#### A Nobin Udyokta Project Fatema Dairy Farm



NU Identified and PP Prepared by : Md. Ziaul Hoque, Dhamrai Unit Verified By: Tapan Kumar Debnath

### **GRAMEEN TRUST**

Presented by Ohidul Islam

#### **BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA**



|  | 1 |  |
|--|---|--|
| Name   | : | Ohidul Islam   |
| Age  | : | 16/02/1987 (27 Years)  |
| Marital status   | : | Single   |
| Children   | : | N/A  |
| No. of siblings:   | : | 1 Brother,   |
| 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   | : | Mother The Father Father Fatema Begum<br>Abdul Alim<br>Member since:01/02/2005<br>Branch: Mirzanagar, Centre no.09, Group:01<br>Loanee No.1025 First Ioan:5,000/-<br>Total Amount Received: Tk. 1,00,000/-<br>Existing Ioan: 20,000 Outstanding: 14650 |
| <i>Further Information:</i><br>(v) Who pays GB loan installment<br>(vi) Mobile lady<br>(vii) Grameen Education Loan<br>(viii) Any other loan like GCCN, GKF etc<br>(ix) Others |   | NU<br>N/A<br>N/A<br>N/A<br>N/A   |
| Education  | : | HSC  |

2



| Present Occupation                      | : | Dairy Farm Business   |
|---|---|---|
| Trade License Number                    | : | 236   |
| Business Experiences and Training       | : | 01 years  |
| Info                                    |   | NU got admitted into<br>Jubo Proshikkhon<br>Kendro, Savar for training<br>on Dairy. |
| Other Own/Family Sources of Income      | : | Service (Father-NGO)  |
| Other Own/Family Sources of Liabilities | : | N/A   |
| NU Contact Info                         | : | 01795811479   |
| NU Project Source/Reference             | : | GT Dhamrai Unit Office,<br>Dhaka  |
|   |   | GT Social Business Unit, Dhamrai 3  |



NU's mother has been a member of Grameen Bank Since 2005. At first his mother took a loan amount of 5,000 BDT from Grameen Bank. She invested the money in NU's business. NU's mother gradually improved their life standard by using GB loan.

## **PROPOSED BUSINESS Info.**



| Business Name   | : | Fatema Dairy Farm  |
|---|---|--|
| Address/ Location                                     | : | Chakalgram,Savar, Dhaka  |
| Total Investment in BDT                               | - | 165,000/-  |
| Financing   | : | Self BDT : 85,000 (from existing business) - 52%<br>Required Investment BDT : 80,000 (as equity) - 48% |
| Present salary/drawings from business (estimates)     | : | BDT 4,000  |
| Proposed Salary                                       |   | BDT 7,000  |
| Proposed Business % of<br>present gross profit margin | : | 72%  |
| Estimated % of proposed gross profit margin           | : | 72%  |
| Agreed grace period                                   | : | 5 months   |



| Particulars  | Existing Business<br>(BDT) | Proposed<br>(BDT) | Total<br>(BDT) |
|--|----------------------------|-------------------|----------------|
| Investments in different categories:                                   | (1)                        | (2)               | (1+2)          |
| Present Stock Item:<br>1 Cow with 1 Calf (Australian Fizi)<br>Cow Shed | 80,000<br>5,000            |                   | 85,000         |
| Proposed Stock item:<br>1 cow with 1 Calf                              |                            | 80,000            | 80,000         |
| Total Capital  | 85,000                     | 80,000            | 165,000        |

#### **EXISTING BUSINESS OPERATIONS Info.**



| Particulars                                | Existing Business (BDT) |         |        |  |  |  |
|--|-------------------------|---------|--------|--|--|--|
|  | Daily                   | Monthly | Yearly |  |  |  |
| Income from Milk Sale (6 liter x 60/-) [A] | 360                     | 10800   | 129600 |  |  |  |
| Purchase food for Cow [B]                  | 100                     | 3000    | 36000  |  |  |  |
| Gross profit 72% (A-B) = [C]               | 260                     | 7800    | 93600  |  |  |  |
| Less: Operating Costs                      |                         |         |        |  |  |  |
| Electricity bill                           |                         | 100     | 1200   |  |  |  |
| Treatment cost                             |                         | 500     | 6000   |  |  |  |
| Mobile Bill                                |                         | 100     | 1200   |  |  |  |
| Salary                                     |                         | 4,000   | 48,000 |  |  |  |
| Others (Transport)                         |                         | 100     | 1,200  |  |  |  |
| Cow shed maintenance cost                  |                         |         | 756    |  |  |  |
| Total Operating Cost (D)                   |                         | 4863    | 58,356 |  |  |  |
| Net Profit (C-D):(E)                       |                         | 2,937   | 35,244 |  |  |  |

