BUSINESS PLAN

24TH MARCH 2023

FOODTEIN FRESH

9-14 (A & B), Hotel Swan Garden Suites & SPA,

Jalan KSB 2, Taman Kota Syahbandar,

75200 Melaka, Malaysia

+6016 213 6813

Foodteincapital@gmail.com

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Executive Summary

Foodtein Fresh is a company dedicated to providing fresh, healthy, and sustainable vegetables to our customers while promoting environmentally responsible farming practices. Our mission is to contribute to the overall well-being of our customers and the environment by providing high-quality, farm-to-table produce. We aim to become a leading provider of bio-dynamic vegetables, known for our commitment to quality, sustainability, and customer satisfaction.

To achieve this, we have implemented a low-cost strategy through backward integration, ensuring that our pricing remains fixed and reducing the risk of spoilage through our use of equipment and chiller trucks for distribution. We also offer a one-stop solution for restaurants, food vendors, and mamak stalls by providing purchasing, washing, and delivery services.

Our marketing channels and strategies focus on brand awareness and loyalty building, using social media promotion, store signage, and sales personnel to increase our reach and customer base. We conduct regular competitor analysis to ensure that we remain competitive in the industry.

With a management structure that encourages collaboration and decision-making processes that are informed by data analysis and customer feedback, we are able to address operational challenges and ensure that our business operations are streamlined and efficient.

Our goals and milestones include operating 12,000 locations within 5 years, expanding our distribution channels, and continuing to provide high-quality, sustainable vegetables to our customers. We believe that our philosophy and values, centered on promoting a healthier and more sustainable lifestyle, will guide us towards achieving these goals while creating a positive impact on the environment and the community.

Company Description

Foodtein Fresh is a company that is dedicated to providing customers with fresh, healthy, and sustainable vegetables. Our mission is to promote environmentally responsible farming practices while delivering high-quality products to our customers. We believe that our philosophy of promoting a healthier and more sustainable lifestyle through bio-dynamic vegetables can contribute to the well-being of our customers and the environment.

At Foodtein Fresh, we value sustainability, quality, and customer satisfaction. Our vision is to become a leading provider of bio-dynamic vegetables, recognized for our commitment to quality, sustainability, and customer service. We strive to make a positive impact on the environment and the community by delivering fresh, healthy produce to our customers.

Our primary target market includes restaurants, mamak stalls, and food vendors. We understand the competition in the industry, and our main competitors are Econsave and NSK. However, we differentiate ourselves by offering a one-stop solution for our customers, including purchasing, washing, and delivering vegetables.

Our goal is to operate 12,000 stores within the next five years. We believe that our commitment to sustainability, quality, and customer satisfaction will help us achieve this milestone. We are constantly improving our operational processes and addressing any challenges to ensure that we can deliver fresh, healthy vegetables to our customers while promoting environmentally responsible farming practices.

Market Analysis

In 2021, GlobalData published a report titled "Malaysia – The Future of Foodservice to 2025," which forecasts a 10% growth in the food service industry from 2020 to 2025. Meanwhile, GrabFood's Food Trends Report for 2020/2021 highlights the increasing demand for healthier food options in Malaysia, with 70% of Malaysians expressing a desire to eat healthier and 44% willing to pay more for such food. The report also notes a significant increase in orders for healthy food, with 2020 seeing three times the number of orders than in 2019 (The Star, Jan 8, 2022).

However, adverse weather conditions and high demand have led to a surge in vegetable prices throughout Malaysia, which has become a pain point for consumers looking to purchase bio-dynamic vegetables. As a responsible company that prioritizes ESG considerations, we aim to address this issue by intervening in the wholesaling process and offering affordable and accessible bio-dynamic vegetable options to consumers.

At present, a significant number of restaurants, street vendors, and mamak stalls source their vegetable products from hypermarkets such as Econsave and NKS. However, these businesses encounter a number of pain points in the process. They must invest time and effort into manually selecting and purchasing vegetables, as well as hiring employees to wash and prepare them. The process of selecting vegetables can be challenging, as they may not be fresh and unwanted items may need to be discarded. Additionally, when additional vegetables are required, business owners must go through the same process of selecting and purchasing them again.

This presents a promising opportunity for our company to enter the market and offer a comprehensive solution to these pain points. We aim to provide a one-stop solution for our customers, taking care of both the purchasing and washing processes for them. By doing so, we can alleviate the burden of time and effort that is currently required of these businesses, and provide them with fresh, high-quality vegetables that meet their specific requirements. Our approach is designed to simplify the process and streamline operations, enabling our customers to focus on their core business activities and achieve greater efficiency and profitability.

Besides that, our company would offer a unique selling point - a fixed selling price without any fluctuation. Unlike other vegetable suppliers who may adjust their prices based on market conditions, our pricing strategy is designed to provide certainty and consistency for our customers. This means that our customers can rely on a fixed price for their vegetable purchases, enabling them to better plan and manage their business expenses. Additionally, our fixed pricing strategy would provide greater transparency and trust in our business operations, demonstrating our commitment to fair and ethical business practices. Overall, our fixed pricing strategy is a testament to our customer-centric approach and our goal to provide a reliable and hassle-free vegetable-sourcing solution for our customers.

Business Model

The products and services that our company would provide:

1. Vegetable sourcing: We would source fresh and high-quality vegetables directly from local farms and suppliers.
2. Vegetable washing: We would provide vegetable washing services to ensure that the vegetables are thoroughly cleaned and free from any contaminants or impurities.
3. Customized vegetable selection: We would work closely with our customers to understand their specific requirements and preferences, and provide them with customized vegetable selections that meet their needs.
4. Convenient delivery: We would offer convenient delivery services to ensure that the vegetables are delivered to our customers in a timely and efficient manner, allowing them to focus on their core business activities.
5. Competitive pricing: We would strive to offer competitive pricing for our products and services, enabling our customers to access high-quality vegetables at affordable prices.
6. ESG considerations: We would prioritize environmental, social, and governance (ESG) considerations in our operations, ensuring that our sourcing and delivery practices are sustainable and ethical.

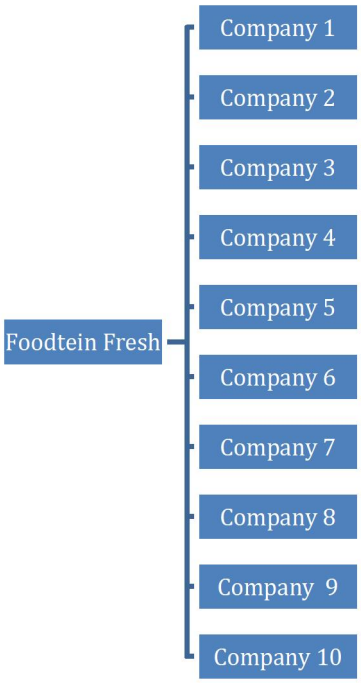
To ensure that we provide our customers with the highest quality vegetables, our company would implement a streamlined process that emphasizes quality control. We would source our vegetables directly from our own farm, which would be managed using the latest agricultural techniques and technologies. This would enable us to closely monitor the growth and development of our vegetables, ensuring that they are grown under optimal conditions and with minimal environmental impact.

