



اَوْبُوْرَسِيْتِي تَيْكُونُوْ كِي مَارَا  
UNIVERSITI  
TEKNOLOGI  
MARA

Cawangan Johor  
Kampus Pasir Gudang

ENT 300

FUNDAMENTAL OF ENTREPRENEURSHIP

C2CUT



BUSINESS PLAN

PREPARED BY

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## EXECUTIVE SUMMARY

C2CUT barbershop offers cutting hair service for the customer, give high satisfaction of services and positive results of the treatment. Our primary strategy and aim are to provide cutting hair service to the students because they are the most affected in the financial issue when it comes to survive life. They also don't have their permanent income; the students only depend on their loan or money from their parent. Plus, cost of living right now increases day by day especially about food. Food cost really play a big role in a financial due to it's the top 2 most need to spend when the student needs to survive in college life. Based on our research, most men go cut their own hair almost once two weeks due to keep their appearance looks more appealing and professional. So, its crucial thing for them to find a good price and quality that barbershop can provide to them, then us C2CUT can grab this gold opportunity help to solve those problems. Since C2CUT is listed as new market, so there will be many aspects of that we need to consider in order to make sure that our company can compete with other barbershop and fulfil the customer need and satisfaction.C2CUT is run by four main workers which are general manager, administration manager, marketing manager, operation manager and financial manager. All of us play a big role in this business and we will make sure that this business will be successful. From our observation, we are aiming a big scope of customer as our barbershop is located at the city which there will be higher chances to gain customers and can attract them to get services from C2CUT barbershop. Furthermore, C2CUT location is very strategic as our barbershop is near to shop lots and residential area like Seri Mutiara Apartment(many students rent their house in that apartment) which will make it easier for them to come seek our service.C2CUT is very suitable to open there because there are not so lots of competitor around our location. This will be our big opportunity to set up the barbershop. With the quality services and well knowledge backgrounds of barber skill, we are pretty sure that good words about our services will be spread among customers.C2CUT services will provide and apply the most efficient treatment based on customer's requirements such as like fade haircut, crop top, taper, under cut, upper cut and so many mores that follow with the trend nowadays. We will also provide the friendliest service for all of people because we want to create a good connection between the customers and workers in C2CUT.We also believes the demand of cutting hair service to us would increase by every year. Last but not least, it is our pleasure to be the benchmark of other people who are interested to start business in barbershop.

# **CHAPTER 1.0**

# **INTRODUCTION**

## **PURPOSE OF PREPARING BUSINESS PLAN**

- 1) Possibility for the entrepreneur to evaluate the business idea critically, practically, and objectively.
- 2) To research and assess the viability of a firm.
- 3) To persuade bankers, investors, and venture capitalists in order to secure funding and support for the project.
- 4) The business plan serves as a manual for running the company on a daily basis.
- 5) The capacity to more efficiently distribute corporate resources.

## **BUSINESS BACKGROUND**

<b>BUSINESS MAIN ACTIVITY</b>	
Core activity	<p>We provide barber service which is open to all people, but we are not open for women</p> <p>Service will be applying to customers according to what of kind hairstyle the customer request.</p> <p>These are the list of barber service including different charge will be given to the customer :</p> <ol style="list-style-type: none"><li>1. Haircuts</li><li>2. Grooming</li><li>3. Beard trimming</li><li>4. Hot towel(wash hair)</li><li>5. Shave</li></ol>
Other activities	<p>There are 4 main business activities which are very important in order to make sure that the core activity will proceed and go smoothly</p>
❖ Administration	<p>This function is within the purview of the administration manager, who will also organize the full personnel administration schedule. Additionally, the administration manager must ensure that all equipment is suitable and functional for the service.</p>

# **CHAPTER 2.0**

# **ADMINISTRATION PLAN**

## **2.1 INTRODUCTION TO THE ORGANIZATION**

### **VISION**

To be the premier destination for men's grooming in our community, known for our exceptional service and attention to detail.

### **MISSION**

To provide a welcoming and relaxing atmosphere for our clients, where they can receive the highest quality hair and grooming services from skilled and experienced barbers. We are committed to using only the best products and techniques to ensure that every client leaves looking and feeling their best.

### **MOTTO**

"Where Men Come to Look Good and Feel Great."

The motto "Where Men Come to Look Good and Feel Great" encapsulates the overall goal and experience of the barbershop. It emphasizes that the barbershop is a place where men can go to improve their appearance, but also where they can feel comfortable and confident. It highlights that the barbershop is not only a place for a haircut or shave, but also a place where men can relax and feel good about themselves. The motto also implies that the services provided by the barbershop are high-quality, and that the clients will leave looking and feeling their best.

### **OBJECTIVE**

- i) To become the go-to barbershop for students in our community, by providing high-quality, affordable grooming services in a student-friendly environment.
- ii) C2CUT aim to create a convenient, comfortable, and welcoming atmosphere for our student clients, where they can receive the latest hairstyles and grooming services from experienced and skilled barbers.
- iii) C2CUT will also strive to offer flexible scheduling and special promotions for students to make our services more accessible and affordable for them.
- iv) Ultimately, C2CUT goal is to help students look and feel their best, both inside and outside of the classroom.



## **SHORT-TERM GOALS**

- i) Increase C2CUT barbershop student clientele base by at least 20% within the next 6 months through targeted marketing campaigns and promotions.
- ii) Improve C2CUT barbershop online presence by creating a website and social media accounts to reach a wider audience of students.
- iii) Increase C2CUT barbershop revenue by 10% within the next 6 months by offering more services and upselling products.

## **LONG TERM GOALS**

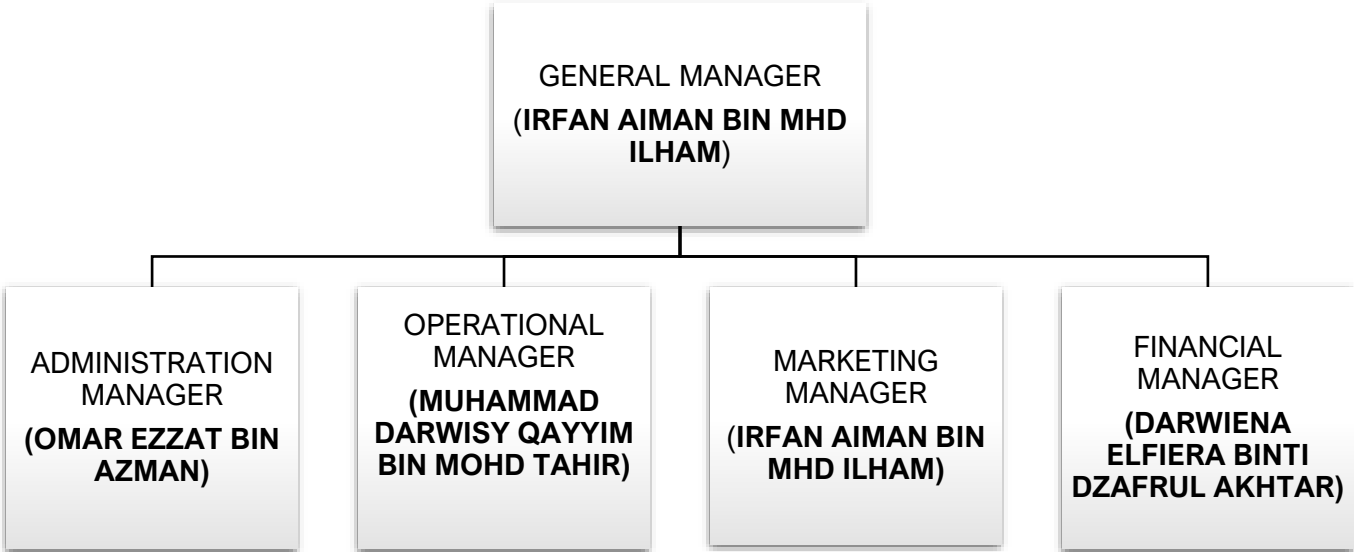
- i) Establish ourselves as the go-to barbershop for students in our community by consistently providing high-quality services and maintaining a positive reputation.
- ii) Expand C2CUT barbershop business by opening additional locations in other college towns within the next 5 years.
- iii) Develop a loyal customer base by offering loyalty rewards and incentives for repeat customers.
- iv) Increase C2CUT barbershop revenue by 20% within the next 3 years by diversifying our services and product offerings, such as hair styling and grooming classes or online tutorials.

