



X3 Futurenet Cafe

ENT 300 (Fundamentals of Entrepreneurship)

BUSINESS PLAN

Course : AP1164A (Diploma In Building)

Faculty : Architecture, Planning And Surveying

Group members : Al-HaziqFaizal Bin Othman (2012696338)

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Introduction

X3 Futurenetcafe is a start-up cyber cafe located in Kuching, Sarawak. X3 Futurenetcafe expects to catch the interest of a regular loyal customer base with its broad variety of games and printing services. The company plans to build a strong market position in the town, due to the partners industry experience and mild competitive climate in the area.

X3 Futurenetcafe aims to offer its products at a competitive price to meet the demand of the middle-to higher-income local market area residents and students.

X3 Futurenetcafe is a partnership business which ventures and major with the cyber cafe. The business is in form of partnership which consist of 6 shareholders. All shareholders had agreed as stated in a agreement letter which the amount of capital, profit and loss will be divided as stated ratio. We had chosen this kind of business because it a one type of business which is have good potential to get profit. Besides that, shareholders always give commitment with our business.



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Nature of Business

The form of business of our company is partnership which is made up of six partners. It is a legal business entity with two or more members. The ideas and knowledge among the top management can be shared and no idea will be taken for granted because the capitals are from the contribution of all partners. Partners will carry out the business, share the capital, profits and losses.

Our type of business is based on Cyber cafe which is including printing service. Our company will give the best service to our customer. Also, we believe our business will gain profit in future because these businesses have their own potential to successful. Besides, each partner will share their knowledge and experience to make sure this business run smoothly. Furthermore, it will avoid this business from loss. From that, each partner that able to take responsibility, clearer the objective and aims is achieved.



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Factors in Selecting the Purposed Business

- Lack of Cyber Cafe for the area
- It is very difficult to find comfortable and low price cyber cafes
- We are making business with professionals that have skills and experience on making cyber cafe business
- Every partner are influenced by closest friends to start business

Future Prospects for business

- New branch in Miri and Sibul
- Then East Malaysia such as Pulau Pinang and Selangor
- Additional entertainment: pool, snooker and snack bar



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Purpose of Business Plan

Business Plan is a written document that serves as a blueprint and guide for a proposed business project that one intends to undertake.

The purpose of our business plan is:

1. **As a guideline to manage the business**

The business plan could be used as a guideline to manage our business in managing the proposed venture. The entrepreneur would have a clear picture on the strategy for running the venture.

2. **To convince relevant parties of potential investors of the project.**

The Business Plan could be used as a communication tools to convince the potential investors of a proposed venture. This could boost the confidence of the interested parties to finance in the cost of venture.

3. **To obtain loan from a financial institution to run the business**

The business plan is needed to get a loan because financial institutions will believe that the business will bring profit. Furthermore, the probability to pay back the loan is also high which will definitely increase their confidence to give the loan.

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Shareholders

Al- HaziqFaizal (General Manager)	20%
Ashraf bin Ahmad Rafa`ee (Financial Manager)	16%
ArynaAthirah (Administration Manager)	16%
Abdul Khalid (Marketing Manager 1)	16%
Taufiq M. Saifullah (Marketing Manager 2)	16%
HanieAmirah (Operation Manager)	16%



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MARKETING

PLAN
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MARKETING PLAN

OBJECTIVE

This marketing plan is prepared in order to promote X3 Futurenet cafe to the customers and all gamers to use our cyber café services:

- To increase the sale from the first year and ongoing years
- To achieve the targeted sales forecast.
- To be the first comfortable and the best place for gamers to increase their skills.
- To attract all people around the area to use our services.
- To make our cyber café different from others.



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SERVICES DESCRIPTION

X3 Futurenet cafe provides cyber cafe services. It also provides printing services and snack bar to the customer. To attract customers at our place, we will provide different packages for our customers. We will also provide a suitable price for membership card go to our place.

PACKAGES:

1. Snack Bar

- Our cyber Snack Bar provides cafe for the customers to rest.

2. Membership

- Our cyber cafe provides membership to our customer.

3. Fast Internet Connection

- Our cyber cafe uses the fastest internet connection to keep people in charge.

4. Latest Computer Equipment

- Our cyber cafe provides the latest computer equipment for greater IT experience.

5. Comfortable Computer Area

- Our cyber cafe is very comfortable as the computer area is spacious.



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TARGET MARKET

X3 Futurenetcafe as its name stated will be located in ST3's building at SimpangTiga. Our research shows that there are none cyber café in the area within 3km radius. This means that the place are very suitable to open our cyber café and easy for us to get customers. Therefore our target market consists of 3 areas which are SimpangTiga, BDC, Tabuan Jaya. But our main target is the public that lives near SimpangTiga and the students at Swinburne's college. Our location is easy to access and easy to be found due to the location near main road.

Games are starting to become the main hobby in the world. There are many types of game that a person can play which are RPG, Action, Adventure, Strategy and Multiplayer Online Game. The main consumer of our services is will be from the age of 18 to 35. The packages that we will offer would attract customer who are more sensitive to price.

Customer	Psychographic	Demographic	Geographic
School children	Offer a reasonable &affordable price and membership.	Age between 8-17 years old.	Kuching, Tabuanjaya.
University student	Offer reasonable&affordable price and membership.	Age between 18-30 years old	Kuching ,Swinburne's collage.
Public	Have membership (RM 15) availability for points to redeem rewards.	Age between 20-40 years old	Kuching , Tabuan Jaya.

COMPETITORS

- 1) Gizmo
PICTURE(GOOGLES MAPS)
Address:
- 2) Madnet tech
PICTURE(GOOGLES MAPS)
Address:
- 3) Cyberline
PICTURE(GOOGLES MAPS)
Address:

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COMPETITORS STRENGTH AND WEAKNESS

Gizmo

STRENGTH

- The size of the premise are spacious
- Lots of PC supplied for customer
- Strategic location
- Facilities : Snack bar, toilet, smoking room

WEAKNESS

- No membership provided
- No printing services
- Low maintenance of facilities (Uncomfortable for customers)



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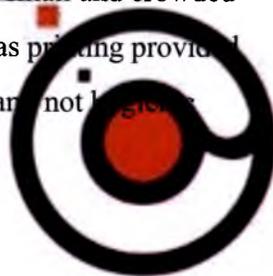
Madnet Tech

STRENGTH

- Strategic location (Not many competitors)
- Provide very good computers with up to date softwares
- Promotion (Play for 5 hours get 1 hour free)
- 24 hours operation hours

WEAKNESS

- Area of premise are too small and crowded
- No other services such as printing provided
- Low quality of service and not long stay



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Cyber line

STRENGTH

- Printing service available
- Low price

WEAKNESS

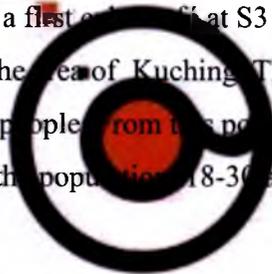
- Slow internet connection
- Pc sometimes break dōwn
- Location is near competitor (Gizmo)



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MARKET SIZE

- Market size is the number of buyers and sellers in a particular market. This is especially important for companies that wish to launch a new product or service, since small markets are less likely to be able to support a high volume of goods. Large markets could bring in more competition.
- Market size also is the total potential purchase that is expected from the target market. The potential purchase includes purchase of the competitor's product or service within the same market. Estimation of the target market is done by requires information regarding the particular market the business intends to enter.
- X3 Futurenet café is a first of its kind at S3 Citadines shopping mall. Our Target market will also cover the area of Kuching. The population in Kuching will be approximately 681,901 people. From this population in Kuching people are age from 8-17 will be 20% from the population, 18-30 and 31 and above are 40% from the population.



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Age	Population	Percentage
8-17	136380	20%
18-30	272760	40%
31 and above	272761	40%

From the amount **681901** we assume that only 65% is people who like go to cyber cafe.

Hobby	Population	Percentage
Cyber cafe	443235 ✓	65%
Non-Cyber cafe	238666	35%

This **443235** target will averagely spend about RM 10 per person per year. When converted to value ($443235 \times \text{RM}10 = \text{RM } 4432350$). Thus, our market size per year is

RM 4432350.

Market size per year.

$443235 \text{ people} \times \text{RM } 10 = \text{RM } 4432350 \text{ per year.}$



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MARKET SHARE

Market share before entry in market.

Competitors	Percent (%)	RM
GIZMO	45%	RM1,994,557.50
MADNET TECH	35%	RM1,551,322.50
CYBER LINE	20%	RM886,470
TOTAL	100%	RM4,432,350

Market share after entry in market.

