

Panama Waves

————— Wear the Best —————

About us:

“Panama waves” is a startup upscale clothing and accessory line.

The idea for the business was initially generated in order to fill a void in the current market by producing quality and highly fashionable clothing's and accessories that is unlike anything offered by our competitors.



Our aim:

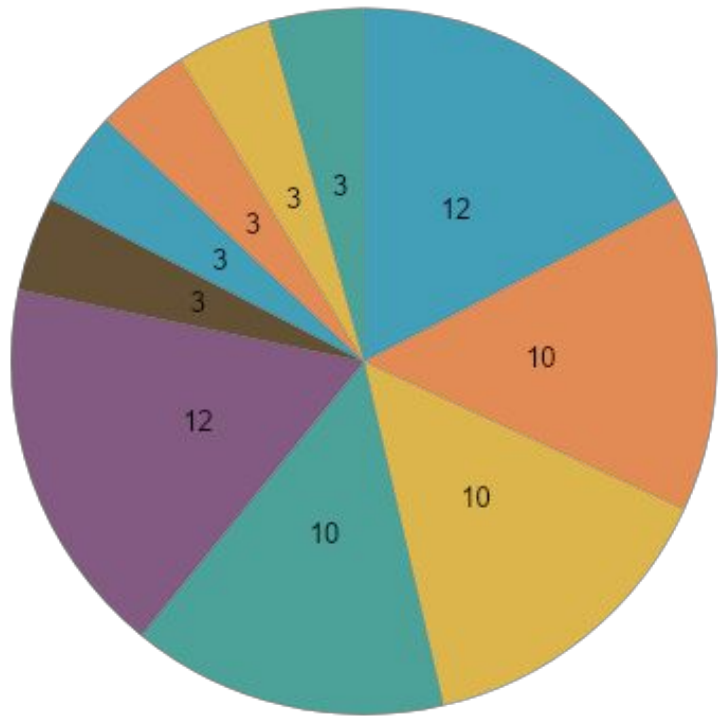
We believe in “Your clothes conceal much of your beauty, yet they hide not the unbeautiful.”

There has been an increasing number in the demand for quality clothes to wear for special event that is why **“Panama Waves”** will be creating a broad variety of timeless, elegant, classy and decent outfits with a range of sizes, great quality of locally sourced fabrics to suit all taste and occasion.



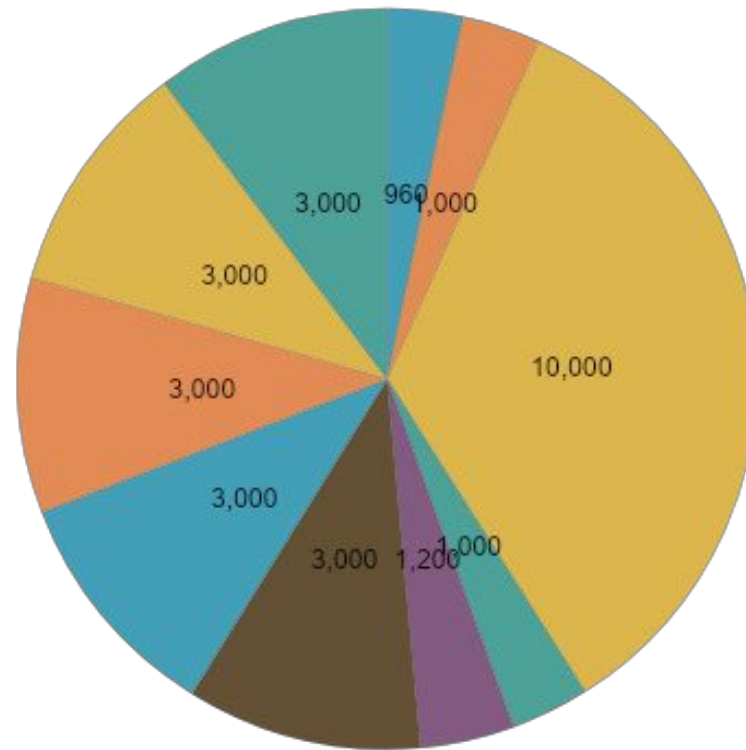
Cost Structure Estimation (Equipment)

Quantity



- Measuring Equipments
- Marking Equipments
- Cutting Equipments
- Sewing Equipment
- Finishing Equipment
- Machines Used for Garment Manufacturing
- Pressing Machines
- Sewing Machines
- Knitting Equipment
- Cutting Machines

Prices UAH



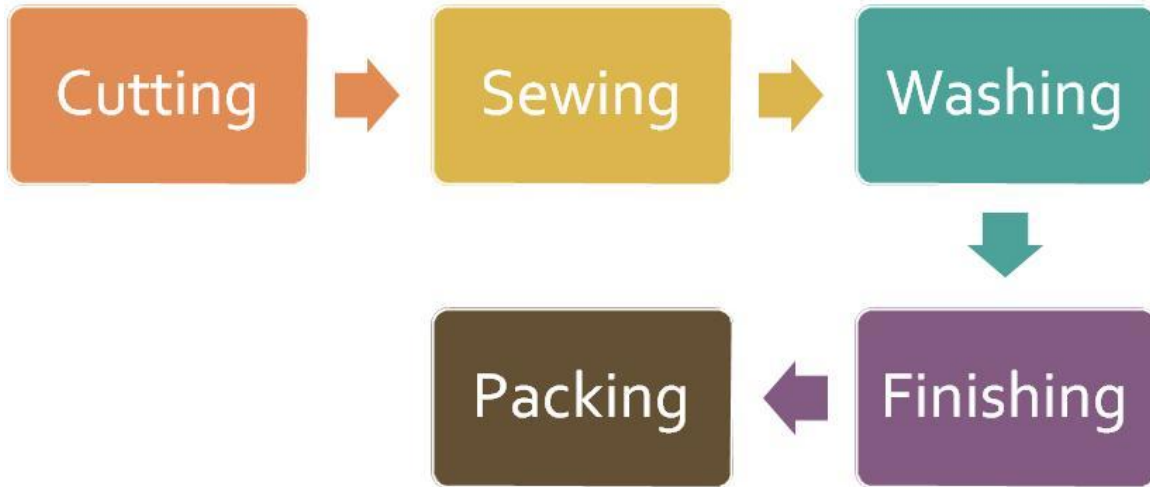
- Measuring Equipments
- Marking Equipments
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Production Methods

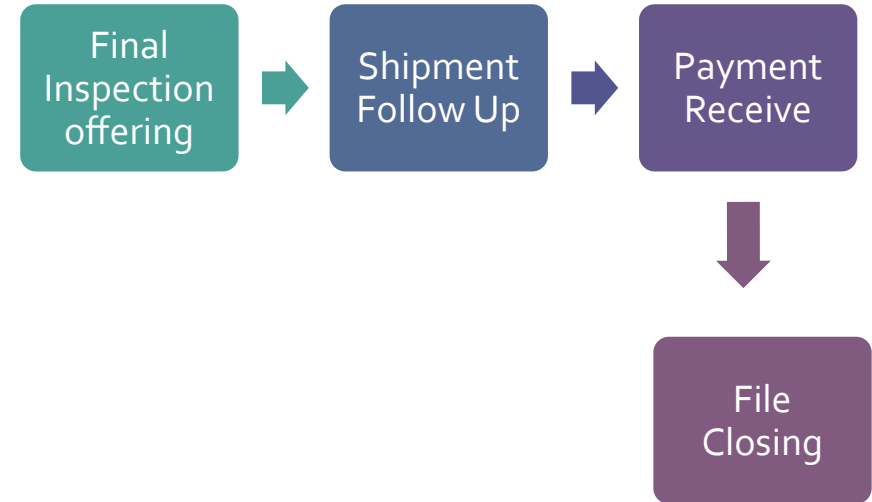
Raw Material Sourcing



Production Follow Up



Post Production Task



Selling Prices:

✓ **Per product**

✓ **Per month**

✓ **Per year**

Clothing	Quantity		Price per product	Price	Price sold per year	Price per each month
Women's						
	Unit	Unit/year	UAH			
Evening Gowns	1	100	1 050	1 050	105 000	8 750
Cocktail Dress	1	150	2 200	2 200	330 000	27 500
Party dress	1	120	1 000	1 000	120 000	10 000
formal dresses	1	200	800	800	160 000	13 333
corset	1	150	1 000	1 000	150 000	12 500
prom dresses	1	50	3 000	3 000	150 000	12 500
Total		770	9 050	9 050	1 015 000	84 583
Men's						
	Unit	Unit/year	UAH			
modern fit suit	1	150	6 000	6 000	900 000	75 000
vested 3-piece suit	1	150	7 000	7 000	1 050 000	87 500
tuxedo	1	100	7 500	7 500	750 000	62 500
bow ties	1	75	6 000	6 000	450 000	37 500
dress shirt	1	100	3 000	3 000	300 000	25 000
pocket squares	1	75	1 200	1 200	90 000	7 500
cufflinks	1	70	1 200	1 200	84 000	7 000
belts	1	100	1 200	1 200	120 000	10 000
lapels	1	50	1 200	1 200	60 000	5 000
suspenders	1	50	1 500	1 500	75 000	6 250
tie bars	1	100	500	500	50 000	4 167
Total		1 020	36 300	36 300	3 929 000	327 417
Children's						
little girls						
	Unit	Unit/year	UAH			
princess-style dresses	1	100	2 000	2 000	200 000	16 667
floral dresses	1	80	1 800	1 800	144 000	12 000
Ruffle dresses	1	100	1 700	1 700	170 000	14 167
Total		280	5 500	5 500	514 000	42 833
little boys						
	Unit	Unit/year	UAH			
dapper suits	1	100	3 000	3 000	300 000	25 000
waistcoat	1	75	4 000	4 000	300 000	25 000
ties	1	50	1 200	1 200	60 000	5 000
shirts	1	80	2 000	2 000	160 000	13 333
Total		305	10 200	10 200	820 000	68 333

