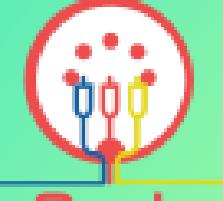


CoJob Partnership

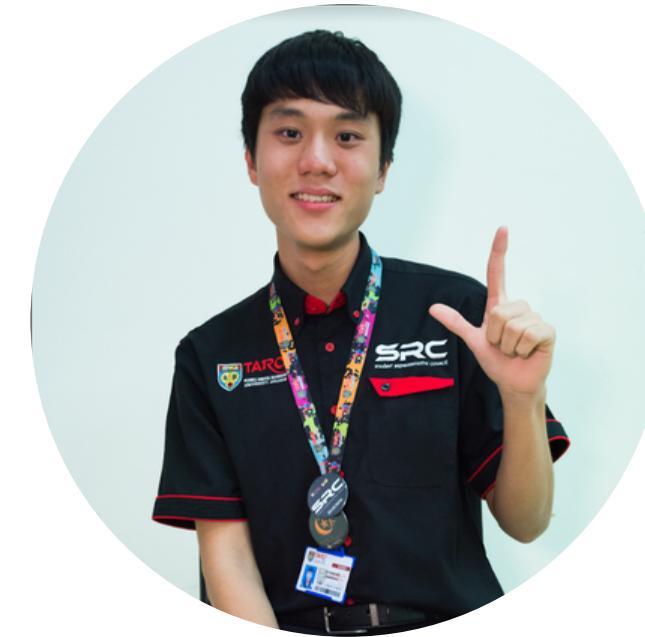
# BUSINESS PLAN PITCHING



# MANAGEMENT DETAILS



CoJob Partnership



LIM JUN RONG

Founder / Chief Executive Officer (CEO)



LAI XIN YI

Co-founder /

Chief Operating Officer (COO)



ONG T'NSAM

Co-founder /

Chief Technology Officer (CTO)



KONG MUN JUN

Co-founder /

Chief Financial Officer (CFO)



LIM MING JUN

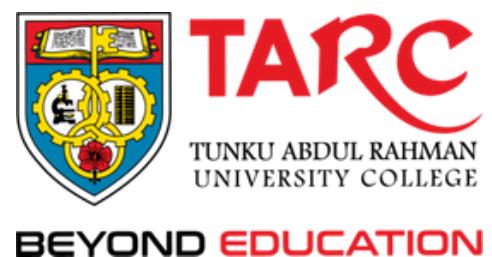
Co-founder /

Chief Marketing Officer (CMO)

# QUALIFICATIONS

## Lim Jun Rong

- Bachelor of Computer Science (Honours) in Data Science
- Master of Computer Science



## Lai Xin Yi

- Bachelor of Computer Science (Honours) in Data Science
- Master of Business Administration

## Ong T'nsam

- Bachelor of Computer Science (Honours) in Software Engineering
- Master of Computer Science