Competitors	Percent (%)	RM
GIZMO	42%	RM1,861,587
MADNET TECH	32%	RM1,418,352
CYBER LINE	19%	RM753,499.50
X3 FUTURENET	9%	RM398,911.50
TOTAL	100%	RM4,432,350

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FORECASTING SALE

Daily Sales forecast

DAY	COMPUTER	TIME	HOURS USAGE	RATE HOUR (RM)	UNIT PC USAGE	TOTAL (RM)
MONDAY	INTERNET SURFING GAMING	HOLIDAY	N/A	N/A	N/A	N/A
TUESDAY	INTERNET SURFING GAMING	10am-4am	18 18	2 2.50	3 23	108 1035
WEDNESDAY	INTERNET SURFING GAMING	10am-4am	18 18	2 2.50	8 30	288 1350
THURSDAY	INTERNET SURFING GAMING	10am-4am	18 18	2 2.50	10 23	360 1035
FRIDAY	INTERNET SURFING GAMING	10am-4am	18 18	2 2.50	4 35	144 1530
SATURDAY	INTERNET SURFING GAMING	10am-4am	18 18	2 2.50	6 40	216 1800
SUNDAY	INTERNET SURFING GAMING	10am-4am	18 18	2 2.50	10 35	360 1575
TOTAL PER WEEK(RM)						9801

MONTHLY SALES FORECAST

YEAR	MONTH	SALE FORECAST (RM)	REASONS
2014	JANUARY	-	N/A
	FEBRUARY	12,744	Opening day(all computer rm2 per hour
	MARCH	39,204	-
	APRIL	39,654	Membership registration
	MAY	39,204	-
	JUNE	41,454	Membership registration
	JULY	33,804	Hari Raya
	AUGUST	37,404	Merdeka day special
	SEPTEMBER	45,250	Event hosting
	OCTOBER	39,204	-
	NOVEMBER	39,204	-
	DECEMBER	39,404	New year promotion

YEARLY SALES FORECAST

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YEARS		SALE FORECAST (RM)
FIRST YEAR		404,530
SECOND YEAR	5% increase	465,920
THIRD YEAR	10% increase	512,512

DEVELOPING MARKETING STRATEGY

1. PRICING STRATEGY

- RM2.50 FOR NON MEMBER
- RM2.00 FOR MEMBER AND INTERNET SURFING
- PRINTING RM0.30 (BLACK) ,RM1.00 (COLOUR)
- PHOTOSTAT RM0.10 (BLACK) , RM0.40 (COLOUR)

2. PRODUCT AND SERVICE STRATEGY

- QUALITY
Our cyber café provide a latest computer technology.
- PACKAGE ■
Our cyber café provide a member package. It more cheaper than non-member.

3. PLACE OR DISTRIBUTION STRATEGY

- Our cyber café place at Simpang Tiga Kuching. It have a 999050 population pole in this area.

4. PROMOTION STRATEGY

- Our cyber café have banner brochures and signboard to attract people go to our cyber café. It can make people know about our cyber café

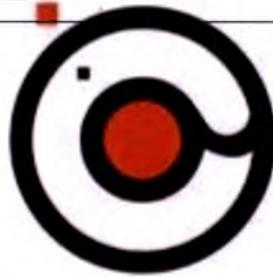
5. OPENING CEREMONY

- Our cyber café have a opening ceremony and have a promotion on the opening day we only charge RM2.00 per hour for all Computer.

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MARKETING BUDGET

ITEMS	ASSET AND FIXED EXPENSES	OTHER EXPENSES
Signboard	RM1500	
Brochures		RM700
Opening Ceremony		RM5000
TOTAL	1500	RM 5,700
ACCUMULATED TOTAL	7,200	

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**OPERATIONAL
PLAN**

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INTRODUCTION TO OPERATION PLAN

The cyber cafe is a good potential business. The most reason of the operation department exist in this business is to manage the resources that it had, for instance, information and skills to produce an output that can satisfy its customer needs.

The main thing about our business is to provide the service and fulfil the needs of the community. Three main component which comprised in the operation process are business input, services that we are provided and transformation system.

The operation management is one of the planning activities in provide a good service to our customer such as printing, snacks and surfing the internet by using our wifi. Thus, the main purpose of operation plan is to ensure that the process of giving a good service to the customer done on the time. Other than that, the operation plan can be guidance to us in order to run our operation activities.



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OBJECTIVE

The operation plan is important factor in making business in order to achieve a higher objective of the organization. Plus, the objective also can ensure the management can run smoothly as good as where it can provide the direction that the operation should move.

The objective of cyber cafe operation plan are as follow:

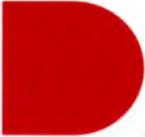
- ✓ To make the operation process run smoothly without any restriction
- ✓ To improve all the method and operation process.
- ✓ To achieve higher profit and fulfil sales forecast.
- ✓ To make sure the manager, all employers, and also customers have good relationship exist among them



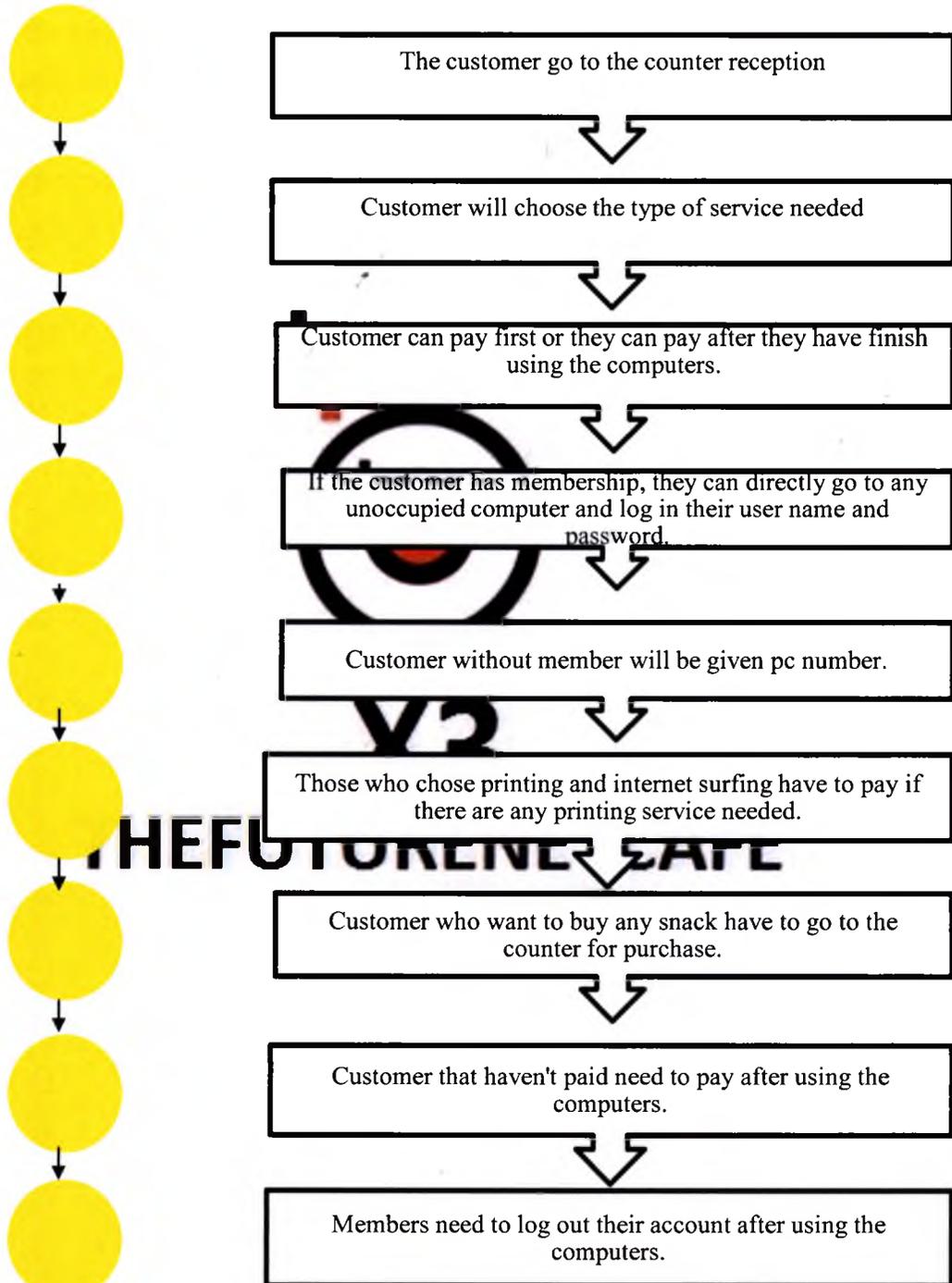
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PROCESS PLANNING

i. PROCESS FLOW CHART

Symbol	Type of Activity	Description
	Operation	Activities that modify transform or give values to the input.
	Transportation	Transport activity occurs when materials are transported from one point to another.
	Inspection	Activity that measures standard of the in- process material, finishes products or services.
	Delay	The symbol used when in- process material is restrained in location waiting for next activity.
	Storage	The symbol is used when the in- process materials or finishes product are stored in the storage area.

ii. PROCESS OF OPERATION



SERVICE PLANNING

Our service plan starts with the customer that walk in to our cafe. After they walk in our cafe, they will directly go to our counter reception and choose the type of service that they want. This is because we want to make it more easier for them and not to make them wait for their turn to use the computer.

Our customer will be given an option whether they want to register our membership or they prefer to be customer that rarely visit our cafe. The customer who has register our membership can directly use the computer and log in by using their username or password. This makes it more convenient for the customer to use the pc without waiting for their turn.



