#### Proposed NU Business Name: EMON STORE



Project identification and prepared by: MD. Sirajul Islam, Dhigor Unit, Tangail

Project verified by: Md Mizanur Rahman Patwary



Grameen Shakti Samajik Byabosha Ltd.

Brief Bio of The Proposed Nobin Udyokta			
Name	:	RUSTOM ALI	
Age	:	04-11-1981 (34 Years)	
Education, till to date	:	Class Eight	
Marital status	:	Married	
Children	:	1 Son, 1 Daughter	
No. of siblings:	:	4 Brothers 1 Sister	
Address	:	Vill: Rajafoir, P.O: Rajafoir, P.S: Kalihati, Dist: Tangail	
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 SAHERA BEGUM SUJAT ALI Branch: Deopara Ghatail, Centre # 43(Female), Member ID: 3809 Group No: 01 Member since: 17-12-2003 (12 Years) First Ioan: 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 1,00,000, Outstanding loan: BDT 18,000 Father 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	:	5 years experience in running business.
Training Info	:	He has no training.
Other Own/Family Sources of Income		Cow rearing
Other Own/Family Sources of Liabilities	:	None
Entrepreneur Contact No.	:	01789-561017
Mother's Contact No.	:	01767-618986
NU Project Source/Reference	:	Grameen Shakti Samajik Byabosha Ltd. Dhigor Unit, Tangail

#### **BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY**

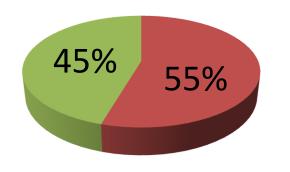
SAHERA BEGUM joined Grameen Bank since 12 years ago. At first she took 5,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

Proposed Nobin Udyokta Business Info			
Business Name	:	EMON STORE	
Location	:	Rajafoir, Kostoripara, Kalihati, Tangail.	
Total Investment in BDT	:	BDT 3,30,000/-	
Financing	:	Self BDT 1,80,000/- (from existing business) 55% Required Investment BDT 1,50,000/- (as equity) 45%	
Present salary/drawings from business (estimates)	:	BDT 5,000	
Proposed Salary	:	BDT 5,000	
Size of shop	:	30 ft x 10 ft= 300 square ft	
Security of the shop	:	BDT 50,000	
Implementation	:	<ul> <li>The business is planned to be scaled up by investment in existing goods like; Rice, Flour, Potato, Bran, Soya bin, Onion, Salt, Chili, Soap, Cosmetics, Soft Drinks, Coil, Biscuit, Chanachur, etc.</li> <li>Average 15% gain on sale.</li> <li>The business is operating by entrepreneur. Existing no employee.</li> <li>After getting equity fund one employee will be appoitned.</li> <li>The shop is rented.</li> <li>Collects goods from Elenga, Kalihati.</li> <li>Agreed grace period is 4 months.</li> </ul>	

Existing Business (BDT)					
Particular	Daily	Monthly	Yearly		
Revenue (sales)					
Grocery Item	4,000	120,000	1,440,000		
Total Sales (A)	4,000	120,000	1,440,000		
Less. Variable Expense					
Grocery Item	3,400	102,000	1,224,000		
Total variable Expense (B)	3,400	102,000	1,224,000		
Contribution Margin (CM) [C=(A-B)	600	18,000	216,000		
Less. Fixed Expense					
Rent		1,800	21,600		
Electricity Bill		700	8,400		
Generator Bill		200	2,400		
Mobile Bill		400	4,800		
Salary (self)		5,000	60,000		
Transportation		1,500	18,000		
Entertainment		300	3,600		
Total fixed Cost (D)		9,900	118,800		
Net Profit (E) [C-D)		8,100	97,200		