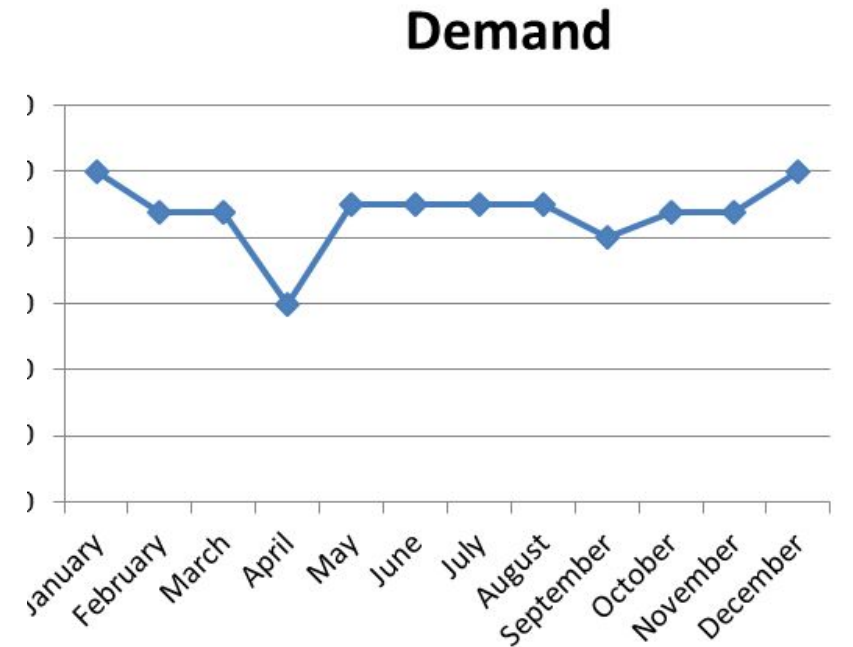
Demand

Women's



Evening Gowns

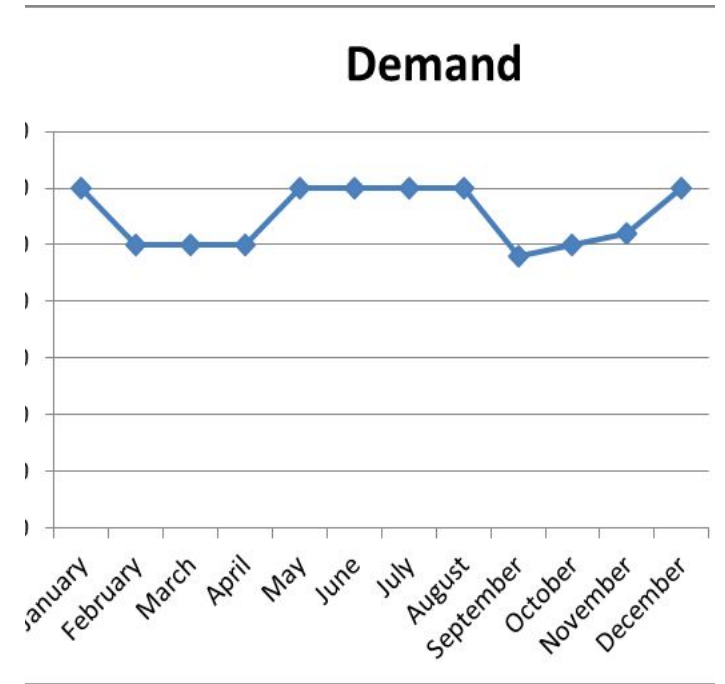
Month	Actual	Forecast 1	Forecast 2	
	Demand	MA(3)	MA(5)	MA(6)
January	10 000			
February	8 750			
March	8 750			
April	6 000	9 167		
May	9 000	7 833		
June	9 000	7 917	8 500	
July	9 000	8 000	8 300	8 583
August	9 000	9 000	8 350	8 417
September	8 000	9 000	8 400	8 458
October	8 750	8 667	8 800	8 333
November	8 750	8 583	8 750	8 792
December	10 000	8 500	8 700	8 750
	105 000			
Total per month	8 750			
Total per year	105 000			



Cocktail Dress



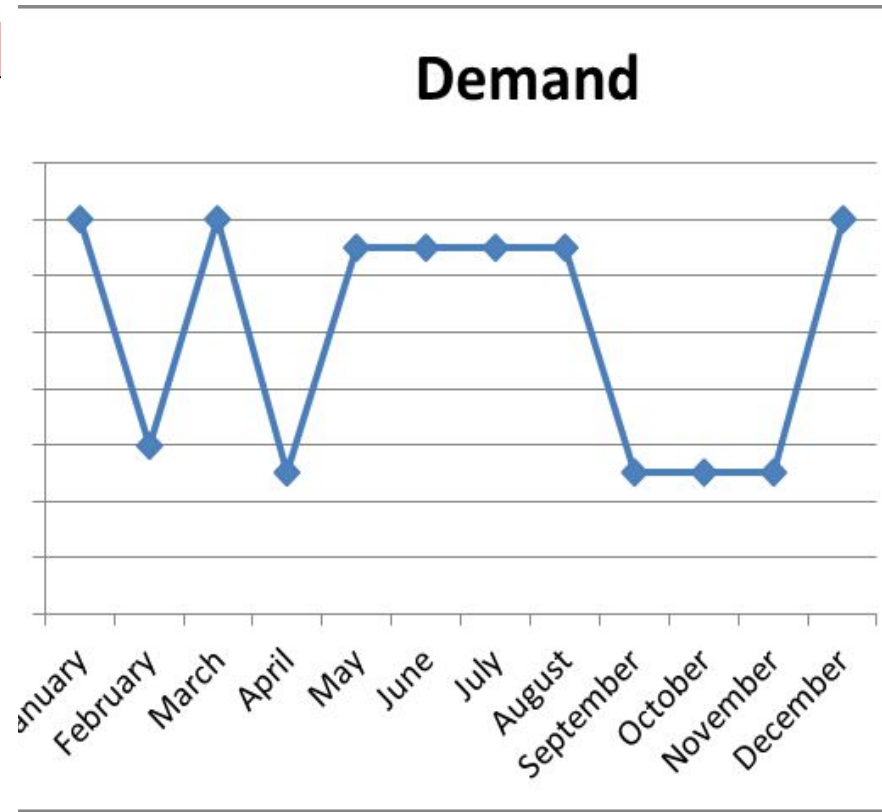
Month	Actual Demand	Forecast 1 MA(3)	Forecast 2 MA(5)	Forecast 2 MA(6)
January	30 000			
February	25 000			
March	25 000			
April	25 000	26 667		
May	30 000	25 000		
June	30 000	26 667	27 000	
July	30 000	28 333	27 000	27 500
August	30 000	30 000	28 000	27 500
September	24 000	30 000	29 000	28 333
October	25 000	28 000	28 800	28 167
November	26 000	26 333	27 800	28 167
December	30 000	25 000	27 000	27 500
	330 000			
Total per month	27 500			
Total per year	330 000			



