## Proposed NU Business Name: MS SALEHA TRADER'S



Project identification and prepared by: Md. Shaha Alom, Dupchachia Unit, Bogra

Project verified by: MD. Mozaharl Islam


Brief Bio of The Proposed Nobin Udyokta

| Name | : | MD. SHAMIM IQBAL |
| :---: | :---: | :---: |
| Age | : | 01-02-1990( 26 Years) |
| Education, till to date |  | SSC |
| Marital status |  | Unmarried |
| Children |  | - |
| No. of siblings: |  | 02 Sister |
| Address |  | Vill: Masterpara P.O: Dupchachia, Thana: Dupchachia, Dist: Bogra |
| Parent's and GB related Info <br> (i) Who is GB member <br> (ii) Mother's name <br> (iii) Father's name <br> (iv) GB member's info <br> Further Information: <br> (v) Who pays GB loan installment <br> (vi) Mobile lady <br> (vii) Grameen Education Loan <br> (viii) Any other loan like GB, BRAC ASA etc.. |  | Mother $\square$ Father $\square$ <br> MST.SAHELA BEGUM <br> LATE MD.SAIDUR RAHMAN <br> Branch: Birkedar Kahalu , Centre \# 39(Female), <br> Member ID: 2572/1, Group No: 06 <br> Member since: 20-03-1999-2004 (05 Years) <br> First loan: BDT 5000 <br> Existing Loan: BDT: 15,000, Outstanding loan: BDT: Nil <br> Father <br> No <br> No <br> No |

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

| Present <br> Occupation(Besides own <br> business, i.e., persuading <br> further studies, other <br> business etc.) | $:$ | Nil |
| :--- | :--- | :--- |
| Business Experiences and <br> Training Info | $:$ | 05 years experience in running business. |
| Other Own/Family Sources <br> of Income | $:$ | He has No Years training. |
| Other Own/Family Sources <br> of Liabilities | $:$ | None |
| Entrepreneur Contact No. | $:$ | $01738-337799$ |
| Mother's Contact No. | $:$ |  |
| NU Project <br> Source/Reference | $:$ | Grameen Shakti Samajik Byabosha Ltd. Dupchachia Unit, <br> Bogra |

## BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

SALEHA BEGUM joined Grameen Bank since 5 years ago. At first she took 3000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

## Proposed Nobin Udyokta Business Info

| Business Name | $:$ | M/S SALEHA TRADER'S |
| :--- | :--- | :--- |
| Location | $:$ | Talukdar market,Akkelpur Road, Dupchachia, Bogra |
| Total Investment in BDT | $:$ | BDT 975,000/- |
| Financing | $:$ | Self BDT 895,000/-(from existing business) $92 \%$ <br> Required Investment BDT 80,000/-(as equity) 08\% |
| Present salary/drawings <br> from business (estimates) | $:$ | BDT 5,000/- |
| Proposed Salary | $:$ | BDT 5,000/- |
| Size of shop | $:$ | 06 ft x 16 ft= 96 square ft |
| Implementation | -The business is planned to be scaled up by investment in existing <br> goods like; Sacks <br> -The business is operating by One will be appointed in the future. <br> -Collects goods from Dhaka, Bogra <br> -Agreed grace period is 3 months. |  |

## Existing Business (BDT)

| Particular | Monthly | Yearly |
| :--- | ---: | ---: |
| Revenue(Sales) |  |  |
| Sacks | 180,000 | $2,160,000$ |
| Total Sales (A) | 180,000 | $2,160,000$ |
| Less Variable Expense |  | 0 |
| Sacks | 165,600 | $1,987,200$ |
| Total variable Expense (B) | 165,600 | $1,987,200$ |
| Contribution Margin (CM) [C=(A-B) | 14,400 | 172,800 |
| Less Variable Expense |  | 0 |
| Rent | 2000 | 24,000 |
| Electricity bill | 600 | 7,200 |
| Transportation | 1,500 | 18,000 |
| Salary (self) | 5,000 | 60,000 |
| Guard | 0 | 0 |
| Entertainment | 500 | 6,000 |
| Mobile bill | 500 | 6,000 |
| Total fixed cost (D) | 10,100 | 121,200 |
| Net Profit (E)= [C-D] | 4,300 | 51,600 |

