Proposed NU Business Name: Riaz Motsho Khamar



Project identification and prepared by: Sanjoy Kumar, Fultala Unit, Khulna. Project verified by: Md. Abu Bakkar Siddique



Grameen Shakti Samajik Byabosha Ltd.

Brief E	Bio	of The Proposed Nobin Udyokta
Name		Md Riaz Mollah
Age	:	04-04-1999(18 Y <i>ears</i>)
Education, till to date		Class Seven
Marital status	•	Single
Children	:	None
No. of siblings:		02 Brothers 02 Sisters
Address	:	Vill: Garakhola , P.O: Fultala , P.SFultala, 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 Laily Begum Rezaul Mollah Branch: Fultala Centre # 38 (Female), Member ID: 5149, Group No: 05 Member since: 002-01-2000 (17Years) First Ioan: BDT = 2,000 /- Last Ioan BDT=30,000/-
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:= 30,000/- fathaer 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	••	03 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	••	
Other Own/Family Sources of Liabilities	•	None
Entrepreneur Contact No.		01969-257042
Family's Contact No.	:	01925-773380
NU Project Source/Reference	• •	Grameen Shakti Samajik Byabosha Ltd Fultala Unit, Khulna.

BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

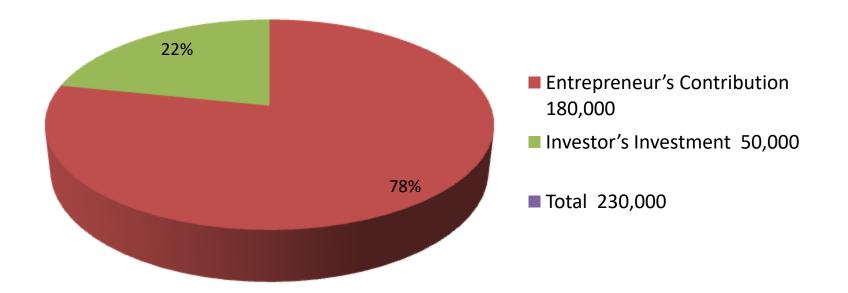
Laily Begum joined Grameen Bank since 17 years ago. At first she took BDT 2,000 loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

Pro	pc	osed Nobin Udyokta Business Info
Business Name	:	Riaz Motsho Khamar
Location	:	Garakhopla, Fultala, Khulna
Total Investment in BDT	:	BDT 230,000/-
Financing	:	Self BDT 180,000/- (from existing business) 78 %
		Required Investment BDT 50,000/- (as equity) 22 %
Present salary/drawings from business (estimates)	:	BDT 5,000
Proposed Salary	:	BDT 5,000
Size of shop	:	0 ft x 0 ft= square ft
Security of the shop	:	Own
Implementation	:	 The business is planned to be scaled up by investment in existing goods like; Fish etc. Average 20% gain on sales. The business is operating by entrepreneur. Existing no employee. The pond is rented. Collects goods from sahapur dumuria . Agreed grace period is 3 months.

Existing Busi	ness (BD1	Γ)			
Particular	Daily	Monthly	Yearly		
Revenue (sales)					
Fish	2,000	60,000	720,000		
Total Sales (A)	2,000	60,000	720,000		
Less. Variable Expense					
Feed	1,600	48,000	576,000		
Total variable Expense (B)	2,400	48,000	576,000		
Contribution Margin (CM) [C=(A-B)	400	12,000	144,000		
Less. Fixed Expense					
Electricity Bill		300	3,600		
Transportation		2,000	24,000		
Mobile Bill		200	2,400		
Salary (self)		5,000	60,000		
Total fixed Cost (D)		7,500	90,000		
Net Profit (E) [C-D)		4,500	54,000		

Investment Breakdown													
Particulars		Existin	g	Particulars		Proposed							
Particulars	Quantity	Price	Unit Price		Quantity	Price	Unit Price	Total					
Fish	90000	2	180000	Feed	20	2100	42000	122,000					
other							8,000	8,000					
Total			180,000				50,000	130,000					

Source of Finance



Financial	Financial Projection (BDT)													
Particular	Daily	Monthly	1st Year	2nd Year	3rd year									
Revenue (sales)														
Fish	2,800	84,000	1,008,000	1,058,400	1,111,320									
Total Sales (A)	2,800	84,000	1,008,000	1,058,400	1,111,320									
Less. Variable Expense														
Feed	2,240	67,200	806,400	846,720	889,056									
Total variable Expense (B)	2,240	67,200	806,400	846,720	889 <i>,</i> 056									
Contribution Margin (CM) [C=(A-B)	560	16,800	201,600	211,680	222,264									
Less. Fixed Expense														
Electricity Bill		300	3,600	3,780	3,969									
Transportation		2,000	24,000	25,200	26,460									
Mobile Bill		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		7,800	93,600	95,280	97,044									
Net Profit (E) [C-D)		9,000	108,000	116,400	125,220									
Investment Payback			20,000	20,000	20,000									

