### **Proposed NU Business Name: VANDARY TRADERS**



Project identification and prepared by: Md. Anu bakker Siddik,,
Dakshinkhan Unit, Dhaka

Project verified by: MD. Rofiqul Islam



Brief Bio of The Proposed Nobin Udyokta				
Name	:	Md. Monjur Morshed		
Age	••	12-12-1988 (27 Years)		
Education, till to date	••	BBS		
Marital status	:	Married		
Children	•			
No. of siblings:	••	3 Brother, 1 Sisters		
Address	••	Vill: Namapara Chandraati, P.O: Khilkhat, P.S: Dakshinkhan, Dist: Dhaka		
Parent's and GB related Info		Mother Father		
(i) Who is GB member	:	Most. Honufa Begum		
(ii) Mother's name	:	MD. Asaduzzaman Marfath		
(iii) Father's name	:	Branch: Dakkinkhan, Centre # 76 (Female),		
(iv) GB member's info	:	Member ID: 8304/4, Group No: 05		
		Member since: 11-09-2010(5 Years)		
		First loan: 10000 taka.		
		Existing Loan: 20000, Outstanding loan: 10000		
Further Information:		Father		
(v) Who pays GB loan installment	:	No		
(vi) Mobile lady	:	No		
(vii) Grameen Education Loan	:	No		
(viii) Any other loan like GB, BRAC ASA etc	:			

### 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	:	Nill
Other Own/Family Sources of Liabilities	:	None
Entrepreneur Contact No.	:	01911-325577
Mother's Contact No.	:	01918-523275
NU Project Source/Reference	:	Grameen Shakti Samajik Byabosha Ltd. Dakshinkhan Unit, Dhaka

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

Most. Honufa Begum joined Grameen Bank since 5 years ago. At first she took 10,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

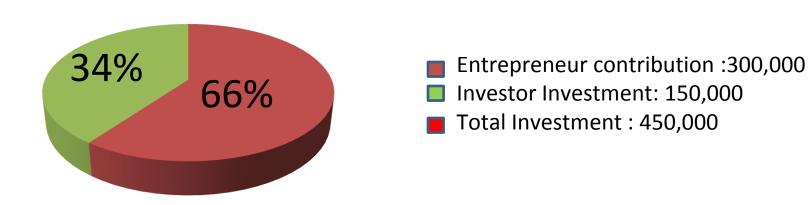
Proposed Nobin Udyokta Business Info			
Business Name	:	Vandary Traders	
Location	:	AD Plaza, Thana Moor, Dakshinkhan, Dhaka	
Total Investment in BDT	:	BDT 450,000	
Financing	:	Self BDT 300,000 (from existing business) 66%	
		Required Investment BDT 1,50,000 (as equity)34%	
Present salary/drawings from business (estimates)	:	BDT 5,000	
Proposed Salary	:	BDT 5,000	
Size of shop	:	14 ft x 14 ft= 196 square ft	
Security of the shop	:	BDT 300,000	
Implementation	:	<ul> <li>■The business is planned to be scaled up by investment in existing goods like; Rece, Pulse, Oil, Sugar, Flour, Soap, wheel powder, milk, biscuit, , Mastered oil, brush , coconut oil, Powder, spicy, mahadi, tissue, nodules, shampoo, chanature, vimber, Cosmetics, soft drinks, face wash, etc.</li> <li>■Average 10% gain on sales.</li> <li>■The business is operating by entrepreneur. Existing no employee. One Employee Will be Appointed.</li> <li>■The shop is rented.</li> <li>■Collects goods from Tongi bazer.</li> <li>■Agreed grace period is 4 months.</li> </ul>	

# **Existing Business (BDT)**

Particular	Daily	Monthly	Yearly
Revenue (sales)			
Grocery and Confectionary Item	6,500	195,000	2,340,000
Total Sales (A)	6,500	195,000	2,340,000
Less. Variable Expense			
Grocery and Confectionary Item	5,850	175,500	2,106,000
Total variable Expense (B)	5,850	175,500	2,106,000
Contribution Margin (CM) [C=(A-B)	650	19,500	234,000
Less. Fixed Expense			
Rent		4,000	48,000
Electricity Bill		600	7,200
Entertainment		500	6,000
Transportation		2,000	24,000
Mobile bill		500	6,000
Salary (Self)		5,000	60,000
Guard		100	1,200
Others		150	1,800
Total fixed Cost (D)		12,850	154,200
Net Profit (E) [C-D)		6650	79,800

