A Nobin Udyokta Project Ma Store



Project by : Md. Biplob Hossain Identified by : Md. Kamruzzaman Verified By: Md. Sayedul Amin Shakib Shariatpur Unit, Barisal Anchal-6 GRAMEEN TRUST GT Social Business Barisal Anchal-6

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#### **BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA**

Name	:	Md. Biplob Hossain	
Age	:	10/05/1984 (33 Years 06 Months)	
Marital status	:	Married	
Children	:	One Son, One Daughter.	
No. of siblings:	:	Three Brothers, Four Sisters.	
<i>Parent's and GB related Info</i> (i) Who is GB member (ii) Mother's name (iii) Father's name (iv) GB member's info		Mother Mojiton Begum Md. Abul Kashem Hawlader Member since: 2007 to till now. Branch: Shokhipur Vadorgonj, Shariatpur. Centre no: 84/M, Group: 03 Loanee No: 9652, First Ioan: 10,000/- Existing Ioan: 50,000/-, Outstanding: 22,248/	
<i>Further Information:</i> (v) Who pays GB loan installment (vi) Mobile lady (vii) Grameen Education Loan (viii) Any other loan like GCCN, GKF etc. (ix) Others	:	NU'S (Father) N/A N/A N/A N/A	
Education, till to date	:	Class Five	



Present Occupation	:	Grocery & Varieties Business
Trade License Number		230/ 2017-2018
Business Experiences	:	3 years.
Other Own/Family Sources of Income	:	Business, (His Brother is a businessman)
Other Own/Family Sources of Liabilities	:	N/A
NU Contact Info	:	01795-699417
NU Project Source/Reference	•	GT Shariatpur Unit Office, Shariatpur.

NU's mother has been a member of Grameen Bank (GB) Since 2007 to till now. At first her mother took a loan amount BDT 10,000 from Grameen Bank. She Invested the money in her Son's business. She gradually improved their life standard through GB loan.



Business Name	:	Ma Store
Address/ Location	:	Char Chanda, Khashmahal Bazar, Vadorgonj, Shariatpur.
Total Investment in BDT	:	4,80,000/=
Financing	:	Self BDT : <b>4,00,000/=</b> (from existing business) 83% Required Investment BDT : <b>80,000/=</b> (as equity) 17%
Present salary/drawings from business (estimates)	:	BDT 8,000/-
Proposed Salary		BDT 10,000/-
Proposed Business % of present gross profit margin	:	15%
Estimated % of proposed gross profit margin	:	15%
Agreed grace period	:	2 month (8 Installments)

### **EXISTING BUSINESS OPERATIONS Info.**

Particulars	Existing Business (BDT)			
Faiticulais	Daily	Monthly	Yearly	
Sales (A)	5,000	1,50,000	18,00,000	
Less: Cost of sale (B)	4,250	1,27,500	15,30,000	
Gross Profit 15% (A-B)= [C]	750	22,500	2,70,000	
Less: Operating Costs				
Electricity bill	0	1,000	12,000	
Rent	0	0	0	
Night Guard Bill	0	0	0	
Generator Bill	0	200	2,400	
Mobile Bill	0	300	3,600	
Salary from Business (Self)	0	10,000	1,20,000	
Present Salary Employee	0	0	0	
Others (Entertainment)	0	500	6,000	
Non Cash Item:				
Depreciation Expenses(1,40,000*12%)	0	1,400	16,800	
Total Operating Cost (D)	0	13,400	1,60,800	
Net Profit (C-D):	750	9,100	1,09,200	

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Particulars	Existing Business (BDT)	Proposed (BDT)	Total (BDT)
Investments in different categories:	(1)	(2)	(1+2)
Present items: Decoration : Freeze : Television : Present Goods Items (1,40,000*1):	$1,00,000 \\ 30,000 \\ 10,000 \\ 2,60,000$		4,00,000
Proposed Items (**) :		80,000	80,000
Total Capital	4,00,000	80,000	4,85,000

(\*) Details present Stock & (\*\*) Proposed Items mentioned in next slide

#### PRESENT & PROPOSED INVESTMENT Breakdown (Continued)

#### **Present Stock item**

Product name	Amount
Electric Item	90,000
Petrol	20,000
Diesel	30,000
Biscuit	20,000
Cosmetics	50,000
Drink	20,000
Grocery Item	25,000
Paper & Pen	5,000
Total Present Stock	2,60,000

#### **Proposed Item**

Product name	Amount
Electric Item	20,000
Diesel	30,000
Cosmetics	15,000
Petrol	15,000
Total:	80,000

### **Financial Projection of NU BUSINESS PLAN**

Particulars	Year 1 (BDT)			Year 2 (BDT)		
	Daily	Monthly	Yearly	Daily	Monthly	Yearly
Sales (A)	6,000	1,80,000	21,60,000	7,000	2,10,000	25,20,000
Less: Cost of Sale (B)	5,100	1,53,000	18,36,000	5,950	1,78,500	21,42,000
Gross Profit (C+D)=E	900	27,000	3,24,000	1,050	31,500	3,78,000
Less operating cost :						
Electricity bill	0	1,050	12,600	0	1,100	13,200
Rent	0	0	0	0	0	0
Night Guard Bill	0	0	0	0	0	0
Generator Bill	0	250	3,000	0	300	3,600
Mobile Bill	0	400	4,800	0	500	6,000
Salary- self	0	12,000	1,44,000	0	12,000	1,44,000
Salary –Stuff	0	0	0	0	0	0
Others	0	550	6,600	0	600	7,200
Non Cash Item:						
Depreciation Expenses	0	1,400	16,800	0	1,400	16,800
Total Operating Cost (F)	0	15,650	1,87,800	0	15,900	1,90,800
Net Profit =(E-F)	900	11,350	1,36,200	1,050	15,600	1,87,200
GT payback			48,000			48,000
Retained Income:	88,200				1,39,200	