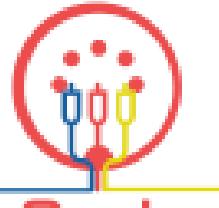
## Kong Mun Jun

- Bachelor of Business (Honours) in Accounting and Finance

## Lim Ming Jun

- Bachelor of Business (Honours) in Marketing

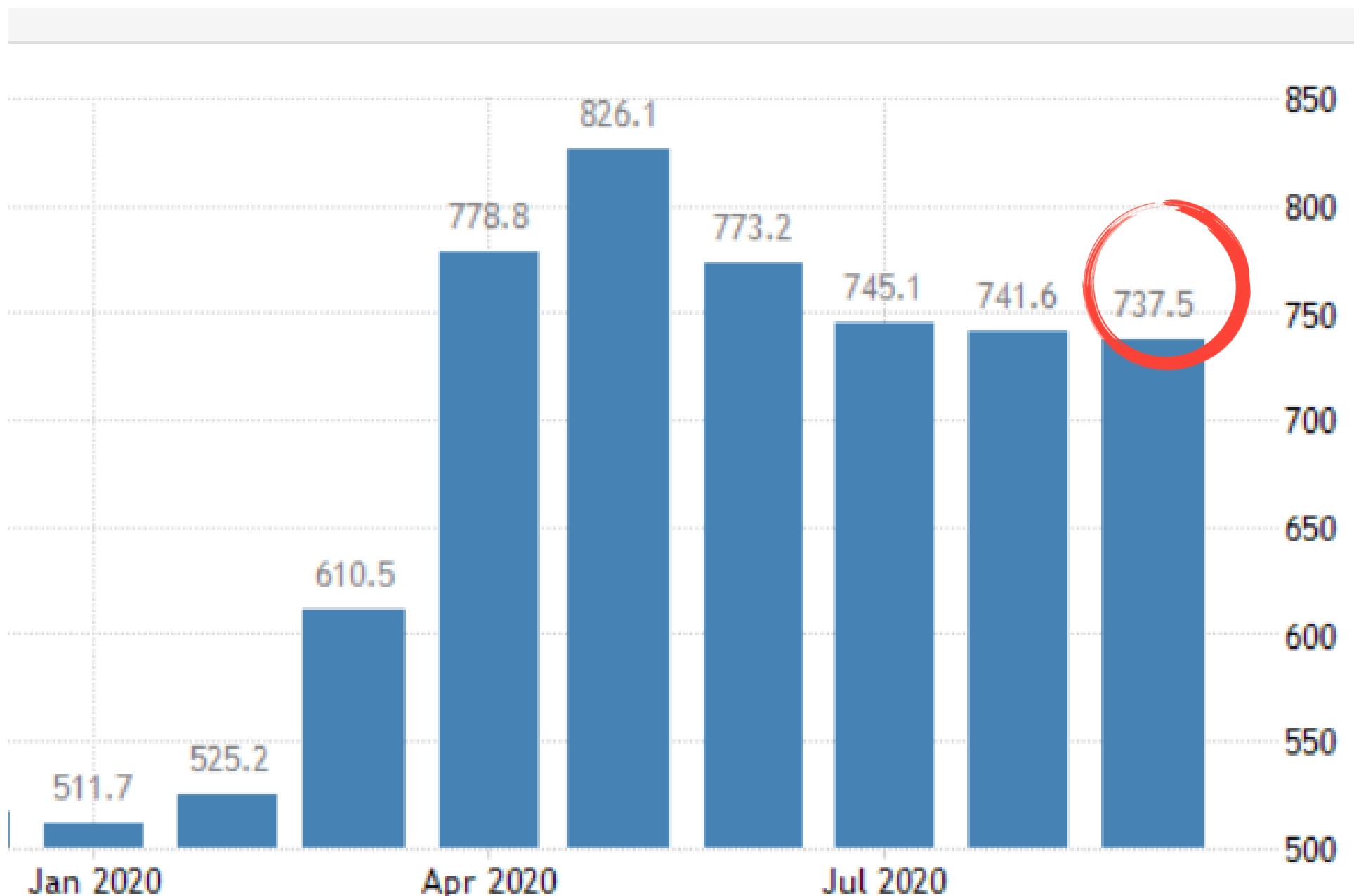




# PAIN POINTS

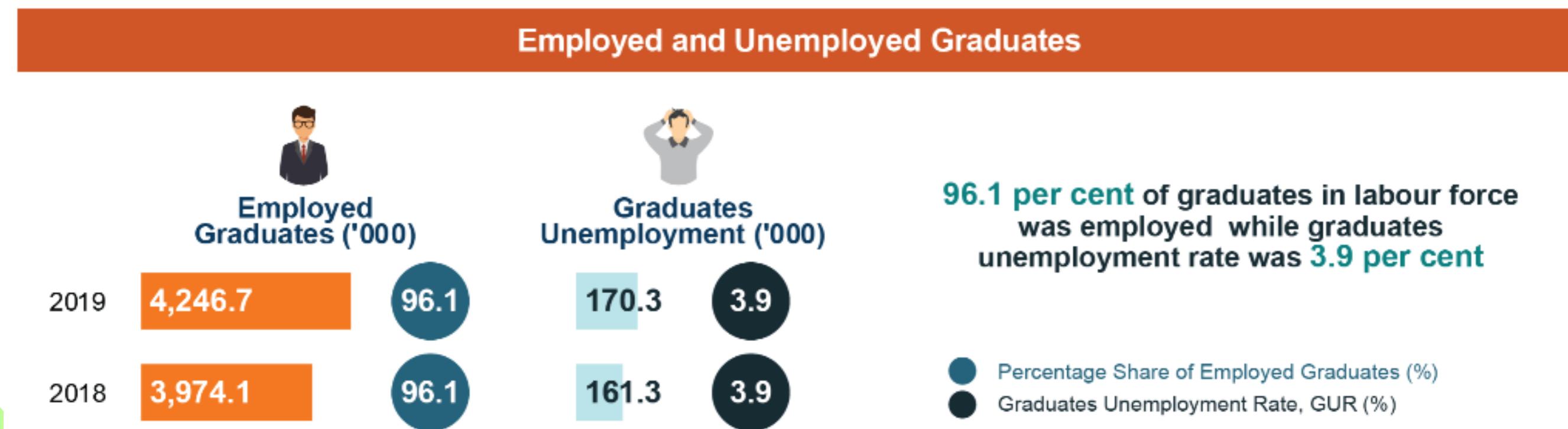
# UNEMPLOYMENT RATE

- 737.5 thousand people in Malaysia are unemployed in September
- Unemployment rate is as high as 4.6%



# UNEMPLOYMENT RATE

- Number of unemployed graduates in 2019 has increased by 5.5%
- From 161,300(2018) to 170,300(2019)
- By 2020, this situation will get even worse





- Most companies in Malaysia have tightened their company recruitment policies

- People with high-qualifications or additional skills are given priority





- Committed suicide due to heavy financial burden
- Adults got retrenched or sacked





# CURRENT SOLUTIONS



# JOB SEEKING PLATFORM

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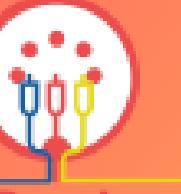
- ✓ Only provide job opportunities to people
- ✗ No training courses are provided
- ✗ Employees are lack of latest skills

# OVERSEAS OPEN ONLINE COURSES PLATFORM

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- ✗ Expensive
- ✗ Some trainers are not industrial experts
- ✗ Syllabi are irrelevant and not practical in Malaysia





# NO SOLUTIONS FOR RURAL AREA PEOPLE

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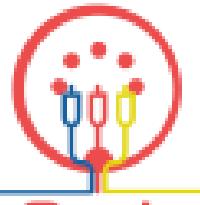
Particularly people who have no interest in academics/with physical difficulties

