Proposed NU Business Name: TANIA STORE



Project identification and prepared by: Kazem Uddin, Bashon Unit, Gazipur

Project verified by: Md Rafiqul Islam



Brief Bio of The Proposed Nobin Udyokta					
Name	:	MD ABDUL AZIZ			
Age	:	03-10-1980 (34 <i>Years</i>)			
Education, till to date	:	Class Ten			
Marital status	:	Married			
Children	:	1 Son and 1 Daughter			
No. of siblings:	:	2 Brothers 3 Sister			
Address	:	Vill: Lakshmipura, P.O: Gazipur, 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 ANOWARA BEGUM MD AJMOT ALI Branch: Bashon Gazipur, Centre # 75 (Female), Member ID: 7021, Group No: 06 Member since: 05-03-1995 (20 Years) First loan: 3,000 taka. Outstanding loan: Nil			
(v) Who pays GB loan installment (vi) Mobile lady	:	Mother No			
(vii) Grameen Education Loan (viii) Any other loan like GB, BRAC ASA etc	:	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	:	Twelve years experience in running business.
Training Info	:	He has no training.
Other Own/Family Sources of Income	:	Mother's income (House Rent)
Other Own/Family Sources of Liabilities	:	None
Entrepreneur Contact No.	:	01675-837500
Mother Contact No.	:	01623-262356, 01937-808081
NU Project Source/Reference	:	Grameen Shakti Samajik Byabosha Ltd. Bashon Unit, Gazipur

BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

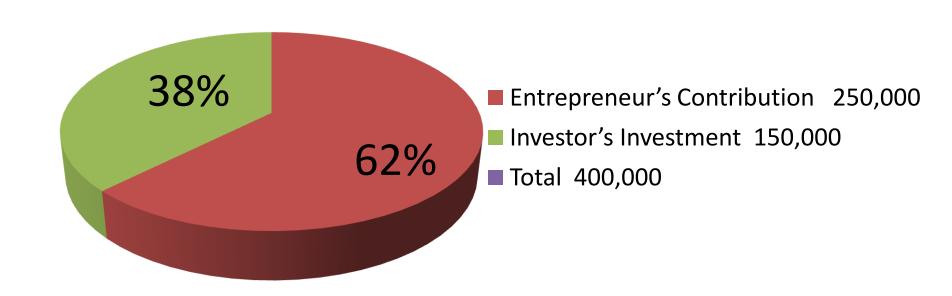
Anowara Begum is a member of Grameen Bank since 20 years. At first she took 3,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

Proposed Nobin Udyokta Business Info					
Business Name	:	TANIA STORE			
Location	:	Board Bazaar, Tongi, Gazipur			
Total Investment in BDT	:	BDT 4,00,000			
Financing	:	Self BDT 2,50,000 (from existing business) 62% Required Investment BDT 1,50,000 (as equity) 38%			
Present salary/drawings from business (estimates)	:	BDT 5,000			
Proposed Salary	:	BDT 5,000			
Size of shop	:	20 ft x 28 ft= 528 square ft			
Implementation		 The business is planned to be scaled up by investment in existing goods like; Rice, Egg, Oil, Biscuit, Soap, Soft drinks, Salt, Mustard oil, Washing powder, Chanachur, Cosmetics etc. Average 15% gain on sales. The business is operating by entrepreneur. Existing no employee. The shop is rented. Collects goods from Gazipur, Board bazaar, Tongi. Agreed grace period is 4 months. 			

