#### Proposed NU Business Name: MONOWARA TELECOM



Project identification and prepared by: Md. Asif Istear, Ashulia Unit, Dhaka

Project verified by: Md Rofiqul Islam



Grameen Shakti Samajik Byabosha Ltd.

Brief Bio of The Proposed Nobin Udyokta				
Name	:	MOMENUR RAHMAN		
Age	:	27-08-1984 ( 31 Years)		
Education, till to date	:	SSC		
Marital status	:	Married		
Children	:	1 Son		
No. of siblings:	:	2 Brothers and 1 Sister		
Address	:	Vill: South Gazirchot, P.O: North Gazirchot, P.S: Ashulia Dist: Dhaka		
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 MONOWARA BEGUM MONOWARA BEGUM MD MASUDUR RAHMAN Branch: Dhamsona Ashulia , Centre # 51 (Female), Member ID: 4172 Group No: 01 Member since: 03-04-2002 to 05-09-2010 <i>(08 Years)</i> First Ioan: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	: :	Outstanding loan: Nil Mother 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	:	Fifteen years experience in running business.
Training Info	:	He has one year hand training.
Other Own/Family Sources of Income	:	Mother's income (House Rent)
Other Own/Family Sources of Liabilities		None
Entrepreneur Contact No.	:	01752-225550
Mother Contact No.	-	01713-508889
NU Project Source/Reference	:	Grameen Shakti Samajik Byabosha Ltd. Ashulia Unit, Dhaka

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

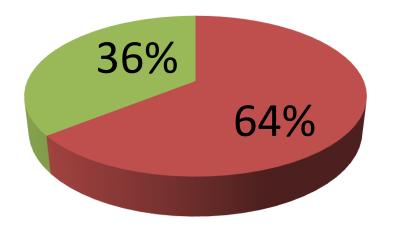
Monowara Begum is a member of Grameen Bank since 8 years. At first she took 5,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in Cow rearing, business and home development.

Proposed Nobin Udyokta Business Info				
Business Name	:	MONOWARA TELECOM		
Location	:	Moushumi Market, Gazirchot, Ashulia, Dhaka		
Total Investment in BDT	:	BDT 4,20,000		
Financing	:	Self BDT 2,70,000 (from existing business) 64% Required Investment BDT 1,50,000 (as equity) 36%		
Present salary/drawings from business (estimates)	: BDT 6,000			
Proposed Salary	:	BDT 6,000		
Size of shop		10 ft 8 ft=80 squire ft		
Implementation		<ul> <li>The business is planned to be scaled up by investment in existing goods like; Mobile charger, Mosquito Coil, Feather, Chips etc.</li> <li>Provide Bkash and Flexi-load service.</li> <li>Average 20% gain on sales.</li> <li>The business is operating by entrepreneur. Existing no employee.</li> <li>The shop is rented.</li> <li>Collects goods from Ashulia.</li> <li>Agreed grace period is 4 months.</li> </ul>		

Existing E	Business (BD1	Г)	
Particular	Daily	Monthly	Yearly
Revenue (sales)			
Feather, Charger, SIM card, Chips etc	700	21,000	252,000
Bikash	220	6,600	79,200
Flexi-load	200	6,000	72,000
Total Sales (A)	1,120	33,600	403,200
Less. Variable Expense			
Feather, Charger, Chips etc	560	16,800	201,600
Total variable Expense (B)	560	16,800	201,600
Contribution Margin (CM) [C=(A-B)	560	16,800	201,600
Less. Fixed Expense			
Rent		2,800	33,600
Electricity Bill		200	2,400
Generator Bill		200	2,400
Mobile Bill		150	1,800
Transportation		50	600
Salary (self)		5,000	60,000
Entertainment		150	1,800
Guard		200	2,400
Total fixed Cost (D)		8,750	105,000
Net Profit (E) [C-D)		8,050	96,600

Investment Breakdown					
Particulars	Existing	Proposed	Proposed Total		
Bikash	1,50,000	50,000	2,00,000		
Flexi-load	40,000	-	40,000		
Mobile card	20,000	-	20,000		
Charger, SIM card, Feather, Coil etc	10,000	-	10,000		
Mobile phone (40 x 2,000)	-	80,000	80,000		
Decoration	-	20,000	20,000		
Security	50,000	-	50,000		
Total	2,70,000	1,50,000	4,20,000		