Investment Breakdown						
Particulars	Existing	Proposed	Proposed Total			
Rice (4 bag x 1500)	6,000	34,000	40,000			
Flour (2bag x 1100)	2,200	6,600	8,800			
Sugar (1 bag)	1,700	8,500	10,200			
Soya bin oil (1drum)	14,000	14,000	28,000			
Kerosin oil (1 drum)	18,000	-	18,000			
Mustard Oil (3 x 1760)	5,280	10,000	15,280			
Pulse (1 bag)	5,000	20,000	25,000			
Coconut oil, biscuit, Chanachur, Soap, Washing Powder, Potato, Spice	55,000	30,000	85,000			
Pen, Paper, Salt, Cable, Noodle, Noodles, Soft drinks	52,820	26,900	79,720			
Fridge (2)	20,000	-	20,000			
Total	180,000	150,000	330,000			

### **Source of Finance**



- Entrepreneur's Contribution 180,000
- Investor's Investment 150,000
- Total 330,000

Financial Projection (BDT)					
Particular	Daily	Monthly	1st Year	2nd Year	3rd year
Revenue (sales)					
Grocery Item	6,500	195,000	2,340,000	2,457,000	2,579,850
Total Sales (A)	6,500	195,000	2,340,000	2,457,000	2,579,850
Less. Variable Expense					
Grocery Item	5 <i>,</i> 525	165,750	1,989,000	2,088,450	2,192,873
Total variable Expense (B)	5,525	165,750	1,989,000	2,088,450	2,192,873
Contribution Margin (CM) [C=(A-B)	975	29,250	351,000	368,550	386,978
Less. Fixed Expense					
Rent		1,800	21,600	24,000	24,000
Electricity Bill		700	8,400	9,500	10,500
Generator bill		200	2,400	3,000	3,000
Mobile Bill		500	6,000	6,500	7,000
Salary (self)		5,000	60,000	60,000	60,000
Salary (staff)		3,000	36,000	36,000	36,000
Entertainment		300	3,600	4,000	4,500
Transportation		2,000	24,000	26,000	28,000
Non Cash Item					
Depreciation		333	4,000	4,000	4,000
Total Fixed Cost		13,833	166,000	173,000	177,000
Net Profit (E) [C-D)		15,417	185,000	195,550	209,978
Investment Payback			60,000	60,000	60,000

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

<i>SI #</i>	Particulars	Year 1 (BDT)	Year 2 (BDT)	Year 3 (BDT)
1	Cash Inflow			
1.1	Investment Infusion by Investor	150,000		
1.2	Net Profit	185,000	195,550	209,978
1.3	Depreciation (Non cash item)	4,000	4,000	4,000
1.4	Opening Balance of Cash Surplus		129,000	268,550
	Total Cash Inflow	339,000	328,550	482,528
2	Cash Outflow			
2.1	Purchase of Product	150,000		
2.2	Payment of GB Loan			
	Investment Pay Back (Including			
2.3	Ownership Tr. Fee)	60,000	60,000	60,000
	Total Cash Outflow	210,000	60,000	60,000
3	Net Cash Surplus	129,000	268,550	422,528