Existing Business (BDT)						
Particular	Daily	Monthly	Yearly			
Revenue (sales)						
Rice, Egg, Oil, Biscuit, Soap, Soft drinks, Salt,						
Mustard oil, Washing powder, Chanachur,						
Cosmetics etc	3,500	105,000	1,260,000			
Total Sales (A)	3,500	105,000	1,260,000			
Less. Variable Expense						
Rice, Egg, Oil, Biscuit, Soap, Soft drinks, Salt,						
Mustard oil, Washing powder, Chanachur,						
Cosmetics etc	2,975	89,250	1,071,000			
Total variable Expense (B)	2,975	89,250	1,071,000			
Contribution Margin (CM) [C=(A-B)	525	15,750	189,000			
Less. Fixed Expense						
Rent		2,000	24,000			
Electricity bill		500	6,000			
Mobile Bill		300	3,600			
Transportation		500	6,000			
Salary (self)		5,000	60,000			
Guard		200	2,400			
Entertainment		300	3,600			
Total fixed Cost (D)		8,800	105,600			
Net Profit (E) [C-D)		6,950	83,400			

investment Breakdown						
Particulars	Existing	Proposed	Proposed Total			
Rice, Egg, Oil, Biscuit, Soap	70,000	50,000	1,20,000			
Soap, Soft drinks, Salt, Mustard oil	30,000	50,000	80,000			
Washing powder, Chanachur, Cosmetics etc	30,000	50,000	80,000			
Fridge	20,000	-	20,000			
Security	1,00,000	-	1,00,000			
Total	2,50,000	1,50,000	4,00,000			

Source of Finance



Financial Projection (BDT)						
Particular	Daily	Monthly	1st Year	2nd Year	3rd Year	
Revenue (sales)						
Rice, Egg, Oil, Biscuit, Soap, Soft drinks,		·				
Salt, Mustard oil, Washing powder,		,	,	,		
Chanachur, Cosmetics etc	5,300	159,000	1,908,000	2,003,400	2,103,570	
Total Sales (A)	5,300	159,000	1,908,000	2,003,400	2,103,570	
Less. Variable Expense		1				
Rice, Egg, Oil, Biscuit, Soap, Soft drinks,		1				
Salt, Mustard oil, Washing powder,		,				
Chanachur, Cosmetics etc	4,505	135,150	1,621,800	1,702,890	1,788,035	
Total variable Expense (B)	4,505	135,150	1,621,800	1,702,890	1,788,035	
Contribution Margin (CM) [C=(A-B)	795	23,850	286,200	300,510	315,536	
Less. Fixed Expense						
Rent		2,000	24,000	24,000	24,000	
Electricity bill		500	6,000	7,000	7,500	
Mobile bill & SMS Monitoring		400	4,800	5,300	5,800	
Transportation		800	9,600	11,500	13,500	
Salary (self)		5,000	60,000	60,000	60,000	
Guard		200	2,400	3,000	3,000	
Entertainment		300	3,600	4,000	4,500	
Non Cash Item						
Depreciation		333	4,000	4,000	4,000	
Total Fixed Cost		9,533	114,400	118,800	122,300	
Net Profit (E) [C-D)		14,317	171,800	181,710	193,236	
Investment Payback			60,000	60,000	60,000	

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	150,000		
1.2	Net Profit	171,800	181,710	193,236
1.3	Depreciation (Non cash item)	4,000	4,000	4,000
1.4	Opening Balance of Cash Surplus		115,800	241,510
	Total Cash Inflow	325,800	301,510	438,746
2	Cash Outflow			
2.1	Purchase of Product	150,000		
2.2	Payment of GB Loan			
	Investment Pay Back (Including Ownership Tr.			
2.3	Fee)	60,000	60,000	60,000
	Total Cash Outflow	210,000	60,000	60,000
3	Net Cash Surplus	115,800	241,510	378,746

SWOT ANALYSIS

Strength

Employment: Self: 01 Family:0 Others:0

Experience & Skill: 12 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

Pictures

















SERVICE RE-

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तर त्या अपून सक्तिक

Name: MD. ASOUE AZEZ

PERSONAL PROPERTY AND PERSONS ASSESSED. NAME AND ADDRESS OFFICE ADDRESS.

Date of Birth: 03 Dic 1980.

ID NO: 3323007160070

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FAMILY PICTURE

