## Proposed NU Business Name: SATHI STORE



Project identification and prepared by: Md. Nurul Islam, kaliyakoir Unit, Dhaka

Project verified by: Md. Mijanur Rohman Patowary


Brief Bio of The Proposed Nobin Udyokta

| Name | $:$ | Md. Emdadul Haqu Shobuj |
| :--- | :--- | :--- |
| Age | $:$ | $06-04-1996(27$ Years) |
| Education, till to date | $:$ | S.S.C |
| Marital status | $:$ | Married |
| Children | $:$ | 2 Son,2 Daughter |
| No. of siblings: | $:$ | 1 Brother |
| Address | Vill: Purbo Candura, P.O: Shotipur, P.S: Kaliyakoir Dist: Gazipur |  |
| Parent's and GB related Info | $:$ |  |
| (i) Who is GB member | Mother $\quad$ EMILI BEGOM |  |
| (ii) Mother's name | $:$ MD SHAMSUL HAQU |  |
| (iii) Father's name |  |  |
| (iv) GB member's info | $:$ | Branch: Moucak, Centre \# 09 (Female), |
|  | Member ID: 1535/1, Group No: 02 |  |
|  | Member since: 28-01-2007 (09 Years) |  |
|  | First loan: BDT 20,000/- |  |
| Further Information: | Existing loan: BDT 510,000/- Outstanding loan: BDT 282,100/- |  |
| (v) Who pays GB loan installment | $:$ | Father |
| (vi) Mobile lady | Yes |  |
| (vii) Grameen Education Loan | $:$ | No |
| (viii) Any other loan like GB, | NRAC ASA etc.. | No |
| BRAC |  |  |

## 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 | $:$ | 4 years experience in running business. |
| Other Own/Family Sources <br> of Income | $:$ | Yes has no training |
| Other Own/Family Sources <br> of Liabilities | $:$ | None |
| Entrepreneur Contact No. | $:$ | 01793033392 |
| Mother's Contact No. | $:$ | 01712992047 |
| NU Project <br> Source/Reference | $:$ | Grameen Shakti Samajik Byabosha Ltd. Ashulia Unit, Dhaka |

## BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

EMILI BEGOM joined Grameen Bank since 09 years ago. At first she took 20,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

## Proposed Nobin Udyokta Business Info

| Business Name | $:$ | SATHI STORE |
| :--- | :--- | :--- |
| Location | $:$ | Shafipur Bazzar |
| Total Investment in BDT | $:$ | BDT 2,07,500/- |
| Financing | $:$ | Self BDT 1,07,000(from existing business) 52\% <br> Required Investment BDT 1,00,000(as equity) 48\% |
| Present salary/drawings <br> from business (estimates) | $:$ | BDT 5,000 |
| Proposed Salary | $:$ | BDT 5,000 |
| Size of shop | $:$ | 12 ft x 10 ft= 120 square ft |
| Security of the shop | $:$ | Nil |
| Implementation | -The business is planned to be scaled up by investment in existing <br> goods like; Ice Cream, cake, Sugar, Biscuit, Soft drinks etc. <br> -Average 15\% gain on sale. <br> -The business is operating by entrepreneur. Existing One <br> employee. <br> -One will be appointed after getting equity fund. <br> -He is doing his business in rented place. <br> -Collects goods from . <br> -Agreed grace period is 3 months. |  |

## Existing Business (BDT)

| Particular | Daily | Monthly | Yearly |
| :--- | ---: | ---: | ---: |
| Revenue(Sales) |  |  |  |
| Grocery items | 3800 | 114000 | 1368000 |
| Total Sales (A) | 3800 | 114000 | 1368000 |
| Grocery items | 3230 | 96900 | 1162800 |
| Total variable Expense (B) | 3,230 | 96900 | 1162800 |
| Contribution Margin (CM) [C=(A-B) | 570 | 17100 | 205200 |
| Less Variable Expense |  |  |  |
| Rent |  | 1,000 | 12000 |
| Electricity bill |  | 3000 | 36000 |
| Salary (self) |  | 2000 | 24000 |
| Salary(Staff) |  | 4000 | 48000 |
| Entertainment |  | 100 | 1200 |
| Guard |  | 200 | 2400 |
| Mobile bill |  | 100 | 1200 |
| Total fixed cost (D) |  | 10,400 | 124800 |
| Net Profit (E)= [C-D] |  | 6,700 | 80400 |

