

Proposed NU Business Name : Bhai Bhai Hardware & Cycle Store Business Category: General Retail & Wholesale



Project Identified by: Md. Asaduzzaman, Asst. Officer, Gobindoganj Unit, Gaibandha Business Proposal Prepared by: Fahina Yesmin Happy

## **BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA**

Name and address	:	Sree Bidhan Chandra Kormokar Vill: Sreepotipur Kamarpara, Union: Mohimaganj, Post: Mohimaganj, Upazila: Gobindoganj, District: Gaibandha.
Age	:	35 years
Marital status	:	Married
Children	:	01 (One) Son
No. of siblings:	:	02 (Two) Brothers 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 Further Information: (v) Who pays GB loan installment (vi) Mobile lady (vii) Grameen Education Loan (viii) Any other loan		Mother V Father Sree Renuka Kormokar Sree Bimol Chandra Kormokar <i>Branch</i> : Mohimaganj, Gobindoganj, <i>Centre # 34</i> /mo, <i>Loan no.: 4203</i> , Membership since 1997 to 2010 First Ioan: Tk. 2,000 Existing Ioan: Nil, Last Loan: Tk. 15,000 N/A No Nil Nil

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

Education, till to date	:	S.S.C
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.)	:	<ul><li>15 (Fifteen) years experience is running his own business. He started the business with BDT 28,000. (Twenty Eight thousand).</li><li>He has on hand training.</li></ul>
Other Own/Family Sources of Income	:	His father's income from Hardware business and agriculture. His brother's income from business (Gold Business). In addition to he has built own residence and arrange marriage of his 02 (two) Sisters from the benefit of this business.
Other Own/Family Sources of Liabilities	:	Nil
NU's Contact No.	:	01714570514
NU's National ID No.	:	3213050479779
NU Project Source/Reference	:	Grameen Telecom Trust

### BRIEF HISTORY OF GB LOAN UTILIZATION BY FAMILY

- Sree Renuka Kormokar is a GB member since 1997 to 2010 at first she took GB loan BDT 2,000 (Two thousand).
- Successively several times she utilized GB loan for cultivation and household purposes.
- Finally GB loan helped her to improve economic condition and livelihood.

# **PROPOSED NOBIN UDYOKTA BUSINESS INFO**

Business Name	:	Bhai Bhai Hardware & Cycle Store
Address/ Location	:	Sreepatipur, Mohimaganj, Gaibandha.
Total Investment in BDT	:	Tk. 402,000
Financing	:	Self Tk. 302,000 (from existing business) Required Investment Tk. 100,000 (as equity)
Present salary/drawings from business	:	BDT 4,000 (Four thousand)
Proposed Salary	:	BDT 5,000 (Five thousand)
Proposed Business Implementation Plan		
(i) % of present gross profit margin	:	On an average 20%
(ii) Estimated % of proposed gross profit margin	:	On an average 20%
(iii) In future risk mgt. plan (from fire, disaster etc.)		

