

Proposed NU Business Name : Sumiya Traders Business Category: General, retail & wholesale



Business Proposal Prepared: Naznin Akther Verified by: Mohammed Anwar Hossain

BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA

Name and address	:	Md. Shahinur Rahman Vill: Kismat Doulatpur, Union: 16 no. Nurgun, Post: Doulatpur, Upazila: Thakurgaon Sadar, District: Thakurgaon
Age	:	25 years
Marital status	-	Married
Children	-	01 (One) Daughter
No. of siblings:	:	02 (Two) Brothers and 02 (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 Father Mother Father Mst. Sahera Banu Md. Abdul Based <i>Branch</i> : Jagannathpur, Thakurgaon, <i>Centre # 07/</i> mo, <i>Loan no.: 1254,</i> Member since February 10, 2005 First Ioan: Tk. 5,000 Existing Ioan: Tk. 50,000, Outstanding Ioan: Tk. 13,048
Further Information: (v) Who pays GB loan installment (vi) Mobile lady (vii) Grameen Education Loan (viii) Any other loan	:	Entrepreneur's father No Nil Nil

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

Education, till to date	:	Class Eight
Present Occupation (Besides own business, i.e., perusing further studies, other business etc.)	:	Nil
Business Experiences and Training Info (years of experience, if s/he received any on- hand training, formal training, working experience as an apprentice etc.)	:	02 (Two) years experiences is running his own business. He started the business with BDT 75,000 (Seventy five thousand). He has 02 (Two) years working experiences as a garment worker in a sweater factory (Dhaka).
Other Own/Family Sources of Income	:	His father's income from Agriculture.
Other Own/Family Sources of Liabilities	:	Nil
NU's Contact No.	:	01723173814
NU's National ID No.	:	19919419463020211
NU Project Source/Reference	:	Grameen Telecom Trust

BRIEF HISTORY OF GB LOAN UTILIZATION BY FAMILY

- Mst. Sahera Banu is a GB member since February 10, 2005 at first she took GB loan BDT 5,000 (Five thousand).
- Gradually she took GB loan several times and utilized it for cultivation.
- Finally GB loan helped her to improve economic condition and livelihood.

PROPOSED NOBIN UDYOKTA BUSINESS INFO

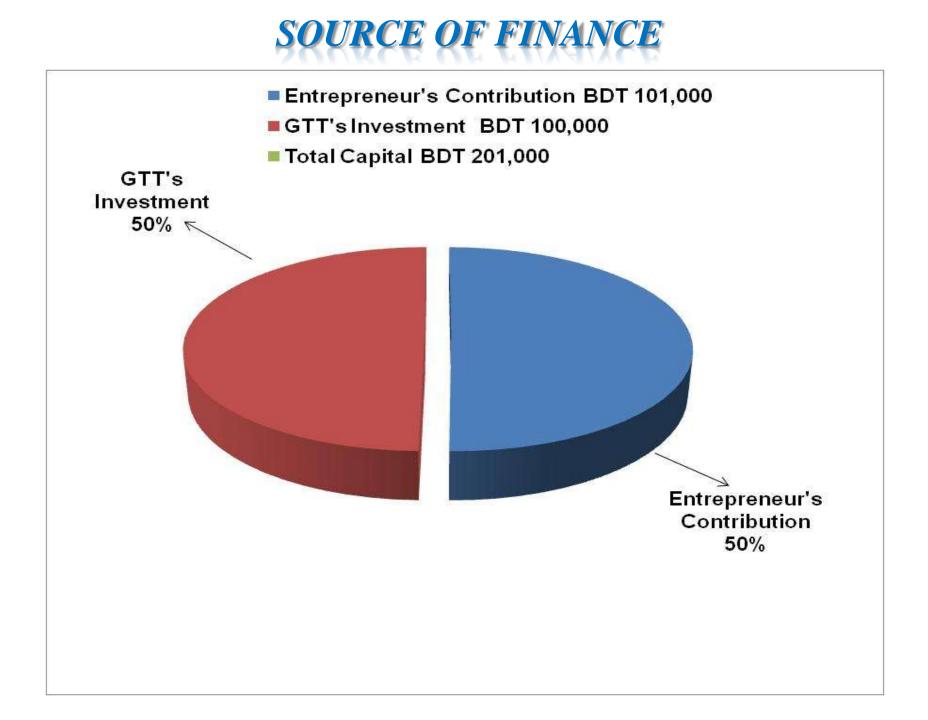
Business Name	:	Sumiya Traders
Address/ Location	:	Khucha bari bazar, Thakurgaon sader, Thakurgaon.
Total Investment in BDT	:	Tk. 201,000
Financing	••	Self Tk. 101,000 (from existing business) Required Investment Tk. 100,000 (as equity)
Present salary/drawings from business	:	BDT 4,000 (Four Thousand)
Proposed Salary	:	BDT 4,500 (Four Thousand five hundred)
Proposed Business Implementation Plan		
(i) % of present gross profit margin	:	On products 10%
(ii) Estimated % of proposed gross profit margin	:	On products 10%
(iii) In future risk mgt. plan (from fire, disaster etc.)	:	