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MATERIAL PLANNING

NO	ITEM	PRICE PER ITEM (RM)	QUANTITY PER MONTH	TOTAL (RM)
1	A4 Paper	14.00	10	140.00
2	Printer ink			
	i. Colour	85.00	4	340.00
	ii. Black and white	50.00	4	200.00
3	Stapler with staples	10.00	2	20.00
4	Stationary set	30.00	1	30.00
5	Plastic bag	10.00	10	100.00
6	Food (snacks)	2.00	100	200.00
7	Food (buns)	1.80	50	90.00
8	Food (candies)	1.00	50	50.00
9	Beverages (can drinks)	1.50	192	288.00
10	Beverages (drinking water)	0.50	120	60.00
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MANPOWER PLANNING**i. Manpower planning**

Position	Number of Staff
General Manager	1
Financial Manager	1
Administration Manager	1
Operation Manager	1
Marketing Manager	2
Supervisor	2
Front Desk/ Cashier	2
General Workers	4
Total of Staff	14



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ii. Manpower requirements

Position	No.	Monthly salary (RM)	EPF Contribution (12%) (RM)	SOCSCO (2.5%) (RM)	Amount (RM)
Operational Manager	1	1500.00	180.00	37.50	1,717.50
Supervisor	2	1000.00	120.00	25.00	1,145.00
Cashier	2	800.00	96.00	20.00	916.00
General Workers	4	650.00	78.00	16.25	744.25
TOTAL		3,950.00	474.00	98.75	4,522.75

BUSINESS AND OPERATION HOURS

X3 Futurenet Cafe will open every day, except Monday. The business is open from 10am to 4am in the next morning from Tuesday to Sunday. We also do not open our business on public holidays because public holidays are for people to have their rest. On Friday, the male worker will be given 1 hour and half break at 1pm until 2.30pm, so that they can perform their *Jumaat* prayer. Means, they will have another 30 minutes break left. Moreover, during lunch hour, our cyber cafe still be on operation. But during that time the workers will take turns to have their lunch to ensure that there will be another workers in standby at the cafe as the customers may come during lunch hours especially working customers.



DAYS	TIME OPERATION	HOURS WORKING
TUESDAY – FRIDAY	10 AM – 4 AM	18 HOURS
SATURDAY – SUNDAY	10 AM – 4 AM	18 HOURS

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LOCATION



The place where we are going to start our business is situated at ST3 Citadines, Kuching, Sarawak. X3 Futurenet cafe is our company name where we provide services for the customers who are usually visit the cyber cafe for their own satisfaction of using the computer and the WIFI.

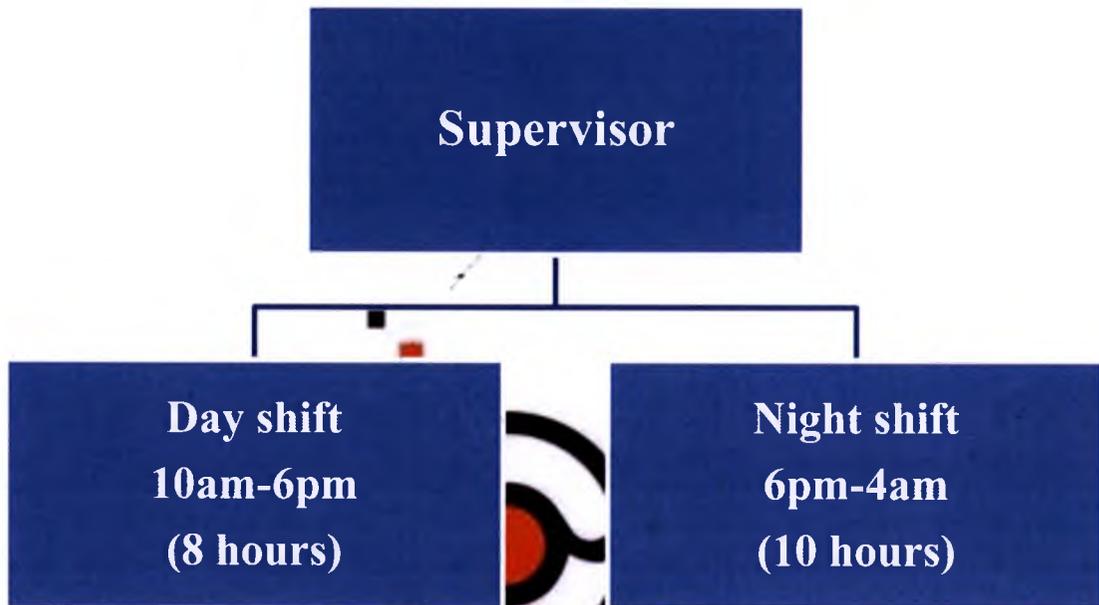
As the new company in the technology industry, we need to cooperate with other cyber cafe for information and business strategies in order to make our company to be able to withstand any problems relating to our cyber cafe and capable for long term business with all resources and help from agent. From that, we can gain more experience and profit.

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MACHINE AND EQUIPMENT PLANNING

NO	ITEM	PRICE PER ITEM (RM)	QUANTITY	TOTAL (RM)
1	Photocopy machine	4,800	2	9,600
2	Refrigerator	1,500	1	1,500
3	Computer ■	1,700(entertainment)	50	85,000
	■	1,400(internet fing/printing)	11	15,400
4	Cashier Machi	400.00	2	800.00
5	CCTV	440.00	6	3860.00
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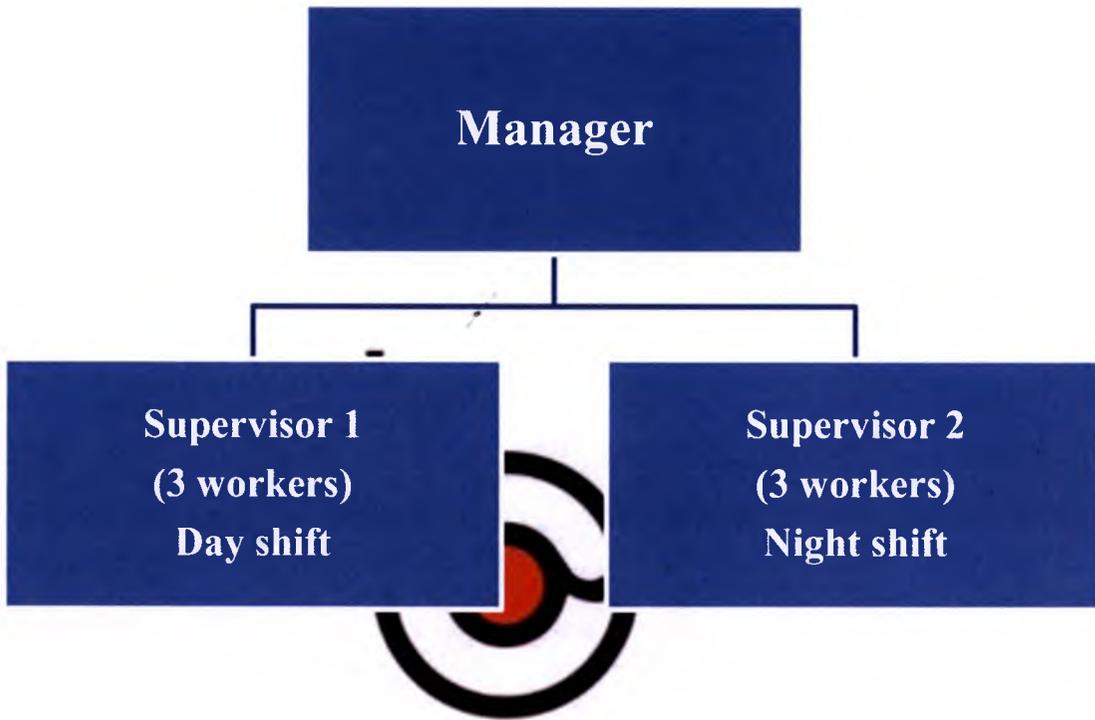
ORGANIZATIONAL STRUCTURE-SHIFTS



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ORGANIZATIONAL STRUCTURE-NUMBER OF WORKERS



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OVERHEAD REQUIREMENTS

Overhead requirement that we needs is electricity, water, telephones and mostly WIFI. Electricity is very important to the operation of X3 Futurenet Cafe because our cyber cafe will be operated from 10 a.m. until 4 a.m. in the next morning. For water requirement, we rarely use it because our cafe has provided only one sink for the customer to wash their hand. We don't provide toilet in our cafe because our shop is built in shopping mall and the advantages of it are the location of our shop is near to the toilet.

Next, the most requirements that we need is the connection of internet or commonly called WIFI. This is because the customers that visit our cyber cafe, they tend to play games, do some research and involve in social networking where they need to have a strong WIFI connection in our cafe. So, it is important to the managers to calculate the estimated amount of all the overhead incurred.

For telephone bills, we rarely use because we don't provide any delivery service or booking services.



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SCHEDULE OF TASK AND RESPONSIBILITIES

POSITION	NO. OF STAFF	RESPONSIBILITIES
Operation Manager	1	<ul style="list-style-type: none"> To manage and organize the company operation To make sure the operating place in good condition To supervise the performance of worker Ensure that the operation cost is sufficient and not exceeds from what it's supposed to be.
Supervisor	2	<ul style="list-style-type: none"> To supervise their worker that work under their supervision help their worker if their worker don't know how to solve the work/problem
Cashier	2	<ul style="list-style-type: none"> Provides a good services to customer Responsible for incoming and outgoing business money.
General worker	4	<ul style="list-style-type: none"> Provides a good services to customer Help in helping customer to manage the computer and printing services.

