Proposed NU Business Name: NUR TELECOM



Project identification and prepared by: Md Anisar Rahman, Porshuram Unit, Feni

Project verified by: Sushanto Kumar Biswash



| Brief Bio of The Proposed Nobin Udyokta | | | | | |
|--|--------|---|--|--|--|
| Name | : | MOHAMMAD ELIUS | | | |
| Age | : | 01-02-1987 (30 Years) | | | |
| Education, till to date | : | BA Pass | | | |
| Marital status | : | Married | | | |
| Children | : | 1 Daughter | | | |
| No. of siblings: | : | 5 Brother | | | |
| Address | : | Vill: Uttor Kolapara, P.O: Porshuram, P.S: Porshuram, Dist: Feni | | | |
| 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 PEYARA BEGUM MOHAMMAD ABDUL HAI Branch: Porshuram, Centre # 75 (Female), Member ID: 6235, Group No: 06 Member since: 12-04-2001 to 2006 (5 Years) First loan: BDT 5,000 | | | |
| Further Information: (v) Who pays GB loan installment | : | Existing Loan: BDT 10,000, Outstanding loan: BDT /- Mother | | | |
| (vi) Mobile lady | | No | | | |
| (vii) Grameen Education Loan | : | No | | | |
| (viii) Any other loan like GB, BRAC ASA etc | : | 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 | : | 08 years experience in running business. |
| Training Info | : | He has no training. |
| Other Own/Family Sources of Income | : | - |
| Other Own/Family Sources of Liabilities | : | None |
| Entrepreneur Contact No. | : | 01858-117799 |
| Mother's Contact No. | : | - |
| NU Project Source/Reference | : | Grameen Shakti Samajik Byabosha Ltd. Porshuram Unit, Feni |

BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

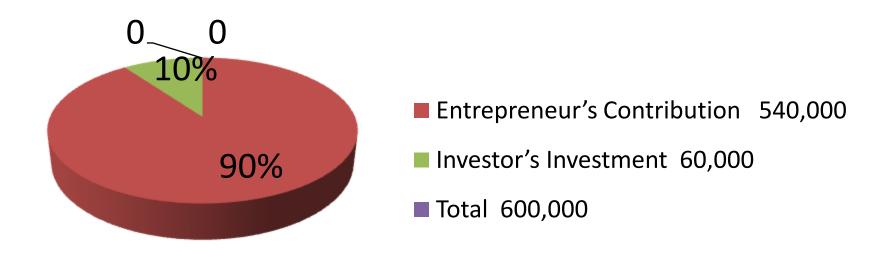
PEYARA BEGUM joined Grameen Bank since 05 years ago. At first she took 5,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

| Proposed Nobin Udyokta Business Info | | | | |
|---|---|--|--|--|
| Business Name | : | NUR TELECOM | | |
| Location | : | Upozila road, Porshuram, Feni | | |
| Total Investment in BDT | : | BDT 6,00,000/- | | |
| Financing | : | Self BDT 540,000/-(from existing business) 90% Required Investment BDT 60,000/-(as equity) 10% | | |
| Present salary/drawings from business (estimates) | : | BDT 5,000/- | | |
| Proposed Salary | : | BDT 5,000/- | | |
| Size of shop | : | 15 ft x 10 ft= 150 square ft | | |
| Implementation | : | Running a telecom shop. Average 15% gain on sales. The business is operating by entrepreneur. Existing no employees. Collects goods from Feni. The shop is rented. Agreed grace period is 3 months. | | |

| Existing Business (BDT) | | | | | | |
|-----------------------------------|---------|-----------|--|--|--|--|
| Particular | Monthly | Yearly | | | | |
| Revenue (sales) | | | | | | |
| Mobile & Computer Accessorries | 100,000 | 1,200,000 | | | | |
| Bkash service | 2,500 | 30,000 | | | | |
| Total Sales (A) | 102,500 | 1,230,000 | | | | |
| Less. Variable Expense | | | | | | |
| Computer Accessorries | 85,000 | 1,020,000 | | | | |
| Total variable Expense (B) | 85,000 | 1,020,000 | | | | |
| Contribution Margin (CM) [C=(A-B) | 17,500 | 210,000 | | | | |
| Less. Fixed Expense | | | | | | |
| Rent | 2,000 | 24,000 | | | | |
| Electricity Bill | 1,000 | 12,000 | | | | |
| Mobile Bill | 500 | 6,000 | | | | |
| Salary (self) | 5,000 | 60,000 | | | | |
| Transportation | 300 | 3,600 | | | | |
| Entertainment | 300 | 3,600 | | | | |
| Guard | 100 | 1,200 | | | | |
| Total fixed Cost (D) | 9,200 | 110,400 | | | | |
| Net Profit (E) [C-D) | 8,300 | 99,600 | | | | |

