#### Proposed NU Business Name: MA PEARA KHAMAR



Project identification and prepared by: Md Shahidul Islam Bagha Unit, Rajshahi

Project verified by: Md Abdul MannanTalukdar



Grameen Shakti Samajik Byabosha Ltd.

Brief Bio of The Proposed Nobin Udyokta						
Name	:	MD AL FIROZ				
Age	:	03-10-1988 (28Y <i>ears)</i>				
Education, till to date	:	Diploma (Agriculture)				
Marital status	:	Unmarried				
Children	:	NA				
No. of siblings:	:	01 Brother 03 Sisters				
Address	:	Vill: Bothua , P.O: Halidagachi , P.S: Charghat , 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 FIROZA BEGUM MD ABDUL KUDDUS Branch : Bothua , Centre : 25 (Female), Member ID: 4317/1, Group No: 07 Member since: 16-06-2007 (09 Years) First Ioan: BDT 5000				
Further Information: (v) Who pays GB loan installment (vi) Mobile lady (vii) Grameen Education Loan (viii) Any other loan like GB, BRAC ASA etc	::	Existing loan: BDT 1000 Outstanding loan: BDT 560 Mother No No No				

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

Present Occupation(Besides own business, i.e., persuading further studies, other business etc.)	:	Nill
Business Experiences and	:	04 years experience in running business. 04 Years in own business.
Training Info	:	He has no training.
Other Own/Family Sources of Income	:	NA
Other Own/Family Sources of Liabilities	:	
Entrepreneur Contact No.	:	01717-672976
Family's Contact No.	:	01710-062392
NU Project Source/Reference	:	Grameen Shakti Samajik Byabosha Ltd. Bagha Unit, Rajshahi

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

**MST FIROZA BEGUM** joined Grameen Bank since 09 years ago. At first she took BDT 5000 loan from Grameen Bank. She gradually took loan from GB. Utilize loan in Business.

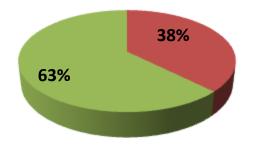
Proposed Nobin Udyokta Business Info					
Business Name	:	MA PEARA KHAMAR			
Location	:	Bothua, Haldigachi, Charghat, Rajshahi.			
Total Investment in BDT	:	BDT 80,000/-			
Financing	:	Self BDT 30,000/- (from existing business) 38% Required Investment BDT 50,000/- (as equity) 62%			
Present salary/drawings from business (estimates)	:	BDT 5,000			
Proposed Salary	:	BDT 5,000			
Size of shop	:	01 Bigha 20 Percent.			
Implementation	:	<ul> <li>The business is planned to be scaled up by investment in existing goods like Guava.</li> <li>The business is operating by entrepreneur. Existing no employee.</li> <li>The shop is in own place.</li> <li>Collects goods from Rajshahi.</li> <li>Agreed grace period is 3 months.</li> </ul>			

## **Existing Business (BDT**)

Particular	Daily	Monthly	Yearly
Revenue(Sales)			
Guava	550	16500	198000
Total Sales (A)	550	16500	198000
Less Variable Expense			
Fertilizer & insectisides	50	1500	18000
Total variable Expense (B)	50	1500	18000
Contribution Margin (CM) [C=(A-B)	500	15000	180000
Less Variable Expense			
Transportation		2,000	24000
Salary (self)		3000	36000
Salary(Staff)		3000	36000
Mobile bill		300	3600
Total fixed cost (D)		8,300	99600
Net Profit (E)= [C-D]		6,700	80400

Investment Breakdown									
Existing					Proposed				
Particulars	Qty	Unit Price	Amount	Qty	Unit	Amount Proposed			
			(BDT)		Price	(BDT)	Total		
Guava Plant	150	200	30,000	0	0	0	30,000		
Fertilizer	0	0	0	1	30000	30,000	30,000		
Insectisides		0	0	1	20000	20,000	20,000		
Total		200	30,000	2	0	50,000	80,000		

#### Source of Finance



- Entrepreneur's Contribution 30,000
- Investor's Investment 50,000
- Total 80,000

Financial	Proje	ction			
Particular	Daily	Monthly	Year1	Year 2	Year 3
Revenue(Sales)					
Guava	780	23400	280800	294840	309582
Total Sales (A)	780	23400	280800	294840	309582
Less Variable Expense					
Fertilizer & insecticides	80	2400	28800	30240	31752
Total variable Expense (B)	80	2400	28800	30240	31752
Contribution Margin (CM) [C=(A-B)	700	21000	252000	264600	277830
Less Variable Expense					
Transportation		2,500	30000	8,600	21000
Salary (self)		3000	36000	36,000	36000
Salary(Staff)		3000	36000	36,000	36000
Mobile bill		300	3600	4,300	4400
Total fixed cost (D)		8,800	105600	84,900	97400
Net Profit (E)= [C-D]		12200	146400	179,700	180430
Investment Payback			20,000	20,000	20,000

Ca	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	50,000						
1.2	Net Profit	146,400	179,700	180430				
1.3	Depreciation (Non cash item)							
1.4	Opening Balance of Cash Surplus		126,400	286100				
	Total Cash Inflow	196400	306100	466530				
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)	20000	20000	20000				
	Total Cash Outflow	70,000	20000					
3	Net Cash Surplus	126,400	286100	446530				

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### Strength **W**<sub>EAKNESS</sub> Lack of Capital/Investment Employment: Self: 0 Family:0 Others:0 Experience & Skill: 04 Years Quality goods & services; Skill and experience; THREATS **PPORTUNITIES** Theft Huge demand in the community Fire Location of shop; Political unrest Regular customers;

Pictures







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# **FAMILY PICTURE**

