#### Proposed NU Business Name: MITU COSMETICS



Project identification and prepared by: Md Ebadat Hossain, Puthiya Unit, Rajshahi

Project verified by: Abdul Mannan Talukder



Brief Bio of The Proposed Nobin Udyokta			
Name	:	MD RASHEDUL ISLAM	
Age	:	01-01-1987 (29 Years)	
Education, till to date	:	Class Ten	
Marital status	:	Married	
Children	:	1 Son	
No. of siblings:	:	2 Brother & 1 Sister	
Address	:	Vill: Koidanga, P.O: Nimpara, P.S: Charghat, Dist: Rajshahi	
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. RUMIA BEGUM MD SAZZAD HOSSAIN Branch: Nimpara Charghat, Centre # 32 (Female), Member ID: 3611, Group No: 06 Member since: 14-10-1992 to 30-11-2004 (12 Years) First Ioan: BDT 5,000	
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	:	8 years experience in running business.
Training Info	:	He has two years training.
Other Own/Family Sources of Income	:	Business
Other Own/Family Sources of Liabilities	:	None
Entrepreneur Contact No.	:	01767-496989
Mother's Contact No.	:	01751-000600
NU Project Source/Reference	:	Grameen Shakti Samajik Byabosha Ltd. Puthiya Unit, Rajshahi

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

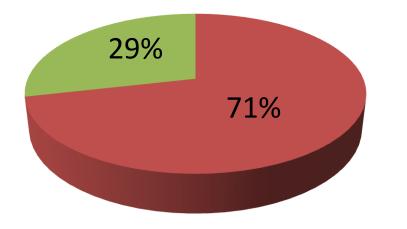
MOST. RUMIA BEGUM joined Grameen Bank since 12 years ago. At first she took 5,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

Proposed Nobin Udyokta Business Info			
Business Name	:	MITU COSMETICS	
Location	:	Arani road, Puthiya	
Total Investment in BDT	:	BDT 2,80,000/-	
Financing	:	Self BDT 2,00,000/- (from existing business) 71% Required Investment BDT 80,000/- (as equity) 29%	
Present salary/drawings from business (estimates)	:	BDT 5,000/-	
Proposed Salary	:	BDT 5,000/-	
Size of shop	:	16 ft x 6 ft= 96 square ft	
Security of the shop	:	_	
Implementation	:	<ul> <li>The business is planned to be scaled up by investment in existing goods like; Bag, Cosmetics etc.</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 Rajshahi, Dhaka.</li> <li>Agreed grace period is 3 months.</li> </ul>	

Existing Business (BDT)				
Particular	Daily	Monthly	Yearly	
Revenue (sales)				
Cosmetics & Bag	3,500	105,000	1,260,000	
Total Sales (A)	3,500	105,000	1,260,000	
Less. Variable Expense				
Cosmetics & Bag	2,975	89,250	1,071,000	
Total variable Expense (B)	2,975	89,250	1,071,000	
Contribution Margin (CM) [C=(A-B)	525	15,750	189,000	
Less. Fixed Expense				
Rent		1,000	12,000	
Electricity Bill		400	4,800	
Mobile Bill		300	3,600	
Salary (self)		5,000	60,000	
Transportation		2,000	24,000	
Guard		150	1,800	
Entertainment		300	3,600	
Total fixed Cost (D)		9,150	20,400	
Net Profit (E) [C-D)		6,600	168,600	

Investment Breakdown					
Particulars	Existing	Proposed	Proposed Total		
Large Bag (10 x 1100)	11,000	5,000	16,000		
School Bag (16 x 500)	8,000	5,000	13,000		
School Bag (5 x 1000)	5,000	3,000	8,000		
Ladies Purse	37,000	5,000	42,000		
Family Bag (16 x 500)	8,000	2,000	10,000		
Cosmetics	131,000	60,000	191,000		
Total	200,000	80,000	280,000		