Party dress



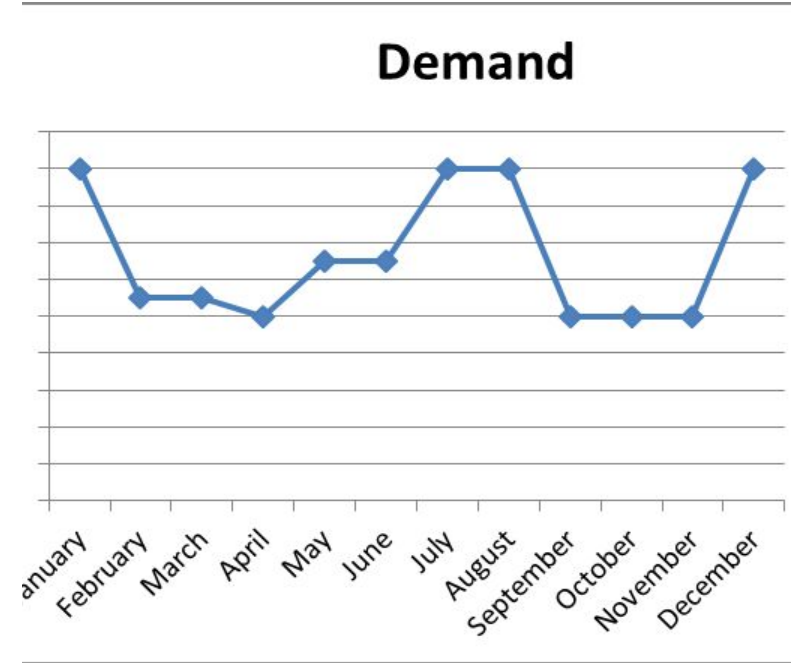
Month	Actual	Forecast 1		Forecast 2	
	Demand	MA(3)	MA(5)	MA(6)	
January	14 000				
February	6 000				
March	14 000				
April	5 000	11 333			
May	13 000	8 333			
June	13 000	10 667	10 400		
July	13 000	10 333	10 200	10 833	
August	13 000	13 000	11 600	10 667	
September	5 000	13 000	11 400	11 833	
October	5 000	10 333	11 400	10 333	
November	5 000	7 667	9 800	10 333	
December	14 000	5 000	8 200	9 000	
	120 000				
Total per month	10 000				
Total per year	120 000				



Formal dresses



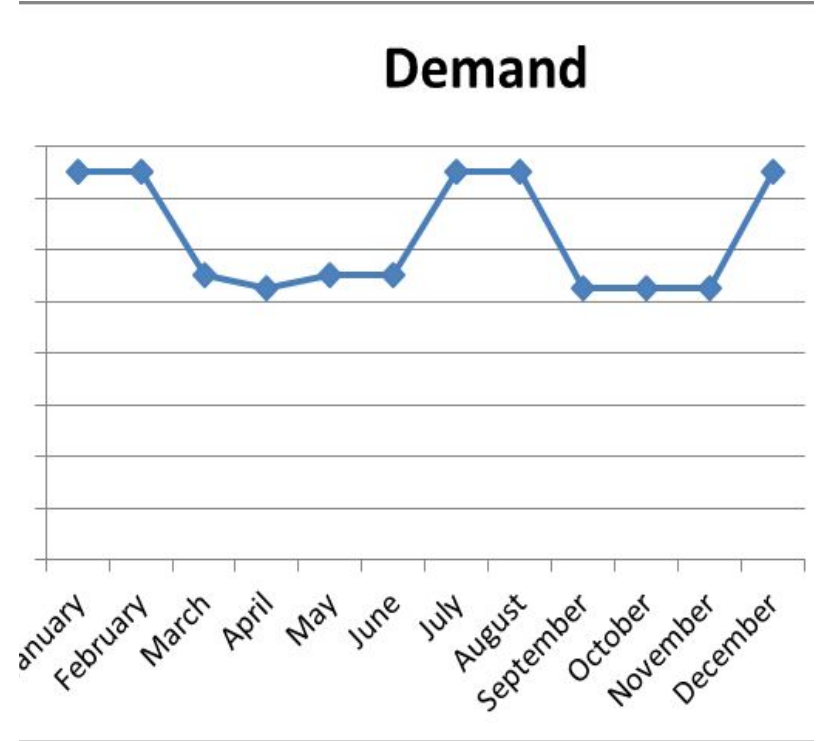
Month	Actual	Forecast 1		Forecast 2	
	Demand	MA(3)	MA(5)	MA(6)	MA(6)
January	18 000				
February	11 000				
March	11 000				
April	10 000	13 333			
May	13 000	10 667			
June	13 000	11 333	12 600		
July	18 000	12 000	11 600	12 667	
August	18 000	14 667	13 000	12 667	
September	10 000	16 333	14 400	13 833	
October	10 000	15 333	14 400	13 667	
November	10 000	12 667	13 800	13 667	
December	18 000	10 000	13 200	13 167	
	160 000				
Total per month	13 333				
Total per year	160 000				



corset



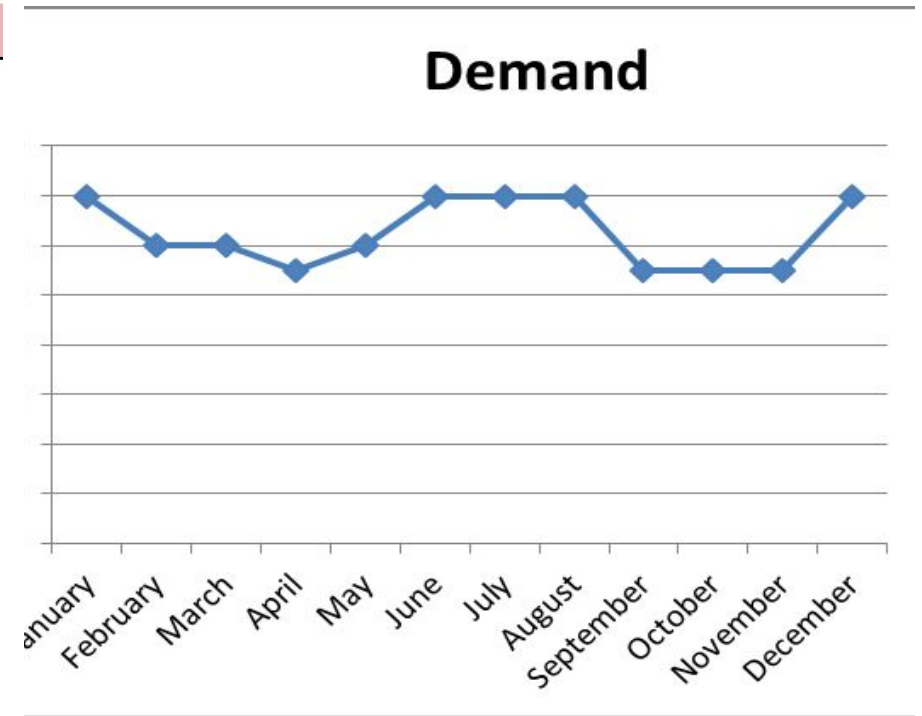
Month	Actual Demand	Forecast 1 MA(3)	Forecast 2 MA(5)	Forecast 2 MA(6)
January	15 000			
February	15 000			
March	11 000			
April	10 500	13 667		
May	11 000	12 167		
June	11 000	10 833	12 500	
July	15 000	10 833	11 700	12 250
August	15 000	12 333	11 700	12 250
September	10 500	13 667	12 500	12 250
October	10 500	13 500	12 500	12 167
November	10 500	12 000	12 400	12 167
December	15 000	10 500	12 300	12 083
	150 000			
Total per month	12 500			
Total per year	150 000			



prom dresses



Month	Actual	Forecast 1		Forecast 2	
	Demand	MA(3)	MA(5)	MA(6)	
January	14 000				
February	12 000				
March	12 000				
April	11 000 ▲	12 667			
May	12 000 ▲	11 667			
June	14 000 ▲	11 667 ▲	12 200		
July	14 000 ▲	12 333 ▲	12 200 ▲	12 500	
August	14 000 ▲	13 333 ▲	12 600 ▲	12 500	
September	11 000 ▲	14 000 ▲	13 000 ▲	12 833	
October	11 000 ▲	13 000 ▲	13 000 ▲	12 667	
November	11 000 ▲	12 000 ▲	12 800 ▲	12 667	
December	14 000 ▲	11 000 ▲	12 200 ▲	12 500	
	150 000				
Total per month	12 500				
Total per year	150 000				

