

# M/S SHARIF SANITARY



# MD SALMAN HOSEN

## NOBIN UDYOKTA (New Entrepreneur)



# Brief Bio of Promoter

<b>Name</b>	<b>MD SALMAN HOSEN</b>
<b>Father's Name</b>	<b>MD SAFIZUL ISLAM</b>
<b>Age</b>	16-07-1995 (19Years)
<b>Contact No.</b>	01680-426034
<b>Marital Status</b>	Single
<b>Address</b>	Vill: Holan, P.O: Dokshinkhan P.S: Dokshinkhan Dist: Dhaka
<b>Mother (Grameen Bank Borrower)</b>	<b>SHAHIDA</b> Member ID: 1158, Centre No. 05 (Female), Group No.: 02 Branch: Dokshinkhan Uttara Branch GB Member: 01-04-2004 (10 Years) Outstanding Loan: TK.31,300
<b>Education Qualification</b>	S.S.C
<b>Experience</b>	Six years experience in running business. He is now interested to scale up his running business.

# PICTURE OF NOBIN UDYOKTA & MOTHER



# Project Summery

- ✓ Running a sanitary business with an experience of six years.
- ✓ All kinds of sanitary item like; Pipe, Basin, Commode, Fittings, Water Tape, Burner, Water Tank Etc. are available.
- ✓ Retailer of sanitary item.
- ✓ Average 10% gain on sales.

# Project Objectives

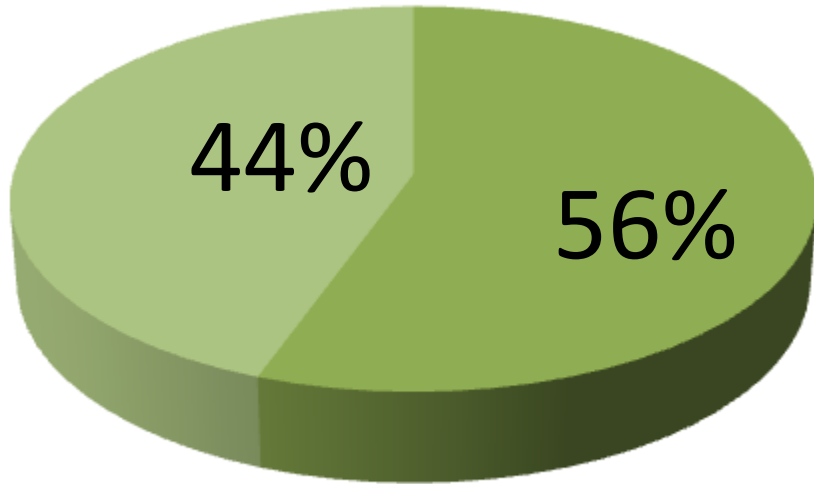
- Self employment for the promoter
- Create employment opportunity for others
- Ensure quality service to community.
- Contribute in improving of socio-economic condition



# Investment Breakdown

Particulars	Existing	Proposed	proposed Total
Basin & Commode	1,50,000	1,00,000	2,50,000
Pipe	2,50,000	2,00,000	4,50,000
Fittings	20,000	10,000	30,000
Others	80,000	90,000	1,70,000
<b>Total</b>	<b>5,00,000</b>	<b>4,00,000</b>	<b>9,00,000</b>

# Means of Finance



■ Entrepreneur's Contribution 500,000

■ Investor's Investment 400,000

■ Total 900,000



# Existing Business

BDT(TK)

Particular	Monthly	Yearly
<b>Expense</b>		
Basin (15pcs x 3000)	45,000	540,000
Commode (4pcs x 5500)	22,000	264,000
Pipe (6", 4", 2" ,1.5")	90,000	1,080,000
Fittings (6", 4", 2" ,1.5")	20,000	240,000
Water Tape, Tube-Well, Burner, Water Tank Etc.	60,000	720,000
Rent	3,000	36,000
Electricity	500	6,000
Transportation	4,000	48,000
Others	1,000	12,000
<b>Total</b>	<b>245,500</b>	<b>2,946,000</b>
<b>Revenue(10%)</b>		
Basin	49,500	594,000
Commode	24,200	290,400
Pipe	99,000	1,188,000
Fittings	22,000	264,000
Water Tape, Tube-Well, Burner, Water Tank Etc.	66,000	66,000
<b>Total</b>	<b>260,700</b>	<b>3,128,400</b>
<b>Net Profit</b>	<b>15,200</b>	<b>182,400</b>

# Financial Projection

BDT(TK)				
Particular	Monthly	1st Year	2nd Year+2%	3rd Year+2%
<b>Expense</b>				
Basin (20pcs x 3000)	60,000	720,000	734,400	749,088
Commode (6pcs x 5500)	33,000	396,000	403,920	411,998
Pipe (6", 4", 2" ,1.5")	150,000	1,800,000	1,836,000	1,872,720
Fittings	40,000	480,000	489,600	499,392
Water Tape, Tube-Well, Burner, Water Tank Etc.	90,000	1,080,000	1,101,600	1,123,632
Rent	3,000	36,000	36,720	37,454
Electricity	600	7,200	7,344	7,491
Transportation	6,000	72,000	73,440	74,909
Salary (Manager)	5,000	60,000	61,200	62,424
Others	2,000	24,000	24,480	24,970
<b>Total</b>	<b>389,600</b>	<b>4,675,200</b>	<b>4,908,960</b>	<b>5,154,408</b>
<b>Revenue(11%)</b>				
Basin	66,600	799,200	815,184	831,488
Commode	36,630	439,560	448,351	457,318
Pipe	166,500	1,998,000	2,037,960	2,078,719
Fittings	44,400	532,800	543,456	554,325
Water Tape, Tube-Well, Burner, Water Tank Etc.	99,900	1,198,800	1,222,776	1,247,232
<b>Total</b>	<b>414,030</b>	<b>4,968,360</b>	<b>5,216,778</b>	<b>5,477,617</b>
<b>Net Profit</b>	<b>24,430</b>	<b>293,160</b>	<b>307,818</b>	<b>323,209</b>
<b>Investment payback</b>		<b>160,000</b>	<b>160,000</b>	<b>160,000</b>

# Risk Factor & Risk Management

## Risk Factor

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

## Risk Management

- ❖ Proper Security measure will be taken.
- ❖ Adequate precaution will be taken.
- ❖ Close market watch to compete.

# Business Picture



**THANK YOU**

**Grameen Shakti Samajik Byabosha Ltd.**