

ALAL ELECTRIC



27th Design Lab

31 August 2014

Grameen Shakti SamaJik Byabosha Ltd.

Business Picture



MD ALAL UDDIN

NOBIN UDYOKTA (New Entrepreneur)



BRIEF BIO OF THE ENTREPRENEUR

Name	MD ALAL UDDIN
Father's Name	MD JAMAL UDDIN
Age	01-01-1984 <i>(30 Years)</i>
Contact No.	0177-4926568
Marital Status	Married
Education Qualification	S.S.C
Address	Vill: Morshida P.O: Elenga P.S: Kalihatit Dist: Tangail
Mother (Grameen Bank Borrower)	KODBANU BEGUM Member ID: 4549 , Centre No. 02 (Female), Group No.: 03 Branch: Elenga Kalihati GB Member: 07- 06-1994 <i>(20 Years)</i> Mobile Member: No Last Withdrawn Loan: 20,000 taka Outstanding Loan: 15,160 taka
Experience	Four year experience in running business. He is now interested to scale up his business.
Source	Grameen Shakti Samajik Byabosha Ltd.

Picture of NOBIN UDYOKTA & MOTHER



PROJECT SUMMERY



- ✓ Running a business with an experience of four years.
- ✓ All kinds of electric item like; Bulb, Switch, Switch Board, Electric Cable, Socket, Three Plug, Holder, Regulator etc are available.
- ✓ The entrepreneur repair damaged and fuse Energy lamp.
- ✓ The entrepreneur also repair fridge.
- ✓ The entrepreneur also has no other business.
- ✓ The shop is rented.
- ✓ Average 20% gain on purchase price.
- ✓ Business will be increase from the second year 10% gradually.
- ✓ Existing no employee & one employee will be appointed after getting equity fund.
- ✓ Collects goods from Nobabpur, Dhaka.

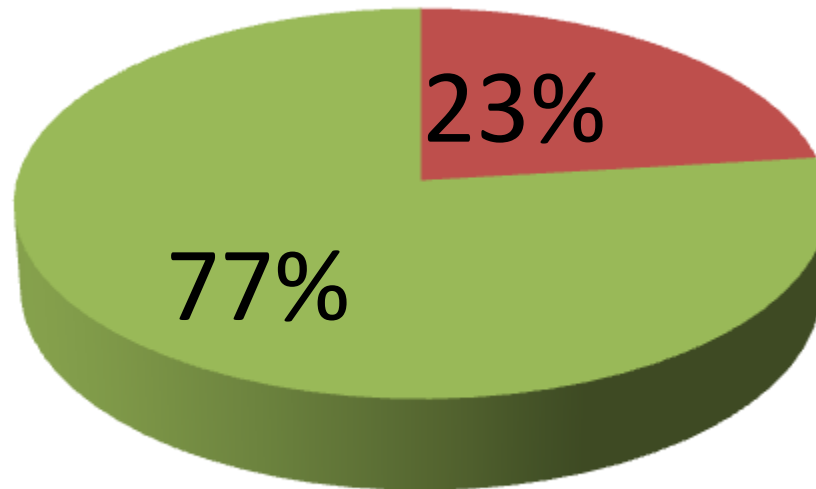
Existing Business			
BDT (TK)			
Particular	Daily	Monthly	Yearly
Revenue (sales)			
Bulb, Switch, Switch Board, Electric Cable, Socket, Three Plug, Holder, Regulator etc	1,200	36,000	432,000
Fuse Energy bulb repairing	70	2,100	25,200
Repairing Energy bulb sale	150	4,500	54,000
Fridge Repairing		2,000	24,000
Total Sales (A)	1,420	44,600	535,200
Less. Variable Expense			
Bulb, Switch, Switch Board, Electric Cable, Socket, Three Plug, Holder, Regulator etc	1,000	30,000	360,000
Fuse Energy bulb Purchase	10	300	3,600
Total variable Expense (B)	1,010	30,300	363,600
Contribution Margin (CM) [C=(A-B)]	410	14,300	171,600
Less. Fixed Expense			
Rent		2,000	24,000
Electricity Bill		1,000	12,000
Guard		200	2,400
Transportation		400	4,800
Mobile bill& Others		800	9,600
Total fixed Cost (D)		4,400	52,800
Net Profit (E) [C-D]		9,900	118,800