Once harvested, our vegetables would undergo a rigorous quality control process that includes sorting, grading, and packing. Our team of experienced quality control specialists would inspect each vegetable to ensure that it meets our high standards for freshness, taste, and appearance.

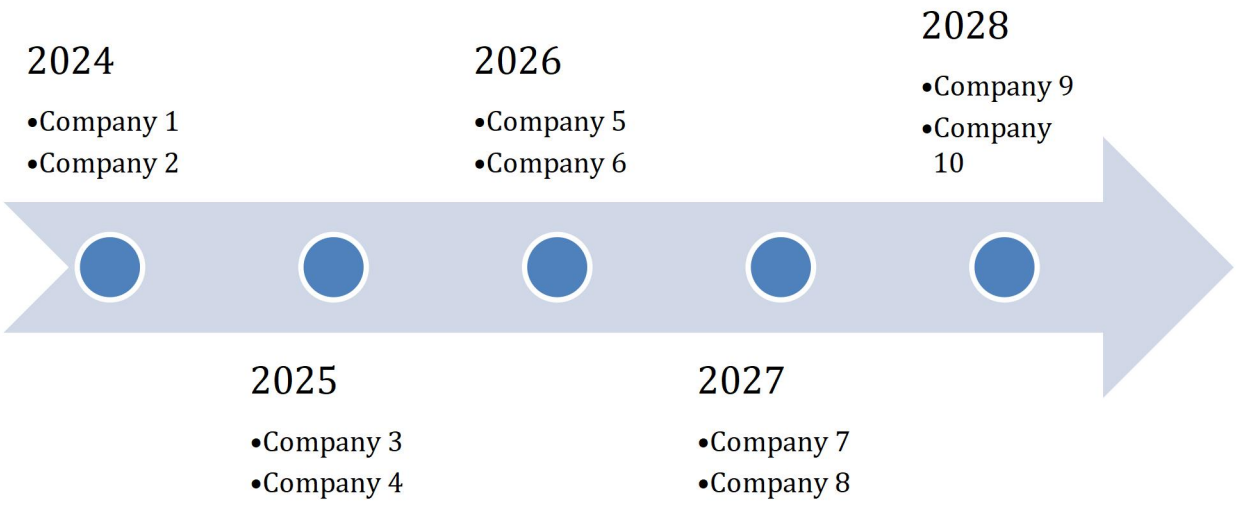
By streamlining our process, we would be able to minimize the time between harvest and delivery, reducing the risk of spoilage and ensuring that our vegetables are delivered to our customers in the freshest possible condition with a chiller truck. This would enable us to provide

our customers with a reliable and consistent supply of high-quality vegetables, further enhancing the value of our services.

Our distribution channel is designed to be highly efficient and scalable, enabling us to reach a large number of customers across multiple locations. To achieve this, we plan to establish 10 operating companies, each of which will be responsible for managing and operating 1,200 stores within a five-year period, for a total of 12,000



stores



Each operating company will be strategically located in areas with high demand for healthy and bio-dynamic food, such as urban centers, residential areas, and commercial districts. We will also utilize various marketing strategies, such as social media advertising, local events, and promotions, to increase brand awareness and drive foot traffic to our stores.

In addition to our physical stores, we will also offer an online ordering platform and mobile application, allowing customers to conveniently place orders and have them delivered to their doorstep. This will provide an additional revenue stream and further expand our reach beyond our physical stores.

Additionally, with our backward integration strategy, we are able to reduce costs and maintain a fixed pricing strategy. By owning and managing our own vegetable farm, we have greater control over the supply chain, allowing us to reduce costs and ensure a steady supply of high-quality produce.

We are also able to leverage economies of scale, as we will be producing vegetables on a larger scale than if we were simply purchasing them from a third-party supplier. This allows us to spread fixed costs over a larger volume of output, reducing the cost per unit of production and increasing our overall efficiency.

Furthermore, our low-cost strategy allows us to offer competitive prices to our customers, making healthy and bio-dynamic food more accessible to a wider audience. This, in turn, can help drive higher sales volumes and increase our market share over time.

Overall, our backward integration strategy not only allows us to reduce costs and maintain fixed pricing, but also enables us to offer high-quality products at competitive prices, making us a strong player in the healthy and bio-dynamic food market.

SWOT Analysis

Strengths:

- Backward integration for low-cost and quality control
- Fixed pricing strategy
- Strong distribution channel plan with 10 operating companies and 12,000 stores
- One-stop solution for vegetable purchasing and washing
- Online ordering app for convenience
- Use of chiller truck to reduce risk of spoilage and ensure fresh delivery

Weaknesses:

- High initial investment cost for equipment and farm setup
- Need to educate consumers about the benefits of bio-dynamic and healthy eating

Opportunities:

- Growing demand for healthier food in Malaysia
- Increasing awareness of the benefits of bio-dynamic farming
- Expansion into new markets beyond Malaysia

Threats:

- Competition from existing vegetable suppliers
- Volatility of vegetable prices due to weather and other factors
- Potential supply chain disruptions due to logistics or other factors

Competitor Analysis

We have two major competitors:

1. Econsave

Econsave is a hypermarket chain that primarily sells groceries, household items, and other consumer goods. They offer a wide variety of products at affordable prices, which is their main selling point. Econsave has a large network of stores across Malaysia, and they have a strong presence in both urban and rural areas. They also have their own private label brand, which helps to differentiate them from other hypermarket chains.

2. NSK:

NSK is another hypermarket chain in Malaysia that competes with Econsave. They offer a similar range of products, including groceries, household items, and consumer goods. NSK is known for its low prices, and they also have their own private label brand. Unlike Econsave, NSK has a smaller network of stores, but they are strategically located in areas with high foot traffic.

Both Econsave and NSK are well-established hypermarket chains in Malaysia, and they are known for their low prices and wide variety of products. However, Foodtein Fresh can differentiate itself by offering fresh, bio-dynamic vegetables, which is a unique selling point that is not offered by these hypermarkets. Additionally, Foodtein Fresh can focus on providing excellent customer service and promoting their commitment to sustainability, which can help to attract customers who are looking for a more environmentally conscious option.

