## Proposed NU Business Name: AL AMIN STORE



Project identification and prepared by: Md. Motiar Rahman, Dhigor Unit, Tangail

Project verified by: Md Mizanur Rahman Patwary

Brief Bio of The Proposed Nobin Udyokta

| Name | $:$ | MD. AL AMIN |
| :--- | :--- | :--- |
| Age | $:$ | $01-01-1997$ (19 Years) |
| Education, till to date | $:$ | Dakhil |
| Marital status | $:$ | Single |
| Children | $:$ | N/A |
| No. of siblings: | $:$ | 1 Brother 1 Sister |
| Address | Vill: Purbo Pakutia, P.O: Deulabari, P.S: Ghatail, Dist: Tangail |  |
| Parent's and GB related Info | $:$ | Mother $\quad$ (i) Who is GB member |
| (ii) Mother's name | $:$ | AKHI BEGUM |
| (iii) Father's name | $:$ | ABU BAKAR |
| (iv) GB member's info | $:$ | Branch: Pakutia Ghatail, Centre \# 3(Female), |
|  | Member ID: 9793 Group No: 10 |  |
|  | Member since: 22-12-2009 (6 Years) |  |
|  | First loan: 5,000 taka. |  |
| Further Information: | Existing Loan: BDT 25,000 Outstanding loan: BDT 14,080 |  |
| (v) Who pays GB loan installment | $:$ | Father |
| (vi) Mobile lady | $:$ | No |
| (vii) Grameen Education Loan | $:$ | No |
| (viii) Any other loan like GB, | $:$ | No |
| BRAC ASA etc.. |  |  |

## BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA (CONT,,,)

| Present <br> Occupation(Besides own business, i.e., persuading further studies, other business etc.) |  | Nil |
| :---: | :---: | :---: |
| Business Experiences and <br> Training Info | : | Ten years experience in running business. <br> He has training for three years. |
| Other Own/Family Sources of Income |  | Father's income (Hotel Business) |
| Other Own/Family Sources of Liabilities | : | None |
| Entrepreneur Contact No. | : | 01732-621211 |
| Mother's Contact No. | : | 01823-184429 |
| NU Project Source/Reference |  | Grameen Shakti Samajik Byabosha Ltd. Dhigor Unit, Tangail |

## BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

AKHI BEGUM joined Grameen Bank since 6 years ago. At first she took 5,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in hotel business.

## Proposed Nobin Udyokta Business Info

| Business Name | $:$ | AL AMIN STORE |
| :--- | :--- | :--- |
| Location | $:$ | Pakutia Bazaar, Tangail. |
| Total Investment in BDT | $:$ | BDT 1,35,000 |
| Financing | $:$Self BDT 55,000(from existing business) 41\% <br> Required Investment BDT 80,000(as equity) 59\% |  |
| Present salary/drawings from <br> business (estimates) | $:$ | BDT 5,000 |
| Proposed Salary | $:$ | BDT 5,000 |
| Size of shop | $:$ | 30 ft x 15 ft= 450 square ft |
| Security of Shop | $:$BDT 20,000 <br> Ime business is planned to be scaled up by investment in existing <br> Implementation <br> Cosmetics, Soft Drinks, Coil, Biscuit, Chanachur, etc. <br> -Average 40\% gain on tea and betel leaf and 15\% on others goods <br> sales. <br> -The business is operating by entrepreneur. Existing no employee. <br> -The shop is rented. <br> -After getting equity fund one employee will be appointed. <br> -Collects goods from Pakutia, Ghatail. <br> -Agreed grace period is 4 months. |  |

## Existing Business (BDT)

| Particular | Daily | Monthly | Yearly |
| :--- | :---: | ---: | ---: |
| Revenue (sales) |  |  |  |
| Grocery item | 1,500 | 45,000 | 540,000 |
| Tea \& betel leaf | 600 | 18,000 | 216,000 |
| Total Sales (A) | $\mathbf{2 , 1 0 0}$ | $\mathbf{6 3 , 0 0 0}$ | $\mathbf{7 5 6 , 0 0 0}$ |
| Less. Variable Expense | 1,275 | 38,250 | 459,000 |
| Grocery item | 360 | 10,800 | 129,600 |
| Tea \& betel leaf | $\mathbf{1 , 6 3 5}$ | $\mathbf{4 9 , 0 5 0}$ | $\mathbf{5 8 8 , 6 0 0}$ |
| Total variable Expense (B) | $\mathbf{4 6 5}$ | $\mathbf{1 3 , 9 5 0}$ | $\mathbf{1 6 7 , 4 0 0}$ |
| Contribution Margin (CM) [C=(A-B) |  |  |  |
| Less. Fixed Expense |  | 1,500 | 18,000 |
| Rent |  | 1,000 | 12,000 |
| Electricity bill |  | 500 | 6,000 |
| Mobile Bill |  | 5,000 | 60,000 |
| Salary (self) |  | 400 | 4,800 |
| Entertainment |  | 60 | 720 |
| Guard |  | $\mathbf{8 , 4 6 0}$ | $\mathbf{1 0 1 , 5 2 0}$ |
| Total fixed Cost (D) |  | $\mathbf{5 , 4 9 0}$ | $\mathbf{6 5 , 8 8 0}$ |
| Net Profit (E) [C-D) |  |  |  |

