BABA MAYER DUA ENTERPRISE



Project identification and prepared by: Sirajul Islam, Elenga Unit, Tangail
Project verified by: Md Rofiqul Islam

Grameen Shakti Samajik Byabosha Ltd.

Brief Bio of The Proposed Nobin Udyokta				
Name	••	MD TARIQUL ISLAM (SUJAN)		
Age	:	01-02-1988 (27 Years)		
Education, till to date	••	Class Ten		
Marital status	••	Married		
Children	:	Nil		
No. of siblings:	:	5 Brothers and 3 Sisters		
Address	:	Vill: Chinamura P.O: Chinamura P.S: Kalihati Dist: Tangail		
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. SUFIA BEGUM MD MINHAJ UDDIN Branch: Elenga Kalihati, Centre # 30 (Female), Member ID: 5615, Group No: 11 Member since: 29-06-1993 (22 Years) First loan: 3,000 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 15,000 Outstanding loan: BDT 14,670 Father 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	:	Five years experience in running business.
Training Info	:	He has no training.
Other Own/Family Sources of Income	:	Father's income (Cow rearing)
Other Own/Family Sources of Liabilities	:	None
Entrepreneur Contact No.	:	01920-183015
Father Contact No.	:	01771-916586
NU Project Source/Reference	•	Grameen Shakti Samajik Byabosha Ltd. Elenga Unit, Tangail

BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

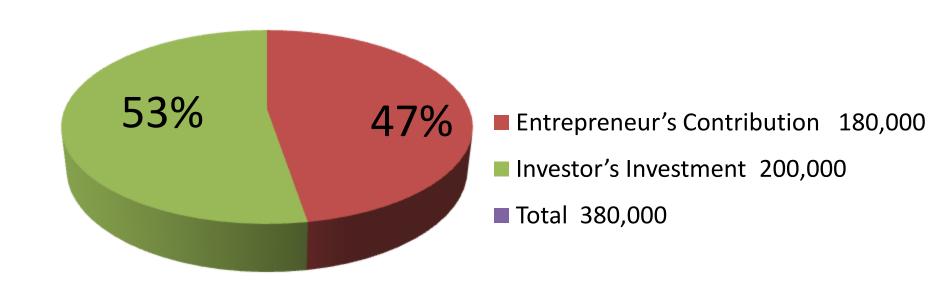
Most. Sufia Begum is a member of Grameen Bank since 22 years. At first she took 3,000 taka loan from Grameen Bank. Most. Sufia Begum gradually took loan from GB. Utilize loan in cow rearing.

Proposed Nobin Udyokta Business Info				
Business Name	:	BABA MAYER DUA ENTERPRISE		
Location	:	At entrepreneur own house, Chinamura, Kalihati, Tangail		
Total Investment in BDT		BDT 3,80,000		
Financing	:	Self BDT 1,80,000 (from existing business) 47% Required Investment BDT 2,00,000 (as equity) 53%		
Present salary/drawings from business (estimates)	:	BDT 6,000		
Proposed Salary	:	BDT 8,000		
Implementation	:	 Whole seller and retailer of cement, Brick, Sand. Average 5% gain on cement sales. Average 15% gain on Brick and sand sales. The business is operating by entrepreneur. Existing no employee. Collects goods from Ghatail, Modhupur, Jamalpur. The shop is situated at own land. Agreed grace period is 4 months. 		

Existing Business (BDT)				
Particular	Monthly	Yearly		
Revenue (sales)				
Cement (100 bag x 450)	45,000	540,000		
Brick, Sand	130,000	1,560,000		
Total Sales (A)	175,000	2,100,000		
Less. Variable Expense				
Cement (100 bag x 430)	43,000	516,000		
Brick, Sand	110,500	1,326,000		
Total variable Expense (B)	153,500	1,842,000		
Contribution Margin (CM) [C=(A-B)	21,500	258,000		
Less. Fixed Expense				
Mobile Bill	400	4,800		
Transportation	6,000	72,000		
Salary (self)	6,000	72,000		
Entertainment	500	6,000		
Others	100	1,200		
Total fixed Cost (D)	13,000	156,000		
Net Profit (E) [C-D)	8,500	102,000		

Investment Breakdown					
Particulars	Existing	Proposed	Proposed Total		
Cement	50,000	60,000	3,10,000		
Brick	1,00,000	1,00,000	2,00,000		
Sand	30,000	40,000	70,000		
Total	1,80,000	2,00,000	3,80,000		

