

## Proposed NU Business Name: **MOLLA PHARMACY**



Project identification and prepared by: Md. Habil Uddin sha  
Dohar Unit, Dhaka

Project verified by: MD. Samsul Arefin



## Brief Bio of The Proposed Nobin Udyokta

Name	:	<b>Md. Abdul Jolil</b>
Age	:	01-10-1983(34 Years)
Education, till to date	:	S.S.C
Marital status	:	Married
Children	:	1 Childen
No. of siblings:	:	3 Brothers & 2 Sisters
Address	:	Vill: Mahmudpur, P.O: Horichondi P.S: Dohar , Dist: dhaka
Parent's and GB related Info		
(i) Who is GB member	:	Mother <input checked="" type="checkbox"/> Father <input type="checkbox"/>
(ii) Mother's name	:	<b>Samson Nahar</b>
(iii) Father's name	:	<b>Abdus Sattar Molla</b>
(iv) GB member's info	:	Branch:Kosumhati Dohar, Centre # 29 (Female), Member ID:6256 , Group No: 01 Member since: 21-04-2000- 2005(05Years) First loan: BDT 5,000/-
Further Information:		Existing loan: BDT 20,000- Outstanding loan: BDT Nill
(v) Who pays GB loan installment	:	Father
(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	:	4 years experience in running business.
Other Own/Family Sources of Income	:	Nil
Other Own/Family Sources of Liabilities	:	Nil
Entrepreneur Contact No.	:	01710869905
Mother's Contact No.	:	
NU Project Source/Reference	:	Grameen Shakti Samajik Byabosha Ltd. Dohar Unit, Dhaka.

## BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

**SAMSUN NAHAR** joined Grameen Bank since 05 years ago. At first she took 5,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in agriculture, .

# Proposed Nobin Udyokta Business Info

Business Name	:	Molla Pharmacy
Location	:	Kartikpur Bazar, Dohar,Dhaka
Total Investment in BDT	:	BDT 250,000
Financing	:	Self BDT 200,000(from existing business) 75% Required Investment BDT 50,000(as equity) 25%
Present salary/drawings from business (estimates)	:	BDT 5,000
Proposed Salary	:	BDT 5,000
Size of shop	:	10ft x 13ft= 130square ft
Security of the shop	:	BDT 100,000
Implementation	:	<ul style="list-style-type: none"><li>▪The business is planned to be scaled up by investment in existing goods like; Tablet, Capsul,Injaction, Sirap etc.</li><li>▪Average 15% gain on sale.</li><li>▪The business is operating by entrepreneur.</li><li>▪The shop is rented.</li><li>▪Collects goods from Dohar, Dhaka,.</li><li>▪Agreed grace period is 3 months.</li></ul>

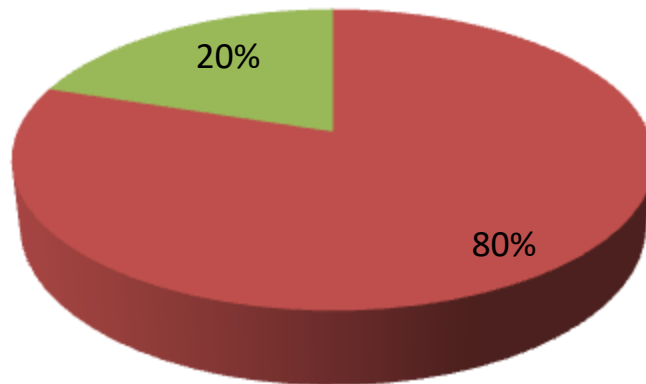
## Existing Business (BDT)

