## Proposed NU Business Name: AL AMIN VARIETIES STORE



Project identification and prepared by: Md Ebadat Hossain. Jamurkee Unit, Tangail

Project verified by: Md. Mizanur Rahman Patwary


Brief Bio of The Proposed Nobin Udyokta

| Name | $:$ | MD AL AMIN |
| :--- | :--- | :--- |
| Age | $:$ | 02-11-1996 (19 Years) |
| Education, till to date | $:$ | SSC Pass |
| Marital status | $:$ | Single |
| Children | $:$ | N/A |
| No. of siblings: | $:$ | 1 Brother \& 1 Sister |
| Address | Vill: Mother Kol, P.O: Delduar, P.S: Delduar, Dist: Tangail |  |
| Parent's and GB related Info | $:$ |  |
| (i) Who is GB member | $:$ | Mother |
| (ii) Mother's name | REHENA AKTER |  |
| (iii) Father's name |  |  |
| (iv) GB member's info | MD HABIBUR RAHMAN |  |
|  | Branch: Delduar, Centre \# 11 (Male), |  |
|  | Member ID: 4162, Group No: 07 |  |
|  | Member since: 13-05-2002 (13 Years) |  |
| Further Information: | First loan: BDT 8,000/- |  |
| (v) Who pays GB loan installment | $:$ Existing loan: BDT 1,50,000/-, Outstanding loan: BDT 4,600/- |  |
| (vi) Mobile lady | Father |  |
| (vii) Grameen Education Loan | No |  |
| (viii) Any other loan like GB, | No |  |
| BRAC ASA etc.. | No |  |

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

| Present <br> Occupation(Besides own <br> business, i.e., persuading <br> further studies, other <br> business etc.) | $:$ | Nil |
| :--- | :--- | :--- |
| Business Experiences and <br> Training Info | $:$ | Eight years experience in running business. |
| Other Own/Family Sources <br> of Income | $:$ | Agriculture |
| Other Own/Family Sources <br> of Liabilities | $:$ | Nil |
| Entrepreneur Contact No. | $:$ | $01934-940663$ |
| Mother's Contact No. | $:$ | - |
| NU Project <br> Source/Reference | $:$ | Grameen Shakti Samajik Byabosha Ltd. Jamurkee Unit, Dhaka |

## BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

REHENA AKTER joined Grameen Bank since 13 years ago. At first she took 8,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in agriculture.

## Proposed Nobin Udyokta Business Info

| Business Name | $:$ | AL AMIN VARIETIES STORE |
| :--- | :--- | :--- |
| Location | $:$ | Deldular, Uttar Bazaar, Tangail |
| Total Investment in BDT | $:$ | BDT 1,53,000/- |
| Financing | $:$Self BDT 73,000/- (from existing business) 48\% <br> Required Investment BDT 80,000/- (as equity) 52\% |  |
| Present salary/drawings <br> from business (estimates) | $:$ | BDT 5,000 |
| Proposed Salary | $:$ | BDT 5,000 |
| Size of shop | $:$ | 12 ft x 15 ft= 180square ft |
| Security of the shop | $:$ | - |
| Implementation | -The business is planned to be scaled up by investment in <br> existing goods like; Rice, Pulse, Flour, Soap, Biscuit etc. <br> -Average 15\% gain on sale. <br> -The business is operating by entrepreneur. Existing no <br> employee. <br> -The shop is owned. <br> -Collects goods from company. <br> -Agreed grace period is 4 months. |  |

## Existing Business (BDT)

| Particular | Daily | Monthly | Yearly |
| :--- | ---: | ---: | ---: |
| Revenue (sales) |  |  |  |
| Grocery Item | 2,950 | 88,500 | $1,062,000$ |
| Total Sales (A) | $\mathbf{2 , 9 5 0}$ | $\mathbf{8 8 , 5 0 0}$ | $\mathbf{1 , 0 6 2 , 0 0 0}$ |
| Less. Variable Expense |  |  |  |
| Grocery Item | 2,508 | 75,225 | 902,700 |
| Total variable Expense (B) | $\mathbf{2 , 5 0 8}$ | $\mathbf{7 5 , 2 2 5}$ | $\mathbf{9 0 2 , 7 0 0}$ |
| Contribution Margin (CM) [C=(A-B) | $\mathbf{4 4 3}$ | $\mathbf{1 3 , 2 7 5}$ | $\mathbf{1 5 9 , 3 0 0}$ |
| Less. Fixed Expense |  |  |  |
| Electricity Bill |  | 1,600 | 19,200 |
| Mobile Bill |  | 150 | 1,800 |
| Salary (self) |  | 5,000 | 60,000 |
| Transportation |  | 200 | $\mathbf{2 , 4 0 0}$ |
| Entertainment |  | 200 | $\mathbf{2 , 4 0 0}$ |
| Guard |  | 150 | 1,800 |
| Total fixed Cost (D) |  | $\mathbf{7 , 3 0 0}$ | $\mathbf{8 7 , 6 0 0}$ |
| Net Profit (E) [C-D) |  | $\mathbf{5 , 9 7 5}$ | $\mathbf{7 1 , 7 0 0}$ |

