



اوتو سيني تيكنولوغي مارا
UNIVERSITI
TEKNOLOGI
MARA

FUNDAMENTALS OF ENTREPRENEURSHIP (ENT300)

BUSINESS PLAN

NAME OF BUSINESS: SAMPAN NOODLE RESTAURANT

FACULTY: FACULTY OF ADMINISTRATIVE SCIENCE AND POLICY STUDIES

PROGRAMME: DIPLOMA IN PUBLIC ADMINISTRATION (AM110)

PREPARED BY:

AM1104A

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1) PM - 3
2) BS - 3
3) P/P - 4
4) W - 3
5) P - 3
6) MP - 10 + 1
7) OP - 10
8) AP - 10
9) FP - 10 + 1
10) Con - 3
11) PpX - 3
12) Wf - 3

PREPARED FOR

MDM SITI MARDINAH BINTI HJ. ABDUL HAMID

SUBMISSION DATE: 14th DECEMBER 2018

69 / w
+ 2 / w
67

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1.0 BUSINESS PLAN

1.1 SUBMISSION LETTER

Sampan Noodle

Diploma in Public Administration (AM110),
University Teknologi MARA, UiTM Campus Samarahan II,
Jalan Datuk Muhammad Musa,
94300 Kuching,
Sarawak.

Madam Siti Mardinah binti Hj. Abdul Hamid,
Universiti Teknologi MARA, UiTM Campus Samarahan II,
Jalan Datuk Muhammad Musa,
94300 Kuching,
Sarawak.

Madam,

SUBMISSION OF BUSINESS PROPOSAL

Regarding to the above matter, I, Norhafizah Binti Loren, the general manager of SAMPAN NOODLE RESTAURANT, as the representative of my group members, is glad to submit our business proposal for you to review and take further action. As mentioned above, our partnership business has completed our project successfully on time and this booklet have been submitted for further evaluation and review as required in completing the course ENT300.

2. All of my group members were very passionate and motivated in completing this business plan because it really taught us a lot on how to become a successful entrepreneur and it also gave us

a very clear view on how to set up a business. We would like to express our gratitude for all of your valuable guidance and useful advices as well as support that you have contribute to us in completing this business proposal.

3. Last but not least, your sincere attention and valuable support towards us are highly appreciated. Thank you.

Yours sincerely,

.....

(NORHAFIZAH BINTI LOREN)

General Manager,

SAMPAN NOODLE RESTAURANT .

1.2 ACKNOWLEDGEMENT

First of all, we would like to express our huge gratitude to God, The Creator, the almighty, for his blessing and for granting us the strength, patience and intelligence in order for us to complete this business proposal on time.

Special recognition is extended to our lecturer, Madam Siti Mardinah binti Hj. Abdul Hamid, who has helped us a lot in our business planning even though we had encountered various problem and difficulties. With her guidance and support, we are able to minimize and eliminate certain problems arose. Thank you for teaching us the importance of business theories so that we can put what we have learned into practice. All this knowledge and information that we have learnt will surely be use for good in the near future.

I would like to thank each of our group members for the priceless efforts, great team work and commitment given and as well as great join venture contributed. Without the moral support and courage from each and every one, we will definitely unable to finish this business plan successfully.

In addition, we are also very thankful to everyone who were directly or indirectly involved throughout the whole process and the completion of this business proposal. Not to forget, many thanks to government and non-government organisation, who have supported our project by letting us interview them and as well as in terms of information needed during our visit to their headquarters or special brunch.

Finally, we would like to express our huge appreciation to our family members who have supported us with valuable advices, encouragement, full support, information needed and as well as for giving us some time to finish this business proposal. We hope that this business plan will benefited us in the future and encourage more students to take part in business-related jobs.

Thank you for all of your cooperation.

1.3 EXECUTIVE SUMMARY

SAMPAN NOODLE RESTAURANT is a restaurant which specialized in foods with local taste. Our food and drinks are prepared by our professional chefs and barista who would prepare food and drinks from scratch in the middle of our restaurant. This being said because our restaurant are design and style to "central-kitchen-style".

SAMPAN NOODLE RESTAURANT will serves food with a local taste such as Kolo mee which are served with different variations of soups by our restaurant. All of our foods and drinks will be done by qualified chef and barista which is among ourselves. Our business will be equip with the latest technology to ensure our business will run effectively and efficiently.

Our business is in the form of partnership, which consists of 6 members. Our business will start operating on the 1st of January 2019. Our business will be operating and are located at Desa Ilmu, Kota Samarahan. As being mentioned earlier, our partners are entitled to take part in the business management. We agreed to appoint each of the partners as stated below:

NAME	DESIGNATION
NORHAFIZAH BINTI LOREN	GENERAL MANAGER
NUR EFFA IDAYU BINTI MOHAMAD ANNUAR	MARKETING MANAGER
NUR FATIN SYAMIMI BINTI JULAIHIE	MARKETING MANAGER
NORSHAHAZIERA BINTI KOLEK	OPERATIONAL MANAGER
NURUL QATRUNADA BINTI ROZUI @ ROZEY	ADMINISTRATION MANAGER
FIEFI FARIESHA BINTI MOHAMAD	FINANCIAL MANAGER

The General Manager is responsible for POLC which are better known as planning, organizing, leading and controlling all of the business activities. The Administrative Manager is responsible for buying all the equipments' needed for the office. Meanwhile, the Operational Manager is responsible in improving the operational systems and processes in support of organizational mission. As for the Marketing Manager, their tasks are identifying potential markets, developing pricing strategies and sales forecast. Lastly, the position of Financial Manager will be responsible in developing and analysing information to access the current and future financial status of the business.

With that, we are hoping that our business will develop towards the betterment and more branches to be opened in the next few years, if God's will, and if we are able to maintain our quality of the product.

1. 3. 1 NAME OF COMPANY

The name of our company is "SAMPAN NOODLE RESTAURANT". This name have been chosen by us all because we are selling kolo mee as our main product. Kolo mee is a local noodle from Sarawak which are very well known for its great taste of borneo. The term "sampan" are use because sampan in english is a "boat". We choose this term because we wanted our restaurant to have that kind of sea environment. One of the reason why we name our restaurant as sampan noodle is because sampan is one of the sarawak's transportation long time ago. And at Waterfront Kuching, sampan is still being use by the local people as a transportation to go from waterfront to Kampung Boyan. It is one of the tourist attraction in Sarawak and something that sarawakian want to keep as the treasure of Sarawak. This is why we name our company as Sampan Noodle to keep the tradition and to introduce to the outside people.

1. 3. 2 NATURE OF BUSINESS

Our company is selling mee kolo that is based on Sarawak local food/noodle. Mee kolo is a very popular local noodle in Sarawak other than Laksa Sarawak. Kolo mee are served with different variations of soup by our restaurant as the customers can choose any way of cooking the kolo mee. The term any way of cooking gives the meaning that the kolo mee are served in different variations of soups such as tom yum soup, vegetable soup, laksa soup, beef soup and chicken broth soup.

Services that we provide are food delivery as well as food grab. Food delivery is a usual service that are usually provided by every restaurant or cafes'. Meanwhile, as for food grab, it is a new service that we have invented where we will pick up anyone or whoever that wish to dine-in in our restaurant wherever they are.

This new service are invented in order to solve the problem for the people who live far from our restaurant, which is located at Desa Ilmu, Kota Samarahan. We do not only focus on one target market but we see the market as a whole. We have done research and survey on the population in Kota Samarahan and the average income of each household.

1. 3. 3 INDUSTRY PROFILE

The Malaysian's food and beverages industry has grown due to many demands. With the existence of this variation of kolo mee made in our restaurant, it is very beneficial to many people as they like to have something new and delicious at the same time. Our company hope that with the uniqueness of our noodles can lead us to our targeted profit in the near future. Besides, our company choose this business because we found that population of community in the area where we have chosen are increasing. Our targeted customer are from various background of people as the food and beverages that we served are affordable. Students are one of the main targeted customers, as in Kota Samarahan, there are three university in total. Hence, a lot of students and youngsters will surely love our food as they are delicious and something new.

1. 3. 4 FACTOR IN SELECTING THE PROPOSE BUSINESS

Our company decided to start this business because based on our observation, there is actually many competitor if we are just talking about the selling of kolo mee in Sarawak. Hence, why we decided to come up with variations of kolo mee with any soups the customers favour. By that, we believe that our company will gain more profit since we have less competitors especially in our business area which is Kota Samarahan. In addition, as we all know, people love to have and try something new and trendy including food. This situation will become profitable for our company.

1. 3. 5 FUTURE PROSPECT OF THE BUSINESS

The future expectation of our business is that we want our restaurant to be known by the whole Sarawak. We believe that the growth of our business will increase in the near future and there will be more branches to be opened due to increasing potential demands from customers including Kuching, Sibul, Miri, Bintulu, Sri Aman, Labuan and Mukah.

Besides, for our long-term planning, is to extend our business outside from Sarawak including Sabah and Peninsula Malaysia and even if possible including Brunei as well. We hope that from the profit that we have gain, we will be able to increase our services standards and ingredients quality by using modern and latest facilities and as well as technologies.

1. 3. 6 DATE OF COMMENCEMENT

We decided that SAMPAN NOODLE RESTAURANT will start to operate with its marketing strategies on 1st January 2019 as we would like to welcome our customers on New Year Celebration. It is still holiday on the 1st January 2019, so we expect that many customers will come to our restaurant to buy our noodles as their menu on the celebration. To celebrate the first day of our restaurant to operate, free foods and drinks will be given to the first 100 customers only.

1.3.7 LOCATION OF BUSINESS

SAMPAN NOODLE RESTAURANT is located at Desa Ilmu, Kota Samarahan. One of the reasons why we chose Desa Ilmu, Kota Samarahan is that the shophouse is newly built. Therefore, we do not have to spend a lot of money for the renovation. All that we have to do is to just design the interior of the restaurant like how we have imagine and plan in our minds. The shop house has enough space for kitchen, office and serving area. In conclusion, it meets our restaurant layout requirements.

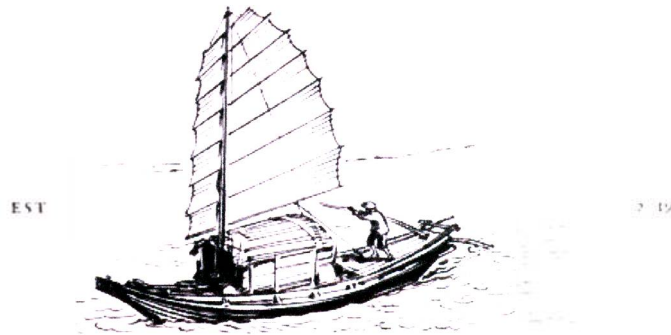
Secondly, it is near to housing area and learning institutions such as UNIMAS, UiTM campus 1 and campus 2. Our main target markets are local residents and teenagers. Desa Ilmu is a strategic location for our business because we can attract residents from nearby housing area and students from institutions nearby as sated before. The population density in Kota Samarahan is sufficient for our sales needs and recruit qualified workers.

Lastly, it is easy for our supplier to locate our Sampan Noodle Restaurant as Desa Ilmu is a popular location in Kota Samarahan.

1.3.8 LOCATION OF BUSINESS AREA



1. 3. 9 COMPANY'S LOGO DESCRIPTIONS



SAMPAN NOODLE RESTAURANT

MADE IN SARAWAK

All partners have agreed to create this logo for our own business. We believed that this logo has its own meaning that related to the nature of our business. The name of our company is "SAMPAN NOODLE RESTAURANT". The "boat" in the emblem that we have created is what the "sampan" actually mean. Kolo mee is a local noodle from Sarawak which are very well known. We decided to choose this term because we wanted our restaurant to have that kind of sea environment. One of the reason why we name our restaurant as sampan noodle is because sampan is one of the sarawak's main transportation long time ago. And at Waterfront Kuching, sampan is still being use by the local people as a transportation to go from waterfront to Kampung Boyan. It is one of the tourist attraction in Sarawak and something that sarawakian want to keep as the treasure of Sarawak. This is why we name our company as Sampan Noodle to keep the tradition and to introduce to outsiders about the old main transportation of Sarawak.

1.3.10 **MISSION**

To enhance and educate the plate with the best and freshest ingredients and flavors, while surprising and exciting each guest with personal care and service.

1.3.11 **VISION**

Sampan Noodle will become known to be no.1 in service, to have the best staff, and to serve the best Kolo Mee, within the next 12 months.

1.4 PURPOSE OF BUSINESS PLAN

I. To allow the entrepreneur to view as well as evaluate the proposed business venture in an objective, critical and practical manner.

The crumple of many business ventures can be attributed to the decisions and planning of the entrepreneurs who rely more on emotions and gut feeling rather than objective and rational considerations. With a Business Plan the entrepreneur has solid and well-grounded information to boost the planning and decision-making process. This way, the entrepreneur has a more realistic and practical business plan. And with these Business Plan, will always keep us, the entrepreneur on track so as to achieve our business goals.