FURNITURES AND FITTINGS

NO	ITEM	PRICE PER ITEM (RM)	QUANTITY	TOTAL (RM)
1	Cashier Table	300.00	2	600.00
2	Cashier Chair	70.00	1	70.00
3	Long computer table	200.00	10	2,000.00
4	Single computer table	125.00	10	1,250.00
5	Chairs	50.00	70	3,500.00
6	Racks	50.00	3	150.00
7	Broom	8.00	2	16.00
8	Mop	4.00	2	8.00
9	Dustbin	8.00	2	16.00
10	Wall clock	25.00	1	25.00
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SUPPLIER FOR OPERATION EQUIPMENT

ITEM	ADDRESS	CONTACT NO.
Furniture	SEM THYE TRADING CO. No. 57, Jalan Tun Ahmad Zaidi Aduce, 93400 Kuching, Sarawak.	Tel : 082-865282
Lights	RAINBOW LIGHTING SDN. BHD. Lot. 203 Section II, Jalan Satok, 93400 Kuching, Sarawak.	Tel : 082 - 412570 Fax : 082 - 421929
Computers and Printer	PC IMAGE Lot 2.31 & 2.15, 2 nd Floor, Wisma Berkas, 93200 Kuching, Sarawak.	Tel : 082- 422939 Fax : -
Stationeries	POPULAR BOOKSTORE KTJ 3.05/097 Level 3, SunJugah Centre, 18, Jalan Tanju Abdul Manan, 93400 Kuching, Sarawak.	Tel: 082- 4142 920 Fax: 082- 4142 894
Internet	X3 The Future Net Cafe, Batu Lintang, Batu Lintang, 93200 Kuching Sarawak.	

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UTILITIES EXPENSES

ITEM	AMOUNT (RM)
Water	50.00
Electricity	2,500.00
Internet	1,500.00
TOTAL	4050.00

OTHER EXPENDITURE

Item	Costs (RM)
Business license	100.00
Business registration fees	75.00
Insurance	1,500.00
Total	1,675.00

X3**RENTAL COST THE FUTURENET CAFE**

1 SHOP LOT = RM700.00

Our premises needs four (4) shop lots which is

4 x RM 700.00

= RM2,800

Deposit = RM 2,800 + RM 1,400.00

= RM 4,200.00

LIST OF REGISTRATION EXPENSES/DEPOSIT

ITEM	AMOUNT (RM)
Electricity	5,000.00
Water	100.00
Internet	3,000.00
Rental	4,200.00
TOTAL	12,300.00



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OPERATION BUDGET

Items	Fixed Asset Expenses (RM)	Monthly Expenses (RM)	Other Expenses (RM)	Total (RM)
Furniture's and Fittings	7,635.00			7,635.00
Machine and Equipment	116,160.00			116,160.00
Salaries, EPF & SOCSO		4,522.75		4,522.75
Materials		1,518.00		1,518.00
Utilities		4050.00		4050.00
Rental		2,800.00		2,800.00
Deposit			12,300.00	12,300.00
TOTAL	116,160.00	12,890.75	12,300.00	148,985.75

X3**TOTAL FOR OPERATION BUDGET: THE FUTURENET CAFE**

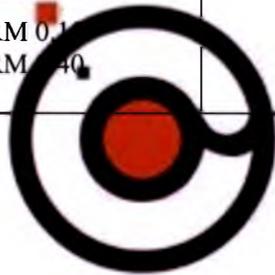
= Fixed Assets Expenses + Monthly Expenses + Other Expenses

= RM 116,160.00 + RM 12,890.75 + RM 12,300.00

= RM 148,985.75

PRICE OF USAGE FOR CUSTOMER

Type of usage	Price	Per hour / per piece
Internet surfing	RM 2.00	1 hour
Entertainment computer	RM 2.50	1 hour
Printing (black)	RM 0.30	1 piece
(colour)	RM 1.00	1 piece
Photostat (black and white)	RM 0.10	1 piece
(colour)	RM 0.40	1 piece



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LICENSE, PERMITS AND REGULATION REQUIRED

X3 Futurenet cafe has to get licenses from the related bodies and authority in order to run the business smoothly. The licenses that are required are:

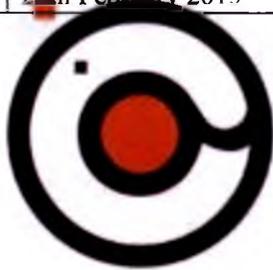
1. Premise and sign board license from DBKU
(Form DBKU-JPL-KP-01-A1)
2. License for outdoor advertising from DBKU
(Form DBKU-JPL-KP-01-B1)



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IMPLEMENTATION SCHEDULE

Activities	Deadlines	Durations
Incorporation of business		3 months
Application for permits and license	July - October 2014	3 months
Searching for business premise	August - October 2014	2 months
Renovation of premise	October - November 2014	1 months
Setting Fixture and fittings	November 2014	1 week
Procurement of stocks and materials	November - December 2014	1 months
Searching for workers	November - January 2015	1 months
Final Checklist	January 2015	1 day
Grand Opening	20th February 2015	1 day



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**ADMINISTRATION
PLAN**

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INTRODUCTION TO ADMINISTRATIVE PLAN

Administrative planning is the fundamental requirement in order to run the business in an organized manner.

In the administration plan, the elements involved are planning, organizing, coordinating, directing, creating output and managing the company's information resources. This shows that the administration department is vital to form an effective management system. Every partner should execute their responsibilities to accomplish the company's goals and objectives.

Every organization should have an organizational chart to show the hierarchy of the organization. For our company's organizational chart, it consists of four main members of the company which are the General Manager, Administration Manager, Marketing Manager, Operation Manager and Financial Manager. One member of our company takes two positions directly.

Our company is using the organization structure arrangement whereby all the services that are used by all departments are organized under the General Executive's ordinance. This arrangement will ease the management of the company and make it easy to control.

Each manager has been designated to their own particular work in their individual departments. The managers in our company are equipped with skills and knowledge in their own specific field. The distribution of tasks is to make sure that all the works are done accordingly and also to avoid partners from doing multi-tasking. Furthermore, this organizational arrangement is to see the productivity and capability of each department. On the other hand, it is also to fix any weaknesses to increase the business opportunity of the company.

In conclusion, the administration plan is to create and explain the organization chart as well as the tasks of each manager in their department.

COMPANY'S VISSION

The vision of X3 Futurenet Cafe is to be one of the computer accessories brand and be widely known in Malaysia within 5 years by serving the customers with the best service we could offer.

COMPANY'S MISSION

The mission of X3 Futurenet Cafe is "to be the best among the rest". We want to be able to give a great experience for gamers and great service to people especially teenagers. Also, we want to be a widely known computer accessories brand in Asia.

COMPANY'S OBJECTIVE

To ensure effective management and administration are efficient, there are a number of objectives or goals that were set. Objectives are set out below;

- a) To meet the goals and objectives of the company.
- b) To ensure that business processes run smoothly and effectively
- c) To safeguard the welfare of workers
- d) To resolve any problems or dissatisfaction with the administration office.
- e) To ensure that the office administrative work effectively and in good condition.
- f) Manage and solve the matters related to human resources, office layout and administrative procedures.
- g) To facilitate the overall financial planning, especially at the site of administration.
- h) To show the list of fixed assets and other equipment with the price and quantity.
- i) To determine the workers or administrative staff remuneration scheme, about EPF and SOCSO scheme and other benefits for workers compensation.

COMPANY STRATEGIES

Administrative Department

- To ensure that the entire department is operation in well and making the maximum profits to the company.
- To make a proper and systematic system in the administration so that all the process in doing a work is running smoothly to run the company.
- To ensure that the problems in the company is identified and been solved immediately and smartly.
- To create a triangle communication of employers, employees and the customers to make the company customer and employee friendly.

Operational Department

- Give the best services to the customers
- Be aware of the welfare of the workers because they are the main energy to run the business
- Every critics given by the customers will not be taken for granted because that can help to improve the business
- Ensure that the workers are trained before hired so that they can give a service when they started working

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Marketing Department

- Always do analyze the market so that we know where are we in the market
- Always have to update on competitors so that we can improve more to beat them
- To give promotion and discounts to customers to attract more to come
- Do advertising more and using latest form of medium so that more and more people know about the company

Financial Department

- To ensure that the cash flow is constant
- To be honest in doing the financial and work consistently
- To always update the finance to monitor the cash flow and profit of the company

LOCATION OF THE BUSINESS



We choose to open up our business location at STC Citadines because it is located at the centre of Kuching where it can attract more people to visit our cafe especially teenagers who love to play games and surfing the internet. Besides, it is a strategic place for us to open up our business. Thus, it is easy for us to target customers and investor for our business.

As a new company in the industry, we need to cooperate with other cyber shop to gain more information and business strategies in order for our company to be able to withstand any problems relating to the cyber shop and capable for long term business with all resources and help agent. From that, we can gain more experience and profit.

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1. Distance from customers

The distance from customers is not a problem since our company's location is easy to be attended as there is easy and good traffic flow for the entrance to the building. Another factor is that it is near to the housing area so there is less difficulty for customers to visit our location.

