## Proposed NU Business Name: NEW BISMILLAH ELECTRONICS



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Brief Bio of The Proposed Nobin Udyokta

| Name | $:$ | DULAL SHEIKH |
| :--- | :--- | :--- |
| Age | $:$ | 19-07-1982 (34 Years) |
| Education, till to date | $:$ | Class Nine |
| Marital status | $:$ | Married |
| Children | $:$ | 1 Son \& 1 Daughter |
| No. of siblings: | $:$ | 1Brother \& 1 Sister |
| Address | Vill: Jorar Dewl, P.O: Sukhbaspur, P.S: Munshigonj Sadar, Dist: Munshigonj |  |
| Parent's and GB related Info |  |  |
| (i) Who is GB member | $:$ Mother $\quad$ Father |  |
| (ii) Mother's name |  |  |
| (iii) Father's name |  |  |
| (iv) GB member's info | $:$ MOMTAJ BEGUM |  |
|  | $:$ | Branch: Hatimara Rampal, Centre \# 09 (Female), |
|  |  | Member ID: 627, Group No: 01 |
|  | Member since: 26-03-1989 (27 Years) |  |
| Further Information: | First loan: BDT 3,000 |  |
| (v) Who pays GB loan installment | $:$ | Existing Loan: NIL, Outstanding loan: NIL |
| (vi) Mobile lady | Father |  |
| (vii) Grameen Education Loan | No |  |
| (viii) Any other loan like GB, | No |  |
| BRAC ASA etc.. | No |  |

## BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA (CONT,,,)

| Present <br> Occupation(Besides own <br> business, i.e., persuading <br> further studie, other <br> business etc.) | $:$ | Nil |
| :--- | :--- | :--- |
| Business Experiences and <br> Training Info | $:$ | 8 years experience in running business. |
| Other Own/Family Sources <br> of Income | $:$ | Business |
| Other Own/Family Sources <br> of Liabilities | $:$ | None |
| Entrepreneur Contact No. | $:$ | 01923-350087 |
| Mother's Contact No. | $:$ | 01980-298253 |
| NU Project <br> Source/Reference | $:$ | Grameen Shakti Samajik Byabosha Ltd. Munshigonj Unit, <br> Munshigonj |

## BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

MOMTAJ BEGUM joined Grameen Bank since 27 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 | $:$ | NEW BISMILLAH ELECTRONICS |
| :--- | :--- | :--- |
| Location | $:$ | Hatimar Bazar, Rampalm, Munshigonj |
| Total Investment in BDT | $:$ | BDT 4,90,000/- |
| Financing | $:$ | Self BDT 3,40,000/- (from existing business) 69\% <br> Required Investment BDT 1,50,000/- (as equity) 31\% |
| Present salary/drawings <br> from business (estimates) | $:$ | BDT 5,000/- |
| Proposed Salary | $:$ | BDT 5,000/- |
| Size of shop | $:$ | 40 ft x 20 ft= 800 square ft |
| Security of the shop | $:$-The business is planned to be scaled up by investment in existing <br> goods like; Fridge, Television etc. <br> Implementation <br> -Average 15\% gain on sale. <br> -The business is operating by entrepreneur. Existing no employee. <br> -The shop is owned. <br> -Collects goods from Dhaka. <br> -Agreed grace period is 3 months. |  |

## Existing Business (BDT)

| Particular | Monthly | Yearly |
| :--- | ---: | ---: |
| Revenue (sales) |  |  |
| Electronics Item | 110,000 | $1,320,000$ |
| Total Sales (A) | $\mathbf{1 1 0 , 0 0 0}$ | $\mathbf{1 , 3 2 0 , 0 0 0}$ |
| Less. Variable Expense | 93,500 | $1,122,000$ |
| Electronics Item | $\mathbf{9 3 , 5 0 0}$ | $\mathbf{1 , 1 2 2 , 0 0 0}$ |
| Total variable Expense (B) | $\mathbf{1 6 , 5 0 0}$ | $\mathbf{1 9 8 , 0 0 0}$ |
| Contribution Margin (CM) [C=(A-B) |  |  |
| Less. Fixed Expense | 500 | 6,000 |
| Electricity Bill | 300 | 3,600 |
| Mobile Bill | 5,000 | 60,000 |
| Salary (self) | 2,000 | 24,000 |
| Transportation | 200 | 2,400 |
| Entertainment | $\mathbf{8 , 0 0 0}$ | $\mathbf{6 9 , 6 0 0}$ |
| Total fixed Cost (D) | $\mathbf{8 , 5 0 0}$ | $\mathbf{1 2 8 , 4 0 0}$ |
| Net Profit (E) [C-D) |  |  |

