Proposed NU Business Name: ABDUR RAHIM HARDWARE & CROCKERIES



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

Project verified by: Md Rofiqul Islam



Brief Bio of The Proposed Nobin Udyokta				
Name	:	MD DELOWAR HOSSAIN		
Age	:	25-02-1987 (28 Years)		
Education, till to date	:	SSC		
Marital status	••	Married		
Children	••	Nil		
No. of siblings:	:	4 Brothers		
Address	:	Vill: Tek Kathura, P.O: Salna bazaar, 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 ROWSHONARA LATE. ABDUR RAHIM Branch: Bashon Gazipur, Centre # 43 (Female), Member ID: 3946/2, Group No: 06 Member since: 05-05-2005 (10 Years) First loan: 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 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	:	Mother's income (House Rent)
Other Own/Family Sources of Liabilities	:	None
Entrepreneur Contact No.	:	01916-708383
Mother Contact No.	:	01941-057333
NU Project Source/Reference	•	Grameen Shakti Samajik Byabosha Ltd. Bashon Unit, Gazipur

BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

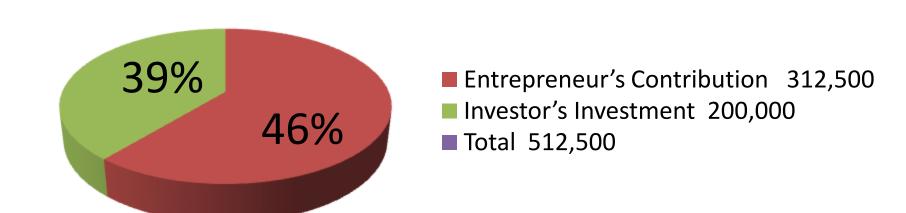
ROWSHONARA is a member of Grameen Bank since 10 years. At first she took 5,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

Proposed Nobin Udyokta Business Info			
Business Name	:	ABDUR RAHIM HARDWARE & CROCKERIES	
Location	:	Salna bazaar, Gazipur	
Total Investment in BDT	:	BDT 5,12,500	
Financing	:	Self BDT 3,12,500 (from existing business) 61% Required Investment BDT 2,00,000 (as equity) 39%	
Present salary/drawings from business (estimates)	:	BDT 5,000	
Proposed Salary	:	BDT 5,000	
Size of shop	:	30 ft x 12 ft= 360 square ft	
Implementation	:	 The business is planned to be scaled up by investment in existing goods like; Chair, Pan, Bucket, Jar, Bowl etc. Average 15% gain on sales. The business is operating by entrepreneur. Existing one employee. After getting equity fund one employee will be appointed. Entrepreneur is owner of the shop. Collects goods from Salna, Bou Bazaar, Tongi, Gazipur. Agreed grace period is 4 months. 	

Existing Business (BDT)				
Particular	Daily	Monthly	Yearly	
Revenue (sales)				
Crockeries item	5,000	150,000	1,800,000	
Total Sales (A)	5,000	150,000	1,800,000	
Less. Variable Expense				
Crockeries item	4,250	127,500	1,530,000	
Total variable Expense (B)	4,250	127,500	1,530,000	
Contribution Margin (CM) [C=(A-B)	750	22,500	270,000	
Less. Fixed Expense				
Electricity bill		500	6,000	
Mobile Bill		300	3,600	
Transportation		500	6,000	
Salary (self)		5,000	60,000	
Salary (staff)		3,000	36,000	
Entertainment		300	3,600	
Total fixed Cost (D)		9,600	115,200	
Net Profit (E) [C-D)		12,900	154,800	

Investment Breakdown					
Particulars	Existing	Proposed	Proposed Total		
Chair (100 x 400)	40,000	-	40,000		
Pan (100 x 350)	35,000	10,000	45,000		
Jar (50 x 350)	17,500	-	17,500		
Bucket (50 x 250)	12,500	10,000	22,500		
Fry pan (150 x 260)	40,000	20,000	60,000		
Steel dish (50 x 350)	17,500	30,000	47,500		
Others	1,50,000	1,30,000	2,80,000		
Total	3,12,500	2,00,000	5,12,500		

Source of Finance



Financial Projection (BDT)						
Particular	Daily	Monthly	1st Year	2nd Year		
Revenue (sales)						
Crockeries item	8,000	240,000	2,880,000	3,024,000		
Total Sales (A)	8,000	240,000	2,880,000	3,024,000		
Less. Variable Expense						
Crockeries item	6,800	204,000	2,448,000	2,570,400		
Total variable Expense (B)	6,800	204,000	2,448,000	2,570,400		
Contribution Margin (CM) [C=(A-B)	1,200	36,000	432,000	453,600		
Less. Fixed Expense						
Electricity bill		500	6,000	6,500		
Mobile bill & SMS Monitoring		400	4,800	5,500		
Transportation		800	9,600	11,500		
Salary (self)		5,000	60,000	60,000		
Salary (staff)		5,000	60,000	60,000		
Entertainment		300	3,600	4,000		
Total Fixed Cost		12,000	144,000	147,500		
Net Profit (E) [C-D)		24,000	288,000	306,100		
Investment Payback			120,000	120,000		

