

## Proposed NU Business Name: Zia Battery House Business Category: General Retail & Whole Sale



Project Identified by: Md. Jamshed Ali Sarker, Asst. Officer, Shagata, Gaibandha Business Proposal Prepared by: Md. Joynul Abedin, Asst. Officer, Saghata Gaibandha Business Proposal Varified by: Md. Main Uddin

## BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA

Name and address		Md. Ershad Mia				
		Vill: Uttor ullah, Union: Saghata, Post: Vorotkhali, Upazila: Sagata, District: Gaibandha.				
Age	:	21 years				
Marital status	:	Married				
Children	:	01 (One) Son				
No. of siblings:	:	03 Brother(Three) and 01 (One) 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   Father  Mst. Monjila Begum  Md. Azimuddin  Branch: Vorotkhali-Shagata, Centre # 37/mo  Loan no.: 2842/1, Member since 12 April 2010  First loan: Tk. 5000  Existing loan: Tk. 10,000, Outstanding loan:Tk. 9560				
Further Information: (v) Who pays GB loan installment (vi) Mobile lady (vii) Grameen Education Loan (viii) Any other loan	: : :	Entrepreneur Father. No Nil Nil				

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

Education, till to date	:	Class Six
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.)		02 (Two) years experience is running his own business. He started the business with BDT1,60,000 (One Lac Sixty Thousand).  He has 06 (six) month working experience as an assistant from his Father shop in his local area.
Other Own/Family Sources of Income	:	His father's income from Business. Per Month Tk.30,000 His elder brother from studio Business Tk. 20000
Other Own/Family Sources of Liabilities	:	Nill
NU's Contact No.	:	01717142484
NU's National ID No.	:	19943218809009130
NU Project Source/Reference	:	Grameen Telecom Trust

### BRIEF HISTORY OF GB LOAN UTILIZATION BY FAMILY

- Mst. Momena Begum is a GB member since 27 January 2012 at first she took GB loan BDT 5,000 (Five thousand).
- Gradually she took GB loan several times and utilized it for cultivation purposes, purchasing cows and household purposes.
- Finally GB loan helped her to improve economic condition and livelihood.

## PROPOSED NOBIN UDYOKTA BUSINESS INFO

Business Name	:	Zia Battery House
Address/ Location	:	Saghata Bazar, Saghata, Gaibandha.
Total Investment in BDT	:	Tk. 3,53,000
Financing	:	Self Tk.2,53,000 (from existing business) Required Investment Tk.100000(as equity)
Present salary/drawings from business		BDT 8000 (Eight thousand)
Proposed Salary	:	BDT 10,000 (Ten thousand)
Proposed Business Implementation Plan		
(i) % of present gross profit margin	:	Income from product 20%,song download 10%
(ii) Estimated % of proposed gross profit margin	:	Income from product 20%,song download 10%
(iii) In future risk mgt. plan (from fire, disaster etc.)	:	