Investment Breakdown

| Particulars | Existing | Proposed | Proposed Total |
| :--- | :---: | :---: | :---: |
| Walton Fridge $(8 \times 30000)$ | 240,000 | 0 | 240,000 |
| Television 21" $(6 \times 10000)$ | 60,000 | 0 | 60,000 |
| Nova Micro Oven (3) | 30,000 | 0 | 30,000 |
| Rice Cooker $(2 \times 2000)$ | 4,000 | 0 | 4,000 |
| Others | 6,000 | 0 | 6,000 |
| Fridge $(5 \times 30000)$ | 0 | 150,000 | 150,000 |
| Total | $\mathbf{3 4 0 , 0 0 0}$ | $\mathbf{1 5 0 , 0 0 0}$ | $\mathbf{4 9 0 , 0 0 0}$ |

## Source of Finance



■ Entrepreneur's Contribution 340,000

- Investor's Investment 150,000

■ Total 490,000

| Financial Projection (BDT) |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Particular | Monthly | 1st Year | 2nd Year | 3rd Year |
| Revenue (sales) |  |  |  |  |
| Electronics Item | 170,000 | $2,040,000$ | $2,142,000$ | $2,249,100$ |
| Total Sales (A) | $\mathbf{1 7 0 , 0 0 0}$ | $\mathbf{2 , 0 4 0 , 0 0 0}$ | $\mathbf{2 , 1 4 2 , 0 0 0}$ | $\mathbf{2 , 2 4 9 , 1 0 0}$ |
| Less. Variable Expense |  |  |  |  |
| Electronics Item | 144,500 | $1,734,000$ | $1,820,700$ | $1,911,735$ |
| Total variable Expense (B) | $\mathbf{1 4 4 , 5 0 0}$ | $\mathbf{1 , 7 3 4 , 0 0 0}$ | $\mathbf{1 , 8 2 0 , 7 0 0}$ | $\mathbf{1 , 9 1 1 , 7 3 5}$ |
| Contribution Margin (CM) [C=(A-B) | $\mathbf{2 5 , 5 0 0}$ | $\mathbf{3 0 6 , 0 0 0}$ | $\mathbf{3 2 1 , 3 0 0}$ | $\mathbf{3 3 7 , 3 6 5}$ |
| Less. Fixed Expense |  |  |  |  |
| Electricity Bill | 500 | 6,000 |  | 7,000 |
| Mobile Bill | 400 | 4,800 | 5,500 | $\mathbf{8 , 0 0 0}$ |
| Salary (self) | 5,000 | 60,000 | 60,000 | 60,000 |
| Transportation | 3,000 | 36,000 | 38,000 | 40,000 |
| Entertainment | 200 | 2,400 | $\mathbf{3 , 0 0 0}$ | $\mathbf{3 , 5 0 0}$ |
| Total Fixed Cost | $\mathbf{9 , 1 0 0}$ | $\mathbf{1 0 9 , 2 0 0}$ | $\mathbf{1 1 3 , 5 0 0}$ | $\mathbf{1 1 7 , 5 0 0}$ |
| Net Profit (E) [C-D) | $\mathbf{1 6 , 4 0 0}$ | $\mathbf{1 9 6 , 8 0 0}$ | $\mathbf{2 0 7 , 8 0 0}$ | $\mathbf{2 1 9 , 8 6 5}$ |
| Investment Payback |  | $\mathbf{6 0 , 0 0 0}$ | $\mathbf{6 0 , 0 0 0}$ | $\mathbf{6 0 , 0 0 0}$ |

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

| SI \# | Particulars | Year 1 (BDT) | Year 2 (BDT) | Year 3 (BDT) |
| :---: | :--- | ---: | ---: | ---: |
| $\mathbf{1}$ | Cash Inflow |  |  |  |
| 1.1 | Investment Infusion by Investor | 150,000 |  |  |
| 1.2 | Net Profit | 196,800 | 207,800 | 219,865 |
| 1.3 | Depreciation (Non cash item) |  | - | - |
| 1.4 | Opening Balance of Cash Surplus |  | 136,800 | 284,600 |
|  | Total Cash Inflow | $\mathbf{3 4 6 , 8 0 0}$ | $\mathbf{3 4 4 , 6 0 0}$ | $\mathbf{5 0 4 , 4 6 5}$ |
| $\mathbf{2}$ | Cash Outflow |  |  |  |
| 2.1 | Purchase of Product | 150,000 |  |  |
| 2.2 | Payment of GB Loan |  |  |  |
| 2.3 | Investment Pay Back (Including Ownership Tr. Fee) | 60,000 |  | 60,000 |

## SWOT ANALYSIS

| Employment: Self: 01 Family:0 Others:0 |
| :--- | :--- |
| Experience \& Skill : 08 Years |
| Quality goods \& services; |
| Skill and experience; |$\quad$ Lack of Capital/Investment

## Pictures








FAMILY PICTURE


