Proposed NU Business Name: M/S JANNAT ENTERPRISE



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 | : | SOBUJ MAHMUD | | | | |
| Age | : | 25-07-1986 (32 Years) | | | | |
| Education, till to date | : | Class Nine | | | | |
| Marital status | : | Married | | | | |
| Children | : | 02 Dauthers | | | | |
| No. of siblings: | : | 01 Brother 02 Sisters | | | | |
| Address | : | Vill:Varardi ,P.O:Kanchkura ,P.S: Uttorkhan, Dist: Dhaka | | | | |
| Parent's and GB related Info (i) Who is GB member (ii) Mother's name (iii) Father's name (iv) GB member's info | : : : | Mother Father Mosammat Sabina Akther Md Abul Basar Branch: Dakshinkhan, Centre # 36 (Female), Member ID:2481/2 , Group No: 01 Member since: 03-06-1997 (20 Years) First loan: BDT = 3000 /- | | | | |
| Further Information: (v) Who pays GB loan installment (vi) Mobile lady (vii) Grameen Education Loan (viii) Any other loan like GB, BRAC ASA etc | : | Outstanding loan:= None Father No No 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 & Skill | : | 07 years of business experience. |
| Own Business and | : | 03 years experience in running business. |
| Training Info | : | He has no training |
| Other Own/Family Sources of Income | : | None |
| Other Own/Family Sources of Liabilities | • | None |
| Entrepreneur Contact No. | •• | 01819-100728 |
| Family's Contact No. | : | 01996-502911 |
| NU Project Source/Reference | : | Grameen Shakti Samajik Byabosha Ltd. Dakshinkhan Unit, Dhaka |

BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

MOSAMMAT SABINA AKTHER joined Grameen Bank since 20 years ago. At first she took BDT 3000 loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

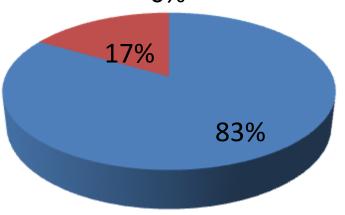
| Proposed Nobin Udyokta Business Info | | | | | |
|---|---|--|--|--|--|
| Business Name | : | M/S JANNAT ENTERPRISE | | | |
| Location | : | Kanchkura Bazar, Uttor Khan, Dhaka | | | |
| Total Investment in BDT | : | BDT 600,000/- | | | |
| Financing | : | Self BDT 500,000/- (from existing business) 83% | | | |
| | | Required Investment BDT 100,000/- (as equity) 17% | | | |
| Present salary/drawings from business (estimates) | : | BDT 5,000 | | | |
| Proposed Salary | : | BDT 5,000 | | | |
| Size of shop | : | 23 ft x 08 ft= 184 square ft | | | |
| Security of the shop | : | BDT 150000 | | | |
| Implementation | : | The business is planned to be scaled up by investment in existing goods like; Gas Silinder,RFL Stove,Svl Stove,Fan,Light,Lock, etc. Average 20 % gain on sales. The business is operating by entrepreneur. Existing No employee. The shop is rented. Collects goods from Nobabpur. Agreed grace period is 3 months. | | | |

| Existing Business (BDT) | | | | | | |
|-----------------------------------|-------|---------|-----------|--|--|--|
| Particular | Daily | Monthly | Yearly | | | |
| Revenue (sales) | | | | | | |
| Gas Silinder and Electric Product | 4,000 | 120,000 | 1,440,000 | | | |
| Total Sales (A) | 4,000 | 120,000 | 1,440,000 | | | |
| Less. Variable Expense | | | | | | |
| Gas Silinder and Electric Product | 3,200 | 96,000 | 1,152,000 | | | |
| Total variable Expense (B) | 3,200 | 96,000 | 1,152,000 | | | |
| Contribution Margin (CM) [C=(A-B) | 800 | 24,000 | 288,000 | | | |
| Less. Fixed Expense | | | | | | |
| Rent | | 3,000 | 36,000 | | | |
| Electricity Bill | | 700 | 8,400 | | | |
| Transportation | | 2,000 | 24,000 | | | |
| Mobile Bill | | 1000 | 12,000 | | | |
| Entertainment | | 1000 | 12,000 | | | |
| Salary (self) | | 7,000 | 84,000 | | | |
| Total fixed Cost (D) | | 14,700 | 176,400 | | | |
| Net Profit (E) [C-D) | | 9,300 | 111,600 | | | |

