

Proposed NU Business Name: **ZALAL PAN KHAMAR**



Project identification and prepared by: Md. Sahabuddin,
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Project verified by: Md. Abdul Mannan Talukder



Brief Bio of The Proposed Nobin Udyokta

Name	:	MD. ZALAL
Age	:	15-06-1985 (32 Years)
Education, till to date	:	Class Five
Marital status	:	Married
Children	:	02 Doughter
No. of siblings:	:	05 Brother, 03Sisters
Address	:	Vill: Banaipur , P.O: Baigasa , P.S: Bagmara , Dist: Rajshahi
Parent's and GB related Info		
(i) Who is GB member	:	Mother <input checked="" type="checkbox"/> Father <input type="checkbox"/>
(ii) Mother's name	:	MOST. AHAJAN BIBI
(iii) Father's name	:	MD. LEKU SHEK
(iv) GB member's info	:	Branch: Achpara, Bagmara Centre 76 (Female), Member ID: 8443/1, Group No: 03 Member since: 2000-2008 And 17-09-2014- 20-07-17 (9Years) First loan: BDT 10,000
Further Information:		Existing Loan: BDT 26,000 Outstanding loan: Nill/
(v) Who pays GB loan installment	:	No
(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	:	Six years experience in running business. He has No training.
Other Own/Family Sources of Income	:	Agriculture
Other Own/Family Sources of Liabilities	:	None
Entrepreneur Contact No.	:	01737-724011
Mother's Contact No.	:	01750-874951
NU Project Source/Reference	:	Grameen Shakti Samajik Byabosha Ltd. Mohanpur unit, Rajshahi

BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

MOST. AHAJAN BIBI joined Grameen Bank since 9 years ago. At first she took 10,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

Proposed Nobin Udyokta Business Info

Business Name	:	ZALAL PAN KHAMAR
Location	:	Banaipur, Baigasa, Bagmara ,Rajshahi
Total Investment in BDT	:	BDT 1,10,000/-
Financing	:	Self BDT 60,000/-(from existing business) 55% Required Investment BDT 50,000/-(as equity) 45%
Present salary/drawings from business (estimates)	:	BDT 5,000/-
Proposed Salary	:	BDT 5,000/-
Size of shop	:	18 Shotangsho
Implementation	:	<ul style="list-style-type: none">▪The business is planned to be scaled up by investment in existing; pan item etc.▪Average 100% gain on sale.▪The business is operating by entrepreneur. Existing No employees. After getting equity fund no employee will be appointed.▪The shop is Rent▪Collects goods from Naogaon.▪Agreed grace period is 3 months.

Particular	Daily	Monthly	Yearly
Revenue (sales)			
Pan Item	500	15,000	1,80,000
Total Sales (A)	500	15,000	1,80,000
Less. Variable Expense			
Pan Item	0	0	0
Total variable Expense (B)	0	0	0
Contribution Margin (CM) [C=(A-B)]	500	15,000	1,80,000
Less. Fixed Expense			
Rent			
Electricity Bill			
Mobile Bill		300	3,600
Salary (self)		5,000	60,000
Guard			
Transportation		700	8,400
Entertainment			
Kitnashok		2,000	24,000
Bank service Charge			
Total fixed Cost (D)		8,000	96,000
Net Profit (E) [C-D]		7,000	84,000

Investment Breakdown

Existing				Proposed			
Particulars	Qty.	Unit Price	Amount (BDT)	Qty	Unit Price	Amount (BDT)	Proposed Total
Pan Chara	3000	20	60,000	1000	20	20,000	80,000
Pan Boroj Repeating						30,000	30,000
Total	3000		60,000	1000		50,000	1,10,000

Source of Finance



Financial Projection (BDT)					
Particular	Daily	Monthly	1st Year	2nd year	3rd year
Revenue (sales)					
Pan Item	700	21,000	2,52,000	2,64,600	2,77,830
Total Sales (A)	700	21,000	2,52,000	2,64,600	2,77,830
Less. Variable Expense					
Fish Item	0	0	0	0	
Total variable Expense (B)					
Contribution Margin (CM) [C=(A-B)]	700	21,000	2,52,000	2,64,600	2,77,830
Less. Fixed Expense					
Rent					
Electricity Bill					
Mobile Bill		400	4,800	5,000	5,500
Salary (self)		5,000	60,000	60,000	60,000
Transportatio		1,000	12,000	15,000	18,000
Entertainment					
Salary (staff)					
Kitnashok		2,500	30,000	32,000	35,000
Bank service Charge		100	1,200	1,200	1,200
Total Fixed Cost		9,000	1,08,000	1,13,200	1,19,700
Net Profit (E) [C-D]		12,000	1,44,000	1,51,400	1,58,130
Investment Payback			20000	20000	20000

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

<i>Sl #</i>	<i>Particulars</i>	<i>Year 1 (BDT)</i>	<i>Year 2 (BDT)</i>	<i>Year 3 (BDT)</i>
1	Cash Inflow			
1.1	Investment Infusion by Investor	50,000		
1.2	Net Profit	1,44,000	1,51,400	1,58,130
1.3	Depreciation (Non cash item)		-	
1.4	Opening Balance of Cash Surplus		1,24,000	2,55,400
	Total Cash Inflow	1,94,000	2,75,400	4,13,530
2	Cash Outflow			
2.1	Purchase of Product	50,000		
2.2	Payment of GB Loan			
2.3	Investment Pay Back (Including Ownership Tr. Fee)	20,000	20000	20000
	Total Cash Outflow	20,000	20000	20000
3	Net Cash Surplus	1,24,000	2,55,400	3,93,530

SWOT ANALYSIS

STRENGTH

Employment: Self: 01 Family:0 Others:0
Experience & Skill : 6 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





FAMILY PHOTO

