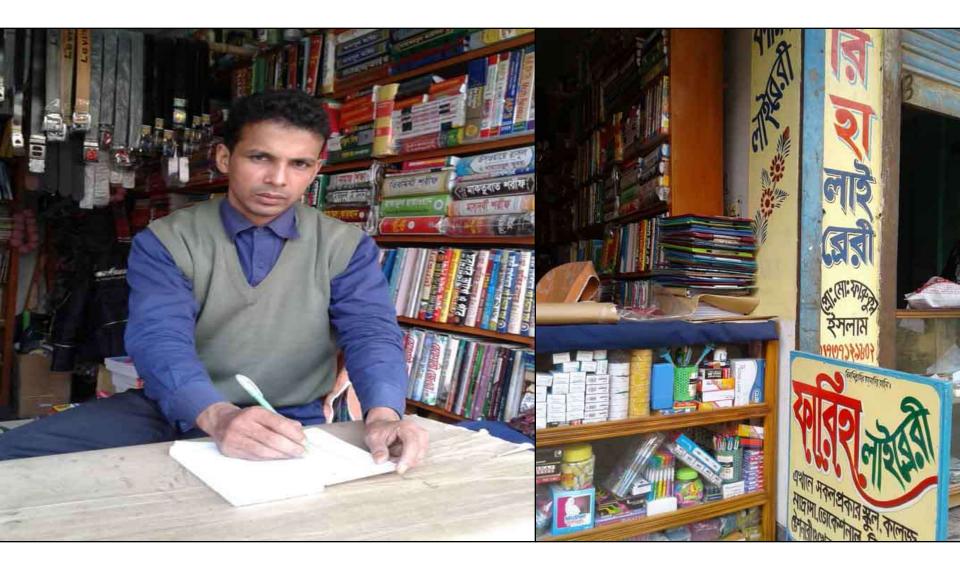


Proposed NU Business Name: Fariha Jahan Library Business Category: General Retail & Wholesale



Business Proposal Prepared & Verified by: Fahina Yesmin Happy

BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA

Name and address	:	Md. Farukul Islam Vill: Dhonaruha Poschim Para, Union: 03 no. Saghata, Post: Khamar Dhonaruha, Upazila: Saghata, District: Gaibandha.
Age	:	33 years
Marital status	:	Married
Children	:	01 (One) Daughter.
No. of siblings:	:	05 (Five) 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
Further Information: (v) Who pays GB loan installment (vi) Mobile lady (vii) Grameen Education Loan (viii) Any other loan	: : :	N/A No Nil Nil

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

Education, till to date	:	Degree (Political Science)
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.)	:	01 (One) year experiences is running his own business. He started the business with BDT 400,000. (Four lac). He has on hand training from his brother's library business (13Yrs)-During his education period.) Entrepreneur is maintaining 05 (Five) D.P.S of Tk. 300/- 200/-, 200/-, 300/-, 300/- Per month from the earning of his present business income (Fariha Jahan Library).
Other Own/Family Sources of Income	:	His elder brother's income from business (Library Shop), another 02 (Two) brother's income from Job (College-Teacher) and agriculture.
Other Own/Family Sources of Liabilities	:	Nil
NU's Contact No.	:	01737129802
NU's National ID No.	:	3218895110561
NU Project Source/Reference	:	Grameen Telecom Trust

BRIEF HISTORY OF GB LOAN UTILIZATION BY FAMILY

- Mst. Rohima Begum is a GB member since November 08,
 2010 at first she took GB loan BDT 5,000 (Five thousand).
- Successively several times she utilized GB loan for cultivation purposes and household purposes.
- Finally GB loan helped her to improve economic condition and livelihood.

PROPOSED NOBIN UDYOKTA BUSINESS INFO

Business Name	:	Fariha Jahan Library
Address/ Location	:	Saghata bazar, Gaibandha.
Total Investment in BDT	:	Tk. 637,000
Financing	:	Self Tk. 467,000 (from existing business) Required Investment Tk. 170,000 (as equity)
Present salary/drawings from business	:	BDT 2,500 (Two thousand five hundred)
Proposed Salary	:	BDT 3,000 (Three thousand)
Proposed Business Implementation Plan (i) % of present gross profit margin (ii) Estimated % of proposed gross profit margin (iii) In future risk mgt. plan (from fire, disaster etc.)	:	On products 15% On products 15%