### FINANCIAL PROJECTION OF NU BUSINESS PLAN



| Particular                                     | Yea   | ar 1 (BD | Year 2 (BDT) |       |         | Year 3 (BDT) |       |         |         |
|--|-------|----------|--------------|-------|---------|--------------|-------|---------|---------|
| Particulars                                    | Daily | Monthly  | Yearly       | Daily | Monthly | Yearly       | Daily | Monthly | Yearly  |
| Income from Milk Sale<br>(15 liter x 50/-) [A] | 750   | 22,500   | 270,000      | 800   | 24,000  | 288,000      | 1000  | 30,000  | 360,000 |
| Less: Purchase Food for<br>Cow [B]             | 200   | 6,000    | 72,000       | 225   | 6,750   | 81,000       | 350   | 10,500  | 126,000 |
| Cow Sale {C}                                   | -     | -        | -            | -     | -       | -            | -     | 4,000   | 48,000  |
| Gross Profit 72% (A-<br>B+C)= [D]              | 550   | 16,500   | 198,000      | 575   | 17,250  | 207,000      | 650   | 23,500  | 282,000 |
| Less operating cost :                          |       |          |              |       |         |              |       |         |         |
| Electricity bill                               |       | 150      | 1800         |       | 200     | 2400         |       | 250     | 3000    |
| Treatment Cost                                 |       | 1000     | 12000        |       | 1000    | 12000        |       | 1000    | 12000   |
| Salary   |       | 7,000    | 84,000       |       | 7,000   | 84,000       |       | 7,000   | 84,000  |
| Mobile Bill (SMS and Reporting)                |       | 500      | 6000         |       | 600     | 7200         |       | 600     | 7200    |
| Others (Transport)                             |       | 200      | 2400         |       | 300     | 3600         |       | 400     | 4800    |
| Cow shed maintenance<br>cost                   |       |          | 756          |       |         | 756          |       |         | 756     |
| Total Operating Cost [E]                       |       | 8,913    | 106,956      |       | 9,163   | 109,956      |       | 9,313   | 111,756 |
| Net Profit (D-E) = (F)                         |       | 7,587    | 91,044       |       | 8,087   | 97,044       |       | 14,187  | 170,244 |
| GT payback                                     |       | 32,000   |              |       | 32,000  |              |       | 32,000  |         |
| Retained Income:                               |       | 59,044   |              |       | 65,044  |              |       | 138,244 |         |

