



**A STUDY ON THE EFFECT OF SALES REVENUE
AND OVERHEAD COST TOWARDS MALAYAN
BANKING BERHAD (MAYBANK) PROFITABILITY**

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APRIL 2011

DECLARATION OF ORIGINAL WORK



BACHELOR OF BUSINESS ADMINISTRATION
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“DECLARATION OF ORIGINAL WORK”

I, Nor Aziela Binti Kamaruddin , (I/C No: 881008-05-5456)

Hereby, declare that,

- This work has not previously been accepted in substance for any degree, locally or overseas and is not being concurrently submitted for this degree or any other degrees
- This project paper is the result of my independent work and investigation, except where otherwise stated
- All verbatim extracts have been distinguished by quotation marks and sources of my information have been specifically acknowledged.

Signature: _____

Date: _____

LETTER OF SUBMISSION

April 2011

Coordinator Program
Bachelor of Business Administration (Hons) Finance
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Kampus Bandaraya Melaka

Dear Madam,

SUBMISSION OF PROJECT PAPER

Attached is the project paper titled **“A STUDY ON THE EFFECT OF SALES REVENUE AND OVERHEAD COST TOWARDS MALAYAN BANKING BERHAD (MAYBANK) PROFITABILITY”** to fulfill the requirement as needed by the Faculty of Business Management, Universiti Teknologi MARA.

Thank You

Yours sincerely,

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ABSTRACT

These researches focus on the relationship between profitability with sales revenue and overhead cost of Maybank. The purpose of the research is to know whether the high – profit margin like Maybank should decrease in sales revenue in order to increasing in profitability or vice versa. Moreover, it to determine the overhead cost have influenced in profitability or not. In addition, by doing these research the researcher will know whether there are any significant relationships between variables. This relationship can be test by analysis descriptive result from E-vies software.

These research been conducted by using secondary data from annual report of Maybank from year 1999 until 2010.

The researcher finding show that sales revenue and profitability have negative relationship which is the decreasing in sales revenue will make increasing in profitability. On other hand, the overhead cost show positive relationships with profitability prove that the increasing in overhead cost will make profitability also increasing.