#### A Nobin Udyokta Project

## Ma Departmental Store



Presented by: Md.Sahab Uddin

NU Identified and PP Prepared by: Md.harun or rashid

Verified By: Zahidul ISlam

Noakhali Unit Anchal-2 GRAMEEN TRUST

#### BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA



Name	:	Md. Sahhab Uddin
Age	:	18/06/1998 (33Years)
Marital status	:	Unmarried
Children	:	N/A
No. of siblings:	:	07 Brother ,03 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 Father  Safia Khatun Abdul Goni Member From 01/02/2005 To 17/04/2013 Branch: Bizbag- Senbagh Centre no: 11/M Group: 05, Loanee No. 7628/01 First loan:5,000/- Existing loan: 35,000/- Outstanding: Nill
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	:	N/A N/A N/A N/A
Education	:	H.S.C

#### BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA



(Continued)

Present Occupation	:	GROCERY ITEM
		Collect raw materials from Chowmohani Bazar.
		Local Consumer are the target group.
Initial Investment	:	50,000/=
Trade License No		819/2017-2018
<b>Business Experience</b>	:	04Years.
And Training Info	:	Received training from Chowmohani Bazar for 02 years.
Other Own/Family Sources of Income	:	N/A
Other Own/Family Sources of Liabilities	:	N/A
NU Contact Info		01829-494155 (This number will be registered in SBMS System for Daily SMS)
NU Project Source/Reference	:	Noakhali Unit

#### BRIEF HISTORY OF GB LOAN Utilization by Family



NU's mother has been a member of Grameen Bank (GB) From 01/02/2005 to 17/04/2013. At first his mother took a loan amount of 5,000 BDT from Grameen Bank. She invested the money in NU's business. NU's mother gradually improved their life standard by using GB loan.

## PROPOSED BUSINESS Info.



Business Name	:	Ma Departmental store	
Address/ Location	:	Samir munsir hat , senbagh , Noakhali-3825.	
Total Investment in BDT	:	3,50,000/-	
Financing	:	Self BDT 2,80,000 (from existing business) Required Investment BDT <b>70,000/-(</b> as equity)	80% 20%
Present salary/drawings from business (estimates)	:	7,000/-	
Proposed Salary	:	7,000/-	
Proposed Business  (i) % of present gross profit margin  (ii) Estimated % of proposed gross profit margin  (iii) Agreed grace period	:	25% 25% 02 Months	

#### PRESENT & PROPOSED INVESTMENT Breakdown



Particulars	Existing Business (BDT)	Proposed (BDT)	Total (BDT)	
Investments in differen	t categories:	(1)	(2)	(1+2)
Present stock items: Advance- Furniture & Decoration Electric Items Grocery item & others item weight machine (Details attached in Next slide)	20,000 40,000 20,000 1,90,000 10,000/-	2,80,000/-	70,000	3,50,000
Proposed items:  (Details attached in Next slide) Grocery item(rice)50,000/- Coffee		70,000	70,000	
Total Capita	l	2,80,000/-	70,000	3,50,000

#### PRESENT & PROPOSED INVESTMENT Breakdown

(Continued)



Present Stock Items					
Product name	Amount				
Advance	20,000				
Soft Drinks	30,000				
Confectionary Item	20,000				
Cosmetics Item	25,000				
Decoration	40,000				
Grocery Item	1,15,000				
Freeze	20,000				
Weight machine	10,000				
Total Present Stock	2,80,000				

Proposed Items					
Product Name	Amount				
Rice Bosta	40,000				
Coffee Machine	30,000				
Total Proposed Stock	70,000				

#### EXISTING BUSINESS OPERATIONS Info.



Particulars	Existing Business (BDT)					
Particulars	Daily	Monthly	Yearly			
Sales (A)	3,000	90,000	10,80,000			
Less: Cost of sales (B)	2,400	72,000	8,64,000			
Gross Profit (C) [C=(A-B)]	600	18,000	2,16,000			
Less: Operating Costs						
Electricity bill		300	3,600			
Shop Rent		3,000	36,000			
Generator bill		200	2,400			
Night Guard bill		100	1,200			
Mobile bill		500	6,000			
Present salary/Drawings- self		7,000	72,000			
Conveyance or Transport]		700	8,400			
Others (fees, Entertainment, TL renew)		500	6,000			
Non Cash Item:						
Depreciation Expenses(10,000*10%+20,000*20%)		417	5,004			
Total Operating Cost (F)		12,717	1,52,660			
Net Profit (E-F):		5,283	63,396			

