Proposed NU Business Name: ZAHIR STORE



Project identification and prepared by: MD. Abu Bakkar Siddique, Dakshinkhan Unit, Dhaka

Project verified by: MD. Rofiqul Islam



Brief Bio of The Proposed Nobin Udyokta				
Name	:	MD. ALIM HOSSAIN		
Age	:	05-10-1988 (27 Years)		
Education, till to date	:	Class Nine		
Marital status	:	Unmarried		
Children	:	N/A		
No. of siblings:	:	2 Brothers 2 Sisters		
Address	:	Vill: Chamurkhan, P.O: Katchkura, P.S: Uttarkhan, Dist: Dhaka		
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 SHIULY BEGUM MD. ZAHIR UDDIN Branch: Uttarkhan, Centre # 50 (Female), Member ID: 4974 Group No: 05 Member since: 12-7-1990 (25 Years) First loan: 1000 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	:	Existing Loan: BDT 2,70,000, Outstanding loan: BDT 1,95,000 Father 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	:	Five years experience in running business.
Training Info	:	He has no training
Other Own/Family Sources of Income	:	Business
Other Own/Family Sources of Liabilities	:	None
Entrepreneur Contact No.	:	01956-522216
Mother's Contact No.	:	01824-889845
NU Project Source/Reference	:	Grameen Shakti Samajik Byabosha Ltd. Dakshinkhan Unit, Dhaka

BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

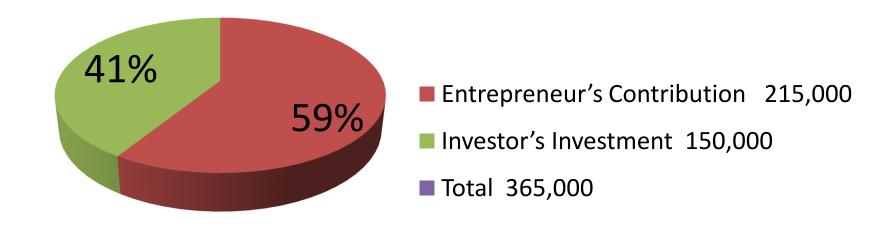
SHIULY BEGUM joined Grameen Bank since 25 years ago. At first she took 1000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

Proposed Nobin Udyokta Business Info				
Business Name	:	ZAHIR STORE		
Location	:	Chamurkhan, Katchkura, Uttarkhan, Dhaka.		
Total Investment in BDT	:	BDT 3,65,000		
Financing	:	Self BDT 2,15,000(from existing business) 59% Required Investment BDT 1,50,000(as equity) 41%		
Present salary/drawings from business (estimates)	:	BDT 5,000		
Proposed Salary	:	BDT 5,000		
Size of shop	:	14 ft x 12 ft= 168 square ft		
Security of the shop	:			
Implementation	:	 The business is planned to be scaled up by investment in existing goods like; Rice, Flour, Potato, Bran, Soyabin, Onion, Salt, Chili, Soap, Cosmetics, Soft Drinks, Coil, Biscuit, Chanachur, etc. Average 15% gain on sale. The business is operating by entrepreneur. Existing no employee. The entrepreneur is a owner of the shop. Collects goods from Tongi bazaar. Agreed grace period is 4 months. 		

Existing Business (BDT)						
Particular	Daily	Monthly	Yearly			
Revenue (sales)						
Grocery item	4,000	120,000	1,440,000			
Total Sales (A)	4,000	120,000	1,440,000			
Less. Variable Expense						
Grocery item	3,400	102,000	1,224,000			
Total variable Expense (B)	3,400	102,000	1,224,000			
Contribution Margin (CM) [C=(A-B)	600	18,000	216,000			
Less. Fixed Expense						
Electricity bill		800	9,600			
Mobile Bill		300	3,600			
Transportation		3,000	36,000			
Salary (self)		5,000	60,000			
Entertainment		300	3,600			
Total fixed Cost (D)		9,400	112,800			
Net Profit (E) [C-D)		8,600	103,200			

Investment Breakdown						
Particulars	Existing	Proposed	Proposed Total			
Rice (44 bag x 2,000)	88,000	80,000	168,000			
Pulse (03 x 4200)	12,600	4,200	16,800			
Soya bin oil (01 x 14500)	14,500	14,500	29,000			
Polaw rice (1 x 4000)	4,000	4,000	8,000			
Soap, Sugar, Flour, Potato,	45,000		65,300			
Onion, Salt etc		20,300				
Soft drinks, Chips,	35,900		62,900			
Chanachur, Biscuit etc		27,000				
Fridge	15,000	0	15,000			
Total	215,000	150,000	365,000			