II. To analyse and evaluate the activity of a proposed venture.

A Business Plan can be used as a basis of determining the obtainable of a proposed business venture. The information gathering and analysis that is done as part of preparing the Business Plan can give an early explanation as to the activity of a project. Hence, the entrepreneur can make a better judgment before investing in the proposed venture.

III. To convince relevant parties of the investment potential of the project.

The Business Plan can be used as a communication tool to convince potential investors of the viability of a proposed venture. The availability of a Business Plan will boost the confidence of the interested parties to finance partially or fully the cost of the venture. Potential investors includes financial institutions, private/individual investors, suppliers and government agencies.

IV. As a guideline for managing the business.

The Business Plan can also be used as a guideline for managing the proposed venture. In preparing the Business Plan, the entrepreneur has thought out and laid down the plans and strategies for running the venture. When the venture becomes a reality, the plans and strategies outlined in the Business Plan will be an important benchmark to help the entrepreneur measure his progress.

V. To allocate business resources effectively.

Normally, small businesses have limited resources at their clearance. Hence, these resources need to be allocated effectively so as to avoid unnecessary wastage and to ensure optimum returns on investment. The Business Plan can help with the planning, distribution and monitoring of these resources.

1.5 BUSINESS BACKGROUND

NAME OF COMPANY	SAMPAN NOODLE RESTAURANT
BUSINESS ADDRESS	TAMAN DESA ILMU, 94300 KOTA SAMARAHAN, KUCHING, SARAWAK.
E-MAIL ADDRESS	sampan_noodle@gmail.com
TELEPHONE NUMBER	082-001120
FAX NUMBER	082-001120
FORMS OF BUSINESS	PARTNERSHIP
MAIN ACTIVITY	SPECIALISED IN VARIATION OF KOLO MEE SOUPS (LOCAL SARAWAK NOODLE)
DATE OF COMMENCEMENT	1 ST JANUARY 2019
DATE OF BUSINESS REGISTRATION	1 ST NOVEMBER 2018
NAME OF BANK	Bank SIMPANAN NASIONAL
BANK ACCOUNT NUMBER	1201555-000-98055-8
BANK LOAN	RM10,000.00
INITIAL CAPITAL CONTRIBUTION	RM75,000.00
INSURANCE COMPANY	PRUDENTIAL ASSURANCE MALAYSIA BERHAD

1.6 PARTNER'S PROFILES



GENERAL MANAGER FINANCIAL MANAGER

Name	NORHAFIZAH BINTI LOREN
Identity Card Number	910112-13-5310
Permanent Address	LOT 1466, LORONG 28A6, RPR BATU KAWA FASA 2, 93250 KUCHING SARAWAK
Correspondence Address	LOT 1466, LORONG 28A6, RPR BATU KAWA FASA 2, 93250 KUCHING SARAWAK
Telephone Number	01131255142
Date Of Birth	12 JANUARY 1991
Age	27 YEARS OLD
Marital Status	MARRIED
Academic Qualification	1) DIPLOMA IN PUBLIC AND ADMINISTRATION 2) DUAL BACHELOR IN HUMAN RESOURCE AND CULINARY ARTS & FOODSERVICE MANAGEMENT (HONS) 3) MASTER IN BUSINESS MANAGEMENT
Course Attended	1) BUSINESS POLITICAL AND ECONOMY COURSE 2) BUSINESS MANAGEMENT COURSE
Skills	1) FLUENT IN ENGLISH, MANDARIN & KOREAN AND JAPANESE 2) EXPERT IN COOKING
Experiences	HUMAN RESOURCE MANAGER
Present Occupation	GENERAL MANAGER AT SAMPAN NOODLE RESTAURANT
Previous Business Experience	NONE



OPERATION MANAGER

Name NORSHAHAZIERA BINTI KOLEK

Identity Card Number 910328-13-5186

Permanent Address NO. 438 LOT 3677, NINESEVEN97 RESIDENCE, JLN MATANG BARU 93050 KUCHING SARAWAK

Correspondence Address NO. 438 LOT 3677, NINESEVEN97 RESIDENCE, JLN MATANG BARU 93050 KUCHING SARAWAK

Telephone Number 013-8721442

Date Of Birth 28 MARCH 1991

Age 27 YEARS OLD

Marital Status SINGLE

Academic Qualification

- 1) DIPLOMA IN BUSINESS MANAGEMENT
- 2) BACHELOR OF BUSINESS ADMIN. (OPERATION MANAGEMENT)
- 3) MASTER IN BUSINESS MANAGEMENT

Course Attended

- 1) SEMINAR OF OPERATION MANAGEMENT

Skills

- 1) EXPERT IN MICROSOFT OFFICE AND EXCEL
- 2) GOOD IN CULLINARY SKILLS

Experiences

- 1) OPERATION MANAGER AT EMART BATU KAWAH

Present Occupation OPERATION MANAGER AT SAMPAN NOODLES RESTAURANT

Previous Business Experience NONE



MARKETING MANAGER

Name	NUR EFFA IDAYU BINTI MOHAMAD ANNUAR
Identity Card Number	910517-13-5558
Permanent Address	NO 771, LOT 8787, TAMAN RIBUT, JALAN PETIR 93050 KUCHING SARAWAK
Correspondence Address	NO 771, LOT 8787, TAMAN RIBUT, JALAN PETIR 93050, KUCHING SARAWAK
Telephone Number	016-8745632
Date Of Birth	17 MAY 1991
Age	27
Marital Status	ENGAGED
Academic Qualification	DIPLOMA IN PUBLIC ADMINISTRATION DIPLOMA IN BUSINESS MANAGEMENT BACHELOR IN BUSINESS MANAGEMENT
Course Attended	BARISTA COURSE
Skills	EXPERT IN MAKING DRINKS/BARISTA
Experiences	PART-TIME AT BOOST JUICE BARS PART TIME AT 68 FRUIT JUICE
Present Occupation	MARKETING MANAGER IN SAMPAN NOODLES RESTAURANT
Previous Business Experience	SUPERVISOR AT BOOST JUICE BARS



MARKETING MANAGER

Name	NUR FATIN SYAMIMI BINTI JULAIHIE
Identity Card Number	910412-13-5734
Permanent Address	NO 97, KIM PANG GARDEN, JALAN MATANG BATU KAWA, 93250 KUCHING
Correspondence Address	NO 97, KIM PANG GARDEN, JALAN MATANG BATU KAWA, 93250 KUCHING
Telephone Number	014-6990748
Date Of Birth	12 APRIL 1991
Age	27
Marital Status	MARRIED
Academic Qualification	DIPLOMA IN PUBLIC ADMINISTRATION DEGREE IN BUSINESS MANAGEMENT
Course Attended	SEMINAR OF OPERATIONAL MANAGER
Skills	1) GOOD AT COMMUNICATING IN DIFFERENT LANGUAGE 2) EXPERT IN MICROSOFT OFFICE AND ADOBE PHOTOSHOP
Experiences	1) MANAGEMENT PROGRAMME 2) INTERNATIONAL EDUCATION PROGRAMME
Present Occupation	MARKETING MANAGER AT SAMPAN NOODLE RESTAURANT
Previous Business Experience	MANAGER AT GIANT SUPERMARKET



ADMINISTRATION MANAGER

Name	NURUL QATRUNADA BINTI ROZUI @ ROZEY
Identity Card Number	931207-13-5190
Permanent Address	615, LORONG 13C, TAMAN SEGENAP ALAM, JALAN SITEMU, 93050, KUCHING, SARAWAK.
Correspondence Address	615, LORONG 13C, TAMAN SEGENAP ALAM, JALAN SITEMU, 93050, KUCHING, SARAWAK.
Telephone Number	017-8531998
Date Of Birth	07 DECEMBER 1993
Age	25 YEARS OLD
Marital Status	SINGLE
Academic Qualification	SPM AT SMK MATANG HILIR DIPLOMA IN PUBLIC ADMINISTRATION BACHELOR IN HUMAN RESOURCE
Course Attended	SEMINAR OF ADMINISTRATION MANAGER
Skills	1) GOOD COMMUNICATION SKILLS WITH PEOPLE 2) EXPERT IN MAKING SOUPS
Experiences	MANAGER AT BOULEVARD HYPERMARKET SALES ASSISTANT AT 7-ELEVEN MANAGER AT ZERO SDN BHD
Present Occupation	ADMINISTRATION MANAGER AND WAITRESS AT SAMPAN NOODLES RESTAURANT
Previous Business Experience	MANAGER AT PARKSON SDN BHD



FINANCIAL MANAGER

Name	FIEFI FARIESHA BINTI MOHAMAD
Identity Card Number	900319-13-5432
Permanent Address	NO 123 LOT 456 TAMAN BANJIR JALAN TAUFAN 93050 KUCHING SARAWAK
Correspondence Address	NO 123 LOT 456 TAMAN BANJIR JALAN TAUFAN 93050 KUCHING SARAWAK
Telephone Number	011-19981234
Date Of Birth	19 MARCH 1990
Age	28 YEARS OLD
Marital Status	MARRIED
Academic Qualification.	DIPLOMA IN ACCOUNTING BACHELOR IN ACCOUNTING MASTER IN ACCOUNTING
Course Attended	1) SEMINAR IN ACCOUNTING 2) BUSINESS OF MANAGEMENT COURSE
Skills	EXPERT IN ACCOUNTING
Experiences	SALES PROMOTER AT INNISFREE
Present Occupation	FINANCIAL MANAGER AND CASHIER AT SAMPAN NOODLES
Previous Business Experience	ACCOUNTANT AT RHB BANK

2.7 PARTNERSHIP AGREEMENT

The agreement letter has been made among shareholders.

Below are the agreements, terms and conditions:

- a) The name of the business is Sampan Noodle Restaurant.
- b) Location of the business is at, Malaysia.
- c) The partnership shall begin on 1st January 2019 and shall continue until terminated.
- d) The net profit of the partnership be divided equally between the partners and the net losses shall be bear equally. A separate income account shall be maintained for each partner. Partnership profits and losses shall be charged or credited to be separated income account for each partner. If a partner has no credit balance in her income account, losses shall be charged to her capital account.
- e) Capital:

The capital of the partnership will be contributed by each manager as follows:

Name	Position	Amount
NORHAFIZAH BINTI LOREN	GENERAL MANAGER	RM 15,000.00
NUR EFFA IDAYU BINTI MOHAMAD ANNUAR	MARKETING MANAGER	RM 10,000.00
NUR FATIN SYAMIMI BINTI JULAIHIE	MARKETING MANAGER	RM 10,000.00
NORSHAHAZIERA BINTI KOLEK	OPERATIONAL MANAGER	RM 15,000.00
NURUL QATRUNADA BINTI ROZUI @ ROZEY	ADMINISTRATION MANAGER	RM 10,000.00

FIEFI FARIESHA BINTI MOHAMAD	FINANCIAL MANAGER	RM 15,000.00
	TOTAL	RM 75,000.00

- f) Each partner is entitled to receive their salary based on their contributions and management to the business. Besides, each partner may withdraw the credit balance in their income account from time to time.
- g) All business accounts books need to be kept at the main business premises. All funds of the partnership will be deposited in its name in such checking account by the partners. Partners are allowed to check through the books and they have right to keep a copy of the books.
- h) If any partners die or retire, the heir of the related partners has the right to claim profit or loss from the organization. If the heir interested in continuing the business behalf of his or her parents, he or she must first get the approval from the existing partners.

