#### Proposed NU Business Name: MA STATIONARY & COSMETICS



Project identification and prepared by: Md Anower Hossain Sarker, Mohastha Unit, Bogra

Project verified by: Md Mozaharul Islam Sarker



Brief Bio of The Proposed Nobin Udyokta					
Name	:	SREE AMRITA CHANDRA PRAMANIK			
Age	:	15-2-88 (28 Years)			
Education, till to date	:	SSC			
Marital status	:	UNMARRIED			
Children	:	N/A			
No. of siblings:	:	1 Brother 5 Sisters			
Address	:	Vill: Telihara Weast Para, P.O: Shekherkola. P.S: Bogra, Dist: Bogra.			
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  SREEMOTI MAYA RANI  SREE DHEERENDRA CHANDRA PRAMANIK  Branch: Gokul Bogra, Centre # 16(Female),  Member ID: 8095/2, Group No: 10  Member since: 15-9-2010 (10 Years)  First loan: BDT 10,000/-			
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 40,000/- Outstanding loan: BDT 27680/- Brother No No No			

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

Present Occupation(Besides own business, i.e., persuading further studies, other business etc.)		No
Business Experiences and	:	02 years experience in running business. 01 Years in own business.
Training Info	:	He has no training
Other Own/Family Sources of Income	••	Business
Other Own/Family Sources of Liabilities	••	None
Entrepreneur Contact No.		01734-674347
Family's Contact No.	:	01719-535092
NU Project Source/Reference	•	Grameen Shakti Samajik Byabosha Ltd. Mohasthan Unit ,Bogra

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

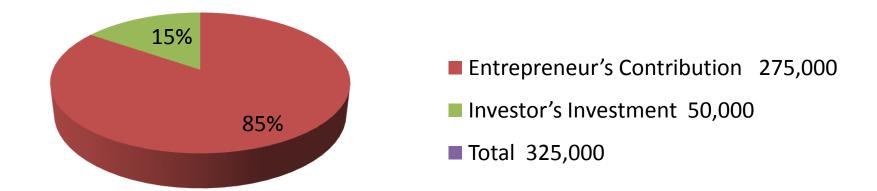
**SREEMOTI MAYA RANI** joined Grameen Bank since 10 years ago. At first she took BDT 10,000 loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

Proposed Nobin Udyokta Business Info					
Business Name	:	MA STATIONARY & COSMETICS			
Location	:	Baghopara, Mohishbatan Road			
Total Investment in BDT	:	BDT 325,000/-			
Financing	:	Self BDT 275000/- (from existing business) 85% Required Investment BDT 50,000/- (as equity) 15%			
Present salary/drawings from business (estimates)	:	BDT 5,000			
Proposed Salary	:	BDT 5,000			
Size of shop	:	10 ft x 10 ft= 100 square ft			
Implementation	<ul> <li>The business is planned to be scaled up by investment in exgoods like; stationary &amp; cosmetics item etc.</li> <li>Average 15% gain on sales.</li> <li>The business is operating by entrepreneur. Existing no emp</li> <li>The shop is rented.</li> <li>Collects goods from Bogra.</li> <li>Agreed grace period is 3 months.</li> </ul>				

Existing Business (BDT)						
Particular	Daily	Monthly	Yearly			
Revenue (sales)						
Cloth item	2300	69000	828000			
Total sales (A)	2300	69000	828000			
Less Variable Exp.			,			
Cloth item	1955	58650	703800			
Total Variable exp. (B)	1955	58650	703800			
Contribution Margin CM [C= (A-B)	345	10350	124200			
less fixed exp.						
Rent		800	9600			
Electricity bill		500	6000			
Transportation		200	2400			
Salary (self)		5000	60000			
Entertainment		360	4320			
Guard		100	1200			
Mobile		300	3600			
total fixed cost (D)		7260	87120			
Net profit (E) [C-D]		3090	37080			

investment Breakdown							
	Exis	ting	Proposed				
Particulars	Qty.	Unit Price	Amount (BDT)	Qty	Unit Price	Amount (BDT)	Proposed Total
Shampoo	20	300	6,000	200	100	20,000	26,000
Soap	20	360	7,200	25	360	9,000	16,200
Oil	100	100	10,000	110	100	11,000	21,000
paste	100	50	5,000			0	5,000
Powder	80	100	8,000			0	8,000
Stationary item	100	40	4,000	100	100	10,000	14,000
pen	96	50	4,800			0	4,800
pencil box	100	50	5,000			0	5,000
Security			225,000				225,000
Total	616		275,000	435		50,000	325,000