## BUSINESS LOGO



Introducing C2CUT, a modern and stylish barbershop that prides itself on providing top-notch grooming services. The C2CUT logo features bold, masculine lettering in a sleek and contemporary design. Wings are often associated with birds and other flying creatures, which can symbolize speed, movement, and freedom. In this context, C2CUT meant to convey the idea that your barbershop is fast, efficient, and able to provide quick and high-quality haircuts. Wings can also be associated with style, fashion, and flair. In this context, the wings in C2CUT logo could be meant to convey the idea that your barbershop is stylish, fashionable, and able to provide trendy, on-point haircuts. Moreover, wings can also be associated with creativity, artistry, and imagination. The idea of C2CUT barbershop is creative, artistic, and able to provide unique and imaginative haircuts. Wings can also be associated with aspirations, ambition, and reaching new heights. In this context, the wings in C2CUT meant to show the idea that C2CUT barbershop is an upwardly mobile, ambitious business that is striving for greatness.

**2.2 ORGANIZATIONAL CHART**



## 2.3 ADMINISTRATION PERSONNEL

List of Administration Personnel

POSITION	NUMBER OF PERSONNELS
GENERAL MANAGER	1
ADMINISTRATION MANAGER	1
OPERATIONAL MANAGER	1
MARKETING MANAGER	1
FINANCIAL MANAGER	1

Responsibilities and roles for each personnel's

POSITION	RESPONSIBILITIES AND ROLES
<b>GENERAL MANAGER (IRFAN AIMAN BIN MHD ILHAM)</b>	<ul style="list-style-type: none"><li>• The general manager be the leader in C2CUT barbershop business.</li><li>• The general manager is responsible for ensuring that the C2CUT barbershop is clean, well-maintained, and safe. They handle repairs and maintenance of equipment and facilities.</li><li>• General manager is responsible for ensuring that the C2CUT barbershop is in compliance with all local and state regulations, such as health codes, sanitation standards, and occupational safety laws.</li><li>• The general manager creates and implements policies and procedures to ensure the smooth running of the business and to ensure staff are following best practices.</li></ul>
<b>ADMINISTRATION MANAGER (OMAR EZZAT BIN AZMAN)</b>	<ul style="list-style-type: none"><li>• The administration manager is responsible in setting the objective for C2CUT barbershop, short-term and long-term goals.</li></ul>

	<ul style="list-style-type: none"> <li>• The administrations manager is responsible in handling and planning the office equipment and supplies for C2CUT barbershop.</li> <li>• The administrations manager determines the office furniture and fittings for C2CUT barbershop.</li> <li>• The administrations manager is responsible to conduct and control of every personnel for their salary, EPS and SOCSO.</li> <li>• The administration managers are responsible to determine the administration budget</li> </ul>
<p><b>OPERATIONAL MANAGER (MUHAMMAD DARWISY QAYYIM BIN MOHD TAHIR)</b></p>	<ul style="list-style-type: none"> <li>• The operational manager is responsible for managing inventory levels, ordering new products, and keeping track of stock levels.</li> <li>• The operational manager ensures the operation hours of the business and workers' incentives.</li> <li>• The operational manager is responsible to determine the planning for materials.</li> <li>• Responsible for ensuring that customers are satisfied with their experiences at the C2CUT barbershop. Such as handling customer complaints and resolve any issues that may arise</li> </ul>
<p><b>FINANCIAL MANAGER (DARWIENA ELFIERA BINTI DZAFRUL AKHTAR)</b></p>	<ul style="list-style-type: none"> <li>• Financial manager is responsible in managing and controls all business cash flow.</li> <li>• Responsible in controlling the C2CUT barbershop's budget.</li> <li>• The financial manager is responsible on financial field of the C2CUT barbershop.</li> <li>• The total accounts of the C2CUT barbershop are controlled by financial manager.</li> </ul>
<p><b>MARKETING MANAGER (IRFAN AIMAN BIN MHD ILHAM)</b></p>	<ul style="list-style-type: none"> <li>• The marketing manager is responsible for creating and implementing marketing and advertising strategies to attract new customers and promote the business.</li> </ul>

	<ul style="list-style-type: none"> <li>• The marketing manager is responsible for meeting sales goals set by the business owner or other high-level management.</li> <li>• The marketing manager is the one who analyze the shares, targets, and size of the market.</li> <li>• Responsible on planning for C2CUT barbershop marketing strategies and budgets</li> </ul>
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Schedule of remuneration

<b>POSITION</b>	<b>NO.</b>	<b>MONTHLY SALARY (RM)</b>	<b>EPF (RM)</b>	<b>SOCSSO (RM)</b>	<b>TOTAL AMOUNT (RM)</b>
<b>GENERAL MANAGER</b>	1	2790	308.00	13.75	3111.75
<b>ADMINISTRATION MANAGER</b>	1	2123	236.00	10.75	2369.75
<b>OPERATION MANAGER</b>	1	2010	223.00	10.25	2243.25
<b>FINANCIAL MANAGER</b>	1	2300	253.00	11.25	2564.25
<b>MARKETING MANAGER</b>	1	1900	209.00	9.25	3790.50
<b>TOTAL</b>	<b>5</b>	<b>11123</b>	<b>1229</b>	<b>55.25</b>	<b>14080</b>

## 2.4 OFFICE EQUIPMENT AND SUPPLIES

### List of Office Equipment and Supplies

TYPE	PRICE PER UNIT (RM)	QUANTITY	TOTAL AMOUNT (RM)
<b>OFFICE EQUIPMENT</b>			
<b>Computer</b> 	2100	1	2100
<b>Tablet</b> 	1000	1	1000
<b>Phone system</b> 	170	1	170
<b>Calculator</b> 	60	1	60

<p><b>Printer, scanner, photocopier</b></p> 	760	1	760
<p><b>Cash register and point of sale system</b></p> 	900	1	900
<p><b>Credit card terminal</b></p> 	600	1	600
<p><b>Wireless router (Wi-fi)</b></p> 	120	1	120



<b>Cleaning equipment (vacuum, broom, dustpan)</b>	450	1	450
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<b>TOTAL</b>			<b>6060</b>
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**OFFICE SUPPLIES**

<b>Stationery (paper, pen, pencil)</b>	40	1	40
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<b>Printer and ink cartridges</b>	170	2	340
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<p><b>Filing cabinets</b></p> 	500	2	1000
<p><b>Business card</b></p> 	30	1/per 200 pcs	30
<p><b>File folders</b></p> 	10	10	100
<p><b>Binders</b></p> 	11	10	110


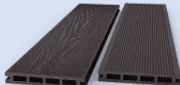


<p><b>Whiteboard</b></p> 	100	1	100
<p><b>Calendars and appointment books</b></p> 	40	1	40
<p><b>Computers software (such as accounting or scheduling software)</b></p> 	1100	1	1100
<p><b>TOTAL</b></p>			<b>2760</b>



## 2.5 OFFICE FURNITURE AND FITTING

### List of Office Furniture and Fitting

TYPE	PRICE PER UNIT (RM)	QUANTITY	TOTAL AMOUNT (RM)
<b>FURNITURE</b>			
<b>Chairs</b> 	350	4	1400
<b>Coffee tables</b> 	300	1	300
<b>Overhead lamp</b> 	100	5	500

<b>Waiting area seating (such as chairs, sofa, benches)</b>	110	2	220
			
<b>Shelves for storing supplies</b>	300	2	600
			
<b>Reception desk</b>	700	1	700
			
<b>TOTAL</b>			<b>3720</b>

FITTINGS			
<b>Lighting fixtures (such as track lighting and wall sconces)</b> 	250	3	750
<b>Flooring (such as tile, hardwood, or carpet)</b> 	600	1	600
<b>Wall finishes (such as paint, wallpaper, or tile)</b> 	90	1	90
<b>Decor (such as artwork or plants)</b> 	150	4	600

<p><b>Sound system</b></p> 	1000	1	1000
<p><b>Air-conditioning system</b></p> 	1200	2	2400
<p><b>TOTAL</b></p>			<b>5440</b>

