

Proposed NU Business Name : Siam Confectionary Business Category: General Retail & Wholesales



Business Proposal collected & prepared by: Md. Rubel Rana, Asst. Nobin, Thakurgoan Sadar unit, Thakurgoan. Business Proposal Verified by: Naznin Akther

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

Name and address	:	Md. Joynul Abedin Vill: Vakura, Union: 06 no. Pirganj , Post: Narayanpur, Upazila: Pirganj, District: Thakurgaon.		
Age	:	27 years		
Marital status	:	Married		
Children	:	01 (One) Son		
No. of siblings:	:	02 (Two) Brothers		
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		Mother $\checkmark$ Father Mst. Mahfuja Begum Md. Tobarak Ali <i>Branch</i> : Daolatpur, Pirganj, <i>Centre # 36/m</i> o <i>Loan no.: 3696</i> , Member since February 01, 2000 First Ioan: Tk. 5,000 Existing Ioan: Nil, Last Ioan: Tk. 20,000		
<ul><li>(vi) Mobile lady</li><li>(vii) Grameen Education Loan</li><li>(viii) Any other loan</li></ul>	:	No Nil Nil		

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

Education, till to date	:	Class Five
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>02 (Two) years experiences is running his own business. He started the business with BDT 150,000 (One lac fifty thousand).</li> <li>He has 06 (Six) years working experiences an as assistant in a local shop.</li> <li>He has 02 (Two) years working experiences an as assistant in his brother's shop.</li> </ul>
Other Own/Family Sources of Income	:	His father's income from agriculture and his brother's income from business (grocery shop).
Other Own/Family Sources of Liabilities	:	Nil
NU's Contact No.	:	01767224029
NU's National ID No.	:	1988941277000033
NU Project Source/Reference	:	Grameen Telecom Trust

## BRIEF HISTORY OF GB LOAN UTILIZATION BY FAMILY

- Mst. Mahfuja Begum is a GB member since February 01, 2000 at first she took GB loan BDT 5,000 (Five thousand).
- Gradually she took GB loan several times and utilized it for cultivation.
- Finally GB loan helped her to improve economic condition and livelihood.

## **PROPOSED NOBIN UDYOKTA BUSINESS INFO**

Business Name	-	Siam Confectionary
Address/ Location	:	Pirganj bazar, Ranishangkoil, Thakurgoan.
Total Investment in BDT	-	Tk. 496,0000
Financing	:	Self Tk. 396,000 (from existing business) Required Investment Tk. 100,000 (as equity)
Present salary/drawings from business	:	BDT 5,000 (Five Thousand)
Proposed Salary	:	BDT 7,000 (Seven Thousand)
Proposed Business Implementation Plan		
(i) % of present gross profit margin	:	On an Average 15%
(ii) Estimated % of proposed gross profit margin	:	On an Average 15%
(iii) In future risk mgt. plan (from fire, disaster etc.)	:	



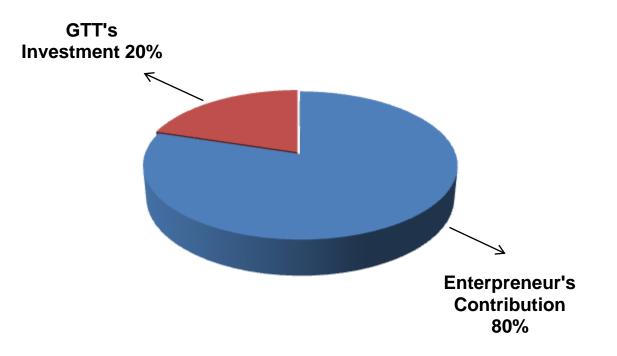
Dentionland	Exis	Existing Business (BDT)				
Particulars	Daily	Monthly	Yearly			
Sales income from Products (A)	5,000	130,000	1,560,000			
Less: Cost of Sales/Products (B)	4,250	110,500	1,326,000			
Gross Profit (C) [C=(A-B)]	750	19,500	234,000			
Less: Operating Cost:			,			
Electricity bill		1,500	18,000			
Generator bill		170	2,040			
Shop Rent		2,200	26,400			
Mobile bill		200	2,400			
Night Guard bill		50	600			
Conveyance bill		1,000	12,000			
Present Salary (Family & Self)		5,000	60,000			
Present Salary (Assistant-01)		3,000	36,000			
Other Cost (Stationary & Entertainment etc.)		1,600	19,200			
Non Cash Item:		.,				
Depreciation Expenses		534	6,405			
Total Operating Cost (D)		15,254	183,045			
Net Profit (C-D):		4,246	50,955			



