#### **Proposed NU Business Name: SHILPI STORE**



Project identification and prepared by: Md. Abu Bakkar Siddique, Khulna Sadar Unit, Khulna. Project verified by: Md. Abu Bakkar Siddique



Grameen Shakti Samajik Byabosha Ltd.

Brief Bio of The Proposed Nobin Udyokta						
Name	:	MD. SABUJ MIA				
Age	:	05-03-1993 ( 25 Years)				
Education, till to date	:	Eight				
Marital status	:	Married				
Children	:	None				
No. of siblings:	:	01 Brothers 01 Sisters				
Address	:	Vill: Tatultala ,P.O:Jolma-9260 ,P.S: Batiaghati, Dist: Khulna				
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 Yaran Begum Md. Babul Mia Branch: Batiaghata, Centre # 27 (Female), Member ID: 6359\2 , Group No: 10 Member since: 16-03-2012(5Years) First Ioan: BDT = ,12,000 /-				
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:= 21520 /- Father 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		08 years of business experience.
Own Business and	:	05 years experience in running business.
Training Info	:	He has no training
Other Own/Family Sources of Income	••	
Other Own/Family Sources of Liabilities	••	None
Entrepreneur Contact No.	••	01921-125916
Family's Contact No.	• •	01910-328015
NU Project Source/Reference	:	Grameen Shakti Samajik Byabosha Ltd. Khulna Sadar Unit, Khulna.

### **BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY**

**YARAN BEGUM** joined Grameen Bank since 05 years ago. At first she took BDT 12,000 loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

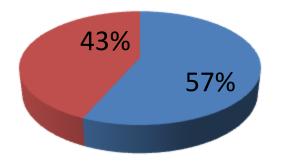
Proposed Nobin Udyokta Business Info					
Business Name	:	SHILPI STORE			
Location	:	Chokkara-khali Bazer, Batiaghata, Khulna.			
Total Investment in BDT	:	BDT 1,15,000/-			
Financing	:	Self BDT 65,000/- (from existing business) 56 %			
		Required Investment BDT 50,000/- (as equity) 44 %			
Present salary/drawings from business (estimates)	:	BDT 5,000			
Proposed Salary	:	BDT 5,000			
Size of shop	:	10 ft x 08 ft=80 square ft			
Security of the shop	:	Own shop			
Implementation	:	<ul> <li>The business is planned to be scaled up by investment in existing goods like;soyabin,coconat, rice, dal, oil, suger, others etc.</li> <li>Average 15 % gain on sales.</li> <li>The business is operating by entrepreneur. Existing no employee.</li> <li>The shop is owner .</li> <li>Collects goods from Mahammad Nagur, Khulna.</li> <li>Agreed grace period is 3 months.</li> </ul>			

Existing Business (BDT)							
Particular	Daily	Monthly	Yearly				
Revenue (sales)							
Grocery items	3,000	90,000	1,080,000				
Total Sales (A)	3,000	90,000	1,080,000				
Less. Variable Expense							
Grocery items	2,550	76,500	918,000				
Total variable Expense (B)	2,550	76,500	918,000				
Contribution Margin (CM) [C=(A-B)	450	13,500	162,000				
Less. Fixed Expense							
Electricity Bill		1100	13,200				
Transportation		1,500	18,000				
Mobile Bill		500	6,000				
Entertainment		200	2,400				
Salary (self)		5,000	60,000				
Total fixed Cost (D)		8,300	99,600				
Net Profit (E) [C-D)		5,200	62,400				

			Inv	estment Breakdov	vn				
Particulars		Existin	3	Particulars	Proposed			Proposed	
Particulars	Quantity	Price	Unit Price		Quantity	Price	Unit Price	Total	
Soyabin	20	90	1800	Soyabin	25	90	2,250	4,050	
Coconat oil	50	60	3000	Coconat oil	60	60	3,600	6,600	
Rice	5	2600	13000	Rice	6	2600	15,600	28,600	
Dal	20	85	1700	Dal	24	85	2,040	3,740	
Oil	20	80	1600	Oil	50	80	4,000	5,600	
Ata	1	1280	1280	Ata	1	1280	1,280	2,560	
Suger	1	2680	2680	Suger	1	2680	2,680	5,360	
Toylitis product	250	29	7250	Toylitis product	200	29	5,800	13,050	
Softdrinks	250	28	7000	Softdrinks	200	28	5,600	12,600	
Machinaries	1	15000	15000	Machinaries			7,150	22,150	
Others			10690						
Total			65,000				50,000	115,000	