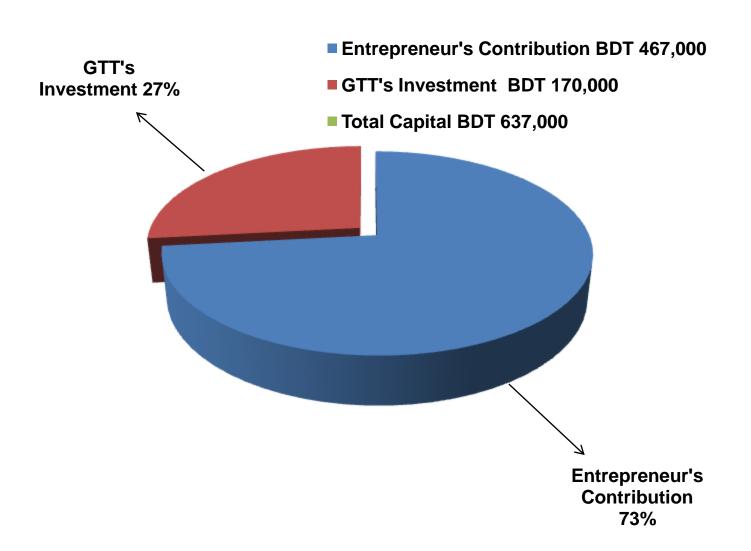
INFO ON EXISTING BUSINESS OPERATIONS

Dortioulous		EB (BDT)	
Particulars	Daily	Monthly	Yearly
Sales income from products (A)	3,000	84,000	1,008,000
Less: Cost of sales of products (Product			
Purchase) (B)	2,550	71,400	856,800
Gross Profit (C) [C=(A-B)]	450	12,600	151,200
Less: Operating Cost:			
Electricity bill		200	2,400
Generator bill		150	1,800
Night Guard bill		150	1,800
Shop rent		800	9,600
Mobile bill		300	3,600
Conveyance bill		1,000	12,000
Present Salary (Family & Self)		2,500	30,000
Other Cost (stationary & Entertainment etc.)		500	6,000
Non Cash Item:			
Depreciation Expenses		166	1,990
Total Operating Cost (D)		5,766	69,190
Net Profit (C-D):		6,834	82,010

PRESENT & PROPOSED INVESTMENT BREAKDOWN

Particu	Existing Business (BDT)	Proposed	Total (BDT)	
Existing	Proposed	(601)	(BDT)	
Investment in products (school book, story book, exercise book, file, pen and stationary item, toys, etc.)	Different types of book, stationary item and school beg etc.)	374,630	170,000	544,630
Investment in equipment (Fa	1,120	-	1,120	
Cash in hand	3,032	-	3,032	
Advance for Shop	70,000	-	70,000	
Decoration (Fixture & Fittings	18,218	-	18,218	
Total Capital		467,000	170,000	637,000

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
Sales income from products (A)	4,500	126,000	1,512,000	5,400	151,200	1,814,400	6,210	173,880	2,086,560
Less: Cost of sales of products (Product Purchase) (B)	3,825	107,100	1,285,200	4,590	128,520	1,542,240	5,279	147,798	1,773,576
Gross Profit (C) [C=(A-B)]	675	18,900	226,800	810	22,680	272,160		26,082	312,984
Less: Operating Cost:									
Electricity bill		400	4,800		500	6,000		550	6,600
Generator bill		350	4,200		450	5,400		500	6,000
Night Guard bill		350	4,200		450	5,400		500	6,000
Shop rent		800	9,600		800	9,600		800	9,600
Mobile bill (SMS & Reporting)		600	7,200		600	7,200		600	7,200
Conveyance bill		2,000	24,000		3,000	36,000		4,000	48,000
Ownership Transfer Fee		1,133	6,800		1,133	13,600		1,133	13,600
Bank Charge (DD, PO, SC)		45	540		45	540		45	540
Proposed Salary (Family & Self)		3,000	36,000		4,000	48,000		5,000	60,000
Proposed Salary (Assistant-1)		1,500	18,000		2,000	24,000		2,500	30,000
Other Cost (stationary & Entertainment etc.)		500	6,000		700	8,400		900	10,800
Non Cash Item:									
Depreciation Expenses		166	1,990		166	1,990		166	1,990
Total Operating Cost (D)	_	10,844	123,330	-	13,844	166,130	_	16,694	200,330
Net Profit (C-D):	-	8,056	103,470	-	8,836	106,030	-	9,388	112,654
Retained Income			103,470			209,500			322,155