## Consequences:

- Have been neglected all the while
- Facing extreme financial difficulties

SAVIOUR





# SOLUTIONS PROVIDED BY COJOB PARTNERSHIP

# 2-IN-ONE PLATFORM



## Job Seeking Platform

- Job application
- Job vacancies posting

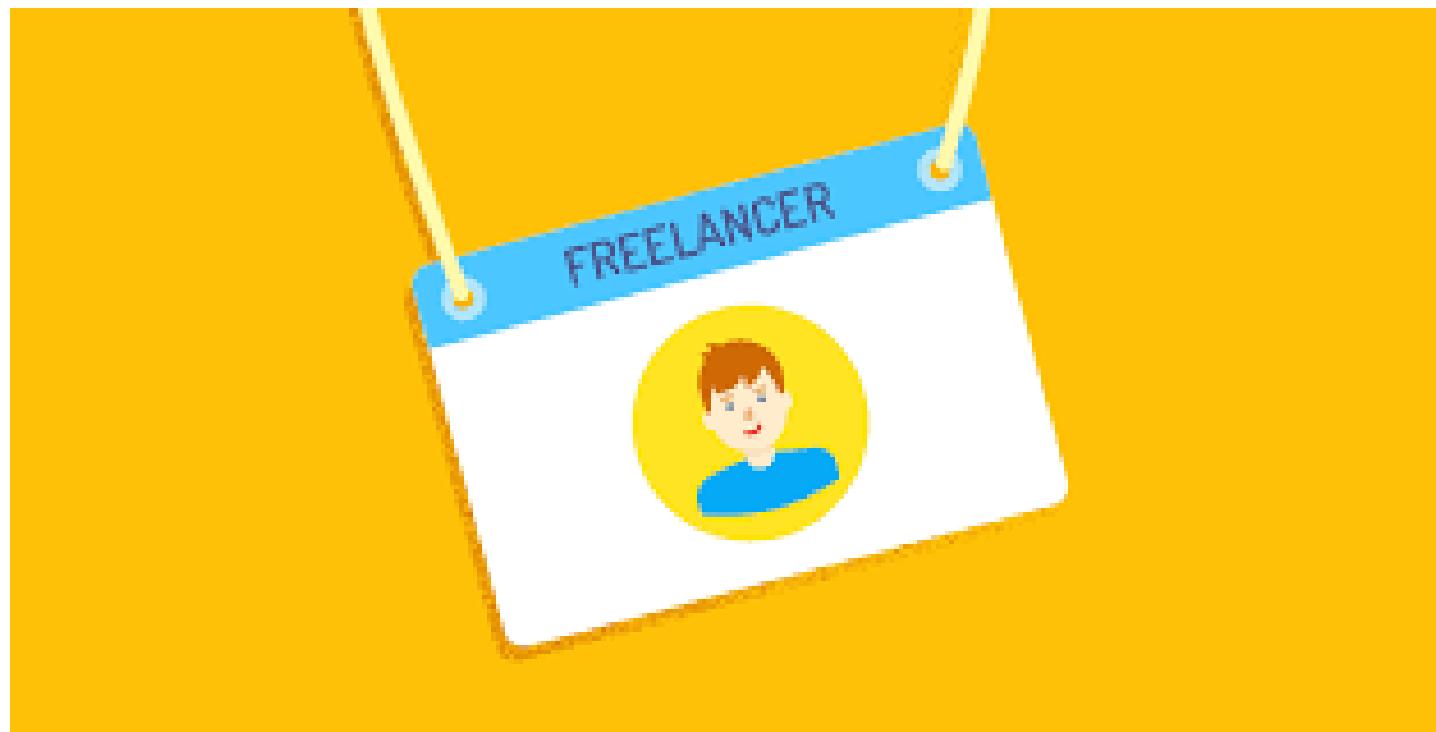


## Online Training Courses

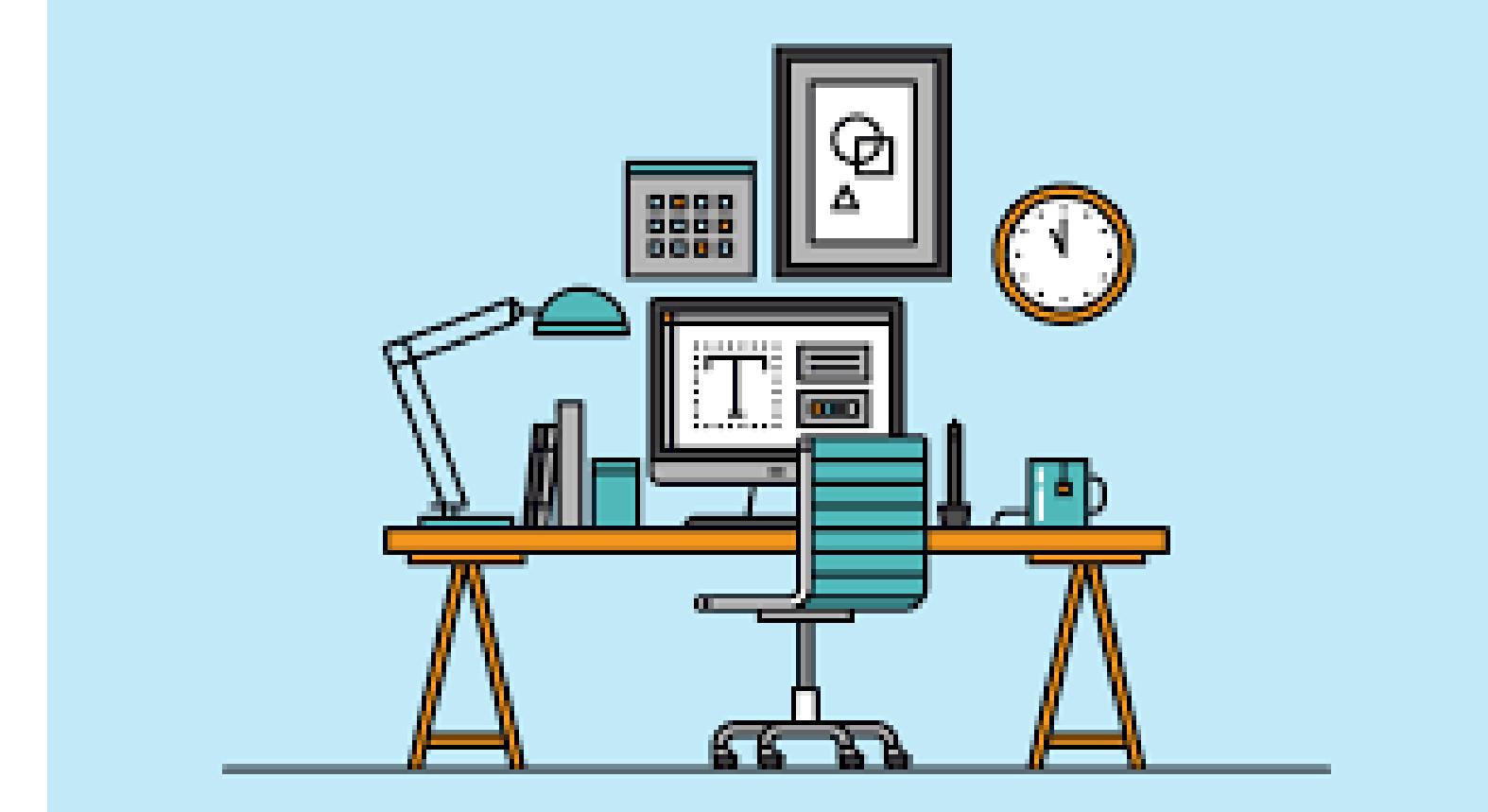
- Conducted by industrial experts and Higher Education Institutions