## INFO ON EXISTING BUSINESS OPERATIONS

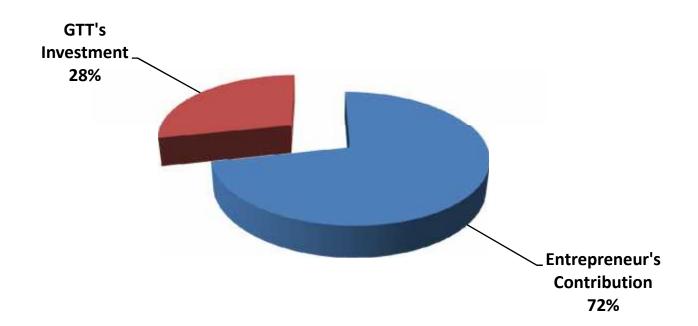
Particulars Particulars	Daily	Monthly	Yearly	
Sales income from products (A)	3,000	84,000	1,008,000	
Sales income from song download	300	8,400	100,800	
Total Sales/commission (A)	3,300	92,400	1,108,800	
Less: Cost of Sales				
Cost of products	2,400	67,200	806,400	
Cost of song download	30	840	10,080	
Total Cost of Sales (B)	2,430	68,040	816,480	
Gross Profit (C) [C=(A-B)]	870	24,360	292,320	
Less: Operating Cost:				
Electricity bill		500	6,000	
Generator bill		-	-	
Shop Rent		250	3,000	
Night Guard bill		100	1,200	
Mobile bill		200	2,400	
Conveyance		1,000	12,000	
Provision of bad Debt		-	-	
Ownership Transfer Fee		-	-	
Present Salary (Self & family)		8,000	96,000	
Present Salary (Assistant-1-brother)		8,000	96,000	
Bank Charge (DD, PO, SC)		-	-	
Other Cost (stationary & Entertainment etc.)		1,700	20,400	
Non Cash Item:				
Depreciation Expenses		150	1,800	
Total Operating Cost (D)		19,900	238,800	
Net Profit (C-D):		4,460	53,520	

### PRESENT & PROPOSED INVESTMENT BREAKDOWN

Particulars	Existing Busines	Propose	Total	
Existing	Proposed	s (BDT)	d (BDT)	(BDT)
Investment in products (Solar Stand Fan,Solar Table Fan,Solar D.C Fan,Solar Battery & Other Solar Accessories Item etc.)	Investment in products(Solar Battery,Solar Pannel,Solar Bulb & Solar Accessories.)	158,000	100,000	258,000
Investment in Machineries & Equipment (Fan, Co	46,000	-	46,000	
Cash in hand	1,350	-	1,350	
Debtors (Since March 2016 to at present)		18,550		18,550
Decoration (fixture and fittings)	18,600		18,600	
Advance for Shop		10,500	-	10,500
Total Capital	253,000	100,000	353,000	

## **SOURCE OF FINANCE**

- Entrepreneur's Contribution BDT 253,000
- GTT's Investment BDT 100,000
- Total Capital BDT 353,000



### FINANCIAL PROJECTION OF NU BUSINESS PLAN

	1	Year 1 (BDT	Γ)	Year 2 (BDT)			Year 3 (BDT)		
Particulars	Daily	Monthly	Yearly	Daily	Monthly	Yearly	Daily	Monthly	Yearly
Estimated sales income from products (A)	4,000	112,000	1,344,000	4,400	123,200	1,478,400	4,840	135,520	1,626,240
Estimated Sales income from song download	350	9,800	117,600	413	11,564	138,768	446	12,489	149,869
Total Sales/commission (A)	4,350	121,800	1,461,600	4,813	134,764	1,617,168	5,286	148,009	1,776,109
Estimated cost of products	3,200	89,600	1,075,200	3,520	98,560	1,182,720	3,872	108,416	1,300,992
Estimated Cost of song download	35	·	11,760	41	1,156		45		14,987
Total Cost of Sales (B)	3,235	90,580	1,086,960	3,561	99,716		3,917	109,665	1,315,979
Gross Profit (C) [C=(A-B)]	1,115	31,220	374,640	1,252	35,048	420,571	1,369	38,344	460,130
Less: Operating Cost:									
Electricity bill		700	8,400		900	10,800		1,100	13,200
Generator bill		_	-			-		-	-
Shop Rent		250	3,000		250	3,000		250	3,000
Night Guard bill		150	1,800		200	2,400		250	3,000
Mobile bill (SMS & Reporting)		400	4,800		400	4,800		400	4,800
Conveyance		1,200	14,400		2,200	26,400		3,200	38,400
Provision of bad Debt		_	-		-	-		_	-
Ownership Transfer Fee		667	4,000		667	8,000		667	8,000
Proposed Salary (Self & family)		10,000	120,000		11,000	132,000		11,000	132,000
Proposed Salary (Assistant-1-brother)		9,000	108,000		9,500	114,000		9,800	117,600
Bank Charge (DD, PO, SC)		200	2,400		700	8,400		1,000	12,000
Other Cost (stationary & Entertainment etc.)		2,200	26,400		2,400	28,800		2,400	28,800
Non Cash Item:									
Depreciation Expenses		150	1,800		150	1,800		150	1,800
Total Operating Cost (D)		24,917	295,000		28,367	340,400		30,217	362,600
Net Profit (C-D):	-	6,303	79,640	-	6,681	80,171	-	8,128	97,530
Retained Income			79,640			159,811			257,342

