Proposed NU Business Name: LAMIA GENAREL STORE


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

Brief Bio of The Proposed Nobin Udyokta

| Name | $:$ | Md. Ripon Mia |
| :--- | :--- | :--- |
| Age | $:$ | 10-07-1984 ( 33 Years) |
| Education, till to date | $:$ | Class Five |
| Marital status | $:$ | Married |
| Children | $:$ | 02 Dauthers |
| No. of siblings: | $:$ | 04 Brothers 05 Sisters |
| Address | Vill:Faydabad ,P.O:Faydabad ,P.S: Dakshinkhan, Dist: Dhaka |  |
| Parent's and GB related Info | $:$ |  |
| (i) Who is GB member | Mother $\quad$ Late Rohima Begum |  |
| (ii) Mother's name | $:$ Md. Afsar Ali |  |
| (iii) Father's name |  |  |
| (iv) GB member's info | $:$ | Branch: Uttorkhan, Centre \# 40 (Female), |
|  |  | Member ID: 1838/1, Group No: 01 |
|  | Member since: 11-09-1995 ( 22 Years) |  |
|  | First loan: BDT = 2500/- |  |
| Further Information: | Outstanding loan:= Nill |  |
| (v) Who pays GB loan installment | $:$ | Father |
| (vi) Mobile lady | No |  |
| (vii) Grameen Education Loan | $:$ | No |
| (viii) Any other loan like GB, | $:$ | No |
| BRAC ASA etc.. |  |  |

## 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 | $:$ | 08 years of business experience. <br> 06 years 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. | $:$ | 01965-923988 |
| Family's Contact No. | $:$ | $01915-118452$ |
| NU Project Source/Reference | $:$ | Grameen Shakti Samajik Byabosha Ltd. Dakshinkhan Unit, <br> Dhaka |

## BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

Late Rahima joined Grameen Bank since 22 years ago. At first she took BDT 2500 loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

## Proposed Nobin Udyokta Business Info

| Business Name | $:$ | Lamia General Store |
| :--- | :--- | :--- |
| Location | $:$ | Faydabad,Darogartec,Dakshinkhan ,Dhaka |
| Total Investment in BDT | $:$ | BDT 350,000/- |
| Financing | $:$ | Self BDT 200,000/- (from existing business) 57\% <br> Required Investment BDT 150,000/- (as equity) 43 \% |
| Present salary/drawings <br> from business (estimates) | $:$ | BDT 8,000 |
| Proposed Salary | $:$ | BDT 8,000 |
| Size of shop | $:$ | 15 ft x 12 ft=180 square ft |
| Security of the shop | $:$ | BDT 36,000 |
| Implementation | $:$-The business is planned to be scaled up by investment in existing <br> goods like; Oil,Rice,Sugar,Paulse,Soup,Confectionary etc. <br> -Average 15 \% gain on sales. <br> -The business is operating by entrepreneur. <br> -The shop is rented. <br> -Collects goods from Tongi . <br> -Agreed grace period is 3 months. |  |

Existing Business (BDT)

| Particular | Daily | Monthly | Yearly |
| :--- | :---: | :---: | :---: |
| Revenue (sales) |  |  |  |
| Grocery item | 4,500 | 135,000 | $1,620,000$ |
| Total Sales (A) | $\mathbf{4 , 5 0 0}$ | $\mathbf{1 3 5 , 0 0 0}$ | $\mathbf{1 , 6 2 0 , 0 0 0}$ |
| Less. Variable Expense |  |  |  |
| Grocery item | 3,825 | 114,750 | $1,377,000$ |
| Total variable Expense (B) | $\mathbf{3 , 8 2 5}$ | $\mathbf{1 1 4 , 7 5 0}$ | $\mathbf{1 , 3 7 7 , 0 0 0}$ |
| Contribution Margin (CM) [C=(A-B) | $\mathbf{6 7 5}$ | $\mathbf{2 0 , 2 5 0}$ | $\mathbf{2 4 3 , 0 0 0}$ |
| Less. Fixed Expense |  |  |  |
| Rent |  | 1,500 | 18,000 |
| Electricity Bill |  | 850 | 10,200 |
| Transportation |  | 1,500 | 18,000 |
| Mobile Bill |  | 1000 | 12,000 |
| Entertainment |  | 500 | 6,000 |
| Salary (self) |  | $\mathbf{8 , 0 0 0}$ | 96,000 |
| Total fixed Cost (D) |  | $\mathbf{1 3 , 3 5 0}$ | $\mathbf{1 6 0 , 2 0 0}$ |
| Net Profit (E) [C-D) | $\mathbf{6 , 9 0 0}$ | $\mathbf{8 2 , 8 0 0}$ |  |


| Investment Breakdown |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Particulars | Existing |  |  | Particulars | Proposed |  |  | Proposed Total |
|  | Quantity | Price | Unit Price |  | Quantity | Price | Unit Price |  |
| Oil | 27 | 205 | 5535 | Oil | 22 | 205 | 4510 | 10,045 |
| Rice | 11 | 2650 | 29150 | Rice | 15 | 2650 | 39750 | 68,900 |
| Sugar | 8 | 2700 | 21600 | Sugar | 4 | 2700 | 10800 | 32,400 |
| Paulse | 6 | 3200 | 19200 | Paulse | 6 | 3200 | 19200 | 38,400 |
| Soup | 15 | 1400 | 21000 | Soup | 18 | 1400 | 25200 | 46,200 |
| Egg | 8 | 750 | 6000 | Egg | 12 | 750 | 9000 | 15,000 |
| Biscut | 22 | 400 | 8800 | Biscut | 24 | 400 | 9600 | 18,400 |
| Solt | 14 | 950 | 13300 | Solt | 15 | 950 | 14250 | 27,550 |
| Confectionary | 95 | 20 | 1900 | Confectionary | 105 | 20 | 2100 | 4,000 |
| Secuirity Advanced |  |  | 36000 |  |  |  | 0 | 36,000 |
| Others |  |  | 37515 | Others |  |  | 15,590 | 53,105 |
| Total |  |  | 200,000 |  |  |  | 150,000 | 350,000 |

