



DIPLOMA IN TOURISM MANAGEMENT

“SABAH CULTURE AND TRADITION”

PREPARED BY:

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1.0 INTRODUCTION

Sabah Culture and Tradition Sdn.Bhd is new a company that operated in Malaysia. It is the first company that being managed by bumiputera. The name of this company is come out from the imagination by the partnership members. It shows that how we positioning our products in customers mind until they can remember our company name, simple and easily to pronounce.

As for this business, we are providing a special and unique product for tourists and local people. We combine together of our five product in one place that is SCT so that tourist and local people can experience it together only in one place no need to go to other heritage or attraction to experience it one by one on different place except for adventure product.

We are starting the business with the total capital of RM500,000 that we borrowing from the Alliance Bank to do this business. We have 4 workers that are general manager and operational manager, administration manager, marketing manager, financial manager.

Our market target of customers is tourists that from other country that come visit Sabah and Local People or Malaysian. Even teenagers or student also can do an academic talk to our company to know more about our product.

Business plan is necessary to all entrepreneurs. It is prepared by group of people which are owners itself, bankers, suppliers, customers and employees. This plan include in business plan chapter which is consists of marketing, operation, organization and financial plan. We are believed that we will be able to achieve our business goal with our business financial position statement. We will get our return modal within long time and our current ratio will cover our liabilities and put our business in comfort stage with the highest.

2.0 PURPOSE

Basically, this business plan was prepared with the certain purpose. Below are the identified main purposes of the business plan;

- ❖ As an important piece of document that will serve as guidance to the owner, investor, suppliers, customers and our company partner. Creating a clear and transparent outline for current and future referral; to avoid miscommunications or understanding among all parties involved and participating, as well as gaining confidence and fervor from all the stakeholders in our business endeavor.

- ❖ To attract banker.
To convince the bankers in black and white that the business plan is an ideal investment and expected to flourish in its industry thus obtaining and incremental rise up in the capital application in order to help the business venture.

- ❖ As guideline for companies operation.
This is important to ensure that all the activities goes smoothly and are aligned with the organization goal and objective in achieving long-term success in the industry.

- ❖ To distribute business recourses effectively.
To become cost-efficient in every tasks and to eliminate the wastage elements in all aspect of the businesses.

PARTNERSHIP AGREEMENT

With reference to the Partner Act 1961 (Revise 1974), this agreement is lawfully made between the partners of SCT SDN. BHD. The reason of this partnership agreement is made in order to make sure that all the business operation run accordingly to the schedule and the main objective of the business can be achieved.

All the partners as below within the business organization make this agreement in front of the lawyer Mr. Stanley from Stanley & Co. that our companies have selected to represent us.

It is hereby declared that all partners as mentioned below have witnessed and agreed to accept all terms, conditions and regulation stated as follow:

This partnership is registered under the name of SCT SDN.BHD.

The partners have also agreed to accept the position in SCT SDN.BHD.

Enlisted as follow:

Terence Lazarus	General and Operational manager
Barry Vinson	Administration Manager
Rachell Binti Pagi	Marketing Manager
Nurul Amira Syafiqah Binti Dinin	Financial Manager

It is also agreed that all profit sharing will be based on the capital contribution of each partners. Should the company suffer from any loss, which the negligence caused by anyone of the partners, that partner will be responsible for the loss.

All the money owns by the partnership or money received on behalf of the partnership must be credited to the agreed partnership current bank account.

Each of the partners:

Must have and act in good manner and has faith and be trustworthy between each partner in all business matters.

Must give full effort in any way for the success of the company

Must keep all important information relating to the business confidential from other people outside the business organization matters.

Must settle all personal problems without involving the company

All the partners are strictly forbidden (except with the consent from all partners) to:

Give or transfer own share to the public or people outside the business organization.

Accept, borrow or lend money owned by the business to other people outside the business organization except regarding on business matter.

Accept or borrow money owned by the business for personal use. If any partners have borrowed any money or asset, payback or recovery must be made in one month from the date borrowed without any interest.

Act or become a surety to any side or person in any activity that can jeopardize the partnership deed or agreement.

Dispose any asset or liability such as debts, money or other owned by the partners.

Of any partners dies or become paralyzed that may bring difficulty for her to perform her work, the next-of-kin must give a written notice in between 45 days to other partners if he/she wants to become a partner, if there is no notice between those periods, the next -of-kin will receive back the contributed by the decreased or the paralyzed partner according to the agreed proportion.

This agreement can be changed or dissolved if agreed by all the partners under a memorandum signed by all of the partners.

It is also agreed that any action that may not fall under this agreement can be taken action or revised under the partnership act 1961 (Revised 1974).

Verify, I am TERENCE LAZARUS, I/C number 940804-12-6777, address Peti surat 18, 89657, Tambunan, Sabah agreed to be part of partner for SCT SDN.BHD. Which is located at Oceanus, ground floor, Lot 20-23, Kota Kinabalu, Sabah. With a contribution of 30% of the total share of RM500,000. I promise to accomplish every duty assigned and willing to give full commitment towards the organization management. I also promise to obey the rules and the regulations as states in SCT SDN.BHD.

Yours truly,

Terence Lazarus

940804-12-6777