Proposed NU Business Name: ARIF STORE



Project identification and prepared by: Md. Sahab Uddin, Ashulia Unit, Dhaka

Project verified by: Md. Rofiqul Islam



Brief Bio of The Proposed Nobin Udyokta				
Name	:	ARIFUL HASAN		
Age	:	07-03-1997 (18 Years)		
Education, till to date	:	H.S.C		
Marital status	:	Single		
Children	:	N/A		
No. of siblings:	:	1 Brothers & 1 Sister		
Address	:	Vill: Jinjira, P.O: Dairy Farm, P.S: Ashulia, Dist: Dhaka		
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 HALIMA BEGUM ABDUL SAMAD Branch: Ashulia, Centre # 44 (Female), Member ID: 3612, Group No: 02 Member since: 22-01-2000 (15 Years) First loan: BDT 5,000 /-		
Further Information: (v) Who pays GB loan installment (vi) Mobile lady (vii) Grameen Education Loan (viii) Any other loan like GB, BRAC ASA etc	:	Existing Loan: BDT 45,000/-, Outstanding loan: BDT 30,000/- 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	••	3 years experience in running business.
Training Info	:	He has no training
Other Own/Family Sources of Income	:	House rent
Other Own/Family Sources of Liabilities	:	None
Entrepreneur Contact No.	:	01966-113579
Mother's Contact No.	:	01744212274
NU Project Source/Reference	•	Grameen Shakti Samajik Byabosha Ltd. Ashulia Unit, Dhaka

BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

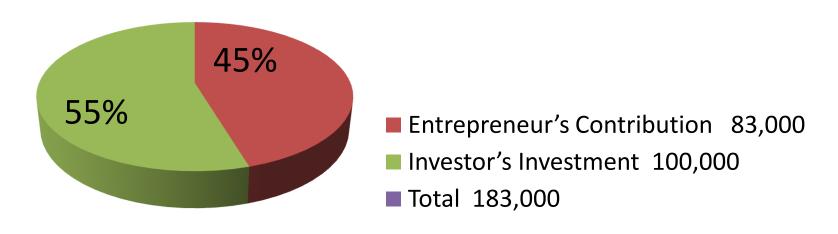
HALIMA BEGUM joined Grameen Bank since 15 years ago. At first she took 5,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business and home development.

Proposed Nobin Udyokta Business Info			
Business Name	:	ARIF STORE	
Location	:	Jinjira, Dairy farm, Savar, Dhaka	
Total Investment in BDT	:	BDT 1,83,000	
Financing	:	Self BDT 83,000(from existing business) 45%	
		Required Investment BDT 1,00,000(as equity) 55%	
Present salary/drawings from business (estimates)	:	BDT 5,000	
Proposed Salary	:	BDT 5,000	
Size of shop	:	12 ft x 10 ft= 120 square ft	
Security of the shop	:	-	
Implementation	:	 The business is planned to be scaled up by investment in existing goods like; Rice, Flour, Potato, Soya bin, Salt, Chili, Soap, Cosmetics, Soft Drinks, Coil, Biscuit, Chanachur, Tea etc. Average 15% gain on Grocery item & 50% gain on tea sale. The business is operating by entrepreneur. Existing no employee. The entrepreneur is owner of the shop. Collects goods from Savar. Agreed grace period is 4 months. 	

Existing Business (BDT)				
Particular	Daily	Monthly	Yearly	
Revenue (sales)				
Grocery item	2,000	60,000	720,000	
Tea	250	7,500	90,000	
Total Sales (A)	2,250	67,500	810,000	
Less. Variable Expense				
Grocery item	1,700	51,000	612,000	
Tea	125	3,750	45,000	
Total variable Expense (B)	1,825	54,750	657,000	
Contribution Margin (CM) [C=(A-B)	425	12,750	153,000	
Less. Fixed Expense				
Electricity bill		1,200	14,400	
Generator bill		100	1,200	
Mobile Bill		200	2,400	
Transportation		500	6,000	
Salary (self)		5,000	60,000	
Entertainment		250	3,000	
Total fixed Cost (D)		7,250	87,000	
Net Profit (E) [C-D)		5,500	66,000	

Investment Breakdown						
Particulars	Existing	Proposed	Proposed Total			
Rice (5 x 1800)	9,000	36,000	45,000			
Pulse (20 x100)	2,000	5,000	7,000			
Oil (20 x 110)	2,200	5,000	7,200			
Cosmetics	10,000	20,000	30,000			
Soft drinks	5,000	10,000	15,000			
Biscuit	5,000	10,000	15,000			
Tea, Bread, Banana	5,000	5,000	10,000			
Chocolate, Shampoo, Chips, Spice etc	19,800	9,000	28,800			
Fridge	15,000	1	15,000			
Rack	10,000	1	10,000			
Total	83,000	100,000	183,000			