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)	83,640	88,171	105,530
1.3	Depreciation Expenses	1,800	1,800	1,800
1.4	Opening Balance of Cash Surplus	_	61,440	103,411
	Total Cash Inflow	185,440	151,411	210,742
2.0	Cash Outflow			
2.1	Product Purchase	100,000	-	_
2.2	GB Loan Outstanding	-		
2.3	Investment Payback including Ownership Transfer Fee	24,000	48,000	48,000
	Total Cash Outflow	124,000	48,000	
3.0	Total Cash Surplus	61,440	103,411	162,742

## **SWOT ANALYSIS**

STRENGTH  Present employment: Self: 01 Family: 01 Others (beyond family): 0 Future employment:0 Trade License in his own name; He has on hand training; Skilled and working experiences (2Yrs);	Weakness  ☐ Can not supply goods and Services as per demand.
Opportunities  □ Location of Shop; □ Have some fixed customers (Retail); □ Increasing demand; □ The Capital of the entrepreneur will be BDT 5,10,342 after 3 years excluding payback of investor's money.	THREATS  Increase of local competitors;

Presented at 261<sup>th</sup> as Yunus Centre and 72<sup>th</sup> In-house Executive Social Business Design Lab (GTT) on May 26,2016 at Grameen Telecom Trust Premises