The decisions are made after discussing and considering each other one capability and skills that each of the possesses. All these are understood and agreed by:

NORHAFIZAH BINTI LOREN
GENERAL MANAGER

NORSHAHAZIERA BINTI KOLEK
OPERATION MANAGER

NUR EFFA IDAYU BINTI MOHAMAD
ANNUAR
MARKETING MANAGER

NURUL QATRUNADA BINTI ROZUI @
ROZEY
ADMINISTRATION MANAGER

NUR FATIN SYAMIMI BINTI JULAIHIE
MARKETING MANAGER

FIEFI FARIESHA BINTI MOHAMAD
FINANCIAL MANAGER

2.0 ADMINISTRATION PLAN

LIST OF ADMINISTRATIVE PERSONNEL

POSITION	NO. OF PERSONNEL
GENERAL MANAGER	1
MARKETING MANAGER	2
OPERATIONAL MANAGER	1
ADMINISTRATIVE MANAGER	1
FINANCIAL MANAGER	1
TOTAL	6

SCHEDULE OF TASK AND RESPONSIBILITIES

POSITION	TASK AND RESPONSIBILITIES
General Manager	<ul style="list-style-type: none">➤ To plan, implement and control the overall management of the business➤ To plan and monitor the strategic progress of the business➤ To maintain good communication skill and relationship government, private sector, customer and also financial institution ➤ Ensure all activities to run smoothly using the proper procedure
Marketing Manager	<ul style="list-style-type: none">➤ To identify the target market, current market and determine the strategy which is suitable to be used➤ To manage all marketing for the company and activities within the marketing department➤ To identify competitors and trace their strength and weakness and can make a formula to compete with competitors➤ To monitor the company's marketing budget
Operation Manager	<ul style="list-style-type: none">➤ To deal with both raw materials and personnel➤ To manage quality assurance goods, supervising, hiring and train other employees➤ Represents the organization at various business meetings, promote existing and new programs➤ To control the inventory of the company
Administrative Manager	<ul style="list-style-type: none">➤ To ensure there is effective information flow and that resources are employed efficiently throughout the business➤ To arrange and stay up to date on development in the business and office environment➤ Responsible to record all the information of business such as salary, allowances and bonus➤ To support operations of an organization

Financial Manager	<ul style="list-style-type: none">➤ To handle the administration, marketing and operations expenses in order for the business to be financially stable➤ To report financial forecast and monitoring accounts➤ Analyze market for business opportunities➤ Prepared cash flow, trading profit and loss account also the balance sheet for the company
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2.6 SCHEDULE OF REMUNERATION

POSITION	No.	Monthly Salary	EPF Contribution	SOCSSO Contribution	Total
General Manager/ Chef	1	RM2000	RM240	RM40	RM2280
Marketing Manager/ Barista	2	RM2000(2)	RM240 (2)	RM40 (2)	RM2280 (2)
Marketing Manager/ Waitress		RM4000	RM480	RM80	RM4560
Operation Manager/ Cashier	1	RM2000	RM240	RM40	RM2280
Administrative Manager/ Waitress	1	RM2000	RM240	RM40	RM2280
Financial Manager/ Cashier	1	RM2000	RM240	RM40	RM2280
Total	6	RM12000	RM1440	RM240	RM13680

LIST OF OFFICE FURNITURE & FITTINGS AND SUPPLIES

LIST OF OFFICE FURNITURE AND FITTINGS

ITEM	QUANTITY	COST/ PER UNIT (RM)	TOTAL COST (RM)
File cabinet	1	150	150
Office chair	6	99	594
Office table	1	149	149
White board	1	40	40
TOTAL			933

OFFICE EQUIPMENT

ITEM	QUANTITY	COST/ PER UNIT (RM)	TOTAL COST (RM)
Computer	2	1299	2598
Printer	1	189	189
Air conditioner	1	1079	1079
CCTV	1	598	598
TOTAL			4464

OFFICE STATIONARIES

ITEM	QUANTITY	COST/ PER UNIT (RM)	TOTAL COST (RM)
Pen	1 box	13.90	13.90
A4 Paper	5 sets	11.50	57.50
Stapler	3	3.50	10.50
Ink cartridge	3	30	90
File folder	4	5.50	22
Paper clip	3 box	3.30	9.90
Marker	4	1.50	6
Duster	1	4.50	4.50
Ruler	3	1	3
Calculator	2	39.90	79.80
TOTAL			297.10

RENTAL

ITEM	TOTAL COST
Rental	RM1500
TOTAL	RM1500

Source: <http://www.mudah.my/Desa+Ilmu+Samarahan+Ground+Floor+Shop-63407068.htm>

DEPOSIT

ITEM	TOTAL COST
Rental (3 Months)	RM4500
TOTAL	RM4500

UTILITIES

ITEM	TOTAL COST
Electricity	RM400
Water	RM250
Telephone	RM250
Wi-Fi	RM150
TOTAL	RM1050

INSURANCE

ITEM	TOTAL COST
Insurance	RM900
TOTAL	RM900

ADMINISTRATIVE BUDGET

Particulars	Fixed Assets Expenses (RM)	Monthly Expenses (RM)	Other Expenses (RM)	Total (RM)
Fixed Assets				
Office Furniture & Fittings	933			933
Office Equipment	4464			4464
Office Stationaries			297.10	297.10
Working Capital				
Salary		6000		6000
EPF		720		720
SOCSSO		120		120
Utilities		1050		1050
Premises Rental		1500		1500
Other Expenditure				
Medical Allowances			500	500
Insurance		900		900
Pre-Operations				
Deposit(Rental)			4500	4500
Business Registration			60	60
Business Licence			25	25
Total	5,397	10,290	5382.10	21,069.10

3.0 MARKETING PLAN

INTRODUCTION TO MARKETING

Marketing is a management process through which goods and services move from concept to the customer. It includes the coordination of four elements called the 4P's of marketing that is identification, selecting and development of a product, determination of its price, selection of a distribution channel to reach the customer's place and the development and implementation of a promotional strategy. For example, our Sampan noodle product are developed to include improved application and system such as food grab and food delivery. Marketing is based on thinking about the business terms of customer needs and their satisfaction.

Marketing also includes that it refers to the activities of a company associated with buying and selling products to people. People who work in companies' marketing departments try to get the attention of target audiences using slogans, packaging design, celebrity endorsements and general media exposure. It is also a process of interesting potential customers and clients in your products or services. The key word in this marketing definition is 'process', marketing involves researching, promoting, selling and distributing your products or services.

MARKETING OBJECTIVES

Marketing objectives are the marketing strategies set in order to achieve the overall organizational objectives.

The objective of our marketing are :

- i. To increase our sales of existing product by encouraging the customer visit several times.
- ii. To ensure that the customer are satisfy and attracted to our product or services that has offered.
- iii. Increase our market share

PRODUCT DESCRIPTION

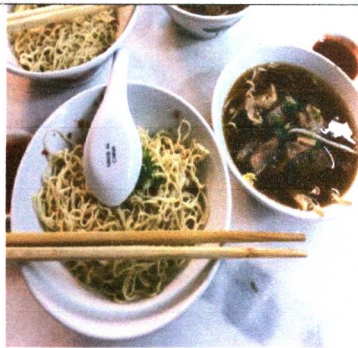
Sampan Noodle is a noodle restaurant that is concentrating at making and serving with our noodles. Our noodles which is Kolo Mee are served freshly to the customers. We served the Kolo Mee with different types such as fried, boiled, beef kolo mee. The different types of Kolo mee is that fried kolo mee, boil kolo mee, vegetable kolo mee, beef kolo mee and also come with various types of broth that we served together with the Kolo Mee such as Laksa, Tom yum, Chicken, Vegetables broth. Not only that, we also served a smoothies that are made by fresh fruits. The smoothies has a various flavour of fruits such as orange, strawberry, kiwi, blackcurrent, mango, watermelon and banana. We served one types of smoothies with one flavour of fruits but the customer can request to mix the flavour of fruits with their desirable.

Our Kolo mee and our smoothies does not come with different sizes, we only provide with a normal size of plate and our normal size of glass. We only have a one specific size with a specific prices depends on the various kolo mee and the smoothies.

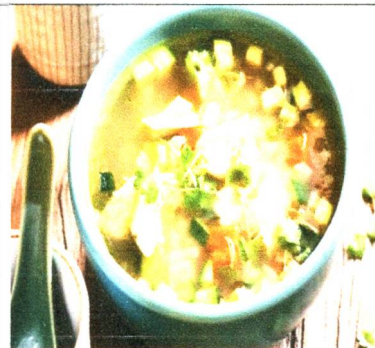
TYPES OF KOLO MEE



Fried Kolo Mee



Beef Kolo Mee



Chicken broth with Kolo Mee



Laksa broth with Kolo Mee



Tom Yum broth with Kolo Mee

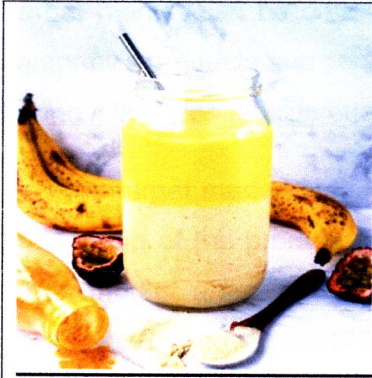


Vegetables broth with Kolo Mee



Boiled Kolo Mee

VARIOUS TYPES OF SMOOTHIES



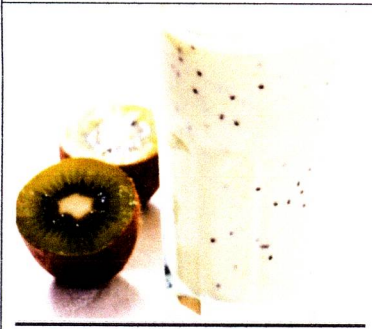
Banana smoothies



Blackcurrent smoothies



Orange smoothies



Kiwi smoothies



Strawberry smoothies



Mango smoothies



Watermelon smoothies

TARGET MARKET

Target market can be defined as a group of consumers or organizations most likely to buy a company's products and services or the market a company wants to sell its products and services to and it includes a targeted set of customers for whom it directs its marketing efforts.

The target market is that by aiming a specific group of consumers it makes the promotion and pricing of the product and services easier and more cost-effective. This Sampan Noodles target market are local food lovers, healthy drinks lovers or fruit lovers coming from various background whether they are children, adults for both men and women, teenagers and old people. All groups of ages can come to this Sampan Noodles to have this local fruits with a healthy drinks such as fruits smoothies.

MARKET SIZE

Market size is defined as the number of individuals in a certain market who are the potential buyers and/or sellers of a product or services. Usually, companies are interested in knowing the market size before launching a new product or service in an area.

As for our business, we are targeting the people who are living in Kota Samarahan as our business is set up in Kota Samarahan. But others who are living outside of Kota Samarahan, such in Kuching and Bau are welcomed to our restaurant as well.

ITEMS	CALCULATIONS
Population of Samarahan (data obtained from Business Events Sarawak by Sarawak Convention Bureau.)	246,782 people
Estimated 12% of the population are going to our restaurant	$12\% \times 246,782 \text{ people}$ $= 29614 \text{ people}$
Estimated each person will spend an average of RM15.00 per visit at least once a month	$29614 \text{ people} \times \text{RM}15 \text{ per visit} \times 1 \text{ time a month}$ $= \text{RM } 444,210$
A yearly market sizes	$\text{RM } 444,210 \times 12 \text{ months}$ $= \text{RM}5,330,520$

COMPETITORS

NO	COMPETITORS	ADDRESS
1.	Ket's Kitchen	94300 Kota Samarahan, Sarawak
2.	Selera Ala Kampung	Lorong Desa Ilmu, 94300 Kota Samarahan, Sarawak
3.	Pizza Hut	Sublot 37 & 38, Desa Ilmu Fasa 25, 94300 Kota Samarahan, Sarawak
4.	TOMATO Steamboat and grill	94300 Kota Samarahan, Sarawak

STRENGTH AND WEAKNESSES OF COMPETITORS

No.	Competitors	Strength	Weakness
1.	Ket's Kitchen	<ul style="list-style-type: none"> • Has been long in the industry • Have competitive advantages • Large range of products is provided 	<ul style="list-style-type: none"> • Certain products are quite expensive
2.	Selera Ala Kampung	<ul style="list-style-type: none"> • Has been long in the industry • Well-known 	<ul style="list-style-type: none"> • Less variety in products
3.	Pizza Hut	<ul style="list-style-type: none"> • Good taste and quality product • The staffs are customer-friendly 	<ul style="list-style-type: none"> • Prices are quite expensive
4.	TOMATO Steamboat and grill	<ul style="list-style-type: none"> • Good taste and quality 	<ul style="list-style-type: none"> • Provided less variety of foods

MARKET SHARES

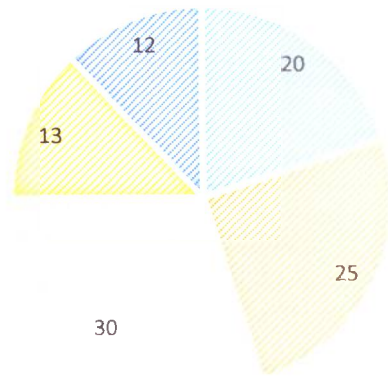
Market share represents the percentage of an industry, or market's total sales, that is earned by a particular company over a specified time period. Market share is calculated by taking the company's sales over the period and dividing it by the total sales of the industry over the same period. This metric is used to give a general idea of the size of a company in relation to its market and its competitors.