Competitor Profile Metrics							
		Foodtein Fresh		NSK		Econsave	
Critical Success Factor(s)	Weight	Rating	Score	Rating	Score	Rating	Score
Quality	0.2	4	0.8	1	0.2	1	0.2
Shelf Life	0.05	4	0.2	2	0.1	1	0.05
Source	0.05	4	0.2	3	0.15	2	0.1
Order convenience (Apps)	0.1	4	0.4	2	0.2	1	0.1
Price	0.2	4	0.8	3	0.6	2	0.4
Cleanliness & Hygiene	0.1	4	0.4	0	0	0	0
Brand reputation	0.1	3	0.3	3	0.3	2	0.2
Marketing & awareness	0.05	3	0.15	4	0.2	3	0.15
Delivery	0.1	3	0,3	0	0	0	0
Variety of goods	0.05	1	0.05	4	0.2	3	0.15
Total	1		3.6/4		1.95/4		1.35/4

Figure 1 Competitive Profile Metrics

Marketing Plan

Our three major marketing strategies are as follows:

1. Social Media Promotion: We will engage our customers and followers on social media platforms such as Facebook, Instagram, and Twitter, by sharing engaging and informative content related to our farm-to-table process, health benefits of our vegetables, and our commitment to sustainability. We will also run social media advertising campaigns to reach a wider audience.
2. Store Signage: We will create eye-catching and attractive signage to display in our store locations to capture the attention of passersby and create brand awareness.
3. Sales Person Strategy: We will also have a team of salespeople to increase our brand awareness and reach out to potential customers. These salespeople will be trained on our process, product offerings, and customer service. They will visit restaurants, mamak stalls, and food vendors to introduce our company and products. This personal approach will help us build stronger relationships with our customers and increase our market share.

Management and Operation

Our team will be led by Mr Tang Yong Tai, who will oversee all aspects of the business.
Our management structure will be flat, with a focus on collaboration and open communication. Mr Tang will make final decisions, but input and feedback will be encouraged from all team members. Regular team meetings will be held to discuss progress, identify challenges, and make decisions as a group.

One of our main operational challenges will be managing the supply chain and ensuring that our vegetables are delivered to our customers in a timely and efficient manner. To address this, we will invest in equipment and transportation, and implement quality control measures throughout the production process.

Another operational challenge will be managing the farm and ensuring a consistent supply of high-quality vegetables. We will address this by investing in technology and training our staff to ensure that they have the knowledge and skills to manage the farm effectively. We will also work closely with agricultural experts and researchers to stay up-to-date on the latest best practices and innovations in the industry.

Financial Plan

Projected Income Statement for a company

Based on the projected sales growth rate for the next four years, the company expects to experience significant growth in revenue. In 2025 and 2026, we expect sales to grow by 100% each year, while in 2027 and 2028, we anticipate more modest growth rates of 3% each year. We anticipate that our cost of goods sold margin will remain at 45%, which is reflective of our commitment to sourcing high-quality, sustainable produce while maintaining a low-cost strategy.

Income Statement - 2024-2028		2024	2025	2026	2027	2028
Income Statement						
Revenue		MYR 5,850,000.00	MYR 11,700,000.00	MYR 17,550,000.00	MYR 18,076,500.00	MYR 18,618,795.00
COGS		MYR 2,632,500.00	MYR 5,265,000.00	MYR 7,897,500.00	MYR 8,134,425.00	MYR 8,378,457.75
Gross Margin		**MYR 3,217,500.00**	**MYR 6,435,000.00**	**MYR 9,652,500.00**	**MYR 9,942,075.00**	**MYR 10,240,337.25**
Operating Expenses						
Advertising & Promotion		MYR 420,000.00	MYR 432,600.00	MYR 445,578.00	MYR 463,846.70	MYR 484,719.80
Depreciation & Amortization		MYR 300,000.00	MYR 244,800.00	MYR 200,640.00	MYR 165,312.00	MYR 137,049.60
General & Administrative		MYR 24,000.00	MYR 24,480.00	MYR 24,969.60	MYR 25,593.84	MYR 26,233.69
Insurance		MYR 27,000.00	MYR 27,810.00	MYR 28,922.40	MYR 30,368.52	MYR 32,190.63
Marketing		MYR 24,000.00	MYR 24,960.00	MYR 26,208.00	MYR 27,518.40	MYR 29,169.50
Maintenance		MYR 45,400.00	MYR 46,081.00	MYR 46,772.22	MYR 47,707.66	MYR 48,661.81
Office Rent		MYR 120,000.00	MYR 123,600.00	MYR 127,308.00	MYR 133,673.40	MYR 140,357.07
Professional Fees		MYR 468,000.00	MYR 479,700.00	MYR 491,692.50	MYR 506,443.28	MYR 521,636.57
Technology		MYR -	MYR -	MYR -	MYR -	MYR -
Travel, Meals and Entertainment		MYR 256,000.00	MYR 258,560.00	MYR 261,145.60	MYR 266,368.51	MYR 271,695.88
Utilities		MYR 106,400.00	MYR 109,592.00	MYR 112,879.76	MYR 117,394.95	MYR 123,264.70
Wages and Benefits		MYR 1,206,395.00	MYR 1,288,429.86	MYR 1,417,272.85	MYR 1,559,000.13	MYR 1,714,900.14
Miscellaneous		MYR 58,400.00	MYR 58,984.00	MYR 59,573.84	MYR 60,169.58	MYR 60,771.27
Total Expenses		MYR 3,055,595.00	MYR 3,119,596.86	MYR 3,242,962.76	MYR 3,403,396.96	MYR 3,590,650.67
Earnings Before Interest & Taxes		**MYR 161,905.00**	**MYR 3,315,403.14**	**MYR 6,409,537.24**	**MYR 6,538,678.04**	**MYR 6,649,686.58**
Employee Bonuses		MYR 3,061.20	MYR 331,540.31	MYR 640,953.72	MYR 653,867.80	MYR 664,968.66
Interest Expense		MYR -	MYR -	MYR -	MYR -	MYR -
Earnings Before Taxes		**MYR 161,905.00**	**MYR 3,315,403.14**	**MYR 6,409,537.24**	**MYR 6,538,678.04**	**MYR 6,649,686.58**
Income Taxes	*24.0%*	MYR 131,293.00	MYR 795,696.75	MYR 1,538,288.94	MYR 1,569,282.73	MYR 1,595,924.78
Net Earnings		**MYR 30,612.00**	**MYR 2,519,706.39**	**MYR 4,871,248.30**	**MYR 4,969,395.31**	**MYR 5,053,761.80**

Projected Balance Sheet for a company

Our business operates on a cash basis, where we do not hold any accounts receivable, accounts payable, or inventory. This approach allows us to fully utilize our resources daily, ensuring optimal cash flow and financial efficiency. The prepaid expenses and accrued expenses for our business grew at a rate of 1% per year, respectively.

