#### **A Nobin Udyokta Project**

# **Afrin Cosmetics**



NU Identified and PP Prepared by:
Md. Moslim Uddin, Dhamrai Unit
Verified By: Md. Ziaul Hoque



Presented by **Abul Hossain** 

### BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA



Name	:	Abul Hossain
Age	:	25/04/1981 (34 years 09 Months)
Marital status	:	Married (Wife Name: Fatima Begum)
Children	:	1 Son
No. of siblings:	:	03 Brother (NU) and 01 Sisters (Married)
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   Mst. Nori Begum  Jafor Ali  Member since: 05/03/2000  Branch: Baliyati, Centre no.13, Group:10  Loanee No: 6487 First loan:20,000/-  Total Amount Received: Tk. 150,000/-  Existing loan: N/A Outstanding: N/A
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, till to date	:	S.S.C

### BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA

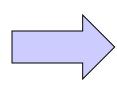
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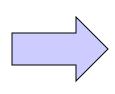
Present Occupation	-	Business (Cosmetics)
Trade License Number	•	224
Business Experiences	:	07 years
Other Own/Family Sources of Income		Business
Other Own/Family Sources of Liabilities	:	N/A
NU Contact Info	-	01922908705 Alternate Number:01795825264
NU Project Source/Reference	•	GT Dhamrai Unit Office, Dhaka

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





NU's mother has been a member of Grameen Bank under Baliyati Branch since 2000. NU's mother invested her previous GB loan in agriculture. NU's family got financial solvency through proper utilization of GB Loan



NU has been doing Cosmetics business since 2009 and its capital gained from his own earning source

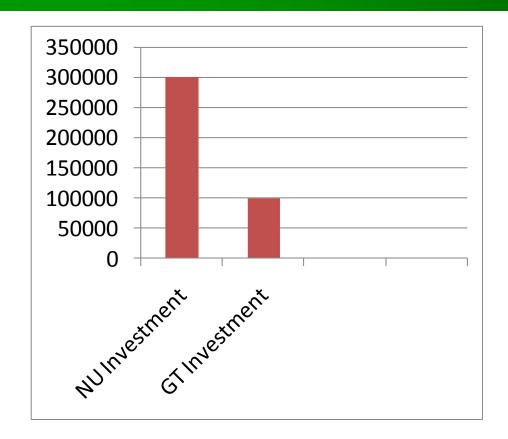
## PROPOSED BUSINESS Info.



Business Name	:	Afrin Cosmetics
Address/ Location	:	Saturia Bazaar, Saturia, Manikgong
Total Investment in BDT	:	BDT 400,000/-
Financing	:	Self BDT : 3,00,000 (from existing business) - 75% Required Investment BDT : 100,000 (as equity) - 25%
Present salary/drawings from business (estimates)	:	BDT 6,000
Proposed Salary		BDT 6,000
Proposed Business % of present gross profit margin	:	15%
Estimated % of proposed gross profit margin	:	15%
Agreed grace period	:	5 months

### Source of Finance and Business Implementation Plan





### **Proposed Plan:**

- -Buy products for increasing the volume of existing product
- Estimated Sales per day 3500 taka
- -The estimate profit is about 15% on sales
- -Products will buy from Dhaka
- Investment payback period 03 Years
- 01 employment will create

NU Investment: 75% GT Investment: 25%

## **EXISTING BUSINESS OPERATIONS Info.**



Particulars	Existing Business (BDT)				
T atticulars	Daily	Monthly	Yearly		
Sales (A)	2500	75,000	900,000		
Less: Cost of Sale (B)	2125	63,750	765,000		
Gross Profit (15%) (A-B)= [C]	375	11,250	135,000		
Less: Operating Costs					
Electricity bill		200	2,400		
Mobile Bill		200	2,400		
Shop Rent		1200	14400		
Salary from business		6,000	72,000		
Others (TL Fee, Entertainment, Night Guard Bill)		100	1,200		
Non Cash Item:					
Depreciation Expenses(20,000*15%)		250	3,000		
Total Operating Cost (D)		7950	95,400		
Net Profit (C-D):		3300	39,600		

