### **Proposed NU Business Name: ANARUL COSMETICS**



Project identification and prepared by: Md. Shohidul Islam, Rajshahi Sadar Unit, Rajshahi

Project verified by: MD. Abdul Mamman Talukdar



Brief Bio of The Proposed Nobin Udyokta				
Name	:	MD. ANARUL ISLAM		
Age	:	20-08-1987 (29 Years)		
Education, till to date	:	BA		
Marital status	:	Married		
Children	:	1 Daughter		
No. of siblings:	:	1 Sister 2 Brothers		
Address	:	Vill: Vobaneepur, P.O: Hatgodagari, P.S: Poba, 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  MST. JOYGAN BIBI  MD. SOLEMAN MONDOL  Branch: Parila Poba, Centre # 05(Female),  Member ID: 2835, Group No: 06  Member since: 1995-2005(10 Years)  First loan: BDT 3,000		
Further Information: (v) Who pays GB loan installment	  :	Existing Loan: BDT 20000, Outstanding loan: BDT nil N/A		
(vi) Mobile lady	:	No		
(vii) Grameen Education Loan		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 no training.
Other Own/Family Sources of Income	:	-
Other Own/Family Sources of Liabilities	:	None
Entrepreneur Contact No.	:	01739982231
Mother's Contact No.	:	01773054908
NU Project Source/Reference	:	Grameen Shakti Samajik Byabosha Ltd. Rajshahi sadar Unit, Rajshahi

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

**MST. JOYGAN BIBI** joined Grameen Bank since 10 years ago. At first she took 3,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

Proposed Nobin Udyokta Business Info			
Business Name	:	ANARUL COSMETICS	
Location	:	Ramchondropur	
Total Investment in BDT	:	BDT 120,000/-	
Financing	:	Self BDT 70,000/-(from existing business) % Required Investment BDT 50,000/-(as equity) %	
Present salary/drawings from business (estimates)	:	BDT 5,000/-	
Proposed Salary	<b>:</b>	BDT 5,000/-	
Size of shop	:	10 ft x 9 ft= 90 square ft	
Security of the shop	:	BDT 28000/-	
Implementation	:	<ul> <li>The business is planned to be scaled up by investment in existing goods like; Cosmetics items etc.</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)**

	<u>,                                      </u>		
Particular	Daily	Monthly	Yearly
Revenue(Sales)			
Cosmetics,bag,others	2800	84000	1008000
Total Sales (A)	2800	84000	1008000
Less Variable Expense			
Cosmetics,bag,others	2380	71400	856800
Total variable Expense (B)	2,380	71400	856800
Contribution Margin (CM) [C=(A-B)	420	12600	151200
Less Variable Expense			
Rent		400	4800
Electricity bill		300	3600
Transportation		200	2400
Salary (self)		5000	60000
Entertainment		200	2400
Guard		100	1200
Mobile bill		400	4800
Total fixed cost (D)		6,600	79200
Net Profit (E)= [C-D]		6,000	72000

Investment Breakdown				
Existing	Proposed	Total		
45,000	0	45000		
25.000	50.000	75000		
	,	120000		
	Existing	Existing Proposed  45,000 0  25,000 50,000		

### **Source of Finance**



Financial Projection (BDT)				
Particular	Daily	Monthly	Year1	Year 2
Revenue(Sales)				
Cosmetics, bag,others	4200	126000	1512000	1587600
Total Sales (A)	4200	126000	1512000	1587600
Less Variable Expense				
Cosmetics, bag, others	3570	107100	1285200	1349460
Total variable Expense (B)	3,570	107100	1285200	1349460
Contribution Margin (CM) [C=(A-B)	630	18900	226800	238140
Less Variable Expense				
Rent		400	4800	4,800
Electricity bill		500	6000	6500
Transportation		400	4,800	5,000
Salary (self)		5000	60000	60000
Entertainment		200	2400	2400
Guard		100	1200	1200
Mobile bill		500	6000	6200
Total fixed cost (D)		7,000	84,000	84,900
Net Profit (E)= [C-D]		11900	142800	153,240
Investment Payback			30,000	30,000

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

SR#	Particulars	Year 1 (BDT)	Year 2 (BDT)
1	Cash Inflow		
1.1	Investment Infusion by Investor	50,000	
1.2	Net Profit	142,800	153,240
1.3	Depreciation (Non cash item)		
1.4	Opening Balance of Cash Surplus		112,800
	Total Cash Inflow	192800	266040
2	Cash Outflow		
2.1	Purchase of Product	50,000	
2.2	Payment of GB Loan		
2.3	Investment Pay Back (Including Ownership Tr. Fee)	30000	30000
	Total Cash Outflow	80,000	30000
3	Net Cash Surplus	112,800	236040

### SWOT ANALYSIS

## Strength

Employment: Self: 01 Family:0 Others:0

Experience & Skill: 04 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

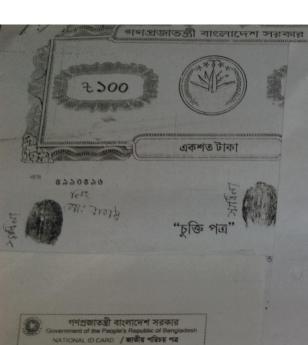
# Pictures













তারিখঃ- ২৫/০৬/২০১৬

আমি মোসাঃ আসমা বেগম, আমি গ্রামীণ ব্যাংকের একজন নিয়মিত সদস্য। আমার কেন্দ্র নম্বর-৫/ম, গ্রুপ নং-০৬, সদস্য নং-২৮৩৫। আমি এই মর্মে প্রভায়ন করছি যে, মোসাঃ জয়ন্তন বিবি গ্রামীণ ব্যাংক-১৯৯৫ হতে ২০০৫ইং পর্যন্ত সদস্য ছিলেন যার কেন্দ্র নং-৫/ম, গ্রুপ নং-০৬, সদস্য নং-২৮৩৪।

আমি তার জীবনের মঙ্গল কামনা করি।

बाक्यः विस् त्याम्या নাম: মোসাঃ আসমা বেগম

ভাক্ষর- হাটগোদাগাড়ী, উপজেলা- পবা, জেলা- রাজশাহী

#### লাইসেন্স

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নাম: মোঃ আনাক্রল ইসলাম Name: Md. Anarul Islam

পিতা: মোঃ সলেমান মন্তল মাতা: মোসাঃ জয়গন বিবি

Date of Birth: 20 Jul 1987

ID NO: 8117227472835

এই কারটি গণপ্রকাতট্রী বাংগাদেশ সরকারের সম্পত্তি। কার্কটি ব্যবহারকারী ব্যতীত অন্য । কোষাও পাওয়া গেলে নিকটছ পোট অফিসে জমা দেয়ার জন্য অনুরোধ করা হলো। কানা: বাড়ি নং , রাজা নং/নাম: ভবানী পুর, ভবানী পুর, ভাক্ষর: হাট গোদাগাড়ী - ৬২১০, পৰা, ৱাজশাহী

कड अन् / Blood Group:

## **FAMILY PICTURE**

