### Proposed NU Business Name: M/S TUHIN PEYARA KHAMAR



Project identification and prepared by: MD. Abadat Hossain, Puthia Unit, Rajshahi

Project verified by: MD. Mizanur Rahman Patwari



Brief Bio of The Proposed Nobin Udyokta			
Name	:	MD. MONAEM HOSSAIN	
Age	:	20-11-1988 (27 Years)	
Education, till to date	:	M.S.S	
Marital status	:	Unmarried	
Children	:	2 Sons	
No. of siblings:	:	2 Brothers & 1 Sister	
Address	:	Vill: Paikpara, P.O: Jewpara, P.S: Nator Sadar, Dist: Nator	
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  MOST. SHAHANA BEGUM  MD. JOMSHED ALI MANDAL  Branch: Kasuria, Centre # 27(Female),  Member ID: 3642, Group No: 07  Member since: 13-05-1994 (22 Years)  First loan: BDT 5,000	
Further Information: (v) Who pays GB loan installment (vi) Mobile lady (vii) Grameen Education Loan (viii) Any other loan like GB, BRAC ASA etc	: : :	Existing Loan: BDT 1,50,000, Outstanding loan: BDT 1,03,850 Mother No No No	

### 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	:	7 years experience in running business.
Training Info	:	He has 3 years training.
Other Own/Family Sources of Income	:	Agriculture
Other Own/Family Sources of Liabilities	:	None
Entrepreneur Contact No.	:	01795-071695
Mother's Contact No.	:	-
NU Project Source/Reference	:	Grameen Shakti Samajik Byabosha Ltd. Puthia Unit, Rajshahi

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

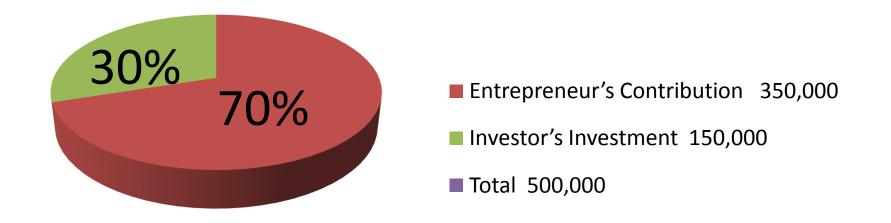
MOST. SHAHANA BEGUM joined Grameen Bank since 4 years ago. At first she took 20,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in agriculture.

Proposed Nobin Udyokta Business Info			
Business Name	:	M/S TUHIN PEYARA KHAMAR	
Location	:	Jhalmolia, Jewpara, Puthia, Rajshahi	
Total Investment in BDT	:	BDT 5,00,000/-	
Financing	:	Self BDT 3,50,000/-(from existing business) 70% Required Investment BDT 1,50,000/-(as equity) 30%	
Present salary/drawings from business (estimates)	:	BDT 5,000/-	
Proposed Salary	:	BDT 5,000/-	
Size of shop	:	9 Bigha	
Security of the shop	:	BDT 2,00,000/-	
Implementation	:	<ul> <li>The business is planned to be scaled up by investment in existing goods like; Various sapling.</li> <li>Average 15% gain on sale.</li> <li>The business is operating by entrepreneur. Existing two employee.</li> <li>After getting equity fund one employee will be appointed.</li> <li>The land is rented.</li> <li>Collects goods from owned.</li> <li>Agreed grace period is 3 months.</li> </ul>	

Existing Business (BDT)			
Particular	Monthly	Yearly	
Revenue (sales)			
Guava (21 ct x 3000)	63,000	756,000	
Total Sales (A)	63,000	756,000	
Less. Variable Expense			
	-	-	
Total variable Expense (B)	-	-	
Contribution Margin (CM) [C=(A-B)	63,000	756,000	
Less. Fixed Expense			
Fertilizer & Insect killer	7,000	84,000	
Lease Payment	4,200	50,400	
Mobile Bill	500	6,000	
Salary (self)	5,000	60,000	
Transportation	3,600	43,200	
salary (staff)	12,000	144,000	
Day Labor	19,800	237,600	
Entertainment	500	6,000	
Total fixed Cost (D)	52,600	631,200	
Net Profit (E) [C-D)	10,400	124,800	

Investment Breakdown				
Particulars	Existing	Proposed	Proposed Total	
Small Sapling (500 x 100)	50,000	0	50,000	
Large Sapling (750 x 400)	300,000	0	300,000	
Fertilezer & Insect Killer	0	50,000	50,000	
Lease	0	100,000	100,000	
Total	350,000	150,000	500,000	

