

Proposed NU Business Name : Manfi Gift House

Business Category: General Retail & Wholesale



Project Identified by: Md. Injamul Haque, Asst. Officer, Sadar, Rangpur Business Proposal Prepared by: Fahina Yesmin Happy

BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA

Name and address	:	Md. Mizanur Rahman Vill: Nobonidas, Union: Gongachora, Post: Gongachora, Upazila: Gongachora, District: Rangpur.
Age	:	35 years
Marital status	:	Married
Children	:	01 (One) Daughter
No. of siblings:	:	01 (One) Brother and 02 (Two) Sisters.
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✓FatherMst. Monjila BegumMd. Abdur RajjakBranch: Gogachora, Rangpur, Centre # 43/mo,Loan no.: 4355, Membership since March 06, 2000First Ioan: Tk. 4,000Existing Ioan: Nil, Last Loan: Tk. 30,000
Further Information: (v) Who pays GB loan installment (vi) Mobile lady (vii) Grameen Education Loan (viii) Any other loan		N/A No Nil Nil

BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA (CONT...)

Education, till to date	:	B.A
Present Occupation (Besides own business, i.e., perusing further studies, other business etc.)	:	Nil
Business Experiences and Training Info (years of experience, if s/he received any on- hand training, formal training, working experience as an apprentice etc.)	:	 03 (Three) years experience is running his own business. He started the business with BDT 70,000. (Seventy thousand). He has on hand training from his father's cosmetics Shop (2Yrs) He has 03 (Three) Years working experience as an employee of RDRS Bangladesh.
Other Own/Family Sources of Income	:	His father's income from business and agriculture.
Other Own/Family Sources of Liabilities	:	Nil
NU's Contact No.	:	01751077178
NU's National ID No.	:	9428209788757
NU Project Source/Reference	:	Grameen Telecom Trust

BRIEF HISTORY OF GB LOAN UTILIZATION BY FAMILY

- Mst. Monjila Begum is a GB member March 06, 2000 at first she took GB loan BDT 4,000 (Four thousand).
- Successively several times she utilized GB loan for cultivation purposes and assisting her son in business.
- Finally GB loan helped her to improve economic condition and livelihood.

PROPOSED NOBIN UDYOKTA BUSINESS INFO

Business Name	:	Manfi Gift House
Address/ Location		Burir hat, Rangpur.
Total Investment in BDT	:	Tk. 330,000
Financing	:	Self Tk. 230,000 (from existing business) Required Investment Tk. 100,000 (as equity)
Present salary/drawings from business	:	BDT 4,500 (Four thousand five hundred)
Proposed Salary	:	BDT 6,500 (Six thousand five hundred)
Proposed Business Implementation Plan		
(i) % of present gross profit margin	:	On an average 22% and Mobile Recharge 100%
(ii) Estimated % of proposed gross profit margin	:	On an average 22% and Mobile Recharge 100%
(iii) In future risk mgt. plan (from fire, disaster etc.)		

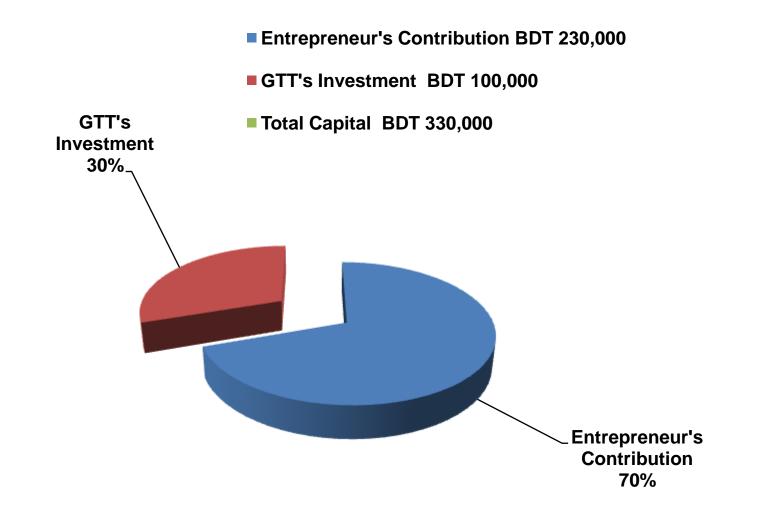
INFO ON EXISTING BUSINESS OPERATIONS

	EB (BDT)				
Particulars	Daily	Monthly	Yearly		
Sales income from products (A)	1,500	42,000	504,000		
Income from Mobile Recharge	41	1,134	13,608		
Total Income from Sales and Commission (A)	1,541	43,134	517,608		
Cost of products (Product Purchase) (B)	1,170	32,760	393,120		
Gross Profit (C) [C=(A-B)]	330	9,240	110,880		
Less: Operating Cost:					
Electricity bill		400	4,800		
Generator bill		200	2,400		
Night Guard bill		100	1,200		
Shop rent		900	10,800		
Mobile bill		500	6,000		
Conveyance		350	4,200		
Present Salary (Self & family)		4,500	54,000		
Other Cost (stationary & Entertainment etc.)		300	3,600		
Non Cash Item:					
Depreciation Expenses		156	1,871		
Total Operating Cost (D)		7,406	88,871		
Net Profit (C-D):		1,834	22,009		



Particular	Existing	Proposed	Total		
Existing	Proposed		(BDT)	(BDT)	
	Investment in products (cosmetics item, electronics item and gift item etc.)	124,357	100,000	224,357	
Investment in Mobile Recharge (Getc.)	3,000	-	3,000		
Investment in equipment (fan, ligh	1,940	-	1,940		
Cash in hand	4,903	-	4,903		
Advance for Shop	80,000	-	80,000		
Decoration (fixture and fittings)	15,800	-	15,800		
Total Capit	230,000	100,000	330,000		





