#### Proposed NU Business Name: IMRAN DAIRY FIRM



Project identification and prepared by: MD Jahangir Ferdous Munsiganj Unit, Dhaka

Project verified by: Susanta Kumar Bishwas



| Brief Bio of The Proposed Nobin Udyokta  |         |   |  |  |  |  |
|--|---------|---|--|--|--|--|
| Name   | :       | IMRAN   |  |  |  |  |
| Age  | :       | 09-11-1997 (18 Years)   |  |  |  |  |
| Education, till to date  | :       | Class VIII  |  |  |  |  |
| Marital status   | :       | Unmarried   |  |  |  |  |
| Children   | :       | Nil   |  |  |  |  |
| No. of siblings:   | :       | 02 Brothers 02 Sisters  |  |  |  |  |
| Address  | :       | Vill: Dhepur, P.O: Dhepur Par, P.S: Tangi Bari Dist: Munsiganj  |  |  |  |  |
| 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  RINA BEGUM  MD MOSLEM SHEIKH  Branch: Tangibari , Centre # 62 (Male),  Member ID: 4745/1 , Group No: 15  Member since: 2004 ( 23 Years )  First loan: BDT 5000/- |  |  |  |  |
| Further Information: (v) Who pays GB loan installment  | <br>  : | Existing loan: BDT 60000/- Outstanding loan: BDT 41520/- Father   |  |  |  |  |
| (vi) Mobile lady   | :       | No  |  |  |  |  |
| (vii) Grameen Education Loan   | :       | No  |  |  |  |  |
| (viii) Any other loan like GB,<br>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  |   | 03 years experience in running business. 03 Years in own business. |
| Training Info   |   | He has no training   |
| Other Own/Family Sources of Income  | : | Yes  |
| Other Own/Family Sources of Liabilities   | : | None   |
| Entrepreneur Contact No.  | : | 01747-525376   |
| Mother's Contact No.  | : | 01955-690550   |
| NU Project<br>Source/Reference  | : | Grameen Shakti Samajik Byabosha Ltd. Munsiganj Unit,Dhaka          |

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

**HASINA BEGUM** joined Grameen Bank since 13 years ago. At first she took 5000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in house repair.

| Proposed Nobin Udyokta Business Info              |    |   |  |  |  |
|---|----|---|--|--|--|
| Business Name                                     | :  | IMRAN DAIRY FIRM  |  |  |  |
| Location  | :  | Dhepur, Tangibari, Munsiganj  |  |  |  |
| Total Investment in BDT                           | :  | BDT 250,000/-   |  |  |  |
| Financing   | :  | Self BDT 150,000 (from existing business) 60% Required Investment BDT 100,000 (as equity) 40%   |  |  |  |
| Present salary/drawings from business (estimates) | :  | BDT 5,000   |  |  |  |
| Proposed Salary                                   | :  | BDT 5,000   |  |  |  |
| Size of shop                                      | :  | 20 ft x 15ft = 300 square ft  |  |  |  |
| Implementation                                    | •• | <ul> <li>The business is planned to be scaled up by investment in existing goods like; Milk.</li> <li>The business is being operated by entrepreneur. Existing no employee.</li> <li>Collects goods from Munsiganj</li> <li>Agreed grace period is 3 months.</li> </ul> |  |  |  |

## **Existing Business (BDT)**

| Particular                        | Daily | Monthly | Yearly |
|-----------------------------------|-------|---------|--------|
| Revenue(Sales)                    |       |         |        |
| Milk (8 litres *60)               | 480   | 14400   | 172800 |
| Total Sales (A)                   | 480   | 14400   | 172800 |
| Less Variable Expense             |       |         |        |
| Cow feed                          | 120   | 3600    | 43200  |
| Total variable Expense (B)        | 120   | 3600    | 43200  |
| Contribution Margin (CM) [C=(A-B) | 360   | 10800   | 129600 |
| Less Variable Expense             |       |         |        |
| Electricity bill                  |       | 200     | 2400   |
| Transportation                    |       | 800     | 9600   |
| Salary (self)                     |       | 5000    | 60000  |
| Mobile bill                       |       | 300     | 3600   |
| Total fixed cost (D)              |       | 6,300   | 75600  |
| Net Profit (E)= [C-D]             |       | 4,500   | 54000  |

| Investment Breakdown |      |            |         |                          |          |         |          |  |
|----------------------|------|------------|---------|--------------------------|----------|---------|----------|--|
| Existing             |      |            |         |                          | Proposed |         |          |  |
| Particulars          | Qty. | Unit Price | Amount  | Qty Unit Price Amount Pr |          |         | Proposed |  |
|                      |      |            |         |                          |          |         |          |  |
|                      |      |            | (BDT)   |                          |          | (BDT)   | Total    |  |
| Cow                  | 1    | 120000     | 120,000 | 1                        | 100,000  | 100,000 | 220,000  |  |
| Calf                 | 1    | 30000      | 30,000  | 0                        | 0        | 0       | 30,000   |  |
| Total                | 2    |            | 150,000 | 1                        | 100,000  | 100,000 | 250,000  |  |