Investment Breakdown

Particulars	Existing	proposed	proposed Total
Bulb, Switch, Switch Board, Electric Cable,	25,000	1,00,000	1,25,000
Socket, Three Plug, Holder, Regulator	25,000	1,00,000	1,25,000
Repairing Equipment	10,000	-	10,000
Total	60,000	2,00,000	2,60,000

Source of Finance

- Entrepreneur's Contribution 60,000
- Investor's Investment 200,000
- Total 260,000



Financial Projection

BDT (TK)

Particular	Daily	Monthly	1st Year	2nd Year(+10%)	3rd year (+10%)
Revenue (sales)					
Bulb, Switch, Switch Board, Electric Cable, Socket, Three Plug, Holder, Regulator etc	3,600	108,000	1,296,000	1,425,600	1,568,160
Fuse Energy bulb repairing	70	2,100	25,200	27,720	30,492
Repairing energy bulb sale	300	9,000	108,000	118,800	130,680
Fridge Repairing		2,000	24,000	26,400	29,040
Total Sales (A)	3,970	121,100	1,453,200	1,598,520	1,758,372
Less. Variable Expense					
Bulb, Switch, Switch Board, Electric Cable, Socket, Three Plug, Holder, Regulator etc	3,000	90,000	1,080,000	1,188,000	1,306,800
Fuse Energy bulb repairing	20	600	7,200	7,920	8,712
Total variable Expense (B)	3,020	90,600	1,087,200	1,195,920	1,315,512
Contribution Margin (CM) [C=(A-B)]	950	30,500	366,000	402,600	442,860
Less. Fixed Expense					
Rent		2,000	24,000	25,200	26,460
Electricity Bill		1,000	12,000	12,600	13,230
Guard		200	2,400	2,520	2,646
Transportation		600	7,200	7,560	7,938
Salary (staff)		4,000	48,000	50,400	52,920
Salary (self)		5,000	60,000	63,000	66,150
Mobile, SMS Monitoring & Others		1,000	12,000	12,600	13,230
Total fixed Cost (D)		13,800	165,600	173,880	182,574
Net Profit (E) [C-D]		16,700	200,400	210,420	220,941
Investment Payback			80,000	80,000	80,000

Cash Flow Projection on business Plan (Rec & Pay)

<i>Sl #</i>	<i>Particulars</i>	<i>Year 1 (BDT)</i>	<i>Year 2 (BDT)</i>	<i>Year 3 (BDT)</i>
1	Cash Inflow			
1.1	Investment Infusion by Investor	200,000		
1.2	Net Profit (Ownership Tr. Fee added back)	200,400	210,420	220,941
1.3	Depreciation (Non cash item)			
1.4	Opening Balance of Cash Surplus		120,400	250,820
	Total Cash Inflow	400,400	330,820	471,761
2	Cash Outflow			
2.1	Purchase of Product	200,000		
2.2	Payment of GB Loan			
2.3	Investment Pay Back (Including Ownership Tr. Fee)	80,000	80,000	80,000
	Total Cash Outflow	280,000	80,000	80,000
3	Net Cash Surplus	120,400	250,820	391,761

Project Objectives

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graph LR; A[Project Objectives] --- B[Self employment for the promoter]; A --- C[Create employment opportunity for others]; A --- D[To provide best service in the community.]; A --- E[Contribute in improving of socio-economic condition];
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Self employment for the promoter

Create employment opportunity for others

To provide best service in the community.

Contribute in improving of socio-economic condition

Risk Factor & Risk Management

Risk Factor

- ❖ Theft.
- ❖ Political unrest (Strike & Blockade).

Risk Management

- ❖ Proper Security measure will be taken.



THANK YOU

MD ALAL UDDIN

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Grameen Shakti SamaJik Byabosha Ltd.