#### Proposed NU Business Name: **SABBIR STORE**



Project identification and prepared by: Aowled Hossain, Feni Unit, Feni

Project verified by: Md. Ebadot Hossain



Brief Bio of The Proposed Nobin Udyokta				
Name	:	SAHAB UDDIN		
Age	:	04-05-1983 ( 35 Years)		
Education, till to date	:	Class 08		
Marital status	:	Married		
Children	:	02 Sons		
No. of siblings:	:	02 Brothers 02 Sidters		
Address	:	Vill: Dharmopur ;P.O:Feni Sadar ; P.S: Feni Sadar, Dist: Feni		
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  KHODEJA BEGUM  KALA MIA  Branch: Dharmopur Feni, Centre # 16 (Female),  Member ID: 1982, Group No: 06  Member since: 1998 To Present (20 Years)  First loan: BDT 5,000 /-		
Further Information: (v) Who pays GB loan installment (vi) Mobile lady (vii) Grameen Education Loan (viii) Any other loan like GB, BRAC ASA etc	: : :	Existing loan: BDT 50,000 Outstanding loan: 43,950 Father Yes No No		

#### BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA (CONT...)

Present Occupation(Besides own business, i.e., persuading further studies, other business etc.)	:	Yes
Business Experiences and	:	20 years experience in running business. 03 Years in own business.
Training Info	:	He has no training
Other Own/Family Sources of Income	:	
Other Own/Family Sources of Liabilities	:	None
Entrepreneur Contact No.	:	01768-906540
Family's Contact No.	:	01781-733545
NU Project Source/Reference	:	Grameen Shakti Samajik Byabosha Ltd. Feni Sadar Unit, Feni

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

**KHODEJA BEGUM** joined Grameen Bank since 20 years ago. At first she took BDT 5,000 loan from Grameen Bank. She gradually took loan from GB. Utilize loan in Business.

Proposed Nobin Udyokta Business Info				
Business Name	:	SABBIR STORE		
Location	:	Amin Bazar , Feni		
Total Investment in BDT	:	BDT: 190,000 /-		
Financing	:	Self BDT: 130,000/- (from existing business) 68% Required Investment BDT: 60,000/- (as equity) 32%		
Present salary/drawings from business (estimates)	:	BDT 5,000		
Proposed Salary	:	BDT 5,000		
Size of shop	:	12 ft x 10 ft= 120 square ft		
Security	:	10,000/-		
Implementation	:	<ul> <li>The business is planned to be scaled up by investment in existing goods like; Grocery, Cosmetics Etc.</li> <li>Average 15% gain on sales.</li> <li>The shop is rented.</li> <li>The business is operating by entrepreneur. Existing no employee.</li> <li>Collects goods from Feni</li> <li>Agreed grace period is 3 months.</li> </ul>		

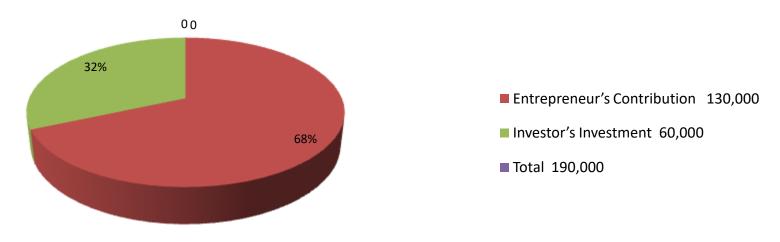
#### **Existing Business (BDT)**

Particular	Daily	Monthly	Yearly
Revenue(Sales)			
Grocery, Cosmetics Etc.	6,000	180,000	2,160,000
Total Sales (A)	6,000	180,000	2,160,000
Less Variable Expense			
Grocery, Cosmetics Etc.	5,100	153,000	1,836,000
Total variable Expense (B)	5,100	153,000	1,836,000
Contribution Margin (CM) [C=(A-B)	900	27,000	324,000
Less Variable Expense			
Rent		1,000	12,000
Electricity bill		800	9,600
Transportation		2,000	24,000
Salary (self)		5,000	60,000
Entertainment		500	6,000
Night Gird		120	1,440
Generator		210	2,520
Mobile bill		300	3,600
Total fixed cost (D)		9,930	119,160
Net Profit (E)= [C-D]		17,070	204,840

