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UNIVERSITI
TEKNOLOGI
MARA

FUNDAMENTAL OF ENTREPRENEURSHIP

ENT 300

NOV 2013 - APR 2014

FACULTY OF CIVIL ENGINEERING

DIPLOMA IN CIVIL ENGINEERING

AL-KHALILAH HIJAB

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MISS GLORIA PANIT

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LETTER OF SUBMISSION

Diploma in Civil Engineering,
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Miss Gloria Panit,
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*Al-Khalillah
Hijab*

13 March 2014

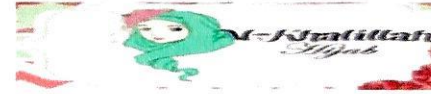
Miss,

SUBMISSION OF BUSINESS PLAN

As partial requirement of the ENT 300 - Fundamentals of Entrepreneurship subject, we are obliged to submit a Business Plan project to you.

2. This business plan was completed according to the guidelines and requirement given according to our subject syllabus. This business plan also serve as a guide for new entrepreneur to do a business venture which involves marketing, administration, operation and also financial aspects.

3. For this purpose , we have decided to take the clothing service through our company Al-khalillah Hijab Sdn. Bhd. We chose this type of business since there is plenty of business opportunities and potentials in this industry in the area Kota Samarahan and residence area. Besides that, these areas are populated and commercialised with a good



EXECUTIVE SUMMARY

Al-khalillah Hijab is new company that operated in Malaysia. It is the first company that being managed by bumiputera. The name of this company is come out from our friends last name Khalilah. It shows that how we positioning our product in costumers minds until they can remember our's unique and classic company name.

As for the businesses, we are providing the best quality and the latest trend of hijab in the world. As we go through our enviroment, people nowadays especially the muslimah they want to be beautiful and stylish even though they are covered themselves. So, from our surverying, we can conclude that we are going to provide the Malaysian with our quality and trendy product from Al-khalillah Hijab.

We are starting our business with the total of RM 13017.00 and all of the partners are contributing RM 1500.00 . We have five workers that is general manager, administration manager, operational manager, marketing manager and financial manager.

The management team will be headed by the General Manager and assisted by the other manager. The General Manager is responsible in planning, leading, controlling and organizing the business. The Administration Manager is responsible for all administrative jobs such as planning and arranging the remuneration schedule of salaries and wages. The Operation Manager is responsible for the operation and will be supervising and coordinating the operation of the business.

The Marketing Manager is responsible to create the marketing plan, identifying customers' needs and demands, identifying the competitors, the target market and the market size forecasting in the future. Lastly, Financial Manager will handle all the financial matters such as preparing the budget and financial statements for the expenses of each departments and controlling the money flow of the organization.

PARTNERSHIP AGREEMENT

All of partners are agree to sign this partnership agreement on 1 August 2014 and witnessed by two lawyers from S.Natakumar and P.Lim Eng that has been appointed for this purpose. The function of this partnership agreement is to avoid any fraudulent and deception that might be happen during the operation of business and ensure business run efficiently and effectively.

Below are the partners of AL-KHALILLAH HIJAB SDN. BHD. :

NAME	I/C NUMBER
1) Siti Helida binti Hasbi	890809-13-5246
2) Amiratulmasnisah binti Julis	880304-13-5582
3) Nurshyaneeza Binti Husni	900808-13-8888
4) Sharifah Lydia Haziya Binti Wan Ibrahim	850908-13-5212
5) Ummu Khalilah binti Nordin	890107-13-6290

We all strength in one roof of AL-KHALILLAH HIJAB SDN. BHD. will strive to bring our product to customer and market nationally and internationally in the future.

We are all come with the mutual agreement in relation to the sharing of information, openness, trust and decision making involvement which lead to the successful of our company AL-KHALILLAH HIJAB . We are agreed to work together and strive till the end in gaining the target profit and achieving our mission and vision. This agreement is a symbol of our continue partnership and we will work with each other in good faith and having a close relationship with one another in ensuring the successful of our company.

1) Company's Name

Five partners under Partnership Act Registered 1961 (Amendment 1974) established AL-KHALILLAH HIJAB SDN. BHD.