Financial Projection (BDT)

| Particular | Daily | Monthly | 1st Year | 2nd Year | 3rd year |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Revenue (sales) |  |  |  |  |  |
| Grocery Items | 4,000 | 120,000 | $1,440,000$ | $1,512,000$ | $1,587,600$ |
| Total Sales (A) | $\mathbf{4 , 0 0 0}$ | $\mathbf{1 2 0 , 0 0 0}$ | $\mathbf{1 , 4 4 0 , 0 0 0}$ | $\mathbf{1 , 5 1 2 , 0 0 0}$ | $\mathbf{1 , 5 8 7 , 6 0 0}$ |
| Less. Variable Expense |  |  |  |  |  |
| Grocery Items | 3,400 | 102,000 | $1,224,000$ | $1,285,200$ | $1,349,460$ |
| Total variable Expense (B) | $\mathbf{3 , 4 0 0}$ | $\mathbf{1 0 2 , 0 0 0}$ | $\mathbf{1 , 2 2 4 , 0 0 0}$ | $\mathbf{1 , 2 8 5 , 2 0 0}$ | $\mathbf{1 , 3 4 9 , 4 6 0}$ |
| Contribution Margin (CM) [C=(A-B) | $\mathbf{6 0 0}$ | $\mathbf{1 8 , 0 0 0}$ | $\mathbf{2 1 6 , 0 0 0}$ | $\mathbf{2 2 6 , 8 0 0}$ | $\mathbf{2 3 8 , 1 4 0}$ |
| Less. Fixed Expense |  |  |  |  |  |
| Electricity Bill |  | 525 | 6,300 | 6,615 | 6,946 |
| Transportation |  | 1,100 | 13,200 | 13,860 | 14,553 |
| Mobile Bill |  | 600 | 7,200 | 7,560 | $\mathbf{7 , 9 3 8}$ |
| Entertainment |  | 500 | 6,000 | 6,300 | 6,615 |
| Salary (self) |  | 5,000 | 60,000 | 60,000 | 60,000 |
| Non Cash Item |  |  |  |  |  |
| Depreciation |  | 0 | 0 | 0 | 0 |
| Total Fixed Cost |  | $\mathbf{7 , 7 2 5}$ | $\mathbf{9 2 , 7 0 0}$ | $\mathbf{9 4 , 3 3 5}$ | $\mathbf{9 6 , 0 5 2}$ |
| Net Profit (E) [C-D) |  | $\mathbf{1 0 , 2 7 5}$ | $\mathbf{1 2 3 , 3 0 0}$ | $\mathbf{1 3 2 , 4 6 5}$ | $\mathbf{1 4 2 , 0 8 8}$ |
| Investment Payback |  |  | $\mathbf{2 4 , 0 0 0}$ | $\mathbf{2 4 , 0 0 0}$ | $\mathbf{2 4 , 0 0 0}$ |

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

| SI \# | Particulars | Year 1 (BDT) | Year 2 (BDT) | Year 3 (BDT) |
| :---: | :--- | :---: | :---: | :---: |
| $\mathbf{1}$ | Cash Inflow |  |  |  |
| 1.1 | Investment Infusion by Investor | 80,000 |  |  |
| 1.2 | Net Profit | 123,300 | 132,465 | 142,088 |
| 1.3 | Depreciation (Non cash item) | 0 | 0 | 0 |
| 1.4 | Opening Balance of Cash Surplus |  | 91,300 | 191,765 |
|  | Total Cash Inflow | $\mathbf{2 0 3 , 3 0 0}$ | $\mathbf{2 2 3 , 7 6 5}$ | $\mathbf{3 3 3 , 8 5 3}$ |
| $\mathbf{2}$ | Cash Outflow |  |  |  |
| 2.1 | Purchase of Product | $\mathbf{8 0 , 0 0 0}$ |  |  |
| 2.2 | Payment of GB Loan |  |  |  |
|  | Investment Pay Back (Including |  |  |  |
| 2.3 | Ownership Tr. Fee) | $\mathbf{3 2 , 0 0 0}$ | $\mathbf{3 2 , 0 0 0}$ | $\mathbf{3 2 , 0 0 0}$ |
|  | Total Cash Outflow | $\mathbf{9 1 , 3 0 0}$ | $\mathbf{1 9 1 , 7 6 5}$ | $\mathbf{3 0 1 , 8 5 3}$ |
| $\mathbf{3}$ | Net Cash Surplus |  | $\mathbf{3 2 , 0 0 0}$ | $\mathbf{3 2 , 0 0 0}$ |

## SWOT ANALYSIS

| $\mathbf{S}_{\text {trength }}$ <br> Employment: Self: 01 Family:0 1 Others:0 <br> Experience \& Skill : 05 Years <br> Own Business : 05 Years <br> Quality goods \& services; <br> Skill and experience; | $W_{\text {EAKnEss }}$ <br> Lack of Capital/Investment |
| :---: | :---: |
| PPORTUNITIES <br> Huge demand in the community Location of shop; Regular customers; | $\mathrm{T}_{\text {hreats }}$ <br> Theft <br> Fire <br> Political unrest |

## Pictures












## FAMILY PICTURE



