#### **Proposed NU Business Name: MASUD GANERAL STORE**



Project identification and prepared by: Modon Kumar Biswas,
Dakshinkhan Unit, Dhaka

Project verified by: Md. Abu Bakkar Siddique



Brief Bio of The Proposed Nobin Udyokta					
Name	:	MD MASUD RANA			
Age	:	12-02-1988 ( 29 Years)			
Education, till to date	:	SSC			
Marital status	:	Married			
Children	:	01 Dauther			
No. of siblings:	:	01 Brothers			
Address	:	Vill:Moddopara Patira ,P.O: Tolna,P.S: KhilketDist: 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  Mst Masuda Begum  Md Soroz Mia  Branch: Dakshinkhan, Centre # 30 (Female),  Member ID: 5046 , Group No: 07  Member since: 03-05-2002 ( 10 Years)  First loan: BDT =2 ,000 /-			
Further Information: (v) Who pays GB loan installment	  :	Outstanding loan:= 0/- No			
(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 & Skill	:	10 years of business experience.
Own Business and	:	10 years experience in running business.
Training Info	-	He has no training
Other Own/Family Sources of Income	••	None
Other Own/Family Sources of Liabilities	••	None
Entrepreneur Contact No.	••	01727-369072
Family's Contact No.	:	01784-406178
NU Project Source/Reference	:	Grameen Shakti Samajik Byabosha Ltd. Dakshinkhan Unit, Dhaka

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

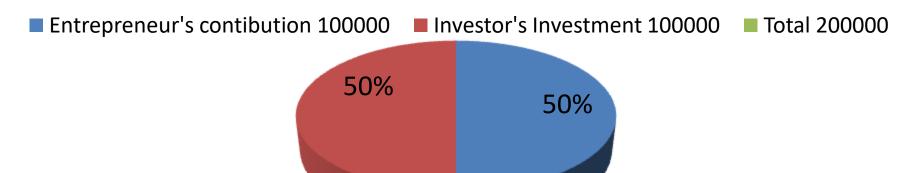
**Mst Masuda Begum** joined Grameen Bank since 10 years ago. At first she took BDT2 ,000 loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

Proposed Nobin Udyokta Business Info					
Business Name	:	Masud Genarel Store			
Location	:	Patira,Khilkhet ,Dhaka			
Total Investment in BDT	:	BDT 200,000/-			
Financing	:	Self BDT 10 0,000/- (from existing business) 50 % Required Investment BDT10 0,000/- (as equity) 50 %			
Present salary/drawings from business (estimates)	:	BDT 5,000			
Proposed Salary	:	BDT 5,000			
Size of shop	:	20 ft x 10 ft= 200 square ft			
Security of the shop	:	Own			
Implementation	:	<ul> <li>The business is planned to be scaled up by investment in existing goods like; Rice, Soyabin Oil, Shop, Soft Drinkn, Dal, Solt, Wasing Pouder, Cosmatic, Egg etc.</li> <li>Average 15 % gain on sales.</li> <li>The business is operating by entrepreneur. Existing employee.</li> <li>The shop is Woner.</li> <li>Collects goods from .</li> <li>Agreed grace period is 3 months.</li> </ul>			

Existing Business (BDT)						
Particular	Daily	Monthly	Yearly			
Revenue (sales)						
Grocery item	3,000	90,000	1,080,000			
Total Sales (A)	3,000	90,000	1,080,000			
Less. Variable Expense						
Grocery item	2,550	76,500	918,000			
Total variable Expense (B)	2,550	76,500	918,000			
Contribution Margin (CM) [C=(A-B)	450	13,500	162,000			
Less. Fixed Expense						
Electricity Bill		800	9,600			
Transportation		1,500	18,000			
Mobile Bill		500	6,000			
Salary (self)		5,000	60,000			
Total fixed Cost (D)		7,800	93,600			
Net Profit (E) [C-D)		5,700	68,400			