# FREELANCING

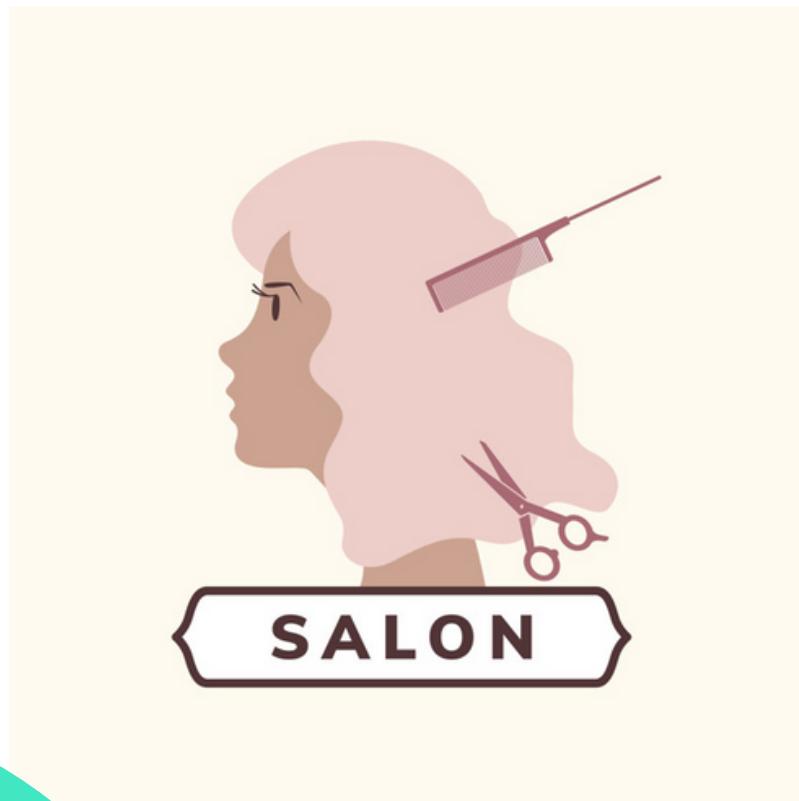


Obtain some projects from companies, assign these projects to qualified freelancers.



# HELP PEOPLE IN RURAL AREA TO DEVELOP VOCATIONAL SKILLS

- Send a team of people to rural area.
- Equip people with disabilities or have no interest in learning with some vocational skills.



# TARGET MARKET





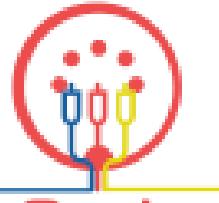
Fresh graduates or  
Unemployed people

- Apply for jobs
- Register courses to improve their practical skills

Working adults

- To improve themselves in specific areas.





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## Youngsters

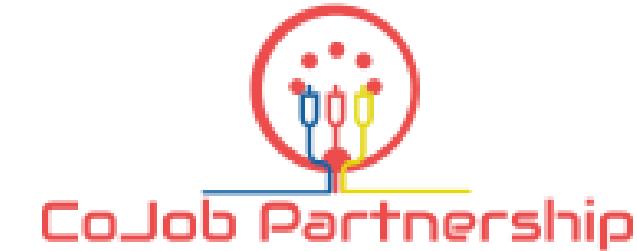
- No interest in academics
- Physical Disabilities



## Company

- Want to hire high quality employees
- Promote their business

# HOW TO PROMOTE OUR BUSINESS ?



Facebook & Google

- People heavily depend on these social media in daily lives
- More convenient for teenagers to get to know our company