### **Source of Finance**



Entrepreneur's Contribution 200,000
Investor's Investment 80,000
Total 280,000

Financial Projection (BDT)				
Particular	Daily	Monthly	1st Year	2nd Year
Revenue (sales)				
Cosmetics & Bag	4,500	135,000	1,620,000	1,701,000
Total Sales (A)	4,500	135,000	1,620,000	1,701,000
Less. Variable Expense				
Cosmetics & Bag	3,825	114,750	1,377,000	1,445,850
Total variable Expense (B)	3,825	114,750	1,377,000	1,445,850
Contribution Margin (CM) [C=(A-B)	675	20,250	243,000	255,150
Less. Fixed Expense				
Rent		1,000	12,000	12,000
Electricity Bill		400	4,800	5,500
Mobile Bill		300	3,600	4,000
Salary (self)		5,000	60,000	60,000
Transportation		3,000	36,000	38,000
Guard		150	1,800	2,200
Entertainment		300	3,600	4,000
Total Fixed Cost		10,150	121,800	125,700
Net Profit (E) [C-D)		10,100	121,200	129,450
Investment Payback			48,000	48,000

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

<b>SI #</b>	Particulars	Year 1 (BDT)	Year 2 (BDT)
1	Cash Inflow		
1.1	Investment Infusion by Investor	80,000	
1.2	Net Profit	121,200	129,450
1.3	Depreciation (Non cash item)		-
1.4	Opening Balance of Cash Surplus		73,200
	Total Cash Inflow	201,200	202,650
2	Cash Outflow		
2.1	Purchase of Product	80,000	
2.2	Payment of GB Loan		
2.3	Investment Pay Back (Including Ownership Tr. Fee)	48,000	48,000
	Total Cash Outflow	128,000	48,000
3	Net Cash Surplus	73,200	154,650



# Strength

Employment: Self: 01 Family:0 Others:0 Experience & Skill : 08 Years Quality goods & services; Skill and experience;

## **W**<sub>EAKNESS</sub>

Lack of Capital/Investment

## **O**<sub>PPORTUNITIES</sub>

Huge demand in the community Location of shop; Regular customers;

### THREATS

Theft Fire Political unrest Pictures





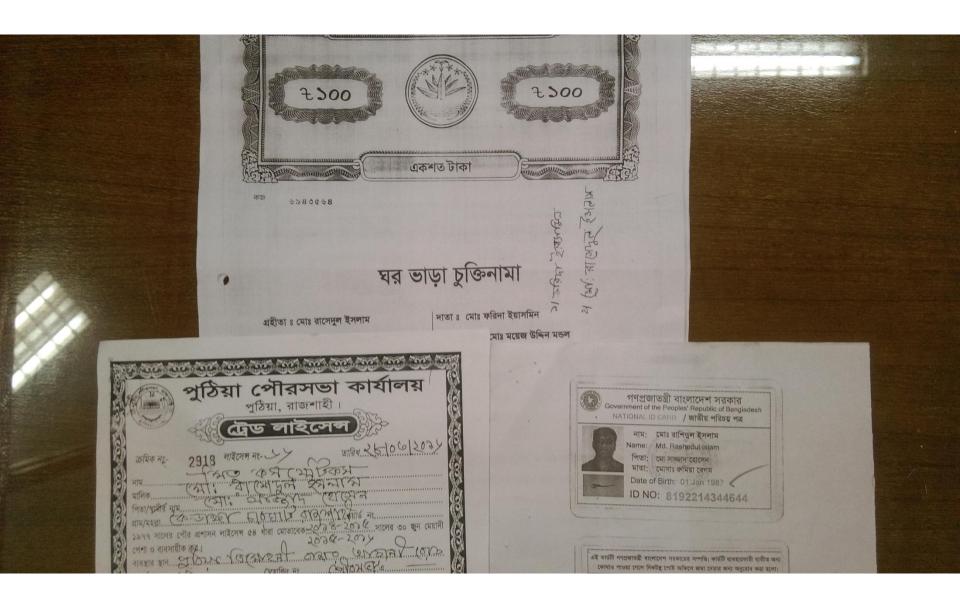












## **FAMILY PICTURE**