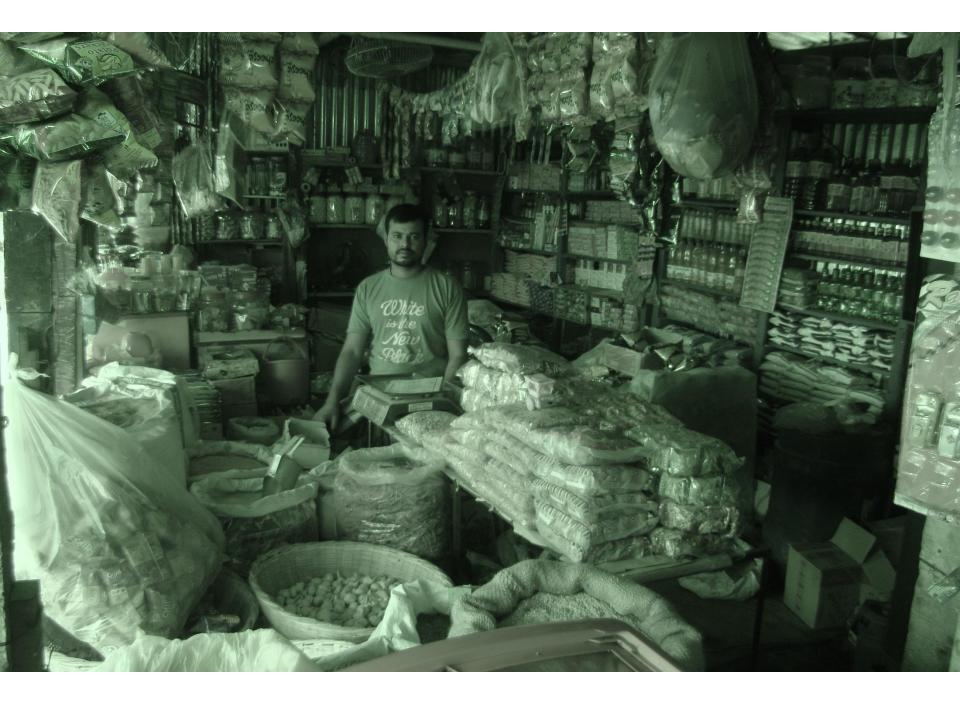
### Strength **W**<sub>EAKNESS</sub> Lack of Capital/Investment Employment: Self: 01 Family:0 Others:01 Experience & Skill: 05 Years Quality goods & services; Skill and experience; THREATS **PPORTUNITIES** Theft Huge demand in the community Fire Location of shop; Political unrest Regular customers;