# HOW TO PROMOTE OUR BUSINESS ?

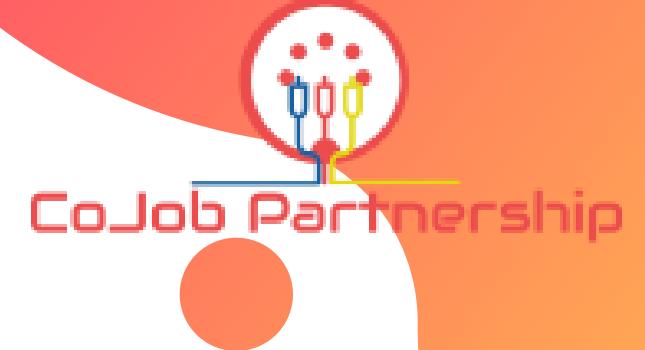


Collaborate with Higher Education Institutions



Collaborate with Company/SME

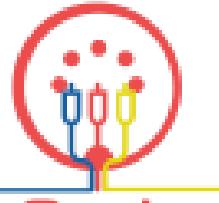
# SLOGAN



**"FOR THE HOPE OF  
GENERATIONS"**

Develop new skills to  
enhance their self value

Help all the generations to  
secure a job



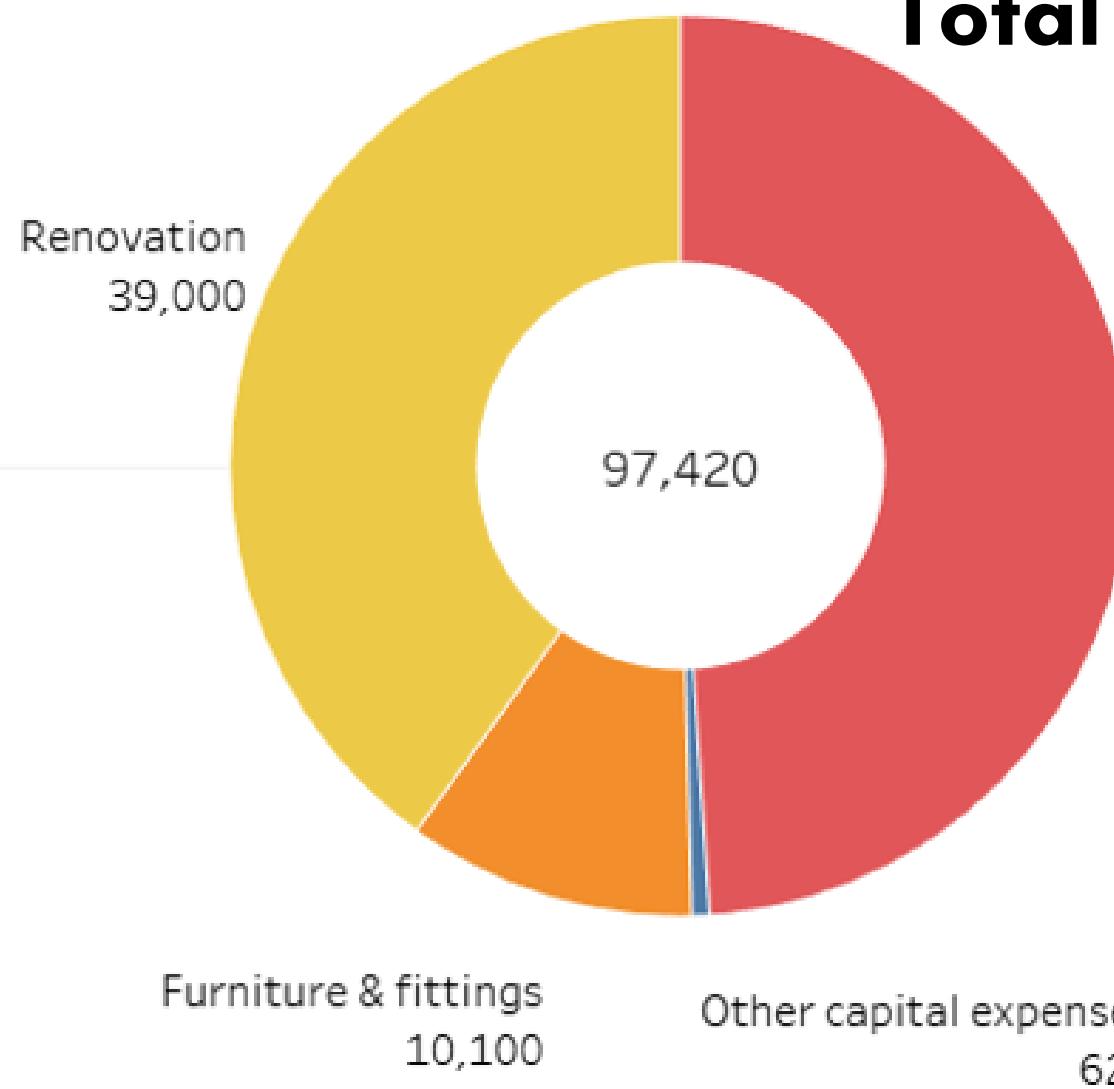
