

Proposed NU Business Name: Bhai Bhai Traders Business Category: General Retail & Wholesale



BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA

Name and address	:	Md. Aminul Islam Vill: Kamar Para, Union: Durgapur, Post: Pachpir,
		Upazila: Ulipur, District: Kurigram.
Age	:	24 Years
Marital status	:	Married
Children	:	Nil
No. of siblings:	:	2 (two) Sisters and 2 (two) Brothers
Parent's and GB related Info:		
(i) Who is GB member	:	Mother Father V
(ii) Mother's name	:	Mst. Morjina Begum
(iii) Father's name	:	Md. Amzad Hossain
(iv) GB member's info	:	Branch: Durgapur, Ulipur, Kurigram Centre # 58/po
		Loan no.: 1441, Member since April 05, 1987
		First loan: Tk. 2,000, Existing loan: nil
		Last loan: Tk. 16,000
Further Information:		
(v) Who pays GB loan installment	:	N/A
(vi) Mobile lady	:	No
(vii) Grameen Education Loan	:	Nil
(viii) Any other loan	:	Nil

BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA (CONT...)

Education, till to date	:	Class Five
Present Occupation (Besides own business, i.e., pursuing further studies, other business etc.)	••	Nil
Business Experiences and Training Info (years of experience, if s/he received any on- hand training, formal training, work experience as an apprentice etc.)		12 (twelve) years working experience and 01 (one) year experience is running his own general retail & wholesale business. He started the business only with Tk. 70,000. He has on hand training.
Other Own/Family Sources of Income	:	His father's income from business (vegetables business) and his younger brother's income from service (garments).
Other Own/Family Sources of Liabilities	•	Nil
NU's Contract No.	•	01983532000
NU's National ID No.	•	19914919450000403
NU Project Source/Reference	•	Grameen Telecom Trust

BRIEF HISTORY OF GB LOAN UTILIZATION BY FAMILY

- Md. Amzad Hossain is a GB member since April 05, 1987, at first he took GB loan BDT 2,000 (two thousand).
- Gradually he took GB loan several times and utilized it for assisting his husband in business.
- Finally GB loan helped him to improve his economic condition, livelihood and expanding the existing business of his husband.

PROPOSED NOBIN UDYOKTA BUSINESS INFO

Business Name	:	Bhai Bhai Traders
Address/ Location	:	Jamuna Bazar, Pachpir, Ulipur, Kurigram.
Total Investment in BDT	:	Tk195,000
Financing		Self Tk. 95,000 (from existing business) Required Investment Tk. 100,000 (as equity)
Present salary/drawings from business		Taka 3,000 (three thousand)
Proposed Salary (estimates)	••	Taka 4,000 (four thousand)
Proposed Business Implementation Plan		
(i) % of present gross profit margin	:	On products 20% & servicing 100%.
(ii) Estimated % of proposed gross profit margin	:	On products 20% & servicing 100%.
(iii) In future risk mgt. plan (from fire, disaster etc.)	:	

INFO ON EXISTING BUSINESS OPERATIONS

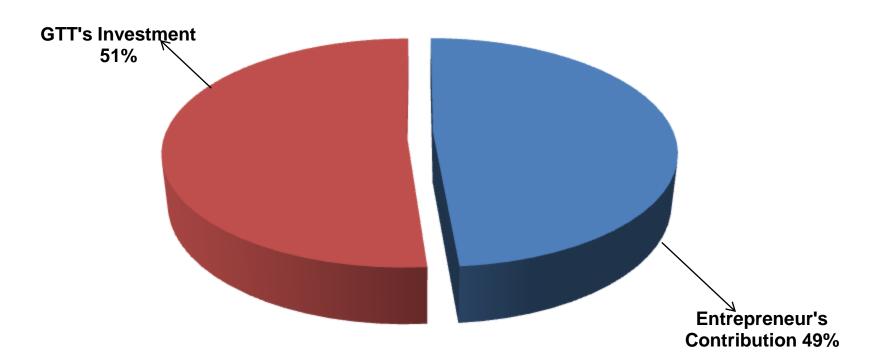
Particulars		EB (BDT)		
Particulars	Daily	Monthly	Yearly	
Sales income from products	280	7,840	94,080	
Income from servicing	200	5,600	67,200	
Total Sales income (A)	480	13,440	161,280	
Less: Cost of sales of products (B)	224	6,272	75,264	
Gross Profit (C) [C=(A-B)]	256	7,168	86,016	
Less: Operating Cost:				
Electricity bill		250	3,000	
Generator bill		300	3,600	
Shop Rent (self)		-	-	
Mobile bill		250	3,000	
Conveyance		150	1,800	
Present Salary (Self)		3,000	36,000	
Other Cost (stationary & Entertainment etc.)		1,100	13,200	
Non Cash Item:				
Depreciation Expenses		716	8,586	
Total Operating Cost (D)		5,766	69,186	
Net Profit (C-D):		1,403	16,830	

