

#### Proposed NU Business Name: Chamok Pharmacy

Business Category: General Retail & Wholesale



Business Proposal Identified & Prepared by: Md. Shahinur Islam, Assistant Officer, Mithapukur Unit, Rangpur Business Proposal Verified by: Md. Rayhan sharif

### BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA

Name and address	••	Md. Mizanur Rahman  Vill: Value Uttarpara, Union: Shoddo puskorony, Post: Palichora, Upazila: Sadar, District: Rangpur.	
Age	:	35 years	
Marital status	:	Married	
Children	:	01 (One) Son	
No. of siblings:	:	02 (One) Brothers and 01 (One) Sister	
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 V Father  Mst. Mehernagar Begum  Md. Fazlul Haque  Branch: Shoddo puskorony, Sadar, Centre # 5/mo  Loan no.: 1421, Member since April 05, 2001.  First loan: Tk. 2,000  Existing loan: Nil, Last Loan: Tk. 5,000	
Further Information: (v) Who pays GB loan installment (vi) Mobile lady (vii) Grameen Education Loan (viii) Any other loan		N/A No Nil Nil	

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

Education, till to date	:	SSC
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	:	08 (Eight) years experiences is running his own business. He started the business with BDT 15,000. (Fifteen Thousand).
experience as an apprentice etc.)	•	He has taken training on poultry and livestock sector from Jubo Unnyan Proshikhan Kendro, Rangpur.
Other Own/Family Sources of Income	:	His father's income from business.
Other Own/Family Sources of Liabilities	:	Nil
NU's Contact No.	:	01727713247
NU's National ID No.	:	8514963524720
NU Project Source/Reference	:	Grameen Telecom Trust

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

- Mst. Mehernagar Begum is a GB member since April 05, 2001 at first She took GB loan BDT 2,000 (Two thousand).
- Successively several times She utilized GB loan by repairing house, purchase cow and tube-well purposes.
- Finally GB loan helped her to improve economic condition and livelihood.

### PROPOSED NOBIN UDYOKTA BUSINESS INFO

Business Name	:	Chamok Pharmacy
Address/ Location	:	Taltala Bazar, Ghoragacha, Mithapukur, Rangpur.
Total Investment in BDT	:	Tk. 142,800/-
Financing	:	Self Tk. 92,800/- (from existing business) Required Investment Tk. 50,000 (as equity)
Present salary/drawings from business	:	BDT4 ,000 (Four thousand)
Proposed Salary	:	BDT 5,000 (Five thousand)
Proposed Business Implementation Plan		
(i) % of present gross profit margin	:	From Medicine items 20% and Servicing 100%
(ii) Estimated % of proposed gross profit margin	:	From Medicine items 20% and Servicing 100%
(iii) In future risk mgt. plan (from fire, disaster etc.)		

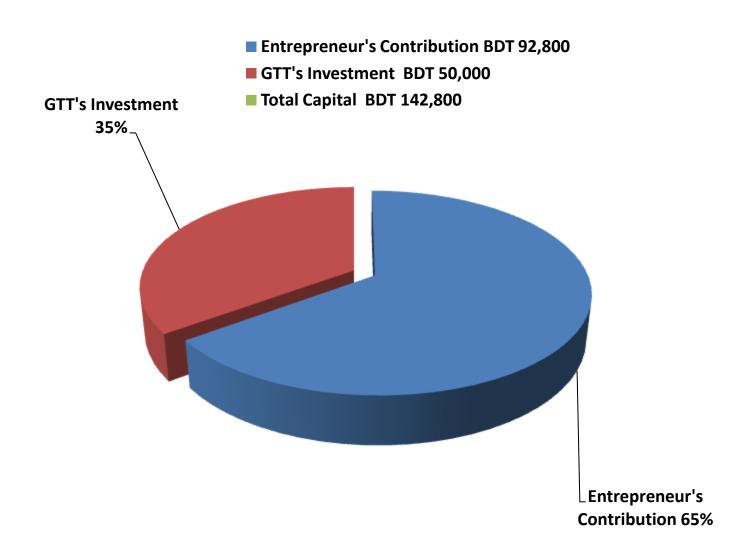
### INFO ON EXISTING BUSINESS OPERATIONS

		EB (BDT)				
Particulars	Daily	Monthly	Yearly			
Sales income from products	1,500	39,000	468,000			
Sales income from servicing	200	5,200	62,400			
Total Sales/commission (A)	1,700	44,200	530,400			
Cost of products (B)	1,200	31,200	374,400			
Gross Profit (C) [C=(A-B)]	500	13,000	156,000			
Less: Operating Cost:						
Electricity bill		175	2,100			
Shop Rent		200	2,400			
Night Guard bill		150	1,800			
Mobile bill		300	3,600			
Present Salary (Self & family)		4,000	48,000			
Other Cost (stationary & Entertainment etc.)		800	9,600			
Non Cash Item:						
Depreciation Expenses			761			
Total Operating Cost (D)		5,625	68,261			
Net Profit (C-D):		7,375	87,740			