### **Source of Finance**



Financial Projection (BDT)				
Particular	Monthly	1st Year	2nd Year	3rd Year
Revenue (sales)				
Guava (29 x 3000)	87,000	1,044,000	1,096,200	1,151,010
Total Sales (A)	87,000	1,044,000	1,096,200	1,151,010
Less. Variable Expense				
	-	-	-	-
Total variable Expense (B)	-	-	-	-
Contribution Margin (CM) [C=(A-B)	87,000	1,044,000	1,096,200	1,151,010
Less. Fixed Expense				
Fertilizer & Insect killer	10,000	120,000	120,000	120,000
Lease Payment	4,200	50,400	50,400	-
Mobile Bill	600	7,200	8,000	8,500
Salary (self)	5,000	60,000	60,000	60,000
Transportation	5,500	66,000	68,000	70,000
salary (staff)	18,000	216,000	216,000	216,000
Day Labor	24,000	288,000	288,000	288,000
Entertainment	500	6,000	7,000	8,000
Total Fixed Cost	67,800	519,600	522,400	474,500
Net Profit (E) [C-D)	19,200	524,400	573,800	676,510
Investment Payback		60,000	60,000	60,000

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

SI#	Particulars	Year 1 (BDT)	Year 2 (BDT)	Year 3 (BDT)
1	Cash Inflow			
1.1	Investment Infusion by Investor	150,000		
1.2	Net Profit	524,400	573,800	676,510
1.3	Depreciation (Non cash item)		-	-
1.4	Opening Balance of Cash Surplus		464,400	978,200
	Total Cash Inflow	674,400	1,038,200	1,654,710
2	Cash Outflow			
2.1	Purchase of Product	150,000		
2.2	Payment of GB Loan			
	Investment Pay Back (Including			
2.3	Ownership Tr. Fee)	60,000	60,000	60,000
	Total Cash Outflow	210,000	60,000	60,000
3	Net Cash Surplus	464,400	978,200	1,594,710

### SWOT ANALYSIS

## Strength

Employment: Self: 01 Family:0 Others:03

Experience & Skill: 07 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



















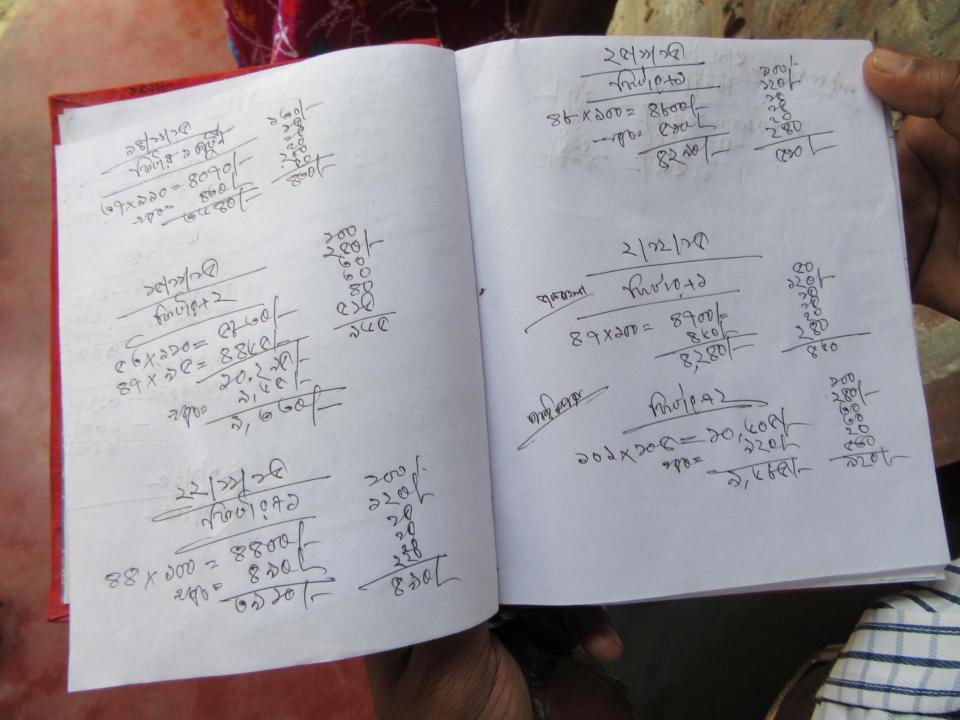


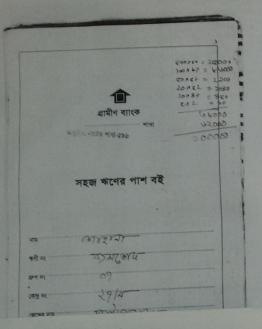




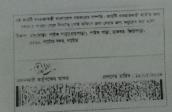














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## **FAMILY PICTURE**