| Investment Breakdown | | | | | | | | |
|----------------------|----------|----------|------------|-------------------------|----------|-------|------------|----------|
| Particulars | | Existing | 3 | Particulars | Proposed | | | Proposed |
| Particulars | Quantity | Price | Unit Price | | Quantity | Price | Unit Price | Total |
| Gas Silinder | 150 | 2300 | 345000 | Gas Silinder | 15 | 2300 | 34,500 | 379,500 |
| RFL Stove | 12 | 3000 | 36000 | RFL Stove | 10 | 3000 | 30,000 | 66,000 |
| Stove Singel | 22 | 1500 | 33000 | Stove Singel | 5 | 1500 | 7,500 | 40,500 |
| SBL Stove | 30 | 420 | 12600 | SBL Stove | 7 | 420 | 2,940 | 15,540 |
| Fan | 10 | 2200 | 22000 | Fan | 5 | 2200 | 11,000 | 33,000 |
| Light | 40 | 300 | 12000 | Light | 8 | 300 | 2,400 | 14,400 |
| Electric Product | 50 | 200 | 10000 | Electric Product | 10 | 200 | 2,000 | 12,000 |
| Lock | 35 | 180 | 6300 | Lock | 9 | 180 | 1,620 | 7,920 |
| Regulator | 50 | 220 | 11000 | Regulator | 15 | 220 | 3,300 | 14,300 |
| | | | 0 | | | | 0 | 0 |
| Others | | | 12100 | Others | | | 4,740 | 16,840 |
| Total | | | 500,000 | | | | 100,000 | 600,000 |

Source of Finance

■ Entrepreneur's contibution 500000 ■ Investor's Investment 100000 ■ Total 600000 0%



| Financial Projection (BDT) | | | | | |
|-----------------------------------|-------|---------|-----------|-----------|-----------|
| Particular | Daily | Monthly | 1st Year | 2nd Year | 3rd year |
| Revenue (sales) | | | | | |
| Gas Silinder and Electric Product | 5,000 | 150,000 | 1,800,000 | 1,890,000 | 1,984,500 |
| Total Sales (A) | 5,000 | 150,000 | 1,800,000 | 1,890,000 | 1,984,500 |
| Less. Variable Expense | | | | | |
| Gas Silinder and Electric Product | 4,000 | 120,000 | 1,440,000 | 1,512,000 | 1,587,600 |
| Total variable Expense (B) | 4,000 | 120,000 | 1,440,000 | 1,512,000 | 1,587,600 |
| Contribution Margin (CM) [C=(A-B) | 1,000 | 30,000 | 360,000 | 378,000 | 396,900 |
| Less. Fixed Expense | | | | | |
| Rent | | 3,000 | 36,000 | 36,000 | 36,000 |
| Electricity Bill | | 735 | 8,820 | 9,261 | 9,724 |
| Transportation | | 2,200 | 26,400 | 27,720 | 29,106 |
| Mobile Bill | | 1,200 | 14,400 | 15,120 | 15,876 |
| Entertainment | | 1,000 | 12,000 | 12,600 | 13,230 |
| Salary (self) | | 7,000 | 84,000 | 84,000 | 84,000 |
| Non Cash Item | | | | | |
| Depreciation | | 0 | 0 | 0 | 0 |
| Total Fixed Cost | | 15,135 | 181,620 | 184,701 | 187,936 |
| Net Profit (E) [C-D) | | 14,865 | 178,380 | 193,299 | 208,964 |
| Investment Payback | | | 40,000 | 40,000 | 40,000 |

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

| SI# | Particulars | Year 1 (BDT) | Year 2 (BDT) | Year 3 (BDT) |
|-----|---------------------------------|--------------|--------------|--------------|
| 1 | Cash Inflow | | | |
| 1.1 | Investment Infusion by Investor | 100,000 | | |
| 1.2 | Net Profit | 178,380 | 193,299 | 208,964 |
| 1.3 | Depreciation (Non cash item) | 0 | 0 | 0 |
| 1.4 | Opening Balance of Cash Surplus | | 138,380 | 291,679 |
| | Total Cash Inflow | 278,380 | 331,679 | 500,643 |
| 2 | Cash Outflow | | | |
| 2.1 | Purchase of Product | 100,000 | | |
| 2.2 | Payment of GB Loan | | | |
| | Investment Pay Back (Including | 40,000 | 40,000 | 40.000 |
| 2.3 | Ownership Tr. Fee) | 40,000 | 40,000 | 40,000 |
| | Total Cash Outflow | 140,000 | 40,000 | 40,000 |
| 3 | Net Cash Surplus | 138,380 | 291,679 | 460,643 |