Investment Breakdown									
Doutieulous		Existing	3	Particulars	Proposed			Proposed	
Particulars	Quantity	Price	Unit Price		Quantity	Price	Unit Price	Total	
Rice	10	2700	27000	Rice	15	2700	40,500	67,500	
Oil	40	85	3400	Oil	50	85	4,250	7,650	
Soap	150	28	4200	Soap	150	28	4,200	8,400	
Softdrinks	5	450	2250	Softdrinks	5	450	2,250	4,500	
Dal	4	105	420	Dal	4	105	420	840	
Salt	50	40	2000	Salt	50	40	2,000	4,000	
Detergent power	20	65	1300	Detergent power	20	65	1,300	2,600	
Cosmetics	300	110	33000	Cosmetics	300	110	33,000	66,000	
Bakery item	250	28	7000	Bakery item	250	28	7,000	14,000	
Fridge	1	15000	15000				0	15,000	
Others			4430	Others			5,080	9,510	
Total			100,000				100,000	200,000	

#### **Source of Finance**



Financial Projection (BDT)						
Particular	Daily	Monthly	1st Year	2nd Year	3rd year	
Revenue (sales)						
Grocery item	4,000	120,000	1,440,000	1,512,000	1,587,600	
Total Sales (A)	4,000	120,000	1,440,000	1,512,000	1,587,600	
Less. Variable Expense						
Grocery item	3,400	102,000	1,224,000	1,285,200	1,349,460	
Total variable Expense (B)	3,400	102,000	1,224,000	1,285,200	1,349,460	
Contribution Margin (CM) [C=(A-B)	600	18,000	216,000	226,800	238,140	
Less. Fixed Expense						
Electricity Bill		840	10,080	10,584	11,113	
Transportation		1,650	19,800	20,790	21,830	
Mobile Bill		600	7,200	7,560	7,938	
Salary (self)		5,000	60,000	60,000	60,000	
Non Cash Item						
Depreciation		250	3,000	3,000	3,000	
Total Fixed Cost		8,340	100,080	101,934	103,881	
Net Profit (E) [C-D)		9,660	115,920	124,866	134,259	
Investment Payback			40,000	40,000	40,000	

## 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	100,000		
1.2	Net Profit	115,920	124,866	134,259
1.3	Depreciation (Non cash item)	3,000	3,000	3,000
1.4	Opening Balance of Cash Surplus		78,920	166,786
	Total Cash Inflow	218,920	206,786	304,045
2	Cash Outflow			
2.1	Purchase of Product	100,000		
2.2	Payment of GB Loan			
	Investment Pay Back (Including	40.000	40.000	40,000
2.3	Ownership Tr. Fee)	40,000	40,000	40,000
	Total Cash Outflow	140,000	40,000	40,000
3	Net Cash Surplus	78,920	166,786	264,045

#### **SWOT ANALYSIS**

## Strength

Employment: Self: 01 Family:0 Others:0

Experience & Skill: 10 Years

Own Business: 10 Years

Quality goods & services;

Skill and experience;

## WEAKNESS

Lack of Capital/Investment

## **O**PPORTUNITIES

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

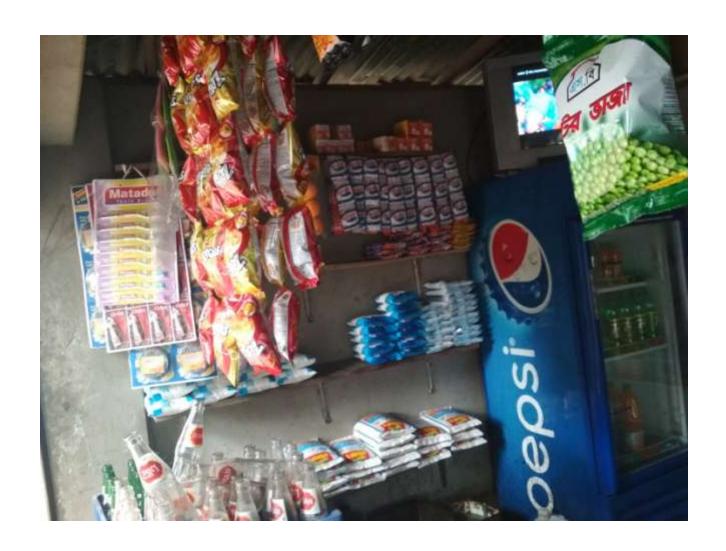
### THREATS

Theft

Fire

Political unrest

# Pictures



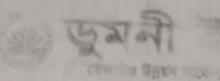












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अधिव

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## **FAMILY PICTURE**