Investment Breakdown					
Particulars	Existing	Proposed	Proposed Total		
Rice 95*1900	180,500	80,000	260,500		
Pulse 5*2000	10,000	8,000	18,000		
Oil 1*14700	14700	15000	29,700		
Sugar 5*1780	8,900	9,000	17,900		
Flour 5*1120	5600	4000	9,600		
Soap800*25	20000	0	20,000		
wheel powder, milk, biscuit, , Mastered oil, brush , coconut oil, Powder, spicy, mahadi, tissue, nodules, shampoo, chanature, vimber, Cosmetics, soft drinks, face wash, etc.	30,300	34,000	64,300		
Fridge	30,000		30,000		
Total	300,000	150,000	450,000		

### **Source of Finance**



Financial Projection (BDT)					
Particular	Daily	Monthly	1st Year	2nd Year	
Revenue (sales)					
Grocery and Confectionary Item	9,000	270,000	3,240,000	3,402,000	
Total Sales (A)	9,000	270,000	3,240,000	3,402,000	
Less. Variable Expense					
Grocery and Confectionary Item	8,100	243,000	2,916,000	3,061,800	
Total variable Expense (B)	8,100	243,000	2,916,000	3,061,800	
Contribution Margin (CM) [C=(A-B)	900	27,000	324,000	340,200	
Less. Fixed Expense					
Rent		4,000	48,000	48,000	
Electricity Bill		600	7,200	7,200	
Entertainment		1000	12,000	12,500	
Transportation		2,500	30,000	31,000	
Mobile bill		700	8,400	9,000	
Salary (Self)		5,000	60,000	60,000	
Guard		100	1,200	1,200	
Others		150	1,800	1,800	
Salary (Staff)		3,000	36,000	36,000	
Non cash Item:					
Fridge		500	6000	6000	
Total Fixed Cost		15,550	184,600	188,700	
Net Profit (E) [C-D)		11450	137400	151500	
Investment Payback			90,000	90,000	

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

SI#	Particulars	Year 1 (BDT)	Year 2 (BDT)
1	Cash Inflow		
1.1	Investment Infusion by Investor	150,000	
1.2	Net Profit	137400	151500
1.3	Depreciation (Non cash item)	6000	6000
1.4	Opening Balance of Cash Surplus		53400
	Total Cash Inflow	293400	180900
2	Cash Outflow		
2.1	Purchase of Product	100,000	
2.2	Payment of GB Loan		
2.2	Investment Pay Back (Including Ownership		
2.3	Tr. Fee)	90,000	90,000
	Total Cash Outflow	240,000	90,000
3	Net Cash Surplus	53400	90900

### SWOT ANALYSIS

# Strength

Employment: Self: 01 Family:0 Others:1

Experience & Skill: 3 Years Quality goods & services;

Skill and experience;

# WEAKNESS

Lack of Capital/Investment

# **O**PPORTUNITIES

Huge demand in the community Location of shop; Regular customers;

### THREATS

Theft

Fire

Political unrest

# Pictures



















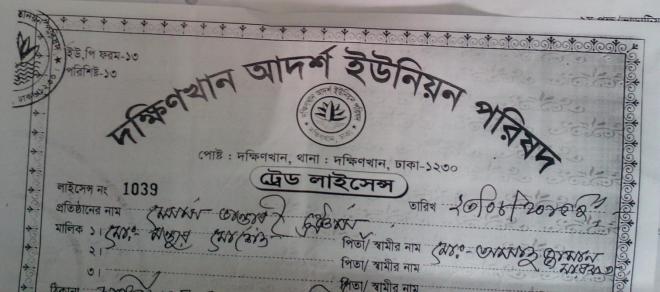
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বিস্মিল্লাহির রাহমানির রাহিম

#### দোকান ঘরের মাসিক ভাড়ার চুক্তিনামা দলিল

মোঃ আমির হোসেন, পিতা-মৃত জয়নাল আবদীন, সাং-দক্ষিণখান বাজার, ডাকঘর- দক্ষিণখান, খানা- দক্ষিণখান, জেলা-ঢাকা-১২৩০। জাতীয়তা- বাংলাদেশী, ধর্ম- ইসলাম, পেশা- ব্যবসা।
১ম পক্ষ/মালিক

মোঃ মনজুর মোরশেদ, পিতা- মোঃ আসাদুজ্জামান মারফত, সাং-০৭, আইনুসবাগ, ডাকঘর-দক্ষিণখান, থানা- দক্ষিণখান, জেলা-ঢাকা-১২৩০। জাতীয়তা- বাংলাদেশী, ধর্ম- ইসলাম,



# **FAMILY PICTURE**

