



Grameen Kalyan

Proposed NU Business Name :Razzak Furniture.



BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA

Name and address	: Md. Abdur Razzak, Vill: Panjana, Post: Debgram, Upazila : Fulbaria, District: Mymensingh.
Age	: 25 Years.
Marital status	: Married.
Children	: One Son.
No. of siblings:	: 3 (Three) Brothers & 1(One) sister.
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 <input checked="" type="checkbox"/> Yes Father <input type="checkbox"/> : Mst. Razia Khatun : Md. Ismail Hossain : Branch:Putijana Fulbaria, Group # 05 , Centre # 61/M, Loan no. 6993/1, Member since: 2009, First loan: Tk.5000, last loan: 15000, Outstanding: Nil.
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	: Father : Nil : Nil : Nil : Nil
Education, till to date	: Class Five.

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

Present Occupation(Besides own business, i.e., persuading further studies, other business etc.)	:	Business.
Business Experiences and Training Info (years of experience, if s/he received any on- hand training, formal training, working experience as an apprentice etc.)	:	He has 07 years experience in running business.
Other Own/Family Sources of Income	:	Nil.
Other Own/Family Sources of Liabilities	:	Nil.
Contact number	:	01761-586026
National ID number	:	Nil
NU Project Source/Reference	:	GK/Trishal Unit/Md. Aminul Islam (2348).

BRIEF HISTORY OF GB LOAN UTILIZATION BY FAMILY

Entrepreneur's Mother is a GB member since 2009. At first she took GB loan BDT=5000(five thousand) and used the money in agriculture farming. Gradually Few times she took GB loan and utilized in agriculture purpose.

PROPOSED NOBIN UDYOKTA BUSINESS INFO

Project's Name	:	Razzak Furniture.
Address/ Location	:	Dhamor Falur Bazar, Fulbaria, Mymensingh.
Total Investment	:	BDT = 2,11,000
Financing	:	Self financing: BDT= 1,11,000 (Existing Business) Required Investment: BDT= 1,00,000 (as equity)
Present salary/drawings from business (estimates)	:	BDT= 8,000 Employee-2, BDT= 8,000
Proposed Salary	:	BDT= 10,000(ten thousand) Employee-2, BDT= 9,000
Proposed Business Implementation Plan	:	<ul style="list-style-type: none"> ➤ This is an on going business so the fund need to increase the volume of existing product & machine; ➤ The product line in the shop is wood furniture; ➤ Estimated product sales is BDT. Tk. 22,500/- per week; ➤ Estimated average gross profit is 40% on sales; ➤ Payback period is estimated 2 years;

EXISTING BUSINESS OF NOBIN UDYOKTTA

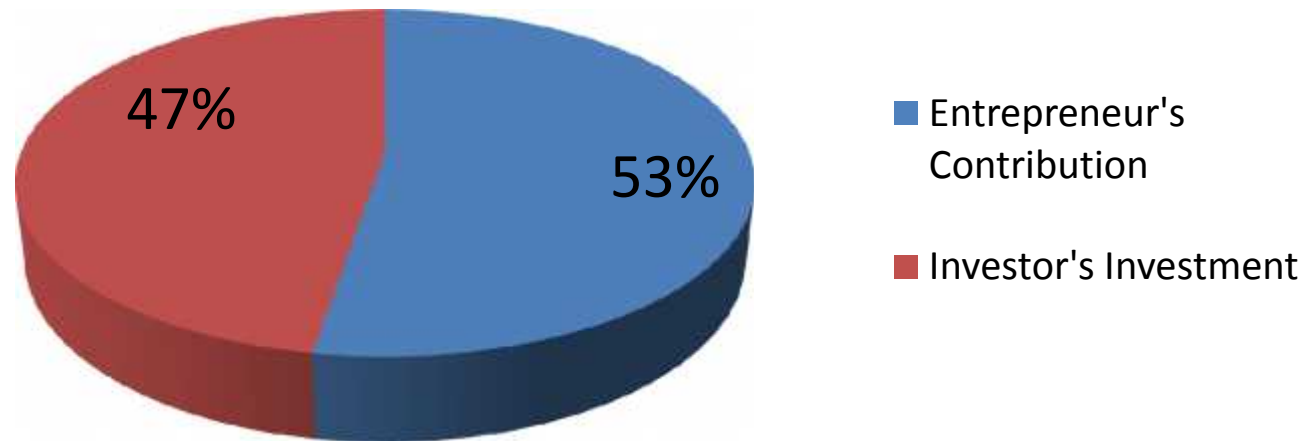
Particulars	Existing Business		
	Weekly	Monthly	Yearly
Sales (A)	17,500	70,000	840,000
Less: Cost of Sales (B)	10,500	42,000	504,000
Gross profit (GP)= [C (A-B)]	7,000	28,000	336,000
<u>Less: Operating Costs:</u>			
Electricity bill		500	6,000
Shop Rent		700	8,400
Salary -self		8,000	96,000
Employee-2		8,000	96,000
Night guard bill		60	720
Mobile bill		100	1,200
Transportation		1,000	12,000
Other Expenses		500	6,000
Non Cash Item:			
Depreciation Expenses			5,000
Total Operating Cost (D)		18,860	231,320
(C-D) Net Profit		9,140	104,680
Retained Income:			104,680

