

Proposed NU Business Name : Saiful Store



29th SB Design Lab (executive session)
17th September, 2014 at Yunus Centre

BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA

Name and address	:	Md. Saiful Islam Vill: Mirjapur, Post: Mithapukur, Upazilla: Mithapukur, District: Rangpur
Age	:	27 Years
Marital status	:	Married
Children	:	1 (one) daughter
No. of siblings:	:	2 (two) brothers and 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 type="checkbox"/> Father <input checked="" type="checkbox"/> Mst. Shahida Begum Md. Abdul Hamid Branch: Mithapukur, Centre # 45/pu, Loan no.: 4054, Member since: October 14, 1984, First loan: Tk. 2,000, Existing loan: 20,000, Outstanding: 17,100
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 pays GB loan installment No Nil Nil Nil
Education, till to date	:	SSC pass

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 Training Info (years of experience, if s/he received any on- hand training, formal training, working experience as an apprentice etc.)	:	7 (seven) years experiences in this business. Started business with BDT 20,000 (twenty thousand). : He has no training
Other Own/Family Sources of Income	:	Father's income (Daily labourer in a mill, Irrigation pump and agriculture)
Other Own/Family Sources of Liabilities	:	Nil
Contact number	:	01763243571
National ID number	:	8515867774909
NU Project Source/Reference	:	GTT/GKF

BRIEF HISTORY OF GB LOAN UTILIZATION BY FAMILY

Entrepreneur's Father is a GB member since October 14, 1984. At first he took GB loan BDT 2,000 (two thousand). Gradually several times he took GB loan and utilized in agriculture.

PROPOSED NOBIN UDYOKTA BUSINESS INFO

Business Name	:	Saiful Store
Address/ Location	:	Nuton Bazar,
Total Investment in BDT	:	BDT 196,000
Financing	:	Self BDT 46,000 (from existing business) Required Investment BDT 150,000 (as equity)
Present salary/drawings from business (estimates)	:	BDT 3,500 (three thousand five hundred)
Proposed Salary	:	BDT 3,500 (four thousand)
Proposed Business Implementation Plan	:	
(i) % of present gross profit margin	(i)	On average 15%
(ii) Estimated % of proposed gross profit margin	(ii)	On average 15%
(iii) In future risk mgt. plan (from fire, disaster etc.)	(iii)	Keeping adequate sand and ensure source of water with precaution.

INFO ON EXISTING BUSINESS OPERATIONS

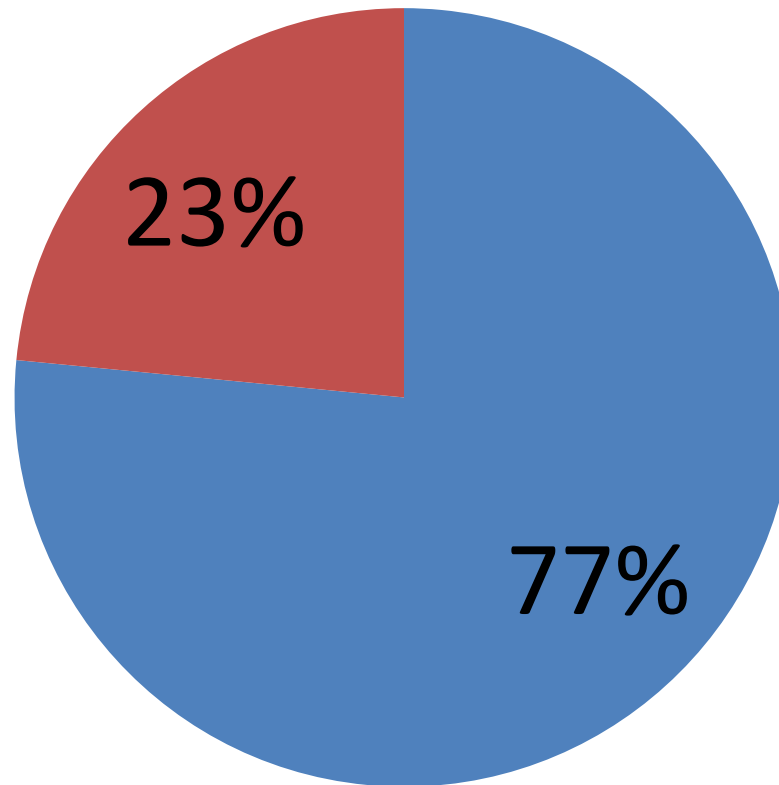
Particulars	Existing Business (BDT)		
	Daily	Monthly	Yearly
Sales (A)	1,500	39,000	468,000
Less: Cost of sales (B):	1,275	33,150	397,800
Gross profit (GP) [C=(A-B)]	225	5,850	70,200
Less: Operating Costs:			
Electricity bill		300	3,600
Generator bill		150	1,800
Shop Rent		300	3,600
Night guard bill		50	600
Entertainment		100	1,200
Mobile bill		300	3,600
Present salary/Drawings-self		3,500	42,000
Other Expenses		100	1,200
Non Cash Item:			
Depreciation Expenses		58	700
Total Operating Cost (D)		4,858	58,300
(C-D)Net Profit:		992	11,900

