

Proposed NU Business Name : **Mim Variety Store**



BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA

Name and address	:	Md. Omar Faruk Vill: Doshu Amtola, Union: 5 no. Doshu, Upazila: Baliadangi, District: Thakurgoan
Age	:	23 Years
Marital status	:	Married
Children	:	01 daughter
No. of siblings:	:	03 Brothers
Parent's and GB related Info:		
(i) Who is GB member	:	Mother <input checked="" type="checkbox"/> Father <input type="checkbox"/>
(ii) Mother's name	:	Mos. Arefa Begum
(iii) Father's name	:	Md. Enamul Haqe
(iv) GB member's info	:	<i>Branch:</i> Doshu, Baliadangi, <i>Centre #</i> 8/Mo, <i>Loan no.:</i> 6021, Member since 2006, First loan: Tk. 7,000 Existing loan: Tk. 11,000, Outstanding: Tk. 1,088
Further Information:		
(v) Who pays GB loan installment	:	The entrepreneur has to pay GB loan installment
(vi) Mobile lady	:	No
(vii) Grameen Education Loan	:	No
(viii) Any other loan	:	No
Education, till to date	:	H.S.C

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

Present Occupation (Besides own business, i.e., persuading further studies, other business etc.)	:	No
Business Experiences and Training Info (years of experience, if s/he received any on- hand training, formal training, working experience as an apprentice etc.)	:	6 years in selling grocery (wholesale and retail) products. He started business with only Tk. 40,000 : No
Other Own/Family Sources of Income	:	His family has income from three cows and three bigha of agricultural land.
Other Own/Family Sources of Liabilities	:	No
NU Project Source/Reference	:	Grameen Krishi Foundation and GTT

BRIEF HISTORY OF GB LOAN UTILIZATION BY FAMILY

- Most. Arefa Begum took loan amounting **Tk.7,000** from Grameen Bank in the year of 2006 for purchasing a cow.
- After that she also took loan for her farm and maintained her family.

PROPOSED NOBIN UDYOKTA BUSINESS INFO

Business Name	:	Mim Variety Store
Address/ Location	:	College Road, Baliadangi, Thakurgoan
Total Investment in BDT	:	Tk. 293,000
Financing	:	Self Tk. 93,000 (from existing business) Required Investment Tk. 200,000 (as equity)
Present salary/drawings from business (estimates)	:	Taka 4,000
Proposed Salary	:	Taka 4,000
Proposed Business Implementation Plan	:	
(i) % of present gross profit margin	:	On an average 7%
(ii) Estimated % of proposed gross profit margin	:	On an average 7%
(iii) In future risk mgt. plan (from fire, disaster etc.)	:	

INFO ON EXISTING BUSINESS OPERATIONS

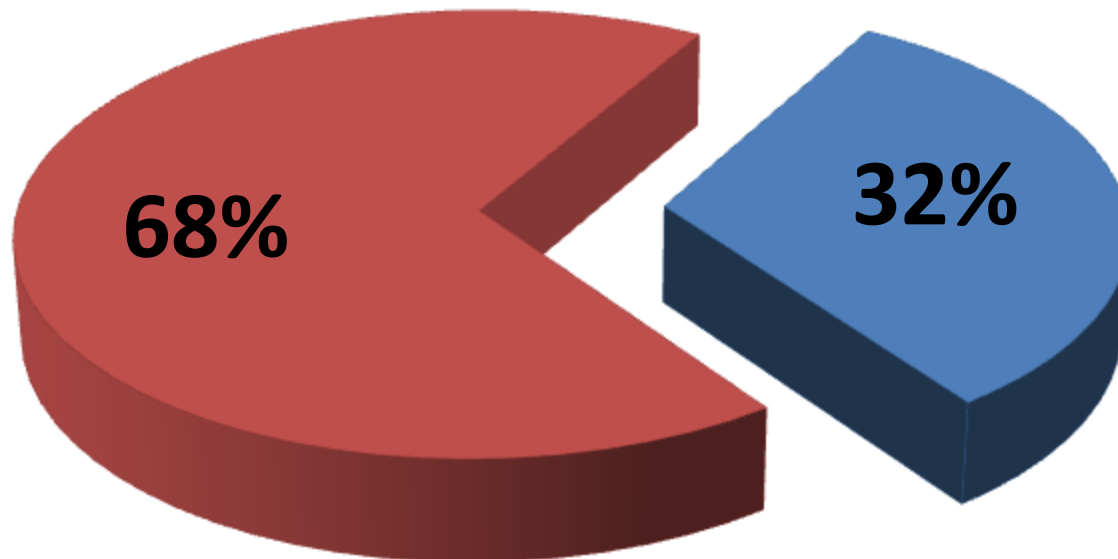
Particulars	EB (BDT)		
	Daily	Monthly	Yearly
Sales income (A)	5,500	154,000	1,848,000
Less: Cost of Sale (B)	5,115	143,220	1,718,640
Gross Profit (C) [C=(A-B)]	385	10,780	129,360
Less: Operating Cost:			
Electricity bill		500	6,000
Shop Rent		800	9,600
Night Guard bill		30	360
Entertainment		800	9,600
Conveyance		400	4,800
Present Salary (Self)		4,000	48,000
Other Cost		200	2,400
Non Cash Item:			
Depreciation Expenses		167	2,000
Total Operating Cost (D)		6,897	82,760
Net Profit (C-D):		3,883	46,600