Particula	Existing Business	Proposed	Total	
Existing	Proposed	(BDT)	(BDT)	(BDT)
Investment in products ( confectionary item, bakery item and soft drinks etc.)	Investment in products (confectionary item, bakery item and soft drinks etc.)	187,828	100,000	287,828
Investment in Machineries, Equipment a machine, bulb and fan etc.)	32,700		32,700	
Cash in Hand	10,472		10,472	
Advance for Shop	150,000		150,000	
Decoration (fixture and fittings)	15,000		15,000	
Total Cap	396,000	100,000	496,000	



- Entrepreneur's Contribution BDT 396,000
- GTT's Investment BDT 100,000
- Total Capital BDT 496,000



### FINANCIAL PROJECTION OF NU BUSINESS PLAN

Destinutes	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)	7,000	182,000	2,184,000	8,050	209,300	2,511,600	8,855	230,230	2,762,760
Less: Cost of Sales/Products (B)	5,950	154,700	1,856,400	6,843	177,905	2,134,860	7,527	195,696	2,348,346
Gross Profit (C) [C=(A-B)]	1,050	27,300	327,600	1,208	31,395	376,740	1,328	34,535	414,414
Less: Operating Cost:									
Electricity bill		1,700	20,400		1,850	22,200		1,900	22,800
Generator bill		220	2,640		270	3,240		320	3,840
Shop Rent		2,200	26,400		2,200	26,400		2,200	26,400
Mobile bill (SMS & Reporting)		500	6,000		500	6,000		500	6,000
Night Guard bill		100	1,200		150	1,800		200	2,400
Conveyance		1,500	18,000		2,000	24,000		2,500	30,000
Ownership Transfer Fee		667	4,000		667	8,000		667	8,000
Proposed Salary (Family & Self)		7,000	84,000		8,000	96,000		9,000	108,000
Proposed Salary (Assistant-01)		4,000	48,000		5,000	60,000		6,000	72,000
Bank Charge (DD, PO, SC)		80	480		80	960		80	960
Provision of bad debt		-	_			_		_	
Other Cost (stationary & Entertainment etc.)		2,050	24,600		2,250	27,000		2,350	28,200
Non Cash Item:									
Depreciation Expenses		534	6,405		534	6,405		534	6,405
Total Operating Cost (D)		20,550	242,125	-	23,500	282,005		26,250	315,005
Net Profit (C-D)	-	6,750	85,475	-	7,895	94,735	-	8,284	99,409
Retained Income			85,475			180,210			279,619

*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)	89,475	102,735	107,409
1.3	Depreciation Expenses	6,405	6,405	6,405
1.4	Opening Balance of Cash Surplus	-	71,880	133,020
	Total Cash Inflow	195,880	181,020	246,834
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	71,880	133,020	198,834

## SWOT ANALYSIS

<ul> <li>STRENGTH</li> <li>Present employment: Self: 01 Family: 01 (father) Others (beyond family): 01 Future employment:0</li> <li>Trade License in his own name;</li> <li>He has on hand training;</li> <li>Maintain books of record;</li> <li>Skilled and working experiences (10 years);</li> </ul>	WEAKNESS Can not supply goods as per demand.
OPPORTUNITIES      Location of Shop;     Have some fixed customers (Retail & Wholesale);     Increasing demand;     The Capital of the entrepreneur will be BDT     675,619 after 3 years excluding payback of     investor's money.	T <sub>HREATS</sub> <ul> <li>Increase of local competitors;</li> </ul>

Presented at 264<sup>th</sup> as Yunus Centre and 73<sup>rd</sup> In-house Executive Social Business Design Lab

(GTT) on May 31, 2016 at Grameen Telecom Trust Premises

Thank you

Pictures







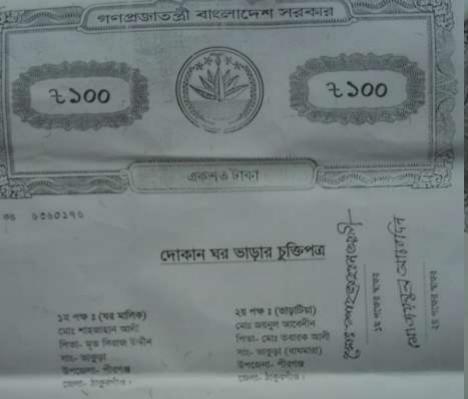


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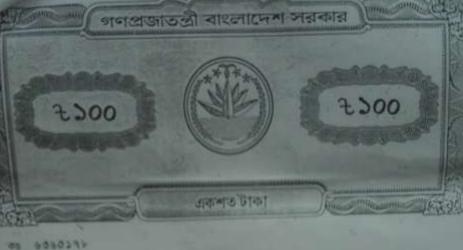
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#### শতাবলা ঃ