## 2.6 ADMINISTRATIVE BUDGET

ITEMS	FIXED ASSETS (RM)	MONTHLY EXPENSES (RM)	OTHER EXPENSES (RM)
<b>FIXED ASSETS</b>			
Equipment Supplies	6060		
Office Supplies	2760		
Furniture	3720		
Fittings	5440		
Renovation	1400		
<b>WORKING CAPITAL</b>			
Rental		1000	
Salaries, EPF & SOCSO		14080	
Internet		128	
Water		60	
Electricity		120	
Telephone		40	
<b>PRE-OPERATIONS</b>			
Deposit (rent, water, internet, etc.)			3300
Business Registration & License			1000
Other Expenditure			800
<b>TOTAL</b>	<b>19380</b>	<b>15428</b>	<b>5100</b>
		<b>RM 39,908</b>	



# **CHAPTER 3.0**

# **MARKETING PLAN**

### **3.1 MARKETING OBJECTIVES**





C2CUT barbershop objectives are as follows :

- i) To ensure that C2CUT barbershop is well known among students especially in UiTM Pasir Gudang, UNIKL Pasir Gudang or any schools around Bandar Seri Alam in the first 6 months of 2024
- ii) To be the most visited barbershop in Bandar Seri Alam after 1 year of opening
- iii) To increase sales by 20% by 2026
- iv) To increase profits by RM 500,000 for the next 4 years of operation
- v) To reduce operation cost by 10% by 2024
- vi) To increase market share by 30% by 2024
- vii) Into to the market by 60% and be the first option of the customers
- viii) To provide feedback from 50% of our customers.
- ix) To enter the global market and become one of the unbeatable competitors by the next 10 years of opening.

### **3.2 BUSINESS DESCRIPTION**

C2CUT Barbershop is a locally owned and run business in Bandar Seri Alam, Johor. C2CUT Barbershop guarantees to provide the greatest services to our customers, such as professional and stylish haircuts and hairstyles that fulfil their expectations. Furthermore, C2CUT Barbershop is placed in one of the busiest neighborhoods with many people passing by, as it is close to residential area which including Seri Mutiara Apartments, as well as the UiTM Pasir Gudang and other educational institutions. In fact, collaboration with UiTM Pasir Gudang is one of C2CUT Barbershop's goals.

C2CUT Barbershop's customer will derive the most value and benefits from the service given. C2CUT Barbershop is a one-stop barbershop. C2CUT Barbershop provides haircut services for people of all ages and with a wide range of preferences. In addition, our high-quality services are reasonably priced. Because we want to focus more on student, C2CUT will give more attention to them which by offer them a promotion price only for them. Below is the haircut C2CUT workers can serve to the customers :

Haircuts	Price
	
<p data-bbox="435 562 570 594">Burst fade</p>	
	
<p data-bbox="444 936 558 968">Buzz cut</p>	
	<p data-bbox="1052 1150 1192 1199"><b>RM24</b></p> <p data-bbox="927 1241 1317 1297"><b>RM15 (Student)</b></p>
<p data-bbox="440 1348 565 1379">Undercut</p>	
	
<p data-bbox="440 1782 565 1814">Uppercut</p>	



Mullet haircut



Taper haircut

### **3.3 TARGET MARKET**

#### **Segmenting market**

The activity of grouping or segmenting a market of potential customers based on different criteria is known as market segmentation. Consumers that respond similarly to marketing strategies and who have traits in common, such as shared hobbies, needs, or locations, make up the segments. Its goal is to ensure that companies may segment their customers more effectively and also promote their goods and services.

- **Geographic segmentation**
- **Demographic segmentation**
- **Psychographic segmentation**
- 

#### **Geographic segmentation**

The division of a company's market depending on geography is known as geographic segmentation. Cities, counties, regions, countries, and foreign territories can all be used to geographically segment markets. The three types of markets are urban, suburban, and rural. We can identify the product that the customer needs in a specific location using this segmentation.

For C2CUT barbershop, 87 Jalan Lembah 18, Bandar Seri Alam, 81750 Masai Johor had been selected as our company location. It can be assumed as a developing rural area. C2CUT location is very strategic as our barbershop is near to shop lots and residential area like Seri Mutiara Apartment (many students rent their house in that apartment) which will make it easier for them to come seek our service. C2CUT is very suitable to open there because there are not so lots of competitor around our location. This will be our big opportunity to set up the barbershop.

### **Demographic segmentation**

Demographic segmentation based on age, race, religion, gender, family size, ethnicity, income, and education are known as demographic segmentation. To assist a business, target its customers more precisely, demographics can be split into a number of markets. We provide services to people of all ages. C2CUT barbershop offer cutting hair service for all ages but we want more to focus on the student because they still not having a permanent income to survive with ease in their college life.

### **Psychographic segmentations**

Based on the customer's lifestyle, psychographic segmentation divides the market into different divisions. AIO surveys, which measure activities, interests, and opinions, are one kind of lifestyle measurement technique. It examines a few things that could have an effect on consumer attitudes, expectations, and behaviour. It was created in the 1970s and employs behavioural and social sciences to look at the attitudes, values, personalities, and communication preferences of customers as well as their decision-making processes. From our research, most of the teenagers or elders really made about their appearance especially hairstyle is crucial for them because it will attract people how does it look likes.

### 3.4 MARKET TREND & MARKET SIZE

#### Market trend

It is anticipated that as the population ages and life expectancy rise, demand for health care professionals like physiotherapists would rise. Because the population of older people is growing quickly, more people should have access to rehabilitation programs, preventive treatments, and follow-up care for physical issues. In addition, more sports injuries are anticipated as a result of the increased interest in fitness and health. As a result, there is an increase in the demand for physiotherapy treatments.

#### Market size :

Population of targeted customers in Bandar Seri Alam, Johor

: 220 000 people

Population X Average Price = Market Size

$312000 \times 24 = 7\,488\,000$  (market size)

Our sales forecast is 5% from market size.

$7\,488\,000 \times 5\% = 374\,400$  (Per Year)

From sales forecasting we would be able to generate how many patients per year.

Our service price is RM24 per cut.

$374\,400/24 = 15\,600$  customers per year

$15\,600/12 = 1\,300$  customers per months ( RM31200)

$1\,300/26 = 50$  customers per day ( RM1300)

No	Treatment	Estimates sales Per Cut	Total estimated Sales/Monthly(R M)	Total Estimated Sales/Yearly(R M)
1	Service Cutting hair	RM24 X 1300	RM31200	RM3744007440

### 3.5 COMPETITON – STRENGHT AND WEAKNESS COMPETITOR

Competitors	Strengths	Weakness
Unbranded Barbershop	Have so many workers that can handle a lot of customers	Some workers have average skilled cutting hair, so there would be unsatisfied of customer because of the result from the worker
DZ barbershop	Have a quality worker which could can give the best cut and experience to the customer	The price is too high for certain customers especially for student
Johnbrong's barbershop	A reasonable price to all of people	The service was bad and slow

### 3.6 MARKET SHARE

Market share is defined as the division of the market or sales among businesses engaged in similar commercial activity. The amount of competitors, experience, strengths, and weaknesses will all be taken into account. The market share breakdown before and after our company entered the market is shown in the table below.

Market share before the entrance of C2CUT barbershop :

Competitors	Market Share(%)	Total Market Share(RM)
Unbranded Barbershop	45	780552
DZ Barbershop	21	364257.60
Johnbrong's barbershop	34	589750.40
<b>Total</b>	<b>100</b>	<b>1734560</b>



Market share after the entrance of C2CUT Barbershop :

<b>Competitors</b>	<b>Market share Before Entrance (%)</b>	<b>Market Loss(%)</b>	<b>Market Share After Entrance (%)</b>	<b>Total Market Share (RM)</b>
Unbranded Barbershop	45	1	37.01	780552
DZ Barbershop	21	1	17.27	364257.60
Johnbrong's barbershop	34	1	27.96	589750.40
C2CUT Barbershop	-	-	17.75	374400
<b>Total</b>	<b>100</b>	<b>5</b>	<b>100</b>	<b>2,108,960</b>

### 3.7 SALES FORECAST

#### SALES FORECAST FOR YEAR 2024 :

<b>MONTH</b>	<b>SALES FORECAST(RM)</b>
January	30200
February	31200
March	35000
April	26500
May	30000
June	31200
July	31200
August	29000
September	31500
October	33000
November	35000
December	30600
<b>TOTAL</b>	<b>374400</b>

### SALES FORECAST BY YEAR :

YEAR	PERCENTAGE INCREASE(%)	SALES FORECAST(RM)
1	-	374400
2	10	411840
3	20	494208

### 3.8 MARKETING STRATEGY

#### Service strategy

Name	C2CUT Barbershop
Service quality	All of the workers from C2CUT have certificated from cutting hari skill by joining seminar
Service package	Basic cut + shave sideburn = RM24
Service differentiation	Client satisfaction would be our priority.As we have a lot knowledge about hairstyle,we would give the best opinion or suggestion to the customer.Plus,we will inspect first from face shape,hair type before start the cutting hair.
After sales service(if appropriate)	Follow-ups  We will ask feedback from our client about the quality of service to make improvements

#### Pricing strategy

For pricing strategy will be used based on the competition strategy. We will offer the best price which is not too low or too high from our competitors. But we do have a special price for the customer since they are our main target market to attend our barbershop.