FINANCIAL PROJECTION OF NU BUSINESS PLAN

	Year 1 (BDT)			Year 2 (BDT)			Year 3 (BDT)		
Particulars	Daily	Monthly	Yearly	Daily	Monthly	Yearly	Daily	Monthly	Yearly
Estimated sales income from products (A)	2,300	64,400	772,800	2,760	77,280	927,360	3,312	92,736	1,112,832
Est. Income from Mobile Recharge	54	1,512	18,144	59	1,663	19,958	65	1,830	21,954
Total Income from Sales and Commission (A)	2,354	65,912	790,944	2,819	78,943	947,318	3,377	94,566	1,134,786
Cost of products (Product Purchase) (B)	1,794	50,232	602,784	2,153	60,278	723,341	2,583	72,334	868,009
Gross Profit (C) [C=(A-B)]	506	14,168	170,016	607	17,002	204,019	729	20,402	244,823
Less: Operating Cost:									
Electricity bill		600	7,200		700	8,400		800	9,600
Generator bill		400	4,800		500	6,000		600	7,200
Night Guard bill		100	1,200		150	1,800		150	1,800
Shop rent		900	10,800		900	10,800		900	10,800
Mobile bill (SMS & Reporting)		800	9,600		800	9,600		900	10,800
Conveyance		650	7,800		850	10,200		1,150	13,800
Ownership Transfer Fee		667	4,000		667	8,000		667	8,000
Proposed Salary (Self & family)		6,500	78,000		7,500	90,000		7,500	90,000
Bank Charge (DD, PO, SC)		100	1,200		130	1,560		180	2,160
Other Cost (stationary & Entertainment etc.)		500	6,000		550	6,600		550	6,600
Non Cash Item:									
Depreciation Expenses		156	1,871		156	1,871		156	1,871
Total Operating Cost (D)	-	11,373	132,471	-	12,903	154,831		13,553	162,631
Net Profit (C-D):	-	2,795	37,545		4,099	49,188		6,849	82,192
Retained Income			37,545			86,733			168,925

Notes: 1. Agreed Grace period: Six months

2. Investment Payback schedule: Quarterly installment would also include ownership transfer fee from the date of cheque deposited in NU's business account.

CASH FLOW PROJECTION ON BUSINESS PLAN (REC. & PAY.)

SI #	Particulars	Year 1 (BDT)	Year 2 (BDT)	Year 3 (BDT)
1.0	Cash Inflow			
1.1	Investment Infusion by Investor	100,000	-	_
1.2	Net Profit (ownership tr. Fee added back)	41,545	57,188	90,192
1.3	Depreciation Expenses	1,871	1,871	1,871
1.4	Opening Balance of Cash Surplus	-	19,416	
	Total Cash Inflow	143,416		
2.0	Cash Outflow		· ·	
2.1	Product Purchase	100,000	-	-
2.2	Investment Payback including Ownership Transfer Fee	24,000	48,000	48,000
	Total Cash Outflow	124,000		
3.0	Total Cash Surplus	19,416	30,475	74,538



STRENGTH	WEAKNESS
 Present employment: Self: 01 Family: 0 Others (beyond family): 0 Future employment: 0 Trade License in his own name; Ownership of business in his own name; He has on hand training; Experience : 8yrs. 	Can not supply goods and Services as per demand.
 OPPORTUNITIES Location of Shop; Have some fixed customers; Increasing demand; The Capital of the entrepreneur will be BDT 398,925 after 3 years excluding payback of investor's money. 	THREATS

Presented at 186th as Yunus Centre and 42nd In-house Executive Social Business Design Lab (GTT) on February 16, 2016 at Grameen Telecom Trust Premises

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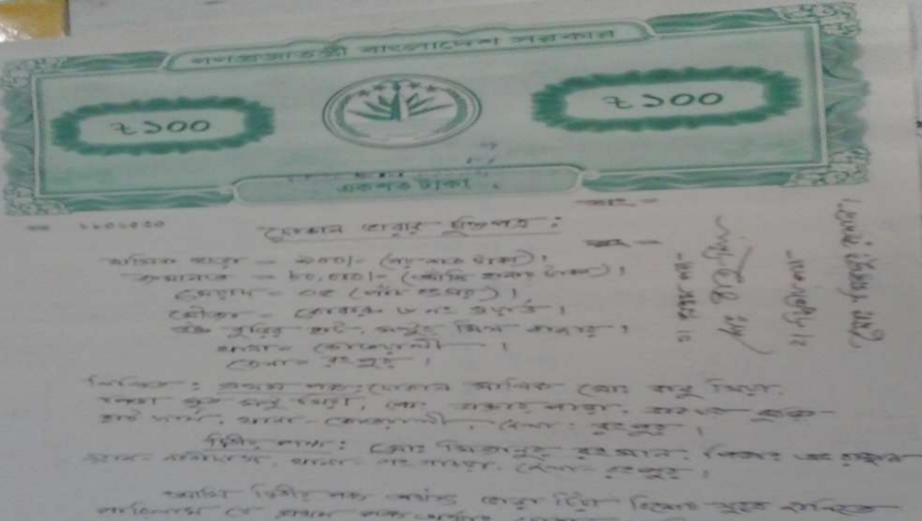
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Name:	Md Mizenur Rehman
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	(साहा) प्रतीक्षमा (तगप
ID NO): 942820978875

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