### **Proposed NU Business Name: MAHEDI PHARMECY**



Project identification and prepared by: Modon Kumar Biswis
Dakshinkhan Unit, Dhaka
Project verified by: Md. Abu Bakkar Siddique

Grameen Shakti Samajik Byabosha Ltd.

Brief Bio of The Proposed Nobin Udyokta					
Name	:	MD MOSTAFIZUR RAHMAN MAHEDI			
Age	:	30-04-1997 (18 Years)			
Education, till to date	:	SSC			
Marital status	:	Single			
Children	••	None			
No. of siblings:	:	03 Brothers			
Address	:	Vill: 70/4 Munda P.O Uttorkhan, mazar P.S: Uttarkhan, Dist: Dhaka			
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  MOUSUMI AKTER  MD.SOHIDUL ISLAM  Branch: Uttorkhan, Centre # 13 (Female),  Member ID: 1898/2, Group No: 04  Member since: 11-04-2012 (04 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	: : :	Outstanding loan: Nill 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 & Skill	:	04 years of business experience.
Own Business and	:	04 years experience in running business.
Training Info	:	He has 02 years training
Other Own/Family Sources of Income	••	None
Other Own/Family Sources of Liabilities	••	None
Entrepreneur Contact No.	:	01685-362352
Family's Contact No.	:	01552-151532
NU Project Source/Reference	:	Grameen Shakti Samajik Byabosha Ltd. Dakshinkhan Unit, Dhaka

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

**MOUSUMI AKTER** joined Grameen Bank since 04 years ago. At first she took BDT 10,000 loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

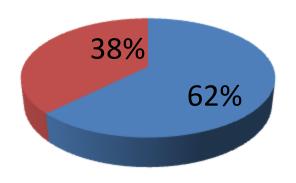
Proposed Nobin Udyokta Business Info					
Business Name	:	MAHEDI PHARMECY			
Location	:	Munda, Uttorkhan, Dhaka-1230			
Total Investment in BDT	:	BDT 1,60,000/-			
Financing	:	Self BDT 1,00,000/- (from existing business) 62% Required Investment BDT 60,000/- (as equity)38%			
Present salary/drawings from business (estimates)	:	BDT 5,000			
Proposed Salary	:	BDT 5,000			
Size of shop	:	8 ft x 10 ft= 80 square ft			
Security of the shop	:	BDT 50,000			
Implementation	:	<ul> <li>The business is planned to be scaled up by investment in existing goods like; cef-3,Loxim-DS,Seclo-20,Ciprocin-500,Famisef-250,Evoloxin-500 etc.</li> <li>Average 20% gain on sales.</li> <li>The business is operating by entrepreneur.</li> <li>The shop is rented.</li> <li>Collects goods from Tangi, Dhaka.</li> <li>Agreed grace period is 3 months.</li> </ul>			

Existing Business (BDT)							
Particular	Daily	Monthly	Yearly				
Revenue (sales)							
Various Medicine	2,000	60,000	720,000				
Total Sales (A)	2,000	60,000	720,000				
Less. Variable Expense							
Various Medicine	1,600	48,000	576,000				
Total variable Expense (B)	1,600	48,000	576,000				
Contribution Margin (CM) [C=(A-B)	400	12,000	144,000				
Less. Fixed Expense							
Rent		2,000	24,000				
Electricity Bill		500	6,000				
Transportation		300	3,600				
Mobile Bill		300	3,600				
Entertainment		200	2,400				
Salary (self)		5,000	60,000				
Total fixed Cost (D)		8,300	99,600				
Net Profit (E) [C-D)		3,700	44,400				

Investment Breakdown								
Particulars		Existing	5	Particulars		Proposed		
Particulars	Quantity	Price	Unit Price		Quantity	Price	Unit Price	Total
Cef-3	2	302	604	Cef-3	15	302	4,530	5,134
Loxim DS	20	300	6000	Loxim DS	20	300	6,000	12,000
Seclo-20	50	500	25000	Seclo-20	15	500	7,500	32,500
Ciprocin500	50	400	20000	Ciprocin500	25	450	11,250	31,250
Famicef-250	50	250	12500	Famicef-250	25	500	12,500	25,000
Evoloxim-500	20	500	10000	Evoloxim-500	20	260	5,200	15,200
Adora-500	20	360	7200	Adora-500	30	360	10,800	18,000
Evoloxin	20	260	5200				0	5,200
Reclife	16	280	4480				0	4,480
Others			9016	Others			2,220	11,236
Total			100,000				60,000	160,000

