#### **Proposed NU Business Name: ANUSHANDHAN LIBRABY**



Project identification and prepared by: Md. Nadim Razzak, Mawna Unit, Gazipur

Project verified by: MD. Rafiqul Islam



Brief Bio of The Proposed Nobin Udyokta				
Name	:	Kawsar Ahmed		
Age	:	10-10-1996 (20 Years)		
Education, till to date	:	Honors'		
Marital status	:	Unmarried		
Children	:	-		
No. of siblings:	:	3 Brothers , 1 Sister		
Address	:	Vill: Tengrabari, P.O: Tengra, P.S: Shreepur, Dist: Gazipur		
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 KULSUM BEGUM MD. LITON MORAL Branch: Kawraid bazar, Shreepur, Centre # 48(Female), Member ID: 7487, Group No: 10 Member since: 18-02-2010 (06Years) First loan: BDT 5,000		
Further Information: (v) Who pays GB loan installment	  :	Existing Loan: BDT 20000, Outstanding loan: BDT 16350 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	:	3years 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.	:	01625378276
Mother's Contact No.	:	01929675554
NU Project Source/Reference	:	Grameen Shakti Samajik Byabosha Ltd. Mawna Unit, Gazipur

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

KULSUM BEGUM joined Grameen Bank since 06 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	:	ANUSHANDHAN LIBRABY	
Location	:	Chatir bazar	
Total Investment in BDT	:	BDT 2,00,000/-	
Financing	:	Self BDT 1,00,000/-(from existing business) 50%	
		Required Investment BDT 1,00,000/-(as equity) 50%	
Present salary/drawings 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	:	BDT 40,000/-	
Implementation	:	<ul> <li>The business is planned to be scaled up by investment in existing goods like; Pen, Pencil, 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 Mawna.</li> <li>Agreed grace period is 3 months.</li> </ul>	

Existing Business (BDT)					
Particular	Daily	Monthly	Yearly		
Revenue (sales)					
Book, Pen etc	3,500	105,000	1,260,000		
Total Sales (A)	3,500	105,000	1,260,000		
Less. Variable Expense					
Book, Pen etc	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		800	9,600		
Mobile Bill		1,500	18,000		
Salary (self)		5,000	60,000		
Transportation		1,000	12,000		
Guard		500	6,000		
Entertainment		500	6,000		
Total fixed Cost (D)		10,300	39,600		
Net Profit (E) [C-D)		5,450	149,400		

Investment Breakdown					
Particulars	Existing	Proposed	Proposed Total		
Book (150 x 350)	52,500	50,000	102,500		
Khata (200 x 40)	8,000	0	8,000		
Pen (420 x 5)	2,100	0	2,100		
Soft Drinks (16 x 900)	14,400	0	14,400		
Biscuit (50 x 400	2,000	0	2,000		
Chips (100 x 10)	1,000	0	1,000		
Others	20,000	0	20,000		
Umbrella	0	30,000	30,000		
Show piece	0	20,000	20,000		
Total	100,000	100,000	200,000		

### **Source of Finance**



Financial Projection (BDT)					
Particular	Daily	Monthly	1st Year	2nd Year	
Revenue (sales)					
Book, Pen etc	4,650	139,500	1,674,000	1,757,700	
Total Sales (A)	4,650	139,500	1,674,000	1,757,700	
Less. Variable Expense					
Book, Pen etc	3,953	118,575	1,422,900	1,494,045	
Total variable Expense (B)	3,953	118,575	1,422,900	1,494,045	
Contribution Margin (CM) [C=(A-B)	698	20,925	251,100	263,655	
Less. Fixed Expense					
Rent		1,000	12,000	12,000	
Electricity Bill		800	9,600	10,500	
Mobile Bill		1,600	19,200	20,000	
Salary (self)		5,000	60,000	60,000	
Transportation		1,500	18,000	20,000	
Guard		500	6,000	7,000	
Entertainment		500	6,000	7,000	
Total Fixed Cost		10,900	130,800	136,500	
Net Profit (E) [C-D)		10,025	120,300	127,155	
Investment Payback			60,000	60,000	

### 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	100,000	
1.2	Net Profit	120,300	127,155
1.3	Depreciation (Non cash item)		-
1.4	Opening Balance of Cash Surplus		60,300
	Total Cash Inflow	220,300	187,455
2	Cash Outflow		
2.1	Purchase of Product	100,000	
2.2	Payment of GB Loan		
	Investment Pay Back (Including Ownership Tr.		
2.3	Fee)	60,000	60,000
	Total Cash Outflow	160,000	60,000
3	Net Cash Surplus	60,300	127,455

### SWOT ANALYSIS

# Strength

Employment: Self: 01 Family:0 Others:0

Experience & Skill: 04 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

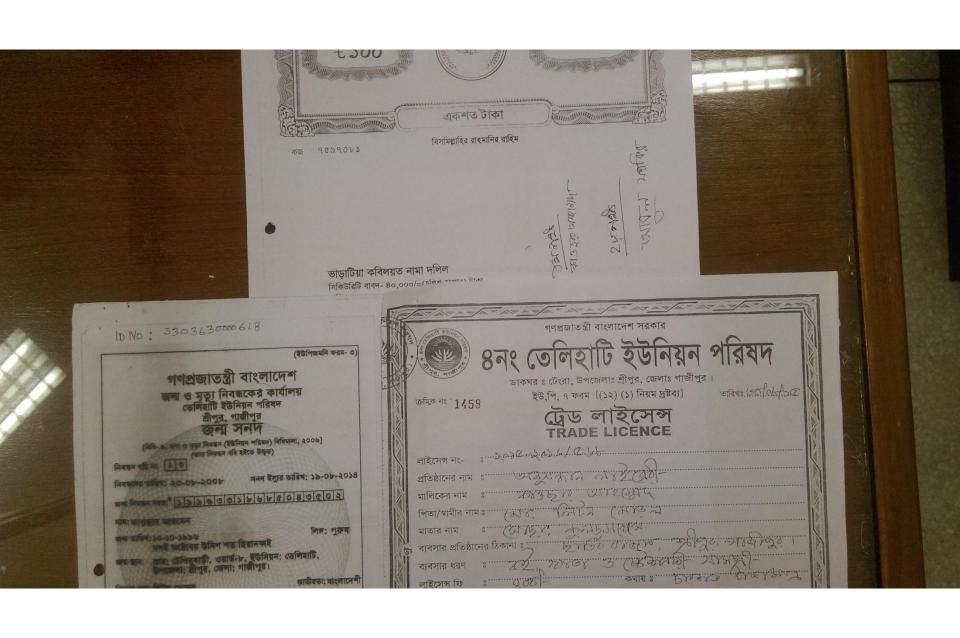
# Pictures











# **FAMILY PICTURE**