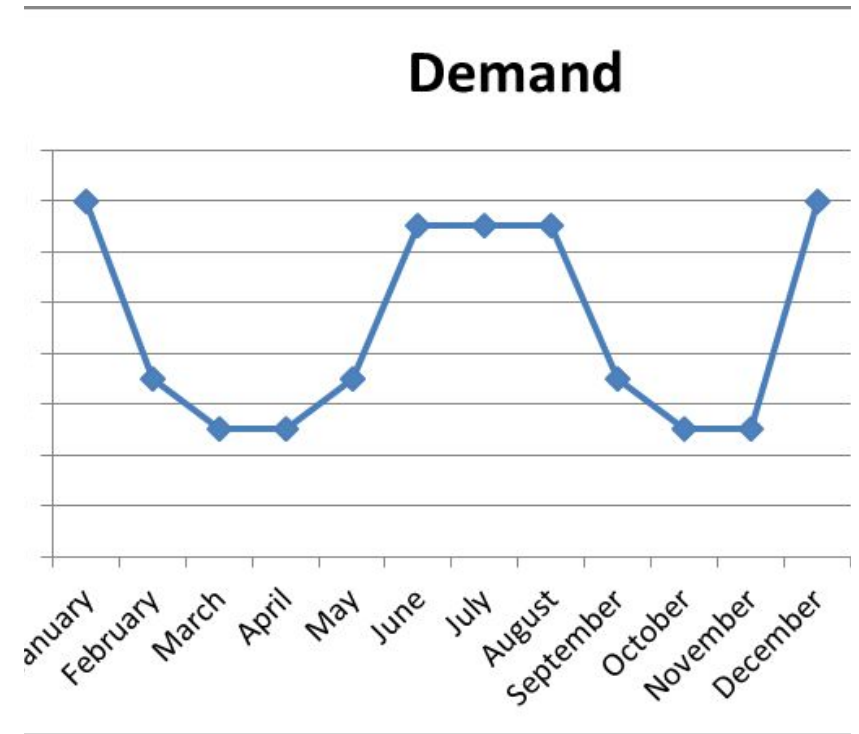


Men's

modern fit suit



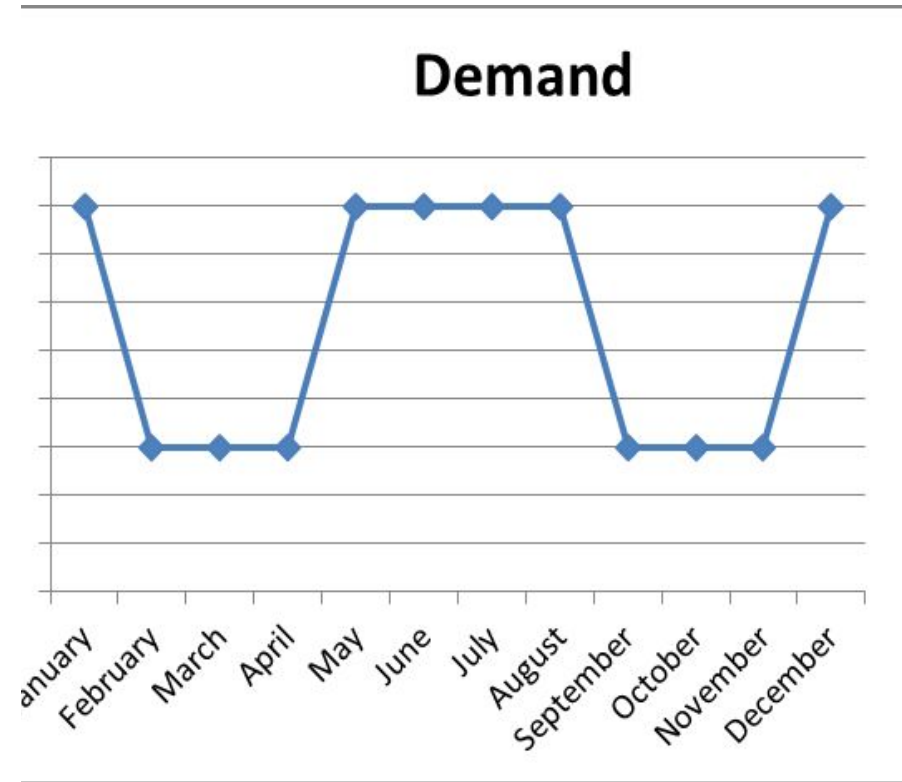
Month	Actual	Forecast 1		Forecast 2	
	Demand	MA(3)	MA(5)	MA(6)	
January	80 000				
February	73 000				
March	71 000				
April	71 000	74 667			
May	73 000	71 667			
June	79 000	71 667	73 600		
July	79 000	74 333	73 400	74 500	
August	79 000	77 000	74 600	74 333	
September	73 000	79 000	76 200	75 333	
October	71 000	77 000	76 600	75 667	
November	71 000	74 333	76 200	75 667	
December	80 000	71 667	74 600	75 333	
	900 000				
Total per month	75 000				
Total per year	900 000				



vested 3-piece suit



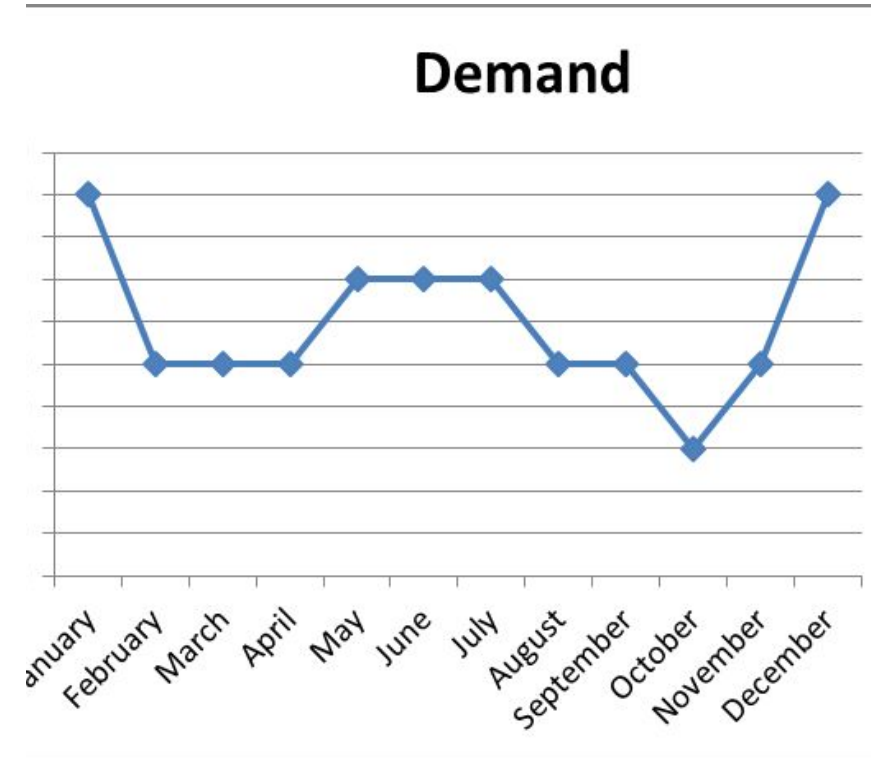
Month	Actual	Forecast 1		Forecast 2	
	Demand	MA(3)	MA(5)	MA(6)	
January	90 000				
February	85 000				
March	85 000				
April	85 000	86 667			
May	90 000	85 000			
June	90 000	86 667	87 000		
July	90 000	88 333	87 000	87 500	
August	90 000	90 000	88 000	87 500	
September	85 000	90 000	89 000	88 333	
October	85 000	88 333	89 000	88 333	
November	85 000	86 667	88 000	88 333	
December	90 000	85 000	87 000	87 500	
	1 050 000				
Total per month	87 500				
Total per year	1 050 000				



tuxedo



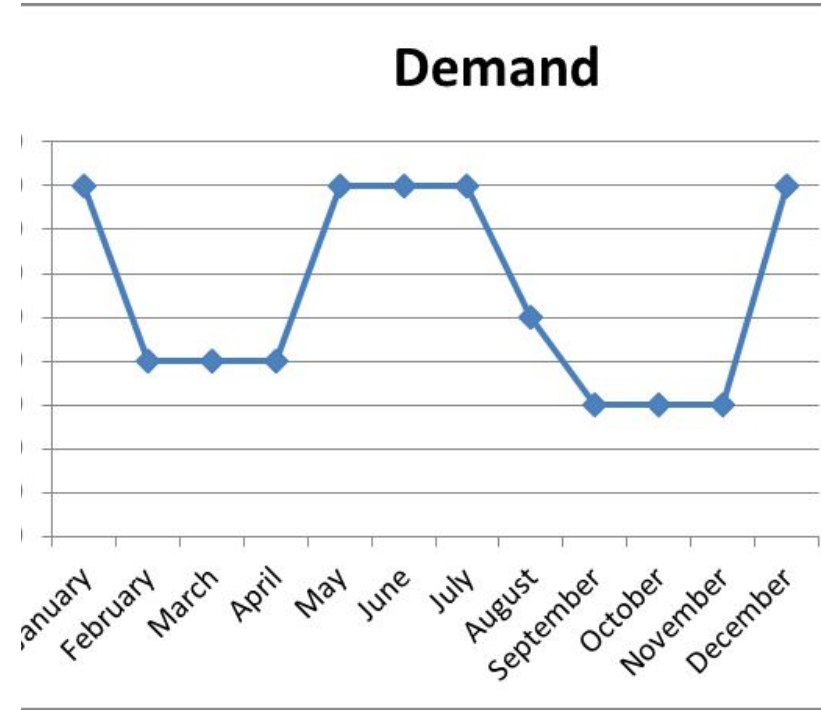
Month	Actual Demand	Forecast 1 MA(3)	Forecast 2 MA(5)	Forecast 2 MA(6)
January	64 000			
February	62 000			
March	62 000			
April	62 000	62 667		
May	63 000	62 000		
June	63 000	62 333	62 600	
July	63 000	62 667	62 400	62 667
August	62 000	63 000	62 600	62 500
September	62 000	62 667	62 600	62 500
October	61 000	62 333	62 600	62 500
November	62 000	61 667	62 200	62 333
December	64 000	61 667	62 000	62 167
	750 000			
Total per month	62 500			
Total per year	750 000			



