### Proposed NU Business Name: ASHA GENERAL STORE



Project identification and prepared by: Md. Asif Istear, Ashulia Unit, Dhaka

Project verified by: Md. Rofiqul Islam



Brief Bio of The Proposed Nobin Udyokta					
Name	:	MD JAHANGIR			
Age	:	01-01-1986(30 Years)			
Education, till to date	:	Class Ten			
Marital status	:	Married			
Children	:	01 Daughter			
No. of siblings:	:	01 Brother, 03 Sisters			
Address	:	Vill: Tongabari, P.O: Ashulia, P.S: Ashulia, Dist: Dhaka			
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  MS JAHANARA BEGUM  MD. ABDUL MANNAN  Branch: Tongabari, Centre # 44 (Female),  Member ID: 4013/1, Group No: 02  Member since: 28-01-2011 (5 Years)  First loan: BDT 5,000/-			
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 20,000/- Outstanding loan: BDT 13,300/- Mother 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	:	Twelve years experience in running business.
Training Info	:	He has training
Other Own/Family Sources of Income	:	Yes
Other Own/Family Sources of Liabilities	:	None
Entrepreneur Contact No.	:	01739-691470
Mother's Contact No.	:	01965-170135
NU Project Source/Reference	:	Grameen Shakti Samajik Byabosha Ltd. Ashulia Unit, Dhaka

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

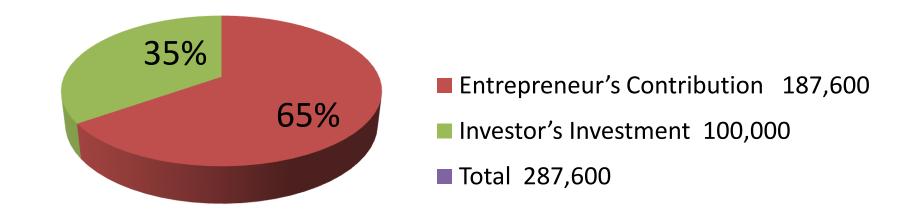
**MS JAHANARA BEGUM** joined Grameen Bank since 05 years ago. At first she took 5,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

Proposed Nobin Udyokta Business Info				
Business Name	:	ASHSA GENERAL STORE		
Location	:	Tongabari, Ashulia, Dhaka.		
Total Investment in BDT	:	BDT 2,87,600/-		
Financing	:	Self BDT 1,87,600(from existing business) 65% Required Investment BDT 1,00,000(as equity) 35%		
Present salary/drawings from business (estimates)	:	BDT 5,000		
Proposed Salary	:	BDT 5,000		
Size of shop	:	12 ft x 10 ft= 120 square ft		
Security of the shop	:	50,000		
Implementation	:	<ul> <li>The business is planned to be scaled up by investment in existing goods like; Rice, Oil, Pulse, Sugar, Biscuit, Soft drinks, Noodles, vegetables etc.</li> <li>Average 12% gain on sale.</li> <li>The business is operating by entrepreneur. Existing no employee.</li> <li>He is doing his business in renting place.</li> <li>Collects goods from Savar bazar.</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	10,80,000		
Mobile Load	100	3,000	36,000		
Total Sales (A)	3,100	93,000	11,16,000		
Less. Variable Expense					
Grocery item	2,640	79,200	9,50,400		
Total variable Expense (B)	2,640	79,200	9,50,400		
Contribution Margin (CM) [C=(A-B)	460	13,800	1,65,600		
Less. Fixed Expense					
Rent		2,000	24,000		
Electricity Bill		1,000	12,000		
Mobile Bill		300	3,600		
Transportation		1,000	12,000		
Generator		150	1,800		
Guard		200	2,400		
Salary (self)		5,000	60,000		
Entertainment		300	3,600		
Total fixed Cost (D)		9,950	1,19,400		
Net Profit (E) [C-D)		3,850	46,200		

Investment Breakdown						
Particulars	Existing	Proposed	Proposed Total			
Rice (12 x 1,800)	21,600	27,000	48,600			
Pulse (5 x 4,000)	20,000	20,000	40,000			
Cosmetic	60,000	-	60,000			
Soya bin oil (4 x 4000)	16,000	18,000	36,000			
Noodles, Chanachur, Tooth Paste, Choklet, Chips, Muri, salt, biscuit etc	30,000	35,000	65,000			
Mobile Load	25,000		25,000			
Fridge	15,000	-	15,000			
Total	1,87,600	1,00,000	2,87,600			

#### **Source of Finance**



Financial Projection (BDT)						
Particular	Daily	Monthly	1st Year	2nd Year		
Revenue (sales)						
Grocery item	4,500	1,35,000	16,20,000	17,00,000		
Mobile load	150	4,500	54,000	72,000		
Total Sales (A)	4,650	1,39,500	16,74,000	17,72,000		
Less. Variable Expense						
Grocery & Electric item	3,960	1,18,800	14,25,600	14,96,000		
Total variable Expense (B)	3,960	1,18,800	14,25,600	14,96,000		
Contribution Margin (CM) [C=(A-B)	690	20,700	2,48,400	2,76,000		
Less. Fixed Expense						
Rent		2,000	24,000	24,000		
Electricity Bill		1,000	12,000	15,000		
Mobile Bill		500	6,000	8,000		
Transportation		1,500	18,000	20,000		
Generator Bill		150	1,800	2,400		
Guard Bill		200	2,400	3,000		
Salary (self)		5,000	60,000	60,000		
Entertainment		500	6,000	8,000		
Total Fixed Cost		10,850	1,30,200	1,40,400		
Net Profit (E) [C-D)		9,850	1,18,200	1,35,600		
Investment Payback			60,000	60,000		

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

SI#	Particulars Particulars	Year 1 (BDT)	Year 2 (BDT)
1	Cash Inflow		
1.1	Investment Infusion by Investor	100,000	
1.2	Net Profit	1,18,200	1,35,600
1.3	Depreciation (Non cash item)		
1.4	Opening Balance of Cash Surplus		58,200
	Total Cash Inflow	2,18,200	1,93,800
2	Cash Outflow		
2.1	Purchase of Product	1,00,000	
2.2	Payment of GB Loan		
2.3	Investment Pay Back (Including Ownership Tr. Fee)	60,000	60,000
	Total Cash Outflow	1,60,000	60,000
3	Net Cash Surplus	58,200	133,800

## **SWOT ANALYSIS**

# Strength

Employment: Self: 01 Family:0 Others:0

Experience & Skill: 12 Years

Quality goods & services;

Skill and experience;

# WEAKNESS

Lack of Capital/Investment

## **O**PPORTUNITIES

Huge demand in the community Location of shop; Jinjira, Savar, Dhaka. Regular customers;

## THREATS

Theft

Fire

Political unrest

# Pictures









# **FAMILY PICTURE**

