### **Proposed NU Business Name: SHIKDER STORE**



Project identification and prepared by: MD. Raju Ahmed, Nobabgonj Unit, Dhaka

Project verified by: MD. Rofiqul Islam



Brief Bio of The Proposed Nobin Udyokta				
Name	:	MD. MOTAHAR SHIKDER		
Age	:	25-09-1988 (27 Years)		
Education, till to date	:	S.S.C		
Marital status	:	Married		
Children	:	1		
No. of siblings:	:	5 Brothers & 3 Sisters		
Address	:	Vill: Alhadipur, P.O: Mohbbatpur, P.S: Nobabgonj, Dist: Dhaka		
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  SHIMULA BEGUM  IRFAN SHIKDER  Branch: Alhadipur, Centre # 39(Female),  Member ID: 2884, Group No: 02  Member since: 26-11-1997 To 08-10-2008 (10 Years)  First loan: BDT 3,000		
Further Information: (v) Who pays GB loan installment	  :	Existing Loan: NIL, Outstanding loan: NIL N/A		
(vi) Mobile lady		No		
(vii) Grameen Education Loan	:	No		
(viii) Any other loan like GB, BRAC ASA etc	:	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	:	10 years experience in running business.
Training Info	:	He has no training.
Other Own/Family Sources of Income	:	-
Other Own/Family Sources of Liabilities	:	None
Entrepreneur Contact No.	:	01686-855222
Mother's Contact No.	:	01624-590940
NU Project Source/Reference	:	Grameen Shakti Samajik Byabosha Ltd. Nobabgonj Unit, Dhaka

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

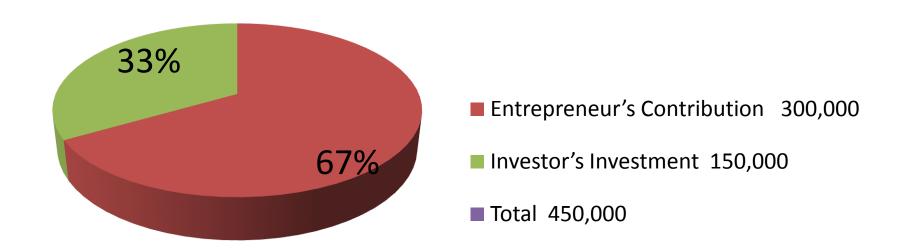
SHIMULA BEGUM joined Grameen Bank since 10 years ago. At first she took 3,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

Proposed Nobin Udyokta Business Info			
Business Name	:	SHIKDER STORE	
Location	:	Ahladpur, Nobabgonj, Dhaka	
Total Investment in BDT	:	BDT 4,50,000/-	
Financing	:	Self BDT 3,00,000/-(from existing business) 67% Required Investment BDT 1,50,000/-(as equity) 33%	
Present salary/drawings from business (estimates)	:	BDT 5,000/-	
Proposed Salary	:	BDT 5,000/-	
Size of shop	:	10 ft x 12 ft= 120 square ft	
Security of the shop	:	BDT 40,000/-	
Implementation	:	<ul> <li>The business is planned to be scaled up by investment in existing goods like; Energy Bulb, SIM card, Memory Card etc.</li> <li>Income from Bkash &amp; Flexi-load.</li> <li>Average 15% gain on sale.</li> <li>The business is operating by entrepreneur. Existing no employee.</li> <li>The shop is rented.</li> <li>Collects goods from Nobabgonj.</li> <li>Agreed grace period is 3 months.</li> </ul>	

Existing Business (BDT)				
Particular	Daily	Monthly	Yearly	
Revenue (sales)				
Confectionery Item	2,000	60,000	720,000	
Bkash	200	6,000	72,000	
Flexi-load	135	4,050	48,600	
Total Sales (A)	2,335	70,050	840,600	
Less. Variable Expense				
Confectionery Item	1,700	51,000	612,000	
Total variable Expense (B)	1,700	51,000	612,000	
Contribution Margin (CM) [C=(A-B)	635	19,050	228,600	
Less. Fixed Expense				
Rent		2,000	24,000	
Electricity Bill		600	7,200	
Mobile Bill		300	3,600	
Salary (self)		5,000	60,000	
Transportation		900	10,800	
Entertainment		400	4,800	
Total fixed Cost (D)		9,200	34,800	
Net Profit (E) [C-D)		9,850	193,800	