Table below showed the comparison prices between C2CUT barbershop and other competitors :

Competitors	Price(RM)
Unbranded Barbershop	24
DZ Barbershop	50

Johnbrong's barbershop	18
C2CUT Barbershop(standard price)	24
<b>Student price</b>	15

**Place/distribution Strategy**

We provide direct service to our customers. This is due to C2CUT location is very strategic as our barbershop is near to shop lots and residential area like Seri Mutiara Apartment(many student rent their house in that apartment) which will make it easier for them to come seek our service.C2CUT is very suitable to open there because there are not so lots of competitor around our location. This will be our big opportunity to set up the barbershop

**Promotion Strategy**

Advertising

Advertising is one of our advertising strategies, and we bought a signboard, distributed flyers, and hung a banner. This approach is used to attract more customers from various cities and college especially UITM Pasir Gudang, Uni KL Pasir Gudang just to ensure that C2CUT is well-known. Apart from that,C2CUT make a collaboration with the UITM by making a loyalty program with supporting from the UITM, so it will encourage the students to choose C2CUT as their option when it comes to cutting hair. Another than that, we use social media as part of C2CUT promotion plan. This is one of the simplest ways to contact the client.C2CUT can successfully extend our business by utilizing cutting-edge-technologies. We will promote C2CUT through Facebook and Instagram(C2CUT.Barbershop)

ITEMS	PRICE
Signboard	1000
Flyers	250
Banner & Bunting	350

**Promotion Strategy**

ITEMS	PRICE
Signboard	1000

Flyers	250
Banner & Bunting	350

**3.9 MARKETING BUDGETS**

ITEMS	FIXED ASSET(RM)	WORKING CAPITAL(RM)	OTHER EXPENSES(RM)
<b>Fixed assets</b>			
Furniture & fitting	10300		
<b>Working capital</b>			
Promotion		600	
<b>Other expenditure expenses</b>			500
<b>TOTAL (RM)</b>	<b>10300</b>	<b>600</b>	<b>500</b>

# **CHAPTER 4.0**

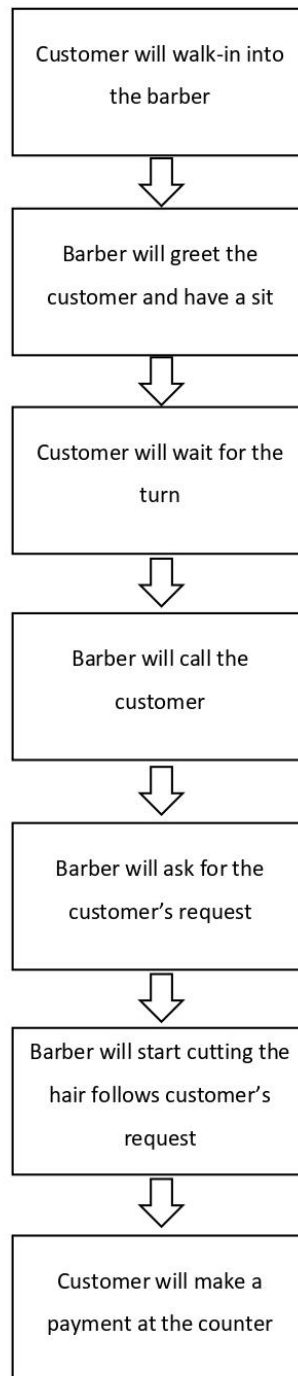
# **OPERATION PLAN**

## 4.1 OPERATION OBJECTIVES

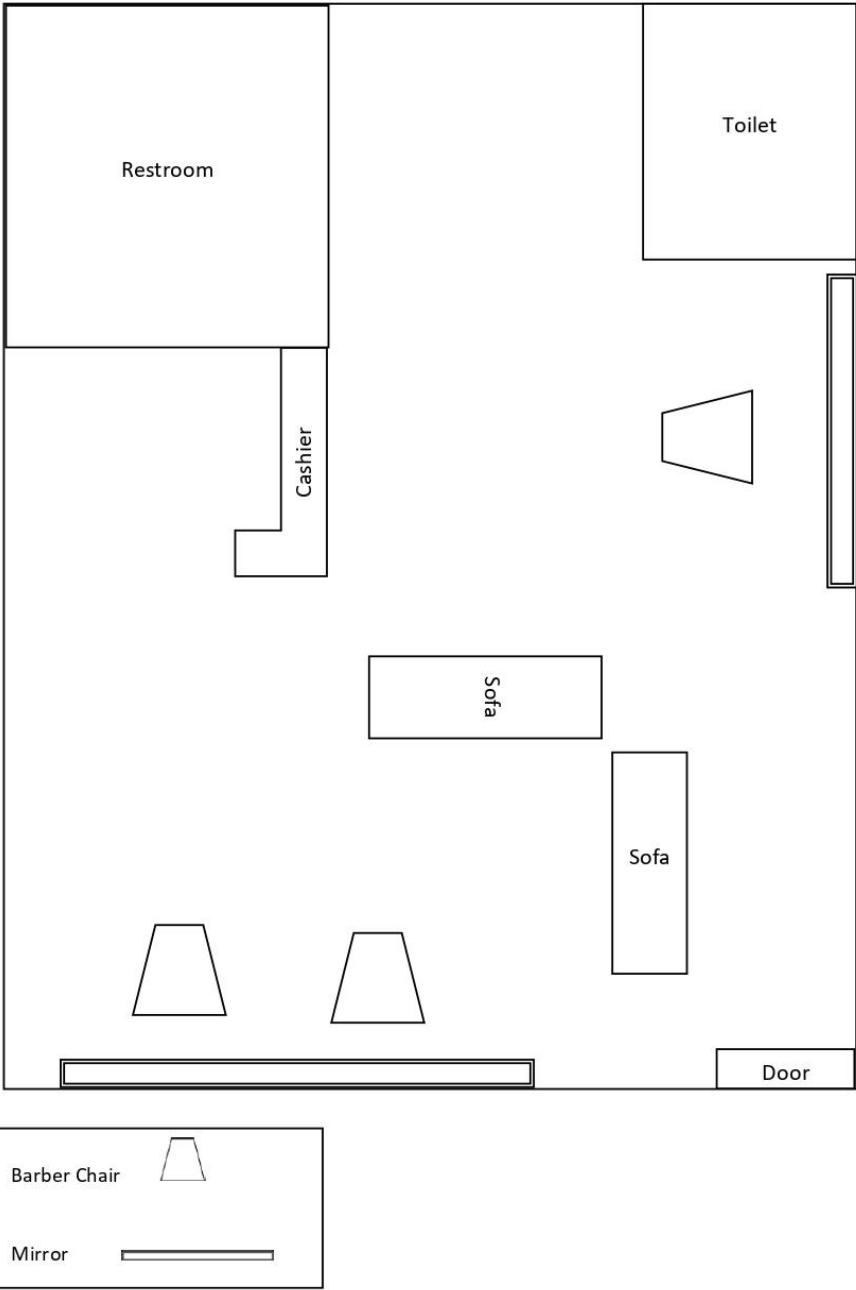
In a C2CUT business organization, one of the most crucial functions is operation. Operational objectives are short-term, action-oriented goals that an organization sets for itself with the intention of achieving its long-term goals. The goals usually specify specific daily, weekly, or even monthly tasks that, when completed in order, will go a long way toward achieving the overall target. Cost-effective operations are crucial for the company to ensure. Unit cost is the most often used indicator of cost effectiveness. Companies that operate in the same industry will have comparable cost structures, but they will vary in terms of productivity, skill, and level of production. In comparison to its competitors, the company with the lowest cost of production will hold a stronger position thanks to cheaper prices or higher profit margins at average market prices. Operational objectives that focus on cost and quantity targets place an emphasis on productivity and effectiveness, the cost per unit of each product, the number of goods that must be produced in each amount of time or using a specific machine, increased sales, and satisfied consumers. Hence, it's critical to include employees in the goal-setting process and to explain them as clearly as possible to meet those objectives:

- i) To provide the best and excellent quality services for customers satisfaction
- ii) To increase 70% efficiency level by using fewest inputs to generate most output.
- iii) To ensure the business can compete and overcoming the competitors.
- iv) To ensure the staff to give the best performance in the highest level of performance standards.
- v) To increase dependability from the customers for the consistent quality of the services
- vi) To enhance synchronization by working together towards the same objectives
- vii) To provide the best systems and methods for day-to-day operations

## 4.2 OPERATION PLANNING



4.3 OPERATION LAYOUT





#### 4.4 CAPACITY PLANNING

INFORMATION	CALCULATION
Total workdays	26 days
Number of customers in a month	1,300
Daily customer	$\frac{1300}{26} = 50$ customers / day
No. of population in Bandar Seri Alam	312000
Sales forecast monthly	RM31200(RM24 X 1300)
Sales forecast yearly	RM374400(RM31200 X 12)
Market size	$(312000 \times RM 24) \times 5\%$ = RM374400 per year

## 4.5 MATERIAL PLANNING

### Bill of material

MATERIAL	QUANTITY	SAFETY STOCK	TOTAL MATERIAL REQUIREMENT	PRICE / UNIT (RM)	TOTAL PRICE (RM)	SUPPLIER
Glove	300pcs / 3 box	100 pcs / 1 box	400 pcs / 4 box	12.50	50	Aplus_glove (Shopee)
Barber apron	3	-	3	7.99	23.97	Yxrebonding (Shopee)
Razor blade	600 pcs / 3 set	-	600 pcs / 3 set	19.90	59.70	Ksk_donnbarber (Shopee)
Hair clay	3	3	6	5.99	35.94	Thebeautystreet (Shopee)
Mask	150 pcs / 3 box	50 pcs / 1 box	200 pcs / 4 box	3.49	13.96	Mask.medishield (Shopee)
Neck paper strips	1000 pcs / 2 set	-	1000 pcs / 2 set	13.80	27.60	Hairrock (Shopee)
Hair clip	12 pcs / 2 set	-	12 pcs / 2 set	8.90	17.80	Hairdressingstore (Shopee)
Shaving foam	3	2	5	11	55	Ksk_donbarber (Shopee)
<b>TOTAL</b>					<b>283.97</b>	

#### 4.6 MACHINES AND EQUIPMENT PLANNING

ITEMS	QUANTITY	PRICE PER UNIT (RM)	TOTAL COST (RM)	SUPPLIER
Hydraulic barber chair	3	690	2070	Haircare2u
Hairdressing trolley	2	95	190	Haircare2u
Mirror wall	3	41.50	83	Dodo_66 (Shopee)
Hair clipper	3	99.90	299.70	Mr Diy
Hair trimmer	2	38	76	Mr Diy
Hair Dryer	2	103	206	Harvey Norman
Foldable razor	3	20	60	Hairdressingstore (Shopee)
Scissors set	3	16.99	50.97	Insty.my (Shopee)
Comb set	2	10	20	Achairsolution (Shopee)
Face brush	3	5.35	16.05	Ninja1.my (Shopee)
Foil shaver	1	97	97	Kemeiflagshipstore.os (Shopee)
<b>TOTAL</b>			<b>3168.72</b>	

#### 4.7 MANPOWER PLANNING

No. of Worker Required = Planned Rate of Production per day x Worker Standard Production Time / Unit Worker Productive Time per day

$$= 28 / 7 \times 1 / 1 = 4 \approx 4 \text{ Worker}$$

#### 4.8 OVERHEAD REQUIREMENT

<b>FIXED OVERHEAD</b>	<b>COST (RM)</b>
Office equipment & supplies	10,820
Business registration & license	1000
<b>VARIABLE OVERHEAD</b>	<b>COST (RM)</b>
Rent	1300
Utilities	348
Salaries , EPF & SOCSO	14079.50
<b>TOTAL</b>	<b>27 877.50</b>

#### 4.9.2 OPERATION HOURS

DAY	OPERATION HOURS
Monday	12 pm – 10 pm
Tuesday	Closed
Wednesday	12 pm – 10 pm
Thursday	12 pm – 10 pm
Friday	2 pm – 12 am
Saturday	1 pm – 12 am
Sunday	1 pm – 12 am

DAY	REST HOUR
Wednesday To Monday	7 pm – 8:30 pm

## **LICENSE, PERMITS AND REGULATIONS REQUIRED**

We must first acquire a legitimate business license in order to launch a firm in Malaysia. All of the following are crucial: licenses, registrations, permits, and approvals. Depending on the location and type of business, the Pihak Berkuasa Melesen (PBM) can grant a business license. Before it can legally start operating, Our C2CUT Barbershop must adhere to some sort of licensing, which may be a general license, an industry/sector-specific license, or an activity-specific license.

List of General licenses required:

- 1) Company Registration
- 2) Company and Employees Income Tax Registration
- 3) Employees Provident Fund
- 4) Social Security Organization
- 5) Human Resources Development Fund
- 6) Business Premise Licenses and Signboard Licenses

### **For Company**

- i) Certificate of Incorporation (Form 9/ Notice Section 17) – 1 copy;
- ii) Return of Particulars of Directors, Managers and Secretaries (Form 49 / Notice Section
- iii) 58) – 1 copy;
- iv) Photos of our business premise (front and interior of premise);
- v) Any one Director's NRIC / Passport as stated in Form 49 / Notice Section 58 – 1 copy;
- vi) Sample of signboard indicating design and color (if applicable);
- vii) Photos showing location of signboard (if applicable).

**For Enterprise (Sole-proprietor / Partnership)**

- i) Certificate of Registration of Business (Form D) – 1 copy;
- ii) e-SSM Business Profile – 1 copy;
- iii) Photos of business premise (front and interior of premise);
- iv) Copy of any Business owner/Partner's NRIC as stated in Form 49 – 1 copy;
- v) Sample of signboard indicating design and color (if applicable);
- vi) Photos showing location of signboard (if applicable).

**Activity Specific licenses**

- i) Certificate of Fitness for Certified Machinery
- ii) Building Plan Approval
- iii) Sales

#### 4.10 OPERATIONS BUDGET

ITEM	FIXED ASSET (RM)	MONTHLY EXPENSES (RM)	OTHER EXPENSES (RM)
<b>Fixed Assets</b>			
Machine & equipment	3169		
<b>Working Capital</b>			
Raw Material		284	
Carriage Inward & Duty		350	
<b>Other Expenditures</b>			800
<b>TOTAL</b>	<b>3169</b>	<b>634</b>	<b>800</b>

#### 4.10.2 IMPLEMENTATION SCHEDULE

ACTIVITIES	DEADLINES	DURATIONS
Incorporation of business	January – February 2023	2 months
Application for permits and license	February – May 2023	4 months
Searching for business premise	April – June 2023	3 months
Premise renovation	July – August 2023	2 months
Procurement of machines	September – November 2023	3 months
Installation of machines	December 2023	1 month



# **CHAPTER 5.0**

# **FINANCE PLAN**

## 5.0 FINANCIAL PLAN

### 5.1 INTRODUCTION TO FINANCIAL

The financial plan is another important business activity that needs to be taken into account and given greater planning. Financial can be defined as having to do with accounting, budgeting, economics, finance, and money. In other terms, it is the management of financial resources, which also includes budgeting, forecasting, borrowing, lending, investing, and saving. All financial information derived from the marketing, operations, and administration budgets must be included in the financial plan. Following that, a financial budget will be created from all of the information. The financial plan includes calculating the project's overall cost, selecting financing options like loans, grants, equity financing, venture capital, guarantee schemes, tax incentives, and many others, as well as creating pro forma financial projections that include cash flow, income statement, and balance sheet statements. Depreciation schedules for each fixed cost that is owned, as well as amortization schedules for loan and hire purchase repayments, should also be included to support the financial strategy.