## Source of Finance

Entrepreneur's contibution 200000 ■ Investor's Investment 150000 Total 350000


| Financial Projection (BDT) |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Particular | Daily | Monthly | 1st Year | 2nd Year | 3rd year |
| Revenue (sales) |  |  |  |  |  |
| Grocery item | 5,500 | 165,000 | $1,980,000$ | $2,079,000$ | $2,182,950$ |
| Total Sales (A) | $\mathbf{5 , 5 0 0}$ | $\mathbf{1 6 5 , 0 0 0}$ | $\mathbf{1 , 9 8 0 , 0 0 0}$ | $\mathbf{2 , 0 7 9 , 0 0 0}$ | $\mathbf{2 , 1 8 2 , 9 5 0}$ |
| Less. Variable Expense |  |  |  |  |  |
| Grocery item | 4,675 | 140,250 | $1,683,000$ | $1,767,150$ | $1,855,508$ |
| Total variable Expense (B) | $\mathbf{4 , 6 7 5}$ | $\mathbf{1 4 0 , 2 5 0}$ | $\mathbf{1 , 6 8 3 , 0 0 0}$ | $\mathbf{1 , 7 6 7 , 1 5 0}$ | $\mathbf{1 , 8 5 5 , 5 0 8}$ |
| Contribution Margin (CM) [C=(A-B) | $\mathbf{8 2 5}$ | $\mathbf{2 4 , 7 5 0}$ | $\mathbf{2 9 7 , 0 0 0}$ | $\mathbf{3 1 1 , 8 5 0}$ | $\mathbf{3 2 7 , 4 4 3}$ |
| Less. Fixed Expense |  |  |  |  |  |
| Rent |  | 1,500 | 18,000 | 18,000 | 18,000 |
| Electricity Bill |  | 892.5 | 10,710 | 11,246 | 11,808 |
| Transportation |  | 1,650 | 19,800 | 20,790 | 21,830 |
| Mobile Bill |  | 1,200 | 14,400 | 15,120 | 15,876 |
| Entertainment |  | 500 | 6,000 | 6,300 | 6,615 |
| Salary (self) |  | 8,000 | 96,000 | 96,000 | 96,000 |
| Non Cash Item |  |  |  |  |  |
| Depreciation |  | $\mathbf{1 3 , 7 4 3}$ | $\mathbf{1 6 4 , 9 1 0}$ | $\mathbf{1 6 7 , 4 5 6}$ | $\mathbf{1 7 0 , 1 2 8}$ |
| Total Fixed Cost |  | $\mathbf{1 1 , 0 0 8}$ | $\mathbf{1 3 2 , 0 9 0}$ | $\mathbf{1 4 4 , 3 9 5}$ | $\mathbf{1 5 7 , 3 1 4}$ |
| Net Profit (E) [C-D) |  |  | $\mathbf{6 0 , 0 0 0}$ | $\mathbf{6 0 , 0 0 0}$ | $\mathbf{6 0 , 0 0 0}$ |
| Investment Payback |  |  |  | 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 | 150,000 |  |  |
| 1.2 | Net Profit | 132,090 | 144,395 | 157,314 |
| 1.3 | Depreciation (Non cash item) | 0 | 0 | 0 |
| 1.4 | Opening Balance of Cash Surplus |  | 72,090 | 156,485 |
|  | Total Cash Inflow | $\mathbf{2 8 2 , 0 9 0}$ | $\mathbf{2 1 6 , 4 8 5}$ | $\mathbf{3 1 3 , 7 9 9}$ |
| $\mathbf{2}$ | Cash Outflow |  |  |  |
| 2.1 | Purchase of Product | $\mathbf{1 5 0 , 0 0 0}$ |  |  |
| 2.2 | Payment of GB Loan |  |  |  |
| 2.3 | Investment Pay Back (Including <br> Ownership Tr. Fee) | $\mathbf{6 0 , 0 0 0}$ | 60,000 | 60,000 |
|  | Total Cash Outflow | $\mathbf{2 1 0 , 0 0 0}$ | $\mathbf{6 0 , 0 0 0}$ | $\mathbf{6 0 , 0 0 0}$ |
| $\mathbf{3}$ | Net Cash Surplus | $\mathbf{7 2 , 0 9 0}$ | $\mathbf{1 5 6 , 4 8 5}$ | $\mathbf{2 5 3 , 7 9 9}$ |

## SWOT ANALYSIS

| $S_{\text {TRENGTH }}$ <br> Employment: Self: 01 Family:0 Others:0 <br> Experience \& Skill : 08 Years <br> Own Business : 06 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












खामि निद्निाक्तकारी उतनित्र टवणम कese ces sor






$$
\begin{aligned}
& \text { राक्द : रातन } \\
& \text { नास: रायिता एलिए } \\
& \text { बिद्ध नर: } 80 / 2 \sqrt{~}
\end{aligned}
$$

## FAMILY PICTURE