bow ties



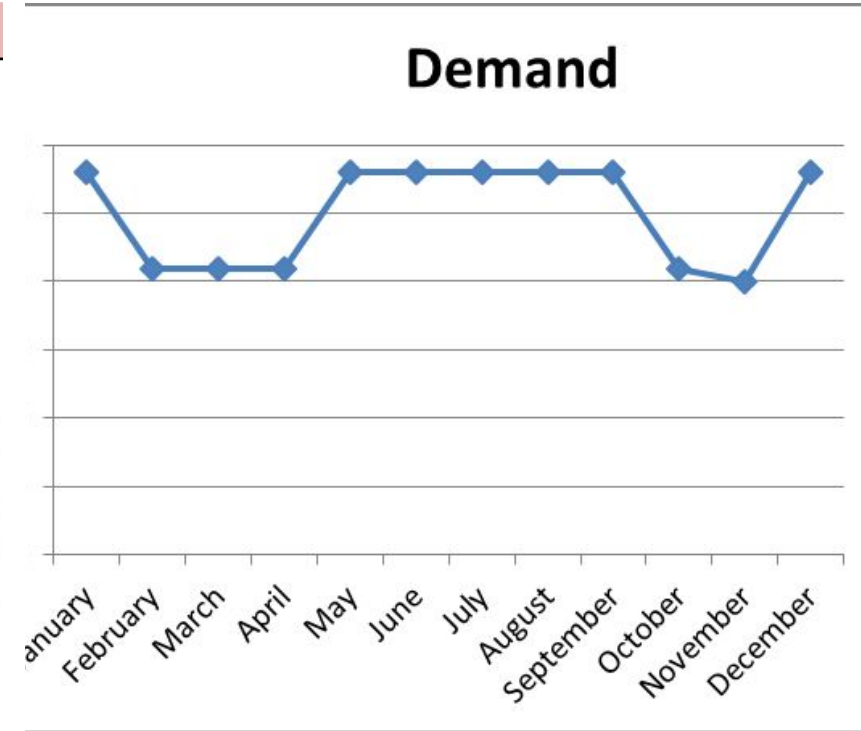
Month	Actual	Forecast 1		Forecast 2
	Demand	MA(3)	MA(5)	MA(6)
January	40 000			
February	36 000			
March	36 000			
April	36 000	37 333		
May	40 000	36 000		
June	40 000	37 333	37 600	
July	40 000	38 667	37 600	38 000
August	37 000	40 000	38 400	38 000
September	35 000	39 000	38 600	38 167
October	35 000	37 333	38 400	38 000
November	35 000	35 667	37 400	37 833
December	40 000	35 000	36 400	37 000
	450 000			
Total per month	37 500			
Total per year	450 000			



dress shirt



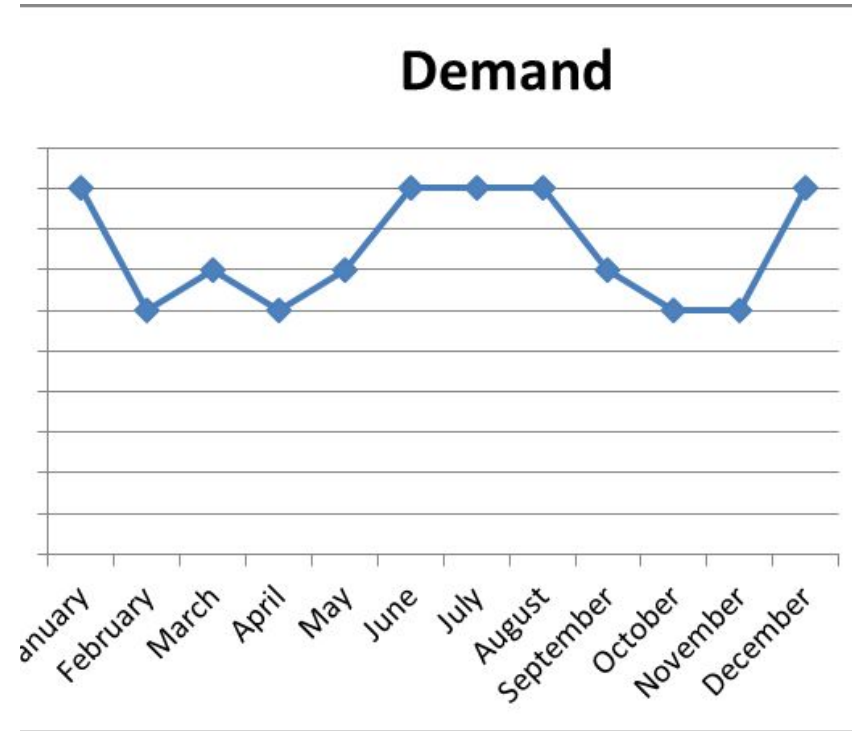
Month	Actual Demand	Forecast 1 MA(3)	Forecast 2 MA(5)	Forecast 2 MA(6)
January	28 000			
February	21 000			
March	21 000			
April	21 000	23 333		
May	28 000	21 000		
June	28 000	23 333	23 800	
July	28 000	25 667	23 800	24 500
August	28 000	28 000	25 200	24 500
September	28 000	28 000	26 600	25 667
October	21 000	28 000	28 000	26 833
November	20 000	25 667	26 600	26 833
December	28 000	23 000	25 000	25 500
	300 000			
Total per month	25 000			
Total per year	300 000			



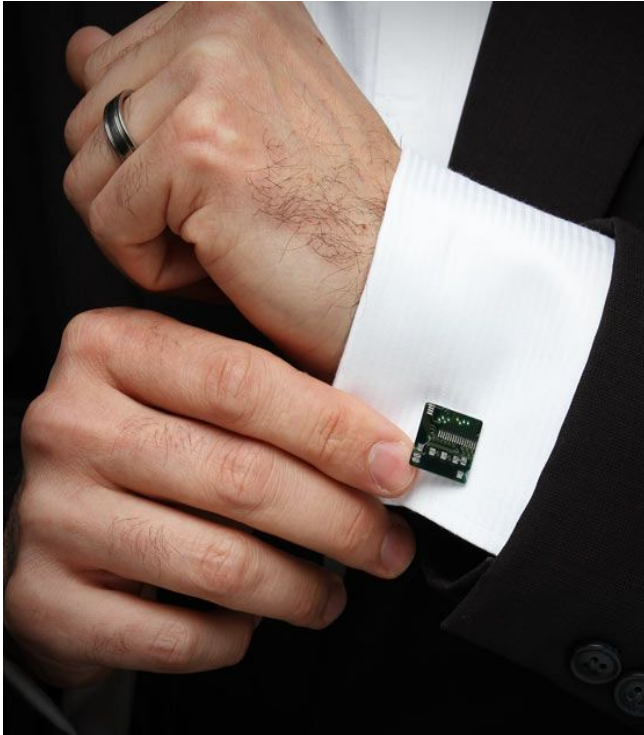
Pocket squares



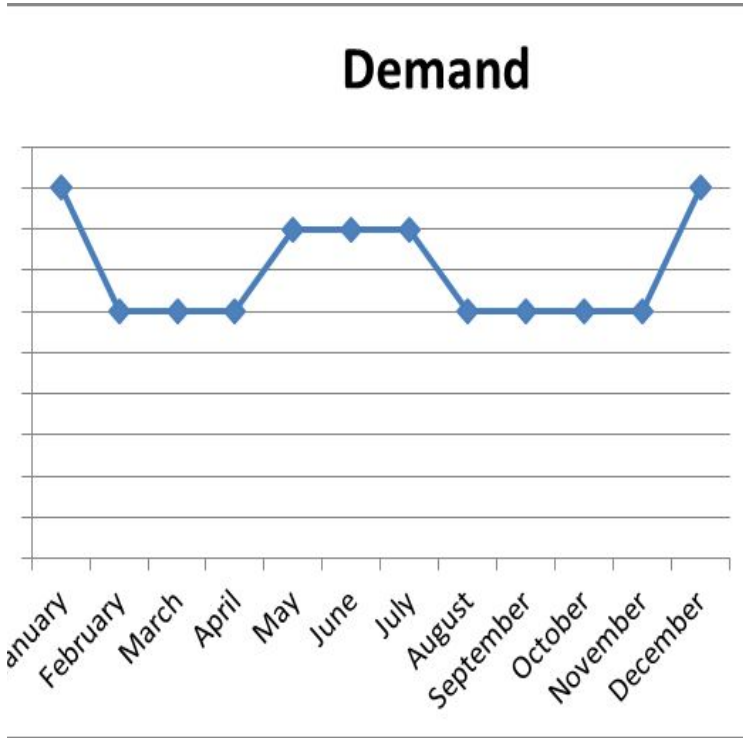
Month	Actual	Forecast 1		Forecast 2	
	Demand	MA(3)	MA(5)	MA(6)	
January	9 000				
February	6 000				
March	7 000				
April	6 000	7 333			
May	7 000	6 333			
June	9 000	6 667	7 000		
July	9 000	7 333	7 000	7 333	
August	9 000	8 333	7 600	7 333	
September	7 000	9 000	8 000	7 833	
October	6 000	8 333	8 200	7 833	
November	6 000	7 333	8 000	7 833	
December	9 000	6 333	7 400	7 667	
	90 000				
Total per month	7 500				
Total per year	90 000				



