

## Proposed NU Business Name: **M/S ATAUR PAN KHAMAR**



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## **Brief Bio of The Proposed Nobin Udyokta**

Name	:	<b>MD. ATAUR RAHAMAN</b>
Age	:	12-11-1990 (27 Years)
Education, till to date	:	S.S.C
Marital status	:	Unmarried
Children	:	Null
No. of siblings:	:	01 Brother,02 Sister
Address	:	Vill: Mowpara P.O: Dhopaghata , P.S: Mohanpur , Dist: Rajshahi
Parent's and GB related Info		
(i) Who is GB member	:	Mother <input checked="" type="checkbox"/> Fathe <input type="checkbox"/>
(ii) Mother's name	:	<b>ROKIA KHATUN</b>
(iii) Father's name	:	<b>LATE. EDRIS ALLI</b>
(iv) GB member's info	:	Branch: Mowgasi, Mohanpur Centre 05 (Female), Member ID: 1289/1, Group No: 03 Member since: 2002-2007 And 14-11-2013-24-04-205(8Years) First loan: BDT 10,000
Further Information:		Existing Loan: BDT 20,000 Outstanding loan: Paid/
(v) Who pays GB loan installment	:	Mother
(vi) Mobile lady	:	No
(vii) Grameen Education Loan	:	No
(viii) Any other loan like GB, BRAC ASA etc..	:	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 Training Info	:	Six years experience in running business. He has No training.
Other Own/Family Sources of Income	:	Agriculture
Other Own/Family Sources of Liabilities	:	None
Entrepreneur Contact No.	:	01745-681973
Mother's Contact No.	:	01620-449990
NU Project Source/Reference	:	Grameen Shakti Samajik Byabosha Ltd. Mohanpur unit, Rajshahi

## BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

**ROKIA KHATUN** joined Grameen Bank since 8 years ago. At first she took 10,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

## Proposed Nobin Udyokta Business Info

Business Name	:	<b>M/S ATAUR PAN KHAMAR</b>
Location	:	Mowpara ,Dhopaghata , Mohanpur , Rajshahi
Total Investment in BDT	:	BDT 1,50,000/-
Financing	:	Self BDT 1,00,000/-(from existing business) 67% Required Investment BDT 50,000/-(as equity) 33%
Present salary/drawings from business (estimates)	:	BDT 5,000/-
Proposed Salary	:	BDT 5,000/-
Size of shop	:	29 Shotangso
Implementation	:	<ul style="list-style-type: none"><li>▪The business is planned to be scaled up by investment in existing; Pan Item etc.</li><li>▪Average 100% gain on sale.</li><li>▪The business is operating by entrepreneur. Existing No employees. After getting equity fund no employee will be appointed.</li><li>▪The shop is No Rent</li><li>▪Collects goods from Mohanpur.</li><li>▪Agreed grace period is 3 months.</li></ul>

## Existing Business

Particular	Daily	Monthly	Yearly
<b>Revenue (sales)</b>			
Pan Item	1,000	30,000	3,60,000
<b>Total Sales (A)</b>	1,000	30,000	3,60,000
<b>Less. Variable Expense</b>			
Pan Item	0	0	0
<b>Total variable Expense (B)</b>	0	0	0
<b>Contribution Margin (CM) [C=(A-B)]</b>	1,000	30,000	3,60,000
<b>Less. Fixed Expense</b>			
Rent			
Electricity Bill			
Mobile Bill		500	6,000
Salary (self)		5,000	60,000
Guard			
Transportation		1,000	12,000
Entertainment			
Kitnashok		4,000	48,000
Bank service Charge			
<b>Total fixed Cost (D)</b>		<b>10,500</b>	<b>1,26,000</b>
<b>Net Profit (E) [C-D]</b>		<b>19,500</b>	<b>2,34,000</b>



## Financial Projection (BDT)

Particular	Daily	Monthly	1st Year	2nd year	3rd year
<b>Revenue (sales)</b>					
Pan Item	1,200	36,000	4,32,000	4,53,600	4,76,280
<b>Total Sales (A)</b>	1,200	36,000	4,32,000	4,53,600	4,76,280
<b>Less. Variable Expense</b>					
Pan Item	0	0	0	0	0
<b>Total variable Expense (B)</b>	0	0	0	0	0
<b>Contribution Margin (CM) [C=(A-B)]</b>	1,200	36,000	4,32,000	4,53,600	4,76,280
<b>Less. Fixed Expense</b>					
Rent					
Electricity Bill					
Mobile Bill		500	6,000	6,500	7,000
Salary (self)		5,000	60,000	60,000	60,000
Transportation		1,500	18,000	19,000	20,000
Entertainment					
Salary (staff)					
Kitnashok		5,000	60,000	62,000	65,000
Bank service Charge		100	1,200	1,200	1,200
<b>Total Fixed Cost</b>		<b>12,100</b>	<b>1,45,200</b>	<b>1,51,700</b>	<b>1,53,200</b>
<b>Net Profit (E) [C-D]</b>		<b>23,900</b>	<b>2,86,800</b>	<b>3,01,900</b>	<b>3,23,080</b>
<b>Investment Payback</b>			<b>20,000</b>	<b>20,000</b>	<b>20,000</b>



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

Sl #	Particulars	Year 1 (BDT)	Year 2 (BDT)	Year 3 (BDT)
<b>1</b>	<b>Cash Inflow</b>			
1.1	Investment Infusion by Investor	50,000		
1.2	Net Profit	2,86,800	3,01,900	3,23,080
1.3	Depreciation (Non cash item)		-	
1.4	Opening Balance of Cash Surplus		2,66,800	5,48,700
	<b>Total Cash Inflow</b>	<b>3,36,800</b>	<b>5,68,700</b>	<b>8,71,780</b>
<b>2</b>	<b>Cash Outflow</b>			
2.1	Purchase of Product	50,000		
2.2	Payment of GB Loan			
2.3	Investment Pay Back (Including Ownership Tr. Fee)	20,000	20000	20,000
	<b>Total Cash Outflow</b>	<b>70,000</b>	<b>20000</b>	<b>20,000</b>
<b>3</b>	<b>Net Cash Surplus</b>	<b>2,66,800</b>	<b>5,48,700</b>	<b>8,51,780</b>

# ***SWOT ANALYSIS***

## **S**TRENGTH

Employment: Self: 01 Family:0 Others:0  
Experience & Skill : 6 Years  
Quality goods & services;  
Skill and experience;

## **W**EAKNESS

Lack of Capital/Investment

## **O**PPORTUNITIES

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

## **T**HREATS

Theft  
Fire  
Political unrest

Pictures









# FAMILY PICTURE