Source of Finance



Financial Projection (BDT)						
Particular	Daily	Monthly	1st Year	2nd Year	3rd Year	
Revenue (sales)						
Grocery item	6,300	189,000	2,268,000	2,381,400	2,500,470	
Total Sales (A)	6,300	189,000	2,268,000	2,381,400	2,500,470	
Less. Variable Expense						
Grocery item	5,355	160,650	1,927,800	2,024,190	2,125,400	
Total variable Expense (B)	5,355	160,650	1,927,800	2,024,190	2,125,400	
Contribution Margin (CM) [C=(A-B)	945	28,350	340,200	357,210	375,071	
Less. Fixed Expense						
Electricity bill		800	9,600	9,600	9,600	
Mobile Bill		400	4,800	5,500	6,000	
Transportation		4,500	54,000	56,000	58,000	
Salary (self)		5,000	60,000	60,000	60,000	
Entertainment		300	3,600	4,000	4,500	
Non Cash Item						
Depreciation		250	3,000	3,000	3,000	
Total Fixed Cost		11,250	135,000	138,100	141,100	
Net Profit (E) [C-D)		17,100	205,200	219,110	233,971	
Investment Payback			60,000	60,000	60,000	

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

SI#	Particulars	Year 1 (BDT)	Year 2 (BDT)	Year 3 (BDT)
1	Cash Inflow			
1.1	Investment Infusion by Investor	150,000		
1.2	Net Profit	205,200	219,110	233,971
1.3	Depreciation (Non cash item)	3,000	3,000	3,000
1.4	Opening Balance of Cash Surplus		148,200	310,310
	Total Cash Inflow	358,200	370,310	547,281
2	Cash Outflow			
2.1	Purchase of Product	150,000		
2.2	Payment of GB Loan			
	Investment Pay Back (Including			
2.3	Ownership Tr. Fee)	60,000	60,000	60,000
	Total Cash Outflow	210,000	60,000	60,000
3	Net Cash Surplus	148,200	310,310	487,281

