#### **Proposed NU Business Name: BISMILLAH CLOTH STORE**



Project identification and prepared by: Md Nurul Islam, Kaliakoir Unit, Gazipur

Project verified by: Md Mizanur Rahman Patowary



Brief Bio of The Proposed Nobin Udyokta					
Name	:	MD SHIMUL HASAN SABUJ			
Age	:	13-04-1989(27 Years)			
Education, till to date	:	Class Eight			
Marital status	••	Married			
Children	:	-			
No. of siblings:	:	1 Brother & 2 Sisters			
Address	:	Vill: 68 Purbachandar, P.O: Shafipur, P.S: Kaliakoir, 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  MST GOLAP JAN  MD MOFIZ MATOBBOR  Branch: Mouchak, Kaliakoir Centre # 03(Female),  Member ID: 1155, Group No: 01  Member since: 1998-2006( 7 Years)  First loan: BDT 10,000			
Further Information: (v) Who pays GB loan installment (vi) Mobile lady (vii) Grameen Education Loan (viii) Any other loan like GB, BRAC ASA etc	: : :	Existing Loan: Nil , Outstanding loan: Nil N/A No No 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	:	6 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.	:	01735798058
Mother's Contact No.	:	01925309387
NU Project Source/Reference	:	Grameen Shakti Samajik Byabosha Ltd Kaliakoir Unit, Gazipur

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

**MST GOLAP JAN** joined Grameen Bank since 7 years ago. At first she took 10,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

Proposed Nobin Udyokta Business Info				
Business Name	:	BISMILLAH CLOTH STORE		
Location		Boardmil, 1 No. Kachabaazar road.		
Total Investment in BDT	:	BDT 4,50,000/-		
Financing	:	Self BDT 3,00,000/-(from existing business) 70% Required Investment BDT 1,50,000/-(as equity) 30%		
Present salary/drawings from business (estimates)	:	BDT 5,000/-		
Proposed Salary	:	BDT 5,000/-		
Size of shop	:	12 ft x 12 ft= 114 square ft		
Security of the shop	:	BDT 1,00,000		
Implementation	••	<ul> <li>The business is planned to be scaled up by investment in existing goods like; Cloths and clothing items etc.</li> <li>Average 15% gain on sale.</li> <li>The business is operating by entrepreneur. Existing 01 employee.</li> <li>One will be appointed after getting money.</li> <li>The shop is rented.</li> <li>Collects goods from Baburhat, Narshingdi, Islampur.</li> <li>Agreed grace period is 3 months.</li> </ul>		

<b>Existing Business</b>					
Paticular		Daily	Monthly	Yearly	
Revenue(Sales)					
Cloths and clothing items		4600	138000	1656000	
Total Sales (A)		4600	138000	1656000	
Less Variable Expense					
Cloths and clothing items		3910	117300	1407600	
Total variable Expense (B)		3,910	117300	1407600	
Contribution Margin (CM) [C=(A-B)		690	20700	248400	
Less Variable Expense					
Rent			2,500	30000	
Electricity bill			1000	12000	
Transportation			2,400	28800	
Salary (self)			5000	60000	
Salary(Staff)			2000	24000	
Entertainment			100	1200	
Guard			150	1800	
Mobile bill			300	3600	
Total fixed cost (D)			13,450	161400	
Net Profit (E)= [C-D]			7,250	87000	

Investment Breakdown						
Particulars	Existing	Proposed	Total			
Long cloth	84,000		84000			
Plane colour cloth	22,000	30,000	52000			
Gauze Scarf	8,400		8400			
Pant, Shirt, Scarf,	15,000		15000			
Katan, Borkha, Oakija, Bet katan etc	20,000		20000			
3 piece	100,000	30,000	130000			
Others	50,600	20,000	70600			
Printed cloth		70,000	70000			
	300,000	150,000	450000			

