

## Proposed NU Business Name: **MAYER HASI ELECTRONICS**



Project identification and prepared by: Md. Delower Hossain,  
Kapashia Unit, Gazipur

Project verified by: Md. Siddikur Rahman



**Grameen Shakti**  
**Samajik Byabosha Ltd.**

## **Brief Bio of The Proposed Nobin Udyokta**

Name	:	<b>ARSHAD HOSSAIN</b>
Age	:	09/10/1987(30Years)
Education, till to date	:	SSC
Marital status	:	Married
Children	:	1 son & 1 Daughter
No. of siblings:	:	Nil
Address	:	Vill: Kamdamia P.O: Kapasia -1730, P.S: Kapasia, Dist: Gazipur
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>FULJAN</b> <input type="checkbox"/>
(iii) Father's name	:	<b>ABBAS ALI</b>
(iv) GB member's info	:	Branch: Kapasia, Centre # 21 (Female), Member ID: 4267, Group No: 05 Member since: 04/05/1992 to 2017 (25Years) First Loan: BDT 10,000/-, Existing Loan:BDT 50,000/- Outstanding Loan: 44160/-
Further Information:		
(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	:	08 years experience in running business. He has 04 years training
Other Own/Family Sources of Income	:	Cottage Industry.
Other Own/Family Sources of Liabilities	:	None
Entrepreneur Contact No.	:	01745117365
Family's Contact No.	:	01814460347
NU Project Source/Reference	:	Grameen Shakti Samajik Byabosha Ltd., Kapasia Unit, Gazipur.

## BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

**FULJAN** joined Grameen Bank since 25 years ago. At first she took BDT 10,000 loan from Grameen Bank. She gradually took loan from GB. Utilize loan in Business.

## Proposed Nobin Udyokta Business Info4

Business Name	:	<b>MAYER HASI ELECTRONICS</b>
Location	:	Kapasia bazar.
Total Investment in BDT	:	BDT 3,20,000/-
Financing	:	Self BDT 2,60,000/- (from existing business) 81% Required Investment BDT 60,000/- (as equity) 19%
Present salary/drawings from business (estimates)	:	BDT 5,000/-
Proposed Salary	:	BDT 5,000/-
Size of shop	:	12 ft x 10 ft = 120 sq. ft
Security of the shop	:	BDT 30,000/-
Implementation	:	<ul style="list-style-type: none"> <li>▪The business is planned to be scaled up by investment in various Electric items(eg: Solar, IPS, Computer,LED Bulb etc.).</li> <li>▪Average 25% gain on sales.</li> <li>▪The business is operated by entrepreneur. Existing one employee.</li> <li>▪The shop is rented.</li> <li>▪Collects goods from Dhaka, Sundarban.</li> <li>▪Agreed grace period is 3 months.</li> </ul>

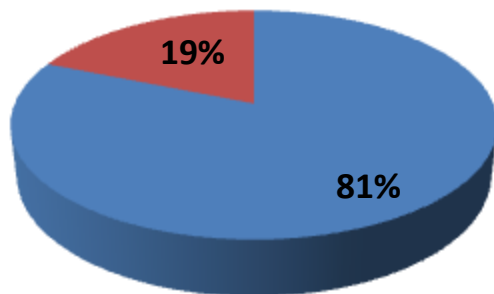
## Existing Business

Particular	Daily	Monthly	Yearly
Revenue (Sale)			
Solar, IPS, Computer,LED Bulb etc	3000	90000	1080000
	0	0	0
<b>Total Sales(A)</b>	<b>3000</b>	<b>90000</b>	<b>1080000</b>
Less Variable Expense (B)		0	0
Solar, IPS, Computer,LED Bulb etc	2250	67500	810000
<b>Total Variable Expense</b>	<b>2250</b>	<b>67500</b>	<b>810000</b>
Contributon Margin (CM) [C=(A-B)]	<b>750</b>	<b>22500</b>	<b>270000</b>
Less Fixed Expense			
Rent		1500	18000
Electric Bill		600	7200
Transportaion		700	8400
Salary (Self)		5000	60000
Salary (Staff)		0	0
Entertainment		150	1800
Guard		150	1800
Generator		150	1800
Mobile Bill		300	3600
<b>Total Fixed Cost (D)</b>		<b>8550</b>	<b>102600</b>
<b>Net Profit (E)= [C-D]</b>		<b>13950</b>	<b>167400</b>

