

Proposed NU Business Name: M/S Rashedul Traders

Business Category: General Retail & Wholesale



Business Proposal Prepared & Verified by : Naznin Akther

BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA

Name and address	:	Md. Ashedul Islam Vill: Paril, Union: 5 no Ganeshpur, Post: Prosadpur, Upazila: Manda, District: Naogaon.
Age	:	25 Years
Marital status	:	Married
Children	:	01 (One) Son
No. of siblings:	:	02 (Two) Brothers
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 Mst. Piara Bibi Md. Ataur Rahman Branch: Satbaria, Manda, Naogoan, Centre # 31/mo Loan no.: 4594/2, Member since May 02, 2009 First loan: Tk. 15,000 Existing loan: Tk. 45,000. Outstanding loan: Tk. 36,900
Further Information: (v) Who pays GB loan installment (vi) Mobile lady (vii) Grameen Education Loan (viii) Any other loan	:	Entrepreneur. No Nil Nil

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

Education, till to date	••	Class Seven
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.)		05 (Five) years experience is running his own business. He started the business only with Tk. 100,000 (One lac). He has 05 (Five) years working experience as an assistant in his father's business (grocery business).
Other Own/Family Sources of Income	•	His father's income from agriculture.
Other Own/Family Sources of Liabilities	•	Nil
NU's Contract No.	:	01797642271
NU's National ID No.	:	19906414727008634
NU Project Source/Reference	:	Grameen Telecom Trust

BRIEF HISTORY OF GB LOAN UTILIZATION BY FAMILY

- Mst. Piara Bibi is a member of GB Since May 02, 2009 at first she took GB loan BDT 15,000 (Fifteen thousand).
- Gradually she took GB loan several times and utilized it for assisting her husband and son (Entrepreneur) in existing business.
- Finally GB loan helped her to improve her economic condition, livelihood and expanding the existing business of her son.

PROPOSED NOBIN UDYOKTA BUSINESS INFO

Business Name	:	M/S Rashedul Traders
Address/ Location	:	Satbaria bazar, Manda, Naogaon.
Total Investment in BDT	-	Tk. 531,000
Financing	••	Self Tk. 331,000 (from existing business) Required Investment Tk. 200,000 (as equity)
Present salary/drawings from business	•	Taka 5,000 (Five thousand)
Proposed Salary (estimates)	:	Taka 6,500 (Six 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.)	:	

INFO ON EXISTING BUSINESS OPERATIONS

Doutionland	EB (BDT)						
Particulars	Daily	Monthly	Yearly				
Sales income from products (A)	6,000	168,000	2,016,000				
Less: Cost of sales of products (product purchase) (B)	5,400	151,200	1,814,400				
Gross Profit (C) [C=(A-B)]	600	16,800	201,600				
Less: Operating Cost:			·				
Electricity bill		900	10,800				
Generator bill		150	1,800				
Shop Rent		1,200	14,400				
Mobile bill		300	3,600				
Night Guard bill		400	4,800				
Conveyance		1,000	12,000				
Provision of bad Debt		12	146				
Present Salary (Self & family)		5,000	60,000				
Other Cost (stationary & Entertainment etc.)		1,000	12,000				
Non Cash Item:		,	,				
Depreciation Expenses		362	4,340				
Total Operating Cost (D)		10,324	123,886				
Net Profit (C-D):		6,476	77,714				

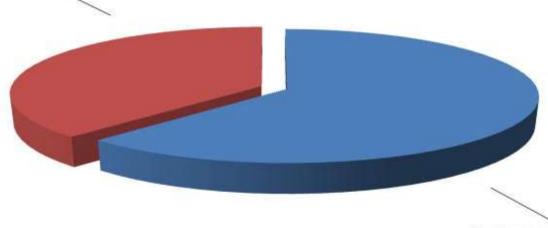
PRESENT & PROPOSED INVESTMENT BREAKDOWN

Particul	Existing Business (BDT)	Proposed (BDT)	Total (BDT)		
Existing	Proposed	(331)			
Investment in products (rice, flour, oil, salt, sugar, pulses, soft drinks, onion, garlic, rope, stationary item, confectionary item, cosmetics itrm, soap, spice, tea leaf, noodles and bakery item etc)	Investment in products (gocery item, rope, thread and cosmetics item etc)	303,361	200,000	503,361	
Investment in Machinery (refrigerator	15,000		15,000		
Investment in Equipments (television, etc.)	weight machine, bulb and fan	8,400		8,400	
Cash in hand		1,732		1,732	
Debtors (Since Decenber, 2015 to at	oresent)	14,597		14,597	
Creditors (Since Decenber, 2015 to at	present)	(31,300)		(31,300)	
GB Loan Outstanding	(36,090)		(36,090)		
Decoration (fixture and fittings)	8,300		8,300		
Advance for shop		47,000		47,000	
Total Ca	pital	331,000	200,000	531,000	

SOURCE OF FINANCE

- Entrepreneur's Contribution BDT 331,000
- GTT's Investment BDT 200,000
- Total Capital BDT 531,000