Balance Sheet	2024	2025	2026	2027	2028
Assets					
Current assets:					
Cash	MYR 1,226,846.20	MYR 3,967,352.59	MYR 9,015,240.89	MYR 14,125,948.20	MYR 19,292,759.59
Accounts Receivable	MYR -	MYR -	MYR -	MYR -	MYR -
Prepaid expenses	MYR 8,000.00	MYR 8,080.00	MYR 8,160.80	MYR 8,242.41	MYR 8,324.83
Inventory	MYR -	MYR -	MYR -	MYR -	MYR -
Total current assets	MYR 1,234,846.20	MYR 3,975,432.59	MYR 9,023,401.69	MYR 14,134,190.60	MYR 19,301,084.43
Property & Equipment	MYR 1,224,000.00	MYR 1,003,200.00	MYR 826,560.00	MYR 685,248.00	MYR 572,198.40
Total Assets	**MYR 2,458,846.20**	**MYR 4,978,632.59**	**MYR 9,849,961.69**	**MYR 14,819,438.60**	**MYR 19,873,282.83**
Liabilities					
Current liabilities:					
Accounts Payable	MYR -	MYR -	MYR -	MYR -	MYR -
Accrued expenses	MYR 8,000.00	MYR 8,080.00	MYR 8,160.80	MYR 8,242.41	MYR 8,324.83
Total current liabilities	MYR 8,000.00	MYR 8,080.00	MYR 8,160.80	MYR 8,242.41	MYR 8,324.83
Long-term debt	MYR -	MYR -	MYR -	MYR -	MYR -
Total Liabilities	**MYR 8,000.00**	**MYR 8,080.00**	**MYR 8,160.80**	**MYR 8,242.41**	**MYR 8,324.83**
Shareholder's Equity					
Equity Capital	MYR 2,420,234.20	MYR 2,420,234.20	MYR 2,420,234.20	MYR 2,420,234.20	MYR 2,420,234.20
Retained Earnings	MYR 30,612.00	MYR 2,550,318.39	MYR 7,421,566.69	MYR 12,390,962.00	MYR 17,444,723.79
Shareholder's Equity	**MYR 2,450,846.20**	**MYR 4,970,552.59**	**MYR 9,841,800.89**	**MYR 14,811,196.20**	**MYR 19,864,957.99**
Total Liabilities & Shareholder's Equity	**MYR 2,458,846.20**	**MYR 4,978,632.59**	**MYR 9,849,961.69**	**MYR 14,819,438.60**	**MYR 19,873,282.83**

Projected Cash Flows statement for a company

Cash Flow Statement - 2024-2028		2024		2025		2026		2027		2028
Cash Flow Statement										
Operating Cash Flow										
Net Earnings	MYR	30,612.00	MYR	2,519,706.39	MYR	4,871,248.30	MYR	4,969,395.31	MYR	5,053,761.80
Plus: Depreciation & Amortization	MYR	300,000.00	MYR	244,800.00	MYR	200,640.00	MYR	165,312.00	MYR	137,049.60
Less: Changes in Working Capital	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-
Cash from Operations	**MYR**	**330,612.00**	**MYR**	**2,764,506.39**	**MYR**	**5,071,888.30**	**MYR**	**5,134,707.31**	**MYR**	**5,190,811.40**
Investing Cash Flow										
Investments in Property & Equipment	MYR	24,000.00	MYR	24,000.00	MYR	24,000.00	MYR	24,000.00	MYR	24,000.00
Cash from Investing	**MYR**	**24,000.00**	**MYR**	**24,000.00**	**MYR**	**24,000.00**	**MYR**	**24,000.00**	**MYR**	**24,000.00**
Financing Cash Flow										
Issuance (repayment) of debt	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-
Issuance (repayment) of equity	MYR	920,234.20	MYR	-	MYR	-	MYR	-	MYR	-
Cash from Financing	**MYR**	**920,234.20**	**MYR**	**-**	**MYR**	**-**	**MYR**	**-**	**MYR**	**-**
Net Increase (decrease) in Cash	MYR	1,226,846.20	MYR	2,740,506.39	MYR	5,047,888.30	MYR	5,110,707.31	MYR	5,166,811.40
Opening Cash Balance	MYR	-	MYR	1,226,846.20	MYR	3,967,352.59	MYR	9,015,240.89	MYR	14,125,948.20
Closing Cash Balance	**MYR**	**1,226,846.20**	**MYR**	**3,967,352.59**	**MYR**	**9,015,240.89**	**MYR**	**14,125,948.20**	**MYR**	**19,292,759.59**

Ratio Analysis

Financial Ratio Analysis	2024	2025	2026	2027	2028
Profitability Ratios					
Gross Margin	55.00%	55.00%	55.00%	55.00%	55.00%
Operating Margin	2.77%	28.34%	36.52%	36.17%	35.71%
Net Profit Margin	0.52%	21.54%	27.76%	27.49%	27.14%
Efficiency Ratios					
Total Asset Turnover	2.38	2.35	1.78	1.22	0.94
Net Asset Turnover	2.39	2.35	1.78	1.22	0.94
Inventory Turnover	0.00	0.00	0.00	0.00	0.00
Inventory Days	0.00	0.00	0.00	0.00	0.00
Receivable Turnover	0.00	0.00	0.00	0.00	0.00
Receivable Days	0.00	0.00	0.00	0.00	0.00
Payables Turnover	0.00	0.00	0.00	0.00	0.00
Payables Days	0.00	0.00	0.00	0.00	0.00
Working Capital Requirement	0.00	0.00	0.00	0.00	0.00
Working Capital Funding Gap	0.00	0.00	0.00	0.00	0.00
PP&E Turnover	4.78	11.66	21.23	26.38	32.54
Tax Ratio	81.09%	24.00%	24.00%	24.00%	24.00%
Liquidity Ratios					
Current Ratio	154.36	492.01	1105.70	1714.81	2318.50
Acid Test (Quick Ratio)	154.36	492.01	1105.70	1714.81	2318.50
Leverage Ratios					
Debt to Equity	0.00	0.00	0.00	0.00	0.00
Debt to Tangible Net Worth	0.00	0.00	0.00	0.00	0.00
Total Liabilities to Equity	0.00	0.00	0.00	0.00	0.00
Total Assets to Equity	1.00	1.00	1.00	1.00	1.00
Coverage Ratios					
Interest Coverage Ratio	0.00	0.00	0.00	0.00	0.00

Projected Income statement for 10 companies

Based on the given information, it can be projected that the revenue of the company will increase significantly in the coming years. In 2024, the revenue will be generated from the first operating companies for the full year and the second company for the second half of the year. Foodtein Fresh has planned to expand its business by opening eight new companies within the next four years. The expansion strategy involves starting a new company every half year, resulting in a steady increase in revenue over the years.