### **Source of Finance**



Financia	1				
Particular	Daily	Monthly	1st Year	2nd Year	3rd Year
Revenue (sales)					
Cloth item	2960	88800	1065600	1118880	1118880
Total Sales (A)	2960	88800	1065600	1118880	1118880
less variable Expenses					
Cloth item	2516	75480	905760	951048	951048
Total variable Expenses (B)	2516	75480	905760	951048	951048
Contribution Margin (CM)= (A-B)	444	13320	159840	167832	167832
Less Fixed Expenses					
Rent		800	9600	9600	9600
Electricity bill		500	6000	6000	6000
Transportation		240	2880	2880	2880
Salary (self)		5000	60000	60000	60000
Entertainment		464	5568	5568	5568
Guard		100	1200	1200	1200
Mobile		400	4800	4800	4800
Total Fixed Cost		7504	90048	90048	90048
Net Profit (E) (C-D)		5816	69792	77784	77784
Investment Payback			20000	20000	20000

# 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	69,792	77,784	77,784
1.3	Depreciation (Non cash item)			
	Opening Balance of Cash			
1.4	Surplus		39,792	39,792
	Total Cash Inflow	119792	117576	117576
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)	20000	20000	20000
	Total Cash Outflow	70,000	20000	20000
3	Net Cash Surplus	39,792	87576	87576

### **SWOT ANALYSIS**

# Strength

Employment: Self: 0 Family:0 Others:0

Experience & Skill: 2 Years Quality goods & services;

Skill and experience;

### WEAKNESS

Lack of Capital/Investment

### **O**PPORTUNITIES

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

### THREATS

Theft

Fire

Political unrest

# Pictures



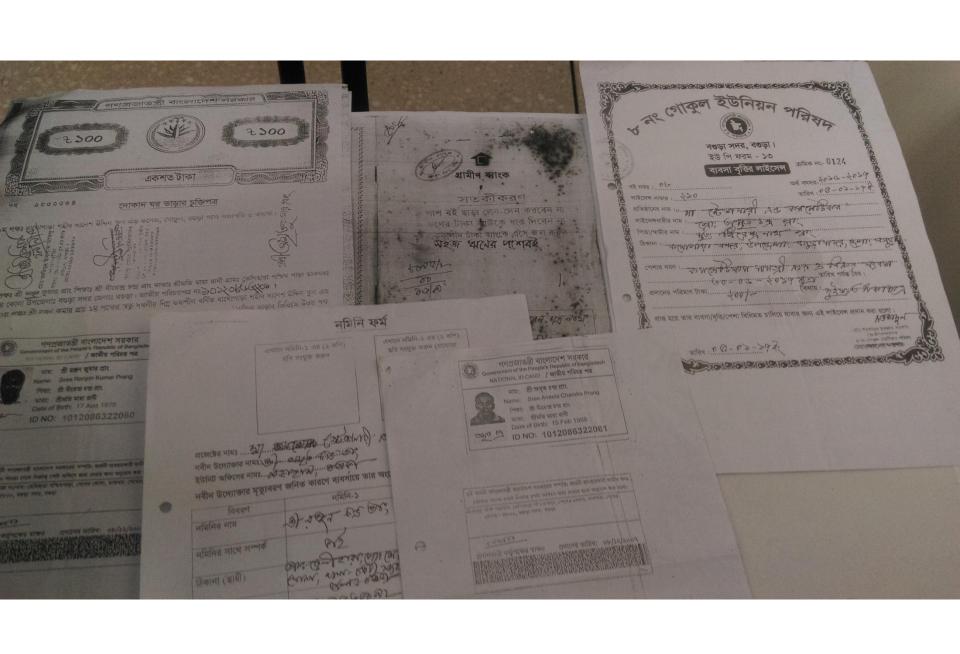












## **FAMILY PICTURE**