#### CASH FLOW Projection on Business Plan (Rec. & Pay.)

SI #	Particulars	Year 1 (BDT)	Year 2 (BDT)
1.0	Cash Inflow		
1.1	Investment Infusion by Investor	80,000	0
1.2	Net Profit	1,36,200	1,87,200
1.3	Depreciation (Non cash item)	16,800	16,800
1.4	Opening Balance of Cash Surplus	0	1,05,000
	Total Cash Inflow	2,33,000	3,09,000
2.0	Cash Outflow		
2.1	Purchase of Product	80,000	0
2.2	Payment of GB loan	0	0
2.3	Investment Pay Back	48,000	48,000
	Total Cash Outflow	1,28,000	48,000
3.0	Net Cash Surplus	1,05,000	2,61,000

### **SWOT Analysis**

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<ul> <li>Still and 10 Years experience</li> <li>Quality service and Product</li> <li>Well Decorated</li> <li>Seven days open weekly</li> </ul>	WEAKNESS Lack of investment
<ul> <li>OPPORTUNITIES</li> <li>Have a chance at more customers within local area.</li> <li>Extendable society</li> <li>Products and service demand increasing.</li> </ul>	<ul> <li>THREATS</li> <li>New competitor may be present</li> <li>Political Unrest</li> <li>Theft</li> </ul>

# **Photographs**



## Photograph









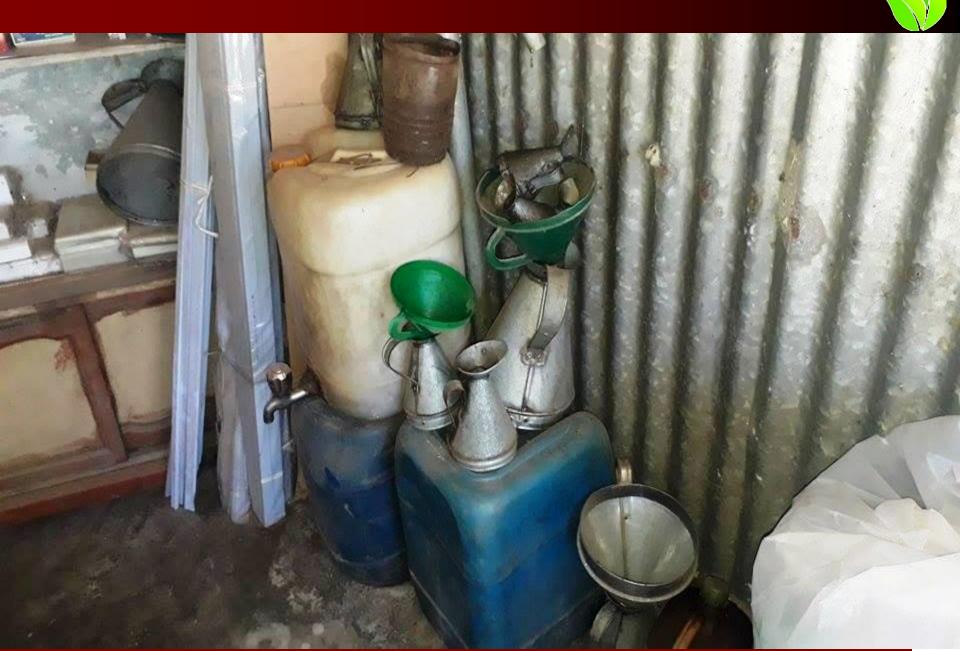






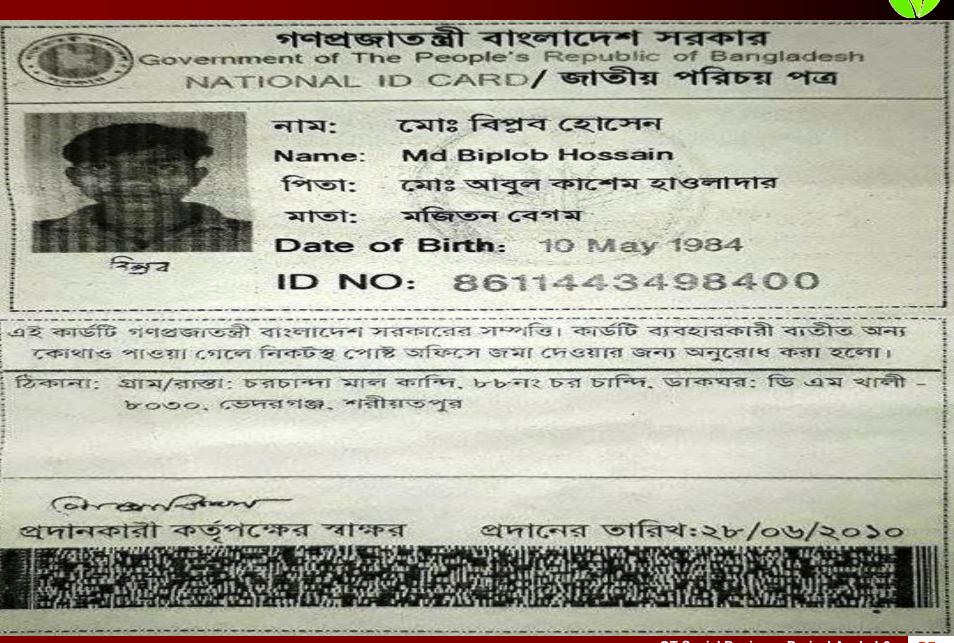












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Presented at ...<sup>th</sup> Internal Design Lab on March ...., 2017 at GT