Source of Finance



Financial Projection (BDT)					
Particular	Daily	Monthly	1st Year	2nd Year	
Revenue (sales)					
Grocery item	3,400	102,000	1,224,000	1,285,200	
Теа	300	9,000	108,000	113,400	
Total Sales (A)	3,700	111,000	1,332,000	1,398,600	
Less. Variable Expense					
Grocery item	2,890	86,700	1,040,400	1,092,420	
Теа	150	4,500	54,000	56,700	
Total variable Expense (B)	3,040	91,200	1,094,400	1,149,120	
Contribution Margin (CM) [C=(A-B)	660	19,800	237,600	249,480	
Less. Fixed Expense					
Electricity bill		1,200	14,400	15,500	
Generator bill		100	1,200	1,500	
Mobile Bill		300	3,600	4,000	
Transportation		800	9,600	11,500	
Salary (self)		5,000	60,000	60,000	
Entertainment		250	3,000	3,500	
Non Cash Item					
Depreciation		333	4,000	4,000	
Total Fixed Cost		7,983	95,800	100,000	
Net Profit (E) [C-D)		11,817	141,800	149,480	
Investment Payback			60,000	60,000	

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	100,000	
1.2	Net Profit	141,800	149,480
1.3	Depreciation (Non cash item)	4,000	4,000
1.4	Opening Balance of Cash Surplus		85,800
	Total Cash Inflow	245,800	239,280
2	Cash Outflow		
2.1	Purchase of Product	100,000	
2.2	Payment of GB Loan		
2.3	Investment Pay Back (Including Ownership Tr. Fee)	60,000	60,000
	Total Cash Outflow	160,000	60,000
3	Net Cash Surplus	85,800	179,280