Investment Breakdown					
Particulars	Existing	Proposed	<b>Proposed Total</b>		
Bkash	100,000	100,000	200,000		
Flexi-load	50,000	0	50,000		
Energy Bulb, Memory Card, Cosmetics,	150,000	50,000	200,000		
SIM Card etc					
Total	300,000	150,000	450,000		

### **Source of Finance**



Financial Projection (BDT)					
Particular	Daily	Monthly	1st Year	2nd Year	
Revenue (sales)					
Confectionery Item	3,000	90,000	1,080,000	1,134,000	
Flexi-load	135	4,050	48,600	51,030	
Bkash	350	10,500	126,000	132,300	
Total Sales (A)	3,485	104,550	1,254,600	1,317,330	
Less. Variable Expense					
Confectionery Item	2,550	76,500	918,000	963,900	
Total variable Expense (B)	2,550	76,500	918,000	963,900	
Contribution Margin (CM) [C=(A-B)	935	28,050	336,600	353,430	
Less. Fixed Expense					
Rent		2,000	24,000	24,000	
Electricity Bill		600	7,200	8,000	
Mobile Bill		400	4,800	5,500	
Salary (self)		5,000	60,000	60,000	
Transportation		1,200	14,400	16,500	
Entertainment		400	4,800	5,500	
Total Fixed Cost		9,600	115,200	119,500	
Net Profit (E) [C-D)		18,450	221,400	233,930	
Investment Payback			90,000	90,000	

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

SI#	Particulars	Year 1 (BDT)	Year 2 (BDT)
1	Cash Inflow		
1.1	Investment Infusion by Investor	150,000	
1.2	Net Profit	221,400	233,930
1.3	Depreciation (Non cash item)		-
1.4	Opening Balance of Cash Surplus		131,400
	Total Cash Inflow	371,400	365,330
2	Cash Outflow		
2.1	Purchase of Product	150,000	
2.2	Payment of GB Loan		
	Investment Pay Back (Including Ownership Tr.		
2.3	Fee)	90,000	90,000
	Total Cash Outflow	240,000	90,000
3	Net Cash Surplus	131,400	275,330

### SWOT ANALYSIS

# Strength

Employment: Self: 01 Family:0 Others:0

Experience & Skill: 10 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

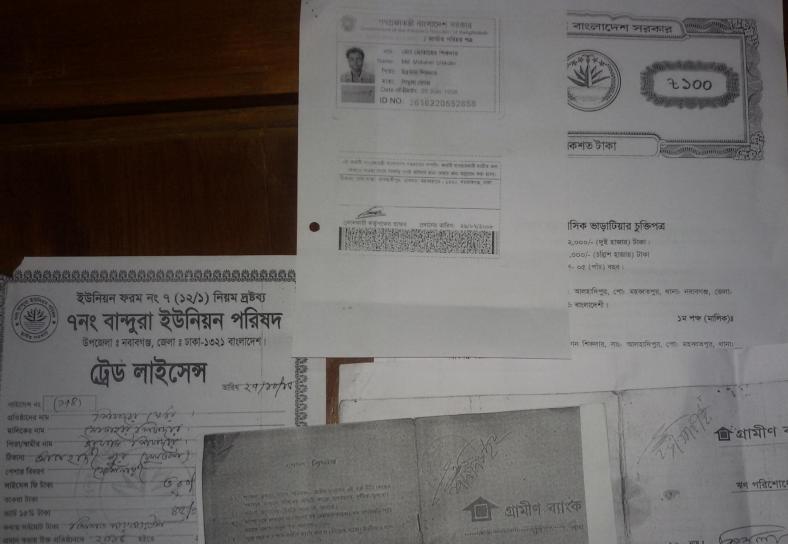












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# **FAMILY PICTURE**