A financial plan is important for the overall success of C2CUT Barbershop because it helps to:

- To guarantee that the internal source is produced to its full potential.
- Maximizing the use of internal resources available.
- To ensure that the initial money is sufficient and adequate.
- To guarantee complete success in the project's implementation.
- with the purpose of ensuring that the debt is restructured at least minimally.

Without a financial plan, a company's cash flow may be unclear and problematic down the road because it is impossible to track where the money is coming from and going. In summary, a financial strategy and report is crucial and serves as the foundation of a corporation by keeping track of both incoming and exiting funds. Profitability, liquidity, efficiency, and stability are the four primary financial goals.

## 5.2 ADMINISTRATIVE BUDGET

<b>ADMINISTRATIVE EXPENDITURE</b>	
<b>Fixed Assets</b>	<b>RM</b>
Equipment supplies	6,060
Office supplies	2,760
Furniture	3,720
Fittings	5,440
Renovation	1,400
<b>Working Capital</b>	
Rental	1,000
Salaries, EPF, SOCSO	14,080
Internet	128
Water	60
Electricity	120
Telephone	40
<b>Pre-Operations</b>	
Deposit (rent, utilities, etc.)	3,300
Business Registration & Licenses	1,000
Insurance & Road Tax for Motor Vehicle	-
Other Expenditure	800
<b>TOTAL</b>	<b>39,908</b>

### 5.3 MARKETING BUDGET

<b>MARKETING EXPENDITURE</b>	
<b>Fixed Assets</b>	<b>RM</b>
Furniture & Fittings	10,300
<b>Working Capital</b>	
Promotion	600
<b>Other Expenditure</b>	
Expenses	500
<b>TOTAL</b>	<b>11,400</b>

## 5.4 OPERATION BUDGET

<b>OPERATIONS EXPENDITURE</b>	
<b>Fixed Assets</b>	<b>RM</b>
Machine & Equipment	3,169
<b>Working Capital</b>	
Raw Materials & Packaging	284
Carriage Inward & Duty	350
<b>TOTAL</b>	<b>3,803</b>

## 5.5 PROJECT IMPLEMENT COST

PROJECT IMPLEMENTATION COST			
Requirements			Cost
<b>Fixed Assets</b>			<b>RM</b>
Land & Building			6,060
Office supplies			2,760
Furniture			3,720
Fittings			5,440
Renovation			1,400
Furniture & Fittings			10,300
Machine & Equipment			3,169
<b>Working Capital</b>	1	months	
Administrative			15,428
Marketing			600
Operations			634
<b>Pre-Operations &amp; Other Expenditure</b>			<b>5,600</b>
<b>Contingencies</b>	10%		5,511
<b>TOTAL</b>			<b>60,622</b>

**5.6 SOURCES OF FINANCE**

Sources of Finance			
Loan	Hire-Purchase	Own Contribution	
		Cash	Existing F. Assets
0		6,060	
0		2,760	
0		3,720	
0		5,440	
0		1,400	
0		10,300	
0			
0			
0			
0		3,169	
0			
0			
0			
0		15,428	
0		600	
0		634	
0		5,600	
0		5,511	
<b>0</b>	<b>0</b>	<b>60,622</b>	<b>0</b>

## 5.7 DEPRECIATION SCHEDULE

<b>Fixed Asset</b>		<b>Office supplies</b>	
<b>Cost (RM)</b>		<b>2,760</b>	
<b>Method</b>		<b>Straight Line</b>	
<b>Economic Life (yrs)</b>		<b>5</b>	
<i>Year</i>	<i>Annual Depreciation</i>	<i>Accumulated Depreciation</i>	<i>Book Value</i>
0	-	-	2,760
1	552	552	2,208
2	552	1,104	1,656
3	552	1,656	1,104
4	552	2,208	552
5	552	2,760	-
6	0	0	-
7	0	0	-
8	0	0	-
9	0	0	-
10	0	0	-

<b>Fixed Asset</b>		<b>Furniture</b>	
<b>Cost (RM)</b>		<b>3,720</b>	
<b>Method</b>		<b>Straight Line</b>	
<b>Economic Life (yrs)</b>		<b>5</b>	
<i>Year</i>	<i>Annual Depreciation</i>	<i>Accumulated Depreciation</i>	<i>Book Value</i>
0	-	-	3,720
1	744	744	2,976
2	744	1,488	2,232
3	744	2,232	1,488
4	744	2,976	744
5	744	3,720	-



6	0	0	-
7	0	0	-
8	0	0	-
9	0	0	-
10	0	0	-

<b>Fixed Asset</b>		<b>Fittings</b>	
<b>Cost (RM)</b>		<b>5,440</b>	
<b>Method</b>		<b>Straight Line</b>	
<b>Economic Life (yrs)</b>		<b>5</b>	
<i>Year</i>	<i>Annual Depreciation</i>	<i>Accumulated Depreciation</i>	<i>Book Value</i>
0	-	-	5,440
1	1,088	1,088	4,352
2	1,088	2,176	3,264
3	1,088	3,264	2,176
4	1,088	4,352	1,088
5	1,088	5,440	-
6	0	0	-
7	0	0	-
8	0	0	-
9	0	0	-
10	0	0	-

<b>Fixed Asset</b>		<b>Renovation</b>	
<b>Cost (RM)</b>		<b>1,400</b>	
<b>Method</b>		<b>Straight Line</b>	
<b>Economic Life (yrs)</b>		<b>5</b>	
<i>Year</i>	<i>Annual Depreciation</i>	<i>Accumulated Depreciation</i>	<i>Book Value</i>
0	-	-	1,400
1	280	280	1,120

2	280	560	840
3	280	840	560
4	280	1,120	280
5	280	1,400	-
6	0	0	-
7	0	0	-
8	0	0	-
9	0	0	-
10	0	0	-

<b>Fixed Asset</b>		<b>Furniture &amp; Fittings</b>	
<b>Cost (RM)</b>		<b>10,300</b>	
<b>Method</b>		<b>Straight Line</b>	
<b>Economic Life (yrs)</b>		<b>5</b>	
<i>Year</i>	<i>Annual Depreciation</i>	<i>Accumulated Depreciation</i>	<i>Book Value</i>
0	-	-	10,300
1	2,060	2,060	8,240
2	2,060	4,120	6,180
3	2,060	6,180	4,120
4	2,060	8,240	2,060
5	2,060	10,300	-
6	0	0	-
7	0	0	-
8	0	0	-
9	0	0	-
10	0	0	-

<b>Fixed Asset</b>		<b>Machine &amp; Equipment</b>	
<b>Cost (RM)</b>		<b>3,169</b>	
<b>Method</b>		<b>Straight Line</b>	
<b>Economic Life (yrs)</b>		<b>5</b>	

<i>Year</i>	<i>Annual Depreciation</i>	<i>Accumulated Depreciation</i>	<i>Book Value</i>
0	-	-	3,169
1	634	634	2,535
2	634	1,268	1,901
3	634	1,901	1,268
4	634	2,535	634
5	0	0	634
6	0	0	634
7	0	0	634
8	0	0	634
9	0	0	634
10	0	0	634

## 5.8 PRO FORMA INCOME STATEMENT

	Year 1	Year 2	Year 3
<b>Sales</b>	<b>374,400</b>	<b>411,840</b>	<b>494,208</b>
<b>Less: Cost of Sales</b>			
Opening Stock of Finished Goods	0	0	0
Production Cost	8,242	8,583	9,333
less: Ending Stock of Finished Goods	0	0	0
	0	0	0
	<b>8,242</b>	<b>8,583</b>	<b>9,333</b>
<b>Gross Profit</b>	<b>366,158</b>	<b>403,257</b>	<b>484,875</b>
<b>Less: Expenditure</b>			
Administrative Expenditure	185,136	185,136	185,136
Marketing Expenditure	7,200	7,200	7,200
Other Expenditure	500	500	500
Business Registration & Licenses	1,000		
Insurance & Road Tax for Motor Vehicle	0	0	0
Other Pre-Operations Expenditure	800	0	0
Interest on Hire-Purchase	0	0	0
Interest on Loan	0	0	0
Depreciation of Fixed Assets	4,724	4,724	4,724
<b>Total Expenditure</b>	<b>199,360</b>	<b>197,560</b>	<b>197,560</b>
<b>Net Profit Before Tax</b>	<b>166,798</b>	<b>205,697</b>	<b>287,315</b>
<b>Tax</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Net Profit After Tax</b>	<b>166,798</b>	<b>205,697</b>	<b>287,315</b>
<b>Accumulated Net Profit</b>	<b>166,798</b>	<b>372,496</b>	<b>659,811</b>

