## Proposed NU Business Name: SHATHI TAILERS



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

Project verified by: Md. Abdul Mannan Talukder


Brief Bio of The Proposed Nobin Udyokta

| Name | $:$ | MOST. SHATHI KHATUN |
| :--- | :--- | :--- |
| Age | $:$ | $04-12-1997(19$ Years) |
| Education, till to date | $:$ | H.S.C |
| Marital status | $:$ | Unarried |
| Children | $:$ | 0 Son 0 Docter |
| No. of siblings: | $:$ | 2 Brother 2 Sister |
| Address | $:$ | Vill: Imamgonj P.O:Damkura HatP.S: Godagari,Dist: Rajshahi |
| Parent's and GB related Info |  |  |
| (i) Who is GB member | $:$ | Mother |
| (ii) Mother's name | $:$ MOST. FOZILA BEGUM |  |
| (iii) Father's name |  |  |
| (iv) GB member's info | $:$ | Branch: Imamgonj Centre 92 (Female), |
|  |  | Member ID: 11336, Group No: 02 |
|  | Member since: 2007-2016(9Years) |  |
|  | First loan: BDT 5,000 |  |
| Further Information: | Existing Loan: BDT 40,000, Outstanding loan: 16340(06-12-16) |  |
| (v) Who pays GB loan installment | $:$ | Father |
| (vi) Mobile lady | $:$ | No |
| (vii) Grameen Education Loan | $:$ | No |
| (viii) Any other loan like GB, | $:$ | No |
| BRAC ASA etc.. |  |  |

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

| Present <br> Occupation(Besides own <br> business, i.e., persuading <br> further studie, other <br> business etc.) | $:$ | Nil |
| :--- | :--- | :--- |
| Business Experiences and <br> Training Info | $:$ | 3 years experience in running business. |
| Other Own/Family Sources <br> of Income | $:$ | -Agriculture |
| Other Own/Family Sources <br> of Liabilities | $:$ | None |
| Entrepreneur Contact No. | $:$ | 01761323055 |
| Mother's Contact No. | $:$ | 01825961339 |
| NU Project <br> Source/Reference | $:$ | Grameen Shakti Samajik Byabosha Ltd. Rajshahi sador unit, <br> Rajshahi |

## BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

MOST. FOZILA BEGUM joined Grameen Bank since 9 years ago. At first she took 5,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

## Proposed Nobin Udyokta Business Info

| Business Name | $:$ | SHATHI TAILERS |
| :--- | :--- | :--- |
| Location | $:$ | Damkura Hat,Rajshahi |
| Total Investment in BDT | $:$ | BDT 80,000/- |
| Financing | $:$Self BDT 30,000/-(from existing business) $37 \%$ <br> Required Investment BDT 50,000/-(as equity) 63\% |  |
| Present salary/drawings <br> from business (estimates) | $:$ | BDT 5,000/- |
| Proposed Salary | $:$ | BDT 5,000/- |
| Size of shop | $:$ | 12ft x 12ft= 144 square ft <br> Implementation <br> existing; Service item etc. <br> -Average 20\% gain on sale. <br> -The business is operating by entrepreneur. Existing 1 employees. <br> After getting equity fund no employee will be appointed. <br> -The shop is Rent <br> -Collects goods from Rajshahi/Dhaka <br> -Agreed grace period is 3 months. |

Existing Business (BDT)

| Particular | Daily | Monthly | Yearly |
| :---: | :---: | :---: | :---: |
| Revenue (sales) |  |  |  |
| Service | 3,000 | 90,000 | 1080000 |
|  | 0 | 0 | 0 |
| Total Sales (A) | 3,000 | 90,000 | 1080000 |
| Less. Variable Expense |  |  |  |
| Service | 2,400 | 72,000 | 864000 |
|  | 0 | 0 | 0 |
| Total variable Expense (B) | 2,400 | 72,000 | 864000 |
| Contribution Margin (CM) [C=(A-B) | 600 | 18,000 | 216000 |
| Less. Fixed Expense |  |  |  |
| Rent |  | 0 | 0 |
| Electricity Bill |  | 500 | 6,000 |
| Mobile Bill |  | 500 | 6,000 |
| Salary (self) |  | 5000 | 60,000 |
| Guard |  | 0 | 0 |
| Transportation |  | 500 | 6,000 |
| Entertainment |  | 500 | 6,000 |
| Salary (staff) |  | 3000 | 36,000 |
| Bank service Charge |  | 100 | 1,200 |
| Total fixed Cost (D) |  | 10,100 | 121,200 |
| Net Profit (E) [C-D) |  | 7,900 | 94,800 |