### PRESENT & PROPOSED INVESTMENT Breakdown



Particulars	Existing Business (BDT)	Proposed (BDT)	Total (BDT)
Investments in different categories:	(1)	(2)	(1+2)
Present items: Furniture and Fan Advance Cash in hand	174,000 20,000 1,00,000 6,000		300,000
Proposed Items:		100,000	100,000
Total Capital	300,000	100,000	4,00,000

Details present Stock & Proposed Items mentioned in next slide

### PRESENT & PROPOSED INVESTMENT Breakdown

(Continued)



#### **Present item**

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Product name	Amount
Soap (1000)	30,000
Face Wash and Scrub (40)	10,000
Body Spray and Perfume (40)	14,000
Shampoo (50)	15,000
Hair Color Cream	5,000
Choori, Liner, Hair Clip	20,000
Snow (100)	10,000
Lotion (40)	10,000
Toothpaste, Tooth brush	5,000
Hair oil (50)	15,000
Bra, Panty	5,000
Mehedi, Cho Cho, Calculator	10,000
Ear dul, Parse, Lipstick	5,000
Savion, VIM, Eyebrow	8,000
Breast Cream, Golap Jol	2,000
Indian Fairness Cream	5,000
Telcom Powder, Ator, Lip Gel	5,000
Total	174,000

### **Proposed Item**

Product Name	Amount
Umbrella (100)	40,000
Football (50)	30,000
Choori, Parse, Lipstick	10,000
Hair Oil (20)	5,000
Telcom Powder (40)	5,000
Face Wash and Scrub(20)	5,000
Indian Fairness Cream(20)	5,000
Total	100,000

## FINANCIAL PROJECTION OF NU BUSINESS PLAN



Particulars	Year 1 (BDT)			Year 2 (BDT)			Year 3 (BDT)		
Faiticulais	Daily	Monthly	Yearly	Daily	Monthly	Yearly	Daily	Monthly	Yearly
Sales (A)	3500	105,000	1260,000	4,000	120,000	14,40,000	4500	135000	1620,000
Less: Cost of Sale (B)	2975	89,250	1071,000	3400	102,000	12,24,000	3825	114,750	1377,000
Gross Profit 15% (A-B)=(C)	525	15,750	189,000	600	18,000	216,000	675	20,250	243,000
Less operating cost:									
Electricity bill		300	3600		400	4,800		500	6,000
Mobile Bill		300	3600		400	4,800		500	6,000
Shop Rent		1200	14400		1200	14400		1200	14400
Employee (01)		3,000	36,000		3,000	36,000		3,000	36,000
Salary from Business		6,000	72,000		6000	72,000		6000	72,000
Others (TL fee, Entertainment)		200	2400		200	2400		200	2400
Depreciation Expenses		250	3,000		250	3,000		250	3,000
Total Operating Cost (D)		11,250	135,000		11,450	137,400		11,650	139,800
Net Profit (C-D) = (E)		4500	54,000		6,550	78,600		8,600	103,200
Gt payback			40,000			40,000			40,000
Retained Income:	14,000			38,600		63,200			

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



SI#	Particulars	Year 1 (BDT)	Year 2 (BDT)	Year 3 (BDT)
1.0	Cash Inflow			
1.1	Investment Infusion by Investor	100,000	0	0
1.2	Net Profit (Ownership Tr. Fee added back)	54,000	78,600	103,200
1.3	Depreciation (Non cash item)	3,000	3,000	3,000
1.4	Opening Balance of Cash Surplus	0	17,000	58,600
	Total Cash Inflow	157,000	98,600	164,800
2.0	Cash Outflow			
2.1	Purchase of Product	100,000	0	0
2.2	Investment Pay Back (Including Ownership Tr. Fee)	40,000	40,000	40,000
	Total Cash Outflow	140,000	40,000	40,000
3.0	Net Cash Surplus	17,000	58,600	124,800

### **SWOT Analysis**



# Strength

- Environment-Friendly.
- Skilled & 07 Years of Experience
- Position of his shop in front of the market.
- Book keeping maintain properly

