

Proposed NU Business Name: Rajlakkhi & Raton Collection Business Category: Clothing, Footwear & Apparels



#### BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA

Name and address	:	<ul> <li>Jatish Kumar Mohanto</li> <li>Vill: Niamatpur, Union: 4 no Niamatpur, Post: Niamatpur</li> <li>Upazila: Niamatpur, District: Naogaon.</li> </ul>	
Age	:	23 Years	
Marital status	:	Married	
Children	•	Nil	
No. of siblings:	:	2 (two) Brothers and 2 (two) Sisters	
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	
Further Information: (v) Who pays GB loan installment (vi) Mobile lady (vii) Grameen Education Loan (viii) Any other loan	:	Entrepreneur's mother No Nil Nil	

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

Education, till to date	:	H.S.C
Present Occupation (Besides own business, i.e., pursuing further studies, other business etc.)	••	Nil
Business Experiences and Training Info (years of experience, if s/he received any on- hand training, formal training, work experience as an apprentice etc.)	:	02 (two) years experience is running his own cloth business. He started the business only with Tk. 70,000.  He has on hand training.
Other Own/Family Sources of Income	:	His father's income from agriculture and his mother's income govt. service holder.
Other Own/Family Sources of Liabilities	•	Nil
NU's Contract No.	:	01740044452
NU's National ID No.	:	19926416952000016
NU Project Source/Reference	:	Grameen Telecom Trust

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

- Kamola Rani is a GB member since April 27, 2011, at first she took GB loan BDT 8,000 (eight thousand).
- Gradually she took GB loan several times and utilized it for cultivation and mortgaging 8 (eight) katha land.
- Finally GB loan helped her to improve her economic condition and livelihood.

#### PROPOSED NOBIN UDYOKTA BUSINESS INFO

Business Name	:	Rajlakkhi & Raton Collection
Address/ Location	:	Niamatpur Bazar, Niamatpur, Naogaon.
Total Investment in BDT	:	Tk. 384,000
Financing	:	Self Tk. 209,000 (from existing business) Required Investment Tk. 175,000 (as equity)
Present salary/drawings from business	:	Taka 3,000 (three thousand)
Proposed Salary (estimates)	:	Taka 4,000 (four thousand)
Proposed Business Implementation Plan		
(i) % of present gross profit margin	:	On products 25%.
(ii) Estimated % of proposed gross profit margin	:	On products 25%.
(iii) In future risk mgt. plan (from fire, disaster etc.)	:	

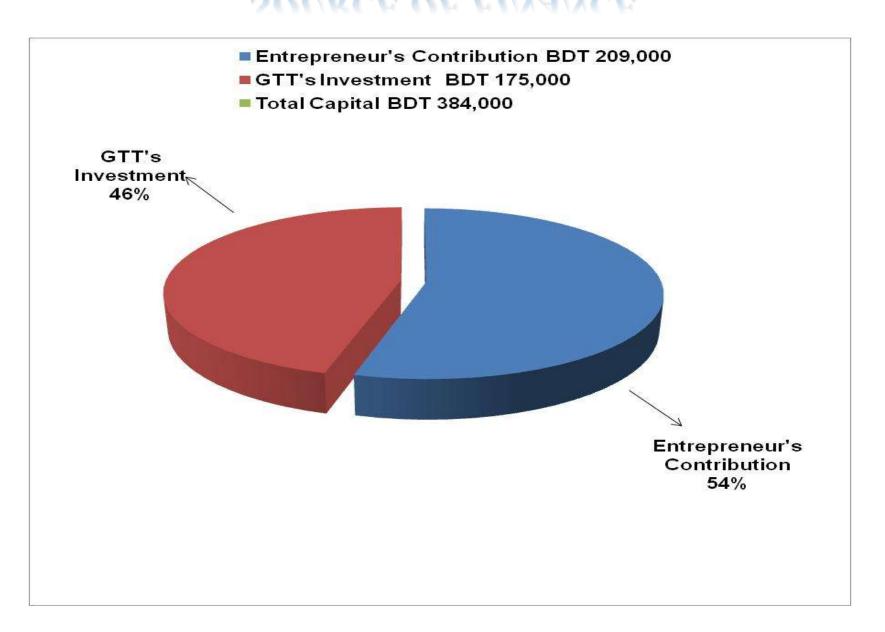
### INFO ON EXISTING BUSINESS OPERATIONS