Cufflinks



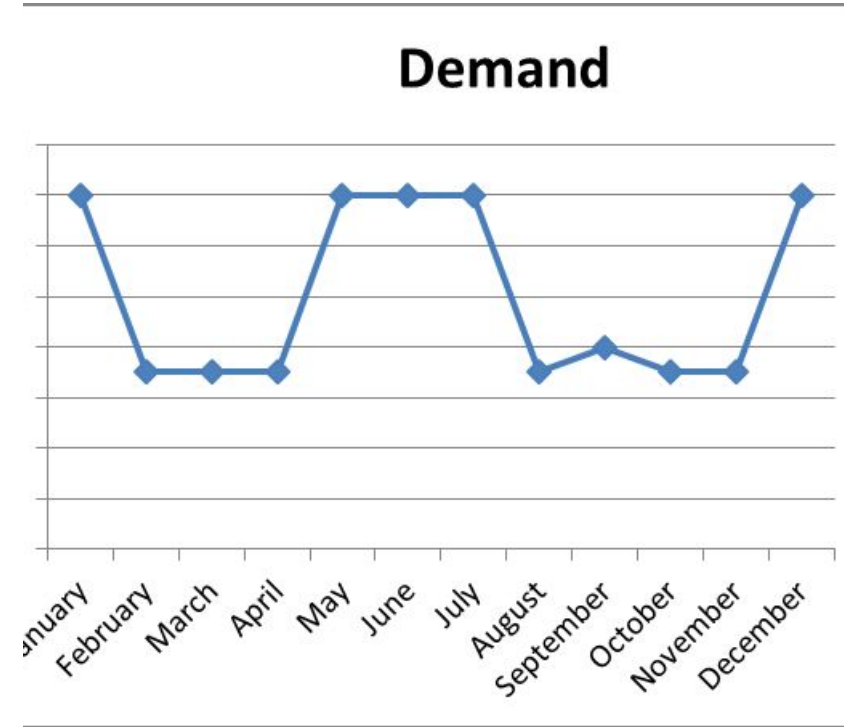
Month	Actual Demand	Forecast 1 MA(3)	Forecast 2 MA(5)	Forecast 2 MA(6)
January	9 000			
February	6 000			
March	6 000			
April	6 000	7 000		
May	8 000	6 000		
June	8 000	6 667	7 000	
July	8 000	7 333	6 800	7 167
August	6 000	8 000	7 200	7 000
September	6 000	7 333	7 200	7 000
October	6 000	6 667	7 200	7 000
November	6 000	6 000	6 800	7 000
December	9 000	6 000	6 400	6 667
	84 000			
Total per month	7 000			
Total per year	84 000			



belts



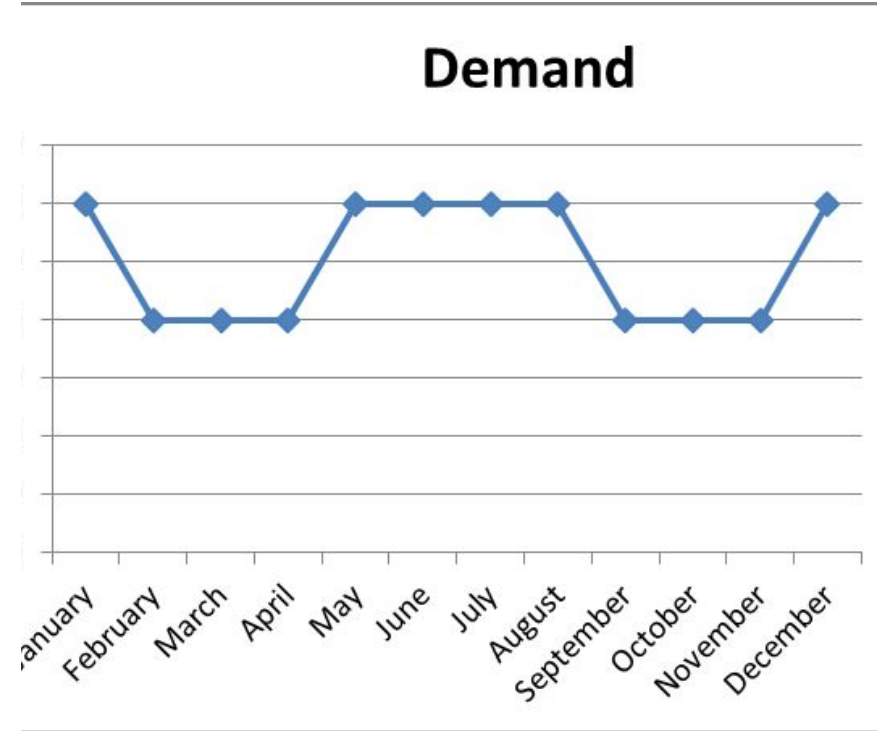
Month	Actual	Forecast 1		Forecast 2	
	Demand	MA(3)	MA(5)	MA(6)	
January	14 000				
February	7 000				
March	7 000				
April	7 000	9 333			
May	14 000	7 000			
June	14 000	9 333	9 800		
July	14 000	11 667	9 800	10 500	
August	7 000	14 000	11 200	10 500	
September	8 000	11 667	11 200	10 500	
October	7 000	9 667	11 400	10 667	
November	7 000	7 333	10 000	10 667	
December	14 000	7 333	8 600	9 500	



Lapels



Month	Actual	Forecast 1		Forecast 2
	Demand	MA(3)	MA(5)	MA(6)
January	6 000			
February	4 000			
March	4 000			
April	4 000	4 667		
May	6 000	4 000		
June	6 000	4 667	4 800	
July	6 000	5 333	4 800	5 000
August	6 000	6 000	5 200	5 000
September	4 000	6 000	5 600	5 333
October	4 000	5 333	5 600	5 333
November	4 000	4 667	5 200	5 333
December	6 000	4 000	4 800	5 000
	60 000			
Total per month	5 000			
Total per year	60 000			