The market shares of our company before it enters the market are as follows:

No.	Competitors	Percentage of market size (%)	Estimated share (RM)
1.	Ket's Kitchen	20	1,066,104
2.	Selera Ala Kampung	25	1,332,630
3.	Pizza Hut	30	1,599,156
4.	TOMATO Steamboat and Grill	13	692,967.60
5.	Others	12	639,662.40
	TOTAL	100	5,330,520.00

THE MARKET SHARE BEFORE OUR COMPANY ENTERS THE MARKET

■ Ket's Kitchen ■ Selera Ala Kampung ■ Pizza Hut ■ TOMATO Steamboat and Grill ■ Others

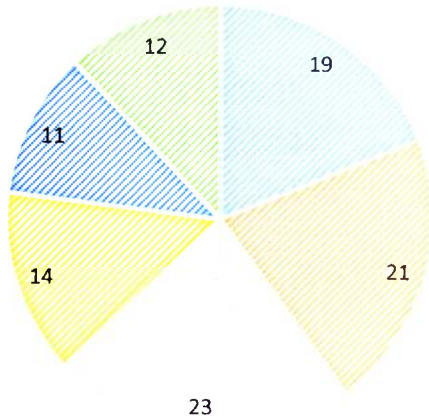


The market shares after our company enters the market are as follows:

No.	Competitors	Percentage of market size (%)	Estimated share (RM)
1.	Ket's Kitchen	19	1,012,798.80
2.	Selera Ala Kampung	21	1,119,409.20
3.	Pizza Hut	23	1,226,019.60
4.	TOMATO Steamboat and Grill	14	746,272.80
5.	Others	11	586,357.20
6.	Sampan Noodle Restaurant	12	639,662.40
	Total	100	5,330,520.00

THE MARKET SHARES AFTER OUR COMPANY ENTERS THE MARKET

■ Ket's Kitchen
 ■ Selera Ala Kampung
 ■ Pizza Hut
■ TOMATO Steamboat and Grill
 ■ Others
 ■ Sampan Noodle Restaurant



SALES FORECAST

Sales forecasting is the process of estimating future sales. Accurate sales forecasts enable companies to make informed business decisions and predict short-term and long-term performance. Companies can base their forecasts on past sales data, industry-wide comparisons, and economic trends.

Month	Sales forecast (RM)
January	53,305.20
February	53,305.20
March	53,305.20
April	53,305.20
May	53,305.20
June	53,305.20
July	53,305.20
August	53,305.20
September	53,305.20
October	53,305.20
November	53,305.20
December	53,305.20
Total	639,662.40

Average sales per month

$$= \text{RM } 639,662.40 \div 12 \text{ months}$$

$$= \text{RM } 53,305.20$$

Sales forecast for 2nd year (2020)

$$= (3\%) (\text{RM } 639,662.40) + \text{RM } 639,662.40$$

$$= \text{RM } 658,852.27$$

Sales forecast for 3rd year (2021)

$$= (5\%) (\text{RM } 658,852.27) + \text{RM } 658,852.27$$

$$= \text{RM } 691,794.88$$

MARKETING STRATEGY

Marketing strategy is the section of your business plan that outlines your overall game plan for finding clients and customers for your business. By developing a marketing strategy, it helps to enable business plan for its limited resources in order to achieve stated marketing objectives. The key idea of a marketing strategy is to deliver customer satisfaction and yet to provide a business with a competitive advantage. A good marketing strategy includes Products, Prices, Place and Promotion.

Product Strategy

Product is a physical item that can be seen, owned, used or consumed. Ideas and creations of the minds can also be regarded as product. As for services, it is intangible and cannot be seen or owned, but it is useful, can be experienced and are able to satisfy customer needs and wants. Our first marketing strategy begins with product offering. A brand is a type of product manufactured by a particular company under a particular name. A brand name is the name of the distinctive product, service, or concept. Therefore, we only want to provide the best quality control of our product delivered with the best services at an affordable price that can be enjoyed by everyone. It is also to make sure that the wants of the customers are satisfied.

Price Strategy

Price is the value exchanged between the seller and the buyer in order for the buyer to possess, use or experience the product or services offered. Most often, price is in the form of monetary value paid by the buyer to obtain the products or services. It is important to choose the right price on the products that we are selling because most oftenly customers took consideration about the prices first before they want to purchase products. As in our business, we are providing varieties of kolo mee and smoothies with affordable prices that can be enjoyed by many.

Place Strategy

Place strategy refers to the decision made on the location of the business. Choice of the location is crucial for most brick and mortar businesses. Another important factor that could make a business attract more customer is the place where the business is set up. As for our business,

we chose Kota Samarahan due to its strategical location. Kota Samarahan is mostly known for the universities located there such as UNIMAS, UITM Kampus Samarahan 1 and UITM Kampus Samarahan 2. But, our business is not only limited to students but also for everyone who wants a taste of our restaurant. We also welcomed people who are from Kuching and Bau to enjoy our kolo mee with smoothies.

Promotion Strategy

Promotion is any coordinated effort taken to supplement the product, price and place strategies in order to achieve the marketing objectives. For our business, we are using the advertising strategy to promote and gain more customers to come to our restaurant. Advertising is an act to announce or praise (a product or service) in some public medium of communication in order to induce people to buy or use it. To promote our business, we use printed media such as business card and banner. Besides that, we too use Internet such as Instagram and Facebook to promote our products.

To gain more customers, we are also giving free kolo mee and smoothies to our first 100 customers during our opening ceremony. By doing so, we hope those customers are satisfied with the foods and smoothies we had provided and can have a good first impression towards our restaurant.

MARKETING PROMOTING TOOLS

1. Signboard



2. Business card



Sampan Noodle Restaurant

*Free kolo mee
& smoothies
for the first
100 customers
on our
opening day!*


MENU
Food and Drink

Find us:

*Taman Desa Ilmu,
Kota Samarahan,
93400, Samarahan,
Sarawak.*



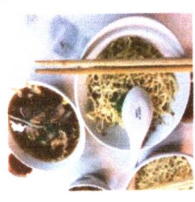
sampanoodle_



sampan_noodle

We offer:

Fried Kolo mee



Boiled Kolo mee



Chicken broth with Kolo mee



Laksa broth with Kolo mee



& More

With varieties of



smoothies

COME & JOIN US !

4. Banner

VALUE PROPOSITION
AFFORDABLE AND REASONABLE PRICE

CHANNELS
 > IN SHOP
 > SOCIAL MEDIA
 > FLYER

CUSTOMER RELATIONSHIP
 > PERSONAL
 > SOCIAL MEDIA

CUSTOMER SEGMENTS
 > NOODLE'S LOVER
 > FOODIES
 > FAMILIES
 > STUDENTS

KEY ACTIVITIES
MAKING KOLO MEE FROM SCRATCH WITH DIFFERENT VARIATION OF SOUP AND HEALTHY SMOOTHIE

KEY PARTNERS
 > INGREDIENT SUPPLIERS
 > FURNITURE, DISPLAY, AND RENTAL EQUIPMENT

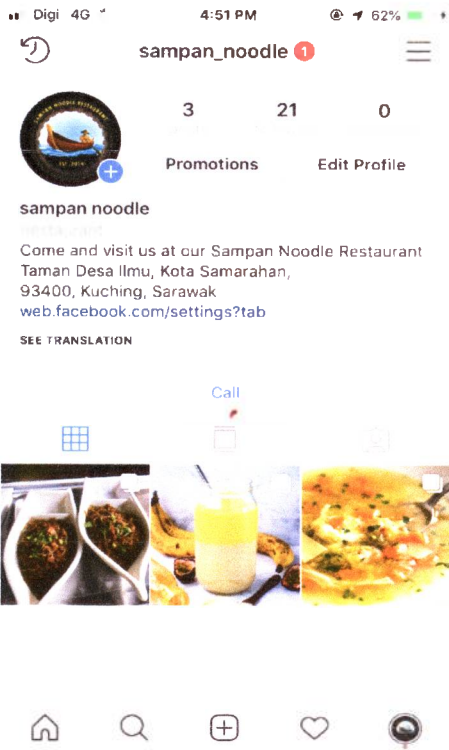
KEY RESOURCES
 > BARISTA
 > CASHIER
 > WAITER
 > KITCHEN HELPER
 > CHEF
 > DELIVERY BOY
 > SUPPLIER

COST STRUCTURE
 > INGREDIENTS (RM17, 825)
 > INSURANCE (RM900)
 > SALARIES/ COMMISSION (RM24, 738)
 > SHOP RENT (RM 1500)
 > FURNITURE (RM 933)
 > MACHINERIES (RM 4, 262. 86)
 > INTERNET'S BILL (RM 150)
 > UTILITIES BILLS (RM 1050)

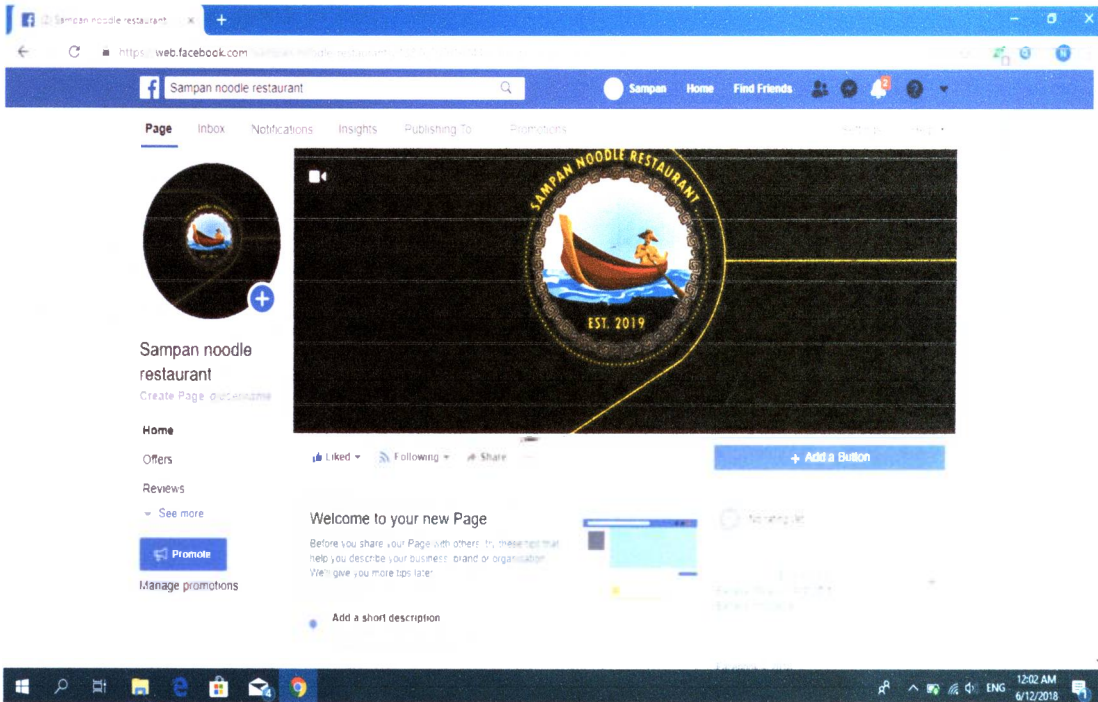
REVENUE STREAMS
 > TOTAL AVERAGE INCOME PER MONTH (RM 53,305.20)
 > TOTAL ESTIMATE INCOME PER YEAR (RM 639, 662. 40)

@sampannoodles
Sampan Noodles Restaurant
www.snrestaurant.com.my

Icons: Cutlery, Halal, Malaysia



II. Facebook



MARKETING BUDGET

ITEMS	FIXED ASSETS (RM)	MONTHLY EXPENSES (RM)	OTHER EXPENSES (RM)
Opening ceremony			2000
Signboard	1000		
Brochures (100 pieces × RM 1.00)			100
Banner			40
Business card (100 pieces × RM1.00)			100
Free food for the first 100 customers (opening ceremony)			1500
TOTAL (RM)	1000		3740
TOTAL FINAL COST (RM)			5740

4.0 Operations Plan

- **Operations process**

The operation plan is one of the most important factors to consider in a business. Like other companies, our target to ensure that our products and services are the best in quality. This will be able to satisfy our customer's need and wants. Other than that, a systematic operational plan is formed so that our business runs smoothly and achieves its objectives.

In order to proceed the business, it must for us to check either we can produce an output in the form of product or services. This planning will show how we identify the processes from beginning to end to make the product or services that we serve to our customer. These processes encompass managing our creation of customer value. Service companies may be tempted to think that processes aren't managed in this area, but consider how you deliver your service. We take specific steps to deliver what our company does and these few steps for our operational processes.