## Investment Breakdown

| Existing |  |  |  | Proposed |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Particulars | Qty. | Unit Price | Amount | Qty | Unit Price | Amount | Proposed |
|  |  |  | (BDT) |  |  | (BDT) | Total |
| Jute Sack( Big ) | 8000 | 50 | 400000 | 1600 | 50 | 80000 | 480000 |
| Jute Sack( Small ) | 15000 | 20 | 300000 | 0 | 0 | 0 | 300000 |
| Plastic Sack (Big) | 20000 | 6 | 120000 | 0 | 0 | 0 | 120000 |
| Plastic Sack (Small) | 5000 | 15 | 75000 | 0 | 0 | 0 | 75000 |
| Total | 48000 | 0 | 895,000 | 1607 | 0 | 80,000 | 975000 |

## Source of Finance

■ Entrepreneur's Contribution 895,000
$\square$ Investor's Investment 80,000

■ Total 975,000

## Financial Projection (BDT)

| Particular | Monthly | 1st Year | 2nd Year | 3rd Year |
| :--- | :---: | :---: | :---: | :---: |
| Revenue (sales) |  |  |  |  |
|  | 220,000 | $2,640,000$ | $2,772,000$ | $2,910,600$ |
| Total Sales (A) | $\mathbf{2 2 0 , 0 0 0}$ | $2,640,000$ | $2,772,000$ | $2,910,600$ |
| Less. Variable Expense |  | 0 | 0 | 0 |
|  | 202,400 | $2,428,800$ | $2,550,240$ | $2,677,752$ |
|  |  |  |  |  |
| Total variable Expense (B) | $\mathbf{2 0 2 , 4 0 0}$ | $2,428,800$ | $2,550,240$ | $2,677,752$ |
| Contribution Margin (CM) <br> [C=(A-B) | $\mathbf{1 7 , 6 0 0}$ | $\mathbf{2 1 1 , 2 0 0}$ | 221,760 | 232,848 |
| Less. Fixed Expense |  | 0 | 0 | 0 |
| Rant | $\mathbf{2 0 0 0}$ | 24,000 | 25,200 | 26,460 |
| Electricity Bill | 600 | 7,200 | 7,560 | 7,938 |
| Mobile Bill | 700 | 8,400 | 8,820 | 9,261 |
| Salary (self) | 5000 | 60,000 | 63,000 | 66,150 |
| Salary (staf) | 4000 | 48,000 | 50,400 | 52,920 |
| Transportation | 1600 | 19,200 | 20,160 | 21,168 |
| Entertainment | 600 | 7,200 | 7,560 | 7,938 |
| Total Fixed Cost | $\mathbf{1 4 5 0 0}$ | 174,000 | 182,700 | 191,835 |
| Net Profit (E) [C-D) | $\mathbf{3 , 1 0 0}$ | 37,200 | 39,060 | 41,013 |
| Investment Payback |  | $\mathbf{3 2 , 0 0 0}$ | $\mathbf{3 2 , 0 0 0}$ | $\mathbf{3 2 , 0 0 0}$ |

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

| SR\# | 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 | 37,200 | 39,060 | 41,013 |
| 1.3 | Depreciation (Non cash item) |  |  |  |
| 1.4 | Opening Balance of Cash Surplus |  | 5,200 | 276,100 |
|  | Total Cash Inflow | 117,200 | 44260 | 317113 |
| 2 | Cash Outflow |  |  |  |
| 2.1 | Purchase of Product | 80,000 |  |  |
| 2.2 | Payment of GB Loan |  |  |  |
| 2.3 | Investment Pay Back (Including Ownership Tr. Fee) | 32,000 | 32,000 | 32,000 |
|  | Total Cash Outflow | 112,000 | 32000 | 32000 |
| 3 | Net Cash Surplus | 5,200 | 12260 | 285113 |

## SWOT ANALYSIS

| TRENGTH | Lack of Capital/Investment |
| :--- | :--- |
| Employment: Self: 0 Family:01 Others:0 <br> Experience \& Skill : 05 Years <br> Quality goods \& services; <br> Skill and experience; |  |
| PPORTUNITIES | Theft |
| Huge demand in the community | Fire |
| Location of shop; |  |
| Regular customers; | Political unrest |

## Pictures











## FAMILY PICTURE