#### FINANCIAL PROJECTION OF NU BUSINESS PLAN



Particulars	Year 1 (BDT)		DT)	Year 2 (BDT)		
r ai liculai s	Daily	Monthly	Yearly	Daily	Monthly	Yearly
Sales (A)		2,80,000	33,60,000		2,80,000	33,60,000
Less: Cost of Sale (B)		2,24,000	26,88,000		2,24,000	26,88,000
Gross Profit (A-B)=(C)		56,000	6,72,000		56,000	6,72,000
Less: Operating Costs						
Electricity bill		4,000	48,000		4,000	48,000
Generator bill		200	2,400		200	2,400
Shop Rent		7,000	84,000		7,000	84,000
Night Guard bill		150	1,800		150	1,800
Mobile bill		500	6,000		500	6,000
Present salary/Drawings- self		6,000	72,000		6,000	72,000
Present salary/Drawings- staff		5,000	60,000		5,000	60,000
Conveyance or Transport		500	6,000		500	6,000
Others (fees, Entertainment, TL renew)		800	9,600		800	9,600
Non Cash Item:						
Depreciation Expenses		333	3,996		333	3,996
Total Operating Cost		24,483	2,93,796		24,483	2,93,796
Net Profit $(C-D) = (E)$		31,517	3,78,204		31,517	3,78,204
GT payback	42,000			42,000		
Retained Income:	3,38,204 3,36,204					

#### CASH FLOW Projection on Business Plan (Rec. & Pay.)



SI#	Particulars	Year 1 (BDT)	Year 2 (BDT)
1.0	Cash Inflow		
1.1	Investment Infusion by Investor	70,000	
1.2	Net Profit	3,78,204	3,78,204
1.3	Depreciation (Non cash item)	3,996	3,996
1.4	Opening Balance of Cash Surplus		3,40,200
	Total Cash Inflow	4,52,200	7,22,400
2.0	Cash Outflow		
2.1	Purchase of Product	70,000	
2.2	Payment of GB Loan		
	Investment Pay Back Including Ownership Tr.		
2.3	Fee	42,000	42,000
	Total Cash Outflow	1,12,000	42,000
3.0	Net Cash Surplus	3,40,200	6,80,400

#### **SWOT Analysis**



## STRENGTH

- NU is full time engaged with grocery business
- Skilled & Experience 04
- Good Communication System.
- No Credit Sale

