## Proposed NU Business Name: SHAHIN LIBRARY \& STATIONERY



Project identification and prepared by: MD. Mozammel Haque, Jamurkee Unit, Tangail

Project verified by: Md Mizanur Rahman Patwary

Brief Bio of The Proposed Nobin Udyokta

| Name | : | MD. SHAHIN MIAH |
| :---: | :---: | :---: |
| Age | : | 10-01-1995 (20 Years) |
| Education, till to date |  | Class Ten |
| Marital status | . | Unmarried |
| Children |  | N/A |
| No. of siblings: |  | 3 Brothers 2 Sisters |
| Address |  | Vill: Shubornotoli, P.O: Bathuli, P.S: Delduar, Dist: Tangail |
| Parent's and GB related Info <br> (i) Who is GB member <br> (ii) Mother's name <br> (iii) Father's name <br> (iv) GB member's info <br> Further Information: <br> (v) Who pays GB loan installment <br> (vi) Mobile lady <br> (vii) Grameen Education Loan <br> (viii) Any other loan like GB, BRAC ASA etc.. |  | Mother <br> Father <br> FAHIMA BEGUM <br> LATE. NAZRUL ISLAM <br> Branch: Delduar, Centre \# 42(Female), <br> Member ID: 4040 Group No: 03 <br> Member since: 26-11-2010 (5 Years) <br> First loan: 10,000 taka. <br> Outstanding loan: Nil <br> N/A <br> No <br> No <br> No |

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

| Present <br> Occupation(Besides own <br> business, i.e., persuading <br> further studie, other <br> business etc.) | $:$ | Nil |
| :--- | :--- | :--- |
| Business Experiences and <br> Training Info | $:$ | Three years experience in running business. |
| Other Own/Family Sources <br> of Income | $:$ | Agriculture |
| Other Own/Family Sources <br> of Liabilities | $:$ | None |
| Entrepreneur Contact No. | $:$ | $01954-128687$ |
| Mother's Contact No. | $:$ | $01930-392385$ |
| NU Project <br> Source/Reference | $:$ | Grameen Shakti Samajik Byabosha Ltd. Jamurkee Unit, Tangail |

## BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

FAHIMA BEGUM joined Grameen Bank since 5 years ago. At first she took10,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in agriculture.

## Proposed Nobin Udyokta Business Info

| Business Name | $:$ | SHAHIN LIBRARY \& STATIONERY |
| :--- | :---: | :--- |
| Location | $:$ | Delduar, Tangail. |
| Total Investment in BDT | $:$ | BDT 1,40,000 |
| Financing | $:$ | Self BDT 80,000(from existing business) $57 \%$ <br> Required Investment BDT 60,000(as equity) $43 \%$ |
| Present salary/drawings <br> from business (estimates) | $:$ | BDT 5,000 |
| Proposed Salary | $:$ | BDT 5,000 |
| Size of shop | $:$ | 15 ft x 10 ft= 150 square ft |
| Security of the shop | $:$ | BDT 25,000 |
| Implementation | $:$ | -The business is planned to be scaled up by investment in existing <br> goods like; Book, Khata, Pencil, Bag, Biscuit, Chanachur, Chips, <br> SIM Card, Memory card, rice, pulse, sugar, Mobile phone etc. <br> -Provide Bikash, Flexi-load and song download service. <br> -Average 15\% gain on sales. <br> -The business is operating by entrepreneur. Existing no employee. <br> -After getting equity fund one employee will be appointed. <br> -The shop is rented. <br> -Collects goods from Tangail. <br> -Agreed grace period is 4 months. |

## Existing Business (BDT)

| Particular | Daily | Monthly | Yearly |
| :--- | ---: | ---: | ---: |
| Revenue (sales) |  |  |  |
| Grocery \& stationery item | 2,000 | 60,000 | 720,000 |
| Flexi-load | 27 | 810 | 9,720 |
| Bikash | 40 | 1,200 | 14,400 |
| Song down load | 50 | 1,500 | 18,000 |
| Total Sales (A) | $\mathbf{2 , 1 1 7}$ | $\mathbf{6 3 , 5 1 0}$ | $\mathbf{7 6 2 , 1 2 0}$ |
| Less. Variable Expense |  |  |  |
| Grocery \& stationery item | 1,700 | 51,000 | 612,000 |
| Total variable Expense (B) | $\mathbf{1 , 7 0 0}$ | $\mathbf{5 1 , 0 0 0}$ | $\mathbf{6 1 2 , 0 0 0}$ |
| Contribution Margin (CM) [C=(A-B) | $\mathbf{4 1 7}$ | $\mathbf{1 2 , 5 1 0}$ | $\mathbf{1 5 0 , 1 2 0}$ |
| Less. Fixed Expense |  |  |  |
| Rent |  | 1,200 | 14,400 |
| Electricity bill |  | 200 | 2,400 |
| Mobile Bill |  | 250 | 3,000 |
| Transportation |  | 1,000 | 12,000 |
| Salary (self) |  | 4,000 | 48,000 |
| Entertainment |  | 200 | $\mathbf{2 , 4 0 0}$ |
| Guard |  | 150 | 1,800 |
| Total fixed Cost (D) |  | $\mathbf{7 , 0 0 0}$ | $\mathbf{8 4 , 0 0 0}$ |
| Net Profit (E) [C-D) |  | $\mathbf{5 , 5 1 0}$ | $\mathbf{6 6 , 1 2 0}$ |