## 5.9 PRO FORMA BALANCE SHEET

	Year 1	Year 2	Year 3
<b>ASSETS</b>			
<b>Fixed Assets (Book Value)</b>			
Land & Building	6,060	6,060	6,060
Office supplies	2,208	1,656	1,104
Furniture	2,976	2,232	1,488
Fittings	4,352	3,264	2,176
Renovation	1,120	840	560
Furniture & Fittings	8,240	6,180	4,120
Machine & Equipment	2,535	1,901	1,268
	27,491	22,133	16,776
<b>Current Assets</b>			
Stock of Raw Materials	0	0	0
Stock of Finished Goods	0	0	0
Accounts Receivable	0	0	0
Cash Balance	196,629	407,684	700,357
	196,629	407,684	700,357
<b>Other Assets</b>			
Deposit	3,300	3,300	3,300
<b>TOTAL ASSETS</b>	<b>227,420</b>	<b>433,118</b>	<b>720,433</b>
<b>Owners' Equity</b>			

Capital	60,622	60,622	60,622
Accumulated Profit	166,798	372,496	659,811
	227,420	433,118	720,433
<b>Long Term Liabilities</b>			
Loan Balance	0	0	0
Hire-Purchase Balance	0	0	0
	0	0	0
<b>Current Liabilities</b>			
Accounts Payable	0	0	0
<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>227,420</b>	<b>433,118</b>	<b>720,433</b>

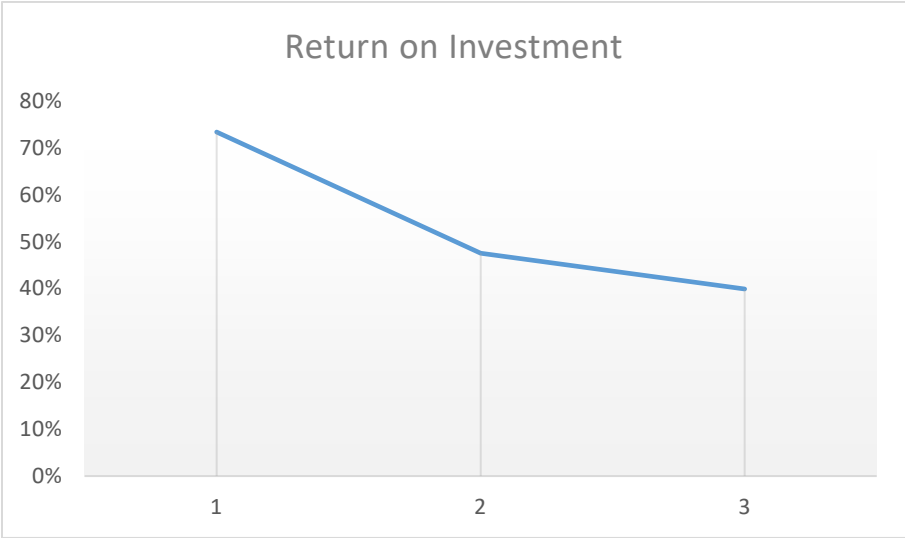
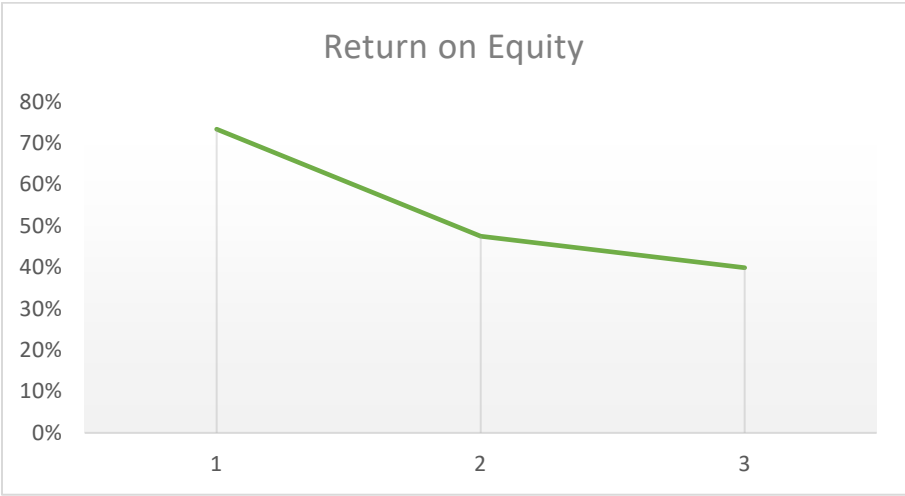
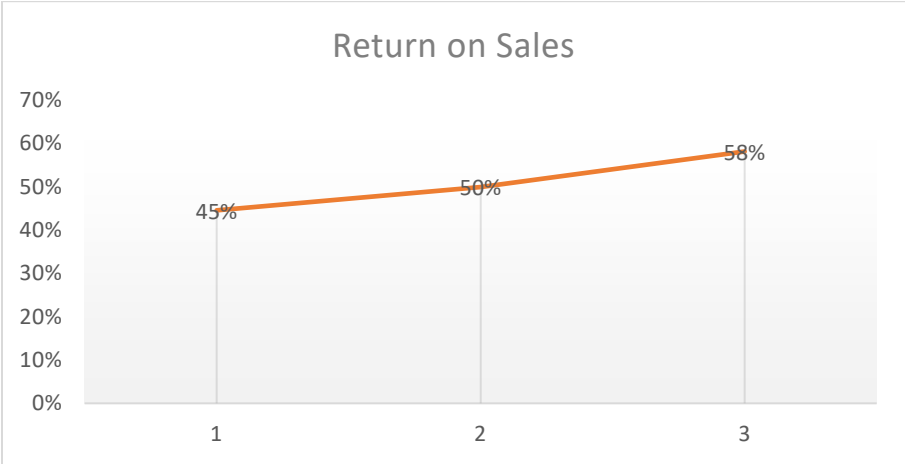
## 5.10 FINANCIAL ANALYSIS

	Year 1	Year 2	Year 3
<b><u>PROFITABILITY</u></b>			
Sales	374,400	411,840	494,208
Gross Profit	366,158	403,257	484,875
Profit Before Tax	166,798	205,697	287,315
Profit After Tax	166,798	205,697	287,315
Accumulated Profit	166,798	372,496	659,811
<b><u>LIQUIDITY</u></b>			
Total Cash Inflow	435,022	411,840	494,208
Total Cash Outflow	238,393	200,785	201,535
Surplus (Deficit)	196,629	211,055	292,673
Accumulated Cash	196,629	407,684	700,357
<b><u>SAFETY</u></b>			
Owners' Equity	227,420	433,118	720,433
Fixed Assets	27,491	22,133	16,776
Current Assets	196,629	407,684	700,357
Long Term Liabilities	0	0	0
Current Liabilities	0	0	0
<b><u>FINANCIAL RATIOS</u></b>			
<b><i>Profitability</i></b>			
Return on Sales	45%	50%	58%
Return on Equity	73%	47%	40%
Return on Investment	73%	47%	40%
<b><i>Liquidity</i></b>			
Current Ratio	#DIV/0!	#DIV/0!	#DIV/0!
Quick Ratio (Acid Test)	#DIV/0!	#DIV/0!	#DIV/0!