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

SI#	Particulars Particulars	Year 1 (BDT)	Year 2 (BDT)
1	Cash Inflow		
1.1	Investment Infusion by Investor	200,000	
1.2	Net Profit	288,000	306,100
1.3	Depreciation (Non cash item)		-
1.4	Opening Balance of Cash Surplus		168,000
	Total Cash Inflow	488,000	474,100
2	Cash Outflow		
2.1	Purchase of Product	200,000	
2.2	Payment of GB Loan		
	Investment Pay Back (Including Ownership Tr.		
2.3	Fee)	120,000	120,000
	Total Cash Outflow	320,000	120,000
3	Net Cash Surplus	168,000	354,100

SWOT ANALYSIS

Strength

Employment: Self: 01 Family:0 Others:02

Experience & Skill: 05 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

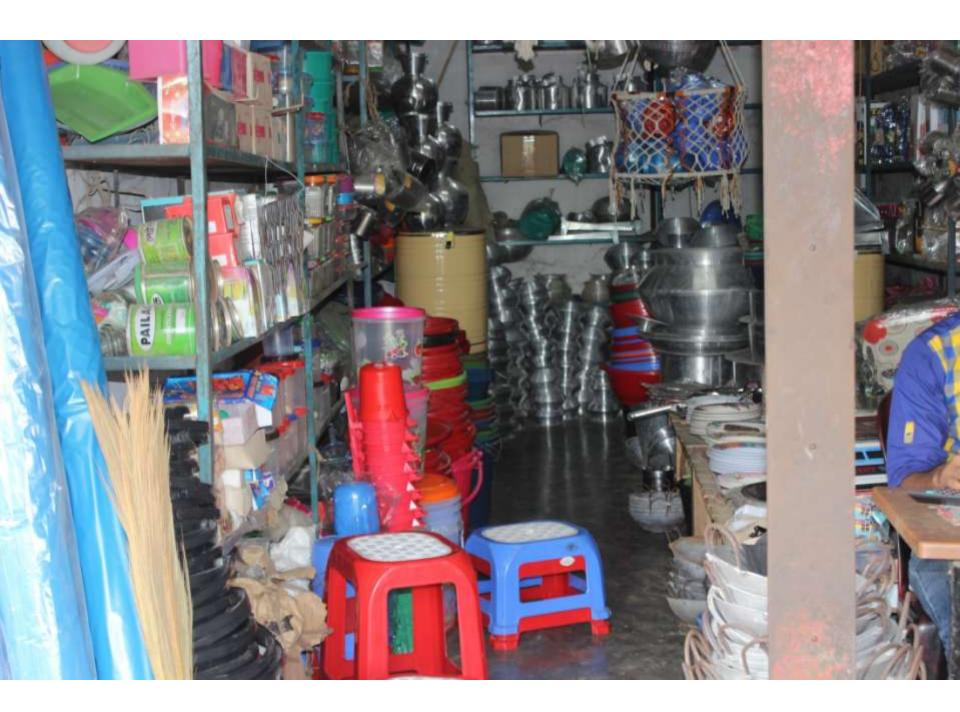
Fire

Political unrest

Pictures

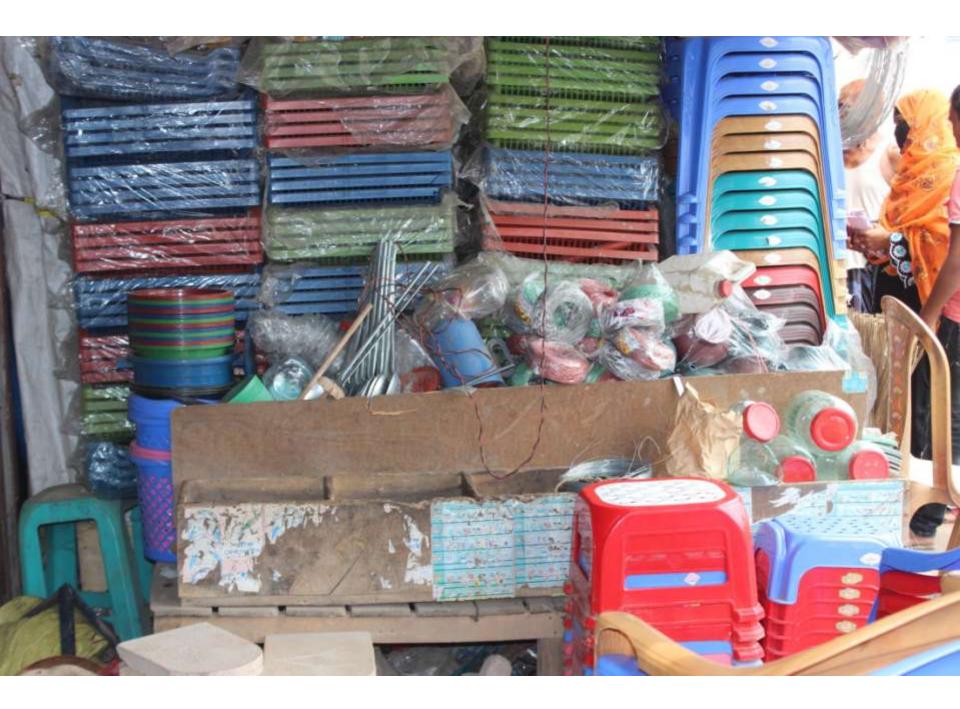


















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FAMILY PICTURE