		EB (BDT)				
Particulars	Daily	Monthly	Yearly			
Sales income from products (different types of jute sack, plastic sack, jute bag and plastic bag etc) (A)	3,000	84,000	1,008,000			
Less: Cost of sales of products (product purchase) (B)	2,700	75,600	907,200			
Gross Profit (C) [C=(A-B)]	300		100,800			
Less: Operating Cost:						
Electricity bill		250	3,000			
Generator bill		150	1,800			
Shop Rent		900	10,800			
Mobile bill		200	2,400			
Night Guard bill		50	600			
Present Salary (Self & family)		4,000	48,000			
Other Cost (stationary & Entertainment etc.)		700	8,400			
Non Cash Item:			_ , _ ,			
Depreciation Expenses		16	198			
Total Operating Cost (D)		6,266				
Net Profit (C-D):		2,134	25,603			



Particulars			Proposed (BDT)	Total (BDT)	
Existing	Proposed		()	()	
Investment in products (different types of jute sack, plastic sack, jute bag and plastic bag etc)	54,004	100,000	154,004		
Investment in Equipments (bulb and fa	850		850		
Cash in hand				5,446	
Decoration (fixture and fittings)				700	
Advance for shop				40,000	
Total Capital			100,000	201,000	



FINANCIAL PROJECTION OF NU BUSINESS PLAN

Particulars		Year 1 (BDT)			Year 2 (BDT)			Year 3 (BDT)		
		Monthly	Yearly	Daily	Monthly	Yearly	Daily	Monthly	Yearly	
Estimated sales income from products (different types of jute sack, plastic sack, jute bag and net bag etc) (A)	4,400	123,211	1,478,534	5,192	145,389	1,744,671	5,712	159,928	1,919,138	
Less: Cost of sales of products (product purchase) (B)	3,960	110,890	1,330,681	4,673	130,850	1,570,204	5,141	143,935	1,727,224	
Gross Profit (C) [C=(A-B)]	440	12,321	147,853	519	14,539	174,467	571	15,993	191,914	
Less: Operating Cost:										
Electricity bill		400	4,800		500	6,000		600	7,200	
Generator bill		200	2,400		250	3,000		300	3,600	
Shop Rent		900	10,800		1,200	14,400		1,200	14,400	
Mobile bill (SMS & Reporting)		500	6,000		500	6,000		500	6,000	
Night Guard bill		100	1,200		150	1,800		150	1,800	
Bank Charge (DD, PO, SC)		45	270		45	540		45	540	
Ownership Transfer Fee		667	4,000		667	8,000		667	8,000	
Proposed Salary (Self & family)		4,500	54,000		5,000	60,000		5,500	66,000	
Other Cost (stationary & Entertainment etc.)		900	10,800		1,100	13,200		1,300	15,600	
Non Cash Item:										
Depreciation Expenses		16	198		16	198		16	198	
Total Operating Cost (D)		8,228	94,468	-	9,428	113,138		10,278	123,338	
Net Profit (C-D):	-	4,093	53,386		5,111	61,330		5,715	68,576	
Retained Income			53,386			114,715			183,292	

Notes: 1. Agreed Grace period: Six months

2. Investment Payback schedule: Quarterly installment would also include ownership transfer fee from the date of cheque 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	100,000	_	-
1.2	Net Profit (ownership tr. Fee added back)	57,386	69,330	76,576
1.3	Depreciation Expenses	198	198	198
1.4	Opening Balance of Cash Surplus	_	33,583	55,110
	Total Cash Inflow	157,583	103,110	131,884
2.0	Cash Outflow			
2.1	Product Purchase	100,000	-	-
2.2	Investment Payback including Ownership Transfer Fee	24,000	48,000	48,000
	Total Cash Outflow	124,000	48,000	48,000
3.0	Total Cash Surplus	33,583	55,110	83,884