PRESENT & PROPOSED INVESTMENT BREAKDOWN

Particula	ars	Existing Business	Proposed	Total
Existing	Proposed	(BDT)	(BDT)	(BDT)
Investment in products (tyre, ring, chain, tube, wire, peddle cover, lock and bearing etc.)	hardware products, cycle and rickshaw accessories etc.	26,407	82,000	108,407
Investment in Machineries (air machine, welding machine, welding machine welding glass, granding machine, chisel, hammer and wrench etc.)	Drill machine	47,840	18,000	65,840
Cash in hand		6,443	-	6,443
Debtors		1,840	-	1,840
Creditors		(1,630)	-	(1,630)
Decoration (fixture and fittings)		14,100	-	14,100
Total Cap	oital	95,000	100,000	195,000

SOURCE OF FINANCE

- Entrepreneur's Contribution BDT 95,000
- GTT's Investment BDT 100,000
- Total Capital BDT 195,000



FINANCIAL PROJECTION OF NU BUSINESS PLAN

5		Year 1 (BD	T)		Year 2 (BD	OT)	Year 3 (BDT)			
Particulars	Daily	Monthly	Yearly	Daily	Monthly	Yearly	Daily	Monthly	Yearly	
Estimated sales income from products	650	18,189	218,266	747	20,917	251,005	822	23,009	276,106	
Estimated income from servicing	300	8,400	100,800	345	9,660	115,920	380	10,626	127,512	
Total estimated Sales income (A)	950	26,589	319,066	1,092	30,577	366,925	1,201	33,635	403,618	
Less: Cost of sales of products	520	14,551	174,612	598	16,734	200,804	657	18,407	220,885	
Gross Profit (C) [C=(A-B)]	430	12,038	144,453	494	13,843	166,121	544	15,228	182,733	
Less: Operating Cost:										
Electricity bill		400	4,800		500	6,000		600	7,200	
Generator bill		300	3,600		350	4,200		350	4,200	
Shop Rent (self)		-	-		-	-		-	-	
Mobile bill (SMS & Reporting)		600	7,200		600	7,200		600	7,200	
Conveyance		400	4,800		700	8,400		1,000	12,000	
Ownership Transfer Fee		667	4,000		667	8,000		667	8,000	
Proposed Salary-Self		4,000	48,000		4,500	54,000		4,500	54,000	
Other Cost (stationary & Entertainment etc.)		1,100	13,200		1,300	15,600		1,500	18,000	
Non Cash Item:										
Depreciation Expenses		941	11,286		941	11,286		941	11,286	
Total Operating Cost (D)	_	8,407	96,886		9,557	114,686	-	10,157	121,886	
Net Profit (C-D):	-	3,631	47,567	-	4,286	51,435	-	5,071	60,847	
Retained Income			47,567			99,002			159,849	

Note: 1. Agreed Grace Period: Six Months

2. Investment Payback Schedule: Quarterly installment including ownership transfer fee from the date of chaque deposited in NU's business account.

CASH FLOW PROJECTION ON BUSINESS PLAN (REC. & PAY.)

