

# ***Shamim Motsho khamar***



# Brief Bio Data of the Entrepreneur

• Name	:	MD. SHAMIM Age: 33 years
• Address	:	Vill: Chachra, Roy Para, Post: Chachra, Kotowali, Jessore
• Mother <b>(Grameen Bank Borrower)</b>	:	Mst. Shukuron Begum Loan No: 3683 Center : 31/Mo Branch Name: Chachra Member since: 2005 Existing loan-BDT 300,000 Outstanding balance-BDT 75,000.
• Educational Qualification	:	Class Nine passed
• Experience	:	Entrepreneur has 11 (eleven) years experience in fisheries business. He has obtained fish farming training under Jubo Unnayan Sangstha. Business started in 2003 with BDT 75,000.

# BUSINESS BRIEFING

• Business Name	:	<i>Shamim Motso khamar</i>
• Location	:	Babla Tala, Chachra, Post: Chachra, Thana: Kotowali, Jessore.
• Total Investment	:	<b>BDT 1,100,000/-</b>
• Financing	:	➤ Entrepreneur BDT- 800,000/-(Existing Business) ➤ Investor BDT- 300,000/-(As Equity)
• Implementation	:	

The business will scale up with six (06) ponds (total 5 bigas land). Planning to cultivate six (06) different types of fish in each pond in three layers and 4 cycles (90 days in each cycle) in each year. The estimated pay back period is three (03) years.

# Objectives

- Enhancement of entrepreneurial skills;
- Employment opportunities for others;
- Improving livelihood of the entrepreneur;
- Become a prominent Nobin Udyokta;

# Additional Information:

- **Salary will be used for his personal expenses;**
- **He has bought a 'Pick Up Van' by using Grameen Bank (GB) loan;**
- **He provides GB loan installment with earning from Pick Up Van, earning from pick up van is BDT 20,000/month**
- **He has trade license & ownership in his own name;**
- **He has obtained fish farming training under Jubo Unnayan Sangstha.**

# Project Information:

- ❖ **The business started with one pond in 2003 . Now it runs with 6 ponds (5 bigas land);**
- ❖ **Four types of fish is being farmed in each pond;**
- ❖ **Glass Carp fish is being farmed in pond-1;**
- ❖ **Shar puti fish is being farmed in pond-2;**
- ❖ **Silver Carp fish is being farmed in pond-3;**
- ❖ **Singh and Nilontica will be farmed in pond-4;**
- ❖ **Singh and Nilontica fish will be farmed in pond-5;**
- ❖ **One lac Magur fish is being cultivated in pond-6;**
- ❖ **All ponds has been taken on lease;**
- ❖ **Expected pay back period is 3 years;**
- ❖ **Expecting 4 cycle (90 days) in each year .**

# INVESTMENT BREAKDOWN

Particulars	Existing Business (BDT)	Proposed (BDT)	Total (BDT)
Estimated Value of Fish in Ponds	420,000	200,000	620,000
Lease Value of Six Ponds	275,000	-	275,000
Fishing Net & Weight Instrument	60,000	-	60,000
Shallow Machine (05)	35,000	-	35,000
Working Capital for Fish feed	10,000	100,000	110,000
<b>Total Capital</b>	<b>800,000</b>	<b>300,000</b>	<b>1,100,000</b>

# Means of finance

Particulars	Amount (BDT)	%
Entrepreneur's Contribution	800,000	73%
Investor's Investment	300,000	27%
<b>Total</b>	<b>1,100,000</b>	<b>100%</b>



# Existing Business

Particulars	EB (BDT)		
	Weekly	Monthly	Yearly
Estimated Income from Fish Sales	200,000	800,000	9,600,000
<b>Total Sales (A)</b>	<b>200,000</b>	<b>800,000</b>	<b>9,600,000</b>
<b><u>Less: Variable Cost:</u></b>			
Est. Cost of fish feed & fish	180,000	720,000	8,640,000
<b>Total Variable Cost (B)</b>	<b>180,000</b>	<b>720,000</b>	<b>8,640,000</b>
<b>Contribution Margin (CM) [C=(A-B)]</b>	<b>20,000</b>	<b>80,000</b>	<b>960,000</b>
<b><u>Less: Fixed Cost:</u></b>			
Vehicle Rent	3,500	14,000	168,000
Lease Rent	1,146	4,583	55,000
Salary (Self)	750	3,000	36,000
Salary (staff.)	7,000	28,000	336,000
Labor Cost	4,800	19,200	230,400
Ownership Transfer Fees		-	-
Depreciation Expenses	125	500	6,000
Entertainment Exp.	250	1,000	12,000
Security Guard bill	375	1,500	18,000
Other Exp.	250	1,000	12,000
<b>(D) Total Fixed Cost</b>	<b>18,196</b>	<b>72,783</b>	<b>873,400</b>
<b>(C-D) Net Profit:</b>	<b>1,804</b>	<b>7,217</b>	<b>86,600</b>

# Key Assumptions:

- **Sales growth will be 25% in 1<sup>st</sup> year of injecting additional investment and 10% thereafter.**
- **Gross profit margin is calculated @ 10% on an average.**
- **Depreciation is charged @ 10% on Fixed Assets.**
- **Ponds lease rental expenses is charged over five (05) years (BDT 275,000/5=55,000 in every year).**

