#### Proposed NU Business Name: M/S TALHA DAIRY FIRM



Project identification and prepared by: Md Majnu Hossain, Sherpur Unit, Bogra

Project verified by: MD. Mozaharl Islam Sarker



Brief Bio of The Proposed Nobin Udyokta						
Name	:	UMME HABIBA				
Age	:	03-05-19982(34 Years)				
Education, till to date	:	Class 10				
Marital status	••	Married				
Children	:	01 Son & 1 Daughter				
No. of siblings:	:	03 Brothers & 01 Sisters				
Address	:	Vill: Bagra Bosti, P.O: Sherpur , P.S: Sherpur Dist: Bogra				
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  NASEMA  MD . HABIBOR RAHMAN  Branch: Namuza, Bogra , Centre #33 (Female),  Member ID: 7952, Group No: 10  Member since: 10-10-1991 (25 Years)  First loan: BDT 2000				
Further Information: (v) Who pays GB loan installment (vi) Mobile lady (vii) Grameen Education Loan (viii) Any other loan like GB, BRAC ASA etc	: : :	Existing Loan: BDT 90,000, Outstanding loan: BDT 4,830 Father No 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 and	:	05 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.	:	01735-636453
Mother's Contact No.	:	01733-164406
NU Project Source/Reference	:	Grameen Shakti Samajik Byabosha Ltd. Sherpur Unit, Bogra

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

**NASEMA** joined Grameen Bank since 25 years ago. At first she took 2000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

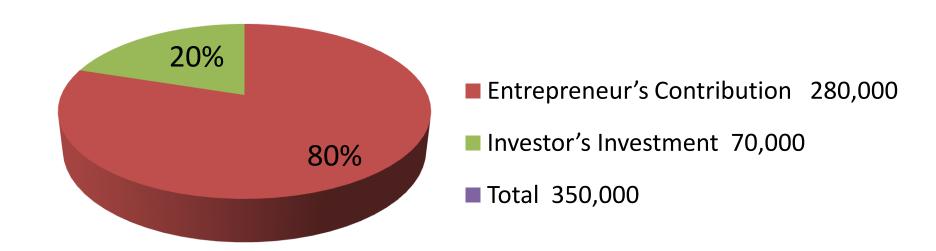
Proposed Nobin Udyokta Business Info					
Business Name	:	M/S TALHA DAIRY FIRM			
Location	:	Bagra Bosti, Sherpur, Bogra			
Total Investment in BDT	:	BDT 350,000/-			
Financing	:	Self BDT 280,000/-(from existing business) 80% Required Investment BDT 70,000/-(as equity) 20%			
Present salary/drawings from business (estimates)	:	BDT 5,000/-			
Proposed Salary	:	BDT 5,000/-			
Size of shop	:	22 ft x 10 ft= 220 square ft			
Implementation	:	<ul> <li>The business is planned to be scaled up by investment in existing goods like; Milk etc.</li> <li>The business is operating by entrepreneur. Existing no employee.</li> <li>One will be appointed in the future.</li> <li>Collects goods from Sherpur, Bogra</li> <li>Agreed grace period is 3 months.</li> </ul>			

# **Existing Business (BDT)**

Particular	Daily	Monthly	Yearly
Revenue(Sales)	Bany	IVIOITEITIY	rearry
	600	19,000	216 000
Milk (12*50)		18,000	216,000
Total Sales (A)	600	18,000	216,000
Less Variable Expense			
Cow feed	600	18000	18900
Total variable Expense (B)	600	18000	18900
Contribution Margin (CM) [C=(A-B)	600	18,000	216,000
Less Variable Expense			
Electricity bill		100	1,200
Transportation		200	2,400
Salary (self)		5,000	60,000
Entertainment		200	2,400
Feed & Medicine		7000	84000
Mobile bill		300	3600
Total fixed cost (D)		12,800	153,600
Net Profit (E)= [C-D]		5,200	62,400

