

Proposed NU Business Name: Rashna Furniture Business Category: General Retail & Wholesales



Project Identified & Prepared by: Md. Ruhul Amin, Officer, Sadar, Thakurgaon Business Proposal Verified by: Md. Anwar Hossain

BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA

Name and address	:	Md. Zamsed Ali Vill: Uttor Kachna, Union: 9#Raypur, Post: Matrahat, Upazila: Sadar, District: Thakurgaon.
Age	:	22 years
Marital status	•	Unmarried
Children	:	N/A
No. of siblings:	:	03(Three) Brothers and 01(One) Sister.
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. Rashna Begum Md. Khatibar Rahaman Branch: Raypur, Thakurgaon, Centre # 06/mo Loan no.:5226, Member since February 01, 2012 First loan: Tk. 5,000 Existing loan: 20,000, Outstanding loan: Tk.5,920
Further Information: (v) Who pays GB loan installment (vi) Mobile lady (vii) Grameen Education Loan (viii) Any other loan	:	Entrepreneur No Nil Nil

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

Education, till to date	:	Class Eight
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.)		09 (Nine) years experiences is running his own business. He started the business with BDT 20,000 (Twenty Thousand). He has on hand training from his Father's business.
Other Own/Family Sources of Income	:	His Father's income from Furniture Business.
Other Own/Family Sources of Liabilities	•	Nil
NU's Contact No.	•	01740077008
NU's National ID No.	:	19939419473000161
NU Project Source/Reference	:	Grameen Telecom Trust

BRIEF HISTORY OF GB LOAN UTILIZATION BY FAMILY

- Mst. Rashna Begum is a GB member since February 01, 2012 at first she took GB loan BDT 5,000 (Five thousand).
- Gradually she took GB loan several times and utilized it by assisting her husband and son (entrepreneur) in business.
- Finally GB loan helped her to improve economic condition, livelihood.

PROPOSED NOBIN UDYOKTA BUSINESS INFO

Business Name	:	Rashna Furniture
Address/ Location	:	Vaularhat Bazar, Sadar, Thakurgaon.
Total Investment in BDT	:	Tk. 614,000
Financing	:	Self Tk. 464,000 (from existing business) Required Investment Tk. 150,000 (as equity)
Present salary/drawings from business	:	BDT 7,000 (Seven Thousand)
Proposed Salary	•	BDT 8,000 (Eight Thousand)
Proposed Business Implementation Plan		
(i) % of present gross profit margin	:	On an Average 35%
(ii) Estimated % of proposed gross profit margin	:	On an Average 35%
(iii) In future risk mgt. plan (from fire, disaster etc.)	:	

INFO ON EXISTING BUSINESS OPERATIONS

Doutionland	Exi	sting Business	(BDT)
Particulars	Daily	Monthly	Yearly
Sales income from Products	3,700	103,600	1,243,200
Total Sales (A)	3,700	103,600	1,243,200
Less: Cost of Products	2,405	67,340	808,080
Total Cost of Sales/Products (B)	2,405	67,340	808,080
Gross Profit (C) [C=(A-B)]	1,295	36,260	435,120
Less: Operating Cost:		, in the second	·
Electricity bill		1,500	18,000
Generator Bill		-	-
Shop Rent		500	6,000
Mobile bill		600	7,200
Night Guard bill		1,500	18,000
Conveyance bill		3,000	36,000
Ownership Transfer Fee		,	,
Present Salary (Family & Self)		7,000	84,000
Present Salary (Assistant-02)		13,000	156,000
Bank Charge (DD, PO, SC)		,	-
Provision of bad debt		-	-
Other Cost (Stationary & Entertainment etc.)		900	10,800
Non Cash Item:			,
Depreciation Expenses		4,768	57,220
Total Operating Cost (D)		32,768	393,220
Net Profit (C-D):		3,492	41,900

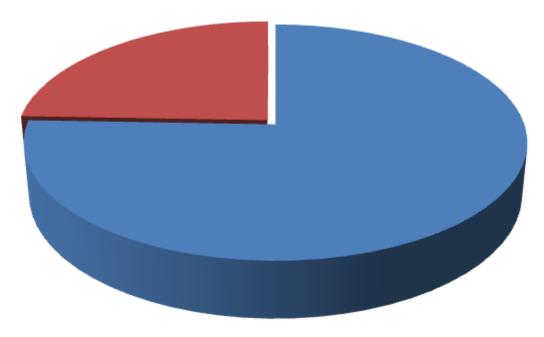
PRESENT & PROPOSED INVESTMENT BREAKDOWN

Particulars	Existing	D	Tatal		
Existing	Proposed	Business (BDT)	Proposed (BDT)	Total (BDT)	
Investment in products (Various Wood etc.)	-	50,000	_	50,000	
Investment in Machineries, Equipment & Tools (jointer-small, Moulding and others tools etc.)	Jointer Machine	380,600	150,000	530,600	
Cash in Hand		8,020	-	8,020	
Advance for Shop		30,000	-	30,000	
GB Outstanding Loan		(5,920)		(5,920)	
Investment in Decoration (Furniture, fixture and fittings)		1,300		1,300	
Total Capital	1	464,000	150,000	614,000	

