### **Proposed NU Business Name: ALIF VARITY STORE**



Project identification and prepared by: MD. Abdul Mannan Talukder, Rajshahi Sadar Unit, Rajshahi

Project verified by: MD. Abdul Mannan Talukder



Brief Bio of The Proposed Nobin Udyokta				
Name	:	MOST. FARIHA FERDOUS MIM		
Age	:	08-08-1997 (19 Years)		
Education, till to date	:	S.S.C		
Marital status	:	Unmarried		
Children	:	N/A		
No. of siblings:	:	1 Brother & 3 Sisters		
Address	:	Vill: Bohrumpur, P.O: G.P.O-6000, P.S: Rajpara, Dist: Rajshahi		
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  MOST. ROJINA AKTER  MD. FARUK HOSSAIN  Branch: Boshura Poba, Centre # 69(Female),  Member ID: 6184/3, Group No: 03  Member since: 01-04-2012(04Years)  First loan: BDT 20,000/-		
Further Information: (v) Who pays GB loan installment (vi) Mobile lady (vii) Grameen Education Loan (viii) Any other loan like GB, BRAC ASA etc	: : :	Existing Loan: BDT 22,000/-,Outstanding loan: BDT 22,000/- Father No No No		

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

Present Occupation(Besides own business, i.e., persuading further studies, other business etc.)	:	Nil
Business Experiences and	:	3 years experience in running business.
Training Info	:	He has no training.
Other Own/Family Sources of Income	:	Service
Other Own/Family Sources of Liabilities	:	None
Entrepreneur Contact No.	:	01776-728476
Mother's Contact No.	:	01704-551676
NU Project Source/Reference	:	Grameen Shakti Samajik Byabosha Ltd. Rajshahi Sadar Unit, Rajshahi

#### BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

**MOST. ROJINA AKTER** joined Grameen Bank since 04 years ago. At first she took 20,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

Proposed Nobin Udyokta Business Info			
Business Name	:	ALIF VARITY STORE	
Location	:	Bohrumpur Mor, Rajshahi	
Total Investment in BDT	:	BDT 185,000/-	
Financing	:	Self BDT 85,000/-(from existing business) 46% Required Investment BDT 1,00,000/-(as equity) 54%	
Present salary/drawings from business (estimates)	:	BDT 5,000/-	
Proposed Salary	:	BDT 5,000/-	
Size of shop	•	20ft x 12ft= 240square ft	
Security of the shop	•	BDT 1,00,000/-	
Implementation	•	<ul> <li>The business is planned to be scaled up by investment in existing goods like; Confectionery item.</li> <li>Average 15% gain on sale.</li> <li>The business is operating by entrepreneur. Existing no employee.</li> <li>The shop is rented.</li> <li>Collects goods from Rajshahi.</li> <li>Agreed grace period is 3 months.</li> </ul>	

Existing Business (BDT)					
Particular	Daily	Monthly	Yearly		
Revenue (sales)					
Grocery Item	3,000	90,000	1,080,000		
Total Sales (A)	3,000	90,000	1,080,000		
Less. Variable Expense					
Grocery Item	2,550	76,500	918,000		
Total variable Expense (B)	2,550	76,500	918,000		
Contribution Margin (CM) [C=(A-B)	450	13,500	162,000		
Less. Fixed Expense					
Rent		2,500	30,000		
Electricity Bill		500	6,000		
Mobile Bill		150	1,800		
Salary (self)		5,000	60,000		
Transportation		400	4,800		
Guard		150	1,800		
Total fixed Cost (D)		8,700	104,400		
Net Profit (E) [C-D)		4,800	57,600		

Investment Breakdown					
Particulars Particulars Particulars Particulars	Existing	Proposed	Proposed Total		
Grocery Item	15,000	25,000	40,000		
Soap, Washing Powder	5,000	3,000	8,000		
Biscuit, Stationery,	10,900	2,000	12,900		
Water, Juice	5,000	2,000	7,000		
Rice (5 x 1150)	5,750	25,000	30,750		
Cow Feed (42 x675)	28,350	40,000	68,350		
Others	15,000	3,000	18,000		
Total	85,000	100,000	185,000		

### **Source of Finance**



Financial Projection (BDT)					
Particular	Daily	Monthly	1st Year	2nd Year	
Revenue (sales)					
Grocery Item	4,250	127,500	1,530,000	1,606,500	
Total Sales (A)	4,250	127,500	1,530,000	1,606,500	
Less. Variable Expense					
Grocery Item	3,613	108,375	1,300,500	1,365,525	
Total variable Expense (B)	3,613	108,375	1,300,500	1,365,525	
Contribution Margin (CM) [C=(A-B)	638	19,125	229,500	240,975	
Less. Fixed Expense					
Rent		2,500	30,000	30,000	
Electricity Bill		500	6,000	7,000	
Mobile Bill		250	3,000	4,000	
Salary (self)		5,000	60,000	60,000	
Transportation		600	7,200	8,500	
Guard		150	1,800	2,000	
<b>Total Fixed Cost</b>		9,000	108,000	111,500	
Net Profit (E) [C-D)		10,125	121,500	129,475	
Investment Payback			60,000	60,000	

