Proposed NU Business Name: JULHASH TELECOM CENTRE



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

Project verified by: Md Rofiqul Islam



Grameen Shakti Samajik Byabosha Ltd.

Brief Bio of The Proposed Nobin Udyokta				
Name	:	MD. JULHASH KAZI		
Age	:	20-11-1987 (28 Years)		
Education, till to date	:	BBA		
Marital status	:	Married		
Children	:	1 Daughter		
No. of siblings:	:	1 Brother and 1 sinter		
Address	:	Vill: Mogorkhan P.O: National University, 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	:	Mother Father NARGIS AKTER IMAM UDDIN KAZI Branch: Gasa Gazipur, Centre # 39(Female), Member ID: 3741, Group No: 02 Member since: 05-02-1990 (25 Years) First loan:5,000 taka.		
Further Information: (v) Who pays GB loan installment (vi) Mobile lady (vii) Grameen Education Loan (viii) Any other loan like GB, BRAC ASA etc	:	Outstanding loan: Nil 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	••	Seven years experience in running business.
Training Info	:	He has one year training.
Other Own/Family Sources of Income	:	Mother's income (House Rent)
Other Own/Family Sources of Liabilities	:	None
Entrepreneur Contact No.	:	01911-107777
Mother Contact No.	:	01911-579963
NU Project Source/ Reference	:	Grameen Shakti Samajik Byabosha Ltd. Bason Unit, Gazipur

BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

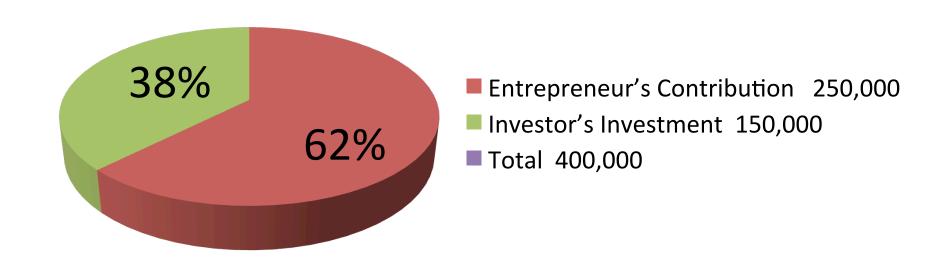
Nargis Akter is a member of Grameen Bank since 25 years. At first she took 5,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in her tialoring, cloth business and home development.

Proposed Nobin Udyokta Business Info			
Business Name	:	JULHASH TELECOM CENTRE	
Location	:	At entrepreneur own house	
Total Investment in BDT	:	BDT 4,00,000	
Financing	:	Self BDT 2,50,000 (from existing business) 62%	
		Required Investment BDT 1,50,000 (as equity) 38%	
Present salary/drawings from business (estimates)	:	BDT 5,000	
Proposed Salary	:	BDT 5,000	
Implementation	:	 The business is planned to be scaled up by investment in existing goods like; Mobile phone, SIM Card, Caching, Charger, Battery, Head phone, Memory card, Accessories etc. Provide Bikash service. Average 20% gain on sales. The business is operating by entrepreneur. Existing one employee. Collects goods from Motaleb plaza Dhaka. The shop is rented. Agreed grace period is 4 months. 	

Existing Business (BDT)					
Particular	Daily	Monthly	Yearly		
Revenue (sales)					
Mobile phone, SIM Card, Caching, Charger, Battery,					
Head phone, Memory card, Accessories etc	3,700	111,000	1,332,000		
Bikash	80	2,400	28,800		
Total Sales (A)	3,780	113,400	1,360,800		
Less. Variable Expense					
Mobile phone, SIM Card, Caching, Charger, Battery,					
Head phone, Memory card, Accessories etc	2,960	88,800	1,065,600		
Total variable Expense (B)	2,960	88,800	1,065,600		
Contribution Margin (CM) [C=(A-B)	820	24,600	295,200		
Less. Fixed Expense					
Rent		4,000	48,000		
Electricity Bill		1,000	12,000		
Generator Bill		300	3,600		
Mobile Bill		500	6,000		
Transportation		1,000	12,000		
Salary (self)		5,000	60,000		
Salary (staff)		4,000	48,000		
Entertainment		300	3,600		
Total fixed Cost (D)		16,100	193,200		
Net Profit (E) [C-D)		8,500	102,000		

Investment Breakdown						
Particulars	Existing	Proposed	Proposed Total			
Mobile phone, Head phone	80,000	80,000	1,60,000			
SIM Card, Caching, Charger, Battery,	35,000	25,000	60,000			
Memory card, Accessories etc	35,000	25,000	60,000			
Bikash	30,000	20,000	50,000			
Security	70,000	-	70,000			
Total	2,50,000	1,50,000	4,00,000			

Source of Finance



Financial Projection (BDT)				
Particular	Daily	Monthly	1st Year	2nd Year
Revenue (sales)	•			
Mobile phone, SIM Card, Caching, Charger,				
Battery, Head phone, Memory card,				
Accessories etc	5,000	150,000	1,800,000	1,890,000
Bikash	150	4,500	54,000	56,700
Total Sales (A)	5,150	154,500	1,854,000	1,946,700
Less. Variable Expense				
Mobile phone, SIM Card, Caching, Charger,				
Battery, Head phone, Memory card,				
Accessories etc	4,000	120,000	1,440,000	1,512,000
Total variable Expense (B)	4,000	120,000	1,440,000	1,512,000
Contribution Margin (CM) [C=(A-B)	1,150	34,500	414,000	434,700
Less. Fixed Expense				
Rent		4,000	48,000	48,000
Electricity Bill		1,000	12,000	13,000
Generator Bill		300	3,600	4,000
Mobile bill & SMS Monitoring		750	9,000	9,500
Transportation		1,500	18,000	20,000
Salary (self)		5,000	60,000	60,000
Salary (staff)		4,000	48,000	48,000
Entertainment		300	3,600	4,000
Total Fixed Cost		16,850	202,200	206,500
Net Profit (E) [C-D)		17,650	211,800	228,200
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	211,800	228,200
1.3	Depreciation (Non cash item)		-
1.4	Opening Balance of Cash Surplus		121,800
	Total Cash Inflow	361,800	350,000
2	Cash Outflow		
2.1	Purchase of Product	150,000	
2.2	Payment of GB Loan		
2.3	Investment Pay Back (Including Ownership Tr. Fee)	90,000	90,000
	Total Cash Outflow	240,000	90,000
3	Net Cash Surplus	121,800	260,000

