Maya Telecom



Project by: Moazzem
Identified by- Md. Ziaul Hoque
Verified By: A.S.M. Shahidul Haque

Dhamrai Unit Anchal 03

GRAMEEN TRUST

BRIEF BIO OF THE PROPOSED NOBIN UDYOKT

| Name | • | Moazzem |
|--|---|---|
| Age | • | 01/12/1987 (30 Years) |
| Marital status | • | Married |
| Children | • | 01 Daughter |
| No. of siblings: | | 04 Brother, |
| 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 Banija Khatun Md: Nur Islam Member since: 2000 to 2008 Branch: Kangsha, Centre no. 55 Group:02 Lone no: N/A First loan: BDT 5,000/- Last Loan: N/A, Outstanding; N/A |
| Further Information: (v) Who pays GB loan installment (vi) Mobile lady (vii) Grameen Education Loan (viii) Any other loan like GCCN, GKF etc (ix) Others | : | N/A N/A N/A N/A N/A |
| Education | • | Class-5 |

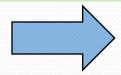


BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA

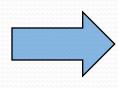
| Present Occupation | | Business (Retail Shop } |
|---|---|---|
| Trade License Number | | 134 |
| Business Experiences | - | 1 Years, Practical working experience is 3 years. |
| Other Own/Family Sources of Income | - | Business |
| NU Contact Info | • | 01763670246 |
| Legal Requirements of Business | - | - Trade License, Contract with Owner of shop place, No hamper to environment. |
| Permanent Address | - | Vill; Atimaithan , P/O: Roail P/S:Dhamrai , Dist: Dhaka |
| Other Own/Family Sources of Liabilities | | N/A |
| NU Project Source/Reference | | GT Dhamrai Unit Office, Dhaka |

BRIEF HISTORY OF GB LOAN UTILIZATION BY FAMILY



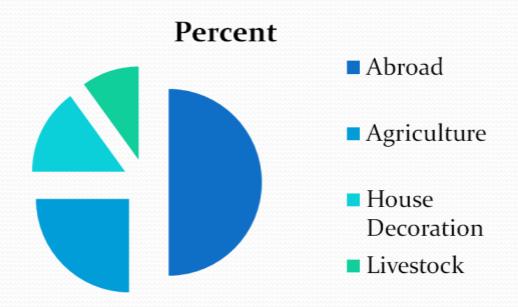


NU's mother was a member of Grameen Bank under Kangsha Branch, Singair from 2000 to 2008.



At first she took a loan amounting to BDT 5,000 (Taka five thousand taka only) from Grameen Bank. NU invested GB in his business. NU's mother gradually improved their life standard by using GB loan.

GB loan utilization chart



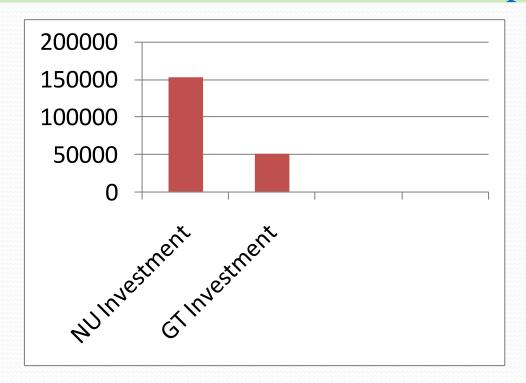




| Business Name | • | Maya Telecom |
|--|---|---|
| Address/ Location | = | Khararchar Bazaar , P/O: Roail, P/S: Dhamrai, Dist: Dhaka. |
| Total Investment in BDT | • | 2,03,000 BDT |
| Financing | = | Self BDT :1,53,000 (from existing business) -75% Required Investment BDT :50000 (as equity) -25% |
| Present salary/drawings from business (estimates) | | BDT7,000 |
| Proposed Salary | | BDT 8,500 (1 st Year), 9500 (2 nd year) |
| Proposed Business % of present gross profit margin | - | 15% |
| Estimated % of proposed gross profit margin | | 15% |
| Agreed grace period | • | 2 months |



Source of Finance and Business Implementation plan



Proposed Plan:

- -Buy products for increasing the volume of existing product
- -the investment of GT will spend on bKash.
- Estimated Sales per day 4,000 taka
- -The estimate profit is about 15% on sales
- One employment will be created.
- -Products will be bought from Dhaka
- Investment payback period is 2 years
- -Expected date to start the project : From the month of January 2018.

