

Proposed NU Business Name : Monarul Varieties Store



BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA

Name and address	: Md. Monarul Islam Vill: Motherthoho, Post: Dakbangla, Upazila: Shaghata, Dist: Gaibandha.
Age	: 29 Years
Marital status	: Married
Children	: 1 daughter and 1 (one) son
No. of siblings:	: 2 (two) brothers and 1(one) sister
Parent's and GB related Info (i) Who is GB member (ii) (ii) Mother's name (iii) Father's name (iv) GB member's info 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	: Mother <input checked="" type="checkbox"/> Father <input type="checkbox"/> : Mst. Manaka Begum : Md. Sathak Ali : Branch: Gurithoho, Centre # 13/mo, Loan no.: 2299, Member since: September 05, 1987, First loan: Tk. 4,000, Existing loan: Tk. 12,000, Outstanding: 5,000 : Father : No : Nil : Nil : Nil
Education, till to date	: Class Eight

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

Present Occupation(Besides own business, i.e., persuading further studies, other business etc.)	:	Nil
Business Experiences and Training Info (years of experience, if s/he received any on- hand training, formal training, working experience as an apprentice etc.)	:	4 (four) years experiences in general retail business, started the business with BDT 25,000 (twenty five thousand). : He has no training
Other Own/Family Sources of Income	:	Father's income from agriculture and brother's income from motor garage
Other Own/Family Sources of Liabilities	:	nil
NU's Contract No.	:	01788156797
NU's National ID No.	:	3218828320005
NU Project Source/Reference	:	Grameen Telecom Trust

BRIEF HISTORY OF GB LOAN UTILIZATION BY FAMILY

- Mst. Manaka Begum is a GB member since 1987, at first she took GB loan BDT 4,000 (four thousand).
- Gradually she took GB loan several times and utilized in purchasing 25 decimal land, goat, cow, hen, duck, household purpose and assisting her husband in agriculture.
- Finally GB loan helped her in extension of house, purchasing 25 decimal land, 2 cows and improved her economic condition and livelihood.

PROPOSED NOBIN UDYOKTA BUSINESS INFO

Business Name	:	Monarul Varieties Store
Address/ Location	:	Motherthoho bazar, Saghata, Ghaibandha
Total Investment in BDT	:	BDT 210,000
Financing	:	Self BDT 60,000 (from existing business) Required Investment BDT 150,000 (as equity)
Present salary/drawings from business (estimates)	:	BDT 4,500 (four thousand five hundred)
Proposed Salary	:	BDT 4,500 (four thousand five hundred)
Proposed Business Implementation Plan	:	
(i) % of present gross profit margin	(i)	On average 14%
(ii) Estimated % of proposed gross profit margin	(ii)	On average 14%
(iii) In future risk mgt. plan (from fire, disaster etc.)		

INFO ON EXISTING BUSINESS OPERATIONS

Particulars	Existing Business (BDT)		
	Daily	Monthly	Yearly
Sales of products	1,800	46,800	561,600
Sales of Broiler (chicken)	500	13,000	156,000
Total Sales (A)	2,300	59,800	717,600
Less: Cost of sales	1,584	41,184	494,208
Cost of Broiler (chicken) & food	400	10,400	124,800
Total Cost (B):	1,984	51,584	619,008
Gross profit (GP) [C=(A-B)]	316	8,216	98,592
Less: Operating Costs:			
Electricity bill		200	2,400
Shop Rent (own)		-	-
Transportation		200	2,400
Mobile bill		250	3,000
Present salary-self		4,500	54,000
Other Expenses (stationary, entertainment etc.)		300	3,600
Non Cash Item:			
Depreciation Expenses		83	1,000
Total Operating Cost (D)		5,533	66,400
(C-D)Net Profit:		2,683	32,192