| Investment Breakdown |  |  |  |
| :--- | :---: | :---: | :---: |
| Particulars | Existing | Proposed | Proposed Total |
| Book, Khata, Pen, Pencil box | 9,500 | 1,300 | 10,800 |
| Bag, Tooth-paste, Biscuit, Chanachur, Chips, | 22,000 | - | 22,000 |
| Mobile phone (7) | 16,500 | 30,000 | 46,500 |
| SIM card, Memory card and others | 16,000 | - | 16,000 |
| Computer | 10,000 | - | 10,000 |
| Flexi-load \& Bikash | 15,000 | - | 15,000 |
| Rice (3 x 1700) | - | 5,100 | 5,100 |
| Pulse (10 x 1800) | - | 1,800 | 1,800 |
| Sugar (1 x 1800) | - | 1,800 | $\mathbf{1 , 8 0 0}$ |
| Bikash | - | 20,000 | $\mathbf{2 0 , 0 0 0}$ |
|  | $\mathbf{8 0 , 0 0 0}$ | $\mathbf{6 0 , 0 0 0}$ | $\mathbf{1 , 4 0 , 0 0 0}$ |

## Source of Finance

■ Entrepreneur's Contribution 80,000
■ Investor's Investment 60,000
■ Total 140,000

Financial Projection (BDT)

| Particular | Daily | Monthly | 1st Year | 2nd Year |
| :---: | :---: | :---: | :---: | :---: |
| Revenue (sales) |  |  |  |  |
| Grocery \& stationery item | 3,000 | 90,000 | 1,080,000 | 1,134,000 |
| Flexi-Ioad | 27 | 810 | 9,720 | 10,206 |
| Bikash | 100 | 3,000 | 36,000 | 37,800 |
| Song down load | 80 | 2,400 | 28,800 | 30,240 |
| Total Sales (A) | 3,207 | 96,210 | 1,154,520 | 1,212,246 |
| Less. Variable Expense |  |  |  |  |
| Grocery \& stationery item | 2,550 | 76,500 | 918,000 | 963,900 |
| Total variable Expense (B) | 2,550 | 76,500 | 918,000 | 963,900 |
| Contribution Margin (CM) [C=(A-B) | 657 | 19,710 | 236,520 | 248,346 |
| Less. Fixed Expense |  |  |  |  |
| Rent |  | 1,200 | 14,400 | 14,400 |
| Electricity bill |  | 200 | 2,400 | 3,000 |
| Mobile Bill |  | 250 | 3,000 | 4,000 |
| Transportation |  | 1,200 | 14,400 | 16,000 |
| Salary (self) |  | 4,000 | 48,000 | 48,000 |
| Salary (staff) |  | 2,000 | 24,000 | 24,000 |
| Entertainment |  | 200 | 2,400 | 3,000 |
| Guard |  | 150 | 1,800 | 2,000 |
| Non Cash Item |  |  |  |  |
| Depreciation |  | 33 | 400 | 400 |
| Total Fixed Cost |  | 9,233 | 110,800 | 114,800 |
| Net Profit (E) [C-D) |  | 10,477 | 125,720 | 133,546 |
| Investment Payback |  |  | 36,000 | 36,000 |

## 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 | 60,000 |  |
| 1.2 | Net Profit | 125,720 | 133,546 |
| 1.3 | Depreciation (Non cash item) | 400 | 400 |
| 1.4 | Opening Balance of Cash Surplus |  | 90,120 |
|  | Total Cash Inflow | $\mathbf{1 8 6 , 1 2 0}$ | $\mathbf{2 2 4 , 0 6 6}$ |
| $\mathbf{2}$ | Cash Outflow |  |  |
| 2.1 | Purchase of Product | 60,000 |  |
| 2.2 | Payment of GB Loan |  |  |
|  | Investment Pay Back (Including Ownership Tr. |  |  |
| 2.3 | Fee) | $\mathbf{3 6 , 0 0 0}$ | $\mathbf{3 6 , 0 0 0}$ |
|  | Total Cash Outflow | $\mathbf{9 6 , 0 0 0}$ | $\mathbf{3 6 , 0 0 0}$ |
| $\mathbf{3}$ | Net Cash Surplus | $\mathbf{9 0 , 1 2 0}$ | $\mathbf{1 8 8 , 0 6 6}$ |

## SWOT ANALYSIS

| TRENGTH | Lack of Capital/Investment |
| :--- | :--- |
| Employment: Self: 01 Family:0 Others:01 |  |
| Experience \& Skill : 03 Years |  |
| Quality goods \& services; |  |
| Skill and experience; |  |
| PPORTUNITIES | Theft |
| Huge demand in the community | Fire <br> Location of shop; <br> Regular customers; |

## Pictures









## FAMILY PICTURE