The operations plan will ensure the business is able to produce the product or to provide the services that the business had planned in the marketing plan. The operations plan comprises of the following topics:






- Process planning
- Operations layout
- Production planning
- Material planning
- Machine and equipment planning
- Manpower planning
- Overheads requirement
- Business and operation hours
- License, permits and regulations required
- Operations budget
- Implementation schedule

4.1 OBJECTIVES

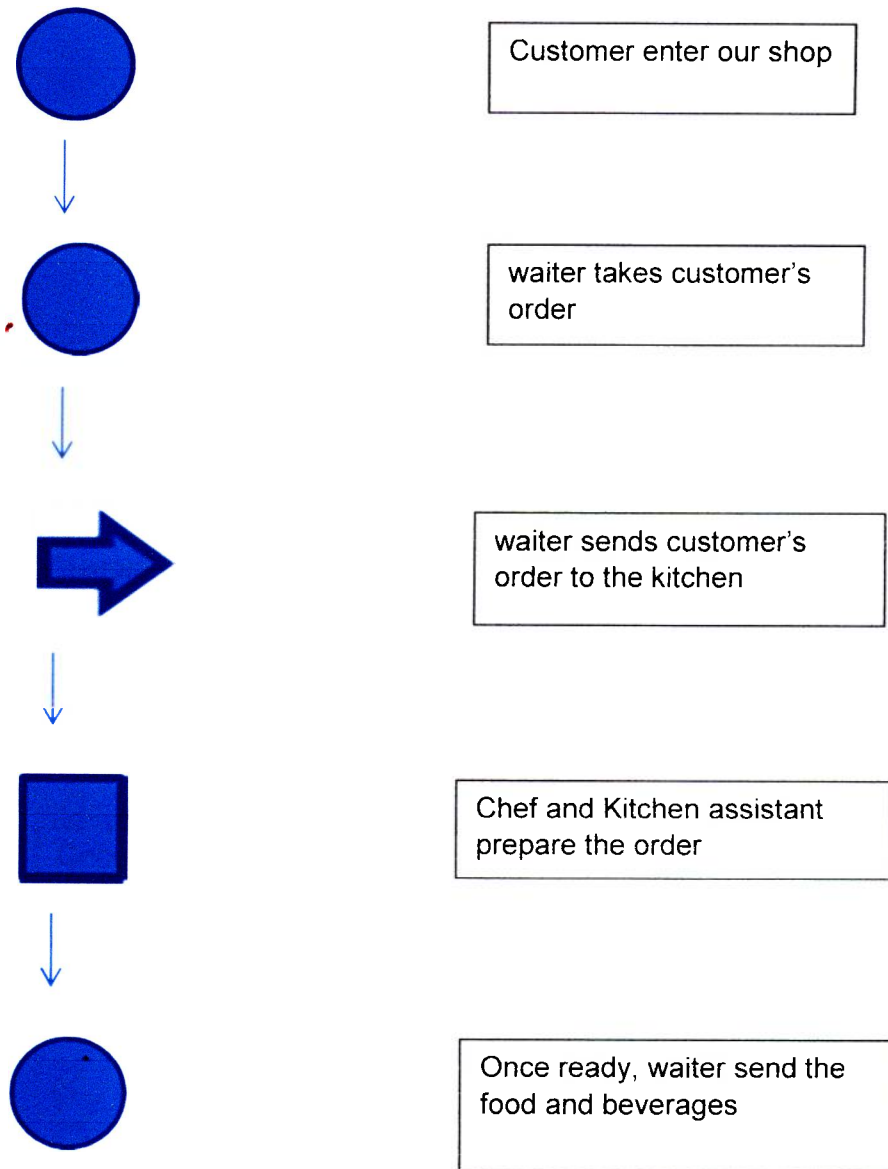
The objectives of our operational plan are as follows:

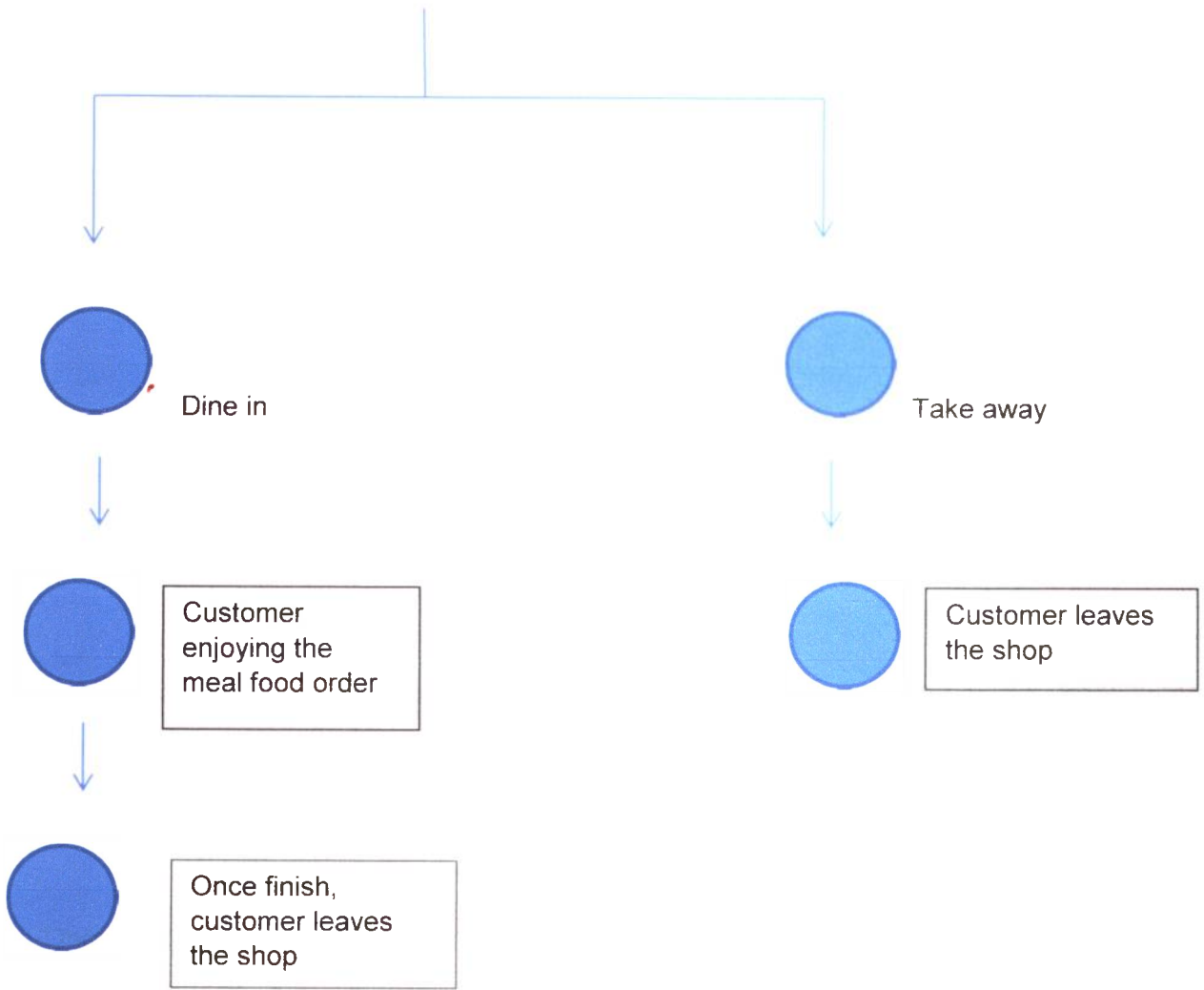
- To ensure the business operation system runs smoothly in order to maintain the quality of the products and services to customers
- To optimize customer satisfaction and fulfil their expectations towards our ability to provide high quality products and timely services
- To achieve consistency and stability in our production and services
- To ensure the quality of our products/ services meet the established standards
- To ensure our business is profitable and successful

4.2.1 Process flow chart

Symbols	Types of activities	Description
	Operation	Activities that modify, transform or give value to the input
	Transportation	Transport activities occurs when materials are transported from one point to another
	Inspection	Activities that measures standard of the in-process
	Delay	Used when the in-process material is restrained in a location waiting
	Storage	Used when the in-process materials or finished products are stored in the storage area

4.2.2 ACTIVITY CHART PROCESS FOR SERVING THE CUSTOMER



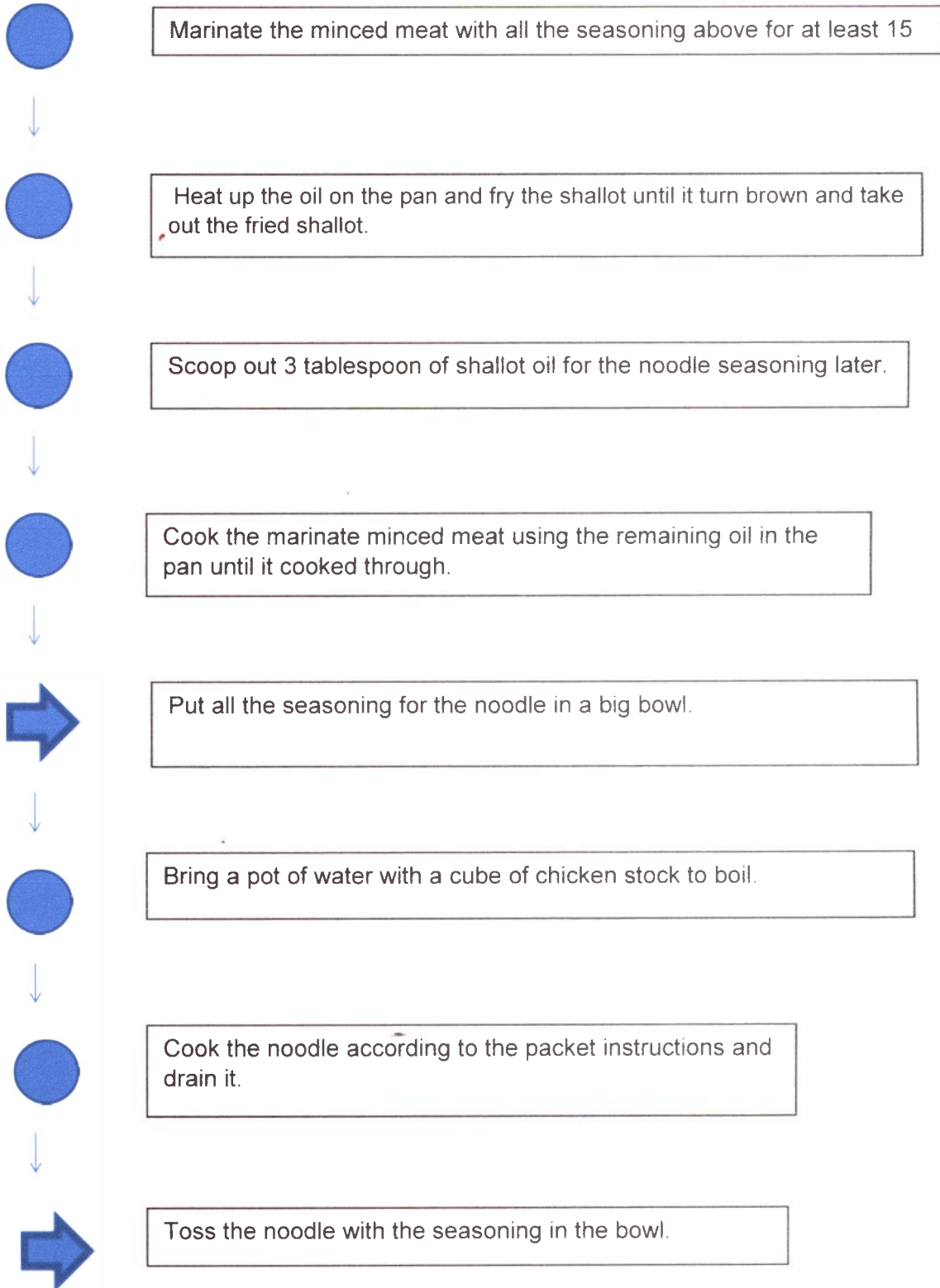


4.2.3 ACTIVITY CHART FOR SERVING THE CUSTOMER





4.2.4 FLOW CHART PROCESS FOR THE PREPARATION OF KOLO MEE





Divide the portion on a plate and topping with the minced meat.



. Garnish with the chopped green onion and fried shallot

4.2.5 FLOW CHART FOR PREPARATION OF KOLO MEE

Marinate the minced meat with all the seasoning above for at least 15 minutes.



Heat up the oil on the pan and fry the shallot until it turn brown and take out the fried shallot.



Scoop out 3 table spoon of shallot oil for the noodle seasoning later.



Cook the marinate minced meat using the remaining oil in the pan until it cooked



Put all the seasoning for the noodle in a big bowl.



Bring a pot of water with a cube of chicken stock to boil



Cook the noodle according to the packet instructions and drain it.



Toss the noodle with the seasoning in the bowl.

