#### Proposed NU Business Name: MS SHOBUJ STORE



Project identification and prepared by: Md. Shahajamal Sirajee, Puthia Unit, Rajshahi

Project verified by: MD. Abdul Mannan Talukder



Brief Bio of The Proposed Nobin Udyokta				
Name	:	SREE SOBUS GHOSH		
Age	:	2607-1989 (26 Years)		
Education, till to date	-	HSC		
Marital status	-	Married		
Children	-	-		
No. of siblings:	-	1 Brother & 1 Sister		
Address		Vill: Mominpur, P.O: Mirjapur Digha, P.S: Nator, Dist: Nator		
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 SREEMOTI KOLLYAN GHOSH SREE BOJENDRANATH GHOSH Branch: Dhiga ,Centre # 53 (Female), Member ID: 4181/2, Group No: 05 Member since: 10-05-1995 (20 Years) First Ioan: BDT -5000		
Further Information: (v) Who pays GB loan installment	:	Existing Loan: BDT 50000, Outstanding loan: 45600 Father		
<ul><li>(vi) Mobile lady</li><li>(vii) Grameen Education Loan</li></ul>	:	No No		
(viii) Any other loan like GB, BRAC ASA etc		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	:	5 years experience in running business.
Training Info	:	He has 1 Year training.
Other Own/Family Sources of Income	:	-
Other Own/Family Sources of Liabilities	:	None
Entrepreneur Contact No.	:	01742-772424
Mother's Contact No.	:	01738-507475
NU Project Source/Reference	:	Grameen Shakti Samajik Byabosha Ltd. Puthia Unit, Rajshahi

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

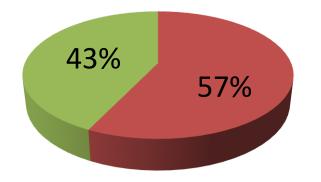
**SREEMOTI KOLLYAN GHOSH** joined Grameen Bank since 20 years ago. At first she took 5000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

Proposed Nobin Udyokta Business Info				
Business Name	:	MS SHOBUJ STORE		
Location	:	Mollapara Bajar, Puthia		
Total Investment in BDT	:	BDT 350,000/-		
Financing	:	Self BDT 200,000/-(from existing business) 57% Required Investment BDT 1,50,000/-(as equity) 43%		
Present salary/drawings from business (estimates)	:	BDT 5,000/-		
Proposed Salary	:	BDT 5,000/-		
Size of shop	:	10 ft x 12 ft= 120 square ft		
Security of the shop	:	BDT -/-		
Implementation	:	<ul> <li>The business is planned to be scaled up by investment in existing goods like; Grocery Item.</li> <li>Average 10% gain on sale.</li> <li>The business is operating by entrepreneur. Existing no employees.</li> <li>The shop is rented.</li> <li>Agreed grace period is 3 months.</li> </ul>		

Existing Business (BDT)					
Particular	Daily	Monthly	Yearly		
Revenue (sales)					
Grocery Item	6,000	180,000	2,160,000		
Total Sales (A)	6,000	180,000	2,160,000		
Less. Variable Expense					
Grocery Item	5,400	162,000	1,944,000		
Total variable Expense (B)	5,400	162,000	1,944,000		
Contribution Margin (CM) [C=(A-B)	600	18,000	216,000		
Less. Fixed Expense					
Rent		1,000	12,000		
Electricity Bill		500	6,000		
Mobile Bill		400	4,800		
Salary (self)		5,000	60,000		
Entertainment		100	1,200		
Transportation		2,000	24,000		
Guard		200	2,400		
Total fixed Cost (D)		9,200	110,400		
Net Profit (E) [C-D)		8,800	105,600		

Investment Breakdown					
Particulars	Existing	Proposed	Proposed Total		
Soyabin Oil (400 x 85)	34,000	20,000	54,000		
Pulse (250 x 100)	25,000	15,000	40,000		
Sugar (10 x 2500)	25,000	25,000	50,000		
Rice (15x 1600)	24,000	75,000	99,000		
Cosmetic	30,000	5,000	35,000		
Salaine (13 x 870)	11,310	5,000	16,310		
Washing Powder (8000 x 1)	8,000	5,000	13,000		
Flour (10 x 900)	9,000	0	9,000		
Kerosine, Diesel, Bakery Item	25,000	0	25,000		
Others	8,690	0	8,690		
Total	200,000	150,000	350,000		

### **Source of Finance**



Entrepreneur's Contribution 200,000

- Investor's Investment 150,000
- Total 350,000

Financial Projection (BDT)					
Particular	Daily	Monthly	1st Year	2nd Year	
Revenue (sales)					
Grocery Item	9,000	270,000	3,240,000	3,402,000	
Total Sales (A)	9,000	270,000	3,240,000	3,402,000	
Less. Variable Expense					
Grocery Item	8,100	243,000	2,916,000	3,061,800	
Total variable Expense (B)	8,100	243,000	2,916,000	3,061,800	
Contribution Margin (CM) [C=(A-B)	900	27,000	324,000	340,200	
Less. Fixed Expense					
Rent		1,000	12,000	12,000	
Electricity Bill		500	6,000	7,000	
Mobile Bill		500	6,000	7,000	
Salary (self)		5,000	60,000	60,000	
Entertainment		100	1,200	1,500	
Transportation		3,000	36,000	38,000	
Guard		200	2,400	3,000	
Total Fixed Cost		10,300	123,600	128,500	
Net Profit (E) [C-D)		16,700	200,400	211,700	
Investment Payback			90,000	90,000	