SWOT ANALYSIS

 STRENGTH Present employment: Self: 01 Family: 01 (brother) Others (beyond family): 0 Future employment:0 Trade License in his own name; He has on hand training; Skilled and working experiences (4years); 	WEAKNESS Can not supply goods as per demand.
OPPORTUNITIES Location of Shop; Have some fixed customers (Retail & Wholesale); Increasing demand; The Capital of the entrepreneur will be BDT 284,292 after 3 years excluding payback of investor's money.	T _{HREATS} Increase of local competitors;

Presented at 146th as Yunus Centre and 24th In-house Executive Social Business Design Lab (GTT) on December 07, 2015 at Grameen Telecom Trust Premises

Thank you

Pictures









ষ্ঠত্ত পি ফরম- ১৩ ৭নং জগনাথপুর ইউনিয়ন পরিষদ ज्यायक नह¹56 ড লাইসেন্স বহি নং- 02 তাবিশহ লাইসেন্স নম্বর-205 ব্যবসা ও প্রতিষ্ঠানের নাম नाइरमनधातीत नाम (भाद आपर र भूम) Barrin - a maran and - about 20 -পেশার ধরণ ও অবস্থান SU (LYLOGN তারিখ পর্যন্ত বৈধ यि अमात्मन अनिमान = 200 € होका(52 37 প্রাপ্ত হয়ে তার ব্যবসা/ বৃত্তি / পেশা তাম্য বি বিসম চালিয়ে যাবার জন্য এই লাইসেন্স প্রদান করা হলো।

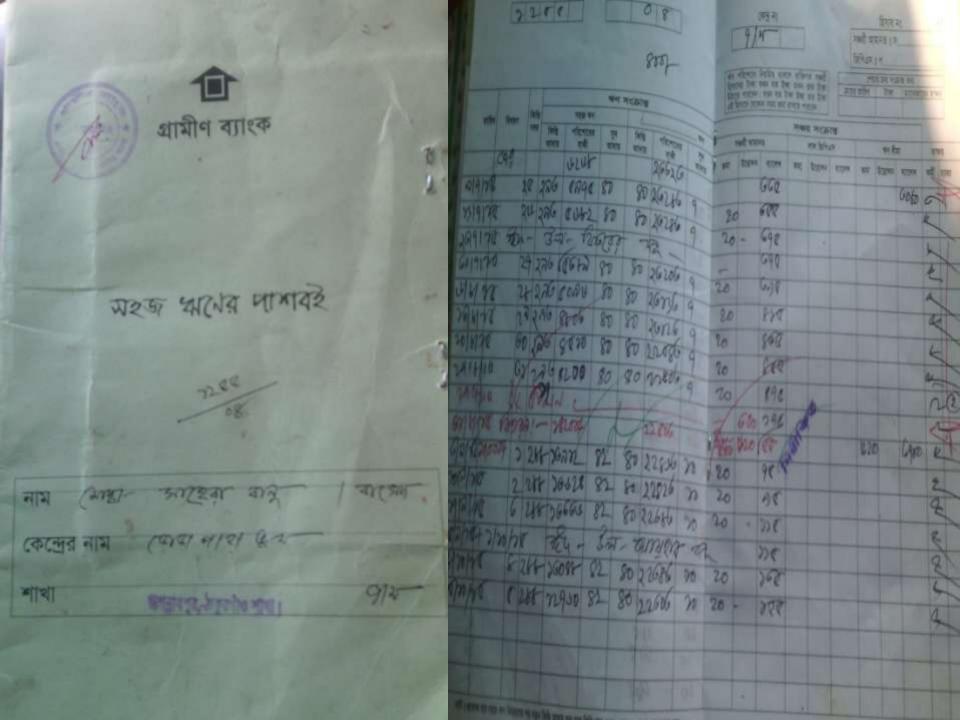


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(सन्द्र निवसन गरि ग्रहेरत विकृत) निवसन गरि नः 08 निवसन गरिन : सन् जन्म जन्म जन्म विग्रान गरिन : सन् जन्म

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গণপ্রজাতন্ত্রী বাংলাদেশ

Thank You