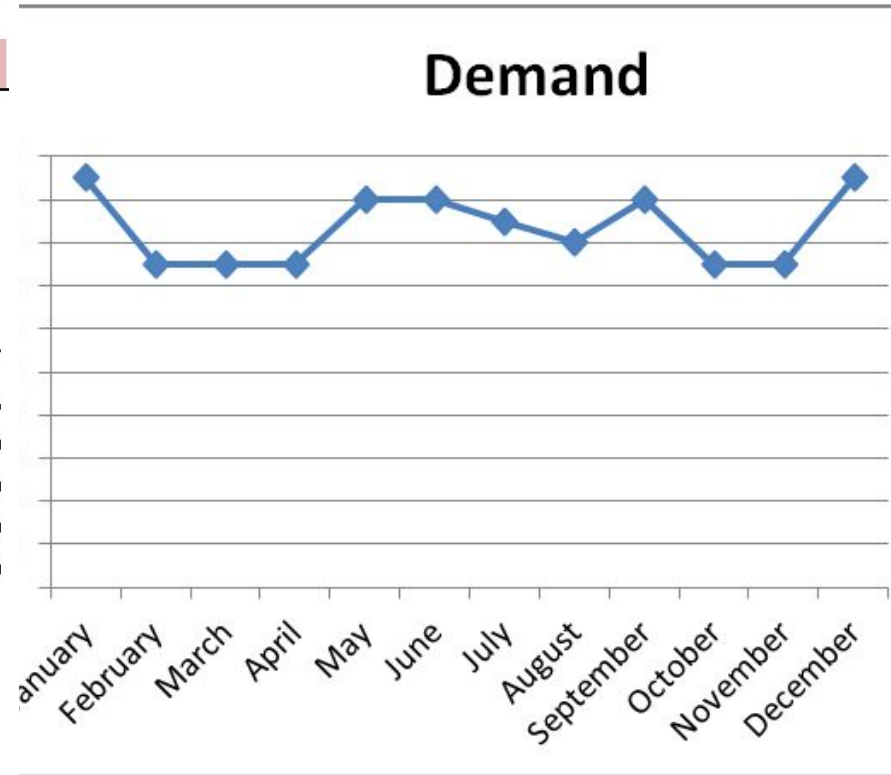


Children's: little girls

Princess-style dresses



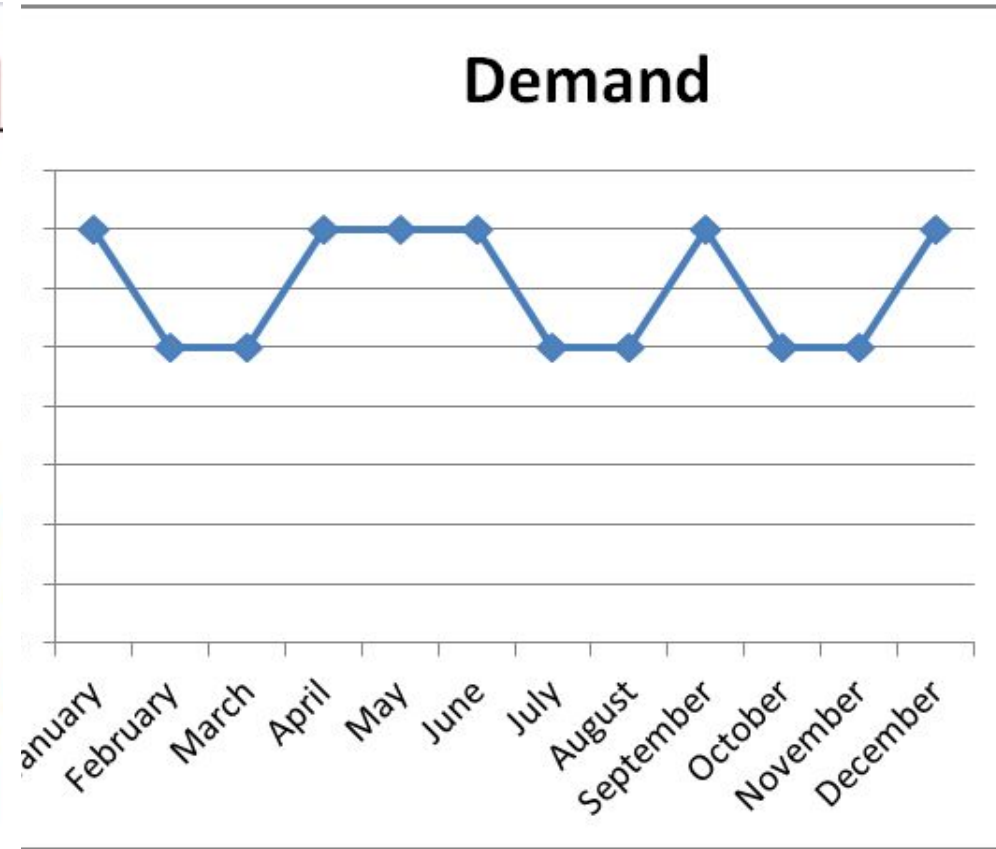
Month	Actual	Forecast 1		Forecast 2	
	Demand	MA(3)	MA(5)	MA(6)	
January	19,000				
February	15,000				
March	15,000				
April	15,000	16,333			
May	18,000	15,000			
June	18,000	16,000	16,400		
July	17,000	17,000	16,200	16,667	
August	16,000	17,667	16,600	16,333	
September	18,000	17,000	16,800	16,500	
October	15,000	17,000	17,400	17,000	
November	15,000	16,333	16,800	17,000	
December	19,000	16,000	16,200	16,500	
	200,000				
Total per month	16,667				
Total per year	200,000				



floral dresses



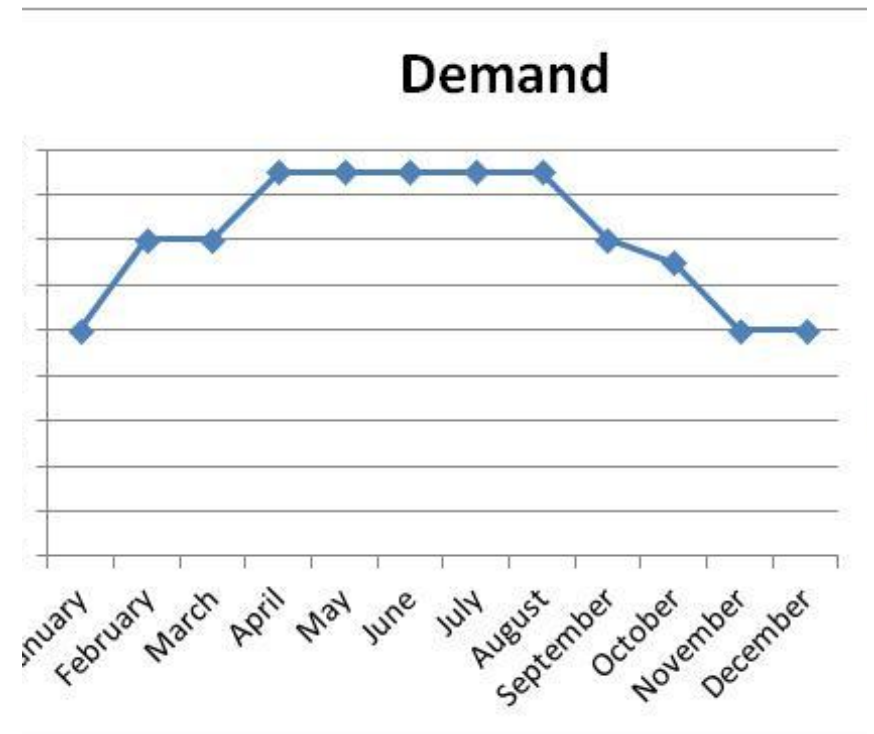
Month	Actual	Forecast 1		Forecast 2	
	Demand	MA(3)	MA(5)	MA(6)	MA(6)
January	14,000				
February	10,000				
March	10,000				
April	14,000	11,333			
May	14,000	11,333			
June	14,000	12,667	12,400		
July	10,000	14,000	12,400	12,667	
August	10,000	12,667	12,400	12,000	
September	14,000	11,333	12,400	12,000	
October	10,000	11,333	12,400	12,667	
November	10,000	11,333	11,600	12,000	
December	14,000	11,333	10,800	11,333	



Ruffle dresses



Month	Actual	Forecast 1		Forecast 2	
	Demand	MA(3)	MA(5)	MA(6)	
January	10,000				
February	14,000				
March	14,000				
April	17,000	12,667			
May	17,000	15,000			
June	17,000	16,000	14,400		
July	17,000	17,000	15,800	14,833	
August	17,000	17,000	16,400	16,000	
September	14,000	17,000	17,000	16,500	
October	13,000	16,000	16,400	16,500	
November	10,000	14,667	15,600	15,833	
December	10,000	12,333	14,200	14,667	
	170,000				
Total per month	14,167				
Total per year	170,000				