2. Rental of shop lot

The rental for the shop lot is affordable as it is not expensive seeing its great location for business show room as it is easy spotted by customers passing by and also has good view where the customer can easily found our shop because our shop is nearby the escalator. By that, customers will simply want to come to our shop as there are more advantages for them to come here rather than to travel to the busy road to the other cyber shop.

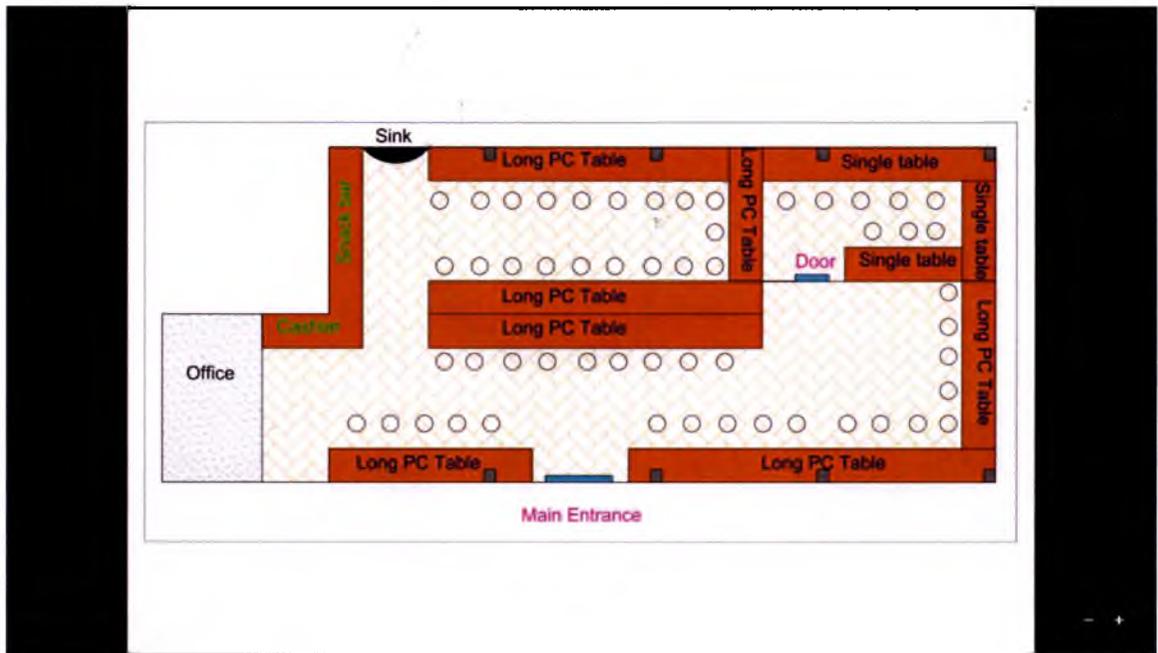
Facility

Our premise has been provided with electricity, water and centralised air conditioner. Other than that, a lot of parking space has been provided that is accommodation to our customer and staff. These facilities have helped us run our business smoothly.

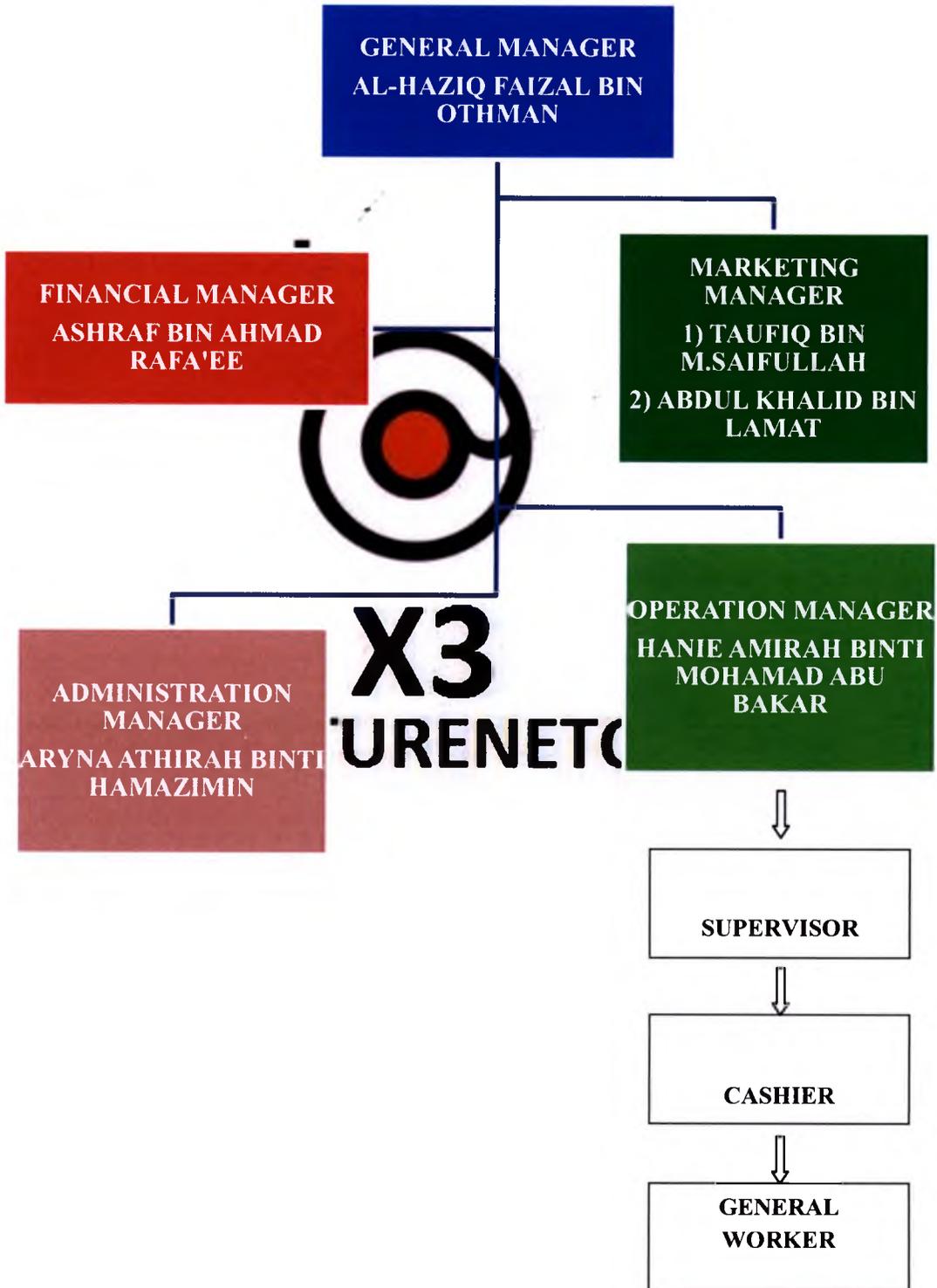
Our operation premise is also within the area of Kuching, where it is close to our supplier and also to financial organisation which is at ST3 Citadines, ATM kiosk are prepared for common facilities. Furthermore it helps us to deal with our supplier and banking matters more proficiently.

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OFFICE LAYOUT



ORGANISATION CHART



PARTNER'S CONTRIBUTION

Name	Position	Share (%)	Equity (RM)
Al-HaziqFaizal Bin Othman	General Manager	20%	40,000.00
ArynaAthirahBintiHamazimin	Administration Manager	16%	30,000.00
1) Abdul Khalid Bin Lamat 2) Taufiq Bin MohamadSaifullah	Marketing Managers	32%	60,000.00
HanieAmirahBintiMohamad Abu Bakar	Operation Manager	16%	30,000.00
Ashraf Bin Ahmad Rafiqe	Financial Manager	16%	30,000.00
TOTAL		100 %	290,000.00

MANPOWER PLANNING

Position	Number of Staff
General Manager	1
Administration	1
Operation Manager	1
Marketing Manager	2
Financial Manager ■	1
Supervisor ■	2
Front Desk/Cashier ■	2
General Worker ■	4
Total of Staff	14



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LABOUR INCENTIVE

Labour incentive is provided for every worker or employee in the company. It is a reward system for efforts employee in the organization.

Wages and salary

It is basic wages or salary to be paid in cash payable to an employee for work done as stated in employment contract. The wages will be paid once a month and the payment not later than seven (7) days after the last day of wage period. Any increment in wages depends on the top level of management.

Employee provident fund (EPF)

Twelve percent (12%) will be given to the staff at top level management and to the direct staff or employees.

SOCSSO

Employer will have to contribute 12 percent to EPF while the employees contribute 11 percent of their salary to the national savings fund. Meanwhile, the management and employees will receive SOCSSO, 2.5 percent from their basic salary.

Working hours

Every employee will working from 10 am until 4 am on Tuesday until Sunday. On Monday, the employees will not be working due to closing of shop. The employees will rest on the middle of their shift depending on their rotation. The maximum working hours for employees is not more than ten hours per day.

Sick leave

Certificate to approve the sickness must be from registered medical practitioners. If employee is hospitalized, he or she is entitled to sixty (60) days of sick leaves and wages still paid, exceptional to the employee who takes more than sixty (60) days; his or her wages will not be paid.