NU Investment: 75% GT Investment: 25%



PRESENT AND PROPOSED BUSINESS INVESTMENT BREAKDOWN

| Particulars | Existing Business (BDT) | Proposed (BDT) | Total (BDT) |
|---|---|-------------------|----------------|
| Investments in different categories: | (1) | (2) | (1+2) |
| Present Items: Computer Decoration Gun Machine, Hot Machine Advance | 83,000 20,000 15,000 5,000 30,000 | | 1,53,000 |
| Proposed Items: | | 50,000 | 50,000 |
| Total Capital | 1,53,000 | 50,000 | 2,03,000 |



PRESENT AND PROPOSED BUSINESS INVESTMENT BREAKDOWN

Present Item

Product name Amount Rocket 20,000 Mobile 5 5,000 **Mobile Catching** 8,000 **SIM 100** 10,000 10,000 **Battery 50** Flexiload GP, Airtel, BL, Robi 30,000 83,000 Total:

Proposed Item

| Product name | Amount |
|--------------------|--------|
| Symphony Mobile 10 | 10,000 |
| bKash | 40,000 |
| Total | 50,000 |

EXISTING BUSINESS OPERATION info



| Particulars | Existing Business (BDT) | | | | | |
|----------------------------------|-------------------------|---------|---------|--|--|--|
| | Daily | Monthly | Yearly | | | |
| Sale (A) | 3000 | 90000 | 1080000 | | | |
| Less: Cost of Sale (B) | 2550 | 76500 | 918000 | | | |
| Gross Profit 15% (A-B)=(C) | 450 | 13500 | 162000 | | | |
| Less: Operating Costs | | | | | | |
| Electricity bill | | 800 | 9600 | | | |
| Shop Rent | | 1500 | 18000 | | | |
| Mobile Bill | | 300 | 3600 | | | |
| Salary from Business | | 7000 | 84,000 | | | |
| Others (Entertainment) | | 400 | 4800 | | | |
| Non Cash Item: | | | | | | |
| Depreciation Expenses 40,000*15% | | 500 | 6000 | | | |
| Total Operating Cost (D) | | 10500 | 126000 | | | |
| Net Profit (C-D): | | 3000 | 36000 | | | |

N.B: Mobile Servicing, flexi load and mobile accessories items included in Sale



FINANCIAL PROJECTION OF NU BUSINESS PLAN

| | | Year 1 (BDT) | Year 2 (BDT) | | | | |
|----------------------------------|-------|--------------|--------------|-------|---------|---------|--|
| Particulars | Daily | Monthly | Yearly | Daily | Monthly | Yearly | |
| Sale (A) | 4000 | 120000 | 1440000 | 4500 | 135000 | 1620000 | |
| Less: Cost of Sale (B) | 3400 | 102000 | 1224000 | 3825 | 114750 | 1377000 | |
| Gross Profit 15% (A-B)=(C) | 600 | 18000 | 216000 | 675 | 20250 | 243000 | |
| Less operating cost: | | | | | | | |
| Electricity bill | | 800 | 9600 | | 900 | 7,200 | |
| Shop rent | | 1500 | 18000 | | 1500 | 18000 | |
| Salary from Business | | 8,500 | 102,000 | | 9500 | 114,000 | |
| Mobile Bill | | 300 | 3600 | | 350 | 4200 | |
| Others | | 400 | 4800 | | 500 | 6000 | |
| Non Cash Item: | | | | | | | |
| Depreciation Expenses 40,000*15% | | 500 | 6000 | | 500 | 6000 | |
| Total Operating Cost (D) | | 12000 | 144000 | | 13250 | 159000 | |
| Net Profit $(C-D) = (E)$ | | 6000 | 72000 | | 7000 | 84000 | |
| GT payback | | | 30000 | | | 30000 | |
| Retained Income: | | 42000 | | | 54000 | | |

N.B: Mobile Servicing, flexi load and mobile accessories items included in Sale



CASH FLOW PROJECTION ON BUSINESS PLAN (REC. & Pay)

| SI# | Particulars | Year 1 | Year 2 | |
|-----|---|--------|--------|--|
| 31# | Particulars | (BDT) | (BDT) | |
| 1 | Cash Inflow | | | |
| 1.1 | Investment Infusion by Investor | 50000 | 0 | |
| 1.2 | Net Profit | 72000 | 84000 | |
| 1.3 | Depreciation (Non cash item) | 6000 | 6000 | |
| 1.4 | Opening Balance of Cash Surplus | 0 | 48000 | |
| | Total Cash Inflow | 128000 | 138000 | |
| 2 | Cash Outflow | | | |
| 2.1 | Purchase of Product | 50,000 | 0 | |
| 2.3 | Investment Pay Back (Including Ownership Tr. Fee) | 30000 | 30000 | |
| | Total Cash Outflow | 80000 | 30000 | |
| 3 | Net Cash Surplus | 48000 | 108000 | |