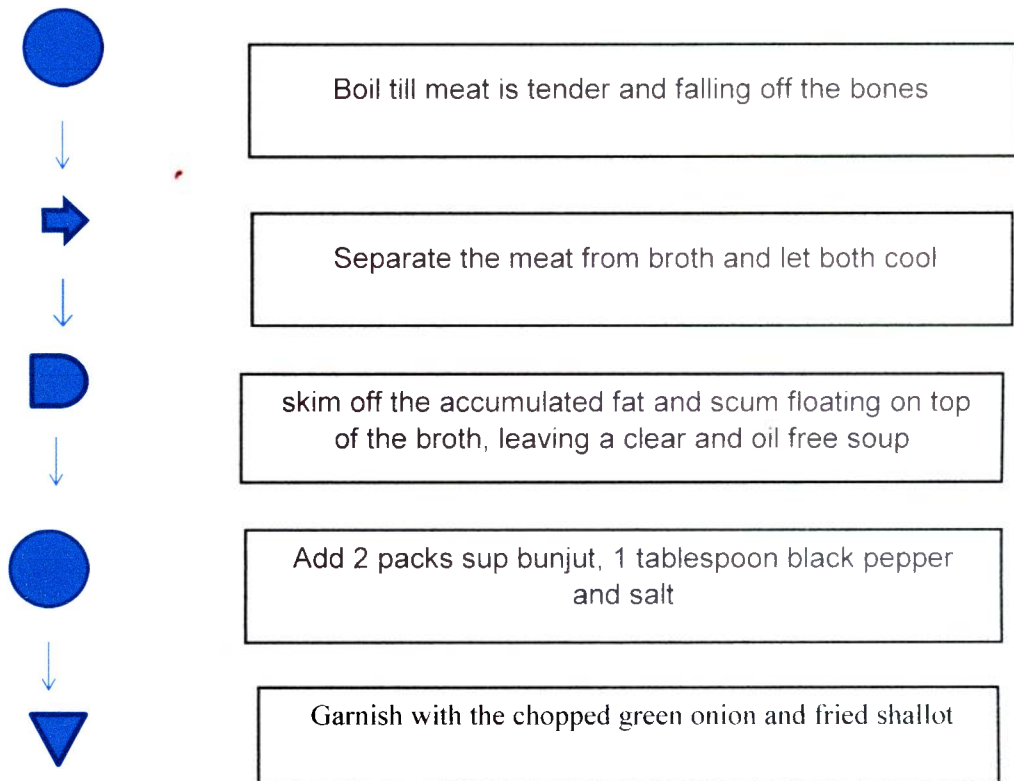


Divide the portion on a plate and topping with the minced meat.



Garnish with the chopped green onion and fried shallot

4.2.6 FLOW CHART PROCESS FOR THE PREPARATION BEEF BROTH OF KOLO MEE



4.2.7 FLOW CHART FOR PREPARATION OF BEEF BROTH OF KOLO MEE

Boil till meat is tender and falling off the bones



separate the meat from broth and let both cool



skim off the accumulated fat and scum floating on top of the broth, leaving a clear and oil free soup

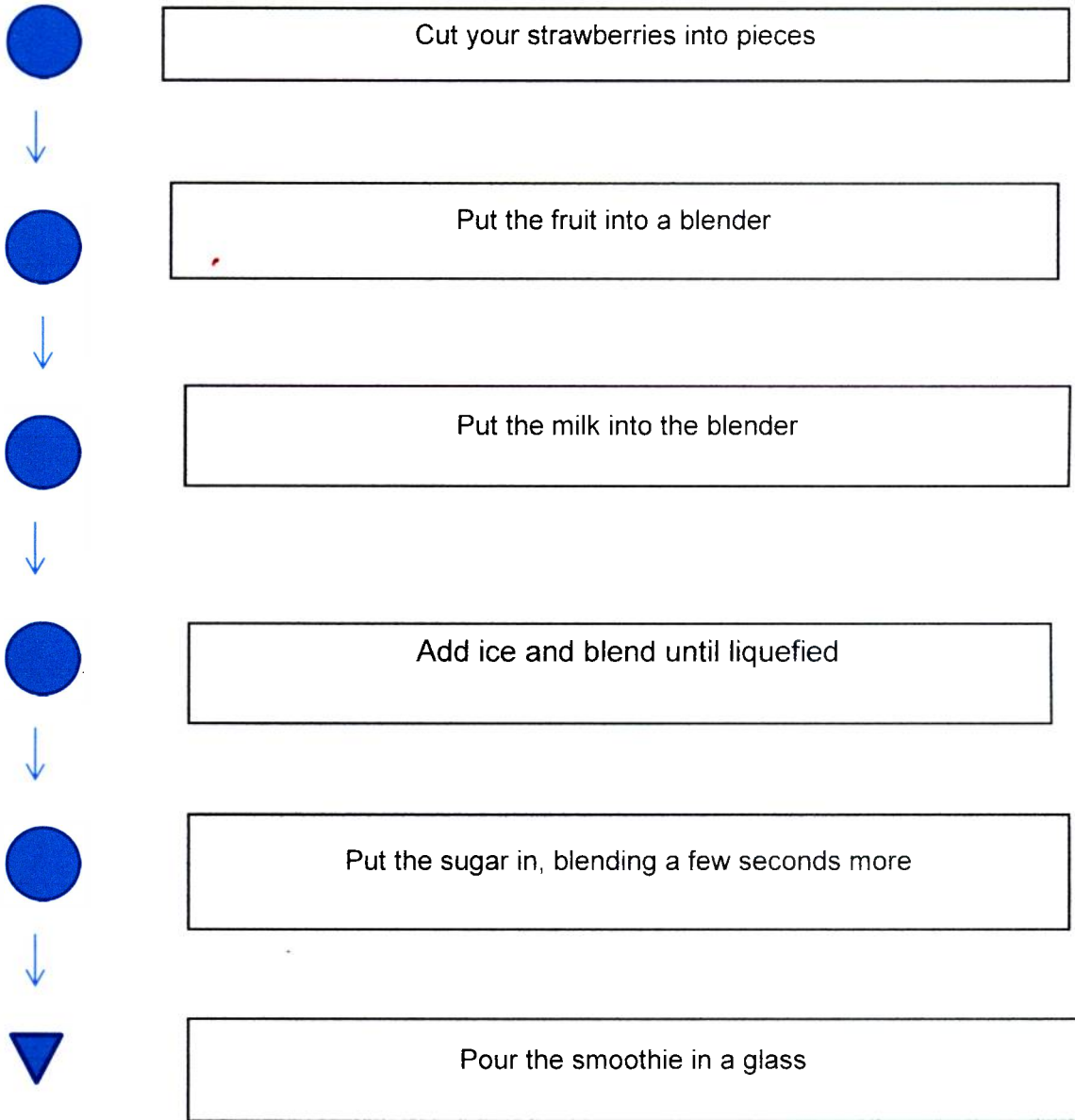


Add 2 packs sup bunjut, 1 tablespoon black peper and salt

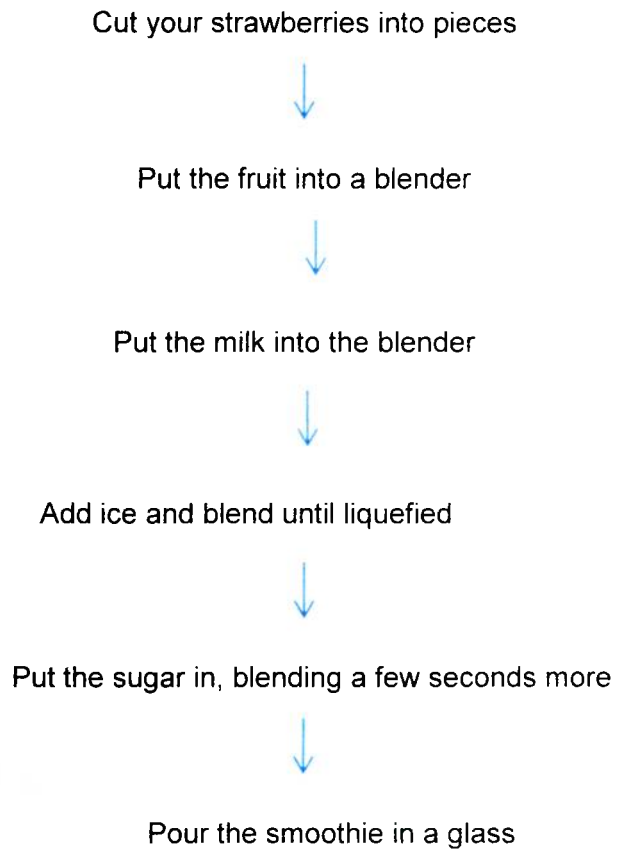


Garnish with the chopped green onion and fried shallot













4.2.8 FLOW CHART PROCESS FOR THE PREPARATION OF FRUIT SMOOTHIES





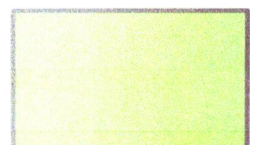
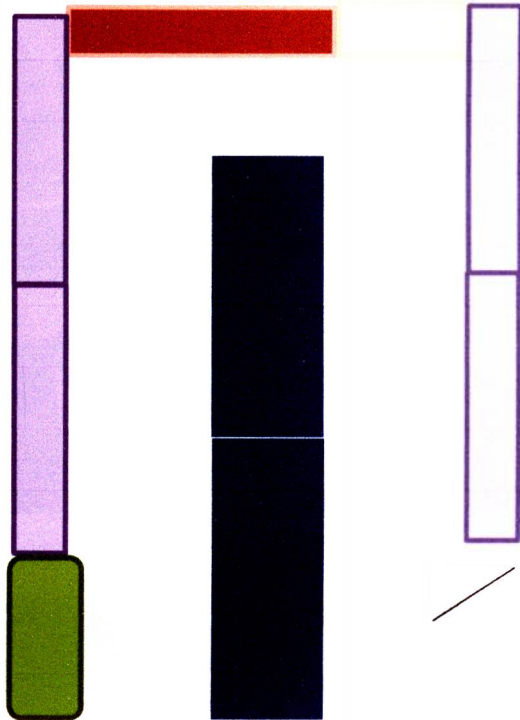
4.2.9 FLOW CHART FOR PREPARATION OF FRUIT SMOOTHIES



4.3 OPERATIONS LAYOUT

Keys	Description
	kitchen
	Sink
	Barista area
	Waiter's take meals prepared area
	Refrigerator
	Door
	Kitchen rack
	Coffee table
	Chairs
	Cash register machine
	Cashier
	Entrance

	washroom
	office





4.4 PRODUCTION PLANNING

It is important to make sure that the business is able to produce output or to provide services that is enough to fulfill the expected market demand or sales. This can be achieved by having a good production planning. In production planning, the business will determine how much output to produce for a certain period of time such as in a day, a week or a month. For the output, if there are leftovers, we can store it up until the next day for example like the noodles. Other option are customer can take away the food before closing to avoid any waste age. The business may need the information from the marketing plan, e.g. average sales forecast.

4.4.1 CALCULATION FOR OUTPUT PER DAY

Average sales per month : RM53,305.20

Price/unit : RM 15.00

No. of output/month : $RM53,305.20 / RM15.00$
: RM3553.68

Working days : 30 days

No. of output/day : $3553.68 / 30$
: 118units / day

4.4.2 POSITION AND NUMBER OF PERSONNEL

Position	No. of personnel
Operation manager	1
Marketing manager	1
Chef	1
Barista	1
Kitchen helper	2
Cashier	1
Delivery boy	2
Waiter	2
TOTAL	11

4.4.3 SCHEDULE AND TASK OF RESPONSIBILITIES

Position	Task and responsibilities
Operation manager	<ul style="list-style-type: none">• To deal with both raw materials and personnel• To manage quality assurance goods, supervising, hiring and train other employees• Represents the organization at various business meetings, promote existing and new programs• To control the inventory of the company
Marketing manager	<ul style="list-style-type: none">• To identify the target market, current market and determine the strategy which is suitable to be used

	<ul style="list-style-type: none"> • To manage all marketing for the company and activities within the marketing department • To identify competitors and trace their strength and weakness and can make a formula to compete with competitors • To monitor the company's marketing budget
Cashier	<ul style="list-style-type: none"> • Receives payment from customer • Making sure the shop is clean
Waiter	<ul style="list-style-type: none"> • Taking customer's order • Send order to customer
Kitchen helper	<ul style="list-style-type: none"> • Assistant to chef • Cleaning the dishes
Delivery boy	<ul style="list-style-type: none"> • Send order to customer who order through phone
barista	<ul style="list-style-type: none"> • Make beverages
Chef	<ul style="list-style-type: none"> • Cook the recipe/prepared menu

4.4.4 SCHEDULE FOR REMUNERATION

Position	No. of workers	Monthly salary (RM)	EPF contribution (RM)	SOCSSO contribution (RM)	Total (RM)
Chef	1	1x1,700=1,700	1x204=204	1x34=34	1,938
Barista	1	1x1000=1,000	1x120=120	1x20=20	1,140
Waitress	2	2x1000=2,000	2x120=240	2x20=40	2,280
Kitchen helper	2	2x1000=2,000	2x120= 240	2x20=40	2,280
Delivery boy	2	2x1000=2000	2x120=240	2x20=40	2,280
Cashier	1	1x1000=1000	1x120=120	1x20=20	1,140
TOTAL					11,058

