

BOND s.c.

Annual Report

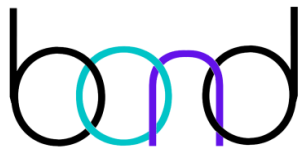


Coordinator : Mgr. Jana Vodarčíková

Consultants : Kristián Tomčo, Bc. Jakub Kalmár, Ing. Martin Timkopetrov



JA Slovensko
Člen skupiny Junior Achievement Worldwide



OUR COMPANY



Vice president of finance

Matúš Zlacký



The Bond school company consists of 25 members. Members of the Bond team have high ambitions and goals. We try to improve our teamwork and gain experience from the business sector every day. Personal talent of each of us helps us to bring interesting thoughts and ideas to life. We would like to implement them in the future.

Vice president of human resources

Jakub Kandráč



Vice president of marketing

Simona Kozejová



President

Adam Marek Črep



Vice president of production

Patrik Adamec



Summary

Problem

Having no soap in public restrooms is an unpleasant experience each of us has already experienced. We decided to eliminate this and other similar problems.

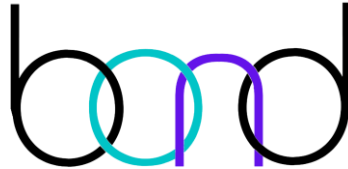


The solution

The solution we propose is paper filled with soap sold in a recyclable packaging instead of a common plastic one, thus making it environmentally friendly. Moreover, packaging is small and compact.

Bond's primary goal

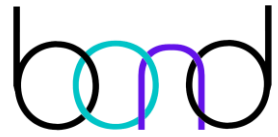
Satisfied customers with clean hands and clean environment thanks to Soapies.



Why are we special ?

We care a lot about our customers and products. Products are hand-made following the highest standards. Great advantage of our product is that it is really easy to use.

Product



PAPER

- degradable and nature-friendly
- dissolving with the touch of water

SOAP

- gentle on the skin
- removes dirt, grease and odor

PACKAGING

- biodegradable and ecological
- one package contains 30 soap papers



ADVANTAGES

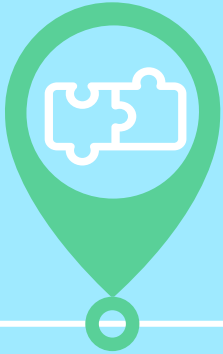
- compact
- easy to use
- environmentally friendly
- care for the skin

PRICE

- 1 package : 2,5 €
- 5 packages: 11 €
- 10 packages: 21 €



BUSINESS DEVELOPMENT



THE IDEA OF
SOAPIES



FIRST
EXPERIMENTS



PRODUCT
FINALIZATION



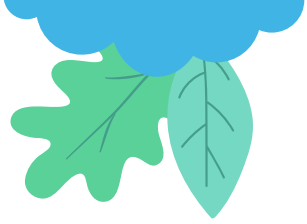
MARKETING
STRATEGY



ESTABLISHMENT
OF E-SHOP AND
DISTRIBUTION



FINANCE



Sales

The Bond company managed to sell **146** pieces in 4 days via its e-shop. The mostly purchased was the 10-packaging of Soapies. After selling out our stock, we ordered more goods immediately to increase production of our company.



Pricing

While creating the price of the product we have focused on product costs and survey feedback at the same time. Then we set the selling price of our product at € 2.50 per package.

The respondents of the survey all have experience with business and pricing politics



Finance analysis

Bond's first business activity was selling school vests

- **profit - 23,08€**
- **expenses - 112,92 €**

Bond's second income was selling school calendars

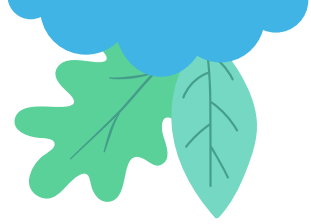
- **profit -104,66€**
- **expenses - 95,35€**

Bond's biggest income was from selling our primary product Soapies

- **profit - 113,05€**
- **expenses - 209,45€**

Currently we are investing into creating a similar product with a different production process that would ensure faster production and better product quality.

FINANCE



Overview of income, expenses and profit

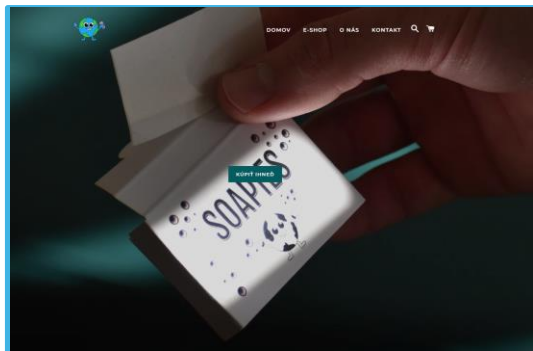
Income from business activities (Sales)		
	N.o.	Amount
Revenue from the sale of goods	01	556,00
Revenues from sales of products	02	320,00
Revenues from sales of services	03	0,00
Other revenues	04	25,00
TOTAL revenue	05	901,00
Expenditure on business activities		
	N.o.	Amount
Expenses on material	06	209,45
Expenses on the purchase of goods	07	428,27
Wages	08	60,00
Other expenses	09	41,06
TOTAL expenditure	10	738,78
Profit		
	N.o.	Amount
Total revenue	11	901,00
Total expenses	12	738,78
Economic result	13	162,22
Student company income tax (15%)	14	24,33
Student company income tax payable to JA Slovakia	15	24,33
Net profit / loss	16	137,89