Investment Breakdown								
Existing				Proposed				
Particulars	Qty.	Unit Price	Amount (BDT)	Qty. Unit Amount Propos Price (BDT) Total				
Australian Cow	2	100000	200,000	1	70000	70,000	270,000	
Ох	2	40000	80,000	0	0	0	80,000	
Calf	1	15000	15,000	0	0	0	15,000	
Total	5		295,000	1		70,000	365,000	

### **Source of Finance**



Financial Projection (BDT)							
Particular	Daily	Monthly	1st Year	2nd Year	3rd Year		
Revenue (sales)							
Cloths	3,500	105,000	1,260,000	1,323,000	1,389,150		
Total Sales (A)	3,500	105,000	1,260,000	1,323,000	1,389,150		
Less. Variable Expense							
Cloths	2,625	78,750	945,000	992,250	1,041,863		
Total variable Expense (B)	2,625	78,750	945,000	992,250	1,041,863		
Contribution Margin (CM) [C=(A-B)	875	26,250	315,000	330,750	347,288		
Less. Fixed Expense							
Electricity bill		100	1,200	1,200	1,200		
Transportation		200	2,400	3,000	4,000		
Salary (self)		5,000	60,000	60,000	6,000		
Entertainment		200	2,400	3,000	3,000		
Feed & Medicine		7000	84,000	84,000	84,000		
Mobile bill		300	3,600	4,000	4,500		
Total Fixed Cost		12,800	153,600	155,200	102,700		
Net Profit (E) [C-D)		13,450	161,400	175,550	244,588		
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	161,400	175,550	244,588
1.3	Depreciation (Non cash item)		-	-
1.4	Opening Balance of Cash Surplus		133,400	280,950
	Total Cash Inflow	231,400	308,950	525,538
2	Cash Outflow			
2.1	Purchase of Product	70,000		
2.2	Payment of GB Loan			
	Investment Pay Back (Including			
2.3	Ownership Tr. Fee)	28,000	28,000	28,000
	Total Cash Outflow	98,000	28,000	28,000
3	Net Cash Surplus	133,400	280,950	497,538

### SWOT ANALYSIS

# Strength

Employment: Self: 02 Family:0 Others:0

Experience & Skill: 07 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

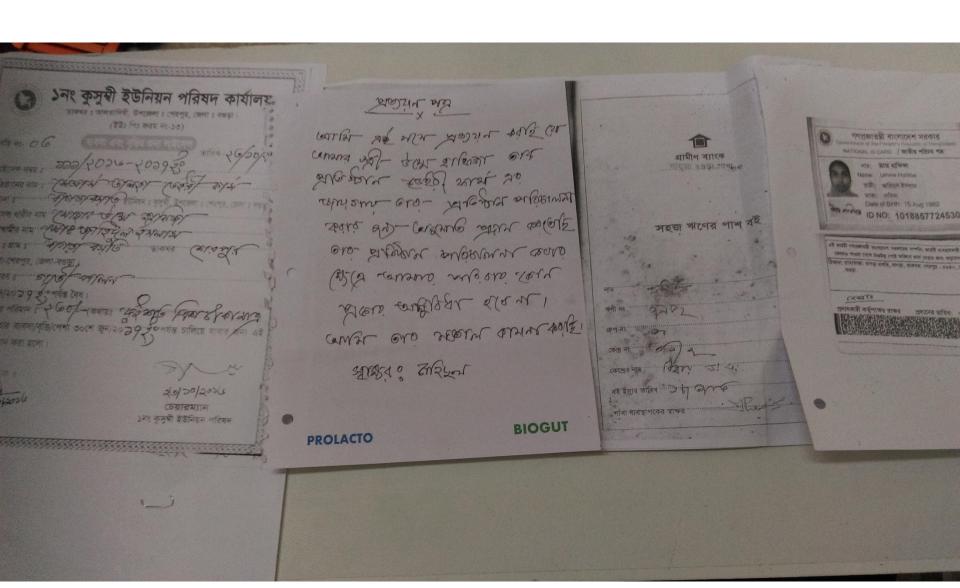
# Pictures











# **FAMILY PICTURE**