4.4.5 Raw Material requirement

Type	Price per Unit (RM)	No. Per Week	Total Cost(RM)	Price(RM)
Noodle	3.50	200 packets	700.00	2800.00
Minced beef	10.20	150 packets	1530.00	6120.00
Shallot	3.19	20 kg	63.80	255.20
Chicken stock	8.35	25 bottles	208.75	835.00
Spring onion	11.98	4kg	47.92	191.68
Light soy sauce	6.99	20 bottles	139.80	559.20
Dark soy sauce	4.76	20 bottles	95.20	380.80
Sweet soy sauce	3.65	15 bottles	214.35	857.40
Sesame oil	14.29	4 bottles	57.16	228.64
Sugar	2.39	12 kg	28.68	114.72
Salt	2.60	10 packets	26.00	104.00
white paper	2.50	6 bottles	15.00	60.00
tom yam paste	45.00	5 bottles	225.00	900.00
laksa paste	24.00	5 bottles	120.00	480.00
garlic	3.79	5 kg	18.95	75.80
ginger	5.39	5kg	26.95	107.80
scallion	6.00	5kg	30.00	120.00
bean sprout	3.84	10 kg	38.40	153.50

Liquid wash	3.00	10 bottles	30.00	120.00
Straw	2.00	100 pcs(15)	30.00	120.00
Tissue	4.00	15 packets	60.00	240.00
Roll plastic bag	9.90	3 packets	29.70	118.80
Plastic food	14.00	2 packets(100 piecesx2)	28.00	112.00
Container				
Plastic bag (20x32cm)	8.90	2 packets (100piecesx2)	17.80	71.20
Orange	4.69	20 kg	93.80	375.20
Strawberry	6.99	10 kg	69.90	279.60
Mango	4.99	20 kg	99.80	399.20
Banana	3.69	10 kg	36.90	147.60
watermelon	4.69	40 kg	187.60	750.40
Ice cube	0.80 per pack	50 kg	40.00	160.00
Milk	7.34	20 bottles	146.80	587.20
TOTAL				17,825.04

4.4.6 Machine and equipment

Type	Price per Unit (RM)	No.	Total Cost (RM)
Cash machine	350.00	1	350.00
Refrigerator	1400.00	1	1400.00
Plates	2.90	100	290.00
Knife	5.00	10	50.00
Spoon	2.00	100	200.00
Fork	2.00	100	200.00
Cutting board	7.00	10	70.00
Frying pan	30.00	6	180.00
Blender	79.99	4	319.96
Kitchen stove	150.00	2	300.00
Spatula	6.99	4	27.96
Pot	120.00	2	240.00
Ladle	12.99	4	51.96
Glass	4.59	100	459.00
Cup	3.50	100	350.00
TOTAL			4,488.88

4.6.1 LIST OF SUPPLIERS

4.6.2 List of suppliers for machine and equipment

List of machine	Function of machine	Suppliers	Address
Blender	To blend the fruits for smoothies	Panasonic	Lot 3293, Jalan Kwong Lee Bank, Lorong Sebor,93450, Kuching, Sarawak
Kitchen scale	To measure the weight of ingredients and other food	Panasonic	Lot 3293, Jalan Kwong Lee Bank, Lorong Sebor,93450, Kuching, Sarawak

4.6.3 List of suppliers for raw material

List of material	Function of material	Suppliers	Address
All the ingredients of Kolo Mee	Base ingredients of making Kolo Mee	H&L supermarket Aiman Mall	Aiman mall, kota samarahan, 94300 sarawak
Fruits	To making smoothies	Fruitace Sdn Bhd	S/L 31-32, Lorong 7A, Demak Laut, Industrial Park, Jalan Boka, Petra Jaya, 93050, Kuching, Malaysia

4.7 BUSINESS AND OPERATION HOUR

4.7.1 Business hour

Day	Time
Monday-Sunday	10 a.m – 12a.m

4.7.2 Operation hour

Shift	Working hours	Rest	No. of workers
1	8 am - 4 pm	1 p.m- 2 p.m	1

Shift	Working hours	Rest	No. of workers
2	4 pm – 12am	7 p.m- 8 p.m	1

4.8 LICENSE, PERMITS AND REGULATIONS

Companies doing business in Malaysia are required to apply for business premises licenses and signboard licenses from the respective State Authorities. The requirements for the application of a business premise license and a signboard license may vary according to each local authority.

Generally, an application for a business license and signboard license must be accompanied by a number of supporting documents as follows;

4.8.1 REQUIREMENT FOR BUSINESS LICENSE APPLICATION

1. A copy of Business Registration Certificate/ Incorporate Certificate (Form 9)
2. A copy of Form 49 (Companies Act, 1956)
3. A copy of Form 24-A, B (Business Registration Act, 1956)
4. A copy of grants/title/hire-purchase agreement of the proposed premise
5. A copy of Building Occupational Certificate/ Sijil Menduduki Bangunan
6. A copy of location map/ Pelan Lokasi
7. Application of Floor Plan/ Pelan Lantai
8. Application of Signboard or Advertisement Board License/ Lesen Iklan
9. Advertisement visual (must fulfill the requirement of usage of advertisement language)
10. Passport-sized photograph of applicant
11. A copy of applicant's NRIC
12. Fulfil Health Conditions (Foundation courses for food handlers and typhoid vaccination)

4.8.2 REQUIREMENT FOR SIGNBOARD LICENSE APPLICATION

1. Photocopy of the applicant's identity card
2. Passport-sized photograph of the applicant
3. Copy of the company's M&A and Forms 9, 24 and 49
4. Copy of either the rental agreement or the sale and purchase agreement of the company's business premise
5. Copy of the Certificate of Fitness of the company's business premise
6. Copy of Fire Department's support letter
7. Copy of the location plan of the company's business premise
8. Photographs of the business premise
9. Photographs showing the location of the company's signboard
10. Samples of the signboard indicating its design and colours

Our business are based on food and beverages (F&B) industry, therefore it is necessary to comply with certain laws and regulation is Malaysia such as Business Licenses, Signboard Licenses, HALAL licenses and most importantly, it is a must to fulfill health conditions require by State Authorities.

4.8.3 HALAL CERTIFICATION

Halal Certification Logo is a recognition that shows something halal food products, beverages and consumables Muslims based on Islamic Law practiced in the state. It must meet the requirements specified in the Guidelines make provision of premises/processing/cooking food, drinks and consumables Muslims Issued by the Sarawak Islamic Religious Department. All operators of food, consumables and related parties to meet kosher criteria set forth in the uielines" may be eligible to apply for the Halal Certificate and Halal logo.

4.8.3 APPLICATION GUIDELINES

All applications must be made by completing the prescribed application form available at the following address: Level 16, Kompleks Islam Sarawak, Jalan P. Ramlee, 93400, Kuching, Sarawak.

Application forms are categorized into three as shown below:

1. Application Form Halal Certification and Halal Logo for Food Products and Muslims Applied Materials (SPH 1)
2. Application Form Halal Certification and Halal Logo for Food Premises (SPH 2)
3. Application Form Halal Certification and Halal Logo for Sale Halal Meat Animals (SPH 3)

SPH form 1/2/3 forms are forwarded to the mentioned address above. All information provided by the applicant in the forms and related attachments are private and confidential. The applicant shall provide a file entitled Halal Certificated and Halal Logo Halal Certification and entitled Halal Logo to store related document.

4.9 OPERATIONS OVERHEAD

No.	Overheads	Cost (RM)
1	Repairs and maintenance	500.00
Total		500.00

4.9.1 FURNITURE AND FITTING BUDGET

Item	Quantity	Price per unit (RM)	Total price (RM)
Rectangular table	5	360.00	1800.00
Cashier counter	1	350.00	350.00
Chairs	15	250.00	3750.00
Kitchen rack	2	380.00	760.00
Coffee table	10	300.00	3000.00
Sink	2	240.00	480.00
Total			10,140

4.9.2 OTHER EXPENSES BUDGET

Item	Quantity	Price per unit (RM)	Total cost (RM)
Mop	3	7.00	21.00
Broom	3	5.00	15.00
Dustbin	4	3.00	12.00
Toilet tissue	3	5.90	17.70
Tissue boxes	3	5.90	17.70
Total			83.40

4.10 OPERATIONS BUDGET

Item	Capital expenditure (RM)	Monthly expenses (RM)	Other expenses (RM)
Furniture and fitting	10,140.00		
Machinery and equipment	4,488.88		
Remuneration	11,058		
Raw material	17,825.04		
Other expenses			83.40
Overhead			500.00
Total			44,095.32

4.11 IMPLEMENTATION SCHEDULE

Activities	Deadlines	Duration (months)
Incorporation of business	November-December 2017	2
Applications for permits and license	November 2017-April 2018	6
Searching of premise	February-April 2018	3
Renovation of premise	May-June 2018	2
Procurement of machine and raw material	July-September 2018	3
Recruitment of labors	October 2018	1
Installation of machine	November- December 2018	2

5.0 FINANCIAL PLAN

INTRODUCTION TO FINANCIAL PLAN

DEFINITION OF FINANCIAL PLAN

Financial plan is the one of the most important model in preparing the business plan. Before we start our business, the business must be able to identify their financial expectation. Finance is an application of set of entities used to manage their financial technique that individuals and organization affairs.

The financial plan is involves determining the total project cost, sources of financing and preparation of financial projection in term of pro forma statement that includes cash flows, balance sheets and forma income statement.

Apart from that, we can know about the profit and losses in our business. To achieve the profitable business, good financial standing is important. When in the future we facing losses, we can find the source to overcome the losses. Financial plan is prepare after all the budgets pertaining to marketing, administration and operation aspects are completed.

In "SAMPAN NOODLES", we has collect and summarized all the financial information in administration, operating and marketing plan in order to get the picture of how much the business will cost run.

The capital of the partnership will be contributed by each manager are as follows:

Name	Position	Amount
NORHAFIZAH BINTI LOREN	GENERAL MANAGER	RM15,000
NUR EFFA IDAYU BINTI ANNUAR NUR FATIN SYAMIMI BINTI JULAIHIE	MARKETING MANAGER	RM10,000 X 2 = RM20,000
NORSHAHAZIERA BINTI KOLEK	OPERATIONAL MANAGER	RM15,000
NURUL QATRUNADA BINTI ROZUI @ ROZEY	ADMINISTRATION MANAGER	RM10,000
FIEFI FARIESHA BINTI MOHAMAD	FINANCIAL MANAGER	RM15,000
	TOTAL	RM 75,000

OBJECTIVE OF FINANCIAL PLAN

1. To determine the amount of the money to be invested (Project Cost);
2. To identify and proposed the relevant sources of finance;
3. To ensure that the initial capital is sufficient;
4. To analyse the viability of the project before actual investment is committed;
5. To be used as guideline for project implementation.

FINANCIAL STRATEGIES

1. To determine the cost that involved in early operation;
2. To record the total cost that required;
3. To determine total payment of loan;
4. To get financial resources for finance the business project;
5. To determine the amount of hire purchase total payment;
6. To determine the depreciation for every fixed asset;
7. To determine the cash flow at the end of accounting period;
8. To determine profit and loss

5.1 PROJECT IMPLEMENTATION COST AND SOURCES OF FINANCE

Capital Expenditure	Cost	Sources of Financing
Land & Building		Cash
Office furniture and fitting	933	Cash
Office equipment	4,464	Cash
		Cash
		Cash
Signboard	1,000	Cash
		Cash
		Cash
Furniture and fitting	2,740	Cash
Machinery and equipment	4,263	Loan
		Cash
		Cash
Working Capital	1 months	
Sales & Marketing Costs (monthly)	7,800	Cash
General & Administrative Costs (monthly)	9,140	Cash
Operations & Technical Costs (monthly)	35,426	Cash
Pre-Operating & Incorporation Costs (one-off)	4,500	Loan
Other Expenditure (annually)	-	Cash
Provision for Contingencies	5%	3,513 Cash
TOTAL	73,779	

5.2 SOURCES OF FINANCE

Capital Expenditure	Cost
Land & Building	
Office furniture and fitting	933
Office equipment	4,464
Signboard	1,000
Furniture and fitting	2,740
Machinery and equipment	4,263
Working Capital	
Sales & Marketing Costs (monthly)	7,800
General & Administrative Costs (monthly)	9,140
Operations & Technical Costs (monthly)	35,426
Pre-Operating & Incorporation Costs (one-off)	4,500
Other Expenditure (annually)	
Provision for Contingencies	3,513
TOTAL	73,779

Own Contributions		Loan	Hire-Purchase
Cash	Existing F. Assets		
-			
933			
4,464			
-			
-			
1,000			
-			
.			
-			
2,740			
		4,263	
-			
-			
7,800			
9,140			
35,426			
		4,500	
-			
3,513			
65,016		8,763	