Source of Finance



Financial Projection (BDT)						
Particular	Monthly	1st Year	2nd Year	3rd year		
Revenue (sales)						
Cement (150 bag x 450)	67,500	810,000	850,500	893,025		
Brick, Sand	208,000	2,496,000	2,620,800	2,751,840		
Total Sales (A)	275,500	3,306,000	3,471,300	3,644,865		
Less. Variable Expense						
Cement (150 bag x 430)	64,500	774,000	812,700	853,335		
Brick, Sand	176,800	2,121,600	2,227,680	2,339,064		
Total variable Expense (B)	241,300	2,895,600	3,040,380	3,192,399		
Contribution Margin (CM) [C=(A-B)	34,200	410,400	430,920	452,466		
Less. Fixed Expense						
Mobile bill & SMS Monitoring	650	7,800	8,500	9,000		
Transportation	9,000	108,000	112,000	116,000		
Salary (self)	8,000	96,000	96,000	96,000		
Entertainment	600	7,200	8,000	9,000		
Others	100	1,200	1,500	2,000		
Total Fixed Cost	18,350	220,200	226,000	232,000		
Net Profit (E) [C-D)	15,850	190,200	204,920	220,466		
Investment Payback		80,000	80,000	80,000		

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	200,000		
1.2	Net Profit	190,200	204,920	220,466
1.3	Depreciation (Non cash item)		-	-
1.4	Opening Balance of Cash Surplus		110,200	235,120
	Total Cash Inflow	390,200	315,120	455,586
2	Cash Outflow			
2.1	Purchase of Product	200,000		
2.2	Payment of GB Loan			
2.3	Investment Pay Back (Including Ownership Tr. Fee)	80,000	80,000	80,000
	Total Cash Outflow	280,000	80,000	80,000
3	Net Cash Surplus	110,200	235,120	375,586

SWOT ANALYSIS

Strength

Employment: Self: 01 Family:0 Others:0

Experience & Skill: 04 Years

Quality goods & services;

Skill and experience;

WEAKNESS

Lack of Capital/Investment

OPPORTUNITIES

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

THREATS

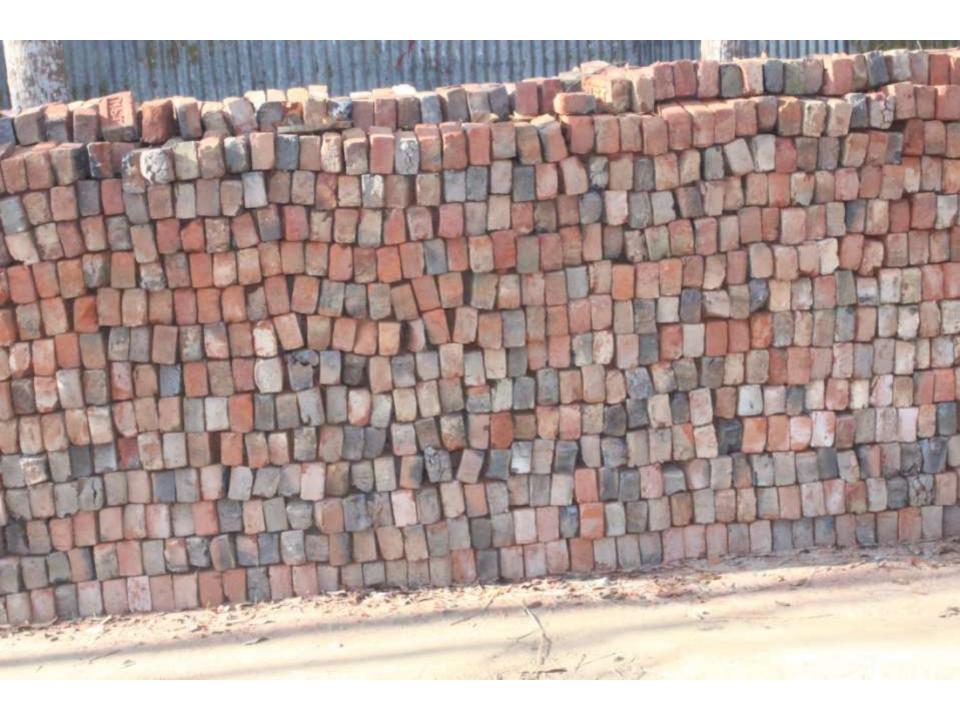
Theft

Fire

Political unrest

Local competitors;

Pictures















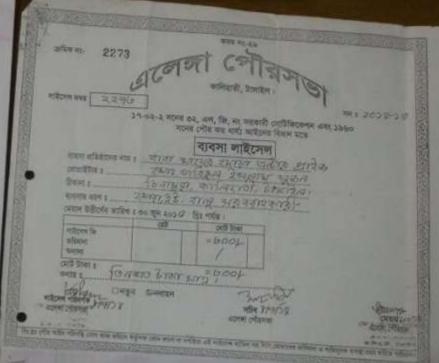


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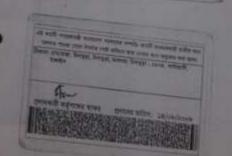
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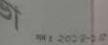
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FAMILY PICTURE