## WEAKNESS

Lack of Investment

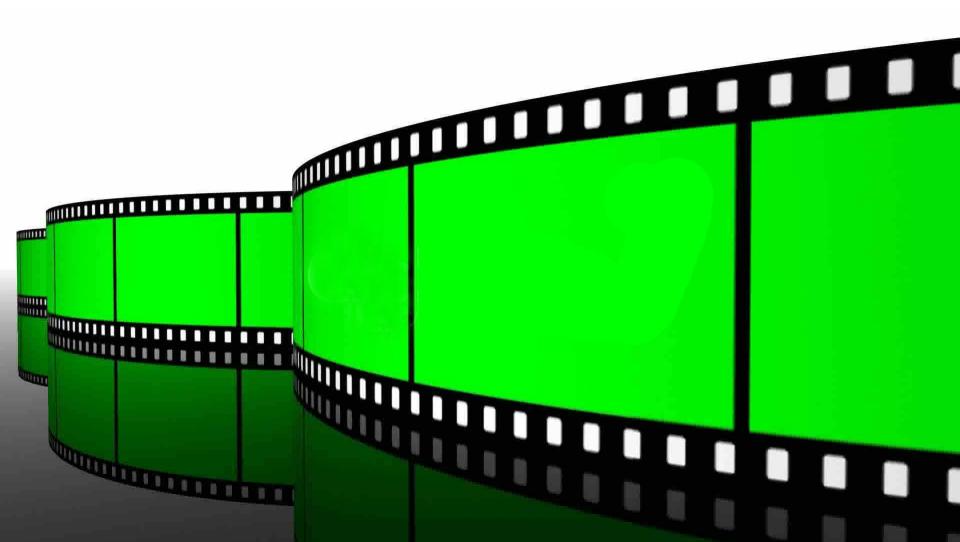
## **O**PPORTUNITIES

- Expansion of Business
- Increasing the number of customer

### ${ m T}_{ m HREATS}$

- Competitor may arise
- Theft
- Fire





### **NU With Mother**













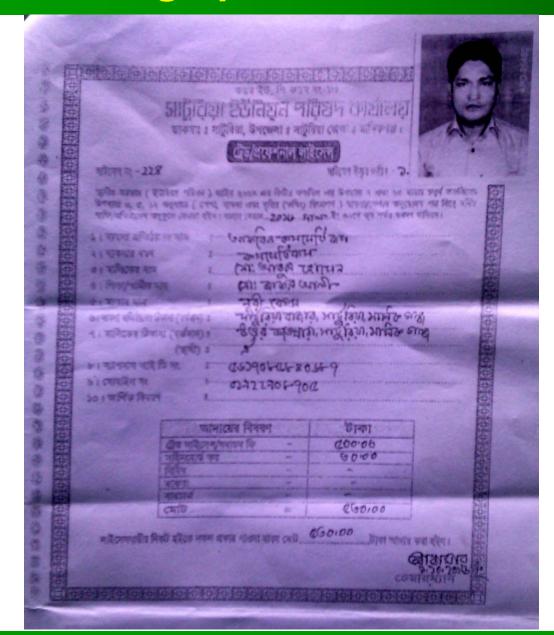




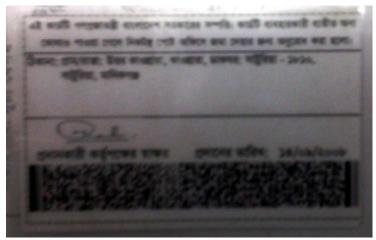




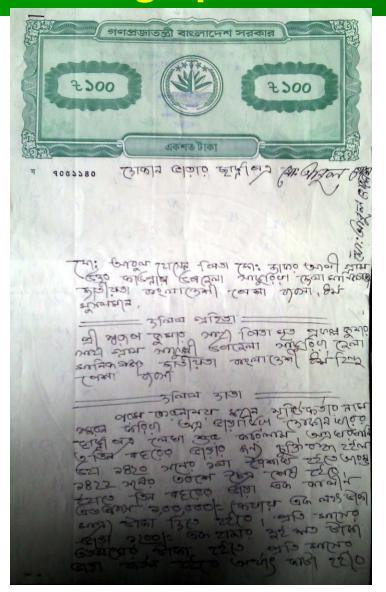


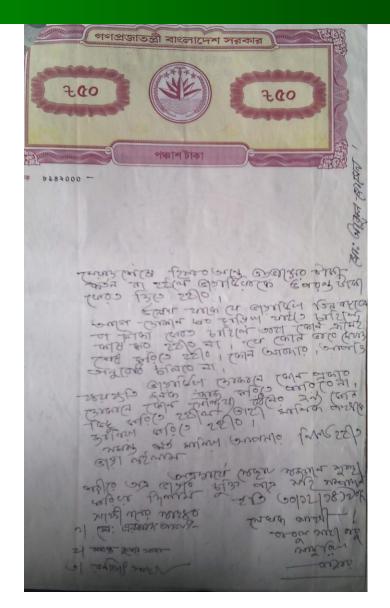


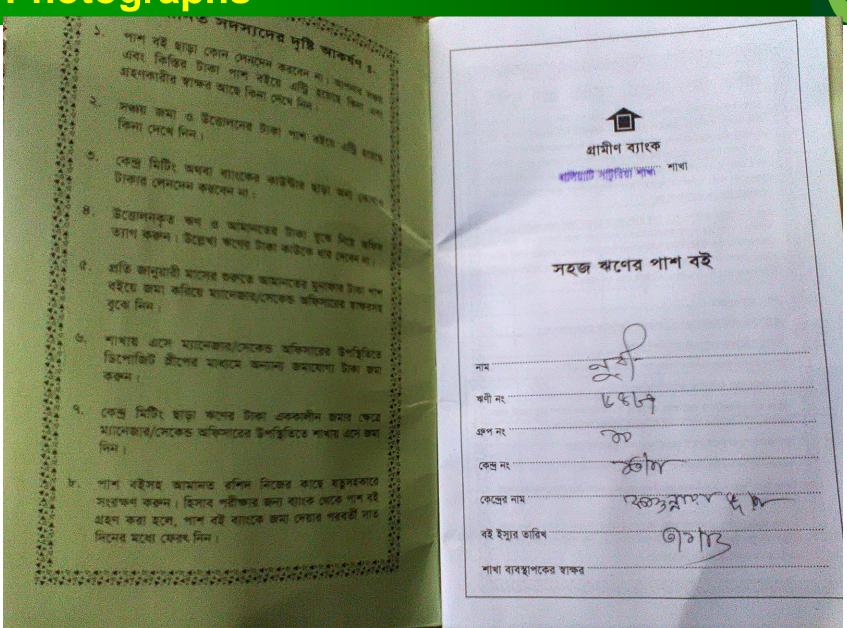




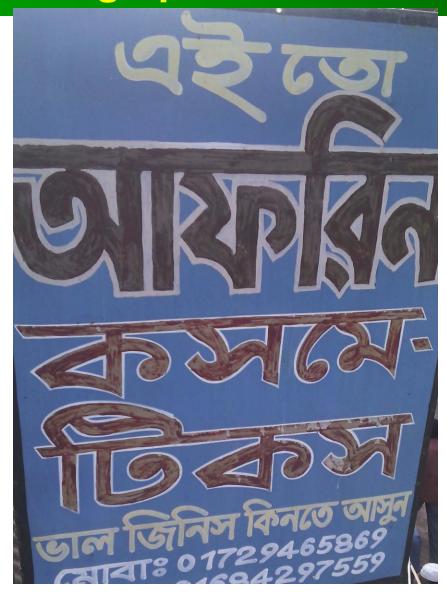












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04-12-15	7400	04-01-16	9200
05-18-15	6400	05-01-16	5600
01-12-15	4500	56-01-16	9500
07-12-15	5500	57-01-16	9300
0.8-12-15	4500	08-60-14	15500
09-12-15	6900	09-01-16	9200
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17-12-15	7200	17-01-16	16700
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21-12-15		25-07-16	4800
7-12-15	7900	26-07-16	7000
28-12-15	6300	27-07-16	6000
19-12-15	5,600	28-07-16	10900
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Presented at

33th Internal Design Lab
on March --, 2016 at GT