PRESENT & PROPOSED INVESTMENT BREAKDOWN

Particulars	Existing Business (BDT)	Proposed (BDT)	Total (BDT)
Investment in Goods (Soybean, sugar, spices, soap, flour etc.)	53,000	180,000	233,000
Decoration	20,000	20,000	40,000
Advance for shop	20,000	-	20,000
Total Capital	93,000	200,000	293,000

SOURCE OF FINANCE

- Entrepreneur's Contribution BDT 93,000
- Investor's Investment BDT 200,000
- Total Capital BDT 293,000



FINANCIAL PROJECTION OF NU BUSINESS PLAN

Particulars	Year 1 (BDT)			Year 2 (BDT)			Year 3 (BDT)		
	Daily	Monthly	Yearly	Daily	Monthly	Yearly	Daily	Monthly	Yearly
Estimated Sales	7,150	200,200	2,402,400	8,223	230,230	2,762,760	9,456	264,765	3,177,174
Less: Cost of Sale (B)	6,650	186,186	2,234,232	7,647	214,114	2,569,367	8,794	246,231	2,954,772
Gross Profit (C) [C=(A-B)]	501	14,014	168,168	576	16,116	193,393	662	18,534	222,402
Less: Operating Cost:									
Electricity bill		500	6,000		700	8,400		800	9,600
Shop Rent		800	9,600		800	9,600		800	9,600
Night Guard bill		30	360		30	360		30	360
Mobile bill (SMS & Reporting)		200	2,400		200	2,400		200	2,400
Entertainment		800	9,600		800	9,600		800	9,600
Conveyance		400	4,800		400	4,800		400	4,800
Ownership Transfer Fee		-	-		1,500	18,000		1,833	22,000
Proposed Salary-Self		4,000	48,000		4,000	48,000		4,000	48,000
Other Cost		300	3,600		400	4,800		600	7,200
Non Cash Item:									
Depreciation Expenses		167	2,000		167	2,000		167	2,000
Total Operating Cost (D)	-	7,197	86,360	-	8,997	107,960	-	9,630	115,560
Net Profit (C-D):	-	6,817	81,808	-	7,119	85,433	-	8,904	106,842
Retained Income			81,808			167,241			274,083

Notes:

1. Agreed Grace Period: 01 Year
2. Pay back: Within 03 Years and installment payment in every month from 2nd year.

CASH FLOW PROJECTION ON BUSINESS PLAN

(REC. & PAY.)

<i>Sl #</i>	<i>Particulars</i>	<i>Year 1 (BDT)</i>	<i>Year 2 (BDT)</i>	<i>Year 3 (BDT)</i>
1.0	Cash Inflow			
1.1	Investment Infusion by Investor	200,000	-	-
1.2	Net Profit (ownership Tr. Fee added back)	81,808	103,433	128,842
1.3	Depreciation Expenses	2,000	2,000	2,000
1.4	Opening Balance of Cash Surplus	-	82,720	80,153
	Total Cash Inflow	283,808	188,153	210,995
2.0	Cash Outflow			
2.1	Product Purchase	200,000	-	-
2.2	Payback to Grameen Bank Outstanding Loan	1,088	-	-
2.3	Investment Pay Back including Ownership Tr. Fee	-	108,000	132,000
	Total Cash Outflow	201,088	108,000	132,000
3.0	Total Cash Surplus	82,720	80,153	78,995

SWOT ANALYSIS

STRENGTH

- Present employment:
Self: 01 Family: 0
Others (beyond family): 0
- Future employment: 0
- Ownership of Business: Own
- Experience and renown (6Y)

WEAKNESS

- Credit sale (but realize fully)

OPPORTUNITIES

- Located in a big bazaar (600)
- The capital of Entrepreneur will be Tk. 451,965 after 3 years.

THREATS

- Increase of competitors

Presented at 28th Executive Design Lab
on 7th September at Yunus Center

Thank you

Pictures



TEER
White Refined
Sugar

Production: APR 2014
Expiry: JUL 2014





Thank You