#### **Source of Finance**



Entrepreneur's Contribution 270,000

Investor's Investment 150,000

Total 420,000

Financial Projection (BDT)					
Particular	Daily	Monthly	1st Year	2nd Year	3rd Year
Revenue (sales)					
Feather, Charger, SIM card, Chips etc	700	21,000	252,000	264,600	277,830
Bikash	250	7,500	90,000	94,500	99,225
Flexi-load	200	6,000	72,000	75,600	79,380
Mobile phone	1,500	45,000	540,000	567,000	595,350
Total Sales (A)	2,650	79,500	954,000	1,001,700	1,051,785
Less. Variable Expense					
Feather, Charger, SIM card, Chips etc	560	16,800	201,600	211,680	222,264
Mobile phone	1,200	36,000	432,000	453,600	476,280
Total variable Expense (B)	1,760	52,800	633,600	665,280	698,544
Contribution Margin (CM) [C=(A-B)	890	26,700	320,400	336,420	353,241
Less. Fixed Expense					
Rent		2,800	33,600	33,600	33,600
Electricity Bill		200	2,400	3,000	3,500
Generator Bill		200	2,400	3,000	3,500
Mobile bill & SMS Monitoring		400	4,800	5,200	5,500
Transportation		300	3,600	3,800	4,200
Salary (self)		6,000	72,000	72,000	72,000
Entertainment		150	1,800	2,000	2,500
Guard		200	2,400	2,800	3,200
Non Cash Item					
Depreciation		167	2,000	2,000	2,000
Total Fixed Cost		10,417	125,000	127,400	130,000
Net Profit (E) [C-D)		16,283	195,400	209,020	223,241
Investment Payback			60,000	60,000	60,000

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

<b>SI #</b>	Particulars	Year 1 (BDT)	Year 2 (BDT)	Year 3 (BDT)
1	Cash Inflow			
1.1	Investment Infusion by Investor	150,000		
1.2	Net Profit	195,400	209,020	223,241
1.3	Depreciation (Non cash item)	2,000	2,000	2,000
	Opening Balance of Cash			
1.4	Surplus		137,400	288,420
	Total Cash Inflow	347,400	348,420	513,661
2	Cash Outflow			
2.1	Purchase of Product	150,000		
2.2	Payment of GB Loan			
	Investment Pay Back (Including			
2.3	Ownership Tr. Fee)	60,000	60,000	60,000
	Total Cash Outflow	210,000	60,000	60,000
3	Net Cash Surplus	137,400	288,420	453,661



# Strength

Employment: Self: 01 Family:0 Others:0 Experience & Skill : 15 Years Quality goods & services; Skill and experience;

## **W**<sub>EAKNESS</sub>

Lack of Capital/Investment

## **O**<sub>PPORTUNITIES</sub>

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

#### THREATS

Theft Fire Political unrest Pictures

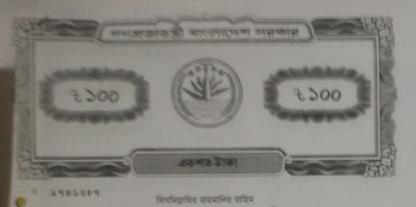












#### দোকান ঘর ভাড়া নেওয়া-দেওয়া চুক্তিপত্র

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পতন ভাৰদায় মহাদ আহাৰ ভায়নাত নাম পৰেন আঁৱল বোৰান আয় দেখো। নেৰাৰা টুকিনত কনি। আৰু আঁৱলত যে, আমি প্ৰথম পাম সেইসুমী মাতেনী মন্দেষ্ট আছিত সময় জানুক প্ৰটি সোৰান মতেৰ মানিক গটে। আমি উচ্চ সোৰাচমৰ মাতেৰ সোৰানাৰী জান্ত দেখোৰ প্ৰাৰাৰ মোৰণা কৰিলে আপনি দিন্দীত পাম নিযু নিৰ্ভিত পাৰ্ব নামলক উত্ত আয়া নিয়ে সময়ত হন।

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#### শতবেশী

- 3 দেশে পদ দিল্লীয় প্ৰক্ষেত্ৰ ভিৰ্মন্ত হাইছে ভাবেলের বাবের মন ৫০,০০০০/- (পারবেশ ব্যায়াই) নিবন বাবেন করিবা নেশেরন মনটি বাইছা বাবেলে করিপান।
- তেনেকান আল্পান মেলান্দ আলামী ৫০/০৬/২৬/২৬টা আজিৰ মাতে ৫০/০৬/২০১৫টা আজিৰ নামত ৫ (ভিজা জালবোৰ মান্য ২৫ পালেন নিগেই আল্পা লেনা হাইল।)
- ৫। সোমান মাজিক মাছা তালৰ ২,৬০০/- (পৃথি হাজায় আটপায়) টাকা নাম করা হইল যাহা জায়ানাত্রখেরে কার্বন সেলা নামে - মারি মালের ৫ আরিসের মানে। পূর্ববর্ত্তী মালেন নাম্য রানান করিছে হাইবে।
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## **FAMILY PICTURE**