PROPOSED PROJECT INVESTMENT BREAKDOWN

Particulars	Existing Business (BDT)	Proposed Business (BDT)	Total (BDT)
Investment in different categories:			
Shop advance	20,000	-	20,000
Ready made furniture	60,000	-	60,000
Machineries purchase (Drill machine, ali kata machine, Mini Jointer machine)	17,000	70,000	87,000
Wood Purchase (For making furniture)	-	30,000	30,000
Others materials	4,000	-	4,000
Cash in hand	10,000	-	10,000
Total Capital	111,000	100,000	211,000

Source of Finance

Particulars	Amount in BDT	In %
Entrepreneur's Contribution	111,000	53
Investor's Investment	100,000	47
Total Investment	211,000	100



FINANCIAL PROJECTION OF NU BUSINESS PLAN

Particulars	Year 1 (BDT)			Year 2 (BDT)		
	Weekly	Monthly	Yearly	Weekly	Monthly	Yearly
Revenue:						
Estimated sales (A)	22,500	90,000	1,080,000	24,750	99,000	1,188,000
Cost of Sales(B)	13,500	54,000	648,000	14,850	59,400	712,800
Gross profit (GP)= [C (A-B)]	9,000	36,000	432,000	9,900	39,600	475,200
Less:Operating Costs:						
Electricity bill		500	6,000		525	6,300
Shop Rent		700	8,400		735	8,820
Proposed salary-self		10,000	120,000		11,000	132,000
Employee-2		9,000	108,000		9,900	118,800
Night guard Bill		60	720		66	792
Mobile bill		150	1,800		165	1,980
Transportation		1,200	14,400		1,320	15,840
Other Expenses		600	7,200		660	7,920
Non Cash Item:						
Depreciation Expenses			5,000			5,250
Total Operating Cost (D)		22,210	271,520		24,371	297,702
(C-D)Net Profit		13,790	160,480		15,229	177,498
Retained Income:			160,480			177,498

Notes: 1. Agreed Grace period: 2 Months.

2. Investment Payback schedule: 12 installment including ownership transfer fee after 3 month grace period.

CASH FLOW PROJECTION ON BUSINESS PLAN (REC. & PAY.)

	Year (1)	Year (2)
<u>cash Inflow:</u>		
Opening balance	10,000	210,480
Capital Infusion by Investor	100,000	-
Sales	1,080,000	1,188,000
Total Receipts	1,190,000	1,398,480
<u>Cash Outflow:</u>		
Cost of goods sold	648,000	712,800
Operating expenses	271,520	297,702
Return to investor	60,000	60,000
Total payment	979,520	1,070,502
Closing Balance	210,480	327,978

SWOT ANALYSIS

STRENGTH

- Employment:
Self: 1
Employee-2
- Skill and experience:07 years;
- Trade License: Own Name.

WEAKNESS

- Limited product;
- Lack of sufficient capital.

OPPORTUNITIES

- Location of shop;
- Fixed customer;
- Investor's money will be payback in two years.

THREATS

- Theft;
- Fire burn;
- Local competitor

Presented at 29th Ex. SB Design Lab on 28th July, 2016
at Grameen Kalyan.

Thank you