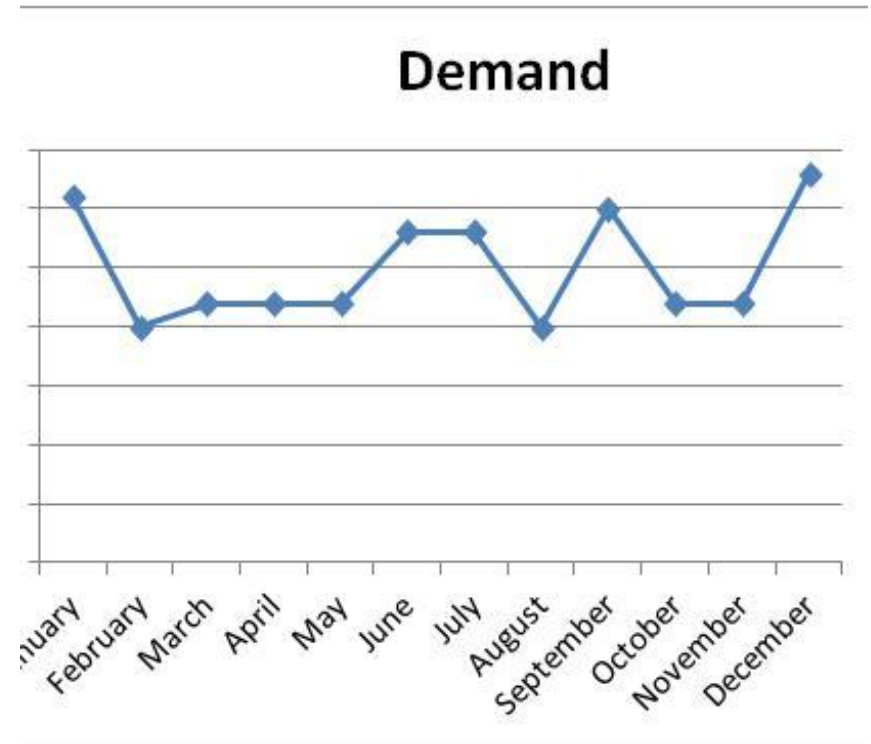


little boys

dapper suits



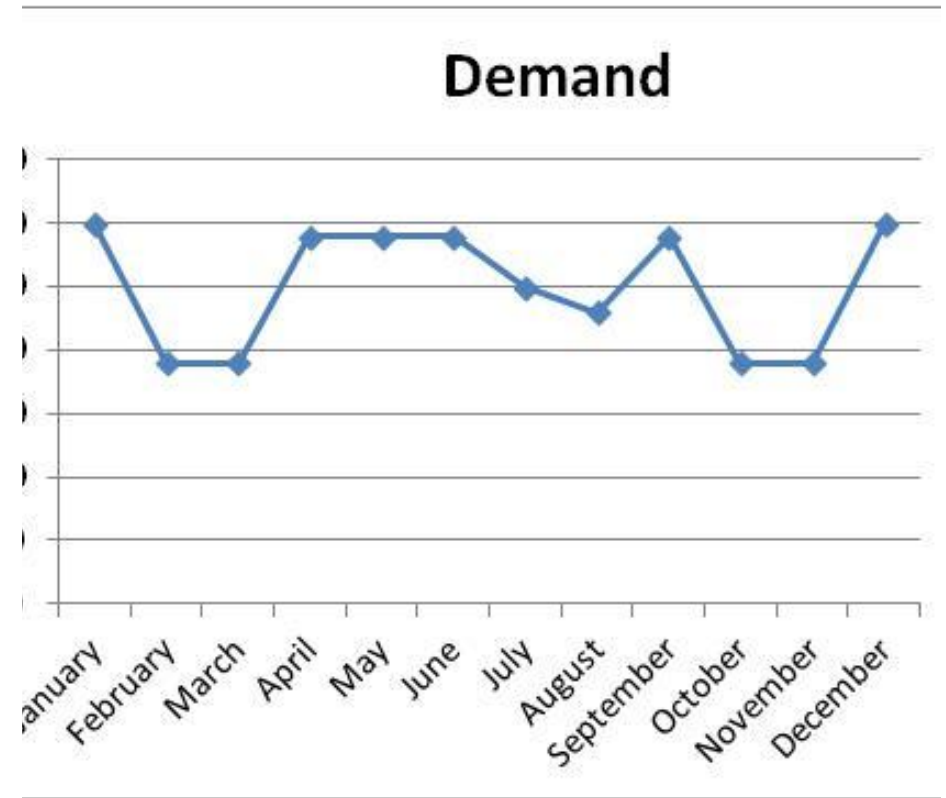
Month	Actual	Forecast 1		Forecast 2	
	Demand	MA(3)	MA(5)	MA(6)	
January	31,000				
February	20,000				
March	22,000				
April	22,000	24,333			
May	22,000	21,333			
June	28,000	22,000	23,400		
July	28,000	24,000	22,800	24,167	
August	20,000	26,000	24,400	23,667	
September	30,000	25,333	24,000	23,667	
October	22,000	26,000	25,600	25,000	
November	22,000	24,000	25,600	25,000	
December	33,000	24,667	24,400	25,000	
	300,000				
Total per month	25,000				
Total per year	300,000				



waistcoat



Month	Actual	Forecast 1	Forecast 2	
	Demand	MA(3)	MA(5)	MA(6)
January	30,000			
February	19,000			
March	19,000			
April	29,000	22,667		
May	29,000	22,333		
June	29,000	25,667	25,200	
July	25,000	29,000	25,000	25,833
August	23,000	27,667	26,200	25,000
September	29,000	25,667	27,000	25,667
October	19,000	25,667	27,000	27,333
November	19,000	23,667	25,000	25,667
December	30,000	22,333	23,000	24,000
	300,000			
Total per month	25,000			
Total per year	300,000			



Sales Forecasting

	Price sold per year
Women's	160,000
Man's	60,000
Children's	200,000
Average Price Point	140,000

Average Product Price

Market Research

Women's	6
Man's	11
Children's	7

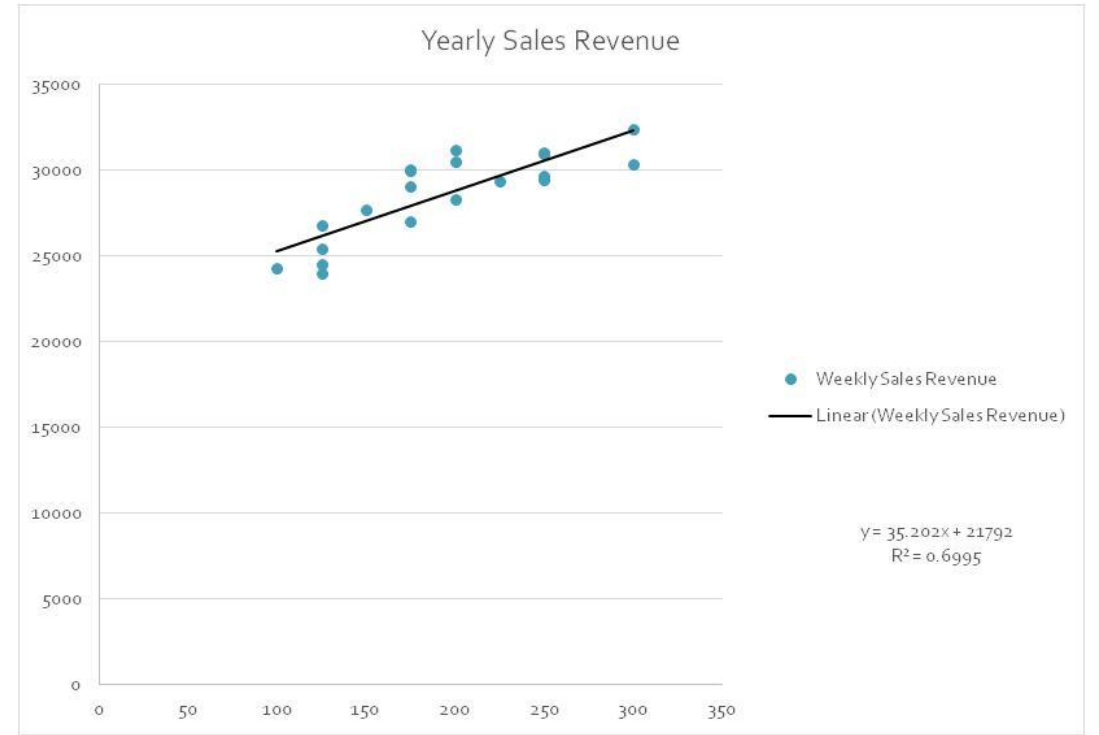
Goods sold per month

Monthly Average

Women's	960000
Man's	660000
Children's	1400000
Total	3020000

Year Average

Women's	11520000
Man's	7920000
Children's	16800000
Total	36240000

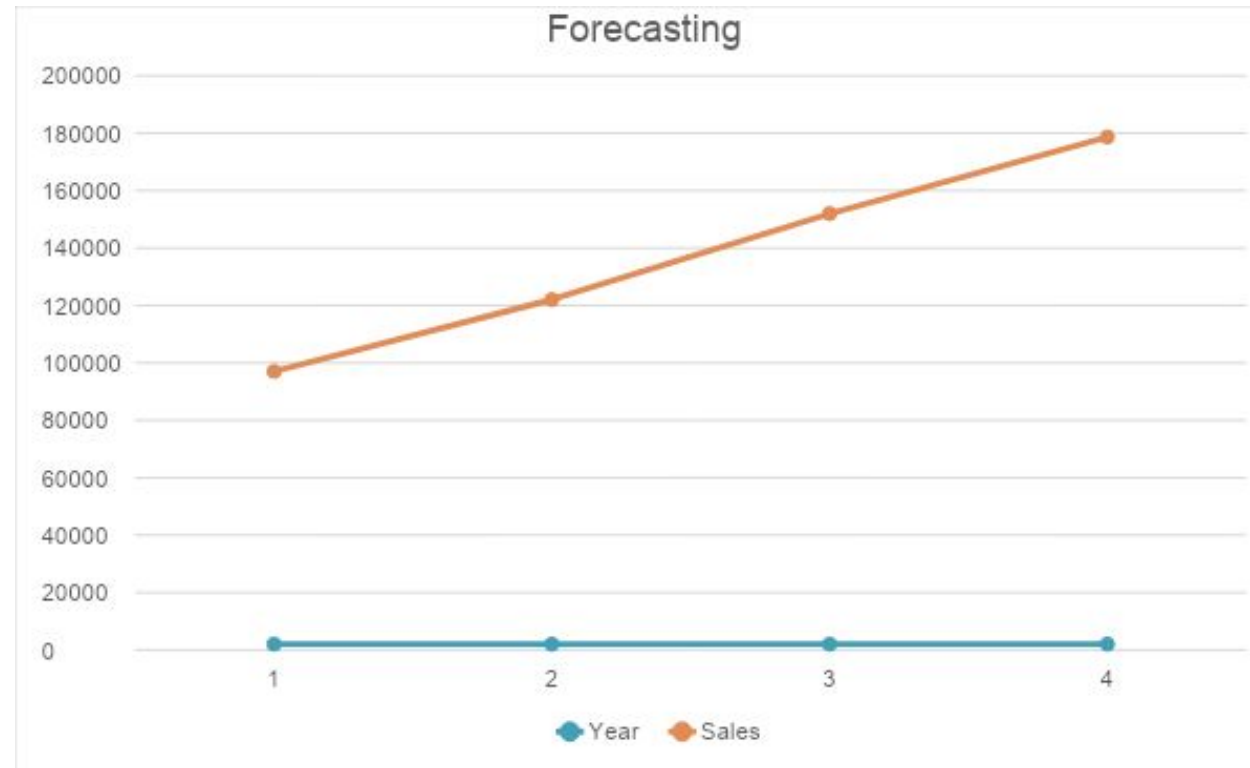


Assumptions per month

Women's	840000
Man's	1540000
Children's	560,280
Total	2940280

Annual Revenue

Market



Based on **sales forecasting**, and through a combination of quality and professional team, and a solid business model, Panama Waves is expected to break even within the first year of operations.

Net income from year 1 is estimated at around \$95,000.00 and should grow to over \$150,000.00 by the end of year 3.