Overall Income Statement - 2024-2028		2024		2025		2026		2027		2028
Income Statement										
Revenue	MYR	8,775,000.00	MYR	40,950,000.00	MYR	128,700,000.00	MYR	180,765,000.00	MYR	235,838,070.00
COGS	MYR	2,632,500.00	MYR	18,427,500.00	MYR	57,915,000.00	MYR	81,344,250.00	MYR	106,127,131.50
Gross Margin	**MYR**	**6,142,500.00**	**MYR**	**22,522,500.00**	**MYR**	**70,785,000.00**	**MYR**	**99,420,750.00**	**MYR**	**129,710,938.50**
Operating Expenses										
Advertising & Promotion	MYR	630,000.00	MYR	1,514,100.00	MYR	2,450,679.00	MYR	3,478,850.24	MYR	4,604,838.09
Depreciation & Amortization	MYR	450,000.00	MYR	856,800.00	MYR	1,103,520.00	MYR	1,239,840.00	MYR	1,301,971.20
General & Administrative	MYR	36,000.00	MYR	85,680.00	MYR	137,332.80	MYR	191,953.80	MYR	249,220.02
Insurance	MYR	40,500.00	MYR	97,335.00	MYR	159,073.20	MYR	227,763.90	MYR	305,811.00
Marketing	MYR	36,000.00	MYR	87,360.00	MYR	144,144.00	MYR	206,388.00	MYR	277,110.29
Maintenance	MYR	68,100.00	MYR	161,283.50	MYR	257,247.18	MYR	357,807.44	MYR	462,287.22
Office Rent	MYR	180,000.00	MYR	432,600.00	MYR	700,194.00	MYR	1,002,550.50	MYR	1,333,392.17
Staff Commisssions	MYR	702,000.00	MYR	1,678,950.00	MYR	2,704,308.75	MYR	3,798,324.56	MYR	4,955,547.45
Technology	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-
Travel, Meals and Entertainment	MYR	384,000.00	MYR	904,960.00	MYR	1,436,300.80	MYR	1,997,763.84	MYR	2,581,110.88
Utilities	MYR	159,600.00	MYR	383,572.00	MYR	620,838.68	MYR	880,462.13	MYR	1,171,014.63
Wages and Benefits	MYR	1,809,592.50	MYR	4,509,504.51	MYR	7,795,000.65	MYR	11,692,500.98	MYR	16,291,551.36
Miscellaneous	MYR	87,600.00	MYR	206,444.00	MYR	327,656.12	MYR	451,271.84	MYR	577,327.10
Total Expenses	MYR	4,583,392.50	MYR	10,918,589.01	MYR	17,836,295.19	MYR	25,525,477.23	MYR	34,111,181.41
Earnings Before Interest & Taxes	**MYR**	**1,559,107.50**	**MYR**	**11,603,910.99**	**MYR**	**52,948,704.81**	**MYR**	**73,895,272.77**	**MYR**	**95,599,757.09**
Employee Bonuses	MYR	4,591.80	MYR	1,160,391.10	MYR	3,525,245.48	MYR	4,904,008.53	MYR	6,317,202.25
Interest Expense	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-
Earnings Before Taxes	**MYR**	**1,559,107.50**	**MYR**	**11,603,910.99**	**MYR**	**52,948,704.81**	**MYR**	**73,895,272.77**	**MYR**	**95,599,757.09**
Income Taxes *24.0%*	MYR	131,293.00	MYR	2,784,938.64	MYR	12,707,689.16	MYR	17,734,865.47	MYR	22,943,941.70
Net Earnings	**MYR**	**1,427,814.50**	**MYR**	**8,818,972.35**	**MYR**	**40,241,015.66**	**MYR**	**56,160,407.31**	**MYR**	**72,655,815.39**

Reference

Food trends to look out for in 2022. (2022, January 8). The Star. https://www.thestar.com.my/food/food-news/2022/01/08/food-trends-to-look-out-for-in-2022

Appendix

Operating Expenses - 2024																								
Expenses	**Jan-24**		**Feb-24**		**Mar-24**		**Apr-24**		**May-24**		**Jun-24**		**Jul-24**		**Aug-24**		**Sep-24**		**Oct-24**		**Nov-24**		**Dec-24**		**FY**	
Advertising & Promotion	MYR	310,000.00	MYR	10,000.00	MYR	10,000.00	MYR	10,000.00	MYR	10,000.00	MYR	10,000.00	MYR	10,000.00	MYR	10,000.00	MYR	10,000.00	MYR	10,000.00	MYR	10,000.00	MYR	10,000.00	MYR	420,000.00
Depreciation & Amortization	MYR	25,000.00	MYR	25,000.00	MYR	25,000.00	MYR	25,000.00	MYR	25,000.00	MYR	25,000.00	MYR	25,000.00	MYR	25,000.00	MYR	25,000.00	MYR	25,000.00	MYR	25,000.00	MYR	25,000.00	MYR	300,000.00
General & Administrative	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	24,000.00
Insurance			MYR	4,500.00			MYR	4,500.00			MYR	4,500.00			MYR	4,500.00			MYR	4,500.00			MYR	4,500.00	MYR	27,000.00
Marketing	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	24,000.00
Maintenance	MYR	3,200.00	MYR	3,200.00	MYR	3,200.00	MYR	3,200.00	MYR	3,200.00	MYR	3,200.00	MYR	3,200.00	MYR	4,200.00	MYR	4,200.00	MYR	4,700.00	MYR	4,700.00	MYR	5,200.00	MYR	45,400.00
Office Rent	MYR	10,000.00	MYR	10,000.00	MYR	10,000.00	MYR	10,000.00	MYR	10,000.00	MYR	10,000.00	MYR	10,000.00	MYR	10,000.00	MYR	10,000.00	MYR	10,000.00	MYR	10,000.00	MYR	10,000.00	MYR	120,000.00
Staff Commissions	MYR	6,000.00	MYR	12,000.00	MYR	18,000.00	MYR	24,000.00	MYR	30,000.00	MYR	36,000.00	MYR	42,000.00	MYR	48,000.00	MYR	54,000.00	MYR	60,000.00	MYR	66,000.00	MYR	72,000.00	MYR	468,000.00
Technology																									MYR	-
Travel, Meals and Entertainment	MYR	18,000.00	MYR	18,000.00	MYR	18,000.00	MYR	18,000.00	MYR	20,000.00	MYR	20,000.00	MYR	22,000.00	MYR	22,000.00	MYR	24,000.00	MYR	24,000.00	MYR	26,000.00	MYR	26,000.00	MYR	256,000.00
Utilities	MYR	8,500.00	MYR	8,500.00	MYR	8,500.00	MYR	8,500.00	MYR	8,600.00	MYR	8,850.00	MYR	8,900.00	MYR	9,000.00	MYR	9,050.00	MYR	9,200.00	MYR	9,400.00	MYR	9,400.00	MYR	106,400.00
Miscellaneous	MYR	3,200.00	MYR	3,200.00	MYR	3,200.00	MYR	23,200.00	MYR	3,200.00	MYR	3,200.00	MYR	3,200.00	MYR	3,200.00	MYR	3,200.00	MYR	3,200.00	MYR	3,200.00	MYR	3,200.00	MYR	58,400.00
Total Operating Expenses	**MYR**	**387,900.00**	**MYR**	**98,400.00**	**MYR**	**99,900.00**	**MYR**	**130,400.00**	**MYR**	**114,000.00**	**MYR**	**124,750.00**	**MYR**	**128,300.00**	**MYR**	**139,900.00**	**MYR**	**143,450.00**	**MYR**	**154,600.00**	**MYR**	**158,300.00**	**MYR**	**169,300.00**	**MYR**	**1,849,200.00**
Interest Expense	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-