#### PRESENT & PROPOSED INVESTMENT BREAKDOWN

Particulars	Existing Business	Proposed (BDT)	Total (BDT)	
Existing	(BDT)			
Investment in products (Different types of Medicine Items.)	Investment in products (Different types of Medicine Items.)	68,660	50,000	118,660
Investment in Machineries and Equipment (B.P. Machine, Test tube, Dropper, Syringe, Fan, Light etc.)	-	2,700	_	2,700
Cash in hand	1,370	-	1,370	
Decoration (fixture and fittings)	5,070	_	5,070	
Advance for Shop			-	15,000
Total Capital		92,800	50,000	142,800

### SOURCE OF FINANCE



#### FINANCIAL PROJECTION OF NU BUSINESS PLAN

	Year 1 (BDT)			Year 2 (BDT)			Year 3 (BDT)		
Particulars	Daily	Monthly	Yearly	Daily	Monthly	Yearly	Daily	Monthly	Yearly
Estimated sales income from products	1,800	46,800	561,600	1,980	51,480	617,760	2,138	55,598	667,181
Sales income from servicing	300	7,800	93,600	330	8,580	102,960	356	9,266	111,197
Total Sales/commission (A)	2,100	54,600	655,200	2,310	60,060	720,720	2,495	64,865	778,378
Cost of products (B)	1,440	37,440	449,280	1,584	41,184	494,208	1,711	44,479	533,745
Gross Profit (C) [C=(A-B)]	660	17,160	205,920	726	18,876	226,512	784	20,386	244,633
Less: Operating Cost:									
Electricity bill		200	2,400		250	3,000		250	3,000
Shop Rent		200	2,400		200	2,400		200	2,400
Night Guard bill		150	1,800		170	2,040		170	2,040
Mobile bill (SMS & Reporting)		600	7,200		800	9,600		1,000	12,000
Ownership Transfer Fee		333	2,000		333	4,000		333	4,000
Proposed Salary (Self & family)		5,000	60,000		5,500	66,000		6,000	72,000
Other Cost (stationary & Entertainment etc.)		1,000	12,000		1,000	12,000		1,000	12,000
Non Cash Item:									
Depreciation Expenses		-	761		-	761		-	761
Total Operating Cost (D)	_	7,483	88,561	_	8,253	99,801		8,953	108,201
Net Profit (C-D):	-	9,677	117,360	-	10,623	126,712	-	11,433	136,432
Retained Income	117,360			244,071			380,503		

Notes: 1. Agreed Grace period: Six months

2. **Investment Payback schedule:** Monthly 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	50,000	-	-
1.2	Net Profit (ownership tr. Fee added back)	119,360	130,712	140,432
1.3	Depreciation Expenses	761	761	761
1.4	Opening Balance of Cash Surplus	_	108,120	215,592
	Total Cash Inflow	170,120	239,592	356,785
2.0	Cash Outflow			
2.1	Product Purchase	50,000	_	_
2.2	Investment Payback including Ownership Transfer Fee	12,000	24,000	24,000
	Total Cash Outflow	62,000	24,000	24,000
3.0	Total Cash Surplus	108,120	215,592	332,785

## SWOT ANALYSIS

STRENGTH	WEAKNESS
<ul> <li>□ Present employment:     Self: 01 Family:01     Others (beyond family): 0     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>□ Business Experience : 08 yrs.</li> </ul>	☐ Can not supply goods as per demand;
<ul> <li>OPPORTUNITIES</li> <li>□ Location of Shop;</li> <li>□ Have some fixed customer.</li> <li>□ Increasing demand;</li> <li>□ The Capital of the entrepreneur will be BDT 473,303 after 3 years excluding payback of investor's money.</li> </ul>	THREATS ☐ Increase of local competitors;

Presented at 156<sup>th</sup> as Yunus Centre and 29<sup>th</sup> In-house Executive Social Business Design Lab (GTT) on December 23, 2015 at Grameen Telecom Trust Premises

Thank you

## Pictures













## उनः (थोफांशां इंडिनिय़न शतियम

ডাকঘর ঃ খোড়াগাছ, উপজেলা ঃ মিঠাপুকুর, জেলা ঃ রংপুর।

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## ট্রেড লাইসেন

ক্রমিক নং <sup>188</sup>
লাইসেন্স বই নং ৩১
ত্রমার্ড নম্বর

ইস্যুর ক্রমিক নং প্র

खेड नाइरम्भ नः १९१ जादिव : स्ट्रा ११

স্থানীয় সরকার (ইউনিয়ন পরিষদ) আইন, ২০০৯ (২০০৯ সনের ৬১ নং আইন এর ৬৬ ধারার ক্ষমতাবলে প্রণীত আদর্শ কর তফসিল, ২০১৩ এর বিধান অনুযায়ী ব্যবসা-বাণিজ্য, পেশা, বৃত্তি, জীবিকার উপর আরোপিত কর আদায়ের লক্ষে নিম্নে বর্ণিত ব্যক্তি/প্রতিষ্ঠানের অনুকুলে এর লাইসেন্স ইস্যু করা হলো। যার কার্যকারিতার মেয়াদ ৩০শে জ্ন ২০১৬ তারিখ পর্যন্ত ধাকবে। তবে নবায়ন পূর্বক মেয়াদ বর্ধিত করা যাবে।