PRESENT & PROPOSED INVESTMENT BREAKDOWN

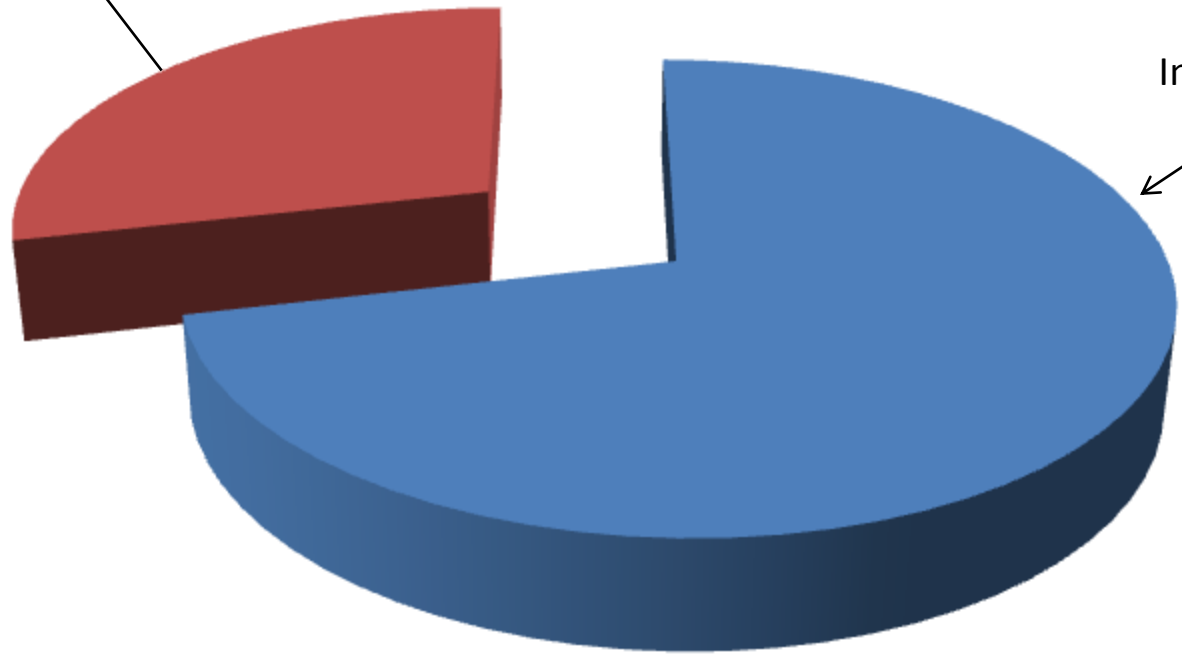
Particulars	Existing Business BDT (1)	Proposed BDT (2)	Total BDT (1+2)
Investments in different categories:			
Investment in products (rice, flour, oil, sugar, tea, pulse, Salt, Spices, Soap, body lotion, toothpaste, betel nut, biscuit, chaff etc.)	47,000	120,000	170,000
Electronic products (bulb, wire, switch, switch board , holder, fan regulator, two pin holder etc.)	-	10,000	10,000
Broiler (chicken)	3,000	10,000	10,000
Furniture and decoration	10,000	10,000	20,000
Total Capital	60,000	150,000	210,000

SOURCE OF FINANCE

- Investor's Investment BDT 150,000
- Entrepreneur's Contribution BDT 60,000
- Total Capital BDT 210,000

Entrepreneur's Contribution 29%

Investor's Investment 71%



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	3,000	77,997	935,963	3,300	85,797	1,029,559	3,465	90,086	1,081,037
Estimated sales of Broiler (chicken)	700	18,200	218,400	770	20,020	240,240	847	22,022	264,264
Total Sales (A)	3,700	96,197	1,154,363	4,070	105,817	1,269,799	4,312	112,108	1,345,301
Less: Cost of sales	2,640	68,637	823,647	2,904	75,501	906,012	3,049	79,276	951,312
Cost of Broiler (chicken) & food	560	14,560	174,720	616	16,016	192,192	678	17,618	211,411
Total Cost (B):	3,200	83,197	998,367	3,520	91,517	1,098,204	3,727	96,894	1,162,724
Gross profit (GP) [C=(A-B)]	500	13,000	155,996	550	14,300	171,595	585	15,215	182,577
Less: Operating Costs:									
Electricity bill		250	3,000		300	3,600		350	4,200
Shop Rent (own)		-	-		-	-		-	-
Transportation		300	3,600		350	4,200		400	4,800
Mobile bill (SMS & Reporting inclusive)		400	4,800		400	4,800		420	5,040
Ownership Transfer Fee		1,000	6,000		1,000	12,000		1,000	12,000
Proposed salary-self		4,500	54,000		5,500	66,000		6,500	78,000
Other Expenses (stationary, entertainment etc.)		350	4,200		400	4,800		450	5,400
Non Cash Item:									
Depreciation Expenses		167	2,000		167	2,000		167	2,000
Total Operating Cost (D)	-	6,967	77,600	-	8,117	97,400	-	9,287	111,440
(C-D)Net Profit:		6,033	78,396		6,183	74,195		5,928	71,137
Retained Income:			78,396			152,591			223,728

Notes: 1. Agreed Grace period: six month

2. Investment Payback schedule: Monthly installment including ownership transfer fee from the date of cheque is deposited in NU's business account.

CASH FLOW PROJECTION ON BUSINESS PLAN

(REC. & PAY.)

Sl #	Particulars	Year 1 (BDT)	Year 2 (BDT)	Year 3 (BDT)
1.0	Cash Inflow			
1.1	Investment Infusion by Investor	150,000	-	-
1.2	Net Profit	78,396	86,195	83,137
1.3	Depreciation Expenses (Non Cash Item)	2,000	2,000	2,000
1.4	Opening Balance of Cash Surplus	-	44,396	60,591
	Total Cash Inflow	230,396	132,591	145,728
2.0	Cash Outflow			
2.1	Purchase of products	140,000		
2.2	Furniture and decoration	10,000		
2.3	Investment Payback including ownership transfer fee	36,000	72,000	72,000
	Total Cash Outflow	186,000	72,000	72,000
3.0	Net Cash Surplus	44,396	60,591	73,728

SWOT ANALYSIS

STRENGTH

- Present employment:
Self: 1 Family: 1
Others (beyond family): 0
Future employment: 0
- Skill and experience;
- Good Reputation;
- Ownership in his own name;
- Keeping books of record.

WEAKNESS

- Can not supply products as per demand.

OPPORTUNITIES

- Less competitor;
- Fixed customer;
- Capital of the entrepreneur will be BDT 283,728 after 3 years excluding payback of investor's money

THREATS

- Theft;
- Political unrest.

Presented at 2nd In-house Executive Social Business Design Lab
on March 19, 2015 at Grameen Telecom Trust Premises

Thank you

Pictures





Thank You