#### **Source of Finance**

Entrepreneur's contibution 65000 Investor's Investment 50000 Total 115000



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)	4,000	120,000	1,440,000	1,512,000	1,587,600		
Less. Variable Expense							
Grocery items	3,400	102,000	1,224,000	1,285,200	1,349,460		
Total variable Expense (B)	3,400	102,000	1,224,000	1,285,200	1,349,460		
Contribution Margin (CM) [C=(A-B)	600	18,000	216,000	226,800	238,140		
Less. Fixed Expense							
Electricity Bill		1155	13,860	14,553	15,281		
Transportation		1,650	19,800	20,790	21,830		
Mobile Bill		600	7,200	7,560	7,938		
Entertainment		200	2,400	2,520	2,646		
Salary (self)		5,000	60,000	60,000	60,000		
Non Cash Item							
Depreciation		250	3,000	3,000	3,000		
Total Fixed Cost		8,855	106,260	108,423	110,694		
Net Profit (E) [C-D)		9,145	109,740	118,377	127,446		
Investment Payback			20,000	20,000	20,000		

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

<b>SI</b> #	Particulars	Year 1 (BDT)	Year 2 (BDT)	Year 3 (BDT)
1	Cash Inflow			
1.1	Investment Infusion by Investor	50,000		
1.2	Net Profit	109,740	118,377	127,446
1.3	Depreciation (Non cash item)	3,000	3,000	3,000
1.4	Opening Balance of Cash Surplus		92,740	194,117
	Total Cash Inflow	162,740	214,117	324,563
2	Cash Outflow			
2.1	Purchase of Product	50,000		
2.2	Payment of GB Loan			
	Investment Pay Back (Including	20.000	20.000	20,000
2.3	Ownership Tr. Fee)	20,000	20,000	20,000
	Total Cash Outflow	70,000	20,000	20,000
3	Net Cash Surplus	92,740	194,117	304,563



STRENGTH Employment: Self: 01 Family:0 Others:0 Experience & Skill : 08 Years Own Business : 05Years Quality goods & services; Skill and experience;	WEAKNESS Lack of Capital/Investment
<b>OPPORTUNITIES</b>	<b>T</b> HREATS
Huge demand in the community	Theft
Location of shop;	Fire
Regular customers;	Political unrest

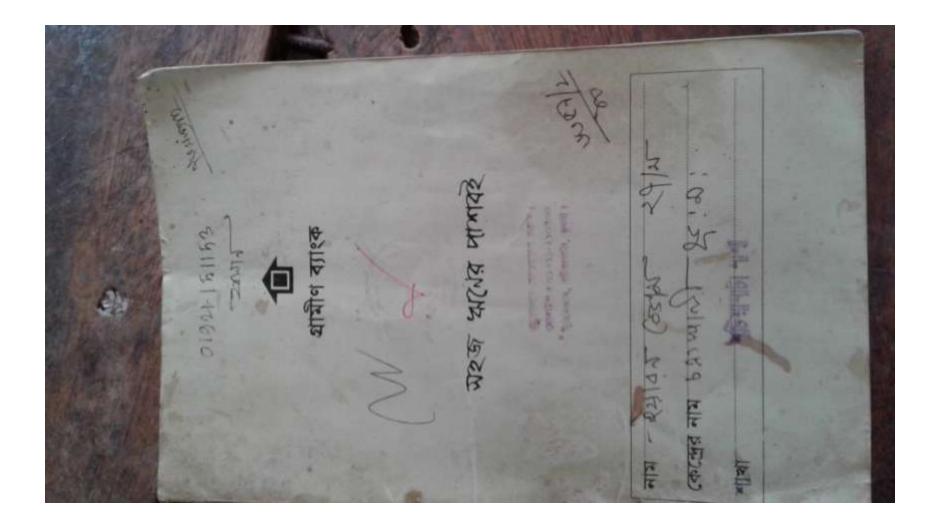
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#### जातिनः 0 0/ 00/2029 .

আমি নিদ্রুশ্বাঞ্চরকারী মোঃ <u>বার্ত্রন (মাণ</u> এই মর্মে প্রত্যাহন করছি ম, আমার ছেলে নামঃ <u>বেচা নিয়নে (মাণ</u> পিডাং <u>তেরা রাব্রেন (মণে</u> মাডা<u>ঃ গ্রিয়াবের বেচাম</u> গ্রামঃ <u>স্রেন্টেন্টা</u> ভাক্ষময় <u>বেচা পেলে</u>) বানা<u>ঃ র্যার্ড্রান্টো</u>, জেলাঃ খুলনা। আমার ছেলে ব্যবসা রতিষ্ঠানটি দীর্ঘদিন যাবহ পরিচালনা করে আসছে। উক্ত ব্যবসায় আমার ফেলে গুলি বা অংশীলাবির্ নেই। কিন্তু উক্ত দোকান ঘরটির মালিক আমি হত্যায় আমার হেলেকে কে তার বাবসা পরিচালনা করার সন্মতি জানাছি এমনকি পরবর্তীতে ও কোন প্রকার আপতি ধাকবে না। উক্ত ব্যবসা প্রতিষ্ঠান সে যতদিন ইচ্ছা করতে পারবে।

আমি তাঁর তবিষ্যত জীবনের উত্তরোত্তর সাক্ষণ্য ও মঙ্গণ কামনা করছি।

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# **FAMILY PICTURE**

