#### **Proposed NU Business Name: M R ELECTRONICS & FURNITURE**



Project identification and prepared by: Md. Abu Bakkar Siddique, Dakshinkhan Unit, Dhaka

Project verified by: Md. Abu Bakkar Siddique



Brief Bio of The Proposed Nobin Udyokta				
Name	:	MD TUTUL AHAMED		
Age	:	03-05-1988 ( 29 Years)		
Education, till to date	•	SSC		
Marital status	:	Married		
Children	•	None		
No. of siblings:	•	01 Brother 02 Sisters		
Address		Vill: 2619/1 Middile para,P.O: Uttarkhan 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  Most Shahera khatun  Md Suruz zaman  Branch: Dakshinkhan, Centre # 53 (Female),  Member ID: 5176/3, Group No: 02  Member since: 09-11-2012 ( 05 Years)  First loan: BDT = 15,000 /-		
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:= 54100/- 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	:	11 years of business experience.
Own Business and	:	08 years experience in running business.
Training Info	:	He has no training
Other Own/Family Sources of Income	••	
Other Own/Family Sources of Liabilities	••	None
Entrepreneur Contact No.	:	01923-848450
Family's Contact No.	:	01976-580737
NU Project Source/Reference	••	Grameen Shakti Samajik Byabosha Ltd. Dakshinkhan Unit, Dhaka

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

**Shahera Khatun** joined Grameen Bank since 05 years ago. At first she took BDT 15,000 loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

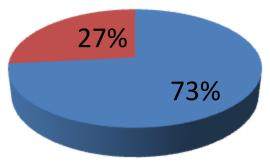
Proposed Nobin Udyokta Business Info					
Business Name	:	M R ELECTRONICS & FURNITURE			
Location	:	College Taltola moor, Mazar, Uttarkhan, Dhaka			
Total Investment in BDT	:	BDT 300,000/-			
Financing	: Self BDT 220,000/- (from existing business) 73%				
		Required Investment BDT 80,000/- (as equity) 27%			
Present salary/drawings from business (estimates)	:	BDT 6,000			
Proposed Salary	:	BDT 6,000			
Size of shop	:	12 ft x 12 ft= 144 square ft			
Security of the shop	:	BDT 70,000			
Implementation	:	<ul> <li>The business is planned to be scaled up by investment in existing goods like; TV,,Speaker,Mobile,Rice cooker,Oven,Fan etc.</li> <li>Average 20 % gain on sales.</li> <li>The business is operating by entrepreneur. Existing no employee.</li> <li>The shop is rented.</li> <li>Collects goods from mazar.</li> <li>Agreed grace period is 3 months.</li> </ul>			

Existing Business (BDT)						
Particular	Daily	Monthly	Yearly			
Revenue (sales)						
Electronics goods	3,500	105,000	1,260,000			
Total Sales (A)	3,500	105,000	1,260,000			
Less. Variable Expense						
Electronics goods	2,800	84,000	1,008,000			
Total variable Expense (B)	2,800	84,000	1,008,000			
Contribution Margin (CM) [C=(A-B)	700	21,000	252,000			
Less. Fixed Expense						
Rent		4,000	48,000			
Electricity Bill		1400	16,800			
Transportation		2,000	24,000			
Mobile Bill		1000	12,000			
Entertainment		500	6,000			
Salary (self)		6,000	72,000			
Total fixed Cost (D)		14,900	178,800			
Net Profit (E) [C-D)		6,100	73,200			

Investment Breakdown								
Dorticulors		Existing	5	Particulars	Proposed			Proposed
Particulars	Quantity	Price	Unit Price		Quantity	Price	Unit Price	Total
TV	4	6500	26000	TV	2	6500	13,000	39,000
Speaker	3	2200	6600	Speaker	2	2200	4,400	11,000
Mobile	10	1200	12000	Mobile	5	1200	6,000	18,000
Rice cooker	4	1700	6800	Rice cooker	2	1700	3,400	10,200
Micro Oven	1	10500	10500	Micro Oven	0	0	0	10,500
Filter	3	1600	4800	Filter	2	1600	3,200	8,000
iron	6	700	4200	iron	5	700	3,500	7,700
Fan	5	2200	11000	Fan	5	2200	11,000	22,000
Khat & weredrop	6	8000	48000	Khat & weredrop	4	8000	32,000	80,000
Advanced	1	70000	70000				0	70,000
Others			20100	Others			3,500	23,600
Total			220,000				80,000	300,000

### **Source of Finance**





Financial Projection (BDT)						
Particular	Daily	Monthly	1st Year	2nd Year	3rd year	
Revenue (sales)						
Electronics goods	4,500	135,000	1,620,000	1,701,000	1,786,050	
Total Sales (A)	4,500	135,000	1,620,000	1,701,000	1,786,050	
Less. Variable Expense						
Electronics goods	3,600	108,000	1,296,000	1,360,800	1,428,840	
Total variable Expense (B)	3,600	108,000	1,296,000	1,360,800	1,428,840	
Contribution Margin (CM) [C=(A-B)	900	27,000	324,000	340,200	357,210	
Less. Fixed Expense						
Rent		4,000	48,000	48,000	48,000	
Electricity Bill		1470	17,640	18,522	19,448	
Transportation		2,200	26,400	27,720	29,106	
Mobile Bill		1,200	14,400	15,120	15,876	
Entertainment		500	6,000	6,300	6,615	
Salary (self)		6,000	72,000	72,000	72,000	
Non Cash Item						
Depreciation		250	3,000	3,000	3,000	
Total Fixed Cost		15,620	187,440	190,662	194,045	
Net Profit (E) [C-D)		11,380	136,560	149,538	163,165	
Investment Payback			32,000	32,000	32,000	