Operating Expenses - 2024-2028					
Assumptions	**2024**	**2025**	**2026**	**2027**	**2028**
Advertising & Promotion		3.0%	3.0%	4.1%	4.5%
Depreciation & Amortization (% of PP&E Open Bal)	20.0%	20.0%	20.0%	20.0%	20.0%
General & Administrative		2.0%	2.0%	2.5%	2.5%
Insurance		3.0%	4.0%	5.0%	6.0%
Marketing		4.0%	5.0%	5.0%	6.0%
Maintenance		1.5%	1.5%	2.0%	2.0%
Office Rent		3.0%	3.0%	5.0%	5.0%
Professional Fees		2.5%	2.5%	3.0%	3.0%
Technology		5.0%	7.0%	8.0%	9.0%
Travel, Meals and Entertainment		1.0%	1.0%	2.0%	2.0%
Utilities		3.0%	3.0%	4.0%	5.0%
Miscellaneous		1.0%	1.0%	1.0%	1.0%
Interest Expense (% of Debt Open Bal)	0.0%	0.0%	0.0%	0.0%	0.0%

Expenses		**2024**		**2025**		**2026**		**2027**		**2028**
Advertising & Promotion	MYR	420,000.00	MYR	432,600.00	MYR	445,578.00	MYR	463,846.70	MYR	484,719.80
Depreciation & Amortization	MYR	300,000.00	MYR	244,800.00	MYR	200,640.00	MYR	165,312.00	MYR	137,049.60
General & Administrative	MYR	24,000.00	MYR	24,480.00	MYR	24,969.60	MYR	25,593.84	MYR	26,233.69
Insurance	MYR	27,000.00	MYR	27,810.00	MYR	28,922.40	MYR	30,368.52	MYR	32,190.63
Marketing	MYR	24,000.00	MYR	24,960.00	MYR	26,208.00	MYR	27,518.40	MYR	29,169.50
Maintenance	MYR	45,400.00	MYR	46,081.00	MYR	46,772.22	MYR	47,707.66	MYR	48,661.81
Office Rent	MYR	120,000.00	MYR	123,600.00	MYR	127,308.00	MYR	133,673.40	MYR	140,357.07
Staff Commissions	MYR	468,000.00	MYR	479,700.00	MYR	491,692.50	MYR	506,443.28	MYR	521,636.57
Technology	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-
Travel, Meals and Entertainment	MYR	256,000.00	MYR	258,560.00	MYR	261,145.60	MYR	266,368.51	MYR	271,695.88
Utilities	MYR	106,400.00	MYR	109,592.00	MYR	112,879.76	MYR	117,394.95	MYR	123,264.70
Miscellaneous	MYR	58,400.00	MYR	58,984.00	MYR	59,573.84	MYR	60,169.58	MYR	60,771.27
Total Operating Expenses	**MYR**	**1,849,200.00**	**MYR**	**1,831,167.00**	**MYR**	**1,825,689.92**	**MYR**	**1,844,396.83**	**MYR**	**1,875,750.53**
Interest Expense	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-

