

UNIVERSITI TEKNOLOGI MARA (UITM) SABAH

FUNDAMENTAL OF ENTREPRENEURSHIP (ENT300)

APPLIED IN SCIENCE

GENESIS TECHNOLOGY & RESEARCH (GT-R)

PREPARED BY:

ADLIE PUTERA WILLIE WILLIAM	2014678228
WALFERD CORNELL	2014825084
HEBRON JAMES	2014219192
AARON SHAPIRO GABAN	2014436552
ZUL ISYMA BIN AROLA	2014837876

Contents

INTRODUCTION TO INDUSTRY	4
Genesis Research & Technology Insignia and Meanings	5
INTRODUCTION	6
2.1 Introduction of the Organization	6
2.2 Objective of Administration	6
ADMINISTRATION PLAN	
List of Administration Personnel	
Schedule of Tasks and Responsibilities	9
Schedule of Remuneration	10
Equipment and Suppliers	11
Administration Budget	11
Partners Background	12
MARKETING PLAN	
Target Market	18
Marketing strategy	19
Genesis Technologies and Research (GTR) promotional tools	21
Estimated market size	22
Competitor strengths & weaknesses	25
Sales forecast	26
Marketing budget	27
OPERATIONAL PLAN	28
Operational Flowchart	30
Input and hour of operation	32
Business location	33
Office Layout	34
Safety Guideline while handling the pyrolysis machine	
Operational budget	36

Monthly expenses	37
Sales and Purchases of Product	41
FINANCIAL PLAN	
Projected Marketing	43
Projected Administrative	44
Projected Operational	
Project Implementation cost and sources of finance	46
Administrative Budget	47
Marketing Budget	48
Operational Budget	49
Depreciation of Fix Assets	50
Sales Projection	
Purchase Projection	
Pro Forma Income Statement	55
Pro Forma Balance Sheet	56
Financial Performance	
Pro Forma Cash Flow Statement	58
Granh	61

INTRODUCTION TO INDUSTRY

GT-R Company is based on Gayang, Tuaran which is situated at the junction of Sabah Oil & Gas and the bridge of Gayang. This junction acts as the connecting point of Tuaran and KK which help significantly in increasing the efficiency of our product and raw material delivery as the nearest plastic factory which is Uniang Plastic Industry Sdn Bhd Sabah. Thus cutting the cost and time of delivery. Our company had invented a machine that can convert plastic into various type of fuel but the fuel that we choose to market is diesel fuel since there are a high number of automobiles that are using diesel as their main fuel. In this case will help significant increase our sales as there are more demand than supply currently in Sabah. We offer a complete solution on reducing waste and converting waste into a more usable commodity. The process of converting this waste to fuel is called as the pyrolysis which is thermal decomposition f organic material or inorganic material at elevated temperature in the absence of gases such as air of oxygen. The process, which requires heat, produces a mixture of combustible gases, liquids and solid residues. Our diesel fuel product is better than most of the diesel fuel marketed since our Cethane number (diesel fuel rating of combustion which is equal to octane rating for fuel) is averaged at 51 to 54 which is at the Super level of cethane rating based on Petronas measurement. This high cethane number lends to high efficiency of combustion which equals to increase in fuel efficiency and low sulphur produced with this being said despite that we are new to the market, we can still have the edges to compete with the Giant company in oil & gas industry.

INTRODUCTION

Introduction of the Organization

Vision

- * To become one of the leading company in diesel and synthetic gas production
- * To help recycle used plastic in Sabah
- To become the largest refinery producer of diesel and synthetic gas in Sabah

Mission

- To increase the production of diesel oil and synthetic gas up to 100 barrel per day in the first year of operation
- Produce a high grade and low sulphur content diesel oil and clean synthetic gas
- Improve the efficiency of the diesel oil and synthetic gas refinery by up to 90%
- Accumulate the plastic waste and recycle it into oil

Goals

- To help reduce 80% of plastic waste discarded by the population in Tuaran, Kota Kinabalu, Ranau and Kota Belud.
- To create awareness of our environment and educate the public to take care of their environment.

Objective of Administration

- To effectively manage the organization profit and expenses
- To provide maximum satisfaction to the customer in product produced
- Effectively and efficiently manage the organization activities
- Record the growth of refinery production of diesel oil in barrel per day
- To ensure the monthly sales target is achieved