Maternity leave

Female employees are entitled to sixty (60) days leave for every confinement period and allowance is given where the employee must have not more than five (5) surviving children. The sixth (6th) child is under-paid maternity leave, which also includes adopted children.

Insurance

Insurance are given to premises or building rented. Our company decided to spend RM 2000 per month for our building insurance.



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Allowances

All workers who work overtime will be paid allowance according to the hours of overtime.

BUSINESS HOUR TIME TABLE

DAYS	TIME OPERATION	HOURS WORKING
TUESDAY- SUNDAY	10.00 AM – 4.00 AM	18 HOURS

Business hours for our company on Tuesday until Sunday start from 10.00 am in the morning until 4.00 am in the next morning. On Tuesday to Friday, during lunch hour, the cyber shop will still be on operation. During that time the workers will take turns to have their lunch to ensure that there will be workers in standby at the shop as customers may come during lunch hours especially working customers. This mean our company operates on 6 days in a week.



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SCHEDULE OF REMUNERATION

Position	No.	Monthly salary (RM)	EPF Contribution (12%) (RM)	SOCSSO (2.5%) (RM)	Amount (RM)
General Manager	1	2,000.00	240.00	50.00	2,290.00
Administrative Manager	1	1,500.00	180.00	37.50	1,717.50
Financial Manager	1	1,500.00	180.00	37.50	1,717.50
Marketing Manager	2	1,500.00	360.00	75.00	3,435.00
Operation Manager	1	1,500.00	180.00	37.50	1,717.50
TOTAL					9,160.00

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SCHEDULE OF TASK AND RESPONSIBILITIES

POSITION	NO. OF STAFF	RESPONSIBILITIES
GENERAL MANAGER	1	<ul style="list-style-type: none"> To be responsible for the whole business To ensure that all the goals, objectives of company are completed To organize, lead and control the organization To make big decision for the company
ADMINISTRATION MANAGER	1	<ul style="list-style-type: none"> To record and organize all the data or administrative data To manage the works and performance of the staff To update all data of the company
FINANCIAL MANAGER	1	<ul style="list-style-type: none"> To manage the finance of the company To make monthly and yearly financial report To manage and control all the money flow in the company

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LIST OF OFFICE FURNITURES AND FITTINGS

ITEM	QUANTITY	PRICE / per unit (RM)	TOTAL COST (RM)
Manager's desk	1	100.00	100.00
Manager chair	1	50.00	50.00
File cabinet	2	150.00	300.00
Sofa set	1	350.00	350.00
TOTAL			800.00



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LIST OF OFFICE EQUIPMENT

ITEM	QUANTITY	PRICE / per unit (RM)	TOTAL COST (RM)
Personal computer	1	1,400.00	1,400.00
Printer	1	160.00	160.00
Notice board	1	25.00	25.00
White board	1	80.00	80.00
Wall clock	1	25.00	25.00
Telephone	1	60.00	60.00
Fax machine	1	350.00	350.00
Fire extinguisher	1	85.00	85.00
First-Aid kit	1	100.00	100.00
Broom	1	8.00	8.00
Mop	1	4.00	4.00
Dustbin	1	8.00	8.00
TOTAL			2,305.00

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LIST OF STATIONERY

ITEM	QUANTITY	PRICE / per unit (RM)	TOTAL COST (RM)
Pens	10 pcs	1.00	10.00
Pencils	2 box	2.00	4.00
Sharpener	1 pcs	10.00	10.00
Blank papers (double A A4)	5 sets	14.00	70.00
Receipt books	5 sets	2.00	10.00
Files	10 pcs	3.00	30.00
Glue	5 pcs	1.20	6.00
Eraser	2 box	3.00	6.00
Ruler	3 pcs	2.00	6.00
Marker	5 pcs	4.00	20.00
Scissors	3 pcs	5.00	15.00
Calculator	4 pcs	30.00	120.00
HP Refill Pack			
• Black	1 pcs	50.00	135.00
• Colour	1 pcs	85.00	
TOTAL			442.00

LIST OF RENOVATION EXPENSES

ITEMS	AMOUNT (RM)
Paint	1,000.00
Wall paper	2,000.00
Tiles	3,000.00
Glass Door	3,000.00
Panel Door	500.00
Lighting & Electrical Appliances	5,000.00
TOTAL	14,500.00

LIST OF MONTHLY EXPENSES

ITEM	AMOUNT (RM)
Electricity	100.00
Telephone	100.00
Wi-Fi	100.00
TOTAL	300.00

LIST OF REGISTRATION EXPENSES/DEPOSIT

ITEM	AMOUNT (RM)
Electricity	200.00
Telephone	200.00
Wi-Fi	200.00
TOTAL	600.00

LIST OF OTHER EXPENDITURE

Item	Costs (RM)
Business license	100.00
Business registration fees	75.00
Insurance	1,500.00
Total	1,675.00

ADMINISTRATION BUDGET

Items	Fixed Asset Expenses (RM)	Monthly Expenses (RM)	Other Expenses (RM)	Total (RM)
Furniture's and Fittings	800.00			800.00
Office Equipment	2,305.00			2,305.00
Renovation			14,500.00	14,500.00
Salaries, EPF & SOCSO		9,160.00		9,160.00
Stationeries		442.00		442.00
Monthly expenses		300.00		300.00
Deposit/Registration Expenses			600.00	600.00
Business license			100.00	100.00
Business registration fees			75.00	75.00
Insurance			1,500.00	1,500.00
TOTAL	3,105.00	9,902.00	16,775.00	29,782.00

TOTAL FOR ADMINISTRATION BUDGET:

= Fixed Assets Expenses + Monthly Expenses + Other Expenses

= RM 3,105.00 + RM 9,902.00 + RM 16,775.00

= RM29,782.00

SUPPLIER FOR ADMINISTRATION EQUIPMENT

ITEM	ADDRESS	CONTACT NO.
Furniture	SEM THYE TRADING CO. No. 57, Jalan Tun Ahmad Zaidi Aduce, 93400 Kuching, Sarawak.	Tel : 082-865282
Lights	RAINBOW LIGHTING SDN. BHD. Lot. 203 Section II, Jalan Satok, 93400 Kuching, Sarawak.	Tel : 082 - 412570 Fax : 082 - 421929
Computers, Printer and Fax machine	PC IMAGE Lot 2.31 & 2.15 2 nd Floor, Wisma Perka 93200 Kuching, Sarawak.	Tel : 082- 422939 Fax : -
Fire Extinguisher	WORDI ENGINEERING MARKETING lot 523, Ground & 1 st Floor, Jln Ang Ben Ho, Kuching	Tel: 082- 4142 920 Fax: 082- 4142 894
Stationery	POPULAR BOOK STORE KTJ 305, 3 rd Level, Multimedia Centre, 18, Jalan Tun Abdul Rahman, 93100 Kuching, Sarawak.	Tel: 082- 4142 920 Fax: 082- 4142 894
First Aid Kit	THING'S PHARMACY Premier 101, Jalan Tun Jugah, 93350 Kuching, Sarawak.	Tel : 016-875 1151 Fax: 082- 458 151
Telephone	TM Batu Lintang, Jln Batu Lintang, 93200 Kuching Sarawak.	Tel: 082- Fax: -
Wi-Fi	TM Batu Lintang, Jln Batu Lintang, 93200 Kuching, Sarawak.	Tel: 082- Fax: -



FINANCIAL
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**X3 FUTURENET CAFE
PROJECT IMPLEMENTATION COST & SOURCES OF FINANCE**

Project Implementation Cost			Sources of Finance		
Requirements	Cost	Loan	Hire-Purchase	Own Contribution	
				Cash	Existing F. Assets
Fixed Assets					
Land & Building					
Furniture & Fitting	800			800	
Renovation	14,500			14,500	
Equipments	2,305			2,305	
Sign Board	1,500			1,500	
Machine and Equipments	116,110			116,110	
Furniture & Fitting	7,635			7,635	
Working Capital	1 months				
Administrative	11,942			11,942	
Marketing	5,700			5,700	
Operations	10,091	10,091			
Pre-Operations & Other Expenditure	2,700	2,700			
Contingencies	10%	17,328	17,328		
TOTAL	190,611	30,119		160,492	

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ADMINISTRATIVE BUDGET

Particulars	F.Assets	Monthly Exp.	Others	Total
Fixed Assets				
Land & Building	-			-
Furniture & Fitting	800			800
Renovation	14,500			14,500
Equipments	2,305			2,305
	-			-
Working Capital				
Salaries, EPF, SOCSO		11,200		11,200
Stationeries		442		442
Utilities		300		300
		-		-
		-		-
		-		-
		-		-
Pre-Operations & Other Expenditure				
Other Expenditure			-	
Deposit (rent, utilities, etc.)			-	
Business Registration & Licences			175	175
Insurance & Road Tax for Motor Vehicle				-
Other Pre-Operations Expenditure			2,175	2,175
Total	17,605	11,942	2,350	31,897

MARKETING BUDGET

Particulars	F.Assets	Monthly Exp.	Others	Total
<i>Fixed Assets</i>				
Sign Board	1,500			1,500
	-			-
	-			-
	-			-
<i>Working Capital</i>				
Brochure		700		700
Opening Ceremony		5,000		5,000
<i>Pre-Operations & Other Expenditure</i>				
Other Expenditure				
Deposit (rent, utilities, etc.)				
Business Registration & Licences				
Insurance & Road Tax for Motor Vehicle				
Other Pre-Operations Expenditure				
Total	1,500	5,700	-	7,200

