Kingdom of Cambodia
Nation Religion King

Ministry of Agriculture, Forestry, and Fisheries
General Directorate of Agriculture
Department of Agricultural Cooperative Promotion

Business Plan

……………………………………………….

20.…

Start from …./……………/20.…

……………………………….. Agricultural Cooperative

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Business Plan

………………. agricultural cooperative was established on …./…………./………, which is located in ………….. village, ……………. commune, ………………. district, ………………… province.

For 20…., this business plan is developed to ……………………………………………………………………………………………..

1 The Summary

Name of AC	
Category of business	
Outline of Business To whom? Of what? And How?	
Purpose and motivation to start the business including the relation with members	
Experience on a similar business	

Competitors	
Selling point comparing with competitors	
Customers	

2 Necessary investment to start the business

2.1 Fixed assets

Necessary investment	Description	Amount of money (USD)	Remarks
Total		30,350	

2.2 Capacity of supplying to AC by AC members

No.	Buy	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
1													
2													

2.3 Market demand (estimate)

No.	Buy	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
1													
2													

2.4 Table of volume that AC has to buy from AC members and sell to market (plan)

No.	Buy	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
1													
2													

2.5 Operation costs (USD)

Necessary costs	Remarks	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total of year
1. Variable costs														
2. Fixed costs														
Total														

3 Way of raising necessary funds for investment to start the business

Necessary investment	Amount of money (USD)	Way of raising	Amount of money (USD)	%
1. Costs for procurement of fixed assets		Own fund		
		Capital increase		
		Borrowing from a bank		
		Support from BPAC		
2. Operation costs (Variable cost + Fixed cost)		Own fund		
		Capital increase		
		Borrowing from a bank		
		BPAC		
		Others		
Total				

4 Manpower Plan at the Beginning

Position/job description	Number	Monthly salary (USD)
Total		

5 AC and Competitors

	Business content	Target customers	Strong points	Weak points

6 Comparison of Suppliers

Item	Supplier	Location	Price	Conditions	Strong point	Weak point

7 Comparison of customers

Item	Customer	Location	Price($)	Conditions	Strong point	Weak point
1						
2						

8 List of cooperators

	Name	Type of cooperation/support (human resource, good, fund, technology, information, etc.)
Customer		
Supplier		
Governmental agency		
Financial institution		
University/research institute		
Consultant		
Others		

9 Target Turnover

	Remarks	Jan	Feb	Mar	April	May	June	July	August	Sept	Oct	Nov	Dec	Total of year
Total amount of turnover	(3)+(6)													
Item A														
Unit price (1)														
Volume of sales (2)														
Amount of turnover (3)	(1)*(2)													
Item B														
Unit price (4)														
Volume of sales (5)														
Amount of turnover (6)	(4)*(5)													

10 Estimated Expense

Necessary investment	Remarks	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total of year
1. Variable costs														
2. Fixed costs														
\Total														

11 Target profit and loss

	Remarks	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	Total of year
Total amount of turnover	(1)													
Total of variable costs	(2)													
Marginal profit (3)	(1)-(2)													
Marginal profit ratio (4)	(3)/(1)													
Total of fixed costs (5)														
Break-even sales (6)	(5)/(4)													
Total of the costs (7)	(2)+(5)													
Current profit (8)	(1)-(7)													
Interest expense (9)														
Interest expense (10)														
Business profit	(8)-(9)-(10)													

12 Repayment of Loan to bank (Yearly) (USD)

Name of bank	
Amount of loan (USD)	
Interest (%)	
Period	

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	Total of year
Principal repayment													
Interest payment													
Total payment													
Balance after principal repayment													

Date: ………………………………

Chairman of Agricultural Cooperative