Income Statement - 2024																																
MYR				Jan			Feb			Mar			Apr			May			Jun			Jul			Aug			Sep			Oct			Nov			Dec			FY
Revenue	MYR	75,000.00	MYR	150,000.00	MYR	225,000.00	MYR	300,000.00	MYR	375,000.00	MYR	450,000.00	MYR	525,000.00	MYR	600,000.00	MYR	675,000.00	MYR	750,000.00	MYR	825,000.00	MYR	900,000.00	MYR	5,850,000.00
COGS	MYR	33,750.00	MYR	67,500.00	MYR	101,250.00	MYR	135,000.00	MYR	168,750.00	MYR	202,500.00	MYR	236,250.00	MYR	270,000.00	MYR	303,750.00	MYR	337,500.00	MYR	371,250.00	MYR	405,000.00	MYR	2,632,500.00
Gross Margin	**MYR**	**41,250.00**	**MYR**	**82,500.00**	**MYR**	**123,750.00**	**MYR**	**165,000.00**	**MYR**	**206,250.00**	**MYR**	**247,500.00**	**MYR**	**288,750.00**	**MYR**	**330,000.00**	**MYR**	**371,250.00**	**MYR**	**412,500.00**	**MYR**	**453,750.00**	**MYR**	**495,000.00**	**MYR**	**3,217,500.00**
Operating Expenses																										
Advertising & Promotion	MYR	310,000.00	MYR	10,000.00	MYR	10,000.00	MYR	10,000.00	MYR	10,000.00	MYR	10,000.00	MYR	10,000.00	MYR	10,000.00	MYR	10,000.00	MYR	10,000.00	MYR	10,000.00	MYR	10,000.00	MYR	420,000.00
Depreciation & Amortization	MYR	25,000.00	MYR	25,000.00	MYR	25,000.00	MYR	25,000.00	MYR	25,000.00	MYR	25,000.00	MYR	25,000.00	MYR	25,000.00	MYR	25,000.00	MYR	25,000.00	MYR	25,000.00	MYR	25,000.00	MYR	300,000.00
General & Administrative	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	24,000.00
Insurance	MYR	-	MYR	4,500.00	MYR	-	MYR	4,500.00	MYR	-	MYR	4,500.00	MYR	-	MYR	4,500.00	MYR	-	MYR	4,500.00	MYR	-	MYR	4,500.00	MYR	27,000.00
Marketing	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	24,000.00
Maintenance	MYR	3,200.00	MYR	3,200.00	MYR	3,200.00	MYR	3,200.00	MYR	3,200.00	MYR	3,200.00	MYR	3,200.00	MYR	4,200.00	MYR	4,200.00	MYR	4,700.00	MYR	4,700.00	MYR	5,200.00	MYR	45,400.00
Office Rent	MYR	10,000.00	MYR	10,000.00	MYR	10,000.00	MYR	10,000.00	MYR	10,000.00	MYR	10,000.00	MYR	10,000.00	MYR	10,000.00	MYR	10,000.00	MYR	10,000.00	MYR	10,000.00	MYR	10,000.00	MYR	120,000.00
Staff Commissions	MYR	6,000.00	MYR	12,000.00	MYR	18,000.00	MYR	24,000.00	MYR	30,000.00	MYR	36,000.00	MYR	42,000.00	MYR	48,000.00	MYR	54,000.00	MYR	60,000.00	MYR	66,000.00	MYR	72,000.00	MYR	468,000.00
Technology	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-
Travel, Meals and Entertainment	MYR	18,000.00	MYR	18,000.00	MYR	18,000.00	MYR	18,000.00	MYR	20,000.00	MYR	20,000.00	MYR	22,000.00	MYR	22,000.00	MYR	24,000.00	MYR	24,000.00	MYR	26,000.00	MYR	26,000.00	MYR	256,000.00
Utilities	MYR	8,500.00	MYR	8,500.00	MYR	8,500.00	MYR	8,500.00	MYR	8,600.00	MYR	8,850.00	MYR	8,900.00	MYR	9,000.00	MYR	9,050.00	MYR	9,200.00	MYR	9,400.00	MYR	9,400.00	MYR	106,400.00
Wages and Benefits	MYR	11,570.00	MYR	40,940.00	MYR	59,185.00	MYR	78,765.00	MYR	89,445.00	MYR	109,025.00	MYR	109,025.00	MYR	124,600.00	MYR	134,390.00	MYR	146,850.00	MYR	146,850.00	MYR	155,750.00	MYR	1,206,395.00
Miscellaneous	MYR	3,200.00	MYR	3,200.00	MYR	3,200.00	MYR	23,200.00	MYR	3,200.00	MYR	3,200.00	MYR	3,200.00	MYR	3,200.00	MYR	3,200.00	MYR	3,200.00	MYR	3,200.00	MYR	3,200.00	MYR	58,400.00
Total Expenses	MYR	399,470.00	MYR	139,340.00	MYR	159,085.00	MYR	209,165.00	MYR	203,445.00	MYR	233,775.00	MYR	237,325.00	MYR	264,500.00	MYR	277,840.00	MYR	301,450.00	MYR	305,150.00	MYR	325,050.00	MYR	3,055,595.00
Earnings Before Interest & Taxes	**MYR**	**(358,220.00)**	**MYR**	**(56,840.00)**	**MYR**	**(35,335.00)**	**MYR**	**(44,165.00)**	**MYR**	**2,805.00**	**MYR**	**13,725.00**	**MYR**	**51,425.00**	**MYR**	**65,500.00**	**MYR**	**93,410.00**	**MYR**	**111,050.00**	**MYR**	**148,600.00**	**MYR**	**169,950.00**	**MYR**	**161,905.00**
Employee Bonuses	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	3,061.20	MYR	3,061.20
Interest Expense	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-
Earnings Before Taxes	**MYR**	**(358,220.00)**	**MYR**	**(56,840.00)**	**MYR**	**(35,335.00)**	**MYR**	**(44,165.00)**	**MYR**	**2,805.00**	**MYR**	**13,725.00**	**MYR**	**51,425.00**	**MYR**	**65,500.00**	**MYR**	**93,410.00**	**MYR**	**111,050.00**	**MYR**	**148,600.00**	**MYR**	**169,950.00**	**MYR**	**161,905.00**
Income Taxes *20.0%*	MYR	-	MYR	-	MYR	-	MYR	-	MYR	561.00	MYR	2,745.00	MYR	10,285.00	MYR	13,100.00	MYR	18,682.00	MYR	22,210.00	MYR	29,720.00	MYR	33,990.00	MYR	131,293.00
Net Earnings	**MYR**	**(358,220.00)**	**MYR**	**(56,840.00)**	**MYR**	**(35,335.00)**	**MYR**	**(44,165.00)**	**MYR**	**2,244.00**	**MYR**	**10,980.00**	**MYR**	**41,140.00**	**MYR**	**52,400.00**	**MYR**	**74,728.00**	**MYR**	**88,840.00**	**MYR**	**118,880.00**	**MYR**	**135,960.00**	**MYR**	**30,612.00**
No of Accounts		50		100		150		200		250		300		350		400		450		500		550		600		
COGS Margin		45%																								

Each account generates revenue of MYR 1500.

Balance Sheet						2024						
MYR	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Balance Sheet												
Assets												
Current assets:												
Cash	585,014	551,174	538,839	517,674	542,918	576,898	641,038	716,438	814,166	926,006	1,067,886	1,226,846
Accounts Receivable	-	-	-	-	-	-	-	-	-	-	-	-
Prepaid expenses	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000
Inventory	-	-	-	-	-	-	-	-	-	-	-	-
Total current assets	593,014	559,174	546,839	525,674	550,918	584,898	649,038	724,438	822,166	934,006	1,075,886	1,234,846
Property & Equipment	1,477,000	1,454,000	1,431,000	1,408,000	1,385,000	1,362,000	1,339,000	1,316,000	1,293,000	1,270,000	1,247,000	1,224,000
Total Assets	**2,070,014**	**2,013,174**	**1,977,839**	**1,933,674**	**1,935,918**	**1,946,898**	**1,988,038**	**2,040,438**	**2,115,166**	**2,204,006**	**2,322,886**	**2,458,846**
Liabilities												
Current liabilities:												
Accounts Payable	-	-	-	-	-	-	-	-	-	-	-	-
Accrued expenses	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000
Total current liabilities	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000
Long-term debt	-	-	-	-	-	-	-	-	-	-	-	-
Total Liabilities	**8,000**	**8,000**	**8,000**	**8,000**	**8,000**	**8,000**	**8,000**	**8,000**	**8,000**	**8,000**	**8,000**	**8,000**
Shareholder's Equity												
Equity Capital	2,420,234	2,420,234	2,420,234	2,420,234	2,420,234	2,420,234	2,420,234	2,420,234	2,420,234	2,420,234	2,420,234	2,420,234
Retained Earnings	(358,220)	(415,060)	(450,395)	(494,560)	(492,316)	(481,336)	(440,196)	(387,796)	(313,068)	(224,228)	(105,348)	30,612
Shareholder's Equity	**2,062,014**	**2,005,174**	**1,969,839**	**1,925,674**	**1,927,918**	**1,938,898**	**1,980,038**	**2,032,438**	**2,107,166**	**2,196,006**	**2,314,886**	**2,450,846**
Total Liabilities & Shareholder's Equity	**2,070,014**	**2,013,174**	**1,977,839**	**1,933,674**	**1,935,918**	**1,946,898**	**1,988,038**	**2,040,438**	**2,115,166**	**2,204,006**	**2,322,886**	**2,458,846**
Check	*0.000*	*0.000*	*0.000*	*0.000*	*0.000*	*0.000*	*0.000*	*0.000*	*0.000*	*0.000*	*0.000*	*0.000*

