

Proposed NU Business Name : **Elias Store**



27th Design Lab

31 August 2014

BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA

Name and address	:	Md. Yunus Ali, Vill: Dharmeshar, Union: Kursha, Post: Mirbug, Thana: Kaunia, Dis: Rangpur
Age	:	27 Years
Marital status	:	Married
Children	:	01
No. of siblings:	:	03 Brothers, 01 Sister
Parent's and GB related Info:		
(i) Who is GB member	:	Mother <input type="checkbox"/> Father <input checked="" type="checkbox"/>
(ii) Mother's name	:	Mrs. Rejia Begum
(iii) Father's name	:	Mr. Md. Ramjan Ali
(iv) GB member's info	:	<i>Branch: Mirbag, Rangpur, Centre # 15/Pu, Loan no.: 3664, Member since 1992, First loan: Tk. 2,500 Existing loan: Tk. 35,000, Outstanding: Tk.2,765</i>
Further Information:		
(v) Who pays GB loan installment	:	Younger Brother
(vi) Mobile lady	:	No
(vii) Grameen Education Loan	:	No
(viii) Any other loan	:	No
Education, till to date	:	Class Eight

BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA (CONT...)

Present Occupation (Besides own business, i.e., persuading further studies, other business etc.)	:	Besides this business he has few mortgaged land and a cow in his house
Business Experiences and Training Info (years of experience, if s/he received any on- hand training, formal training, working experience as an apprentice etc.)	:	14 Years in selling grocery products and started business with only Tk. 500 : He has no training
Other Own/Family Sources of Income	:	His other income comes from agricultural and farming. His elder brother has engaged in cultivation and other one is doing job in a garment at Dhaka.
Other Own/Family Sources of Liabilities	:	No
NU Project Source/Reference	:	Grameen Krishi Foundation and GTT

BRIEF HISTORY OF GB LOAN UTILIZATION BY FAMILY

- Mr. Md. Ramjan Ali took loan amounting tk.2,500 from Grameen Bank in the year of 1992 for purchasing of land.
- After that he also took loan for his business purpose and managed his family.

PROPOSED NOBIN UDYOKTA BUSINESS INFO

Business Name	:	<i>Elias Store</i>
Address/ Location	:	Bijoler Gunti Bazar, Mirbag
Total Investment in BDT	:	Tk. 134,000
Financing	:	Self Tk. 44,000 (from existing business) 33% Required Investment Tk. 90,000 (as equity) 67%
Present salary/drawings from business (estimates)	:	Taka 6,000
Proposed Salary		Taka 6,500
Proposed Business Implementation Plan		
(i) % of present gross profit margin	:	On an average 10%
(ii) Estimated % of proposed gross profit margin	:	On an average 11%
(iii) In future risk mgt. plan (from fire, disaster etc.)	:	In case of increase of competitor he will maintain good relationship among existing customer and new also.

INFO ON EXISTING BUSINESS OPERATIONS

Particulars	Existing Business (BDT)		
	Daily	Monthly	Yearly
Sales Income (A)	5,000	130,000	1,560,000
<i>Less: Cost of sales (B)</i>	4,500	117,000	1,404,000
Gross Profit (C) [C=(A-B)]	500	13,000	156,000
<i>Less: Operating Costs</i>			
Electricity bill		200	2,400
Shop Rent		100	1,200
Night Guard bill		150	1,800
Entertainment		300	3,600
Present salary/Drawings- self		6,000	72,000
Transport		500	6,000
Other cost		300	3,600
Non Cash Item:			
Depreciation Expenses		33	400
<i>Total Operating Cost (D)</i>		7,583	91,000
Net Profit (C-D):		5,417	65,000

PRESENT & PROPOSED INVESTMENT BREAKDOWN

Particulars	Existing Business (BDT) (1)	Proposed (BDT) (2)	Total (BDT) (1+2)
Investments in different categories:			
(i) Different kind of grocery items (Rice, flour, sugar, soya been oil, soap etc.)	33,600	70,000	103,600
(ii) Different kind of cosmetic items (snow, powder, oil, chain, hair color etc.)	6,400	20,000	26,400
(ii) Furniture and decoration	4,000	-	4,000
Total Capital	44,000	90,000	134,000

FINANCIAL PROJECTION OF NU BUSINESS PLAN

Particulars	Year 1 (BDT)			Year 2 (BDT)			Year 3 (BDT)		
	Daily	Monthly	Yearly	Daily	Monthly	Yearly	Daily	Monthly	Yearly
Sales Income (A)	6,000	156,000	1,872,000	6,600	171,600	2,059,200	7,260	188,760	2,265,120
Less: Cost of sales (B)	5,340	138,840	1,666,080	5,874	152,724	1,832,688	6,461	167,996	2,015,957
Gross Profit (C) [C=(A-B)]	660	17,160	205,920	726	18,876	226,512	799	20,764	249,163
Less: Operating Costs									
Electricity bill		200	2,400		250	3,000		300	3,600
Shop Rent		100	1,200		100	1,200		100	1,200
Night Guard bill		150	1,800		150	1,800		150	1,800
Entertainment		300	3,600		300	3,600		300	3,600
Mobile bill (SMS & Reporting)		200	2,400		200	2,400		200	2,400
Transport		500	6,000		500	6,000		500	6,000
Invstment Repayment		-	-		3,333	40,000		4,167	50,000
Ownership Transfer Fees		-	-		667	8,000		833	10,000
Proposed salaries- self		6,500	78,000		6,500	78,000		6,500	78,000
Other cost		300	3,600		300	3,600		300	3,600
Non Cash Item:									
Depreciation Expenses		33	400		33	400		33	400
Total Operating Cost (D)		8,283	99,400		12,333	148,000		13,383	160,600
Net Profit (C-D):		8,877	106,520		6,543	78,512		7,380	88,563
Retained Income			106,520			185,032			273,595

Notes:

1. Agreed Grace Period: 01 Year
2. Pay back: Within 03 Years and installment payment in every month from 2nd year.

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>
1.0	Cash Inflow			
1.1	Investment Infusion by Investor	90,000	-	-
1.2	Net Profit (Ownership Tr. Fee & Investment added back)	106,520	126,512	148,563
1.3	Depreciation	400	400	400
1.4	Opening Balance of Cash Surplus	-	106,920	185,832
	Total Cash Inflow	196,920	233,832	334,795
2.0	Cash Outflow			
2.1	Purchase of Product	90,000	-	-
2.2	Payment of GB Loan	-	-	
2.3	Investment Pay Back (Including Ownership Tr. Fee)	-	48,000	60,000
	Total Cash Outflow	90,000	48,000	60,000
3.0	Total Cash Surplus	106,920	185,832	274,795

SWOT ANALYSIS

STRENGTH

- Present employment:
Self: 01 Family: 0
Others (beyond family): 0
- Future employment: 01
- Ownership of Business: Own
- Large daily sale to hotel (Flour, oil, sugar)
- Experience and renown (14Y)

WEAKNESS

- Credit sale (But realize fully)
- Can not provide goods as necessary

OPPORTUNITIES

- Located in market place
- Three hotels and one brick field near the shop
- The capital of Entrepreneur will be Tk. 363,000 after 4 years.

THREATS

- Increase of competitors

Presented at 27th Executive Design Lab
on 31st August at Yunus Center

Thank you

Pictures





Thank You