SWOT ANALYSIS

Strength

Employment: Self: 01 Family:0 Others:0

Experience & Skill: 03 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



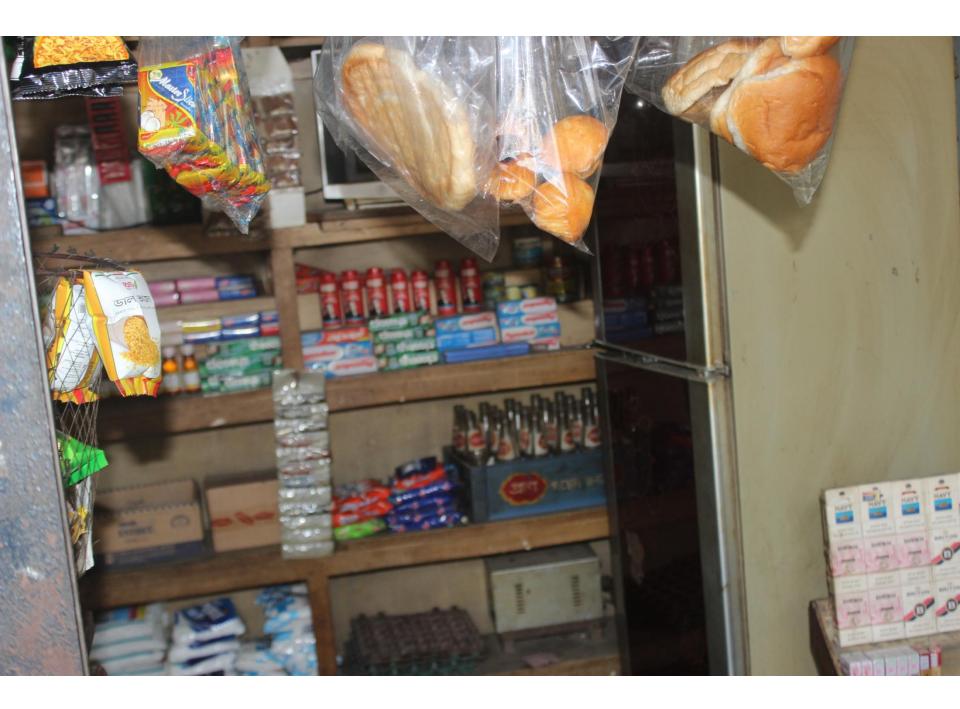


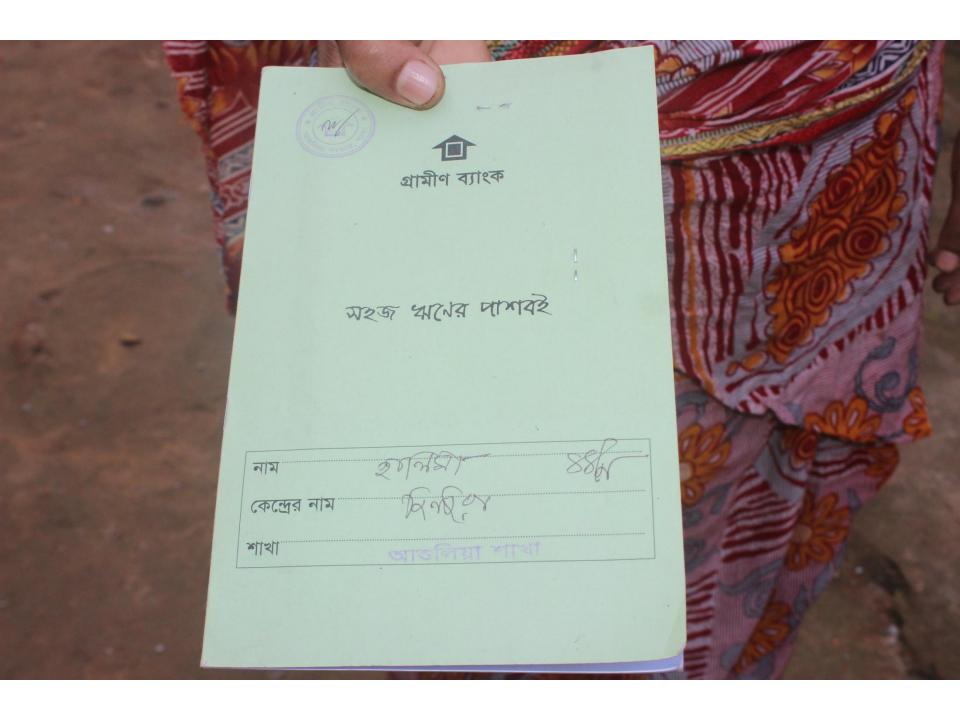


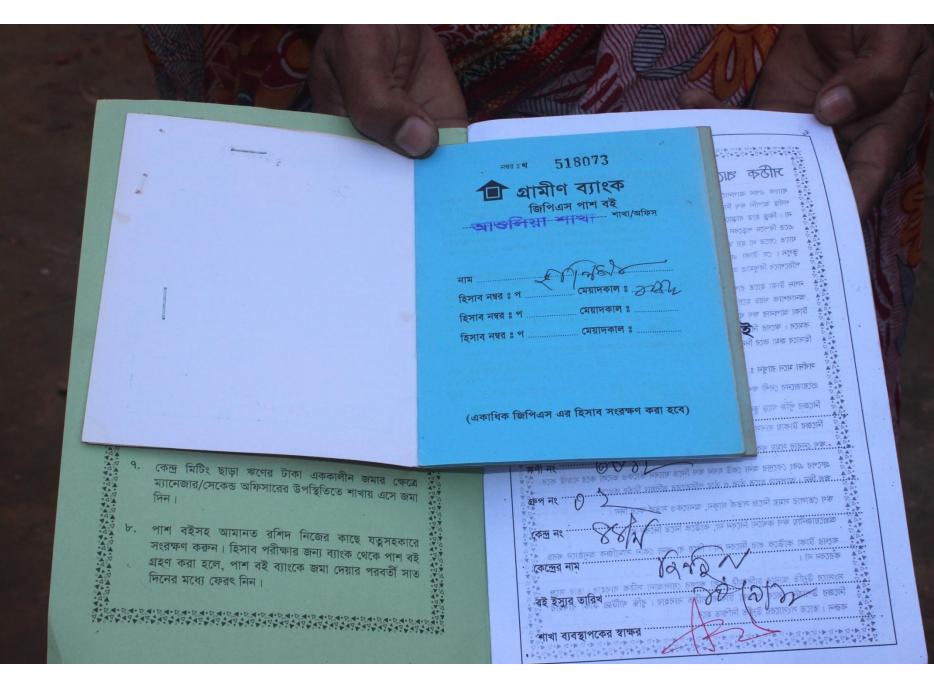


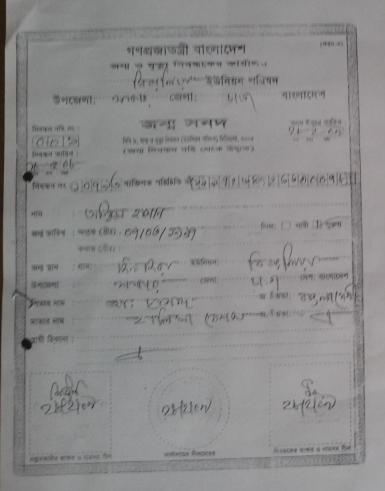












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> হালিমা হানিম ফ্রেম জিবজিল গুলুকা, গুলো

FAMILY PICTURE