<b><u>Safety</u></b>			
Debt to Equity Ratio	0.0	0.0	0.0
<b><u>BREAK-EVEN ANALYSIS</u></b>			
Break-Even Point (Sales)	203,632	203,703	202,992
Break-Even Point (%)	54%	49%	41%



**5.11 GRAPH OF FINANCIAL PERFORMANCE**

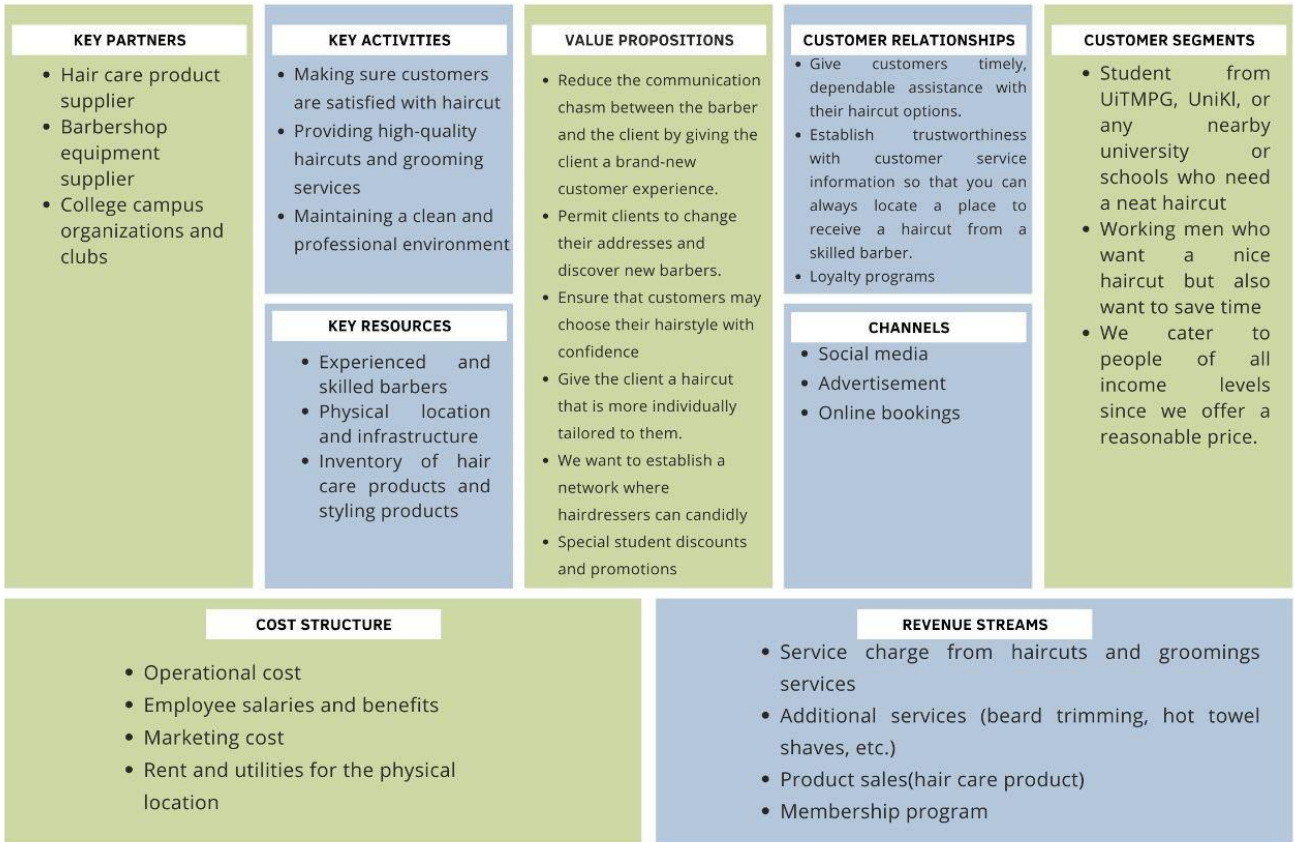


# **CHAPTER 6.0**

## **BUSINESS MODAL**

### **CANVAS (BMC)**

## THE BUSINESS MODEL CANVAS



# **CHAPTER 7.0**

# **CONCLUSION**

In conclusion after studying the business opportunity and a few scanning the environment, we all agreed that this barbershop clinic would be the right decision for us. We also felt that C2CUT barber shop will get acceptance and become well-known in our community. Other than that, we really want to serve our customers that need an improvement in their life like a good haircut they got will boost up their confidence. Plus, we believe that C2CUT will generate a lot of profits to pay the expenses. Apart from that, all of us confident that we can achieve all of our objectives like increasing sales by 20% in 2026. In fact, we believe that we will not get loss of profit in 3 years operation ahead.

For us, the financial aspects of a business are crucial since they influence C2CUT Barbershop's profit and loss position. A profit for our company in the first three years is also indicated by our financial data at C2CUT Barbershop. As a financial manager, I also think that our barbershop will run steadily in the long run because it displays a profit that is hard to lose. This is due to the fact that a barbershop is the greatest type of establishment for us to open because guys of all ages frequently concentrate on it. Finally, as a financial manager, I hope that our barbershop runs smoothly, turns a profit for the foreseeable future, and can help all of us much in life.

To conclude, C2CUT barber shop is really beneficial and the best project to serve to the community with the best service and experience that we can offer. As mentioned before in our motto, we are passionate about providing the best service so that people can get boost their confidence by getting a good and high-quality haircut. Therefore, we really need to get approval to start our operation as it will give a big impact in community. Lastly, completing this ENT300 business plan has given the best opportunity for us on how to set up our own company. Thus, ENT300 is important of us as it will expose and encourage us to set up our own new business to survive in the future.

# **CHAPTER 8.0**

# **APPENDICES**

The following is a statement of the capital contribution to the partnership:

<b>NAME</b>	<b>POSITION</b>	<b>CAPITAL CONTRIBUTION (RM)</b>	<b>PERCENTAGE CONTRIBUTION (%)</b>
IRFAN AIMAN BIN MHD ILHAM	General and Marketing Manager	RM15155.50	25%
OMAR EZZAT BIN AZMAN	Administration Manager	RM15155.50	25%
DARWIENA ELFIERA BINTI DZAFRUL AKHTAR	Financial Manager	RM15155.50	25%
MUHAMMAD DARWISY QAYYIM BIN MOHD TAHIR	Operational Manager	RM15155.50	25%
<b>TOTAL</b>		<b>RM60622</b>	<b>100%</b>

#### 4. Profit and Loss

The partners shall share equally in the partnership's net profits and share equally in the partnership's net losses. Each partner shall have a separate income account. Each partner's individual income account will be charged or credited with any partnership profits and losses. Losses are applied to a partner's capital account if they have no credit balance in their income account.

#### 5. Salaries and Withdrawals

For services provided to the partnership, partners are entitled to any compensation. A credit balance in each partner's income account may be withdrawn on occasion.

## 6. Interest

On the initial capital contributions made to the partnership or on any additional capital contributions made in the future, no interest will be paid.

## 7. Management Duties and Restriction

Each partner must spend their entire time to running the partnership business, and all partners must have equal management rights. Neither partner may borrow or lend money on behalf of the partnership, make, deliver, or accept any commercial paper, execute any mortgage, security agreement, bond, or lease, buy or contract to buy, sell or contract to sell any property for or of the partnership other than the types of property bought and sold in the normal course of its business, without the consent of the other partner.

## 8. Banking

All partnership monies must be deposited in the selected checking account or accounts, in the name of the partnership. Any withdrawals from there must be made with cheques that are signed by both partners.

## 9. Books

Each partner must always have access to the partnership books, which must be kept at the partnership's principal office. At the end of each fiscal year, the books must be closed and balanced. The books must be kept on a fiscal year basis. As of the closure date, an audit must be conducted.

## 10. Voluntary Termination

By mutual consent, the partners may dissolve the partnership at any time. In this case, the partners must act promptly enough to liquidate the partnership's assets.



## 11. Death

The surviving partner will have the option to either buy the deceased partner's shares in the partnership or to dissolve and liquidate the partnership firm upon the death of either partner.

## 12. Arbitration

Any dispute or claim arising from, connected to, or resulting from a breach of this Agreement shall be resolved by arbitration in accordance with the rules. The parties have signed this Agreement in the presence of witnesses.

Executed this on 31<sup>st</sup> November 2022 in Masai, Johor, each partner agreed and signed this agreement to show their commitment to this partnership.

## 8.0 REFERENCES

Seri, B. (2019). *87, Jln Lembah 18 · 87, Jln Lembah 18, Bandar Baru Seri Alam, 81750 Masai, Johor.* 87, Jln Lembah 18 · 87, Jln Lembah 18, Bandar Baru Seri Alam, 81750 Masai, Johor. <https://www.google.com.my/maps/place/87,+Jln+Lembah+18,+Bandar+Baru+Seri+Alam,+81750+Masai,+Johor/@1.509844,103.8653362,19z/data=!3m1!4b1!4m5!3m4!1s0x31da6b018f42ec4d:0x639397576e2fc853!8m2!3d1.5098427!4d103.8658834?hl=en&authuser=0>