## Proposed NU Business Name: A. S ELECTRONICS



Project identification and prepared by: Md. Rinku, Bason Unit, Gazipur

Project verified by: Md Rofiqul Islam



Grameen Shakti Samajik Byabosha Ltd.

Brief Bio of The Proposed Nobin Udyokta				
Name	•	MD. RASHEDUL ISLAM CHOWDHURY		
Age	:	01-05-1988 (27 Years)		
Education, till to date	•	SSC		
Marital status	••	Unmarried		
Children	••	N/A		
No. of siblings:	:	1 Brother		
Address	:	Vill: Dokshin Salna, P.O: Salna, P.S: Gazipur Sadar Dist: Gazipur		
Parent's and GB related Info (i) Who is GB member (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 GB, BRAC ASA etc	: : : :	Mother Father AYSHA AKTER  MD. SULTAN UDDIN CHOWDHURY  Branch: Bason Gazipur Centre # 24(Female),  Member ID: 1841, Group No: 01  Member since: 25-11-1989 (26 Years)  First loan:3,000 taka.  Existing loan: BDT 50,000 Outstanding loan: BDT 32,400  Mother  No  No  No		

## 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	:	Nine years experience in running business.
Training Info	:	He has no training.
Other Own/Family Sources of Income	:	Mother's income (Cow rearing and Fish Farm)
Other Own/Family Sources of Liabilities	:	None
Entrepreneur Contact No.	:	01942-782681
Mother Contact No.	:	01713-529589
NU Project Source/ Reference	•	Grameen Shakti Samajik Byabosha Ltd. Bason Unit, Gazipur

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

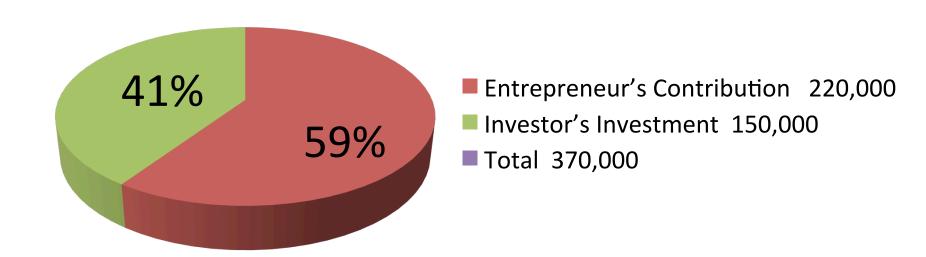
Aysha Akter is a member of Grameen Bank since 26 years. At first she took 3,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in cow rearing and home development.

Proposed Nobin Udyokta Business Info			
Business Name	:	A. S ELECTRONICS	
Location	:	Dokshin Salna Bazar, Gazipur	
Total Investment in BDT	:	BDT 3,70,000	
Financing	:	Self BDT 2,20,000 (from existing business) 59%	
		Required Investment BDT 1,50,000 (as equity) 41%	
Present salary/drawings from business (estimates)	:	BDT 6,000	
Proposed Salary	:	BDT 6,000	
Implementation	:	<ul> <li>The business is planned to be scaled up by investment in existing goods like; Television, Fridge, DVD etc.</li> <li>Television are servicing here.</li> <li>Average 25% gain on sales.</li> <li>The business is operating by entrepreneur. Existing one employee.</li> <li>Collects goods from Gazipur, Chourasta, Porana polton, Nobabpur.</li> <li>The shop is rented</li> <li>Agreed grace period is 4 months.</li> </ul>	

Existing Business (BDT)				
Particular	Monthly	Yearly		
Revenue (sales)		•		
Television, Fridge, DVD etc	100,000	1,200,000		
TV Repairirng	6,000	72,000		
Total Sales (A)	106,000	1,272,000		
Less. Variable Expense				
Television, Fridge, DVD etc	75,000	900,000		
Parts	2,000	24,000		
Total variable Expense (B)	77,000	924,000		
Contribution Margin (CM) [C=(A-B)	29,000	348,000		
Less. Fixed Expense				
Rent	3,500	42,000		
Electricity Bill	400	4,800		
Generator Bill	200	2,400		
Mobile Bill	300	3,600		
Transportation	2,000	24,000		
Salary (self)	6,000	72,000		
Salary (staff)	5,000	60,000		
Entertainment	200	2,400		
Guard	100	1,200		
Total fixed Cost (D)	17,700	212,400		
Net Profit (E) [C-D)	11,300	135,600		

Investment Breakdown					
Particulars	Existing	Proposed	<b>Proposed Total</b>		
Television (12 x 9,500)	1,14,000	78,000	1,92,000		
Fridge (3 x 29,000)	87,000	58,000	1,45,000		
DVD etc	9,000	14,000	23,000		
Security	10,000	-	10,000		
Total	2,20,000	1,50,000	3,70,000		

### **Source of Finance**



Financial Projection (BDT)					
Particular	Monthly	1st Year	2nd Year		
Revenue (sales)					
Television, Fridge, DVD etc	150,000	1,800,000	1,890,000		
TV repairing	6,000	72,000	75,600		
Total Sales (A)	156,000	1,872,000	1,965,600		
Less. Variable Expense					
Television, Fridge, DVD etc	112,500	1,350,000	1,417,500		
Parts	2,000	24,000	25,200		
Total variable Expense (B)	114,500	1,374,000	1,442,700		
Contribution Margin (CM) [C=(A-B)	41,500	498,000	522,900		
Less. Fixed Expense					
Rent	3,500	42,000	48,000		
Electricity Bill	400	4,800	5,300		
Generator Bill	200	2,400	3,000		
Mobile bill & SMS Monitoring	550	6,600	7,000		
Transportation	3,000	36,000	38,000		
Salary (self)	6,000	72,000	72,000		
Salary (staff)	5,000	60,000	60,000		
Entertainment	200	2,400	3,000		
Guard	100	1,200	1,500		
Total Fixed Cost	18,950	227,400	236,300		
Net Profit (E) [C-D)	22,550	270,600	286,600		
Investment Payback		90,000	90,000		

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

SI#	Particulars	Year 1 (BDT)	Year 2 (BDT)
1	Cash Inflow		
1.1	Investment Infusion by Investor	150,000	
1.2	Net Profit	270,600	286,600
1.3	Depreciation (Non cash item)		_
1.4	Opening Balance of Cash Surplus		180,600
	Total Cash Inflow	420,600	467,200
2	Cash Outflow		
2.1	Purchase of Product	150,000	
2.2	Payment of GB Loan		
	Investment Pay Back (Including Ownership Tr.		
2.3	Fee)	90,000	90,000
	Total Cash Outflow	240,000	90,000
3	Net Cash Surplus	180,600	377,200

# SWOT ANALYSIS

# Strength

Employment: Self: 01 Family:0 Others:01

Experience & Skill: 09 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









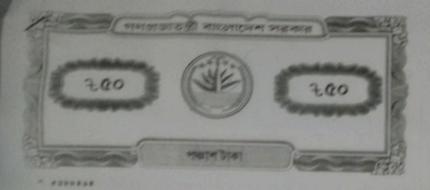












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#### দোকান ভাড়ার চুক্তিপত্র

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যো। একেন্তা ইসলাম ডৌধুরী, পিতা- মো। সুগতান উদ্দিন ডৌধুরী, সং দক্ষিণ সালনা, ভাতমব-तमा बाहात, उभएकता- गावीभूद जनत, दक्ता- गावीभूद

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# **FAMILY PICTURE**

