## Proposed NU Business Name: AMIN LIBRARY \& CONFECTIONARY



Project identification and prepared by: MD. Nurul Islam, Kaliakoir Unit, Gajipur

Project verified by: : Shushanta Kumar Bishash


Brief Bio of The Proposed Nobin Udyokta

| Name |  | MD. AMINUL ISLAM |
| :---: | :---: | :---: |
| Age | : | 15-03-1985 (31 Years) |
| Education, till to date |  | Class IX |
| Marital status | . | Married |
| Children |  | 1 Daughter |
| No. of siblings: |  | 2 Brothers |
| Address |  | Vill: Sinaboho, P.O: Bashtoli, P.S: Kaliakoir, Dist: Gazipur |
| Parent's and GB related Info <br> (i) Who is GB member <br> (ii) Mother's name <br> (iii) Father's name <br> (iv) GB member's info <br> Further Information: <br> (v) Who pays GB loan installment <br> (vi) Mobile lady <br> (vii) Grameen Education Loan <br> (viii) Any other loan like GB, BRAC ASA etc.. |  | Mother <br> Father $\square$ <br> AMENA BEGUM <br> MD. EUNUS ALI <br> Branch: Ataboho, KaliakoirCentre \# 11(Female), <br> Member ID: 1856, Group No: 07 <br> Member since: 27-10-2001(16Years) <br> First loan: BDT 5,000 <br> Existing Loan: BDT 130000, Outstanding loan: 65000 <br> Father <br> No <br> No <br> No |

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

| Present <br> Occupation(Besides own <br> business, i.e., persuading <br> further studies, other <br> business etc.) | $:$ | Nil |
| :--- | :--- | :--- |
| Business Experiences and <br> Training Info | $:$ | 7 years experience in running business. |
| Other Own/Family Sources <br> of Income | $:$ | He has no training. |
| Other Own/Family Sources <br> of Liabilities | $:$ | None |
| Entrepreneur Contact No. | $:$ | $01756-29087$ |
| Mother's Contact No. | $:$ | $01746-999485$ |
| NU Project <br> Source/Reference | $:$ | Grameen Shakti Samajik Byabosha Ltd. Kaliakoir Unit, Gazipur |

## BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

AMENA BEGUM joined Grameen Bank since 16 years ago. At first she took 5,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

## Proposed Nobin Udyokta Business Info

| Business Name | : | AMIN LIBRARY \& CONFECTIONARY |
| :---: | :---: | :---: |
| Location | : | Sinaboho bazar |
| Total Investment in BDT | : | BDT 2,20,000/- |
| Financing | : | Self BDT 1,20,000/-(from existing business) 55\% Required Investment BDT 1,00,000/-(as equity) 45\% |
| Present salary/drawings from business (estimates) | : | BDT 5,000/- |
| Proposed Salary | : | BDT 5,000/- |
| Size of shop | : | $18 \mathrm{ft} \times 12 \mathrm{ft}=216$ square ft |
| Security of the shop | : | BDT80000/- |
| Implementation | : | -The business is planned to be scaled up by investment in existing goods like; Library item etc. <br> - Average $10 \%$ gain on sale. <br> -The business is operating by entrepreneur. Existing no employees. After getting equity fund 1 employee will be appointed <br> -The shop is rented. <br> - Collects goods from Dhaka. <br> - Agreed grace period is 3 months. |

Existing Business (BDT)

| Particular | Daily | Monthly | Yearly |
| :--- | ---: | ---: | ---: |
| Revenue (sales) |  |  |  |
| Stationery, Cosmetics, Confectionery Item | 3,500 | 105,000 | $1,260,000$ |
| Total Sales (A) | $\mathbf{3 , 5 0 0}$ | $\mathbf{1 0 5 , 0 0 0}$ | $\mathbf{1 , 2 6 0 , 0 0 0}$ |
| Less. Variable Expense |  |  |  |
| Stationery, Cosmetics, Confectionery Item | 2,975 | 89,250 | $1,071,000$ |
| Total variable Expense (B) | $\mathbf{2 , 9 7 5}$ | $\mathbf{8 9 , 2 5 0}$ | $\mathbf{1 , 0 7 1 , 0 0 0}$ |
| Contribution Margin (CM) [C=(A-B) | $\mathbf{5 2 5}$ | $\mathbf{1 5 , 7 5 0}$ | $\mathbf{1 8 9 , 0 0 0}$ |
| Less. Fixed Expense |  |  |  |
| Rent |  | 1,000 | 12,000 |
| Electricity bill |  | 1,500 | 18,000 |
| Mobile Bill |  | 300 | 3,600 |
| Transportation |  | 1,000 | 12,000 |
| Generator Bill |  | 200 | 2,400 |
| Salary (self) |  | 5,000 | 60,000 |
| Guard |  | 180 | 2,160 |
| Entertainment |  | $\mathbf{9 , 3 8 0}$ | 2,400 |
| Total fixed Cost (D) |  | $\mathbf{1 1 2 , 5 6 0}$ |  |
| Net Profit (E) [C-D) | $\mathbf{6 , 3 7 0}$ | $\mathbf{7 6 , 4 4 0}$ |  |