# Financial Projection

Particulars	Year 1 (BDT)			Year 2 (BDT)			Year 3 (BDT)		
	Weekly	Monthly	Yearly	Weekly	Monthly	Yearly	Weekly	Monthly	Yearly
Estimated Income from Fish Sales	250,000	1,000,000	12,000,000	275,000	1,100,000	13,200,000	302,500	1,210,000	14,520,000
<b>Total Sales (A)</b>	<b>250,000</b>	<b>1,000,000</b>	<b>12,000,000</b>	<b>275,000</b>	<b>1,100,000</b>	<b>13,200,000</b>	<b>302,500</b>	<b>1,210,000</b>	<b>14,520,000</b>
<b>Less: Variable Cost:</b>									
Est. Cost of fish feed & fish	225,000	900,000	10,800,000	247,500	990,000	11,880,000	272,250	1,089,000	13,068,000
<b>Total Variable Cost (B)</b>	<b>225,000</b>	<b>900,000</b>	<b>10,800,000</b>	<b>247,500</b>	<b>990,000</b>	<b>11,880,000</b>	<b>272,250</b>	<b>1,089,000</b>	<b>13,068,000</b>
<b>Contribution Margin (CM) [C=(A-B)]</b>	<b>25,000</b>	<b>100,000</b>	<b>1,200,000</b>	<b>27,500</b>	<b>110,000</b>	<b>1,320,000</b>	<b>30,250</b>	<b>121,000</b>	<b>1,452,000</b>
<b>Less: Fixed Cost:</b>									
Vehicle Rent	4,000	16,000	192,000	4,500	18,000	216,000	5,000	20,000	240,000
Lease Rent	1,146	4,583	55,000	1,146	4,583	55,000	1,146	4,583	55,000
Salary (Self)	750	3,000	36,000	750	3,000	36,000	1,000	4,000	48,000
Salary (staff.)	7,000	28,000	336,000	8,000	32,000	384,000	9,000	36,000	432,000
Labor Cost	5,000	20,000	240,000	5,200	20,800	249,600	5,400	21,600	259,200
Ownership Transfer Fees		-	-	417	1,667	20,000	833	3,333	40,000
Depreciation Expenses	125	500	6,000	125	500	6,000	125	500	6,000
Entertainment Exp.	250	1,000	12,000	250	1,000	12,000	350	1,400	16,800
Security Gourd bill	375	1,500	18,000	375	1,500	18,000	375	1,500	18,000
Other Exp.	250	1,000	12,000	250	1,000	12,000	250	1,000	12,000
<b>(D) Total Fixed Cost</b>	<b>18,896</b>	<b>75,583</b>	<b>907,000</b>	<b>21,013</b>	<b>84,050</b>	<b>1,008,600</b>	<b>23,479</b>	<b>93,917</b>	<b>1,127,000</b>
<b>(C-D)Net Profit:</b>	<b>6,104</b>	<b>24,417</b>	<b>293,000</b>	<b>6,488</b>	<b>25,950</b>	<b>311,400</b>	<b>6,771</b>	<b>27,083</b>	<b>325,000</b>
<b>Cumulative Net Profit:</b>			<b>293,000</b>			<b>604,400</b>			<b>929,400</b>

# Break even analysis

Particulars	Monthly	Yearly
<b>Contribution Margin Ratio: (CM/Sales)</b>	10%	10%
<b>Break Even Point (BEP):</b>	75,583	907,000
	10%	10%
<b>Break Even Point (BDT)</b>	<b>755,833</b>	<b>9,070,000</b>

# Cash flow (Rec. & Pay.)

<i>Particulars</i>	<i>Existing Business(BDT)</i>	<i>Year 1 (BDT)</i>	<i>Year 2 (BDT)</i>	<i>Year 3 (BDT)</i>
<b>Cash Inflow</b>				
New Investment Infusion by Entrepreneur's	-	-	-	-
New Investment Infusion by Investor's	-	300,000	-	-
Net Profit (ownership transfer fee added back)	86,600	293,000	331,400	365,000
Depreciation Expenses	6,000	6,000	6,000	6,000
Opening Balance of Cash Surplus	-	92,600	391,600	609,000
<b>Total Cash Inflow</b>	<b>92,600</b>	<b>691,600</b>	<b>729,000</b>	<b>980,000</b>
<b>Cash Outflow</b>				
Payment for Shing & Nilontica Fish purchase	-	200,000	-	-
Working Capital for Fish feed	-	100,000		
Investment Pay Back (including ownership transfer fee)	-	-	120,000	240,000
<b>Total Cash Outflow</b>	<b>-</b>	<b>300,000</b>	<b>120,000</b>	<b>240,000</b>
<b>Total Cash Surplus</b>	<b>92,600</b>	<b>391,600</b>	<b>609,000</b>	<b>740,000</b>

# Outcomes

- The business will scale up with **BDT 1,100,000** and it is expected that by the end of three (03) years after payback of investor's money the entrepreneur's capital will be **BDT 1,729,000**.
- The business will serve the community by selling quality and in demand products and strive to improve every year.

# Risk Factors

- **Virus, bacterial, fungal & water mold**
- **infection;**
- **Water temperature;**
- **Theft;**
- **Water pollution;**
- **Natural disaster;**

# Risk Management

- **Adequate precaution to be taken in**
- **Consultation with local fisheries office;**
- **Proper security measure will be taken;**
- **Water temperature will be monitored regularly.**



*Pictures*