SWOT ANALYSIS

Strength

Employment: Self: 01 Family:0 Others:01

Experience & Skill: 07 Years

Quality goods & services;

Skill and experience;

WEAKNESS

Lack of Capital/Investment

OPPORTUNITIES

Huge demand in the community Location of shop; Regular customers;

THREATS

Theft

Fire

Political unrest

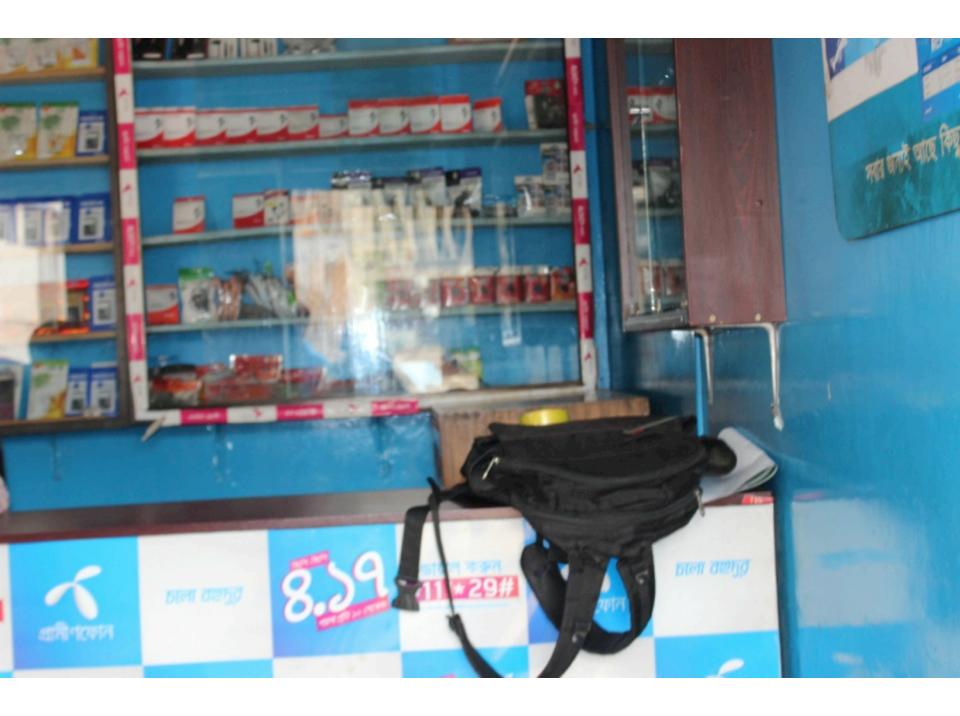
Pictures













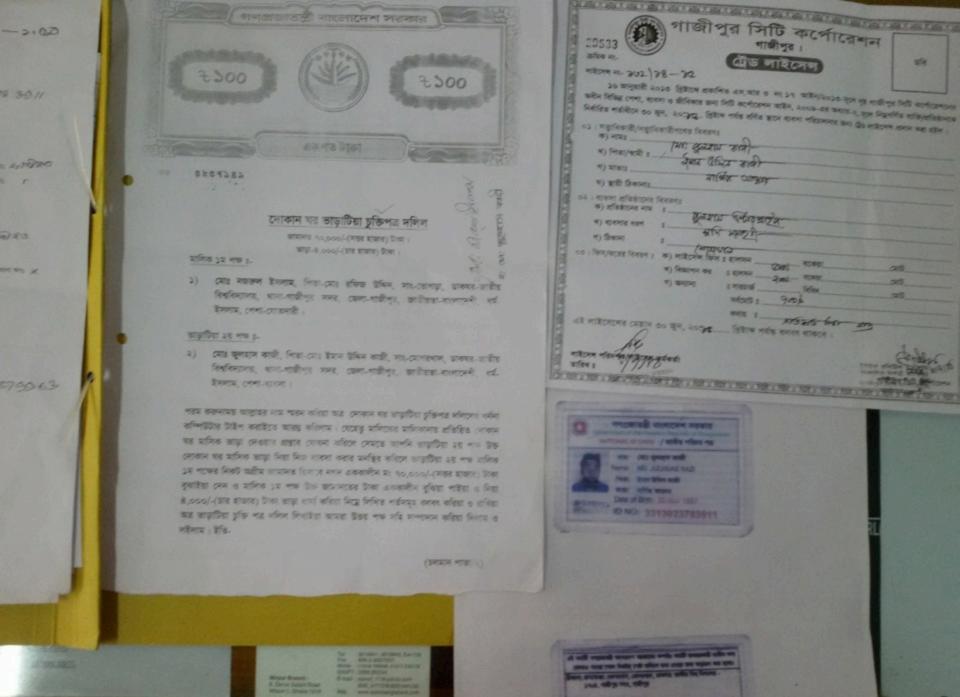












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FAMILY PICTURE

