

CAWANGAN TERENGGANU
KAMPUS DUNGUN

FUNDAMENTAL OF ENTREPRENEURSHIP

ETR 300

BUSINESS PLAN

GORGEOUS COFFEES

Aziza binti Shamsudin (2006155527)

Wandiana Mariyam binti Yasin (2006146483)

Noor Izzaty bin Othman (2006140973)

Nurul Umairah Noor Muhammad (2006146479)

Nurul Afifah binti Ramli (2006146475)



LETTER OF AGREEMENT BETWEEN PARTNERS

The partnership agreement letters have been made among partners on Partnership act 1961(Amendment 1974). Agreement has been made on 1st December 2005 name of existing partner were as follow;

- Aziza Shamsudin
- Wandiana Mariyam Yasin
- Noor Izzaty Othman
- Nurul Umairah Noor Muhammad
- Nurul Afifah Ramli

All the existing partners above have agreed partners in the business. So that, rules and regulation has been determined and terminated. Each partners need to follow the rules and regulations as started below:

- All of parties are needed to provide the business capital based on their share percentage and all profits or losses of the company will be shared together.
- The company name is: Gorgeous Coffees. Situated at Ground Floor, Lot 45-A, Berjaya Megamall, Jln Tun Ismail, Sri Dagangan, 25000 Kuantan, Pahang Darul Makmur.
- The main activity of this partnership is to produce and sell beverages.



Opening capital for Gorgeous Coffees is **RM350,000** where the capital from partners is **RM135,000**. If any member dies, his right and shares property of Gorgeous Coffees will be given to his near by family according to current value. Every department has to accomplish their task efficient and effective to ensure that all the business activities will make successfully:

- Any profit or loss during the operation will be divided by ratio of capital between by partner.
- Each partner can make drawing as long as he gets permission from other partners.
- All partners have their own responsibility and will responsible to all debts and assets in company.
- Debts made by any partnership must be considered in the partnership agreement. If the partners failed to pay the debt within at the end of the accounting period, his profit will be deducted to recover the debt.
- The partners can make any additional capital when all partners agree after make decision.
- All the partners agree with their own position with manage partnership's business with agreed upon salary according to the positions and capital. Positions in the company are as follow :

General Manager	: Aziza Shamsudin
Administration Manager	: Wandiana Mariyam Yasin
Marketing Manager	: Noor Izzaty Othman
Operation Manager	: Nurul Umairah Noor Muhammad
Financial Manager	: Nurul Afifah Ramli



- If one of the partners dies or retires:

In this situation, the heir has right to claim a profit or loss from the company. If the heir is interested to continue on behalf his parent, he must get the approval from every partner. Each partner need to sincere in order to make any or work in the company.

According to the agreement, all partners need to follow the rules and regulations that have been made terminated in the Partnership Act 1961(Amendments). If any breaches this agreement, he will be sued in the court. The agreement is signed with a lawyer present.

Agreed and sign by,

(Aziza Shamsudin)

880502-08-6990

General Manager

(Nurul Umairah Noor Muhammad)

881002-11-5120

Operation Manager

(Wandiana Mariyam Yasin)

871109-03-5156

Administrative Manager

(Noor Izzaty Othman)

880928-02-5618

Marketing Manager

(Nurul Afifah Ramli)

881230-56-5086

Financial Manager

**PARTNER CONTRIBUTION**

OWNERS EQUITY	PERCENTAGES	AMOUNT
	%	(RM)
AZIZA SHAMSUDIN (GENERAL MANAGER)	35	35000
WANDIANA MARIYAM YASIN (ADMINISTRATIVE MANAGER)	25	25000
NOOR IZZATY OTHMAN (MARKETING MANAGER)	25	25000
NURUL UMAIRAH NOOR MUHAMMAD (OPERATION MANAGER)	25	25000
NURUL AFIFAH RAMLI (FINANCIAL MANAGER)	25	25000

**PARTNER CONTRIBUTION**

OWNERS EQUITY	PERCENTAGES	AMOUNT
	%	(RM)
AZIZA SHAMSUDIN (GENERAL MANAGER)	35	35000
WANDIANA MARIYAM YASIN (ADMINISTRATIVE MANAGER)	25	25000
NOOR IZZATY OTHMAN (MARKETING MANAGER)	25	25000
NURUL UMAIRAH NOOR MUHAMMAD (OPERATION MANAGER)	25	25000
NURUL AFIFAH RAMLI (FINANCIAL MANAGER)	25	25000



1.1 INTRODUCTION TO THE BUSINESS PLAN

Business plan is important because it explains about all the activities, strategy, financial and other that are related to the business. People and entrepreneurship will easy to construct new business from business plan because it has a lot of information about the business.

The business plan will explain in details about our partnership business product and service which is coffee. The product name is Coffee which is produced by our company Gorgeous Coffee.

As a service company, we are aiming to become the best company in Malaysia. Besides that, we aim to become the leading 'Bumiputra' business in giving services. Because most of 'non-Bumiputra' company conquering this business, we want to exist the immolate culture among competitors.

Our other aim in this business world is to capture the market share and provide a good product and service in local market and able to satisfy our customer's needs. By introducing our company to the public in the short period of time; we would like to improve our performance along the years.

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