SOURCE OF FINANCE

- Entrepreneur's Contribution BDT 464,000
- GTT's Investment BDT 150,000
- Total Capital BDT 614,000

GTT's Investment 24%



Entrepreneur's Contribution 76%

FINANCIAL PROJECTION OF NU BUSINESS PLAN

D. C. L.		Year 1 (BDT	Γ)		Year 2 (BD)T)	Year 3 (BDT)			
Particulars	Daily	Monthly	Yearly	Daily	Monthly	Yearly	Daily	Monthly	Yearly	
Estimated Sales income from Products	4,700	131,600	1,579,200	5,076	142,128	1,705,536	5,381	150,656	1,807,868	
Total Estimated Sales (A)	4,700	131,600	1,579,200	5,076	142,128	1,705,536	5,381	150,656	1,807,868	
Less: Cost of Products	3,055	85,540	1,026,480	3,299	92,383	1,108,598	3,497	97,926	1,175,114	
Total Estimated Cost of Sales/Products (B)	3,055		1,026,480	, i		1,108,598	,	97,926	1,175,114	
Gross Profit (C) [C=(A-B)]	1,645	46,060	552,720	1,777	49,745	596,938	1,883	52,729	632,754	
Less: Operating Cost:										
Electricity bill		1,600	19,200		1,700	20,400		1,800	21,600	
Generator Bill										
Shop Rent		500	6,000		500	6,000		500	6,000	
Mobile bill (SMS & Reporting)		1,100	13,200		1,150	13,800		1,200	14,400	
Night Guard bill		1,600	19,200		1,700	20,400		1,800	21,600	
Conveyance		3,500	42,000		4,000	48,000		4,500	54,000	
Ownership Transfer Fee		1,000	6,000		1,000	12,000		1,000	12,000	
Proposed Salary-(Family & Self)		8,000	96,000		9,000	108,000		10,000	120,000	
Proposed Salary (Assistant-2)		14,000	168,000		15,000	180,000		16,000	192,000	
Bank Charge (DD, PO, SC)		84	504		84	1,008		84	1,008	
Provision of bad debt		_			_	-		_	_	
Other Cost (stationary & Entertainment etc.)		1,100	13,200		1,250	15,000		1,250	15,000	
Non Cash Item:										
Depreciation Expenses		6,643	79,720		6,643	79,720		6,643	79,720	
Total Operating Cost (D)	_	39,127	463,024		42,027	504,328		44,777	537,328	
Net Profit (C-D)	_	6,933	89,696		7,717	92,610		7,952	95,426	
Retained Income			89,696	1		182,306	277,731			

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	150,000	-	-
1.2	Net Profit (ownership tr. Fee added back)	95,696	104,610	107,426
1.3	Depreciation Expenses	79,720	79,720	79,720
1.4	Opening Balance of Cash Surplus	-	145,336	257,666
	Total Cash Inflow	325,416	329,666	444,811
2.0	Cash Outflow			
2.1	Investment in Machinery	150,000		
2.2	GB loan Outstanding	(5,920)		
2.3	Investment Payback including Ownership Transfer Fee	36,000	72,000	72,000
	Total Cash Outflow	180,080	72,000	72,000
3.0	Total Cash Surplus	145,336	257,666	372,811

STRENGTH Present employment: Self: 01 Family: 01 (Father) Others (beyond family): Permanent -02, working basis-03	WEAKNESS □ Can not supply goods as per
Future employment:0 Trade License in his own name;	demand.
☐ He has on hand training;☐ Skilled and working experiences (9yrs);	
O PPORTUNITIES	${f T}_{ ext{HREATS}}$
 □ Location of Shop; □ Have some fixed customers; □ Increasing demand; □ The Capital of the entrepreneur will be BDT 747,731 after 3 years excluding payback of investor's money. 	☐ Increase of local competitors;

Presented at 205th as Yunus Centre and 50th In-house Executive Social Business Design Lab

(GTT) on March 14, 2016 at Grameen Telecom Trust Premises

Thank you

Pictures





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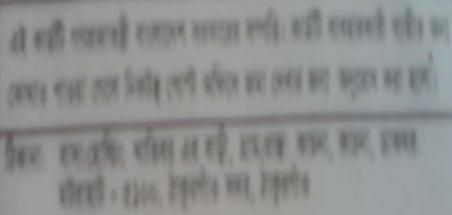
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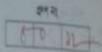
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