Particular	Daily	Monthly	Yearly
<b>Revenue (sales)</b>			
Tablet,Capsul,Injaction & Sirap	3000	90000	1080000
<b>Total Sales (A)</b>	3000	90000	1080000
<b>Less. Variable Expense</b>			
Tablet,Capsul,Injaction & Sirap	2550	76500	918000
<b>Total variable Expense (B)</b>	2550	76500	918000
<b>Contribution Margin (CM) [C=(A-B)]</b>	450	13500	162000
<b>Less. Fixed Expense</b>			
Rent		1000	12000
Mobile Bill		200	2400
Transportation		1000	12,000
Electricity Bill		500	6000
Salary (self)		5000	60000
Entertainment		300	3600
Genaretor		500	6000
<b>Total fixed Cost (D)</b>		8,500	102000
<b>Net Profit (E) [C-D]</b>		5000	60000

## Investment Breakdown

Existing				Proposed			
Particulars	Qty.	Unit Price	Amount (BDT)	Qty	Unit Price	Amount (BDT)	Proposed Total
Antibiotic	1000	100	100,000	500	100	50,000	150,000
Injection	250	100	25,000				25,000
sirap	750	100	75,000				75,000
Others				0	0	0	
Security							
<b>Total</b>			<b>200,000</b>			<b>50,000</b>	<b>250,000</b>

## Source of Finance



- Entrepreneur's Contribution 200,000
- Investor's Investment 50,000
- Total 250,000

## Financial Projection (BDT)

Particular	Daily	Monthly	1st Year	2nd Year	3rd Year
<b>Revenue (sales)</b>					
Tablet,Capsul,Injaction & Sirap	4000	120000	1440000	1512000	1587600
		0	0	0	0
<b>Total Sales (A)</b>	<b>4000</b>	<b>120000</b>	<b>1440000</b>	<b>1512000</b>	<b>1587600</b>
<b>Less. Variable Expense</b>		0	0	0	0
Tablet,Capsul,Injaction & Sirap	3400	102000	1224000	1285200	1349460
		0	0	0	0
<b>Total variable Expense (B)</b>	<b>3400</b>	<b>102000</b>	<b>1224000</b>	<b>1285200</b>	<b>1349460</b>
<b>Contribution Margin (CM) [C=(A-B)]</b>	<b>600</b>	<b>18000</b>	<b>216000</b>	<b>226800</b>	<b>238140</b>
<b>Less. Fixed Expense</b>					
Rent		1000	12000	12000	13000
Mobile Bill		200	2400	2400	2500
Transportation		1000	12000	12000	12000
Electricity Bill		500	6000	6000	6000
Salary (self)		5000	60000	60000	60000
Entertainment		300	3600	3600	3600
Genaretor		500	6000	6000	6000
<b>Total fixed Cost (D)</b>		<b>8500</b>	<b>102000</b>	<b>102000</b>	<b>103100</b>
<b>Net Profit (E) [C-D]</b>		<b>9500</b>	<b>114000</b>	<b>124800</b>	<b>135040</b>
<b>Investment Payback</b>			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>
<b>1</b>	<b>Cash Inflow</b>			
1.1	Investment Infusion by Investor	50,000		
1.2	Net Profit	114000	124800	135040
1.3	Depreciation (Non cash item)		-	-
1.4	Opening Balance of Cash Surplus		70000	174800
	<b>Total Cash Inflow</b>	<b>164000</b>	<b>194800</b>	<b>398040</b>
<b>2</b>	<b>Cash Outflow</b>			
2.1	Purchase of Product	50,000		
2.2	Payment of GB Loan			
2.3	Investment Pay Back (Including Ownership Tr. Fee)	20,000	20,000	20,000
	<b>Total Cash Outflow</b>	<b>94000</b>	<b>20,000</b>	<b>20,000</b>
<b>3</b>	<b>Net Cash Surplus</b>	<b>70000</b>	<b>174800</b>	<b>189840</b>

# SWOT ANALYSIS

## **S**TRENGTH

Employment: Self: 01 Family:0 Others:0  
Experience & Skill : 04 Years  
Quality goods & services;  
Skill and experience;

## **W**EAKNESS

Lack of Capital/Investment

## **O**PPORTUNITIES

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

## **T**HREATS

Theft  
Fire  
Political unrest

Pictures





# FAMILY PICTURE

