SUBMITTED TO: BANK OF CEYLON (BOC)

PROJECT PROPOSAL

BUSINESS EXPANSION & INVENTORY ENHANCEMENT

Business Name:	**K P S Super**
Nature of Business:	Supermarket Style Retail & Fast-Moving Consumer Goods Store
Proprietor Name:	**Kariyawasam Pathiranage Sarath Kumarasiri**
National ID Number:	197119901972
Business Address:	Oththappuwa Pansal Handiya, Galadiwulwewa
Loan Purpose:	**Business Expansion & Inventory Stock Enhancement**
Commencement Date:	March 26, 2025

REQUESTED LOAN AMOUNT

LKR 3,000,000.00

(SRI LANKAN RUPEES THREE MILLION ONLY)

Galadiwulwewa | Anuradhapura District | Sri Lanka

1. Business & Owner Profile

"K P S Super" is a well-established supermarket-style retail outlet located at Oththappuwa Pansal Handiya, Galadiwulwewa, Anuradhapura, established on March 26, 2025. The core operational objective of the enterprise is to provide high-quality essential groceries, food items, and daily household supplies under one roof to meet the growing consumer demands in the area.

Field Description	Details
Proprietor Name	**Kariyawasam Pathiranage Sarath Kumarasiri**
National Identity Card (NIC)	197119901972
Business Premises Address	Oththappuwa Pansal Handiya, Galadiwulwewa
Date of Business Commencement	March 26, 2025
Premises Occupancy	Rented Premises (Monthly Rent: LKR 20,000.00)

2. Business Background & Purpose of Loan

The primary objective of this project proposal is to secure a business expansion loan facility of **LKR 3,000,000.00 (LKR 3 Million)** to undertake **Business Modernization** and **Bulk Inventory Enhancement**. Currently, the store maintains an inventory stock worth approximately LKR 4 Million. However, to meet the accelerating regional consumer demand, expanding inventory depth and introducing modern display and cold storage infrastructure is vital.

Key Project Objectives:

- Purchasing high-volume bulk inventory to offer a wider product range and branded FMCG items.
- Installing modern supermarket display racks, commercial deep freezers, and beverage coolers.
- Upgrading interior lighting and implementing a computerized POS (Point of Sale) billing system to optimize operational efficiency.

3. Current Business Performance

Since its launch, K P S Super has built a loyal customer base and achieved steady financial growth. The existing key financial metrics are detailed below:

Operational Metric	Value (LKR)
Average Daily Sales	**LKR 40,000.00 - LKR 45,000.00**
Estimated Monthly Revenue (30 Days)	**LKR 1,200,000.00 - LKR 1,350,000.00**
Current Inventory Stock Value	**LKR 4,000,000.00**

Commercial Transport Vehicle (Dimo Batta Lorry)	**LKR 2,200,000.00**
Monthly Building Rent Expense	LKR 20,000.00

4. Utilization / Allocation of Loan Funds

The requested credit facility of **LKR 3,000,000.00** from Bank of Ceylon will be deployed strictly into capital investment and inventory enrichment as follows:

Proposed Investment / Item	Amount (LKR)
Bulk Purchase of New Grocery Items & Branded FMCG Inventory	**1,800,000.00**
Supermarket Display Racks, Coolers, and Commercial Deep Freezers	**800,000.00**
Computerized POS Counter System & Interior Lighting Setup	**400,000.00**
Total Project Allocation	**LKR 3,000,000.00**

5. Assets & Collateral Profile

The proprietor possesses a robust asset portfolio, providing sound financial security and primary/secondary collateral backing for the requested facility:

Asset Description	Location / Details	Estimated Market Value (LKR)
Land Property in Anuradhapura Town	14.5 Perches Land within Municipal Limits	**10,000,000.00**
Residential Property	Permanent Family Residence & Land	**30,000,000.00**
Commercial Vehicle (Dimo Batta)	Business Logistics Lorry	**2,200,000.00**
Existing Merchandise Stock	At K P S Super Premises	**4,000,000.00**
Total Net Asset Value		**LKR 46,200,000.00**

6. Financial Projections & Loan Repayment Capacity

Post-expansion, daily sales are projected to reach a minimum of **LKR 65,000.00** due to increased inventory availability and modernized customer experience.

Projected Monthly Cash Flow Forecast:

Projected Monthly Sales Revenue (LKR 65,000 x 30 Days)	**LKR 1,950,000.00**
Estimated Gross Profit Margin (15%)	**LKR 292,500.00**

Monthly Operating Expenses:	
• Store Premises Building Rent	LKR 20,000.00
• Electricity, Water & Utilities	LKR 25,000.00
• Transport, Fuel & Distribution Costs	LKR 20,000.00
• Staff Remuneration & Sundry Expenses	LKR 35,000.00
Total Operating Expenses	**LKR 100,000.00**
Net Monthly Operating Profit (Before Loan Installment)	**LKR 192,500.00**
Estimated Monthly Loan Installment (LKR 3M Loan / 5 Years)	**(- LKR 72,000.00)**
Net Surplus Cash Flow Post-Loan Servicing	**LKR 120,500.00**

7. Conclusion

The financial evaluation confirms that K P S Super maintains high commercial viability. Even after servicing the monthly loan installment of approximately LKR 72,000.00, the business retains a healthy net surplus of over LKR 120,000.00 per month, guaranteeing debt service capability without operational strain.

Furthermore, the proprietor's substantial asset base exceeding LKR 46 Million provides solid credit security for Bank of Ceylon. Therefore, it is respectfully requested that the business expansion credit facility of **LKR 3,000,000.00 (LKR 3 Million)** be favorably considered and approved.

Yours faithfully,

Kariyawasam Pathiranage Sarath Kumarasiri
Proprietor - K P S Super
Galadiwulwewa