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 Particulars	Year 1 (BDT)	Year 2 (BDT)	Year 3 (BDT)
1.0	Cash Inflow			
1.1	Investment Infusion by Investor	170,000	-	-
1.2	Net Profit (ownership tr. Fee added back)	110,270	119,630	126,254
1.3	Depreciation Expenses	1,990	1,990	1,990
1.4	Opening Balance of Cash Surplus	-	71,460	111,480
	Total Cash Inflow	282,260	193,080	239,724
2.0	Cash Outflow		,	,
2.1	Product Purchase	170,000		_
2.2	Investment Payback including Ownership Transfer Fee	40,800	81,600	81,600
	Total Cash Outflow	210,800	·	
3.0	Total Cash Surplus	71,460	111,480	158,124

SWOT ANALYSIS

STRENGTH	WEAKNESS
 □ Present employment: Self: 01 Family: 0 Others (beyond family): 0 Future employment: 01 □ Trade License in his own name; □ Ownership of business in his own name; □ Maintain books of record; □ He has on hand training; □ Experience : 14yrs. 	☐ Can not supply goods as per demand;
 OPPORTUNITIES □ Location of Shop; □ Have some fixed customers. □ Increasing Demand; □ The Capital of the entrepreneur will be BDT 789,155 after 3 years excluding payback of investor's money. 	THREATS ☐ Increase of local competitors;

Presented at 151th as Yunus Centre and 28th In-house Executive Social Business Design Lab (GTT) on December 22, 2015 at Grameen Telecom Trust Premises

Thank you

Pictures















পৃপপ্রজাতন্ত্রী বাংলাদেশ সরকার Government of the People's Republic of Bangiadesh NATIONAL ID CARD **/ জাতীয় প**রিচয় পর

নাম: মোঃ ফারুকুল ইসলাম Name: Md Farugul Islam

পিতা: মৃত অংশুল মাহান আকশ

নাতা: মোছাঃ রহিমা বেশম Date of Birth: 26 Jun 1982

ID NO: 3218895110561

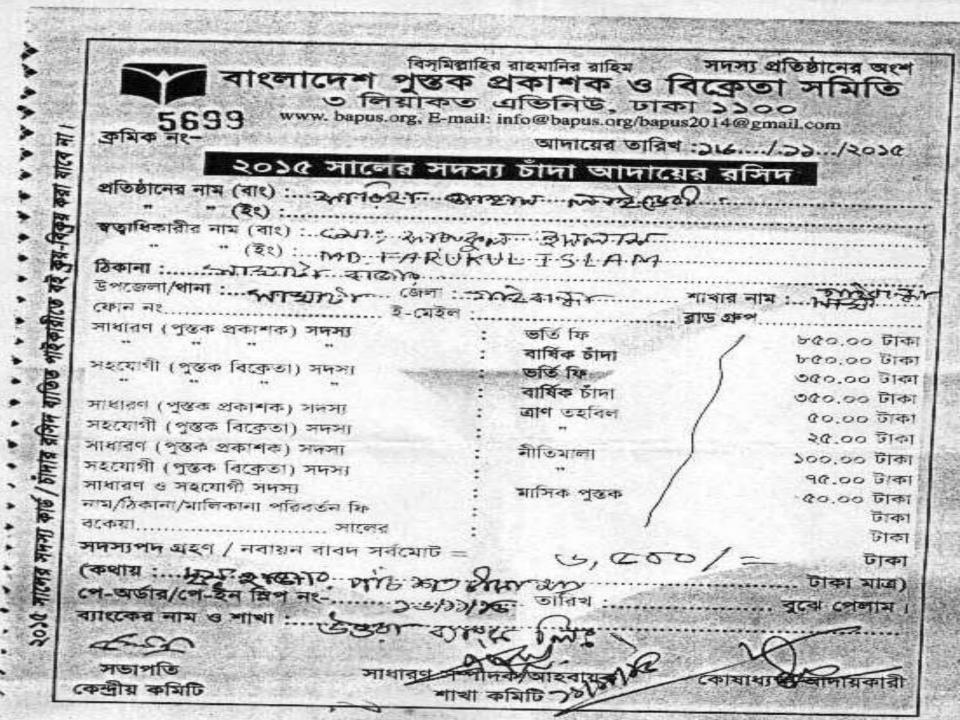
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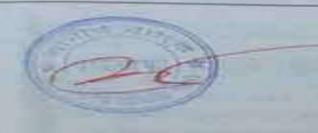
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Thank You