Entrepreneur's Contribution 62%

FINANCIAL PROJECTION OF NU BUSINESS PLAN

Particulars		Year 1 (BD	OT)		Year 2 (BD	T)	Year 3 (BDT)			
	Daily	Monthly	Yearly	Daily	Monthly	Yearly	Daily	Monthly	Yearly	
Estimated sales income from products (A)	9,000	252,000	3,024,000	10,350	289,800	3,477,600	11,592	324,576	3,894,912	
Less: Cost of sales of products (product purchase) (B)	8,100	226,800	2,721,600	9,315	260,820	3,129,840	10,433	292,118	3,505,421	
Gross Profit (C) [C=(A-B)]	900	25,200	302,400	1,035	28,980	347,760	1,159	32,458	389,491	
Less: Operating Cost:										
Electricity bill		1,100	13,200		1,200	14,400		1,300	15,600	
Generator bill		200	2,400		250	3,000		300	3,600	
Shop Rent		1,200	14,400		1,700	20,400		1,700	20,400	
Mobile bill (SMS & Reporting)		600	7,200		600	7,200		600	7,200	
Night Guard bill		450	5,400		500	6,000		550	6,600	
Conveyance		1,500	18,000		2,000	24,000		2,500	30,000	
Provision of bad Debt		12	146		12	146		12	146	
Bank Charge (DD, PO, SC)		45	270		45	540		45	540	
Ownership Transfer Fee		1,333	8,000		1,333	16,000		1,333	16,000	
Proposed Salary (Self & family)		6,500	78,000		7,500	90,000		8,500	102,000	
Other Cost (stationary & Entertainment etc.)		1,500	18,000		1,700	20,400		1,700	20,400	
Non Cash Item:										
Depreciation Expenses		362	4,340		362	4,340		362	4,340	
Total Operating Cost (D)	_	14,802	169,356	-	17,202	206,426	-	18,902	226,826	
Net Profit (C-D):	-	10,398	133,044	-	11,778	141,334	-	13,555	162,665	
Retained Income			133,044			274,378		•	437,043	

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 Particulars	Year 1 (BDT)	Year 2 (BDT)	Year 3 (BDT)
1.0	Cash Inflow			
1.1	Investment Infusion by Investor	200,000	-	-
1.2	Net Profit (ownership tr. Fee added back)	141,044	157,334	178,665
1.3	Depreciation Expenses	4,340	4,340	4,340
1.4	Opening Balance of Cash Surplus	-	61,294	126,968
	Total Cash Inflow	345,384	222,968	309,973
2.0	Cash Outflow			
2.1	Product Purchase	200,000	-	-
2.2	GB Loan Outstanding	36,090		
2.3	Investment Payback including Ownership Transfer Fee	48,000	96,000	96,000
	Total Cash Outflow	284,090	96,000	96,000
3.0	Total Cash Surplus	61,294	126,968	213,973

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; Family business; Quality of products; Skilled and working experience : 10 Yrs.	WEAKNESS Can not supply products according to demand.
OPPORTUNITIES Location of shop; Increase of demand The capital of Entrepreneur will be Tk. 768,043 after 3 years excluding payback of investor's money.	THREATS Local Competition.

Presented at 157th as Yunus Centre and 30th In-house Executive Social Business Design Lab on December 24, 2015 at Grameen Telecom Trust Premises

Thank you

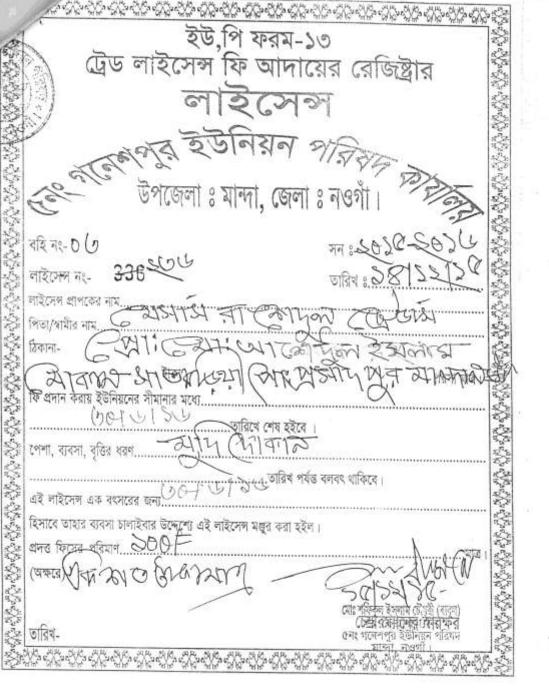
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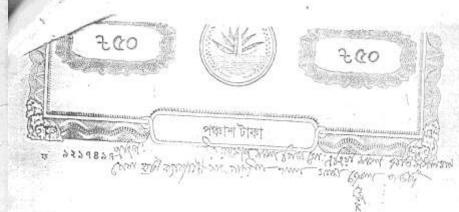
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- গ্রহীতা যদি কোন কারনবদত্ত্য গলটি ছাউড়া নিলে ৫ মাদ আগে দাতাকে স্কানাইতে হউবে।

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श्री हैंगा: ग्रीय - क्याहरीय जीय- स्ट्रीयर हिए

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(নিবছকের ছাক্তর ও নামসহ সীল)

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নিবছকের কার্যালয়ের সীলয়েছের

Thank You