# 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	80,000		
1.2	Net Profit	136,560	149,538	163,165
1.3	Depreciation (Non cash item)	3,000	3,000	3,000
1.4	Opening Balance of Cash Surplus		107,560	228,098
	Total Cash Inflow	219,560	260,098	394,263
2	Cash Outflow			
2.1	Purchase of Product	80,000		
2.2	Payment of GB Loan			
	Investment Pay Back (Including	22.000	22,000	22,000
2.3	Ownership Tr. Fee)	32,000	32,000	32,000
	Total Cash Outflow	112,000	32,000	32,000
3	Net Cash Surplus	107,560	228,098	362,263

### SWOT ANALYSIS

# Strength

Employment: Self: 01 Family:0 Others:0

Experience & Skill: 11 Years

Own Business: 08 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

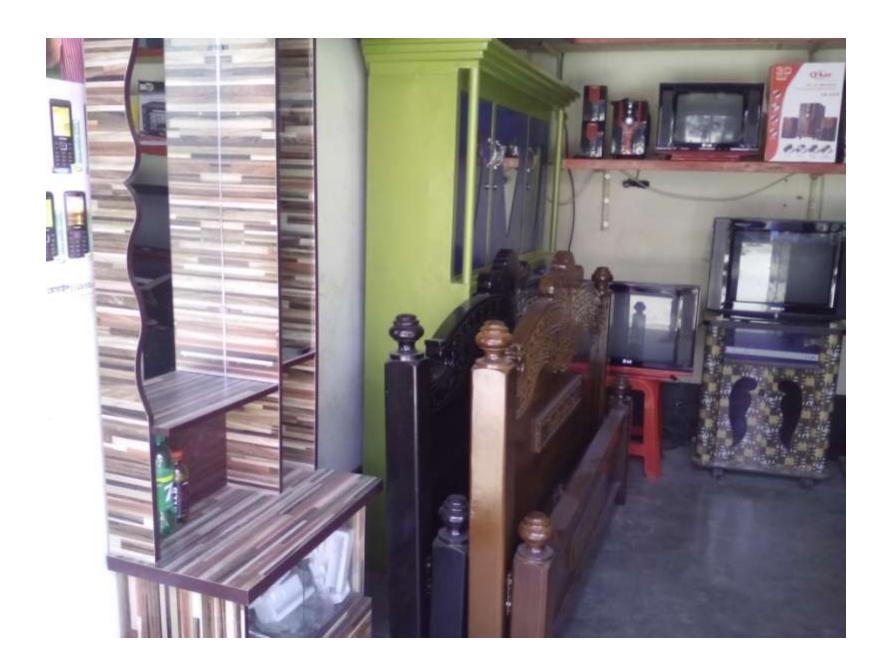
Fire

Political unrest

# Pictures







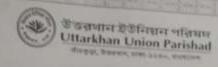












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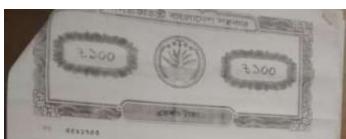
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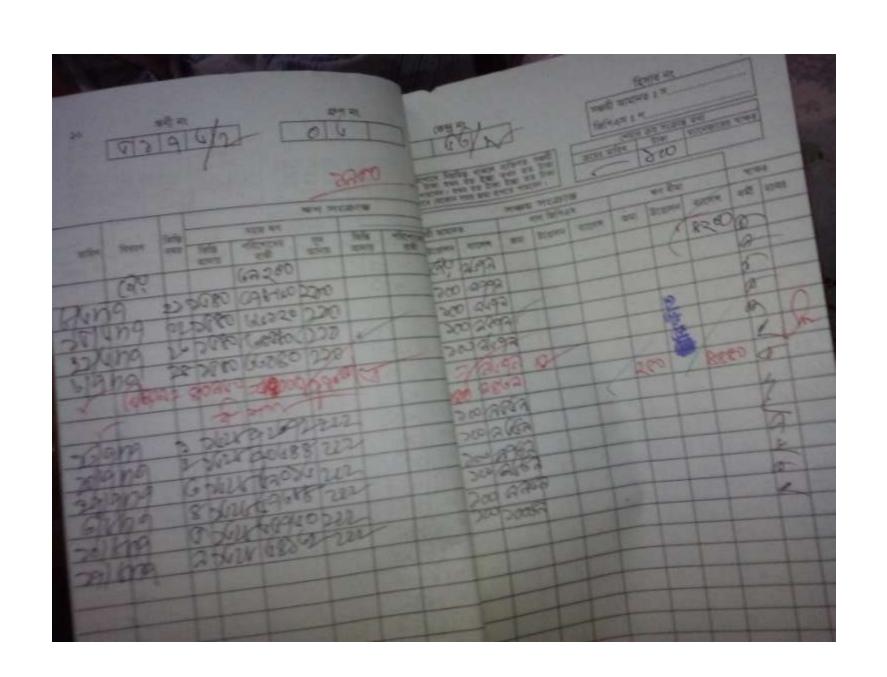
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# **FAMILY PICTURE**