5.3 LOAN AMORTIZATION REPAYMENT SCHEDULE

LOAN AMORTIZATION SCHEDULE				
Amount (RM)	8,763			
Interest Rate	5%			
Duration (yrs)	10			
Method	Annual Rest			
Year	Instalment Payments			Principal Balance
	Principal	Interest	Annual Payments	
	-	-	-	8,763
1	697	438	1,135	8,066
2	732	403	1,135	7,335
3	768	367	1,135	6,567
4	807	328	1,135	5,760
5	847	288	1,135	4,913
6	889	246	1,135	4,024
7	934	201	1,135	3,090
8	980	155	1,135	2,110
9	1,029	106	1,135	1,081
10	1,081	54	1,135	0
11	0	0	0	0
12	0	0	0	0
13	0	0	0	0
14	0	0	0	0
15	0	0	0	0
16	0	0	0	0
17	0	0	0	0
18	0	0	0	0
19	0	0	0	0
20	0	0	0	0

5.4 HIRE PURCHASE REPAYMENT SCHEDULE

HIRE-PURCHASE REPAYMENT SCHEDULE	
Amount (RM)	
Interest Rate	5%
Duration (yrs)	5

Tahun	Bayaran Ansuran			Baki Pokok
	Pokok	Faedah	Bayaran Tahunan	
	-	-	-	-
1	-	-	-	-
2	-	-	-	-
3	-	-	-	-
4	-	-	-	-
5	-	-	-	-
6	-	-	-	-
7	-	-	-	-
8	-	-	-	-
9	-	-	-	-
10	-	-	-	-
11	-	-	-	-
12	-	-	-	-
13	-	-	-	-
14	-	-	-	-
15	-	-	-	-
16	-	-	-	-
17	-	-	-	-
18	-	-	-	-
19	-	-	-	-
20	-	-	-	-

5.5 NON CURRENT ASSETS DEPRECIATION SCHEDULE

Type of Fixed Asset		Office furniture and fitting	
Cost (RM)		933	
Depreciation Method		Straight Line	
Economic Life (yrs)		5	
Year	Annual Depreciation	Accumulated Depreciation	Book Value
	-	-	933
1	187	187	746
2	187	373	560
3	187	560	373
4	187	746	187
5	187	933	-
6	0	0	-
7	0	0	-
8	0	0	-
9	0	0	-
10	0	0	-

Type of Fixed Asset		Office equipment	
Cost (RM)		4,464	
Depreciation Method		Straight Line	
Economic Life (yrs)		5	
Year	Annual Depreciation	Accumulated Depreciation	Book Value
	-	-	4,464
1	893	893	3,571
2	893	1,786	2,678
3	893	2,678	1,786
4	893	3,571	893
5	0	0	893
6	0	0	893
7	0	0	893
8	0	0	893
9	0	0	893

10	0	0	893
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Type of Fixed Asset		Signboard	
Cost (RM)		1,000	
Depreciation Method		Straight Line	
Economic Life (yrs)		5	
Year	Annual Depreciation	Accumulated Depreciation	Book Value
	-	-	1,000
1	200	200	800
2	200	400	600
3	200	600	400
4	200	800	200
5	200	1,000	-
6	0	0	-
7	0	0	-
8	0	0	-
9	0	0	-
10	0	0	-

Type of Fixed Asset		Furniture and fitting	
Cost (RM)		2,740	
Depreciation Method		Straight Line	
Economic Life (yrs)		5	
Year	Annual Depreciation	Accumulated Depreciation	Book Value
	-	-	2,740
1	548	548	2,192
2	548	1,096	1,644
3	548	1,644	1,096
4	548	2,192	548
5	548	2,740	-
6	0	0	-
7	0	0	-
8	0	0	-

9	0	0	-
10	0	0	-

Type of Fixed Asset		Machinery and equipment	
Cost (RM)		4,263	
Depreciation Method		Straight Line	
Economic Life (yrs)		5	
Year	Annual	Accumulated	Book Value
	Depreciation	Depreciation	
	-	-	4,263
1	853	853	3,410
2	853	1,705	2,558
3	853	2,558	1,705
4	853	3,410	853
5	0	0	853
6	0	0	853
7	0	0	853
8	0	0	853
9	0	0	853
10	0	0	853

MONTH	Pre-Operations	January	February	March	April
<u>CASH INFLOW</u>	-				
Capital (Cash)	65,016				
Loan	8,763				
Cash Sales		47,975	47,975	47,975	47,975
Collection of Accounts Receivable		0	5,331	5,331	5,331
TOTAL CASH RECEIPT	73,779	47,975	53,305	53,305	53,305
<u>CASH OUTFLOW</u>					
Pre-operating & Incorporation Expenditure	4,500				
Sales & Marketing Expenditure		7,800	7,800	7,800	7,800
General & Administrative Expenditure		9,140	9,140	9,140	9,140

2019 MONTHLY CASH FLOW

5.6 PROFORMA CASH FLOW STATEMENT

May	June	July	October	November	December
47,975	47,975	47,975	47,975	47,975	47,975
5,331	5,331	5,331	5,331	5,331	5,331
53,305	53,305	53,305	53,305	53,305	53,305
7,800	7,800	7,800	7,800	7,800	7,800
9,140	9,140	9,140	9,140	9,140	9,140

Operations & Technical Expenditure	26,513	35,426	35,426	35,426	35,426	35,426	35,426	35,426	35,426	35,426
Other Expenditure	0									
Purchase of Fixed Assets	13,400									
Hire-Purchase										
Repayment: Principal	0	0	0	0	0	0	0	0	0	0
Interest	0	0	0	0	0	0	0	0	0	0
Loan										
Repayment: Principal	58	58	58	58	58	58	58	58	58	58
Interest	37	37	37	37	37	37	37	37	37	37
Tax Payable	0	0	0	0	0	0	0	0	0	0
TOTAL CASH OUTFLOW	17,900	43,548	52,460	52,460	52,460	52,460	52,460	52,460	52,460	52,460
CASH SURPLUS (DEFICIT)	55,879	4,427	845	845	845	845	845	845	845	845
BEGINNING CASH BALANCE	55,879	55,879	60,306	61,151	61,995	62,840	63,685	64,530	64,530	68,754
ENDING CASH BALANCE	55,879	60,306	61,151	61,995	62,840	63,685	64,530	65,374	67,909	69,598

	2019	2020	2021
YEAR			
<u>CASH INFLOW</u>			
Capital (Cash)	65,016	0	0
Loan	8,763	0	0
Cash Sales	575,696	592,967	622,615
Collection of Accounts Receivable	58,636	65,725	68,905
TOTAL CASH RECEIPT	708,111	658,692	691,520
<u>CASH OUTFLOW</u>			
Pre-operating & Incorporation Expenditure	4,500		
Sales & Marketing Expenditure	93,600	93,600	93,600
General & Administrative Expenditure	109,680	109,680	109,680
Operations & Technical Expenditure	416,198	428,319	437,035
Other Expenditure	0	-	-
Purchase of Fixed Assets	13,400		
Hire-Purchase Repayment:			
Principal	0	-	-
Interest	0	-	-

Loan Repayment:			
Principal	697	732	768
Interest	438	403	367
Tax Payable	0	0	0
TOTAL CASH OUTFLOW	638,513	632,734	641,450
CASH SURPLUS (DEFICIT)	69,598	25,959	50,070
BEGINNING CASH BALANCE	0	69,598	95,557
ENDING CASH BALANCE	69,598	95,557	145,627

5.8 PRO FORMA INCOME STATEMENT

	Years	2019	2020	2021
Sales		639,662	658,852	691,795
Less: Cost of Sales (Notes 1 & 2)		341,155	430,367	439,548
Gross Profit		298,508	228,485	252,247
Less: Expenditure				
Pre-Operating & Incorporation Expenditure				
General & Administrative Expenditure		109,680	109,680	109,680
Sales & Marketing Expenditure		93,600	93,600	93,600
Other Expenditure				
Interest on Hire-Purchase				
Interest on Loan		438	403	367
Depreciation of Fixed Assets		1,279	1,279	1,279
Total Expenditure		204,998	204,963	204,926
Net Income Before Tax		93,510	23,522	47,321
Tax		0	0	0
Net Income After Tax		93,510	23,522	47,321
Accumulated Net Income		93,510	117,032	164,353

Note 1

Cost of Sales

Opening Inventory of Finished Goods	0	63,966	65,885
Add: Total Production Cost (Note 2)	405,121	432,286	442,842
	0		
Less: Ending Inventory	63,966	65,885	69,180
	341,155	430,367	439,548

Note 2

Raw Materials

Opening Inventory	0	21,390	22,032
Add: Current Year Purchases	213,900	220,317	231,333
Add: Carriage Inwards			
Less: Ending Inventory	21,390	22,032	23,133
Raw Materials Used	192,510	219,675	230,231

Labour

Salaries, Wages, EPF & SOCSO	160,056	160,056	160,056
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5.9 PRO FORMA BALANCE SHEET

	2019	2020	2021
ASSETS			
Non-Current Assets (Book Value)			
Land & Building			
Other Fixed Assets	10,720	8,040	5,360
Other Assets			
Deposit	4,500	4,500	4,500
	15,220	12,540	9,860
Current Assets			
Inventory of Raw Materials	21,390	22,032	23,133
Inventory of Finished Goods	63,966	65,885	69,180
Accounts Receivable	5,331	5,490	5,765
Cash Balance	69,598	95,557	145,627
	160,285	188,964	243,705
TOTAL ASSETS	175,505	201,504	253,565
Owners' Equity			
Capital	65,016	65,016	65,016
Accumulated Income	93,510	117,032	164,353
	158,526	182,049	229,370
Long-Term Liabilities			
Loan Balance	8,066	7,335	6,567
Hire-Purchase Balance			
	8,066	7,335	6,567
Current Liabilities			
Accounts Payable	8,913	12,121	17,629
TOTAL EQUITY & LIABILITIES	175,505	201,504	253,565

5.9 PRO FORMA BALANCE SHEET

	2019	2020	2021
ASSETS			
Non-Current Assets (Book Value)			
Land & Building			
Other Fixed Assets	10,720	8,040	5,360
Other Assets			
Deposit	4,500	4,500	4,500
	15,220	12,540	9,860
Current Assets			
Inventory of Raw Materials	21,390	22,032	23,133
Inventory of Finished Goods	63,966	65,885	69,180
Accounts Receivable	5,331	5,490	5,765
Cash Balance	69,598	95,557	145,627
	160,285	188,964	243,705
TOTAL ASSETS	175,505	201,504	253,565
Owners' Equity			
Capital	65,016	65,016	65,016
Accumulated Income	93,510	117,032	164,353
	158,526	182,049	229,370
Long-Term Liabilities			
Loan Balance	8,066	7,335	6,567
Hire-Purchase Balance			
	8,066	7,335	6,567
Current Liabilities			
Accounts Payable	8,913	12,121	17,629
TOTAL EQUITY & LIABILITIES	175,505	201,504	253,565

5.10 FINANCIAL ANALYSIS

Financial Ratio Analysis					
<u>LIQUIDITY</u>					
Current Ratio	18	16	14		
Quick Ratio (Acid Test)	8	8	9		
<u>EFFICIENCY</u>					
Receivable Turnover	12	12	12		
Inventory Turnover	8	10	10		
<u>PROFITABILITY</u>					
Gross Profit Margin	46.67%	34.68%	36.46%		
Net Profit Margin	14.62%	3.57%	6.84%		
Return on Assets	53.28%	11.67%	18.66%		
Return on Equity	58.99%	12.92%	20.63%		
<u>SOLVENCY</u>					
Debt to Equity	10.71%	10.69%	10.55%		
Debt to Assets	9.67%	9.66%	9.54%		
Time Interest Earned	212	57	128		
Break-even Analysis					
Total projected sales(RM)	639,662	658,852	691,795		
Total variable costs (cost of sales)	341,155	430,367	439,548		
Contribution margin	298,508	228,485	252,247		
Contribution margin ratio	47%	35%	36%		
Fixed costs	204,998	204,963	204,926		
Total costs	546,152	635,330	644,474		
Net Profit	93,510	23,522	47,321		
Break-even sales	439,283	591,024	562,016		
Percentage of break-even to sales	69%	90%	81%		

6.0 CONCLUSION

6.0 CONCLUSION

Noodle industry is a potential industry to be made due to high demand. besides, many people nowadays tend to explore and try new style which is rare in the existing market. our company hope that by operating this business, we will sure to achieve our vision and mission in the next future. other than that, we also hope to gain more profits in the near future as well as will get more positive feedback from our customers.

SAMPAN NOODLE RESTAURANT is a new established restaurant which specialized in foods with local taste such as Kolo mee which are served with different variations of soups by our restaurant. Our food and drinks are prepared by our professional chefs and barista who would prepare food and drinks from scratch

Our business is in the form of partnership, which consists of 6 members. Our business will start operating on the 1st of January 2019. Our business will be operating and are located at Desa Ilmu, Kota Samarahan. As being mentioned earlier, our partners are entitled to take part in the business management. The operation department of the company has a systematic flow chart of service.

With that, we are hoping that we will be able to achieve our goals and as well as objectives of the business with the guidance from the business plan. in order for us to increase the number of our customers, we are hoping that we can compete with our competitors and become a market leader in in this industry in the near future.

7.0 APPENDICES



