



اَبُو بَكْرٍ سَيِّدِي تَبَكُّوْا لِيْ مَا اَرَادَا
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TEKNOLOGI
MARA

FACULTY OF APPLIED SCIENCE

DIPLOMA IN SCIENCE (AS120)

AS1205B

FUNDAMENTALS OF ENTREPRENUERSHIP

ENT 300

QEANS CAFE

PREPARED FOR:

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LETTER OF SUBMISSION

Diploma in Science (AS1205B)
Faculty of Applied Science
Universiti Teknologi MARA Cawangan Pahang
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20 JANUARY 2020

Madam Normilia Binti Abdul Wahid
Lecturer of Fundamentals of Entrepreneurship (ENT300)
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Universiti Teknologi MARA Cawangan Pahang
26400 Pahang

Madam,

Submission of the Business Plan (ENT 300)

According to the matter stated above, we would like to submit an attachment of business plan title "QEANS CAFÉ" with complete responsibility to accomplish the requirements as needed as university requirements.

2. This proposal of business plan contain important details and elements of our business such as business and owner background, administration plan, marketing plan, financial plan and other valuable informations regarding our cafe business.

3. In order to accomplish this business plan on time, we as a group gave sincere effort and full commitment by following all the instruction and qualification needed.

4. We sincerely hope that madam will be satisfied with our cafe business plan. Not only that, we also hope that this business plan would be able to meet your assumptions.

Thank you,

Yours sincerely



.....
(NUR ARNISHA HANIN BINTI MOKHTAR)
General Manager of Qeans Cafe

ACKNOWLEDGEMENT

Alhamdulillah we are very grateful and thankful to our creator Allah S.W.T because we can complete this assignment as one of the assessments that we need to accomplished and finished in our course ENT 300.

Special and big thanks to our Entrepreneurship lecturer, Madam Normilia Binti Abd Wahid for her kindness to guide and give us suggestions about entrepreneurship upon completing this business plan assignment. Deepest thanks also to our parents, family and friends for the word of encouragement until our business plan assignment are finally completed.

There are lot of obstacles and challenges that we have to face in order to complete this task but we managed to structured and dealing with it effectively. For this business plan assignment it is includes some contents about entrepreneur organisational, marketing, operational, financial and other information to starting this new business which is a café or known as Qeans Café.

Not to forget this challenge had taught us so many things, particularly it taught us how to venture into the business world and how to step forward in line with the ever-changing market and environment so that we could be a successful person in the future.

Lastly, we were thankful to the people who have participated directly or indirectly in order to finish this assignment and for the effort they have shown in our project until we have finally completed our assignment.

TABLE OF CONTENTS

LETTER OF SUBMISSION	1
ACKNOWLEDGEMENT	2
EXECUTIVE SUMMARY.....	5
1.0 Business Background.....	6
1.1 Vision and Mission	7
1.1.1 Vision	7
1.1.2 Mission	7
1.2 Organizational Chart.....	7
1.3 Logo and Motto.....	8
1.3.1 Logo.....	8
1.3.2 Motto.....	8
2.1 Manager	9
2.2 Administration Executive	10
2.3 Marketing Executive	11
2.4 Operation Executive	12
2.5 Financial Executive.....	13
3.0 Administration Plan	14
3.2 Manpower Planning	15
3.3 Schedule of Task and Responsibilities	15
3.4 Schedule of Remuneration	18
3.5 Office Furniture, Fitting and Office Supplies	18
3.6 Administration Budget.....	20
4.0 Marketing Plan	21
4.1 Introduction (Marketing Objectives)	21
4.2 Description of products	22
4.3 Target market	23
4.4 Market size	24
4.4.1 Population Table.....	24
4.5 Competitors.....	24
4.5.1 Identifying competitors	24
4.6 Market Share	25
4.6.1 Market share before the entry of <i>your business</i>	25
4.6.2 Adjusted market share after the entry of your business.	26

EXECUTIVE SUMMARY

Qeans Café is a partnership business established on 26th October 2020. The business located at PT31964, Kampung Tok Jembal, 21000 Kuala Terengganu, where it is near to Pantai Batu Buruk, a place that has high potential to attract customers. The organization consist of five (5) members who hold important position in the company such as General Manager, Administration Executive, Operation Executive, Marketing Executive and Financial Executive. Qeans Café is focusing on a great serving to coffee lovers, local people and tourists as our mission is serving with pride and working with passion to deliver Qeans Café as the best coffe café in town.

There are 6 main parts in the business plan which are business background, owner background,, administration plan, marketing plan, operational plan and financial plan. All parts play the important role in business planning to make sure all business's info are organized systematically correct.

The business hours for Qeans Café is 8 hours per day, open at 10.00 a.m and close at 6.00 p.m. The working days is 6 days per week as we close on Monday. Moreover, our main product is coffee (RM10) that made from Arabica beans, which have a balanced taste and less acidic than normal coffee beans. Besides, we also offered side products such as cakes and other type of beverages. Furthermore, all our product including side products are Halal as our company registered for Halal certificate.

Qeans Café applied for business loan from Maybank with 5% yearly interest rate and 3 years of repayment period. Hence, the total repayment of loans Qeans Café need to repay is RM60,737. Then, the net profit of Qeans Café for year 1 is RM 7,769 (3.27% npm), year 2 RM 29,635 (11.34% npm) and yaer 3 is 66,807 (22.23% npm). In conclusion, Qeans Café is running the business in profit.