#### **Investment Breakdown**

		Proposed					
Particulars	Qty.	Unit Price	Amount	Qty	Unit Price	Amount	Proposed
			(BDT)	]		(BDT)	Total
Rice	10	2300	23,000	10	2300	23000	46,000
Dal	2	3500	7,000	3	3500	10,500	17,500
Salt	3	2000	6,000	0	0	0	6,000
Sugar	2	3500	7,000	0	0	0	7,000
Weat, Flour	5	3000	15,000	0	0	0	15,000
Biscuits	20	350	7,000	20	350	7,000	14,000
Cold Drinks	30	500	15,000	30	500	15,000	30,000
Oil	240	90	21,600	0	0	0	21,600
Others	1	18400	18,400	1	4500	4,500	22,900
Security	1	10000	10,000				10,000
Total	314	43640	130,000	64	11150	60,000	190,000

#### **Source of Finance**



# Financial Projection (BDT)

Filialiciai Projection (BDT)						
Particular	Daily	Monthly	Year1	Year 2		
Revenue(Sales)						
Grocery, Cosmetics Etc.	7,000	210,000	2520000	2646000		
Total Sales (A)	7,000	210,000	2520000	2646000		
Less Variable Expense						
Grocery, Cosmetics Etc.	5,950	178,500	2142000	2249100		
Total variable Expense (B)	5,950	178,500	2142000	2249100		
Contribution Margin (CM) [C=(A-B)	1,050	31,500	378000	396900		
Less fixed Expense						
Rent		1,000	12,000	12,000		
Electricity bill		1,000	12,000	12,500		
Transportation		2,500	30,000	30,500		
Salary (self)		5,000	60,000	60,000		
Entertainment		500	6,000	6,000		
Night Gird		120	1,440	1,440		
Generator		210	2,520	2,520		
Mobile bill		400	4,800	5,000		
Total fixed cost (D)		10,730	126,240	129,960		
Net Profit (E)= [C-D]		20,770	251,760	266,940		
Investment Payback			36,000	36,000		

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

SR#	Particulars	Year 1 (BDT)	Year 2 (BDT)
1	Cash Inflow		
1.1	Investment Infusion by Investor	60,000	
1.2	Net Profit	251,760	266,940
1.3	Depreciation (Non cash item)		
1.4	Opening Balance of Cash Surplus		215,760
	Total Cash Inflow	311,760	482,700
2	Cash Outflow		
2.1	Purchase of Product	60,000	
2.2	Payment of GB Loan		
2.3	Investment Pay Back (Including Ownership Tr. Fee)	36,000	36,000
	Total Cash Outflow	96,000	36,000
3	Net Cash Surplus	215,760	446,700

#### **SWOT ANALYSIS**

# Strength

Employment: Self: 00 Family:0 Others:00

Experience & Skill: 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

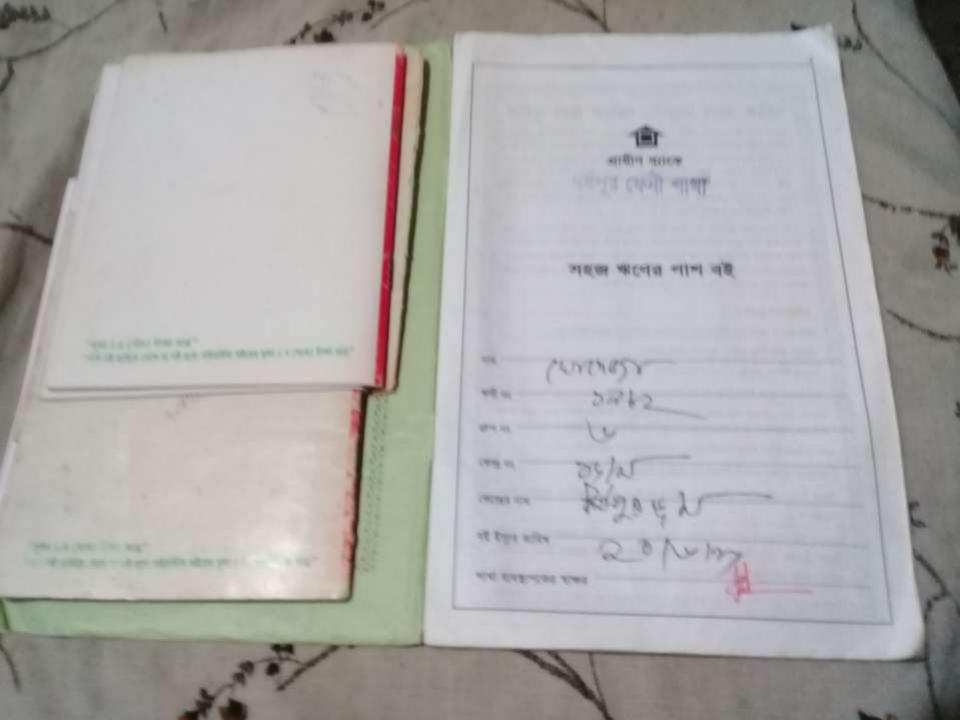
# Pictures













# **FAMILY PICTURE**