SWOT ANALYSIS

Strength

Employment: Self: 01 Family:0 Others:0

Experience & Skill: 05 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



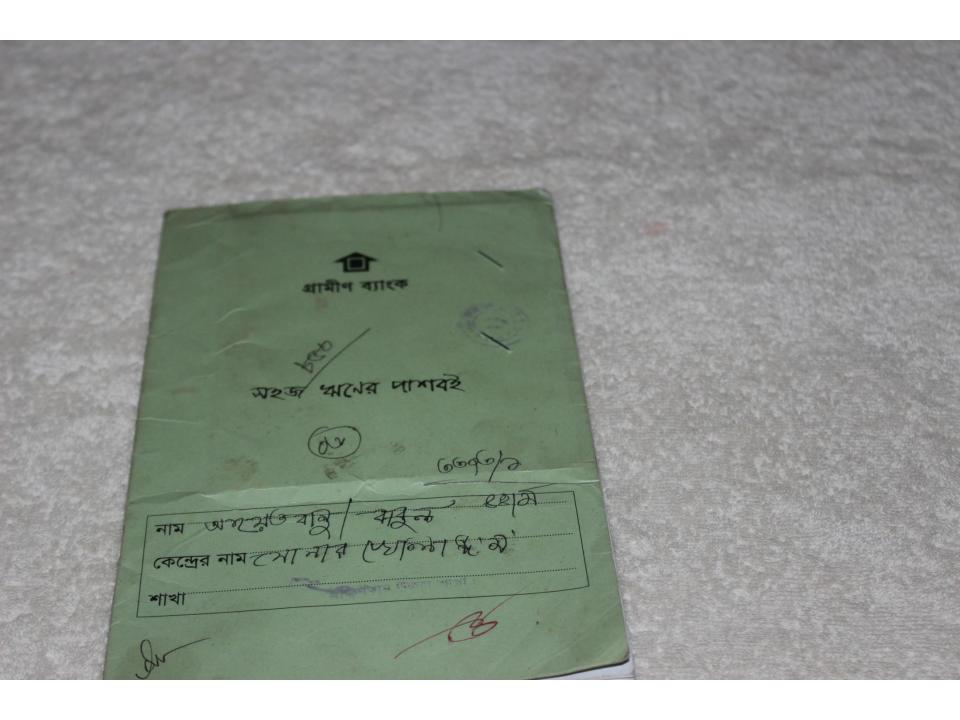


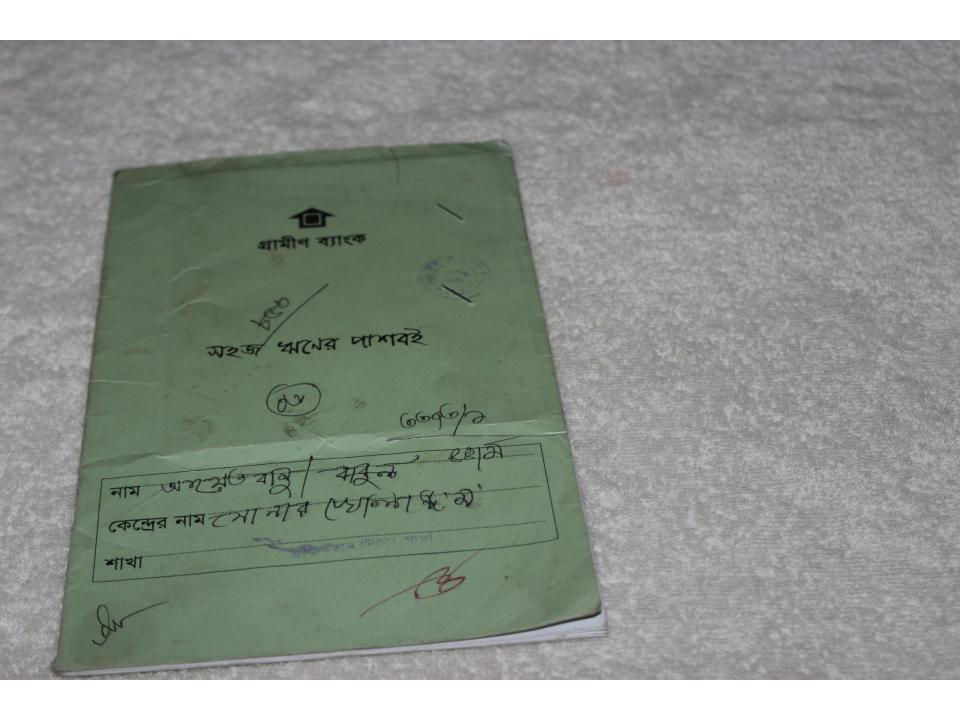


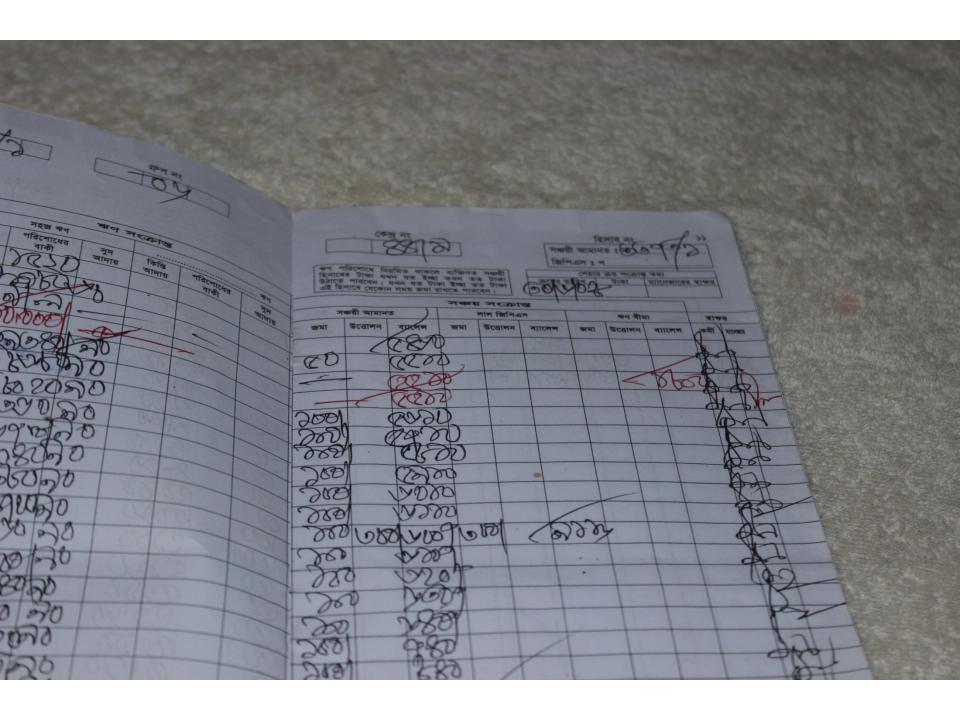












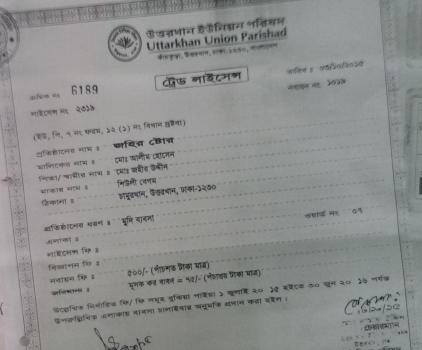
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other parties parties before

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FAMILY PICTURE