### CASH FLOW Projection on Business Plan (Rec. & Pay.)

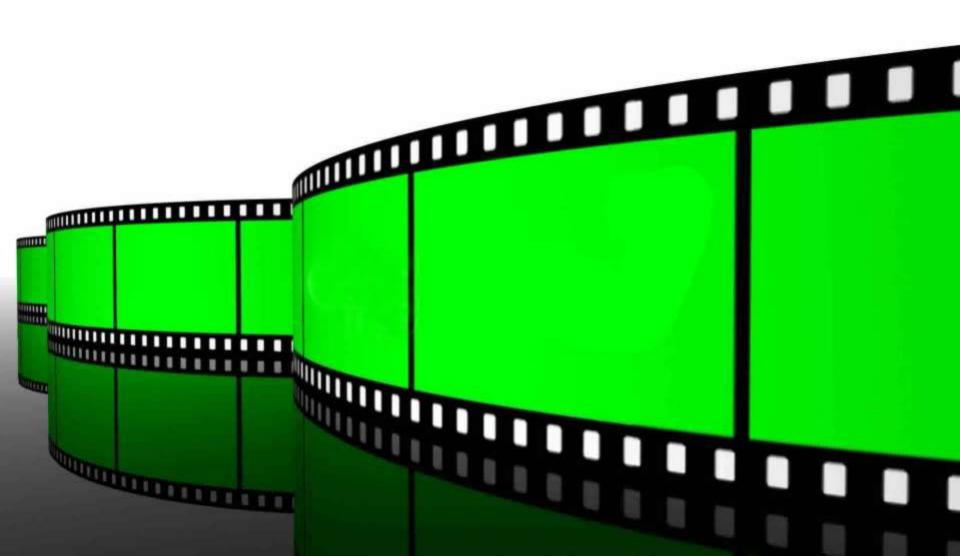


| SI # | Particulars                     | Year 1<br>(BDT) | Year 2<br>(BDT) | Year 3<br>(BDT) |
|------|---------------------------------|-----------------|-----------------|-----------------|
| 1.0  | Cash Inflow                     |                 |                 |                 |
| 1.1  | Investment Infusion by Investor | 80,000          | 0               | 0               |
| 1.2  | Net Profit                      | 91,044          | 97,044          | 170,244         |
| 1.3  | Depreciation (Non Cash Item)    | 0               | 0               | 0               |
| 1.4  | Opening Balance of Cash Surplus | 0               | 44,394          | 109,438         |
|      | Total Cash Inflow               | 171,044         | 141,438         | 279,682         |
| 2.0  | Cash Outflow                    |                 |                 |                 |
| 2.1  | Purchase of Cow                 | 80,000          | 0               | 0               |
| 2.2  | Payment of GB Loan              | 14,650          | 0               | 0               |
| 2.3  | Investment Pay Back             | 32,000          | 32,000          | 32,000          |
|      | Total Cash Outflow              | 126,650         | 32,000          | 32,000          |
| 3.0  | Net Cash Surplus                | 44,394          | 109,438         | 247,682         |



| <ul> <li>STRENGTH</li> <li>NU is full time engaged with Dairy farm</li> <li>Skilled &amp; Experience</li> <li>Good Networking with milk buyer</li> <li>Mother is capable to take care of cattle</li> <li>No Credit Sale</li> </ul> | WEAKNESS<br>Lack of investment              |
|--|---|
| OPPORTUNITIES <ul> <li>Expansion Of Business</li> <li>Increase in profit</li> </ul>  | T <sub>HREATS</sub><br>• Disease<br>• Theft |































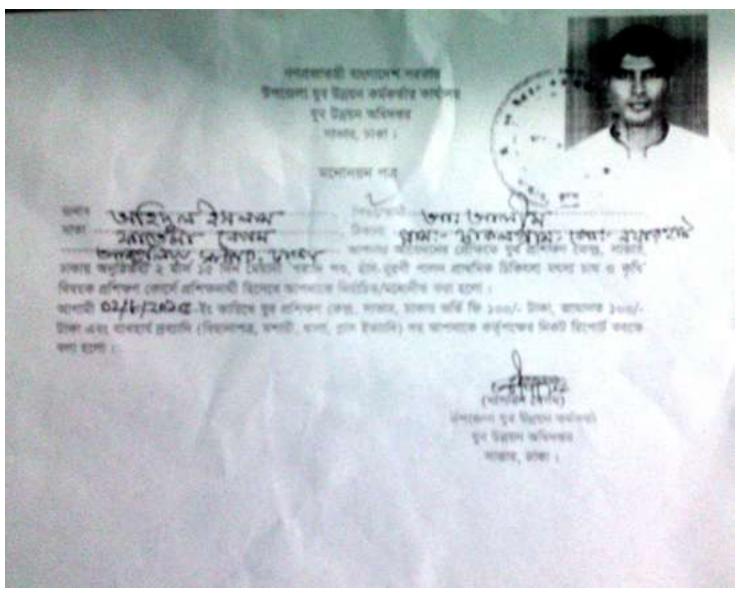




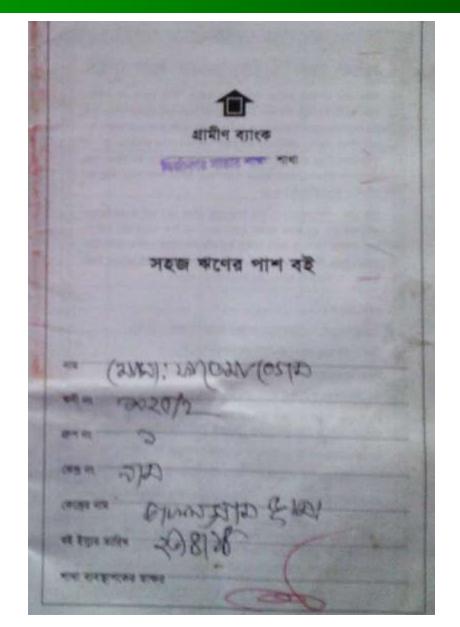














### Presented at 17th Internal Design Lab on September 16, 2015 at GT