## Investment Breakdown

| Particulars | Existing | Proposed | Total |
| :---: | :---: | :---: | :---: |
| Biscuit, Wheel powder, of drinks, Cosmetics | 32,250 | 50,000 | 82250 |
| Soap,Tissue,Coil,Match,Blade,Onion,Garlic, <br> Ice-cream etc | 17,550 |  |  |
| Egg, Pickle, Bread | 11,200 | 15,000 | 52550 |
| Freeze (3x10,000) | 40,000 |  | 26200 |
| Steel Rack | 3,000 |  | 40000 |
| Showcase | 3,000 |  | 3000 |
| Total | 107,000 | 100,000 | 3000 |

## Source of Finance



■ Entrepreneur's Contribution 107,000
$\square$ Investor's Investment 100,000
■ Total 207,000

## Financial Projection (BDT)

| Paticular | Daily | Monthly | Year1 | Year 2 |
| :--- | ---: | ---: | ---: | ---: |
| Revenue(Sales) |  |  |  |  |
| Grocery items | 5800 | 174000 | 2088000 | 2192400 |
| Total Sales (A) | 5800 | 174000 | 2088000 | 2192400 |
| Less Variable Expense |  |  |  |  |
| Grocery items | 4930 | 147900 | 1774800 | 1863540 |
| Total variable Expense (B) | 4,930 | 147900 | 1774800 | 1863540 |
| Contribution Margin (CM) [C=(A-B) | 870 | 26100 | 313200 | 328860 |
| Less Variable Expense |  |  |  |  |
| Rent |  | 1,200 | 14,400 | 14,600 |
| Electricity bill |  | 3200 | 38400 | 38800 |
| Salary (Self) |  | 5000 | 60000 | 60000 |
| Salary(Staff) |  | 4000 | 48000 | 48000 |
| Entertainment |  | 100 | 1200 | 1200 |
| Guard |  | 100 | 1200 | 1200 |
| Mobile bill |  | 13,750 | 165000 | 165,800 |
| Total fixed cost (D) |  | 12350 | 148200 | 163,060 |
| Net Profit (E)= [C-D] |  |  | 60,000 | 60,000 |
| Investment Payback |  |  |  | 2000 |

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

| SR\# | Particulars | Year 1 (BDT) | Year 2 (BDT) | Year 3 (BDT) |
| :---: | :---: | :---: | :---: | :---: |
| 1 | Cash Inflow |  |  |  |
| 1.1 | Investment Infusion by Investor | 100,000 |  |  |
| 1.2 | Net Profit | 109,800 | 121,150 | 203403 |
| 1.3 | Depreciation (Non cash item) |  |  |  |
| 1.4 | Opening Balance of Cash Surplus |  | 49,800 | 110950 |
|  | Total Cash Inflow | 209800 | 170950 | 314353 |
| 2 | Cash Outflow |  |  |  |
| 2.1 | Purchase of Product | 100,000 |  |  |
| 2.2 | Payment of GB Loan |  |  |  |
| 2.3 | Investment Pay Back (Including Ownership Tr. Fee) | 60000 | 60000 | 60000 |
|  | Total Cash Outflow | 160,000 | 60000 |  |
| 3 | Net Cash Surplus | 49,800 | 110950 | 254353 |

## SWOT ANALYSIS

| Employment: Self: 01 Family:0 Others:0 | Lack of Capital/Investment |
| :--- | :--- |
| Experience \& Skill : 05 Years |  |
| Quality goods \& services; |  |
| Skill and experience; |  |

## Pictures










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## FAMILY PICTURE