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	50,000		
1.2	Net Profit	108,000	116,400	125,220
1.3	Depreciation (Non cash item)	0	0	0
1.4	Opening Balance of Cash Surplus		88,000	184,400
	Total Cash Inflow	158,000	204,400	309,620
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	88,000	184,400	289,620



STRENGTH Employment: Self: 01 Family:0 Others:0 Experience & Skill : 03 Years Own Business : 03 Years Quality goods & services; Skill and experience;	WEAKNESS Lack of Capital/Investment
OPPORTUNITIES	T HREATS
Huge demand in the community	Theft
Location of shop;	Fire
Regular customers;	Political unrest

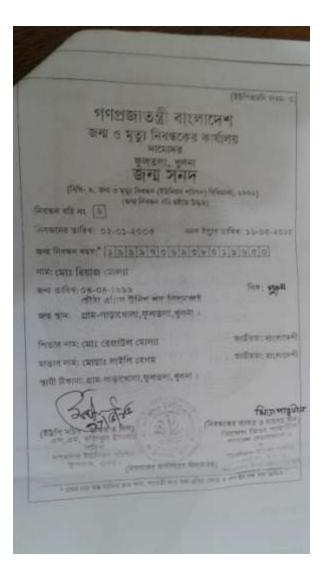
Pictures





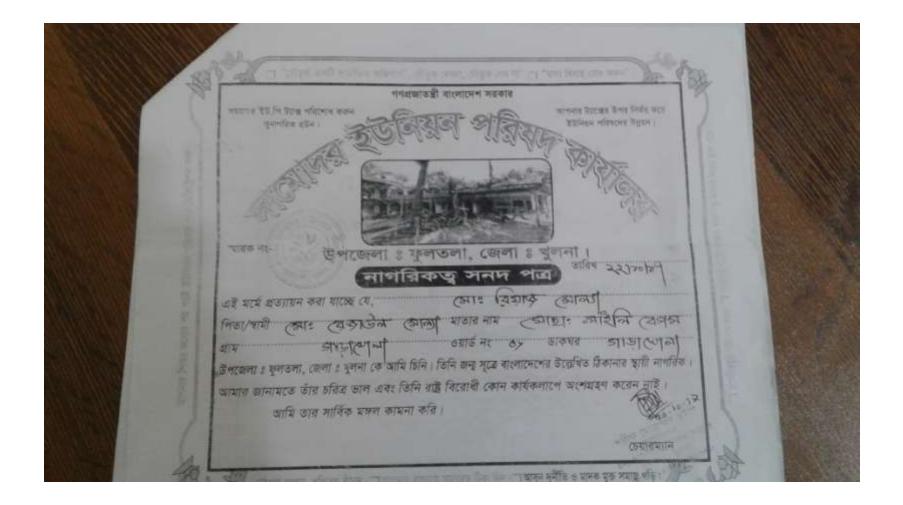


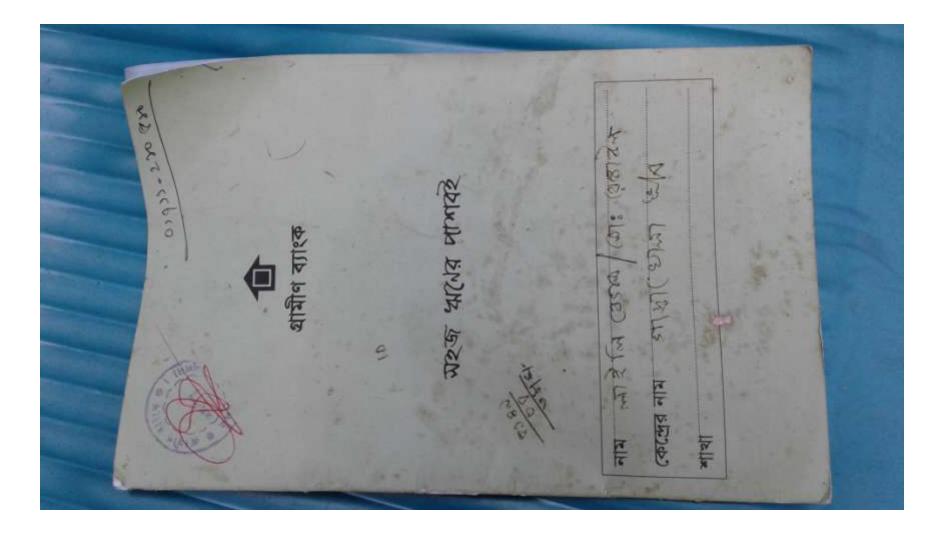






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FAMILY PICTURE