- ১। মালিকের নাম
- ২। পিতা/স্বামীর নাম
- ৩। মাতার নাম
- 8। জাতীয় পরিচয় পত্র/ জন্ম নিবন্ধন নং ঃ
- ৫। মালিকের ঠিকানা
  - (ক) বৰ্তমান ঠিকানা
  - (খ) ছায়ী ঠিকানা

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BELL BUR MIRESTON SECRETARY SPEC RS. 12423 THE BENGAL DRUGS RULES, 1946 FORM 9. ISee rule 20(2)] LICENCE TO SELL, STOCK AND EXHIBIT FOR SALE AND DISTRIBUTE BIOLOGICAL AND OTHER SPECIAL PRODUCTS SPECIFIED IN SCHEDULE C stare hereby licensed to sell stock and exhibit for sale and distribute on the premises the biological and other special products specified in Schedule C to the Drugs Rules, 1946, subject to the conditions specified below and to the provisions of the Drugs Act, 1940 and the rules thereunder (2-32-2036 cmp 32 -22-2035 2. This licence will be in force for two years from the date given below. Particulars of biological products to be sold. the Court Court, Military, Star e -- ereift tere fitten .- . \*4. Name(s) of qualified person(s) in charge. 202131801 Conditions of licence 1. This licence shall be displayed in a prominent place in a part of the premise The licenses shall conset forthwith to the licensing authority any change in the Little dings to which this licence applied shall be sold unless the precaution by for preserving the proporties of the contents have been observed throughout



यूव ७ की ए। यस गान य যুব উনুয়ন অধিদপ্তর ঢাকা

### সনদপত্র

প্রত্যায়ন করা যাচ্ছে যে, জনাব/বেগর্ম মো: মিজানুর বৃহ্মান পিতা/ক্সমী মো: ফুড্লুল হক মাতা রোছা: মেহেল্লাগা বৈগ্ৰ যুব উনুয়ন অধিদপ্তর কর্তৃক পরিচালিত......রিংপুর প্রশিক্ষণ কেন্দ্রে ২১- ০৩- ১৪১২ বাং ০৫- ০৭-২০০৫ ইং হতে ৯৫-০৬-১৪২২ বাং ৩০-০১-২০০৫ ইং ভারিখ পর্যন্ত অদুষ্ঠিত "গবাদিপশু ও হাঁস-মুরগী পালনসহ প্রাথমিক চিকিৎসা এবং মৎস্য চাষ" বিষয়ক ত্রৈমাসিক প্রশিক্ষণ কোর্সে অংশগ্রহণ করে 'ক + ' কোর্স সমাপ্ত করেন।

য়ত্র প্রতিশেষ্ট্রণ তেন্দ্র ।

যব উনয়ন অধিদল্পৰ



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



নাম: মোঃ মিজানুর রহমান

Name: Md Mijanur Rahman

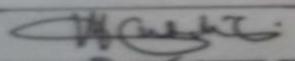
পিতা: মোঃ ফজলুল হক

মাতা: মোছা: মেহের নাগার বেশম

Date of Birth: 12 May 1982

ID NO: 8514963524720

এই কান্ত্ৰী গণপ্ৰকাৰ্যনী বাংলাদেশ সৰকাৰের সম্পন্তি। কান্ত্ৰী ব্যবহাৰকারী ব্যবহাৰ কন কোনাও পাওয়া পোলে নিকটছ পোট অভিনে জনা দেয়ার জন্য অনুবাৰ করা কলা। ঠিকানা; রাজা নং/নাম: কেনু উত্তরপাড়া, কেনু, ভাকমত: পালিচড়া হটি - ৫৪৫১, রংপুর সদর, বংপুর



প্রদানকারী কর্তৃপক্ষের সাক্ষর

श्रमादमद डाविष: >>/>2/२००



# ु प्रिकार्यम प्राप्तः

पिरे अदम प्राक्षमा यात्रा मारेटकिए प्र ट्रमाष्ट्राः ट्रमद्दर नाजात् अवारः प्राक्षम् रवा अव्यः ट्रम्म डेउन् माड़ा डाकरावः प्राक्षम् छिन छ्राट्याः अपन ट्रमाः इत्युत् । का छिन छ्रा कार्का प्रान्ते नः ३८२२ . त्यम् नः हान्न अपन नः ०० म अपना निक्रम । ज्याव्य जनत्त्र पाला छिन ।

> वादनकांक बाबीन वादक मन्द्रपुत्रमी बरगूत्र नाथा मन्द्रपुत्र।

## Thank You