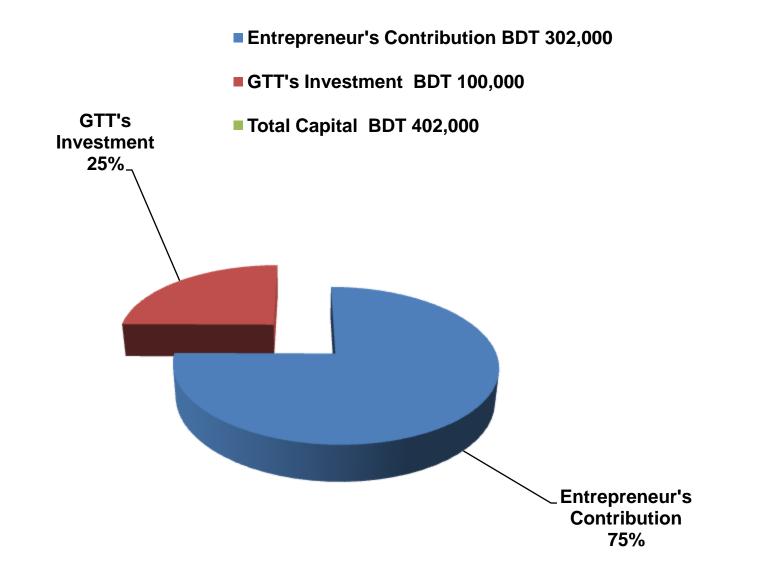


	EB (BDT)					
Particulars	Daily	Monthly	Yearly			
Sales income from products (A)	2,000	56,000	672,000			
Cost of products (Product Purchase) (B)	1,600	44,800	537,600			
Gross Profit (C) [C=(A-B)]	400	11,200	134,400			
Less: Operating Cost:						
Electricity bill		300	3,600			
Night Guard bill		100	1,200			
Generator bill		120	1,440			
Shop Self		-	-			
Mobile bill		400	4,800			
Conveyance bill		1,500	18,000			
Present Salary (Self & family)		4,000	48,000			
Other Cost (stationary & Entertainment etc.)		1,000	12,000			
Non Cash Item:						
Depreciation Expenses		60	725			
Total Operating Cost (D)		7,480	89,765			
Net Profit (C-D):		3,720	44,635			

# PRESENT & PROPOSED INVESTMENT BREAKDOWN

Particula	Existing	Proposod	Total		
Existing	Proposed	(BDT)	Proposed (BDT)	(BDT)	
Investment in products (Hardware item, auto cycle parts item, tyre, battery charger and others materials etc.)	Investment in products (Hardware item, auto cycle parts item, tire, battery charger and others materials etc.)	295,520	100,000	395,520	
Investment in equipment (fan, lig					
	3,400	-	3,400		
Cash in hand					
	930	-	930		
Decoration (fixture and fittings)					
	2,150	-	2,150		
Total Cap	302,000	100,000	402,000		





#### 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)	3,000	84,000	1,008,000	3,300	92,400	1,108,800	3,597	100,716	1,208,592
Cost of products (Product Purchase) (B)	2,400	67,200	806,400	2,640	73,920	887,040	2,878	80,573	966,874
Gross Profit (C) [C=(A-B)]	600	16,800	201,600	660	18,480	221,760	719	20,143	241,718
Less: Operating Cost:									
Electricity bill		500	6,000		600	7,200		700	8,400
Night Guard bill		150	1,800		250	3,000		350	4,200
Generator bill		220	2,640		320	3,840		420	5,040
Shop Self		-							
Mobile bill (SMS & Reporting)		700	8,400		700	8,400		800	9,600
Conveyance bill		1,700	20,400		1,900	22,800		2,200	26,400
Ownership Transfer Fee		667	4,000		667	8,000		667	8,000
Proposed Salary (Self & family)		5,000	60,000		5,500	66,000		6,000	72,000
Bank Charge (DD, PO, SC)		100	1,200		130	1,560		180	2,160
Other Cost (stationary & Entertainment etc.)		1,200	14,400		1,250	15,000		1,250	15,000
Non Cash Item:									
Depreciation Expenses		60	725		60	725		60	725
Total Operating Cost (D)		10,297	119,565	-	11,377	136,525		12,627	151,525
Net Profit (C-D):	-	6,503	82,035		7,103	85,235	-	7,516	90,193
Retained Income			82,035			167,270			257,463

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)	86,035	93,235	98,193
1.3	Depreciation Expenses	725	725	725
1.4	Opening Balance of Cash Surplus	-	62,760	108,720
	Total Cash Inflow	186,760	156,720	207,638
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	48,000	48,000
3.0	Total Cash Surplus	62,760	108,720	159,638



STRENGTH	WEAKNESS
<ul> <li>Present employment: Self: 01 Family: 0 Others (beyond family): 0 Future employment: 0</li> <li>Trade License in his own name;</li> <li>Ownership of business and business place in his own name;</li> <li>He has on hand training;</li> <li>Experience : 15yrs.</li> </ul>	Can not supply goods as per demand.
<ul> <li>OPPORTUNITIES</li> <li>Location of Shop;</li> <li>Have some fixed customers;</li> <li>Increasing demand;</li> <li>The Capital of the entrepreneur will be BDT 559,463 after 3 years excluding payback of investor's money.</li> </ul>	THREATS <ul> <li>Increase of local competitors;</li> </ul>

Presented at 193<sup>rd</sup> as Yunus Centre and 44<sup>th</sup> In-house Executive Social Business Design Lab (GTT) on February 23, 2016 at Grameen Telecom Trust Premises