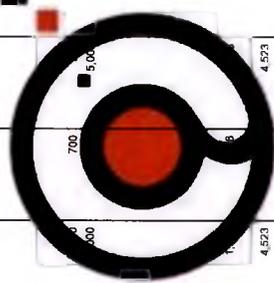
OPERATIONS BUDGET

Particulars	F.Assets	Monthly Exp.	Others	Total
<i>Fixed Assets</i>				
Machine and Equipments	116110			116,110
Furniture & Fitting	7635			7,635
				-
				-
<i>Working Capital</i>				
Raw Materials		-		-
Carriage Inward & Duty		-		-
Salaries, EPF & SOCSO		4,523		4,523
Material items		1,518		1,518
Utilities		4,050		4,050
		-		-
		-		-
<i>Pre-Operations & Other Expenditure</i>				
Other Expenditure			-	-
Deposit (rent, utilities, etc.)			-	-
Business Registration & Licences			175	175
Insurance & Road Tax for Motor Vehicle			-	-
Other Pre-Operations Expenditure			175	175
Total	123,745	10,091	350	134,186

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X3 FUTURENET CAFE
PRO FORMA CASH FLOW STATEMENT

MONTH	Pre-Operations	1	2	3	4	5	6	7	8	9	10	11	12	TOTAL YR 1	YEAR 2	YEAR 3
CASH INFLOW																
Capital (Cash)	160,492													160,492		
Loan	30,119													30,119		
Cash Sales		12,744	12,744	39,204	39,204	39,204	41,454	33,804	37,404	45,250	39,204	39,204	37,404	404,530	465,920	512,512
Collection of Accounts Receivable																
TOTAL CASH INFLOW		190,611	12,744	39,204	39,204	39,204	41,454	33,804	37,404	45,250	39,204	39,204	37,404	895,141	465,920	614,812
CASH OUTFLOW																
Administrative Expenditure																
Salaries, EPP, SOCSO	11,200	11,200	11,200	11,200	11,200	11,200	11,200	11,200	11,200	11,200	11,200	11,200	11,200	134,400	134,400	134,400
Stationeries	442	442	442	442	442	442	442	442	442	442	442	442	442	5,304	5,304	5,304
Utilities	300	300	300	300	300	300	300	300	300	300	300	300	300	3,600	3,600	3,600
Marketing Expenditure																
Brochure	700	700	700	700	700	700	700	700	700	700	700	700	700	8,400	8,400	8,400
Opening Ceremony	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	60,000	60,000	60,000
Operations Expenditure																
Cash Purchase																
Payment of Account Payable																
Carriage Inward & Duty																
Salaries, EPP & SOCSO	4,523	4,523	4,523	4,523	4,523	4,523	4,523	4,523	4,523	4,523	4,523	4,523	4,523	54,273	54,273	54,273
Material Items	1,518	1,518	1,518	1,518	1,518	1,518	1,518	1,518	1,518	1,518	1,518	1,518	1,518	18,216	18,216	18,216
Utilities	4,050	4,050	4,050	4,050	4,050	4,050	4,050	4,050	4,050	4,050	4,050	4,050	4,050	48,600	48,600	48,600
Other Expenditure																
Pre-Operations																
Deposit (rent, utilities, etc.)	350													350		
Business Registration & Licences																
Insurance & Road Tax for Motor Vehicle																
Other Pre-Operations Expenditure														2,350		
Fixed Assets																
Purchase of Fixed Assets - Land & Building																
Purchase of Fixed Assets - Others																
Pre-Purchase Down Payment																
Pre-Purchase Payment:																
Principal																
Interest																
Loan Repayment:																
Principal																
Interest																
Tax Payable																
TOTAL CASH OUTFLOW		28,340	28,340	148,038	29,878	29,878	29,878	29,878	29,878	29,878	29,878	29,878	29,878	617,213	472,880	587,038
CASH SURPLUS (DEFICIT)		45,081	(15,618)	(108,834)	9,776	9,328	11,678	3,928	7,528	16,372	9,328	9,328	7,528	(22,072)	(6,960)	154,876
INITIAL CASH BALANCE		45,081	18,701	(105,750)	(105,750)	(85,974)	(86,446)	(74,447)	(71,447)	(63,021)	(48,248)	(34,923)	(30,399)	(22,072)	(22,072)	(29,031)
ENDING CASH BALANCE		45,081	18,701	(105,750)	(85,974)	(85,974)	(74,447)	(71,447)	(63,021)	(48,248)	(34,923)	(29,898)	(22,072)	(22,072)	(22,072)	(29,031)



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**X3 FUTURENET CAFE
DEPRECIATION SCHEDULES**

<i>Fixed Asset</i>		<i>Furniture & Fitting</i>	
<i>Cost (RM)</i>		<i>800</i>	
<i>Method</i>		<i>Straight Line</i>	
<i>Economic Life (yrs)</i>		<i>5</i>	
<i>Year</i>	<i>Annual Depreciation</i>	<i>Accumulated Depreciation</i>	<i>Book Value</i>
	-	-	800
1	160	160	640
2	160	320	480
3	160	480	320
4	160	640	160
5	160	800	-
6	0	0	-
7	0	0	-
8	0	0	-
9	0	0	-
10	0	0	-

<i>Fixed Asset</i>		<i>Renovation</i>	
<i>Cost (RM)</i>		<i>14,500</i>	
<i>Method</i>		<i>Straight Line</i>	
<i>Economic Life (yrs)</i>		<i>5</i>	
<i>Year</i>	<i>Annual Depreciation</i>	<i>Accumulated Depreciation</i>	<i>Book Value</i>
	-	-	14,500
1	2,900	2,900	11,600
2	2,900	5,800	8,700
3	2,900	8,700	5,800
4	2,900	11,600	2,900
5	2,900	14,500	-
6	0	0	-
7	0	0	-
8	0	0	-
9	0	0	-
10	0	0	-

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Fixed Asset		Equipments	
Cost (RM)		2,305	
Method		Straight Line	
Economic Life (yrs)		5	
Year	Annual Depreciation	Accumulated Depreciation	Book Value
	-	-	2,305
1	461	461	1,844
2	461	922	1,383
3	461	1,383	922
4	461	1,844	461
5	461	2,305	-
6	0	0	-
7	0	0	-
8	0	0	-
9	0	0	-
10	0	0	-

Fixed Asset		Sign Board	
Cost (RM)		1,500	
Method		Straight Line	
Economic Life (yrs)		5	
Year	Annual Depreciation	Accumulated Depreciation	Book Value
	-	-	1,500
1	300	300	1,200
2	300	600	900
3	300	900	600
4	300	1,200	300
5	300	1,500	-
6	0	0	-
7	0	0	-
8	0	0	-
9	0	0	-
10	0	0	-

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<i>Fixed Asset</i>		<i>Machine and Equipments</i>	
<i>Cost (RM)</i>		116,110	
<i>Method</i>		Straight Line	
<i>Economic Life (yrs)</i>		5	
<i>Year</i>	<i>Annual Depreciation</i>	<i>Accumulated Depreciation</i>	<i>Book Value</i>
	-	-	116,110
1	23,222	23,222	92,888
2	23,222	46,444	69,666
3	23,222	69,666	46,444
4	23,222	92,888	23,222
5	23,222	116,110	-
6	0	0	-
7	0	0	-
8	0	0	-
9	0	0	-
10	0	0	-

<i>Fixed Asset</i>		<i>Furniture & Fitting</i>	
<i>Cost (RM)</i>		7,635	
<i>Method</i>		Straight Line	
<i>Economic Life (yrs)</i>		5	
<i>Year</i>	<i>Annual Depreciation</i>	<i>Accumulated Depreciation</i>	<i>Book Value</i>
	-	-	7,635
1	1,527	1,527	6,108
2	1,527	3,054	4,581
3	1,527	4,581	3,054
4	1,527	6,108	1,527
5	1,527	7,635	-
6	0	0	-
7	0	0	-
8	0	0	-
9	0	0	-
10	0	0	-

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LOAN & HIRE-PURCHASE AMMORTISATION SCHEDULES**LOAN REPAYMENT SCHEDULE**

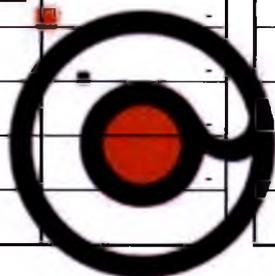
Amount 30,119
Interest Rate 5%
Duration (yrs) 5
Method BakiTahunan

Year	Principal	Interest	Total Payment	Principal Balance
	-	-		30,119
1	6,024	1,506	7,530	24,095
2	6,024	1,205	7,229	18,071
3	6,024	904	6,927	12,048
4	6,024	602	6,626	6,024
5	6,024	301	6,325	-
6	0	0	-	-
7	0	0	-	-
8	0	0	-	-
9	0	0	-	-
10	0	0	-	-