SWOT ANALYSIS



Internal Environment

Strength

- NU is full time engaged with Shop
- Skilled & Experience
- Good Communication System.
- No Credit Sale

Weakness

Scarcity of investment

External Environment

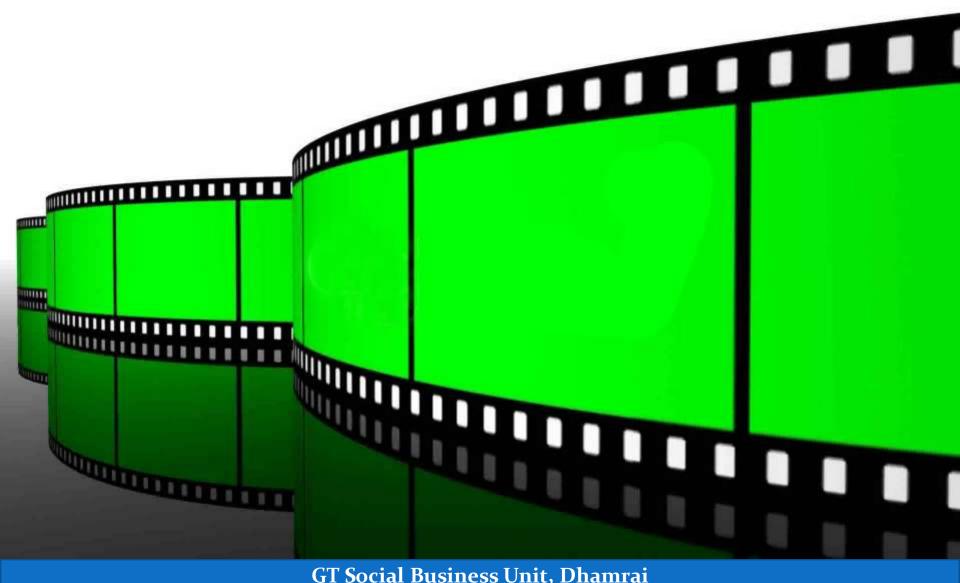
Opportunity

- Expansion of Business
- Increasing the profitability
- Business location is crowded area. So huge chances is hunting new customer

Threat

- Fire
- Theft.





GT Social Business Unit, Dhamrai





GT Social Business Unit, Dhamrai

















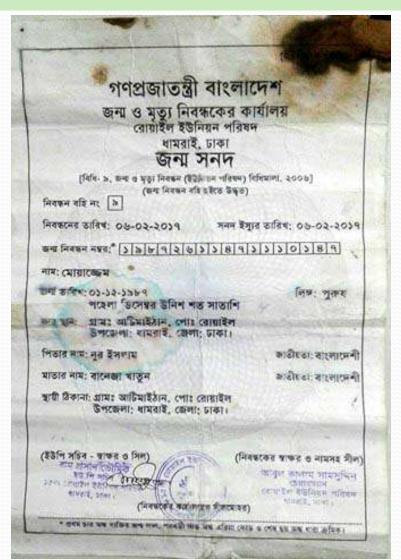




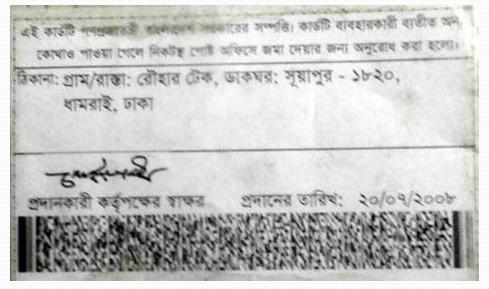






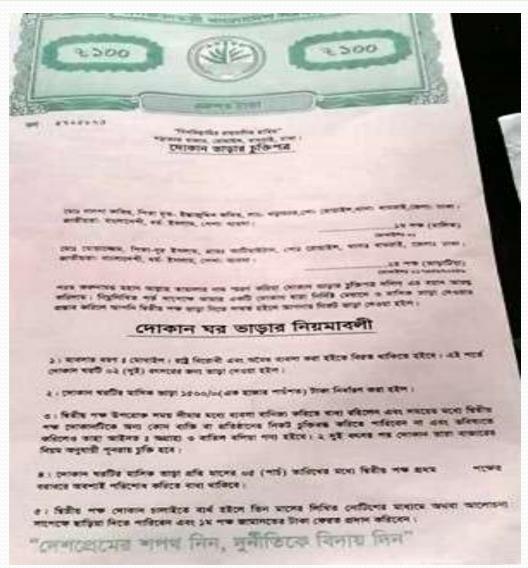














Presented at

Internal Design Lab

On January 09th, 2018 at Grameen Trust