Supporting Schedules												
Working Capital Schedule												
Accounts Receivable	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -
Inventory	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -
Accounts Payable	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -
Net Working Capital (NWC)	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -
Change in NWC	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -
Depreciation Schedule												
PPE Opening	MYR 1,500,000.00	MYR 1,477,000.00	MYR 1,454,000.00	MYR 1,431,000.00	MYR 1,408,000.00	MYR 1,385,000.00	MYR 1,362,000.00	MYR 1,339,000.00	MYR 1,316,000.00	MYR 1,293,000.00	MYR 1,270,000.00	MYR 1,247,000.00
Plus Capex	MYR 2,000.00	MYR 2,000.00	MYR 2,000.00	MYR 2,000.00	MYR 2,000.00	MYR 2,000.00	MYR 2,000.00	MYR 2,000.00	MYR 2,000.00	MYR 2,000.00	MYR 2,000.00	MYR 2,000.00
Less Depreciation	MYR 25,000.00	MYR 25,000.00	MYR 25,000.00	MYR 25,000.00	MYR 25,000.00	MYR 25,000.00	MYR 25,000.00	MYR 25,000.00	MYR 25,000.00	MYR 25,000.00	MYR 25,000.00	MYR 25,000.00
PPE Closing	MYR 1,477,000.00	MYR 1,454,000.00	MYR 1,431,000.00	MYR 1,408,000.00	MYR 1,385,000.00	MYR 1,362,000.00	MYR 1,339,000.00	MYR 1,316,000.00	MYR 1,293,000.00	MYR 1,270,000.00	MYR 1,247,000.00	MYR 1,224,000.00
Debt & Interest Schedule												
Debt Opening	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -
Issuance (repayment)	MYR -											
Debt Closing	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -
Interest Expense	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -	MYR -

Cash Flow Statement	2024																													
		Jan		Feb		Mar		Apr		May		Jun		Jul		Aug		Sep		Oct		Nov		Dec		FY
Operating Cash Flow																														
Net Earnings	MYR	(358,220.00)	MYR	(56,840.00)	MYR	(35,335.00)	MYR	(44,165.00)	MYR	2,244.00	MYR	10,980.00	MYR	41,140.00	MYR	52,400.00	MYR	74,728.00	MYR	88,840.00	MYR	118,880.00	MYR	135,960.00	MYR	30,612.00
Plus: Depreciation & Amortization	MYR	25,000.00	MYR	25,000.00	MYR	25,000.00	MYR	25,000.00	MYR	25,000.00	MYR	25,000.00	MYR	25,000.00	MYR	25,000.00	MYR	25,000.00	MYR	25,000.00	MYR	25,000.00	MYR	25,000.00	MYR	300,000.00
Less: Changes in Working Capital	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-
Cash from Operations	**MYR**	**(333,220.00)**	**MYR**	**(31,840.00)**	**MYR**	**(10,335.00)**	**MYR**	**(19,165.00)**	**MYR**	**27,244.00**	**MYR**	**35,980.00**	**MYR**	**66,140.00**	**MYR**	**77,400.00**	**MYR**	**99,728.00**	**MYR**	**113,840.00**	**MYR**	**143,880.00**	**MYR**	**160,960.00**	**MYR**	**330,612.00**
Investing Cash Flow																														
Investments in Property & Equipment	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	2,000.00	MYR	24,000.00
Cash from Investing	**MYR**	**2,000.00**	**MYR**	**2,000.00**	**MYR**	**2,000.00**	**MYR**	**2,000.00**	**MYR**	**2,000.00**	**MYR**	**2,000.00**	**MYR**	**2,000.00**	**MYR**	**2,000.00**	**MYR**	**2,000.00**	**MYR**	**2,000.00**	**MYR**	**2,000.00**	**MYR**	**2,000.00**	**MYR**	**24,000.00**
Financing Cash Flow																														
Issuance (repayment) of debt	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-
Issuance (repayment) of equity	MYR	920,234.20					MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	-	MYR	920,234.20
Cash from Financing	**MYR**	**920,234.20**	**MYR**	**-**	**MYR**	**-**	**MYR**	**-**	**MYR**	**-**	**MYR**	**-**	**MYR**	**-**	**MYR**	**-**	**MYR**	**-**	**MYR**	**-**	**MYR**	**-**	**MYR**	**-**	**MYR**	**920,234.20**
Net Increase (decrease) in Cash	MYR	585,014.20	MYR	(33,840.00)	MYR	(12,335.00)	MYR	(21,165.00)	MYR	25,244.00	MYR	33,980.00	MYR	64,140.00	MYR	75,400.00	MYR	97,728.00	MYR	111,840.00	MYR	141,880.00	MYR	158,960.00	MYR	1,226,846.20
Opening Cash Balance	MYR	-	MYR	585,014.20	MYR	551,174.20	MYR	538,839.20	MYR	517,674.20	MYR	542,918.20	MYR	576,898.20	MYR	641,038.20	MYR	716,438.20	MYR	814,166.20	MYR	926,006.20	MYR	1,067,886.20	MYR	1,226,846.20
Closing Cash Balance	**MYR**	**585,014.20**	**MYR**	**551,174.20**	**MYR**	**538,839.20**	**MYR**	**517,674.20**	**MYR**	**542,918.20**	**MYR**	**576,898.20**	**MYR**	**641,038.20**	**MYR**	**716,438.20**	**MYR**	**814,166.20**	**MYR**	**926,006.20**	**MYR**	**1,067,886.20**	**MYR**	**1,226,846.20**	**MYR**	**2,453,692.40**
Check	*MYR*	-	*MYR*	-	*MYR*	-	*MYR*	-	*MYR*	-	*MYR*	-	*MYR*	-	*MYR*	-	*MYR*	-	*MYR*	-	*MYR*	-	*MYR*	-		