| Investment Breakdown | | | | | | | |
|----------------------|------|------------|--------------|----------|---------------|-----------------|-------------------|
| Existing | | | | Proposed | | | |
| Particulars | Qty. | Unit Price | Amount (BDT) | Qty | Unit Price | Amount (BDT) | Proposed Total |
| Bkash | 1 | 270000 | 270,000 | 0 | 0 | 0 | 270,000 |
| Mobile | 45 | 2222 | 100,000 | 27 | 2222 | 60,000 | 160,000 |
| Computer accessories | 1 | 70000 | 70,000 | 0 | 0 | 0 | 70,000 |
| Security | 1 | 100000 | 100,000 | 0 | 0 | 0 | 100,000 |
| Total | 48 | 442222 | 540,000 | 27 | 2,222 | 60,000 | 600,000 |

Source of Finance



| Financial Projection (BDT) | | | | | | |
|-----------------------------------|---------|-----------|-----------|-----------|--|--|
| Particular | Monthly | 1st Year | 2 Year | 3 Year | | |
| Revenue (sales) | | | | | | |
| Mobile & Computer Accessorries | 140,000 | 1,680,000 | 1,764,000 | 1,852,200 | | |
| Bkash service | 2,500 | 30,000 | 31,500 | 33,075 | | |
| Total Sales (A) | 142,500 | 1,710,000 | 1,795,500 | 1,885,275 | | |
| Less. Variable Expense | | | | | | |
| Mobile & Computer Accessorries | 119,000 | 1,428,000 | 1,499,400 | 1,574,370 | | |
| Total variable Expense (B) | 119,000 | 1,428,000 | 1,499,400 | 1,574,370 | | |
| Contribution Margin (CM) [C=(A-B) | 23,500 | 282,000 | 296,100 | 310,905 | | |
| Less. Fixed Expense | | | | | | |
| Rent | 2,000 | 24,000 | 24,000 | 24,000 | | |
| Electricity Bill | 1,000 | 12,000 | 13,000 | 14,000 | | |
| Mobile Bill | 600 | 7,200 | 5,500 | 6,000 | | |
| Salary (self) | 5,000 | 60,000 | 60,000 | 60,000 | | |
| Transportation | 500 | 6,000 | 8,000 | 10,000 | | |
| Entertainment | 300 | 3,600 | 4,000 | 4,500 | | |
| Guard | 100 | 1,200 | 1,200 | 1,200 | | |
| Total Fixed Cost | 9,500 | 114,000 | 115,700 | 119,700 | | |
| Net Profit (E) [C-D) | 14,000 | 168,000 | 180,400 | 191,205 | | |
| Investment Payback | | 24,000 | 24,000 | 24,000 | | |

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 | 60,000 | | |
| 1.2 | Net Profit | 168,000 | 180,400 | 191,205 |
| 1.3 | Depreciation (Non cash item) | | - | - |
| | Opening Balance of Cash | | | |
| 1.4 | Surplus | | 144,000 | 300,400 |
| | Total Cash Inflow | 228,000 | 324,400 | 491,605 |
| 2 | Cash Outflow | | | |
| 2.1 | Purchase of Product | 60,000 | | |
| 2.2 | Payment of GB Loan | | | |
| | Investment Pay Back (Including | | | |
| 2.3 | Ownership Tr. Fee) | 24,000 | 24,000 | 24,000 |
| | Total Cash Outflow | 84,000 | 24,000 | 24,000 |
| 3 | Net Cash Surplus | 144,000 | 300,400 | 467,605 |

SWOT ANALYSIS

Strength

Employment: Self: 0 Family:0 Others:0

Experience & Skill: 08 Years:

Quality goods & services;

Skill and experience;

WEAKNESS

Lack of Capital/Investment

OPPORTUNITIES

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

THREATS

Theft

Fire

Political unrest

Pictures









FAMILY PICTURE