PRESENT & PROPOSED INVESTMENT BREAKDOWN

Particulars	Existing Business (BDT) (1)	Proposed (BDT) (2)	Total (BDT) (1+2)
Investments in different categories:			
Grocery items (Rice, Flour, Puffed rice, Oil, Sugar, Tea, vermicelli, Pulse, Salt, Spices, Onion, Garlic, Turmeric, Raisin, Cumin Seed, Packet milk, etc.)	20,000	45,000	65,000
Cosmetics items (Soap, Body lotion, Toothbrush, Toothpaste etc.)	7,000	20,000	27,000
Food items (Soft & Cold drinks, Icecream, Curd, Biscuit, Fried gram salted and spiced, cheeps, cakes etc.)	3,000	25,000	28,000
Others items (Cycle and Rickshaw parts, Torch light, Stationary, Firebox, Rope, Coil, Bag, Tissue, Nut and Betel leave etc.)	4,000	20,000	24,000
Refrigerator	-	35,000	35,000
Furniture and decoration	7,000	5,000	12,000
Advance shop rent	5,000	-	5,000
Total Capital	46,000	150,000	196,000

SOURCE OF FINANCE

- Investor's Investment BDT 150,000
- Entrepreneur's Contribution BDT 46,000
- Total Capital BDT 196,000



FINANCIAL PROJECTION OF NU BUSINESS PLAN

Particulars	Year 1 (BDT)			Year 2 (BDT)			Year 3 (BDT)			Year 4 (BDT)		
	Daily	Monthly	Yearly	Daily	Monthly	Yearly	Daily	Monthly	Yearly	Daily	Monthly	Yearly
Estimated Sales (A)	3,000	78,000	936,000	3,540	92,040	1,104,480	3,894	101,244	1,214,928	4,283	111,368	1,336,421
Less: Cost of sales (B):	2,550	66,300	795,600	3,009	78,234	938,808	3,310	86,057	1,032,689	3,641	94,663	1,135,958
Gross profit (GP) [C=(A-B)]	450	11,700	140,400	531	13,806	165,672	584	15,187	182,239	643	16,705	200,463
Less: Operating Costs:												
Electricity bill		450	5,400		500	6,000		520	6,240		550	6,600
Generator bill		150	1,800		170	2,040		190	2,280		210	2,520
Shop Rent		300	3,600		300	3,600		300	3,600		300	3,600
Night guard bill		50	600		70	840		90	1,080		100	1,200
Entertainment		100	1,200		120	1,440		120	1,440		150	1,800
Mobile bill (SMS & Reporting inclusive)		350	4,200		350	4,200		370	4,440		400	4,800
Ownership Transfer Fee		-	-		833	10,000		833	10,000		833	10,000
Proposed salary-self		3,500	42,000		4,500	54,000		5,500	66,000		6,500	78,000
Other Expenses		100	1,200		150	1,800		170	2,040		200	2,400
Non Cash Item:												
Depreciation Expenses		496	5,950		496	5,950		496	5,950		496	5,950
Total Operating Cost (D)	-	5,496	65,950	-	7,489	89,870	-	8,589	103,070	-	9,739	116,870
(C-D)Net Profit:		6,204	74,450	-	6,317	75,802	-	6,597	79,169	-	6,966	83,593
Retained Income:			74,450			150,252			229,421			313,014

Notes: 1. Agreed Grace period: One year.

2. Investment Payback schedule: Half yearly installment including ownership transfer fee from 2nd year

CASH FLOW PROJECTION ON BUSINESS PLAN

(REC. & PAY.)

Sl #	Particulars	Year 1 (BDT)	Year 2 (BDT)	Year 3 (BDT)	Year 4 (BDT)
1.0	Cash Inflow				
1.1	Investment Infusion by Investor	150,000	-	-	-
1.2	Net Profit	74,450	85,802	89,169	93,593
1.3	Depreciation Expenses (Non Cash Item)	5,950	5,950	5,950	5,950
1.4	Opening Balance of Cash Surplus	-	120,400	152,152	187,271
	Total Cash Inflow	230,400	212,152	247,271	286,814
2.0	Cash Outflow				
2.1	Purchase of products	110,000	-	-	-
2.3	Investment Pay Back including ownership transfer fee	-	60,000	60,000	60,000
	Total Cash Outflow	110,000	60,000	60,000	60,000
3.0	Net Cash Surplus	120,400	152,152	187,271	226,814

SWOT ANALYSIS

STRENGTH

- Present employment:
Self: 1 Family: 1 (brother)
Others (beyond family): 0
Future employment: 0
- Skill and experience;
- Good Reputation;
- Ownership in his own name;
- Keeping books of record.

WEAKNESS

- Can not supply products as per demand.

OPPORTUNITIES

- Location of shop;
- Fixed customer (retail & wholesale);
- Capital of the entrepreneur will be BDT 359,014 after 4 years excluding payback of investor's money.

THREATS

- Local competitor

Presented at 29th SB Design Lab (executive session)
on September 14, 2014 at Yunus Centre

Thank you

Pictures





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05/08/2023
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Thank You