## **REHENA FASHION**



Project identification and prepared by: Kajem Uddin, Bashon Unit, Dhaka Project verified by: Md Mizanur Rahman Patwary

Grameen Shakti Samajik Byabosha Ltd.

Brief Bio of The Proposed Nobin Udyokta					
Name	:	MD SALAMAT HOSSAN			
Age	••	03-03-1991 (24 Years)			
Education, till to date	••	Class Nine			
Marital status	•	Married			
Children	:	1 Daughter			
No. of siblings:	:	1 Brother and 1 Sister			
Address	:	Vill: Jogeetola P.O: B R R P.S: Gazipur Sadar Dist: Gazipur			
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  MOST. MASUDA BEGUM  MD ABDUL RAHMAN  Branch: Gacha Gazipur, Centre # 48 (Female),  Member ID: 4504, Group No: 03  Member since: 01-03-1995 (20 Years)  First loan: 5,000 taka.			
Further Information: (v) Who pays GB loan installment (vi) Mobile lady (vii) Grameen Education Loan (viii) Any other loan like GB, BRAC ASA etc		Existing loan: BDT 1,00,000 Outstanding loan: BDT 66,000 Elder Brother 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 and	:	Ten years experience in running business.
Training Info	:	He has no training.
Other Own/Family Sources of Income	:	ElderBrother's income (Cloth Business)
Other Own/Family Sources of Liabilities	:	None
Entrepreneur Contact No.	:	01716-865392
Brother Contact No.	:	01712-262319
NU Project Source/Reference	:	Grameen Shakti Samajik Byabosha Ltd. Bashon Unit, Dhaka

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

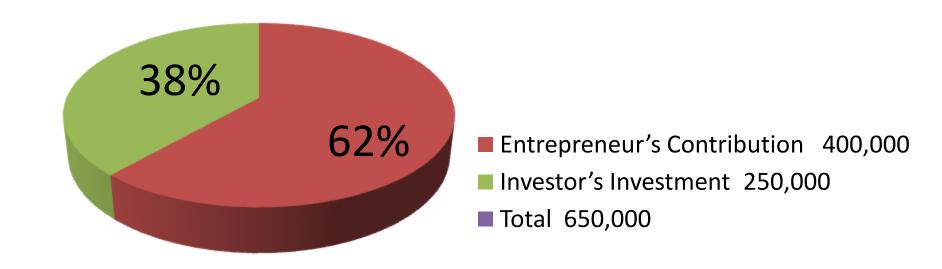
Most. Masuda Begum is a member of Grameen Bank since 20 years. At first she took 5,000 taka loan from Grameen Bank. Most. Masuda Begum gradually took loan from GB. Utilize loan cow rearing, Agriculture and her elder son cloth business.

Proposed Nobin Udyokta Business Info			
Business Name	:	REHENA FASHION	
Location	:	Onupom Market, Chourasta, Chandona, Gazipur	
Total Investment in BDT	:	BDT 6,50,000	
Financing	:	Self BDT 4,00,000 (from existing business) 62%	
		Required Investment BDT 2,50,000 (as equity) 38%	
Present salary/drawings from business (estimates)	:	10,000 Taka	
Proposed Salary	:	14,000 Taka	
Implementation	•	<ul> <li>The business is planned to be scaled up by investment in existing cloths like; Jeans Pant, Shirt, Three piece, Salawar, Frog, T-Shirt, Kids cloth etc.</li> <li>Average 25% gain on sales.</li> <li>The business is operating by entrepreneur. Existing two employee.</li> </ul>	
		<ul> <li>After getting equity fund two employee will be appointed.</li> <li>Collects cloths from Bongobazar, Kaligonj, Sadarghat.</li> <li>The shop is rented.</li> </ul>	
		■Agreed grace period is 4 months.	

Existing Business (BDT)					
Particular	Daily	Monthly	Yearly		
Revenue (sales)					
Jeans Pant, Shirt, Three piece,					
Salawar, Frog, T-Shirt, Kids cloth etc	8,000	240,000	2,880,000		
Total Sales (A)	8,000	240,000	2,880,000		
Less. Variable Expense					
Jeans Pant, Shirt, Three piece,					
Salawar, Frog, T-Shirt, Kids cloth etc	6,000	180,000	2,160,000		
Total variable Expense (B)	6,000	180,000	2,160,000		
Contribution Margin (CM) [C=(A-B)	2,000	60,000	720,000		
Less. Fixed Expense					
Rent		12,000	144,000		
Electricity Bill		4,000	48,000		
Generator Bill		300	3,600		
Mobile Bill		500	6,000		
Transportation		3,000	36,000		
Entertainment		1,000	12,000		
Salary (self)		10,000	120,000		
Salary (staff)		20,000	240,000		
Guard Bill		300	3,600		
Total fixed Cost (D)		51,100	613,200		
Net Profit (E) [C-D)		8,900	106,800		

investment Breakdown							
Particulars	Existing	Proposed	Proposed Total				
Jeans Pant, Shirt, Three piece, Salawar, Frog, T-Shirt, Kids cloth etc	3,00,000	2,50,000	5,50,000				
Security	1,00,000	-	1,00,000				
Total	4,00,000	2,50,000	6,50,000				