SWOT ANALYSIS

Strength

Employment: Self: 01 Family:0 Others:0

Experience & Skill: 07 Years

Own Business: 03 Years

Quality goods & services;

Skill and experience;

WEAKNESS

Lack of Capital/Investment

OPPORTUNITIES

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

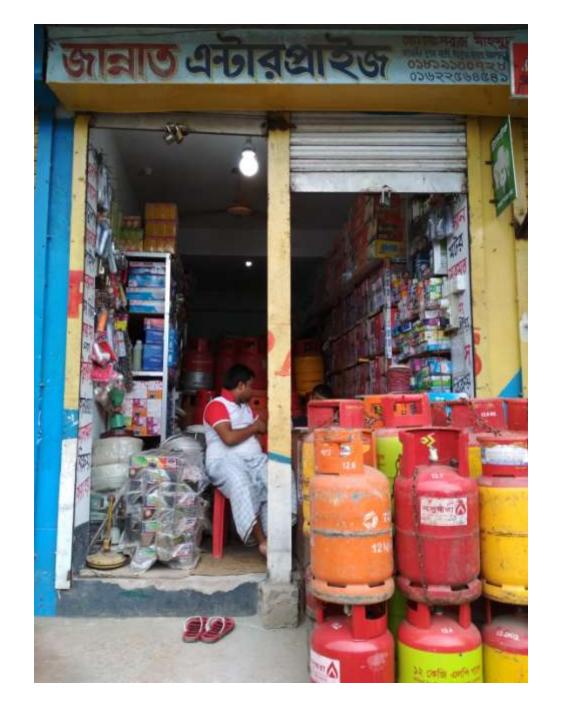
THREATS

Theft

Fire

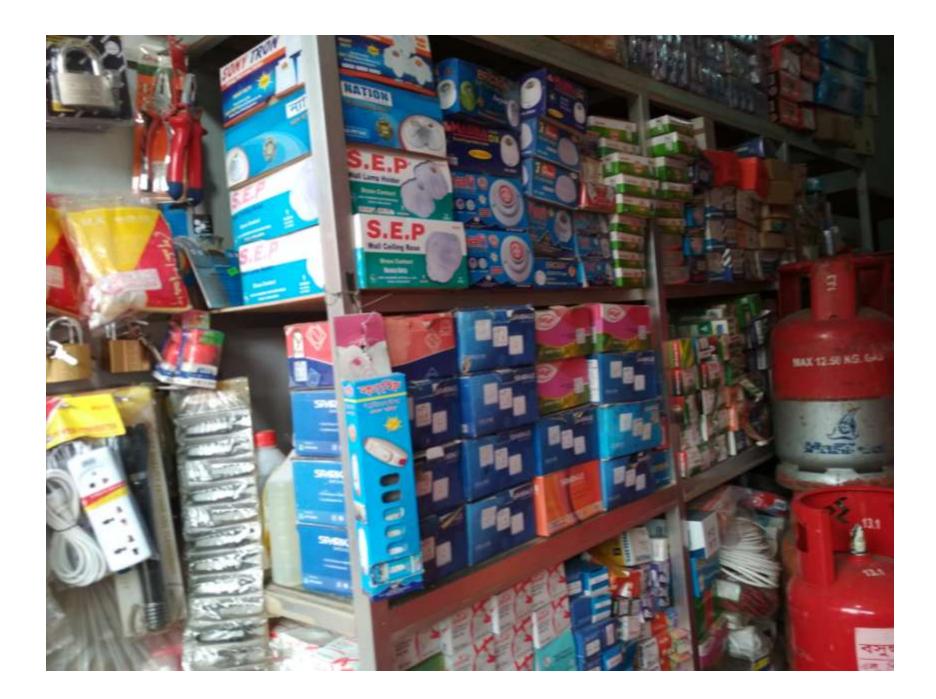
Political unrest

Pictures



















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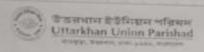
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FAMILY PICTURE

