### **Proposed NU Business Name: ANITA AGRO**



Project identification and prepared by: Md. Abu Bakkar Siddique, Khulna Sadar Unit, Khulna.

Project verified by: Md. Abu Bakkar Siddique



Brief Bio of The Proposed Nobin Udyokta						
Name	:	HAMONTO MONDAL				
Age	:	28-12-1996 ( 21 Years)				
Education, till to date	:	B.A				
Marital status	:	Unmarried				
Children	:	None				
No. of siblings:	:	02 Brothers 02 Sisters				
Address	:	Vill:Shoygaria, P.O: Shoygaria, P.S: Batiaghata, Dist: Khulna				
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  Anita Mondal  Suvas Mondal  Branch: Batiagahta, Centre 13\M (Female),  Member ID: 4913, Group No:07  Member since: 20-10-2002(15 Years)  First loan: BDT = 5000 /-				
Further Information:		Outstanding loan:= 1050/-				
(v) Who pays GB loan installment	•	Father				
(vii) Mobile lady	•	No No				
(vii) Grameen Education Loan (viii) Any other loan like GB, BRAC ASA etc	:	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 & Skill	:	08 years of business experience.
Own Business 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.	:	01925-323339
Family's Contact No.	:	01950-774300
NU Project Source/Reference	••	Grameen Shakti Samajik Byabosha Ltd. Khulna Sadar Unit, Khulna.

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

**Anita Mondal** joined Grameen Bank since 15 years ago. At first she took BDT 5,000 loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

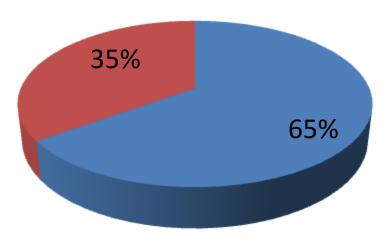
Proposed Nobin Udyokta Business Info					
Business Name	:	Anita Agro			
Location	:	Choygaria,Batiaghata,Khulna			
Total Investment in BDT	:	BDT 200,000/-			
Financing	:	Self BDT 130,000/- (from existing business) 65%			
		Required Investment BDT 70,000/- (as equity) 35 %			
Present salary/drawings from business (estimates)	:	BDT 5,000			
Proposed Salary	:	BDT 5,000			
Size of shop	:	105 ft x 210 ft= 21000square ft			
Security of the shop	:	Own			
Implementation	:	<ul> <li>The business is planned to be scaled up by investment in existing goods like; Pabda Fish etc.</li> <li>Average 10 % gain on sales.</li> <li>The business is operating by entrepreneur. Existing no employee.</li> <li>The Pond is owner.</li> <li>Collects goods from Nirala, Khulna.</li> <li>Agreed grace period is 3 months.</li> </ul>			

Existing Business (BDT)							
Particular	Daily	Monthly	Yearly				
Revenue (sales)							
Fish	4,500	135,000	1,620,000				
Total Sales (A)	4,500	135,000	1,620,000				
Less. Variable Expense							
Feed	4,050	121,500	1,458,000				
Total variable Expense (B)	4,050	121,500	1,458,000				
Contribution Margin (CM) [C=(A-B)	450	13,500	162,000				
Less. Fixed Expense							
Electricity Bill		1200	14,400				
Transportation		300	3,600				
Mobile Bill		500	6,000				
Salary (self)		5,000	60,000				
Total fixed Cost (D)		7,000	84,000				
Net Profit (E) [C-D)		6,500	78,000				

Investment Breakdown								
Particulars		Existing	3	Particulars	Proposed			Proposed
Particulars	Quantity	Price	Unit Price		Quantity	Price	Unit Price	Total
Feed	7	1860	13020	Feed	35	1860	65,100	78,120
Fish	90000	1	90000					90,000
Machinaries			25000					25,000
Others			1980	Others			4,900	6,880
Total			130,000				70,000	200,000

### **Source of Finance**

■ Entrepreneur's contibution 130000 ■ Investor's Investment 70000 ■ Total 200000



Financial Projection (BDT)						
Particular Daily Monthly 1st Year 2nd Year						
Revenue (sales)						
Fish	7,000	210,000	2,520,000	2,646,000	2,778,300	
Total Sales (A)	7,000	210,000	2,520,000	2,646,000	2,778,300	
Less. Variable Expense						
Feed	6,300	189,000	2,268,000	2,381,400	2,500,470	
Total variable Expense (B)	6,300	189,000	2,268,000	2,381,400	2,500,470	
Contribution Margin (CM) [C=(A-B)	700	21,000	252,000	264,600	277,830	
Less. Fixed Expense						
Electricity Bill		1260	15,120	15,876	16,670	
Transportation		330	3,960	4,158	4,366	
Mobile Bill		600	7,200	7,560	7,938	
Salary (self)		5,000	60,000	60,000	60,000	
Non Cash Item						
Depreciation		417	5,000	5,000	5,000	
Total Fixed Cost		7,607	91,280	92,594	93,974	
Net Profit (E) [C-D)		13,393	160,720	172,006	183,856	
Investment Payback			28,000	28,000	28,000	

### 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	70,000		
1.2	Net Profit	160,720	172,006	183,856
1.3	Depreciation (Non cash item)	5,000	5,000	5,000
1.4	Opening Balance of Cash Surplus		137,720	286,726
	Total Cash Inflow	235,720	314,726	475,582
2	Cash Outflow			
2.1	Purchase of Product	70,000		
2.2	Payment of GB Loan			
	Investment Pay Back (Including	28.000	28.000	38,000
2.3	Ownership Tr. Fee)	28,000	28,000	28,000
	Total Cash Outflow	98,000	28,000	28,000
3	Net Cash Surplus	137,720	286,726	447,582

### **SWOT ANALYSIS**

# Strength

Employment: Self: 01 Family:0 Others:0

Experience & Skill: 08 Years

Own Business: 08 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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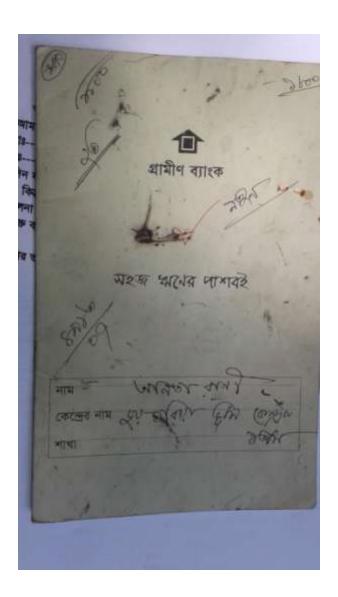
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আহি তাঁৰ তদিয়াত জীবনের উল্লেখ্য নাকণা ও মধন জালা কর্মই :

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# **FAMILY PICTURE**