### **Source of Finance**

■ Entrepreneur's contibution 100000 ■ Investor's Investment 60000 ■ Total 160000



Financial Projection (BDT)					
Particular	Daily	Monthly	1st Year	2nd Year	3rd year
Revenue (sales)					
Various Medicine	2,600	78,000	936,000	982,800	1,031,940
Total Sales (A)	2,600	78,000	936,000	982,800	1,031,940
Less. Variable Expense					
Various Medicine	2,080	62,400	748,800	786,240	825,552
<b>Total variable Expense (B)</b>	2,080	62,400	748,800	786,240	825,552
Contribution Margin (CM) [C=(A-B)	520	15,600	187,200	196,560	206,388
Less. Fixed Expense					
Rent		2,000	24,000	24,000	24,000
Electricity Bill		525	6,300	6,615	6,946
Transportation		330	3,960	4,158	4,366
Mobile Bill		360	4,320	4,536	4,763
Entertainment		200	2,400	2,520	2,646
Salary (self)		5,000	60,000	60,000	60,000
Non Cash Item					
Depreciation		0	0	0	0
Total Fixed Cost		8,415	100,980	101,829	102,720
Net Profit (E) [C-D)		7,185	86,220	94,731	103,668
Investment Payback			24,000	24,000	24,000

## 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	60,000		
1.2	Net Profit	86,220	94,731	103,668
1.3	Depreciation (Non cash item)	0	0	0
1.4	Opening Balance of Cash Surplus		62,220	132,951
	Total Cash Inflow	146,220	156,951	236,619
2	Cash Outflow			
2.1	Purchase of Product	60,000		
2.2	Payment of GB Loan			
	Investment Pay Back (Including Ownership Tr. Fee)	24,000	24,000	24,000
	Total Cash Outflow	84,000	24,000	24,000
3	Net Cash Surplus	62,220	132,951	212,619

## SWOT ANALYSIS

## Strength

Employment: Self: 01 Family:0 Others:0

Experience & Skill: 04 Years

Own Business: 04 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

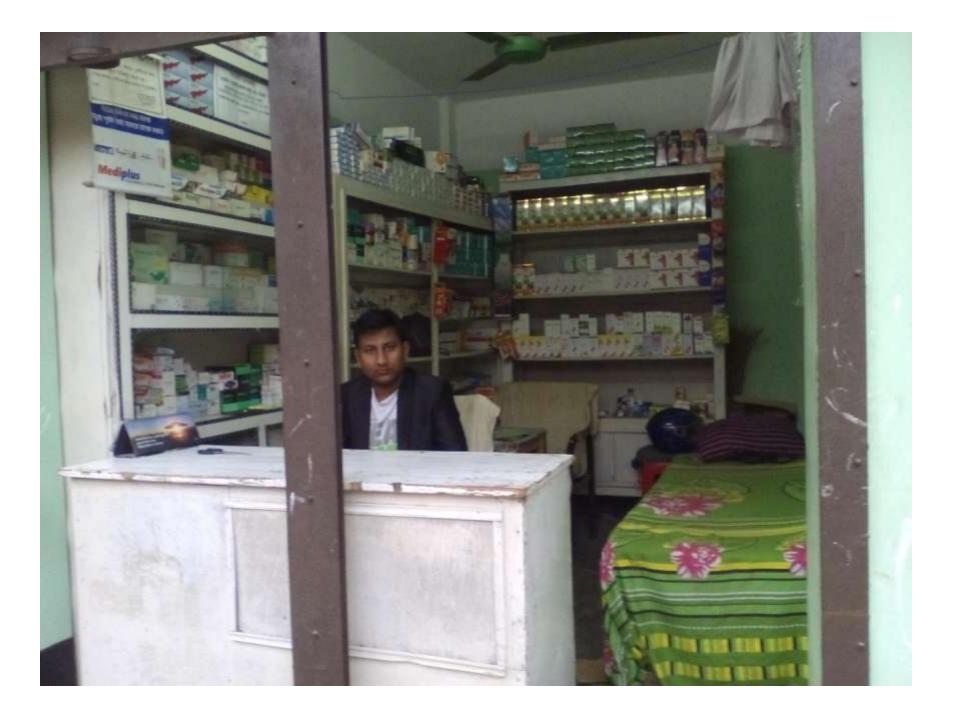
Fire

Political unrest

# Pictures











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## **FAMILY PICTURE**