### **Source of Finance**



Financial Projection (BDT)						
Paticular	Daily	Monthly	Year1	Year 2	Year 3	
Revenue(Sales)						
Cloths and clothing items	6700	201000	2412000	2532600	2659230	
Total Sales (A)	6700	201000	2412000	2532600	2659230	
Less Variable Expense						
Cloths and clothing items	5695	170850	2050200	2152710	2260345	
Total variable Expense (B)	5,695	170850	2050200	2152710	2260345	
Contribution Margin (CM) [C=(A-B)	1,005	30150	361800	379890	398884	
Less Variable Expense						
Rent		2,500	30,000	30,000	30000	
Electricity bill		1200	14400	14600	14800	
Transportation		2,600	31200	31,500	31700	
Salary (Self)		5000	60000	60000	60000	
Salary(Staff)		4000	48000	48000	48000	
Entertainment		200	2400	2600	2800	
Mobile bill		400	4800	5000	5200	
Total fixed cost (D)		15,900	190800	191,700	192500	
Net Profit (E)= [C-D]		14250	171000	188,190	206384	
Investment Payback			60,000	60,000	60,000	

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

SR#	Particulars	Year 1 (BDT)	Year 2 (BDT)	Year 3 (BDT)
1	Cash Inflow			
	Investment Infusion by			
1.1	Investor	150,000		
1.2	Net Profit	171,000	188,190	173210
1.3	Depreciation (Non cash item)			
	Opening Balance of Cash			
1.4	Surplus		111,000	239190
	Total Cash Inflow	321000	299190	412400
2	Cash Outflow			
2.1	Purchase of Product	150,000		
2.2	Payment of GB Loan			
	Investment Pay Back			
2.3	(Including Ownership Tr. Fee)	60000	60000	60000
	Total Cash Outflow	210,000	60000	
3	Net Cash Surplus	111,000	239190	352400

### 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







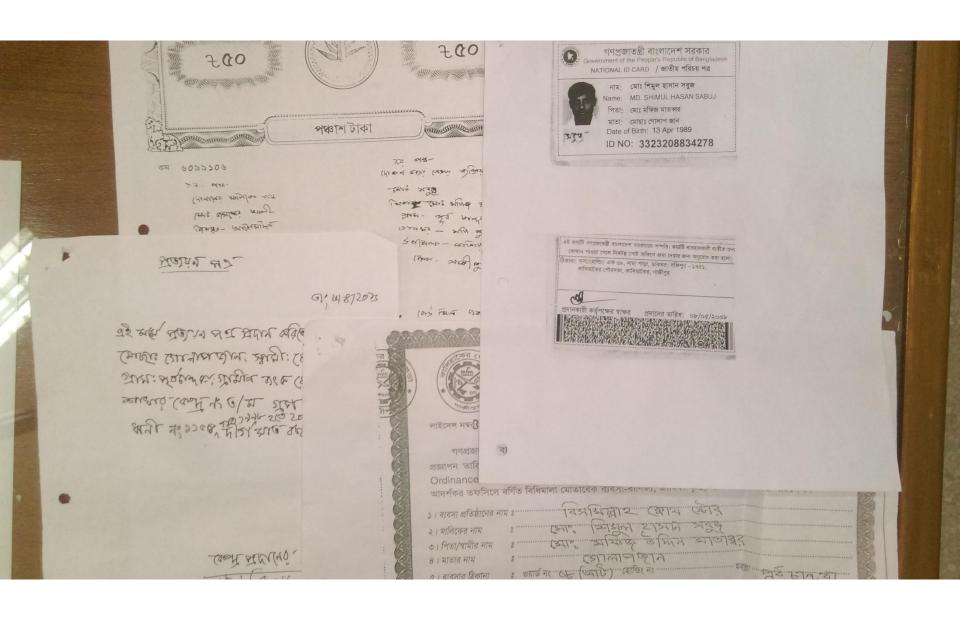












# **FAMILY PICTURE**