Overview of the balance of money and their use

Auxiliary calculations		
	N.o.	Amount
Number of shares issued	01	100
Nominal value of one share	02	3,00
Total value of subscribed shares	03	300,00
Dividend per share	04	1,00
Total dividends paid	05	100,00
Balance of money to be distributed		
	N.o.	Amount
Balance of money in the cash register	06	462,22
Income tax paid	07	24,33
Refund of the deposit to shareholders	08	300,00
Balance of money for distribution	09	137,89
Distribution of net profit		
	N.o.	Amount
- dividends	10	100,00
- expenses for liquidation of the company	11	-
- other	12	-
Balance after division	13	37,89



MARKETING



THE TARGET GROUP

- young active people
- middle - aged people who spend time in the nature
- mothers with small children

Thanks to the practicality of Soapies, their use is almost universal.



Bond.sf



Bond s.f.



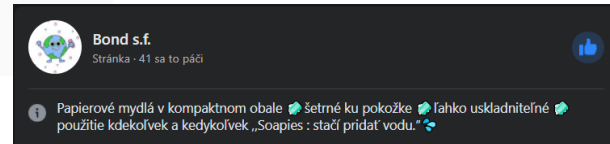
www.soapies.sk

ADDRESSING THE TARGET GROUP

For customers who prefer ordering products via Internet we created the e-shop webpage www.soapies.sk, whose marketing advantage is free delivery within the city of Košice.



EVELINE
COSMETICS

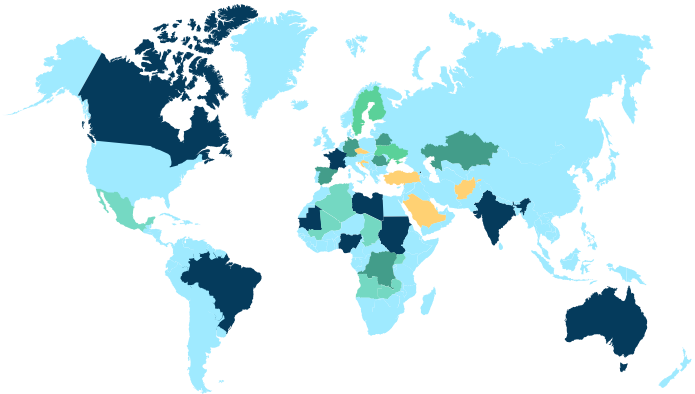


MARKETING



MARKET OPPORTUNITIES AND BENEFITS

www.soapies.sk offers various discounted packages, thus making them more affordable for students and working people. They are a great alternative to disinfectants for not leaving a sticky feeling and an unpleasant odor.



We are aware of the fact that the amount of plastics in environment increases constantly, so we decided to create packaging that is easily degradable in the nature. The great advantage of Soapies is their solid state and leaving no stains.

THE FUTURE OF BOND S.C.



COMPETITORS

There is a competition for us in the Slovak market, but we offer a different and progressive variation of soap. The Soapies are thus almost unique and enter consciousness of Slovaks as a novelty.

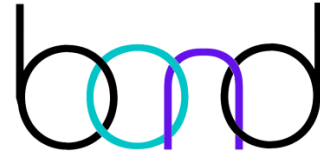


FUTURE MARKETING STRATEGY

We present Slovak people with a product they have never encountered before. We also present the wide use of the product Soapies and acquaint Slovaks with a more ecological variant of the common soaps.



FUTURE GOALS OF BOND S.C.



We are currently working on and looking for suitable alternatives that will meet our customers' preferences in all areas.

We plan to promote our product outside of Slovakia in the European market. We plan to sell 500 more packages within a year.

Bond's goal is not only to promote our product in the European market, but also to show the world that Slovakia has creative and strong-minded young people.

Through social media, we would like to motivate young people to try and take the first step of bringing their ideas to reality.

We believe that we will bring cleanliness not only to our customers but our beloved nature too.

POTENTIAL FOR THE FUTURE



- Soap, water and common sense are the best disinfectants. - William Osler



Do you have any questions? Contact us here :

bond.studentskafirma@gmail.com

www.soapies.sk

<https://www.instagram.com/bond.sf/>

bond