HIRE-PURCHASE REPAYMENT SCHEDULE

Amount
Interest Rate 5%
Duration (yrs) 5

Year	Principal	Interest	Total Payment	Principal Balance
	-	-		-
1	-	-	-	-
2	-	-	-	-
3	-	-	-	-
4	-	-	-	-
5	-	-	-	-
6	-	-	-	-
7	-	-	-	-
8	-	-	-	-
9	-	-	-	-
10	-	-	-	-



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**X3 FUTURENET CAFE
PRO-FORMA INCOME STATEMENT**

	Year 1	Year 2	Year 3
Sales	404,530	465,920	512,512
Less: Cost of Sales			
Opening stock			
Purchases	132,858	18,216	19,127
Less: Ending Stock			
Carriage Inward & Duty			
Gross Profit			
Less: Expenditure			
Administrative Expenditure	143,304	143,304	143,304
Marketing Expenditure	68,400	68,400	68,400
Other Expenditure			
Business Registration & Licences	350		
Insurance & Road Tax for Motor Vehicle			
Other Pre-Operations Expenditure			
Interest on Hire-Purchase			
Interest on Loan	1,206	1,205	904
Depreciation of Fixed Assets	28,570	28,570	28,570
Operations Expenditure	121,089	121,089	121,089
Total Expenditure	498,427	380,784	381,394
Net Profit Before Tax	(93,897)	85,136	131,118
Tax	0	0	0
Net Profit After Tax	(93,897)	85,136	131,118
Accumulated Net Profit	(93,897)	(8,761)	122,358

**X3 FUTURENET CAFE
PRO-FORMA BALANCE SHEET**

	Year 1	Year 2	Year 3
ASSETS			
Non-Current Assets (Book Value)			
Land & Building			
Furniture & Fitting	640	480	320
Renovation	11,600	8,700	5,800
Equipments	1,844	1,383	922
Sign Board	1,200	900	600
Machine and Equipments	92,888	69,666	46,444
Furniture & Fitting	6,108	4,581	3,054
Other Assets			
Deposit			
	14,287	85,710	57,140
Current Assets			
Stock of Raw Materials	0	0	0
Stock of Finished Goods	0	0	0
Accounts Receivable			
Cash Balance	(29,072)	(29,031)	125,544
	(29,072)	(29,031)	125,544
TOTAL ASSETS	92,208	56,679	182,684
Owners' Equity			
Capital	160,492	160,492	160,492
Accumulated Profit	(93,897)	(8,761)	122,358
	66,595	151,731	282,850
Long-Term Liabilities			
Loan Balance	24,095	18,071	12,048
Hire-Purchase Balance			
	24,095	18,071	12,048
Current Liabilities			
Accounts Payable	1,518	(113,124)	(112,213)
TOTAL EQUITY & LIABILITIES	92,208	56,679	182,684

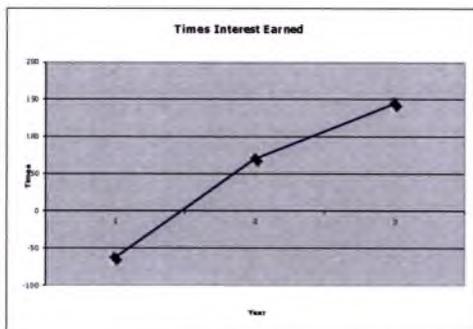
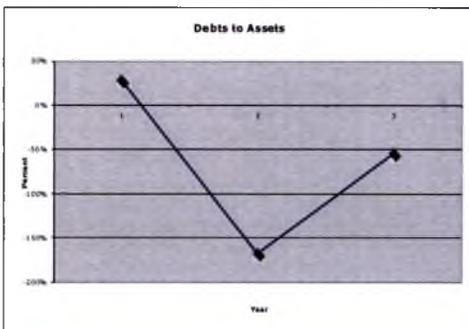
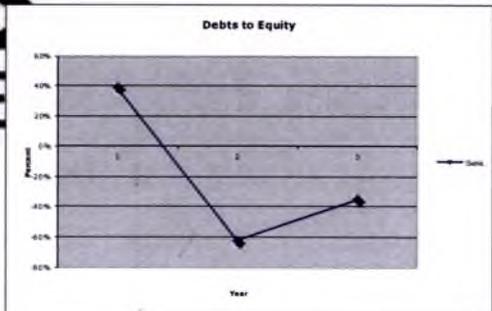
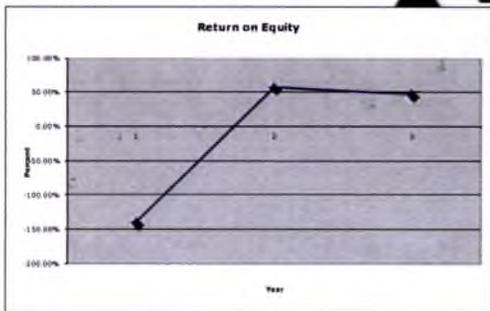
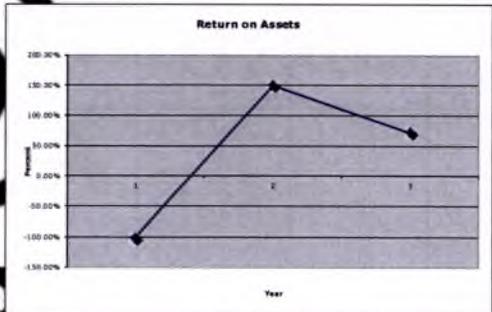
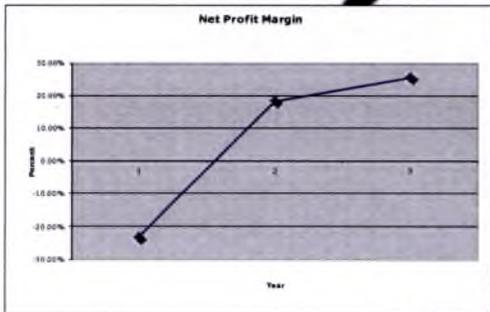
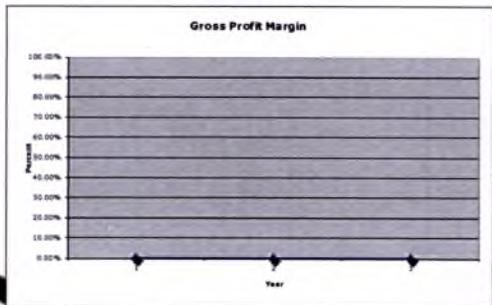
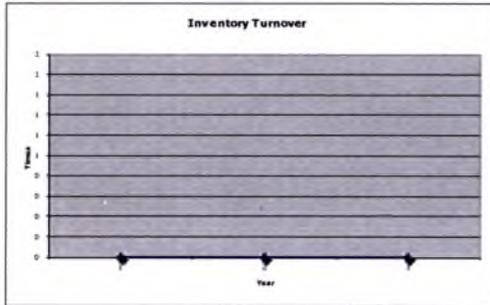
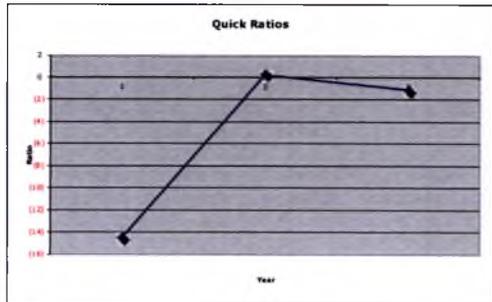
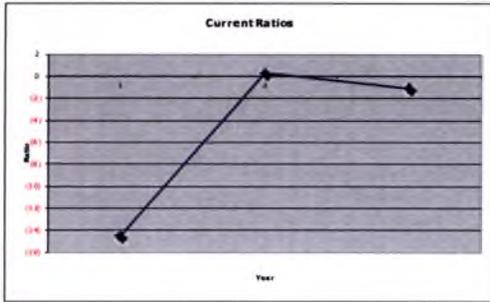
X3 FUTURENET CAFE FINANCIAL RATIO ANALYSIS			
	Year 1	Year 2	Year 3
<u>LIQUIDITY</u>			
Current Ratio	(15)	0	(1)
Quick Ratio (Acid Test)	(15)	0	(1)
<u>EFFICIENCY</u>			
Inventory Turnover	#VALUE!	#VALUE!	#VALUE!
<u>PROFITABILITY</u>			
Gross Profit Margin	#VALUE!	#VALUE!	#VALUE!
Net Profit Margin	3.21%	18.27%	25.58%
Return on Assets	1.83%	150.21%	71.77%
Return on Equity	-1.00%	56.11%	46.36%
<u>SOLVENCY</u>			
Debt to Equity	38.46%	-62.65%	-35.41%
Debt to Assets	27.78%	-167.70%	-54.83%
Time Interest Earned	(63)	70	144



X3

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FINANCIAL RATIOS





CONCLUSION

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For our conclusion, we are having confident that our cyber cafe business will be able to complete with the existing competitors. In terms of managing our company, we already have planned out our strategies and implementation of our company's operation well to meet the requirements of a successful business.

Besides, our partners of company as already set our objective, mission and vision to make sure our business will run smoothly. We also concerned our name of company to prevent from a poor record especially in financial.

As for our sales forecast, we do believe that we are able to meet with all the figures that we have estimate and calculated because we have implemented logical pricing for all our services. We also believe that our business of entertainment will give a good achievement to gain more profit within the next year.



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