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

<b>SI</b> #	Particulars	Year 1 (BDT)	Year 2 (BDT)
1	Cash Inflow		
1.1	Investment Infusion by Investor	150,000	
1.2	Net Profit	200,400	211,700
1.3	Depreciation (Non cash item)		-
1.4	Opening Balance of Cash Surplus		110,400
	Total Cash Inflow	350,400	322,100
2	Cash Outflow		
2.1	Purchase of Product	150,000	
2.2	Payment of GB Loan		
	Investment Pay Back (Including Ownership Tr.		
2.3	Fee)	90,000	90,000
	Total Cash Outflow	240,000	90,000
3	Net Cash Surplus	110,400	232,100



# Strength

Employment: Self: 01 Family:0 Others:0 Experience & Skill : 05 Years Quality goods & services; Skill and experience;

## **W**<sub>EAKNESS</sub>

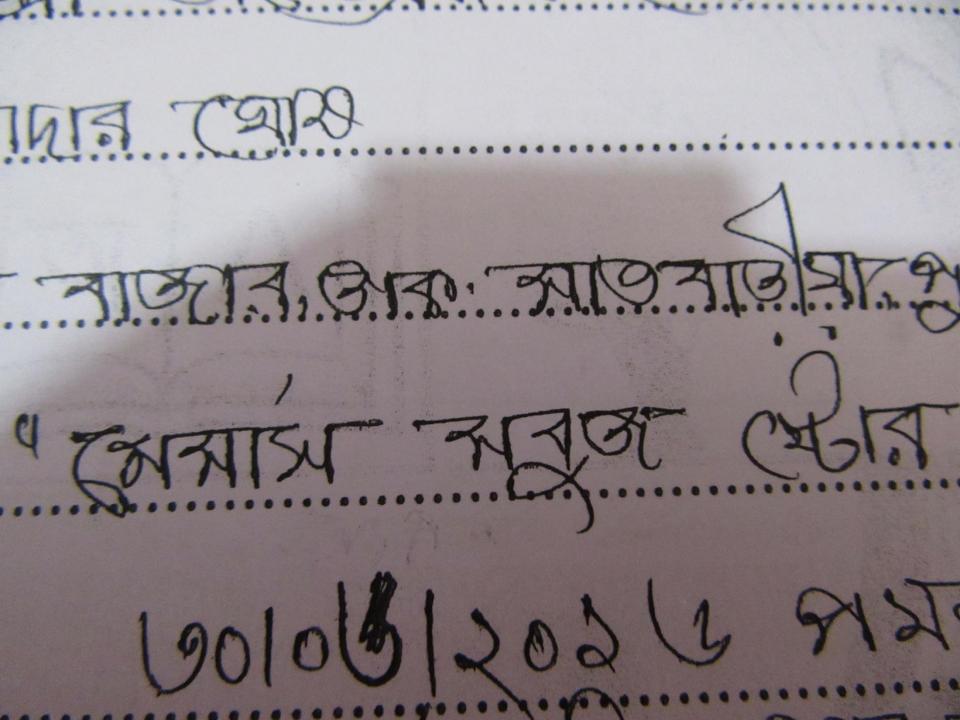
Lack of Capital/Investment

## **O**<sub>PPORTUNITIES</sub>

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

## **T**HREATS

Theft Fire Political unrest Pictures





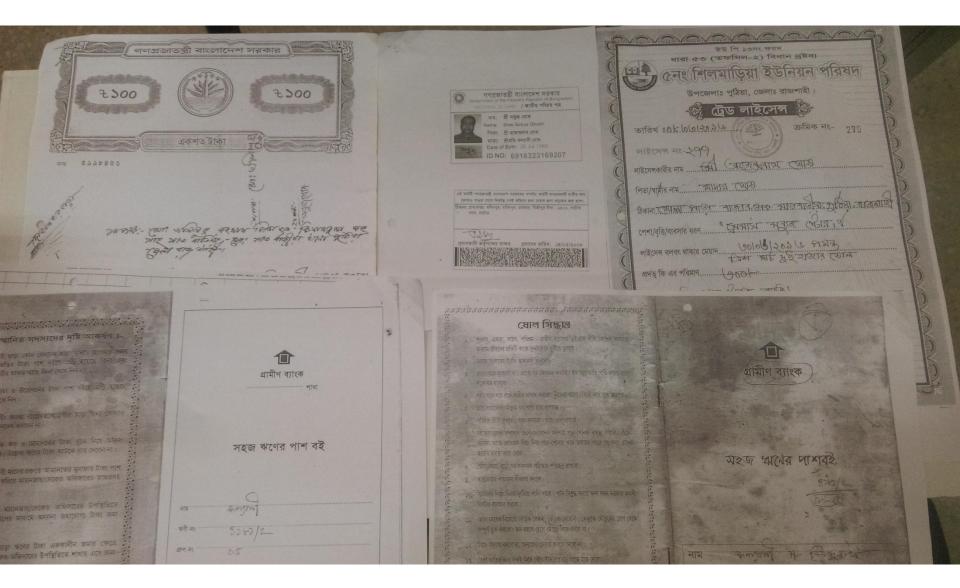












## **FAMILY PICTURE**