Thank you

Pictures















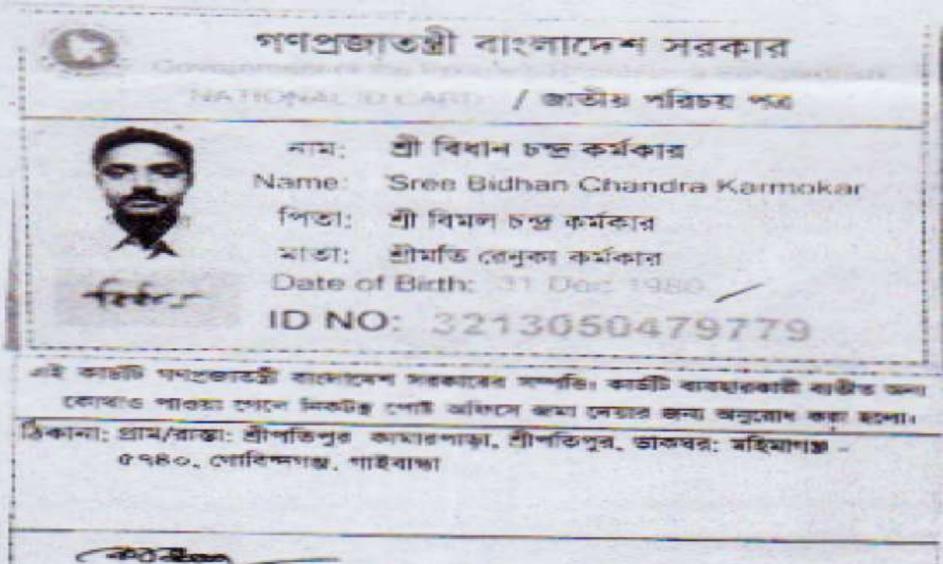


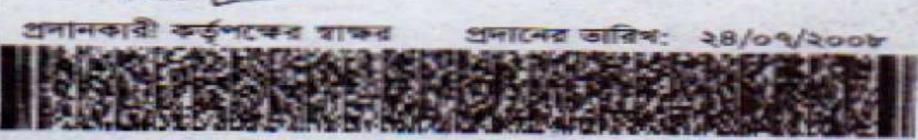


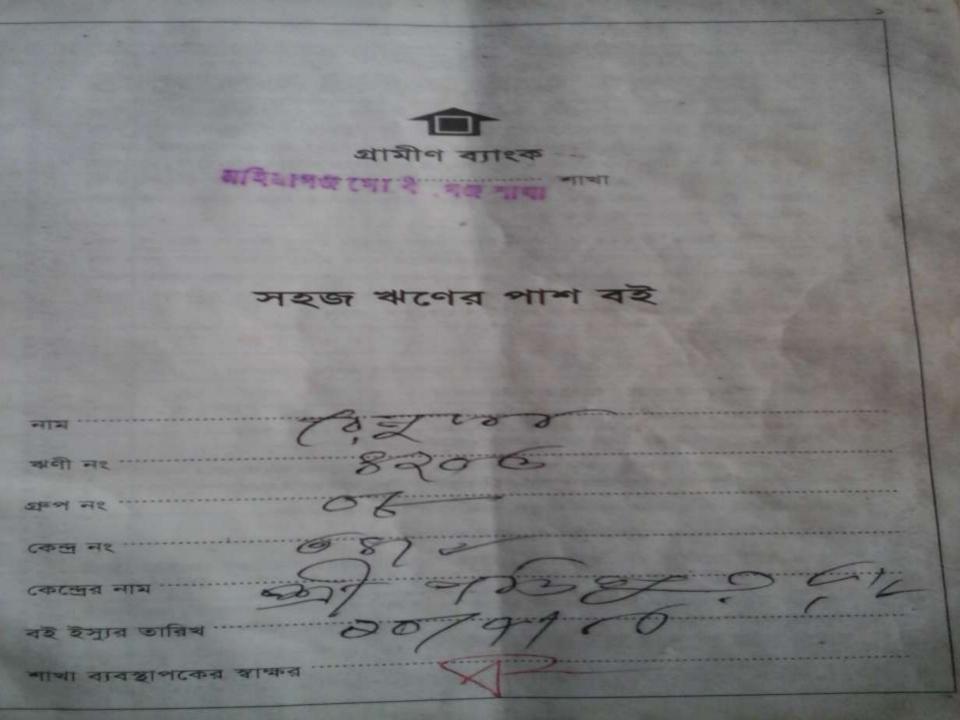


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# **Thank You**