## WEAKNESS

Lack of investment

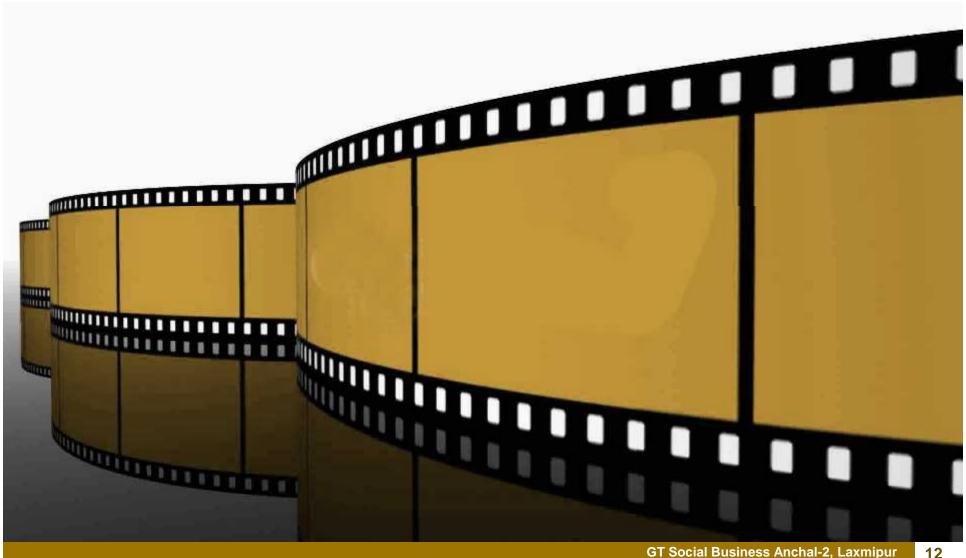
### **O**PPORTUNITIES

- Expansion Of Business
- Increasing the profitability

#### THREATS

- Grocery related disease
- Theft



















































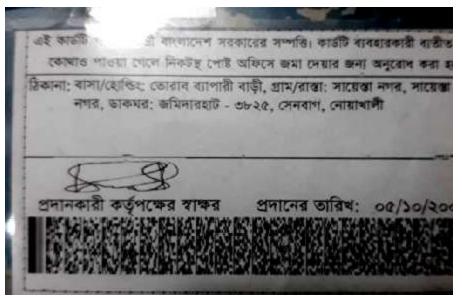




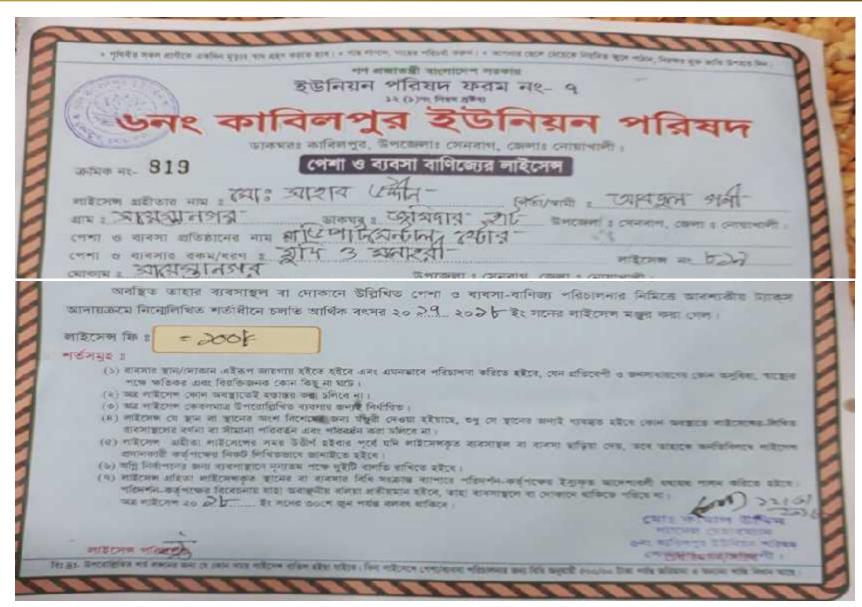




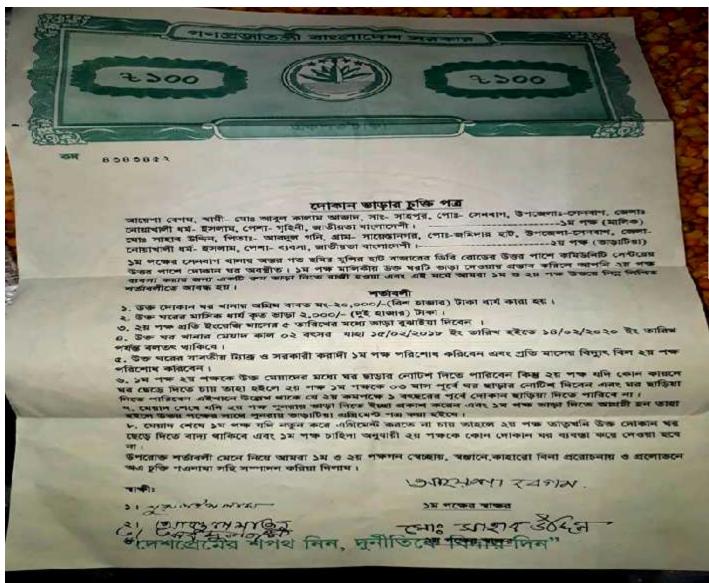




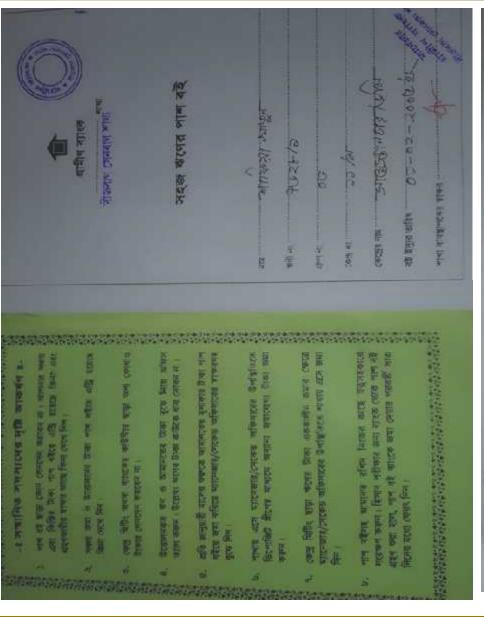
















# Presented at 242<sup>nd</sup> Internal Design Lab Regional-85 on March 22, 2018 at GT