### Cash flow projection on business plan (rec. & Pay)

SI#	Particulars	Year 1 (BDT)	Year 2 (BDT)
1	Cash Inflow		
1.1	Investment Infusion by Investor	100,000	
1.2	Net Profit	121,500	129,475
1.3	Depreciation (Non cash item)		-
1.4	Opening Balance of Cash Surplus		61,500
	Total Cash Inflow	221,500	190,975
2	Cash Outflow		
2.1	Purchase of Product	100,000	
2.2	Payment of GB Loan		
	Investment Pay Back (Including Ownership Tr.		
2.3	Fee)	60,000	60,000
	Total Cash Outflow	160,000	60,000
3	Net Cash Surplus	61,500	130,975

### SWOT ANALYSIS

# Strength

Employment: Self: 01 Family:0 Others:0

Experience & Skill: 03 Years

Quality goods & services;

Skill and experience;

# WEAKNESS

Lack of Capital/Investment

## **O**PPORTUNITIES

Huge demand in the community Location of shop; Regular customers;

### THREATS

Theft

Fire

Political unrest

# Pictures

(প্রফেশন / ট্রেড / কালং পাইলেগ) বিচাকেনা করুন সটি ব্যবসা [৪৪ (৩) নং বিধি দেখুন] व्यनित्य ताथुन जात्रिय 201201 সন ঃ ২০১৫-২০১৬ नर- 7120 मनः 22126 80280 র্বের লাইসেল নম্বর ... ১৮৬ ইং সালের রাজশাহী সিটি কর্পোরেশন ট্যাক্সেশন বিধিমালার ৪৪ বিধি অং অনুমোদন পত্র নিম্নে বর্ণিত ব্যক্তি/প্রতিষ্ঠানের অনুকূলে দে'য়া হলো, যা ২০১৫-: TONATO CONTRE CONTRACTOR (3/8/18/0 76/13/2) (2/02) (2/02) (2/02) (2/02) (2/02) (2/02) (2/02) (2/02) (2/02) (2/02) (2/02) (2/02) (2/02) 73786 3613028 REVINA ह्याः जिल्ले वानाः GRIPTO PONT, 2000

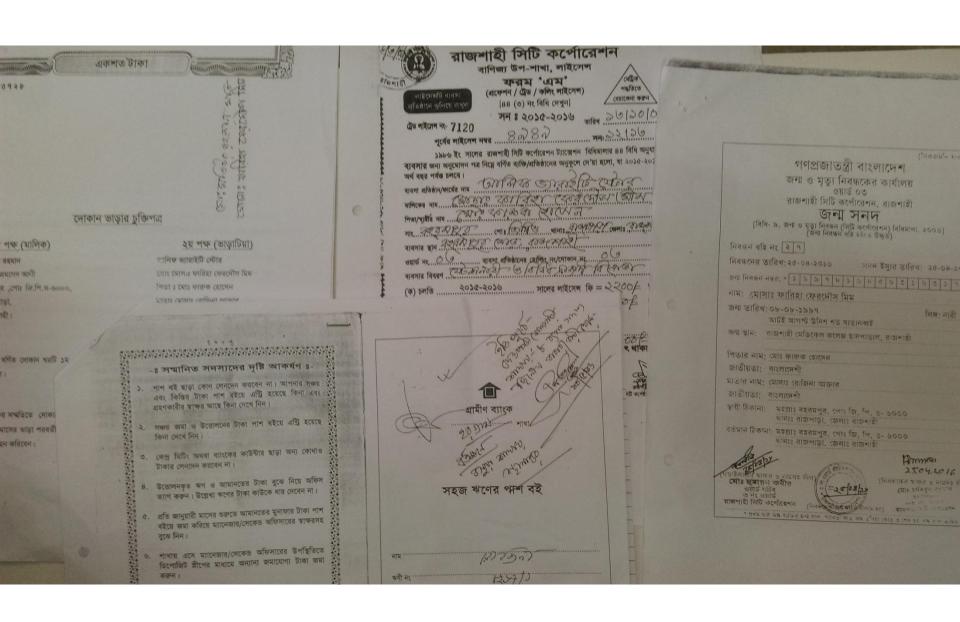












# **FAMILY PICTURE**