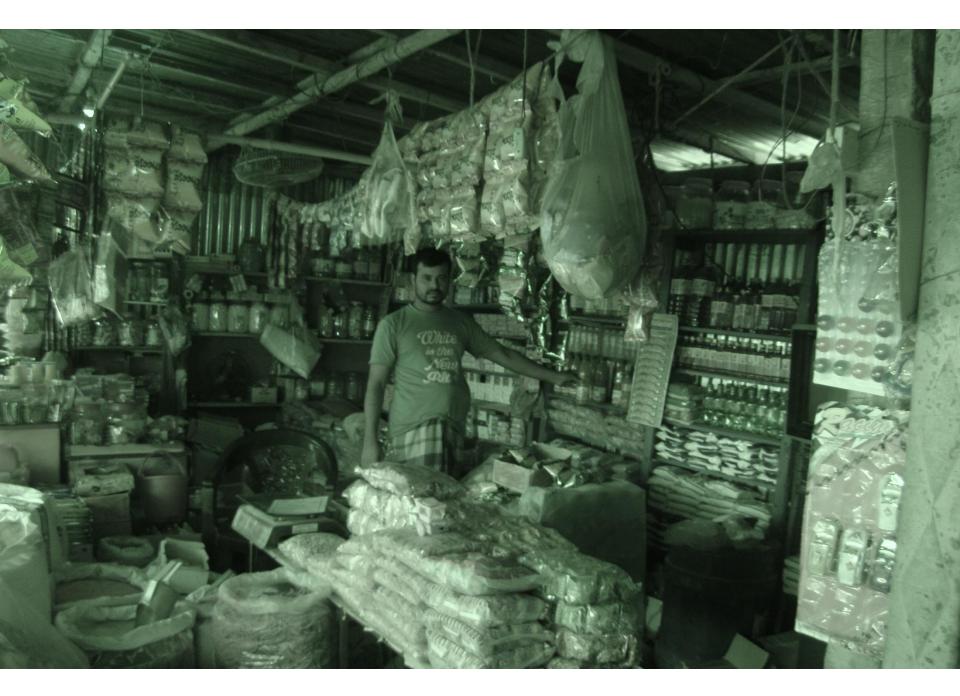
Pictures

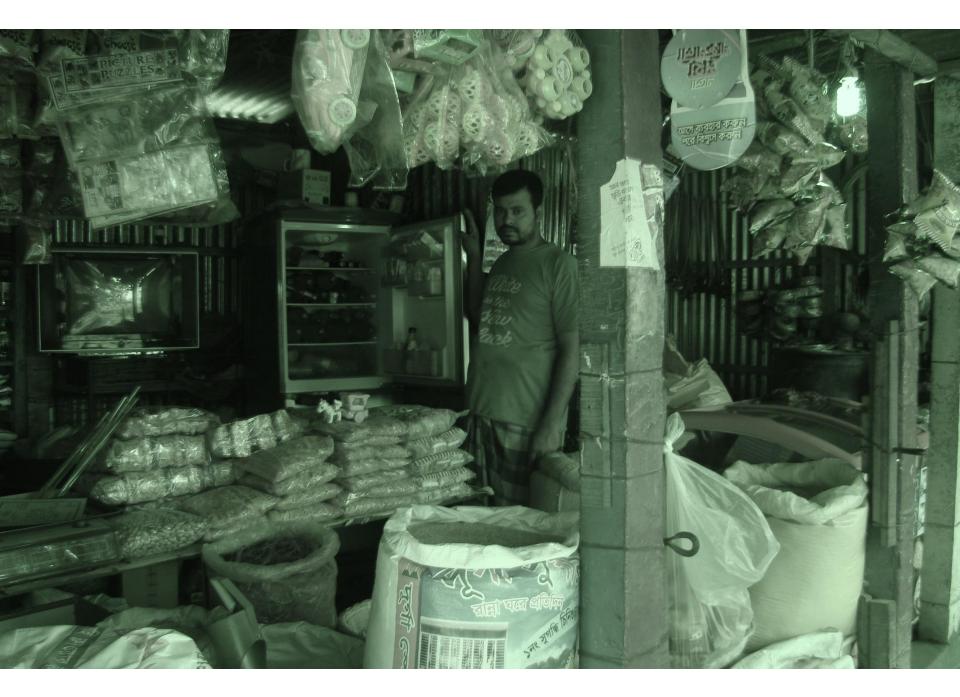






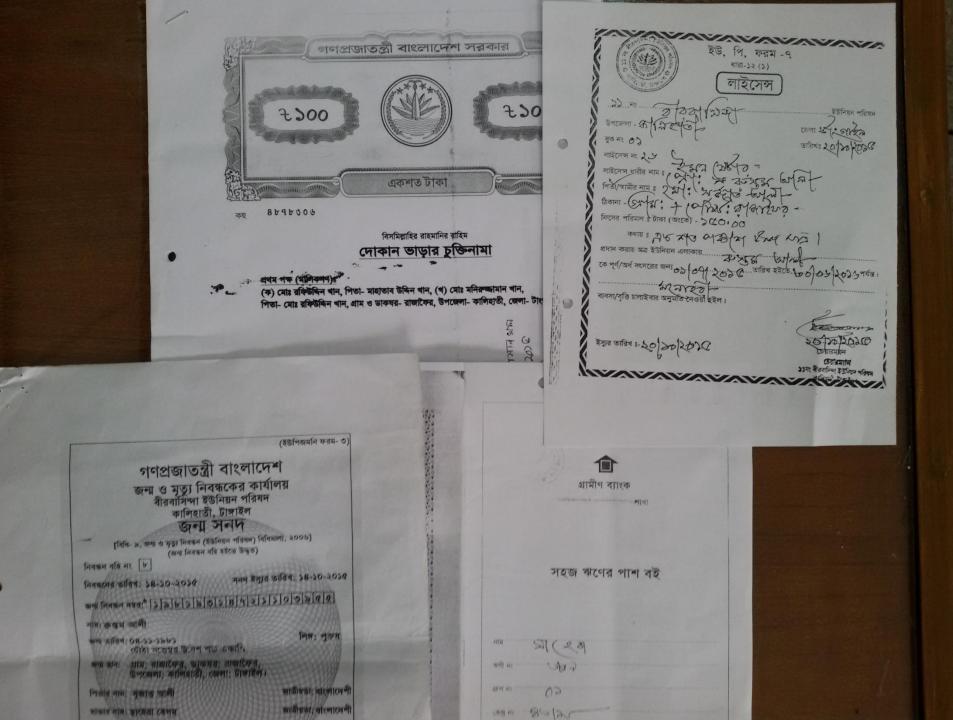












# **FAMILY PICTURE**