Dortiouloro	EB (BDT)				
Particulars	Daily	Monthly	Yearly		
Sales income from products (A)	1,200	33,600	403,200		
Less: Cost of sales of products (B)	900	25,200	302,400		
Gross Profit (C) [C=(A-B)]	300	8,400	100,800		
Less: Operating Cost:					
Electricity bill		400	4,800		
Shop Rent		2,000	24,000		
Night Guard bill		40	480		
Mobile bill		500	6,000		
Conveyance		500	6,000		
Present Salary (Self)		3,000	36,000		
Other Cost (stationary & Entertainment etc.)		500	6,000		
Non Cash Item:			,		
Depreciation Expenses		106	1,270		
Total Operating Cost (D)		7,046	84,550		
Net Profit (C-D):		1,354	16,250		

#### PRESENT & PROPOSED INVESTMENT BREAKDOWN

Particula	Existing	Duanaaad	Total	
Existing	Proposed	(BDT)	Proposed (BDT)	(BDT)
	Sharee, gauge cloth, shirt, pant, three pics, frog and lungi etc	146,338	175,000	321,338
Cash in hand	6,827		6,827	
Debtors	14,705		14,705	
Creditors	(20,000)		(20,000)	
Investment in Machineries (bulk	3,140		3,140	
Decoration (fixture and fittings)	7,990		7,990	
Advance for shop		50,000		50,000
Total Cap	209,000	175,000	384,000	

#### SOURCE OF FINANCE



#### FINANCIAL PROJECTION OF NU BUSINESS PLAN

2	Year 1 (BDT)			Year 2 (BDT)			Year 3 (BDT)		
Particulars	Daily	Monthly	Yearly	Daily	Monthly	Yearly	Daily	Monthly	Yearly
Estimated sales income from products (A)	2,300	64,411	772,934	2,645	74,073	888,875	2,778	77,777	933,318
Less: Cost of sales of products (B)	1,725	48,308	579,701	1,984	55,555	666,656	2,083	58,332	699,989
Gross Profit (C) [C=(A-B)]	575	16,103	193,234	661	18,518	222,219	694	19,444	233,330
Less: Operating Cost:									
Electricity bill		500	6,000		600	7,200		600	7,200
Shop Rent		2,000	24,000		2,000	24,000		2,000	24,000
Night Guard bill		40	480		90	1,080		90	1,080
Mobile bill (SMS & Reporting)		700	8,400		750	9,000		750	9,000
Conveyance		1,000	12,000		1,500	18,000		1,500	18,000
Ownership Transfer Fee		1,167	7,000		1,167	14,000		1,167	14,000
Proposed Salary (Self)		4,000	48,000		4,500	54,000		4,500	54,000
Other Cost (stationary & Entertainment etc.)		700	8,400		900	10,800		1,100	13,200
Non Cash Item:									
Depreciation Expenses		106	1,270		106	1,270		106	1,270
Total Operating Cost (D)	_	10,213	115,550	-	11,613	139,350	-	11,813	141,750
Net Profit (C-D):	_	5,890	77,684	-	6,906	82,869	-	7,632	91,580
Retained Income			77,684			160,552			252,132

Note: 1. Agreed Grace Period: Six Months

2. Investment Payback Schedule: Quarterly installment including ownership transfer fee from the date of chaque deposited in NU's business account.

# CASH FLOW PROJECTION ON BUSINESS PLAN (REC. & PAY.)

SI#	Particulars	Year 1 (BDT)	Year 2 (BDT)	Year 3 (BDT)
1.0	Cash Inflow			
1.1	Investment Infusion by Investor	175,000	_	-
1.2	Net Profit (ownership tr. Fee added back)	84,684	96,869	105,580
1.3	Depreciation Expenses	1,270	1,270	1,270
1.4	Opening Balance of Cash Surplus	_	43,954	58,092
	Total Cash Inflow	260,954	142,092	164,942
2.0	Cash Outflow			
2.1	Product Purchase	175,000	_	-
2.2	Investment Payback including Ownership Transfer Fee	42,000	84,000	84,000
	Total Cash Outflow	217,000	84,000	84,000
3.0	Total Cash Surplus	43,954	58,092	80,942

### SWOT ANALYSIS

STRENGTH  Present employment: Self: 01 Family: 01 (brother) Others (beyond family): 0  Future employment: 0 Trade license of business in his own name Maintain books of record Experience: 2 Yrs.	Weakness ☐ Can not supply goods according to demand.
OPPORTUNITIES  Location of shop; Increase of demand The capital of Entrepreneur will be Tk. 461,132 after 3 years excluding payback of investor's money.	THREATS  Local Competition;