Investment Breakdown

| Particulars | Existing | Proposed | Proposed Total |
| :--- | :---: | :---: | :---: |
| Rice (4 bag $\times 2,250$ ) | 9,000 | 22,500 | 31,500 |
| Soft drinks (25 $\times 530$ ) | 13,250 | 15,900 | 29,150 |
| Sugar (1 x 1,800) | 1,800 | 1,800 | 3,600 |
| Biscuit, Betel leaf, Milk, Mosquito Coil, <br> Chips, Tea, Chocolate, Salt, etc | 20,950 | 39,800 | 60,750 |
| Fridge | 10,000 | - | 10,000 |
| Total | $\mathbf{5 5 , 0 0 0}$ | $\mathbf{8 0 , 0 0 0}$ | $\mathbf{1 , 3 5 , 0 0 0}$ |

## Source of Finance

■ Entrepreneur's Contribution 55,000
■ Investor's Investment 80,000
■ Total 135,000

Financial Projection (BDT)

| Particular | Daily | Monthly | 1st Year | 2nd Year |
| :---: | :---: | :---: | :---: | :---: |
| Revenue (sales) |  |  |  |  |
| Grocery item | 2,500 | 75,000 | 900,000 | 945,000 |
| Tea \& betel leaf | 800 | 24,000 | 288,000 | 302,400 |
| Total Sales (A) | 3,300 | 99,000 | 1,188,000 | 1,247,400 |
| Less. Variable Expense |  |  |  |  |
| Grocery item | 2,125 | 63,750 | 765,000 | 803,250 |
| Tea \& betel leaf | 480 | 14,400 | 172,800 | 181,440 |
| Total variable Expense (B) | 2,605 | 78,150 | 937,800 | 984,690 |
| Contribution Margin (CM) [C=(A-B) | 695 | 20,850 | 250,200 | 262,710 |
| Less. Fixed Expense |  |  |  |  |
| Rent |  | 1,500 | 18,000 | 18,000 |
| Electricity bill |  | 1,000 | 12,000 | 13,000 |
| Mobile bill \& SMS Monitoring |  | 600 | 7,200 | 8,000 |
| Salary (self) |  | 5,000 | 60,000 | 60,000 |
| Salary (staff) |  | 2,000 | 24,000 | 24,000 |
| Entertainment |  | 500 | 6,000 | 7,000 |
| Guard |  | 60 | 720 | 1,000 |
| Non Cash Item |  |  |  |  |
| Depreciation |  | 167 | 2,000 | 2,000 |
| Total Fixed Cost |  | 10,827 | 129,920 | 133,000 |
| Net Profit (E) [C-D) |  | 10,023 | 120,280 | 129,710 |
| Investment Payback |  |  | 48,000 | 48,000 |

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

| SI \# | Particulars | Year 1 (BDT) | Year 2 (BDT) |
| :---: | :--- | ---: | ---: |
| $\mathbf{1}$ | Cash Inflow |  |  |
| 1.1 | Investment Infusion by Investor | 80,000 |  |
| 1.2 | Net Profit | 120,280 | 129,710 |
| 1.3 | Depreciation (Non cash item) | 2,000 | 2,000 |
| 1.4 | Opening Balance of Cash Surplus |  | 74,280 |
|  | Total Cash Inflow | $\mathbf{2 0 2 , 2 8 0}$ | $\mathbf{2 0 5 , 9 9 0}$ |
| $\mathbf{2}$ | Cash Outflow |  |  |
| 2.1 | Purchase of Product | 80,000 |  |
| 2.2 | Payment of GB Loan |  |  |
|  | Investment Pay Back (Including Ownership Tr. |  |  |
| 2.3 | Fee) | 48,000 | $\mathbf{4 8 , 0 0 0}$ |
|  | Total Cash Outflow | $\mathbf{1 2 8 , 0 0 0}$ | $\mathbf{4 8 , 0 0 0}$ |
| $\mathbf{3}$ | Net Cash Surplus | $\mathbf{7 4 , 2 8 0}$ | $\mathbf{1 5 7 , 9 9 0}$ |

## SWOT ANALYSIS

| TRENGTH | Lack of Capital/Investment |
| :--- | :--- |
| Employment: Self: 01 Family:0 Others:01 |  |
| Experience \& Skill : 10 Years |  |
| Quality goods \& services; |  |
| Skill and experience; |  |
| PPORTUNITIES | Theft |
| Huge demand in the community | Fire |
| Location of shop; |  |
| Regular customers; | Political unrest |

## Pictures















গণপ্রজাতন্ত্রী বাংলাদেশ দেউनोबोड़ी ইউनिয়न পরিियन घাটইল, টাभাইল জन्म সनদ
 निदक्त वरि नर (ब)



## नाम: व्या: आन आयिन





भिতান্র नাম: আবু বকর
मাতার্ন দাম; आथি द्बগম
बाठीशठा: वाइलाटफमी


न6


















प्बता- का हर्टल

Fine $a$ colobare
corran crim-contra Biono



## FAMILY PICTURE



