Proposed NU Business Name: MAMUN STORE



Project identification and prepared by: Jahangir Ferdous, Munshigonj Unit, Munshigonj

Project verified by: Sushanto Kumar Biswash



Brief Bi	0	of The Proposed Nobin Udyokta
Name	:	MD MAMUN
Age	:	01-02-1987 (29 Years)
Education, till to date	:	Class 9
Marital status	:	Single
Children	:	-
No. of siblings:	:	2 Brothers & 2 Sister
Address	:	Vill: Purbo Ratanpur, P.O: Munshigonj, P.S: Munshigonj Sadar, Dist: Munshigonj
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 MAHFUZA BEGUM WAHID MOLLA Branch: Chorkeoar, Centre # 25 (Female), Member ID: 6705/2, Group No: 07 Member since: 23-04-1999 (18 Years) First loan: BDT 3,000/-
Further Information: (v) Who pays GB loan installment		Existing loan: Nil Outstanding loan: Nil Father
(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	:	06 years experience in running business.
Training Info	:	He has hand training.
Other Own/Family Sources of Income	:	Business
Other Own/Family Sources of Liabilities	:	None
Entrepreneur Contact No.	:	01923-192548
Family's Contact No.	:	01935935158
NU Project Source/Reference	•	Grameen Shakti Samajik Byabosha Ltd. Munshigonj Unit, Munshigonj

BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

MAHFUZA BEGUM joined Grameen Bank since 18 years ago. At first she took 3,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

Propo	S	ed Nobin Udyokta Business Info
Business Name	:	MAMUN STORE
Location	:	Chougarar par, Rampal Sadar, Munshigonj
Total Investment in BDT	:	BDT 190,000/-
Financing	:	Self BDT 110,000/-(from existing business) 58% Required Investment BDT 80,000/-(as equity) 42%
Present salary/drawings from business (estimates)	:	BDT 5,000/-
Proposed Salary	:	BDT 5,000/-
Size of shop	:	15 ft x 12 ft = 180 Square ft
Implementation	:	 The business is planned to be scaled up by investment in existing goods like; Cosmetics & Confectionery item etc. Average 15% gain on sales. The business is operating by entrepreneur. Existing 3 employee. The shop is rented. Collects goods from Dhaka.

■Agreed grace period is 3 months.

Existing Busine	ss (BDT)	
Particular	Monthly	Yearly
Revenue (sales)		
Cosmetics	165,000	1,980,000
Total Sales (A)	165,000	1,980,000
Less. Variable Expense		
Cosmetics	140,250	1,683,000
Total variable Expense (B)	140,250	1,683,000
Contribution Margin (CM) [C=(A-B)	24,750	297,000
Less. Fixed Expense		
Electricity Bill	700	8,400
Mobile Bill	300	3,600
Salary (self)	5,000	60,000
Transportation	500	6,000
Salary (staff)	9,000	108,000
Rent	4,000	48,000
Guard	100	1,200
Total fixed Cost (D)	19,600	235,200
Net Profit (E) [C-D)	5,150	61,800

			Investment	Breakd	own		
	Exist	ing				Proposed	
Particulars	Qty.	Unit Price	Amount	Qty.	Unit	Amount (BDT)	Proposed Total
			(BDT)		Price		
Cosmetics	100	100	10,000	100	100	10,000	20,000
Soft Drink	30	460	13,800	0	0	0	13,800
Bakery Item	1	10000	10,000	0	0	0	10,000
Pran All time	1	50000	50,000	1	60000	60,000	110,000
Coil	250	40	10,000	0	0	0	10,000
Security	1	10000	10,000	0	0	0	10,000
Others	1	6200	6,200	1	10000	10,000	16,200
Total	384		110,000	102		80,000	190,000

Source of Finance



Finan	cial Projection	on (BDT)		
Particular	Monthly	1st Year	2nd Year	3rd Year
Revenue (sales)				
Cosmetics	200,000	2,400,000	2,520,000	2,646,000
Total Sales (A)	200,000	2,400,000	2,520,000	2,646,000
Less. Variable Expense				
Cosmetics	170,000	2,040,000	2,142,000	2,249,100
Total variable Expense (B)	170,000	2,040,000	2,142,000	2,249,100
Contribution Margin (CM) [C=(A-				
B)	30,000	360,000	378,000	396,900
Less. Fixed Expense				
Electricity Bill	700	8,400	9,000	9,540
Mobile Bill	400	4,800	5,500	6,500
Salary (self)	5,000	60,000	60,000	60,000
Transportation	800	9,600	10,500	11,500
Salary (staff)	9,000	108,000	108,000	108,000
Rent	4,000	48,000	48,000	48,000
Guard	100	1,200	1,200	1,200
Total Fixed Cost	20,000	240,000	242,200	244,740
Net Profit (E) [C-D)	10,000	120,000	135,800	152,160
Investment Payback		32,000	32,000	32,000

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

	Particulars	Year 1 (BDT)	Year 2 (BDT)	Year 3 (BDT)
1	Cash Inflow			
1.1	Investment Infusion by Investor	80,000		
1.2	Net Profit	120,000	135,800	152,160
1.3	Depreciation (Non cash item)		-	-
1.4	Opening Balance of Cash Surplus		88,000	191,800
	Total Cash Inflow	200,000	223,800	343,960
2	Cash Outflow			
2.1	Purchase of Product	80,000		
2.2	Payment of GB Loan			
	Investment Pay Back (Including Ownership			
2.3	Tr. Fee)	32,000	32,000	32,000
	Total Cash Outflow	112,000	32,000	32,000
3	Net Cash Surplus	88,000	191,800	311,960

SWOT ANALYSIS

Strength

Employment: Self: 01 Family:0 Others:03

Experience & Skill: 6 Years Quality goods & services;

Skill and experience;

WEAKNESS

Lack of Capital/Investment

OPPORTUNITIES

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

THREATS

Theft
Political unrest

Pictures









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FAMILY PICTURE