#### **Source of Finance**



| Financial Projection (BDT)        |       |         |        |         |        |  |
|-----------------------------------|-------|---------|--------|---------|--------|--|
| Paticular                         | Daily | Monthly | Year1  | Year 2  | Year 3 |  |
| Revenue(Sales)                    |       |         |        |         |        |  |
| Milk (12 litre* 60)               | 720   | 21600   | 259200 | 272160  | 285768 |  |
| Total Sales (A)                   | 720   | 21600   | 259200 | 272160  | 256000 |  |
| Less Variable Expense             |       |         |        |         |        |  |
| Feed & Medicine                   | 200   | 6000    | 72000  | 75600   | 79380  |  |
| Total variable Expense (B)        | 200   | 6000    | 72000  | 75600   | 79380  |  |
| Contribution Margin (CM) [C=(A-B) | 520   | 15600   | 187200 | 196560  | 206388 |  |
| Less Variable Expense             |       |         |        |         |        |  |
| Electricity bill                  |       | 400     | 4800   | 5200    | 5400   |  |
| Transportation                    |       | 1,100   | 13200  | 13,500  | 14000  |  |
| Salary (self)                     |       | 5000    | 60000  | 60000   | 60000  |  |
| Entertainment                     |       | 300     | 3600   | 3600    | 3600   |  |
| Mobile bill                       |       | 500     | 6000   | 6100    | 6200   |  |
| Total fixed cost (D)              |       | 7,300   | 87600  | 88,400  | 89200  |  |
| Net Profit (E)= [C-D]             |       | 8,300   | 99600  | 108,160 | 117188 |  |
| Investment Payback                |       |         | 40,000 | 40,000  | 40,000 |  |

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

| SR# | Particulars                   | Year 1 (BDT) | Year 2 (BDT) | Year 3 (BDT) |
|-----|-------------------------------|--------------|--------------|--------------|
| 1   | Cash Inflow                   |              |              |              |
|     | Investment Infusion by        |              |              |              |
| 1.1 | Investor                      | 100,000      |              |              |
| 1.2 | Net Profit                    | 99,600       | 108,160      | 119338       |
| 1.3 | Depreciation (Non cash item)  |              |              |              |
|     | Opening Balance of Cash       |              |              |              |
| 1.4 | Surplus                       |              | 59,600       | 127760       |
|     | Total Cash Inflow             | 199600       | 167760       | 247098       |
| 2   | Cash Outflow                  |              |              |              |
| 2.1 | Purchase of Product           | 100,000      |              |              |
| 2.2 | Payment of GB Loan            |              |              |              |
|     | Investment Pay Back           |              |              |              |
| 2.3 | (Including Ownership Tr. Fee) | 40000        | 40000        | 40000        |
|     | Total Cash Outflow            | 140,000      | 40000        |              |
|     |                               |              |              |              |
| 3   | Net Cash Surplus              | 59,600       | 127760       | 207098       |

### **SWOT ANALYSIS**

# Strength

Employment: Self: 01 Family:0

Others:0Experience & Skill: 03 Years

Quality goods & services;

Skill and experience;

## WEAKNESS

Lack of Capital/Investment

# **O**PPORTUNITIES

Huge demand in the community

Location of shop; Tetuljora, Rajfulbaria, Savar,

Dhaka.

Regular customers;

#### THREATS

Theft

Fire

Political unrest

# Pictures

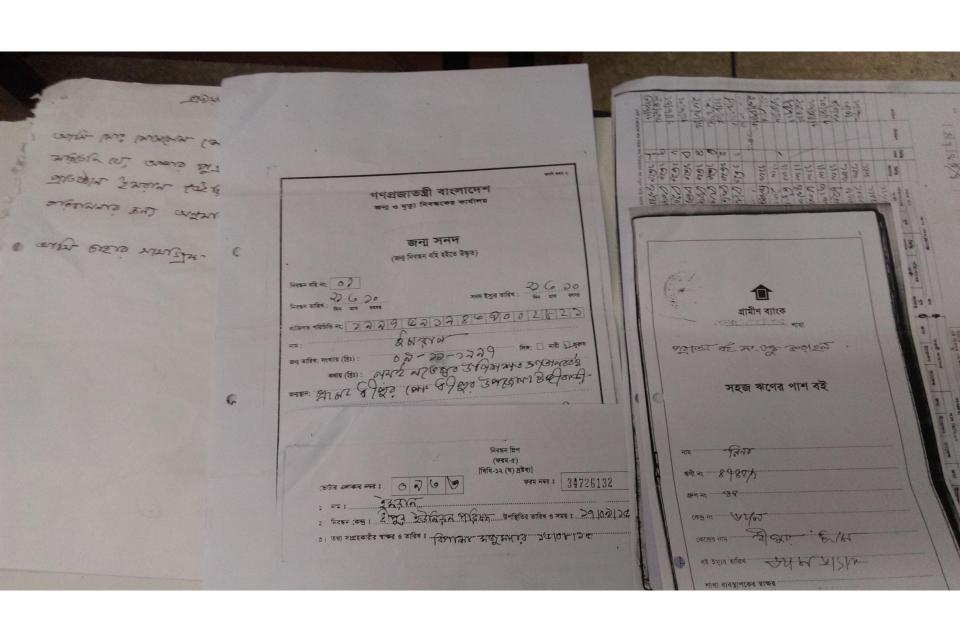












# **FAMILY PICTURE**