Thank you

# Pictures

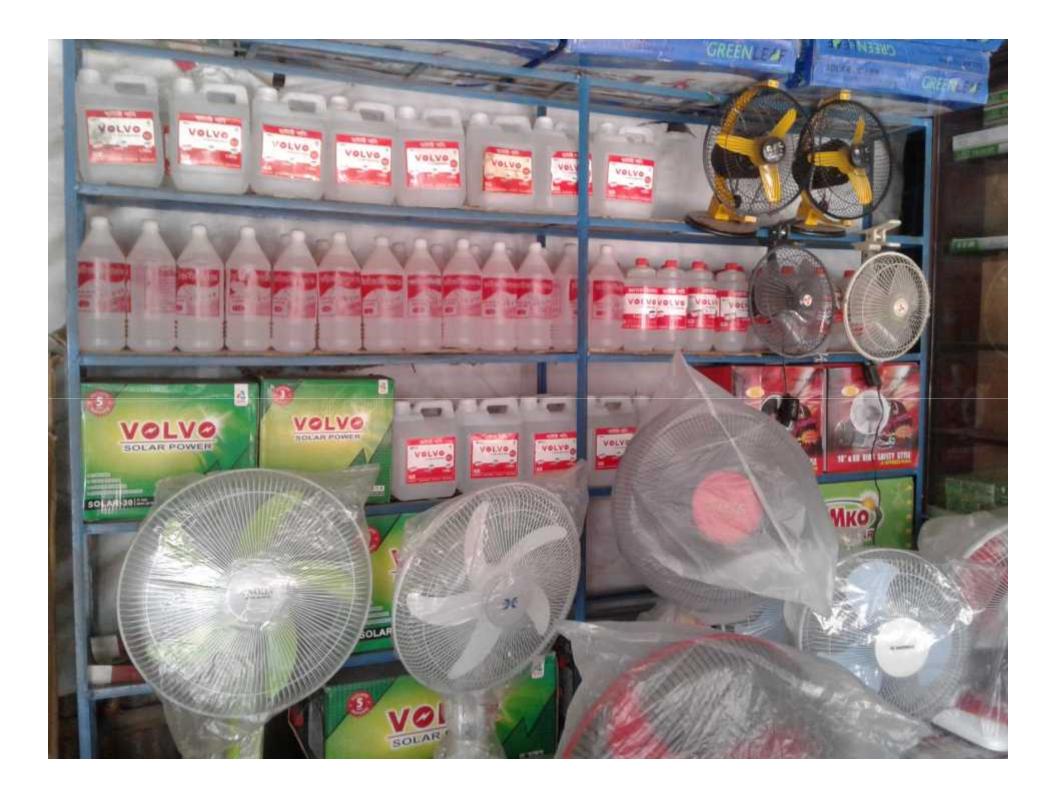




















ইউপি ফরম-৬ লাইসেগ ফি আদায়

৪নং গজারিয়া ইউনিয়ন পরিযদ উপজেলাঃ ফুলছড়ি, জেলাঃ গাইবান্ধা।

नाइराम यह नर ह.......

পাইনেল ইস্যার বিবরণ হসুরে ক্রমিক বং

ইস্যার কারিখ

TE: 22/2008-2022

CONTRUCTOR TOTAL

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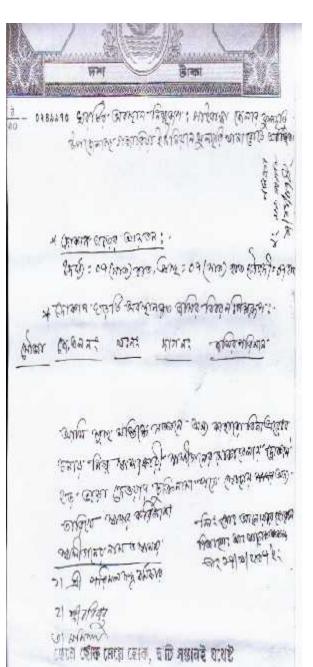
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(ইউলিজমনি ফরম- ৩)

#### গণপ্রজাতন্ত্রী বাংলাদেশ জন্ম ও মৃত্যু নিবন্ধকের কার্যালয়

সাঘাটা, পাইবাফা জন্ম সনদ

[বিবি- ৯, জাল ও মৃত্যু নিবজন (ইউনিংন প্রিচন) বিভিয়ালা, ২০০৮] (আপ্ল নিবন্ধন বৃত্তি হুইতে উদ্ধৃত)

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নিবদ্ধনের ভারিখ: ১০-১০-২০১০

সনদ ইসার ভারিখ: ১১-১২-২০১২

নাম: এরশাদ মিয়া

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বারই ভিসেম্ব উনিশ শত চুরানকাই

জন্ম স্থান: উত্তর উল্যা, সামাটা, গাইবাকা।

পিতার দাম: আজিম উদ্দিন

যাতার নাম: মঞ্জিলা বেগম

স্থায়ী ঠিকানা: প্রাম: উত্তর উল্যা: ডাক্ষর: ভবত্যালী, Gलाक्षना: माधाणि, (क्षना: गाইवाका)।

Bf. 12.112 (ইউলি সচিন - সাক্ষয় ও সিল)

ফাতীয়তা: বাংলাদেশী

जिल: श्राम्य

জাতীয়তা: বাংলাদেশী

(নিরক্তকর স্থাকর ও নামস্থ সাল)

(নিবছকের কার্যালয়ের সীল্যোব্র)

ণ প্রথম চার আছ ব্যক্তির জন্ম সালে, লরকটি সাত গল এতিয়া কোড় ও শেষ ছয় এক ব'লা কমিল।



থামীণ ব্যাৎক ভরক্তমানী মাদাটা শাখা

## সহজ ঋণের পাশ বই

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## Thank You