Investment Breakdown

| Particulars | Existing | Proposed | Proposed Total |
| :--- | ---: | ---: | ---: |
| Rice $(1 \times 1600)$ | 1,600 | 8,000 | 9,600 |
| Ice-cream | 10,000 | 10,000 | 20,000 |
| Soft Drinks | 10,000 | 10,000 | 20,000 |
| Biscuit | 5,000 | 5,000 | 10,000 |
| Cosmetics | 15,000 | 10,000 | 25,000 |
| Salt, Soap, Coil Chips, Milk etc | 13,400 | 37,000 | 50,400 |
| Fridge | 18,000 | - | 18,000 |
| Total | $\mathbf{7 3 , 0 0 0}$ | $\mathbf{8 0 , 0 0 0}$ | $\mathbf{1 5 3 , 0 0 0}$ |

## Source of Finance



■ Entrepreneur's Contribution 73,000
■ Investor's Investment 80,000
■ Total 153,000

Financial Projection (BDT)

| Particular | Daily | Monthly | 1st Year | 2nd Year |
| :--- | ---: | ---: | ---: | ---: |
| Revenue (sales) |  |  |  |  |
| Grocery Item | 4,500 | 135,000 | $1,620,000$ | $1,701,000$ |
| Total Sales (A) | $\mathbf{4 , 5 0 0}$ | $\mathbf{1 3 5 , 0 0 0}$ | $\mathbf{1 , 6 2 0 , 0 0 0}$ | $\mathbf{1 , 7 0 1 , 0 0 0}$ |
| Less. Variable Expense |  |  |  |  |
| Grocery Item | 3,825 | 114,750 | $1,377,000$ | $1,445,850$ |
| Total variable Expense (B) | $\mathbf{3 , 8 2 5}$ | $\mathbf{1 1 4 , 7 5 0}$ | $\mathbf{1 , 3 7 7 , 0 0 0}$ | $\mathbf{1 , 4 4 5 , 8 5 0}$ |
| Contribution Margin (CM) [C=(A-B) | $\mathbf{6 7 5}$ | $\mathbf{2 0 , 2 5 0}$ | $\mathbf{2 4 3 , 0 0 0}$ | $\mathbf{2 5 5 , 1 5 0}$ |
| Less. Fixed Expense |  |  |  |  |
| Electricity Bill |  | 1,600 | 19,200 | 19,200 |
| Mobile Bill |  | 250 | 3,000 | 4,000 |
| Salary (self) |  | 5,000 | 60,000 | 60,000 |
| Transportation |  | 300 | 3,600 | 5,500 |
| Entertainment |  | 200 | 2,400 | 3,000 |
| Guard |  | 150 | 1,800 | 2,000 |
| Non Cash Item |  |  |  |  |
| Depreciation |  | $\mathbf{7 , 8 0 0}$ | $\mathbf{3 , 6 0 0}$ | 3,600 |
| Total Fixed Cost |  | $\mathbf{1 2 , 4 5 0}$ | $\mathbf{1 4 9 , 4 0 0}$ | $\mathbf{1 5 7 , 8 5 0}$ |
| Net Profit (E) [C-D) |  |  | $\mathbf{4 8 , 0 0 0}$ | $\mathbf{4 8 , 0 0 0}$ |
| Investment Payback |  |  |  |  |

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

| SI \# | Particulars | Year 1 (BDT) | Year 2 (BDT) |
| :---: | :--- | ---: | ---: |
| $\mathbf{1}$ | Cash Inflow |  |  |
| 1.1 | lnvestment Infusion by Investor | 80,000 |  |
| 1.2 | Net Profit | 149,400 | 157,850 |
| 1.3 | Depreciation (Non cash item) | 3,600 | 3,600 |
| 1.4 | Opening Balance of Cash Surplus |  | 105,000 |
|  | Total Cash Inflow | $\mathbf{2 3 3 , 0 0 0}$ | $\mathbf{2 6 6 , 4 5 0}$ |
| $\mathbf{2}$ | Cash Outflow |  |  |
| 2.1 | Purchase of Product | $\mathbf{8 0 , 0 0 0}$ |  |
| 2.2 | Payment of GB Loan |  |  |
|  | lnvestment Pay Back (Including Ownership |  |  |
| 2.3 | Tr. Fee) | $\mathbf{4 8 , 0 0 0}$ | $\mathbf{4 8 , 0 0 0}$ |
|  | Total Cash Outflow | $\mathbf{1 2 8 , 0 0 0}$ | $\mathbf{4 8 , 0 0 0}$ |
| $\mathbf{3}$ | Net Cash Surplus | $\mathbf{1 0 5 , 0 0 0}$ | $\mathbf{2 1 8 , 4 5 0}$ |

## SWOT ANALYSIS

|  | LTRENGTH |
| :--- | :--- |
| Employment: Self: 01 Family:0 Others:0, |  |
| Experience \& Skill : 08 Years |  |
| Quality goods \& services; |  |
| Skill and experience; |  |$\quad$ Lack of Capital/Investment

## Pictures










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## नाँचलन

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FAMILY PICTURE


