### **Proposed NU Business Name: BHAI BHAI BASTA BITAN**



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                                                                                                                                            | :     | MD.SHOFIQUL ISLAM                                                                                                                                                                      |  |  |  |
| Age                                                                                                                                             | :     | 06-01-1983(33 Years)                                                                                                                                                                   |  |  |  |
| Education, till to date                                                                                                                         | :     | H.S.C                                                                                                                                                                                  |  |  |  |
| Marital status                                                                                                                                  | :     | Married                                                                                                                                                                                |  |  |  |
| Children                                                                                                                                        | :     | 1 Son 1 Docter                                                                                                                                                                         |  |  |  |
| No. of siblings:                                                                                                                                | :     | 2 Brother 2 Sister                                                                                                                                                                     |  |  |  |
| Address                                                                                                                                         | :     | Vill: Bigonogor, P.O:Rajabari HatP.S: Godagari, 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  MOST. SHAMIM ARA  MD.SABIR RAHAMAN  Branch: Deypara godagai Centre 96 (Female),  Member ID: 8989, Group No: 02  Member since: 2002-2016(14Years)  First loan: BDT 3,000 |  |  |  |
| 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 5,000, Outstanding loan: NIL Father No No 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                                                                        | : | 8 years experience in running business.                               |
| Training Info                                                                                   | : | He has xis month training.                                            |
| Other Own/Family Sources of Income                                                              | : | -Agriculture                                                          |
| Other Own/Family Sources of Liabilities                                                         | : | None                                                                  |
| Entrepreneur Contact No.                                                                        | : | 01957750447                                                           |
| Mother's Contact No.                                                                            | : | 01938704061                                                           |
| 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. SHAMIM ARA** joined Grameen Bank since 14 years ago. At first she took 3,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

| Proposed Nobin Udyokta Business Info              |   |                                                                                                                                                                                                                                                                                                                                                                                                       |  |  |  |
|---------------------------------------------------|---|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|--|--|
| Business Name                                     | : | BHAI BHAI BASTA BITAN                                                                                                                                                                                                                                                                                                                                                                                 |  |  |  |
| Location                                          | : | Rajabari Hat,Rajshahi                                                                                                                                                                                                                                                                                                                                                                                 |  |  |  |
| Total Investment in BDT                           | : | BDT 120,000/-                                                                                                                                                                                                                                                                                                                                                                                         |  |  |  |
| Financing                                         | : | Self BDT 70,000/-(from existing business) 58%<br>Required Investment BDT 50,000/-(as equity) 42%                                                                                                                                                                                                                                                                                                      |  |  |  |
| Present salary/drawings from business (estimates) | : | BDT 5,000/-                                                                                                                                                                                                                                                                                                                                                                                           |  |  |  |
| Proposed Salary                                   | : | BDT 5,000/-                                                                                                                                                                                                                                                                                                                                                                                           |  |  |  |
| Size of shop                                      | : | 14ft x 14ft= 196 square ft                                                                                                                                                                                                                                                                                                                                                                            |  |  |  |
| Implementation                                    | : | <ul> <li>The business is planned to be scaled up by investment in existing; Sales item etc.</li> <li>Average 10% gain on sale.</li> <li>The business is operating by entrepreneur. Existing 1 employees.</li> <li>After getting equity fund no employee will be appointed.</li> <li>The shop is Rent</li> <li>Collects goods from Rajshahi/Dhaka</li> <li>Agreed grace period is 3 months.</li> </ul> |  |  |  |

| <u> </u>                          | <u> </u> |         |         |
|-----------------------------------|----------|---------|---------|
| Particular                        | Daily    | Monthly | Yearly  |
| Revenue (sales)                   |          |         |         |
| Basta item                        | 4,000    | 120,000 | 1440000 |
|                                   | 0        | 0       | 0       |
| Total Sales (A)                   | 4,000    | 120,000 | 1440000 |
| Less. Variable Expense            |          |         |         |
| Basta item                        | 3,400    | 102,000 | 1224000 |
|                                   | 0        | 0       | 0       |
| Total variable Expense (B)        | 3,400    | 102,000 | 1224000 |
| Contribution Margin (CM) [C=(A-B) | 600      | 18,000  | 216000  |

0

300

500

5000 0

1200

400

3000

100

10,500

7,500

0

3,600

6,000 60,000

0

14,400

4,800

36,000

1,200

126,000

90,000

Less. Fixed Expense

**Electricity Bill** 

Mobile Bill

Salary (self)

Transportation

Entertainment

Bank service Charge

Total fixed Cost (D)

Net Profit (E) [C-D)

Salary (staff)

Guard

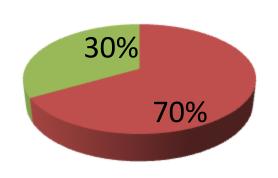
Rent

**Existing Business (BDT)** 

#### **Investment Breakdown**

|              |      |               | Proposed        |     |               |                 |               |
|--------------|------|---------------|-----------------|-----|---------------|-----------------|---------------|
| Particulars  | Qty. | Unit<br>Price | Amount<br>(BDT) | Qty | Unit<br>Price | Amount<br>(BDT) | Proposed Tota |
| Basta        | 2    | 80,000        | 160,000         | 0   | 0             | 0               | 160,000       |
| Chatar Basta | 1    | 30,000        | 30,000          | 0   | 0             | 0               | 30,000        |
| Other        | 0    | 0             | 0               | 0   | 0             | 0               | 0             |
| Stationry    |      |               |                 | 10  | 5000          | 50000           | 50,000        |
|              |      |               |                 |     |               | 0               | 0             |
|              |      |               |                 |     |               | 0               | 0             |
|              |      |               |                 |     |               | 0               | 0             |
|              |      |               |                 |     |               | 0               | 0             |
|              |      |               |                 |     |               |                 | 0             |
| Total        | 3    | 110000        | 190000          | 10  | 5000          | 50000           | 240000        |