Investment Breakdown

| Existing |  |  |  | Proposed |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Particulars | Qty. | Unit <br> Price | Amount <br> (BDT) | Qty | Unit <br> Price | Amount <br> (BDT) | Proposed Tota |
| Machine | 2 | 5,000 | 10,000 | 0 | 0 | 0 | 10,000 |
| Cloth | 50 | 200 | 10,000 | 300 | 100 | 30000 | 40,000 |
| Suta | 25 | 200 | 5,000 | 50 | 200 | 10000 | 15,000 |
| Chumki | 25 | 200 | 5,000 | 100 | 100 | 10000 | 15,000 |
| Other | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
|  | 0 | 0 | 0 |  |  |  |  |
|  |  |  | 0 |  |  |  |  |
|  |  |  | 0 |  |  |  |  |
| Total | $\mathbf{1 0 2}$ | $\mathbf{5 6 0 0}$ | $\mathbf{3 0 0 0 0}$ | $\mathbf{4 5 0}$ | $\mathbf{4 0 0}$ | $\mathbf{5 0 0 0 0}$ | $\mathbf{8 0 0 0 0}$ |

## Source of Finance

■ Entrepreneur's Contribution 200,000
■ Investor's Investment 100,000
■ Total 300,000

| Financial Projection (BDT) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Particular | Daily | Monthly | 1st Year | 2nd year | 3rd year |
| Revenue (sales) |  |  |  |  |  |
| Service | 300 | 9000 | 108000 | 118800 | 113400 |
| Commission | 200 | 6000 | 72000 | 79200 | 75600 |
| Total Sales (A) | 500 | 15000 | 180000 | 198000 | 189000 |
| Less. Variable Expense |  | 0 |  | 0 | 0 |
| Service | 0 | 0 | 0 | 0 | 0 |
|  | 0 | 0 | 0 | 0 | 0 |
| Total variable Expense (B) | 0 | 0 | 0 | 0 | 0 |
| Contribution Margin (CM) [C=(A-B) | 500 | 15000 | 180000 | 198000 | 189000 |
| Less. Fixed Expense |  |  |  |  |  |
| Rent |  | 0 | 0 | 0 | 0 |
| Electricity Bill |  | 500 | 6000 | 6120 | 6426 |
| Mobile Bill |  | 500 | 6000 | 6120 | 6426 |
| Salary (self) |  | 3000 | 36000 | 36720 | 38556 |
| Transportation |  | 500 | 6000 | 6120 | 6426 |
| Entertainment |  | 0 | 0 | 0 | 0 |
| Salary (staff) |  | 0 | 0 | 0 | 0 |
| Security Gard |  | 0 | 0 | 0 | 0 |
| Bank service Charge |  | 100 | 1200 | 1224 | 1285.2 |
| Total Fixed Cost |  | 4600 | 55200 | 56304 | 59119.2 |
| Net Profit (E) [C-D) |  | 10400 | 124800 | 141696 | 129880.8 |
| Investment Payback |  |  | 20000 | 20000 | 20000 |

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

| SI \# | Particulars | Year 1 (BDT) | Year 2 (BDT) | Year 3(BDT) |
| :---: | :--- | :---: | :---: | :---: |
| $\mathbf{1}$ | Cash Inflow |  |  |  |
| 1.1 | Investment Infusion by Investor | 50,000 |  |  |
| 1.2 | Net Profit | 10400 | 124800 | 141696 |
|  |  |  | - |  |
| 1.3 | Depreciation (Non cash item) |  | - |  |
| 1.4 | Opening Balance of Cash Surplus | 0 | 58000 | 131600 |
|  | Total Cash Inflow | $\mathbf{6 0 4 0 0}$ | $\mathbf{1 5 1 6 0 0}$ | $\mathbf{2 1 0 9 8 0}$ |
| 2 | Cash Outflow |  |  |  |
| 2.1 | Purchase of Product | 50,000 |  |  |
| 2.2 | Payment of GB Loan |  |  |  |
|  | Investment Pay Back (Including | 20,000 | 20000 | 20000 |
| 2.3 | Ownership Tr. Fee) | $\mathbf{7 0 , 0 0 0}$ | $\mathbf{2 0 0 0 0}$ | $\mathbf{2 0 0 0 0}$ |
|  | Total Cash Outflow | $\mathbf{5 8 0 0 0}$ | $\mathbf{1 3 1 6 0 0}$ | $\mathbf{1 9 0 9 8 0}$ |
| $\mathbf{3}$ | Net Cash Surplus |  |  |  |
|  |  |  |  |  |

## SWOT ANALYSIS

| $S_{\text {TRENGTH }}$ <br> Employment: Self: 01 Family:0 Others:01 <br> Experience \& Skill : 6 Years <br> Quality goods \& services; <br> Skill and experience; | $W_{\text {EAKness }}$ <br> Lack of Capital/Investment |
| :---: | :---: |
| PPORTUNITIES <br> Huge demand in the community Location of shop; Regular customers; | Threats <br> Theft <br> Fire <br> Political unrest |

## Pictures







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## बनेए नारिएग

## स्रामा: जरणन सncून

रूपृत स्रश्रान



अम्म © युश नियकलन कार्याणना
 लामायाषी, उत्रिता काना अनज

निद्कम चारियद 12

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## FAMILY PICTURE




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