SI#	Particulars	Year 1 (BDT)	Year 2 (BDT)	Year 3 (BDT)
1.0	Cash Inflow			
1.1	Investment Infusion by Investor	100,000	-	-
1.2	Net Profit (ownership tr. Fee added back)	51,567	59,435	68,847
1.3	Depreciation Expenses	11,286	11,286	11,286
1.4	Opening Balance of Cash Surplus	-	38,853	61,574
	Total Cash Inflow	162,853	109,574	141,707
2.0	Cash Outflow			
2.1	Product Purchase	100,000	-	_
2.2	Investment Payback including Ownership Transfer Fee	24,000	48,000	48,000
	Total Cash Outflow	124,000	48,000	48,000
3.0	Total Cash Surplus	38,853	61,574	93,707

SWOT ANALYSIS

EVIL TOWS	CICIT
STRENGTH Present employment: Self: 01 Family: 01 Others (beyond family): 0 Future employment: 0 Ownership of Business in own name Trade license of business in his own name Maintain books of record; Experience: 13 Yrs.	WEAKNESS Can not supply goods & services according to demand.
OPPORTUNITIES Location of shop; Increase of demand The capital of Entrepreneur will be Tk. 254,849 after 3 years excluding payback	THREATS Local Competition;

of investor's money.

Presented at 8th In-house Executive Social Business Design Lab on August 05, 2015 at Grameen Telecom Trust Premises

Thank you

Pictures



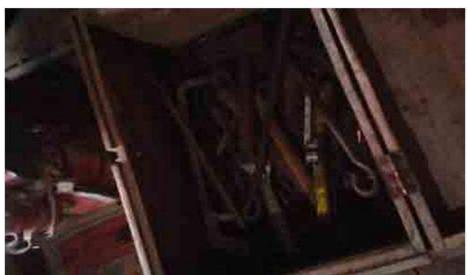












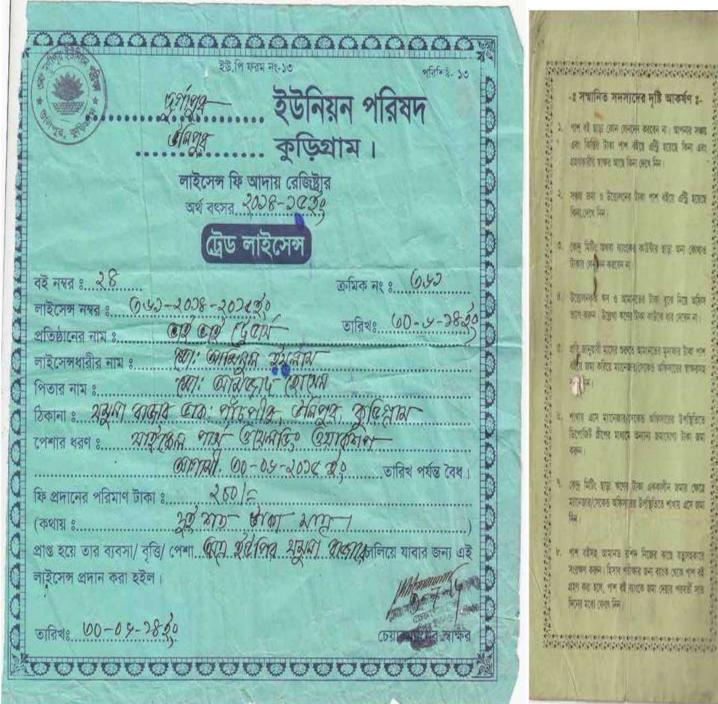






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সহজ ঝণের পাশ বই





গণপ্রজাতন্ত্রী বাংলাদেশ সরকার Government of the People's Republic of Bangladesh NATIONA ID CARD / জাতীয় পরিচয় পত্র



নাম: মৌঃ আমিনুল ইসলাম

Name: MD AMINUL ISLAM

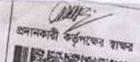
পিত: মোঃ আমজাদ হোসেন

মাতা মোছাঃ মর্জিনা বেগম

Date of Birth: 20 May 1991

ID NO: 19914919450000403

তে মাত পাওচা সেলে তিকটাই পোল্ট অফিলে জমা সেবার জন্য অনুবেশ কল । বিজ্ঞান বাজাহোলি। তত্ত্বালিক সমান্ত্রী কলা সমান্ত্রী বাহাত অমা



বদানের তারিখ: ২৭/১০/২০১৫

Thank You