### **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)                   |                            |         |          |          |          |  |  |
| Basta item                        | 4500                       | 135000  | 1620000  | 1782000  | 1701000  |  |  |
|                                   | 0                          | 0       | 0        | 0        | 0        |  |  |
| Total Sales (A)                   | 4500                       | 135000  | 1620000  | 1782000  | 1701000  |  |  |
| Less. Variable Expense            |                            | 0       |          | 0        | 0        |  |  |
| Basta item                        | 3825                       | 114750  | 1377000  | 1514700  | 1445850  |  |  |
|                                   | 0                          | 0       | 0        | 0        | 0        |  |  |
| Total variable Expense (B)        | 3825                       | 114750  | 1377000  | 1514700  | 1445850  |  |  |
| Contribution Margin (CM) [C=(A-B) | 675                        | 20250   | 243000   | 267300   | 255150   |  |  |
| Less. Fixed Expense               |                            |         |          |          |          |  |  |
| Rent                              |                            | 0       | 0        | 0        | 0        |  |  |
| Electricity Bill                  |                            | 300     | 3600     | 3672     | 3855.6   |  |  |
| Mobile Bill                       |                            | 500     | 6000     | 6120     | 6426     |  |  |
| Salary (self)                     |                            | 5000    | 60000    | 61200    | 64260    |  |  |
| Transportation                    |                            | 1200    | 14400    | 14688    | 15422.4  |  |  |
| Entertainment                     |                            | 400     | 4800     | 4896     | 5140.8   |  |  |
| Salary (staff)                    |                            | 3000    | 36000    | 36720    | 38556    |  |  |
| Security Gard                     |                            | 0       | 0        | 0        | 0        |  |  |
| Bank service Charge               |                            | 100     | 1200     | 1224     | 1285.2   |  |  |
| Total Fixed Cost                  |                            | 10500   | 126000   | 128520   | 134946   |  |  |
| Net Profit (E) [C-D)              |                            | 9750    | 117000   | 138780   | 120204   |  |  |
| Investment Payback                |                            |         | 20000    | 20000    | 20000    |  |  |

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

| SI# | 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                      | 78000        | 93600        | 79380       |
|     |                                 |              |              |             |
| 1.3 | Depreciation (Non cash item)    |              | -            |             |
| 1.4 | Opening Balance of Cash Surplus | 0            | 58000        | 131600      |
|     | Total Cash Inflow               | 128000       | 151600       | 210980      |
| 2   | Cash Outflow                    |              |              |             |
| 2.1 | Purchase of Product             | 50,000       |              |             |
| 2.2 | Payment of GB Loan              |              |              |             |
|     | Investment Pay Back (Including  |              |              |             |
| 2.3 | Ownership Tr. Fee)              | 20,000       | 20000        | 20000       |
|     | Total Cash Outflow              | 70,000       | 20000        | 20000       |
| 3   | Net Cash Surplus                | 58000        | 131600       | 190980      |
|     |                                 |              |              |             |

### **SWOT ANALYSIS**

# Strength

Employment: Self: 01 Family:0 Others:01

Experience & Skill: 6 Years Quality goods & services;

Skill and experience;

# WEAKNESS

Lack of Capital/Investment

# **O**PPORTUNITIES

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

## THREATS

Theft

Fire

Political unrest

# Pictures



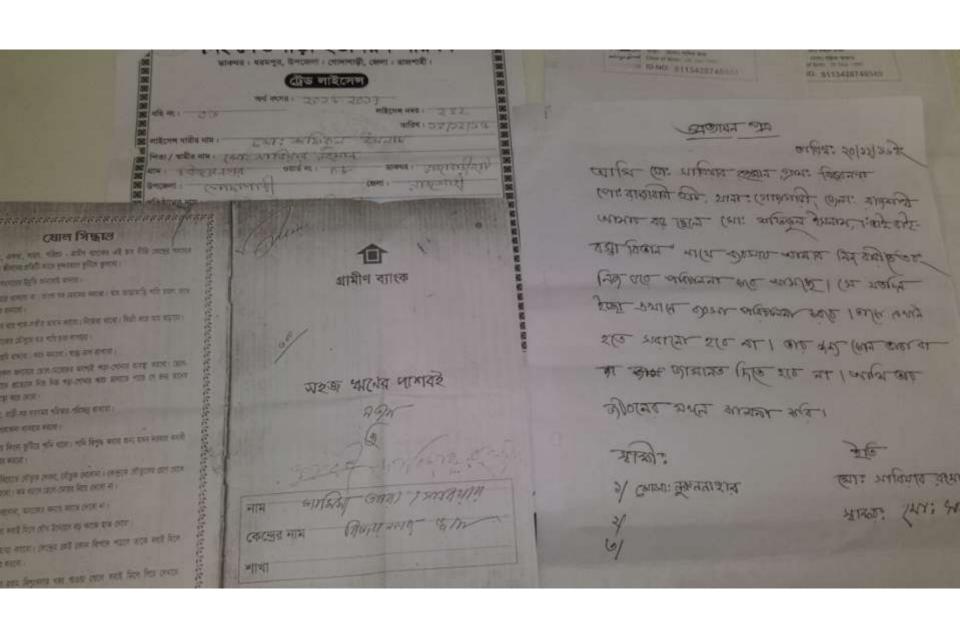








अशार्ड नहः - ० हे SFYLLYSYTES-C13 (E13) 13/2 13/2 नगर हेल्डीयाहित राजन 13362131513 गित्रमान छ।का :



# **FAMILY PICTURE**