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(MIST HI-0)

এতম্বর্থ উচ্চাপক অর চুকিপর, পঢ়িয়া, চনিয়া এবং ইহার মর্থ অবগত হইয়া উপস্থিত 

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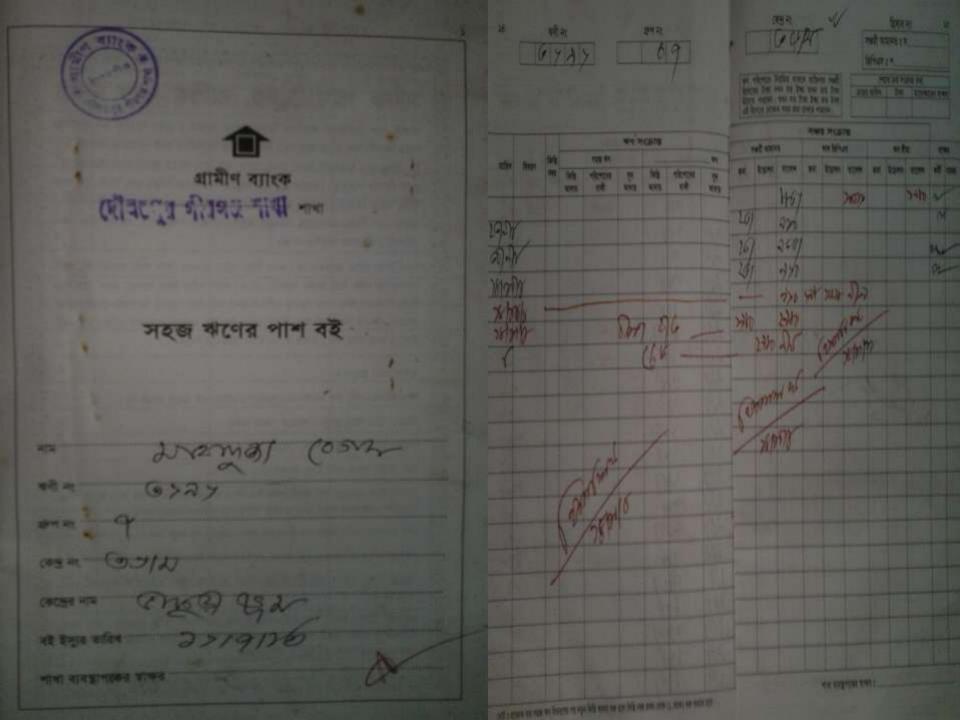
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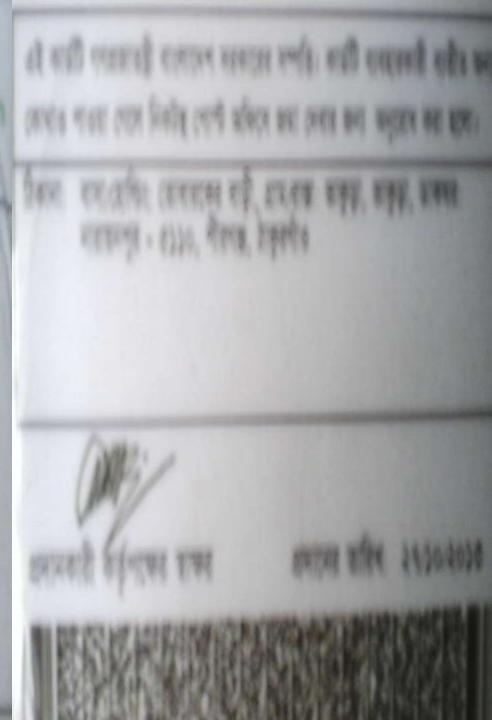
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## গণপ্রজাতন্ত্রী বাংলাদেশ সরকার Government of the People's Republic of Banglade NATIONAL ID CARD / জাতীয় পরিচয় পর







# **Thank You**