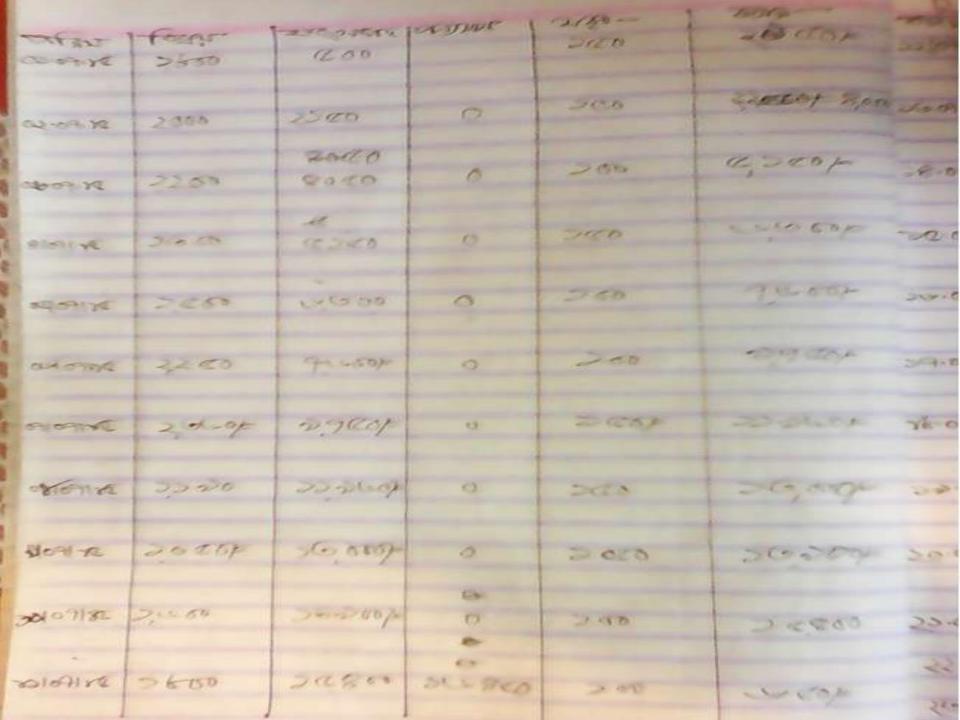
Presented at 10<sup>th</sup> In-house Executive Social Business Design Lab on August 20, 2015 at Grameen Telecom Trust Premises

Thank you

# Pictures



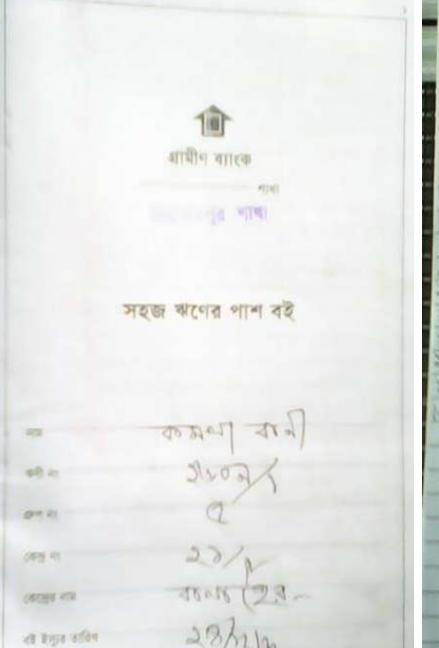




পরিশিষ্ট-১৩ উপজেলাঃ নিয়ামতপুর, নওগা। ইউপি ফরম-১৩ লাইসেন্স ফি আদায় রেজিষ্ট্রার অর্থ বৎসর লাইসেন্স মুড়িপত্র 1509 ৪নং নিয়ামতপুর ইউনিয়ন পরিষদ নিয়ামতপুর, থানা/ উপজেলা নওগাঁ জেলা বই নম্বর 2603 লাইসেন্স নম্বর ঠিকানা -তারিখ পর্যন্ত বৈধ

তातियः २२।०१।> ६

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#### গণপ্রজাতন্ত্রী বাংলাদেশ সরকার

Government of the People's Republic of Bangladesh

NATIONAL ID CARD / জাতীয় পরিচয় পত্র



নাম: যতীশ কুমার মহস্ত

Name: Jatish Kumar Mohanto

পিতা: রতন কুমার দাস

**गा**ठा: कमनी दानी

Date of Birth: 30 Dec 1992

ID NO: 19926416952000016

এই কার্ডটি গণপ্রজাতন্ত্রী বাংলাদেশ সরকারের সম্পত্তি। কার্ডটি ব্যবহারকারী ব্যতীত অন্য কোথাও পাওয়া গেলে নিকটস্থ পোস্ট অফিসে জমা দেবার জন্য অনুরোধ করা হলো।

ঠিকানা: বাসা/হোভিং: ..., গ্রাম/রাজ্ঞা: নিয়ামতপুর, নিয়ামতপুর, ডাকঘর: নিয়ামতপুর - ৬৫২০, নিয়ামতপুর, নওগা

(MAS)

প্রদানকারী কর্তৃপক্ষের স্বাক্ষর

প্রদানের তারিখ: ০২/১০/২০১৩



## Thank You