Investment Breakdown

| Particulars | Existing | Proposed | Proposed Total |
| :---: | :---: | :---: | :---: |
| Khata | 8,000 | 50,000 | 58,000 |
| Stationery | 35,000 | 20,000 | 55,000 |
| Cosmetics, Under garments, Umbrella etc | 40,000 | 10,000 | 50,000 |
| Soft Drinks | 17,000 | 10,000 | 27,000 |
| Biscuit, Chips, Chanachur, Candle etc. | 20,000 | 10,000 | 30,000 |
| Total | 120,000 | 100,000 | 220,000 |

## Source of Finance


$\square$ Entrepreneur's Contribution 120,000
■ Investor’s Investment 100,000
■ Total 220,000

Financial Projection (BDT)

| Particular | Daily | Monthly | 1st Year | 2nd Year |
| :--- | ---: | ---: | ---: | ---: |
| Revenue (sales) |  |  |  |  |
| Stationery, Cosmetics, Confectionery Item | 5,800 | 174,000 | $\mathbf{2 , 0 8 8 , 0 0 0}$ | $\mathbf{2 , 1 9 2 , 4 0 0}$ |
| Total Sales (A) | $\mathbf{5 , 8 0 0}$ | $\mathbf{1 7 4 , 0 0 0}$ | $\mathbf{2 , 0 8 8 , 0 0 0}$ | $\mathbf{2 , 1 9 2 , 4 0 0}$ |
| Less. Variable Expense |  |  |  |  |
| Stationery, Cosmetics, Confectionery Item | 4,930 | 147,900 | $1,774,800$ | $1,863,540$ |
| Total variable Expense (B) | $\mathbf{4 , 9 3 0}$ | $\mathbf{1 4 7 , 9 0 0}$ | $\mathbf{1 , 7 7 4 , 8 0 0}$ | $\mathbf{1 , 8 6 3 , 5 4 0}$ |
| Contribution Margin (CM) [C=(A-B) | $\mathbf{8 7 0}$ | $\mathbf{2 6 , 1 0 0}$ | $\mathbf{3 1 3 , 2 0 0}$ | $\mathbf{3 2 8 , 8 6 0}$ |
| Less. Fixed Expense |  |  |  |  |
| Rent |  | 1,000 | 12,000 | 14,000 |
| Electricity bill |  | 1,500 | 18,000 | 20,000 |
| Mobile Bill |  | 400 | 4,800 | 5,200 |
| Transportation |  | 1,500 | 18,000 | 22,000 |
| Generator Bill |  | 200 | 2,400 | 2,800 |
| Salary (self) |  | 5,000 | 60,000 | 60,000 |
| Salary (staff-1) |  | 5,000 | 60,000 | 60,000 |
| Guard |  | 180 | 2,160 | 2,400 |
| Entertainment |  | $\mathbf{2 0 0}$ | $\mathbf{2 , 4 0 0}$ | 3,000 |
| Total Fixed Cost |  | $\mathbf{1 4 , 9 8 0}$ | $\mathbf{1 7 9 , 7 6 0}$ | $\mathbf{1 8 9 , 4 0 0}$ |
| Net Profit (E) [C-D) |  | $\mathbf{1 1 , 1 2 0}$ | $\mathbf{1 3 3 , 4 4 0}$ | $\mathbf{1 3 9 , 4 6 0}$ |
| Investment Payback |  |  | $\mathbf{6 0 , 0 0 0}$ | $\mathbf{6 0 , 0 0 0}$ |

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

| SI\# | Particulars | Year 1 (BDT) | Year 2 (BDT) |
| :---: | :--- | ---: | ---: |
| $\mathbf{1}$ | Cash Inflow |  |  |
| 1.1 | Investment Infusion by Investor | 100,000 |  |
| 1.2 | Net Profit | 133,440 | 139,460 |
| 1.3 | Depreciation (Non cash item) |  | - |
| 1.4 | Opening Balance of Cash Surplus | $\mathbf{2 3 3 , 4 4 0}$ | $\mathbf{2 1 2 , 9 0 0}$ |
|  | Total Cash Inflow |  |  |
| $\mathbf{2}$ | Cash Outflow | 100,000 |  |
| 2.1 | Purchase of Product |  |  |
| 2.2 | Payment of GB Loan |  |  |
|  | Investment Pay Back (Including Ownership Tr. | $\mathbf{6 0 , 0 0 0}$ | 60,000 |
| 2.3 | Fee) | $\mathbf{1 6 0 , 0 0 0}$ | $\mathbf{6 0 , 0 0 0}$ |
|  | Total Cash Outflow | $\mathbf{7 3 , 4 4 0}$ | $\mathbf{1 5 2 , 9 0 0}$ |
| $\mathbf{3}$ | Net Cash Surplus |  |  |

## SWOT ANALYSIS

| TRENGTH | Lack of Capital/Investment |
| :--- | :--- |
| Employment: Self: 01 Family:0 Others:1 |  |
| Experience \& Skill : 07 Years |  |
| Quality goods \& services; |  |
| Skill and experience; |  |
| PPORTUNITIES | Theft |
| Huge demand in the community | Fire <br> Political unrest <br> Regular customers; |

## Pictures














FAMILY PICTURE