## Investment Breakdown

Existing				Proposed			
Particulars	Qty.	Unit Price	Amount (BDT)	Qty.	Unit Price	Amount (BDT)	Proposed Total
Solar,	7	5,600	39,200	1	60,000	60,000	99,200
IPS	10	5,000	50,000			0	50,000
Computer	5	6,000	30,000			0	30,000
LED Bulb	50	210	10,500			0	10,500
Fan	3	3000	9,000			0	9,000
Wire	2	6000	12,000			0	12,000
Controler	4	600	2,400			0	2,400
Tube 7 Wat	8	400	3,200			0	3,200
Mother Bord	5	4000	20,000			0	20,000
Processor/Ram	10	7000	70,000			0	70,000
Hard disc	2	2500	5,000			0	5,000
OTHERS			8,700			0	8,700
						0	0
<b>TOTAL</b>			<b>260,000</b>			<b>60,000</b>	<b>320,000</b>

### Source of Finance



- Entrepreneur's Contribution 260,000
- Investor's Investment 60,000
- Total 320,000

## Financial Projection (BDT)

Particular	Daily	Monthly	Year -1	Year-2	Year-3
Revenue(Sales)					
Solar, IPS, Computer,LED Bulb etc	4500	135000	1620000	1701000	1786050
<b>Total Sales(A)</b>	4500	135000	<b>1620000</b>	<b>1701000</b>	<b>1786050</b>
<b>Less Variable Expense (B)</b>	0	0			
Solar, IPS, Computer,LED Bulb etc	3375	101250	1215000	1275750	1339538
<b>Total Variable Expense</b>	2250	67500	<b>810000</b>	<b>850500</b>	<b>893025</b>
<b>Contributon Margin (CM) [C=(A-B)]</b>	1125	33750	<b>405000</b>	<b>425250</b>	<b>446513</b>
<b>Less Fixed Expense</b>					
Rent		1500	18000	18000	18000
Electric Bill		600	7200	7500	7800
Transportaion		1000	12000	12600	13230
Salary (Self)		5000	60000	60000	60000
Salary (Staff)		0	0	0	0
Entertainment		150	1800	1800	1800
Guard		150	1800	1800	1800
Genarator		150	1800	1800	1800
Mobil Bill		350	4200	4300	4400
<b>Total Fixed Cost (D)</b>		<b>8900</b>	<b>105000</b>	<b>106000</b>	<b>107030</b>
<b>Net Profit (E)= [C-D]</b>		<b>24850</b>	<b>298200</b>	<b>313110</b>	<b>328766</b>
<b>Investment Pay Back</b>			<b>24,000</b>	<b>24,000</b>	<b>24,000</b>



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

Sl #	Particulars	Year 1 (BDT)	Year 2 (BDT)	Year 3 (BDT)
<b>1</b>	<b>Cash Inflow</b>			
1.1	Investment Infusion by Investor	60,000		
1.2	Net Profit	298,200	313110	328765.5
1.3	Depreciation (Non cash item)			
1.4	Opening Balance of Cash Surplus		274200	563310
	<b>Total Cash Inflow</b>	<b>358,200</b>	<b>587,310</b>	<b>892,076</b>
<b>2</b>	<b>Cash Outflow</b>			
2.1	Purchase of Product	60,000		
2.2	Payment of GB Loan			
2.3	Investment Pay Back (Including Ownership Tr. Fee)	24000	24000	24000
	<b>Total Cash Outflow</b>	<b>84,000</b>	<b>24,000</b>	<b>24,000</b>
<b>3</b>	<b>Net Cash Surplus</b>	<b>274,200</b>	<b>563,310</b>	<b>868,076</b>

# SWOT ANALYSIS

## **S**TRENGTH

Employment: Self: 01 Family:0 Others:0  
Experience & Skill : 08Years  
Quality goods & services;  
Skill and experience;

## **W**EAKNESS

Lack of Capital/Investment

## **O**PPORTUNITIES

Huge demand in the community  
Location of shop; Bir Ujili Bazar.  
Regular customers;

## **T**HREATS

Theft  
Fire  
Political unrest

Pictures



# গ্রামীণ শক্তি সামাজি

প্রসারিত নবীন উদ্যোক্তা প্র

র নাম: স্বায়ের হুমসি ইম্বেকশ্বনিক্য

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কার সংক্ষিপ্ত জীবন বৃত্তান্ত:

একশাস্ত্র ছো মেম

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জন্ম তারিখ: ০২/১০/১৯৮৭

যোগ্যতা: বি.স. এ.স. বি









# FAMILY PICTURE