#### **Source of Finance**



<b>Financial Proje</b>	ection	(BDT)
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Particular	Daily	Monthly	1st Year	2nd Year	3rd year		
Revenue (sales)							
Jeans Pant, Shirt, Three piece, Salawar,							
Frog, T-Shirt, Kids cloth etc	13,000	390,000	4,680,000	4,914,000	5,159,700		
Total Sales (A)	13,000	390,000	4,680,000	4,914,000	5,159,700		
Less. Variable Expense							
Jeans Pant, Shirt, Three piece, Salawar,							
Frog, T-Shirt, Kids cloth etc	9,750	292,500	3,510,000	3,685,500	3,869,775		
Total variable Expense (B)	9,750	292,500	3,510,000	3,685,500	3,869,775		
Contribution Margin (CM) [C=(A-B)	3,250	97,500	1,170,000	1,228,500	1,289,925		
Less. Fixed Expense							
Rent		12,000	144,000	144,000	144,000		
Electricity Bill		4,000	48,000	50,000	52,000		
Generator Bill		300	3,600	4,000	4,500		
Mobile bill & SMS Monitoring		750	9,000	9,500	10,000		
Transportation		5,000	60,000	63,000	66,000		
Entertainment		1,500	18,000	19,000	20,000		
Salary (self)		14,000	168,000	168,000	168,000		
Salary (staff)		40,000	480,000	480,000	480,000		
Guard Bill		300	3,600	4,000	4,500		
Total Fixed Cost		77,850	934,200	941,500	949,000		
Net Profit (E) [C-D)		19,650	235,800	287,000	340,925		
Investment Payback			100,000	100,000	100,000		

## 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	250,000		
1.2	Net Profit	235,800	287,000	340,925
1.3	Depreciation (Non cash item)		-	-
	Opening Balance of Cash			
1.4	Surplus		135,800	322,800
	Total Cash Inflow	485,800	422,800	663,725
2	Cash Outflow			
2.1	Purchase of Product	250,000		
2.2	Payment of GB Loan			
	Investment Pay Back (Including			
2.3	Ownership Tr. Fee)	100,000	100,000	100,000
	Total Cash Outflow	350,000	100,000	100,000
3	Net Cash Surplus	135,800	322,800	563,725

## SWOT ANALYSIS

# Strength

Employment: Self: 01 Family:0 Others:04

Experience & Skill: 10 Years

Quality cloths & services;

Skill and experience;

## WEAKNESS

Lack of Capital/Investment

## **O**PPORTUNITIES

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

## THREATS

Theft

Fire

Political unrest

Local competitors;

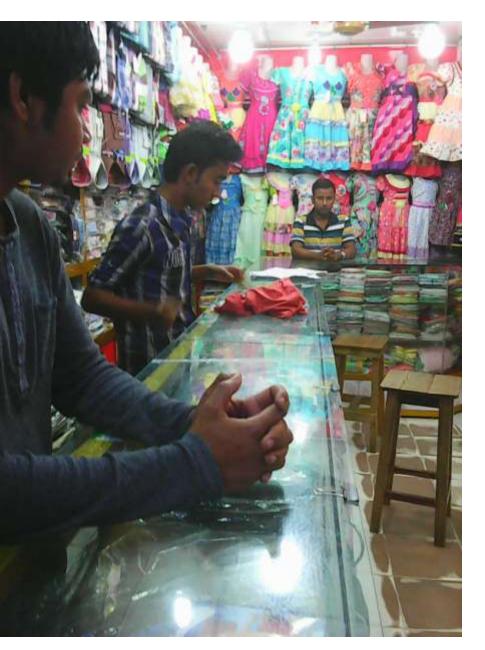
# Pictures

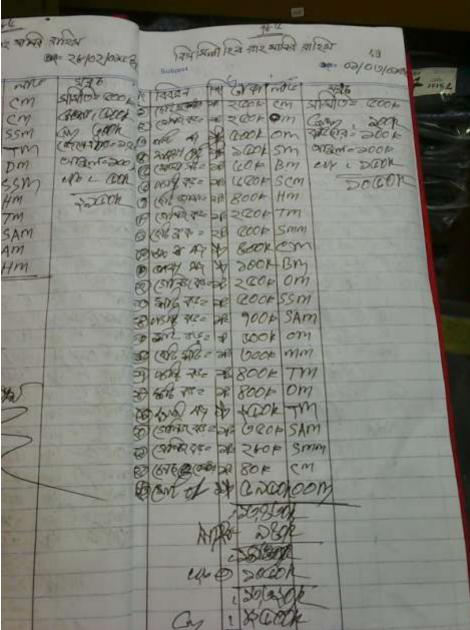






















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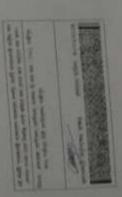
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## **FAMILY PICTURE**