# COST & REVENUES



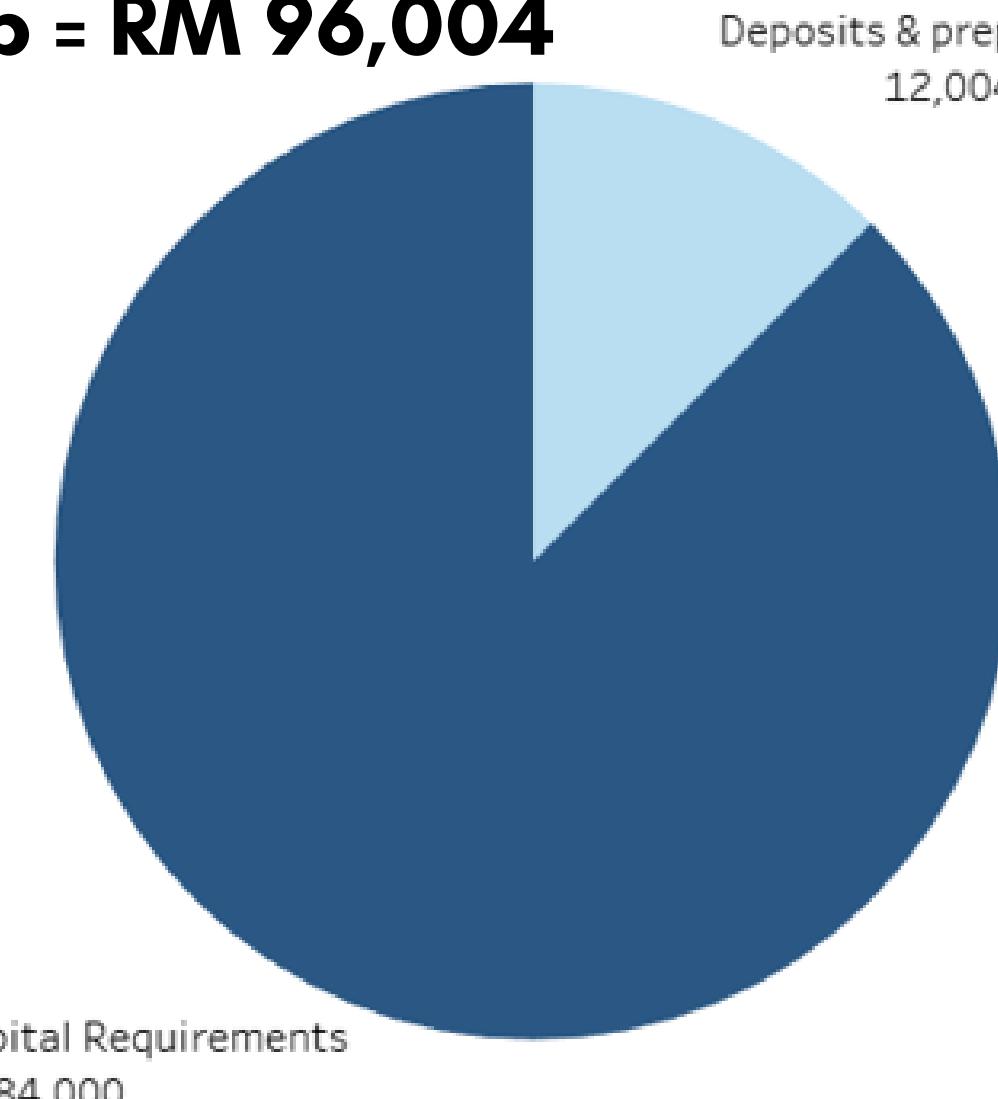
# START-UP CAPITAL & EXPENDITURE

|                                   |                   |
|-----------------------------------|-------------------|
| <b>Start Up Capital</b>           | <b>200,000</b>    |
| <b>Total Start Up Expenditure</b> | <b>193,424.33</b> |

**Total Capital Expenditure  
= RM 97,420**



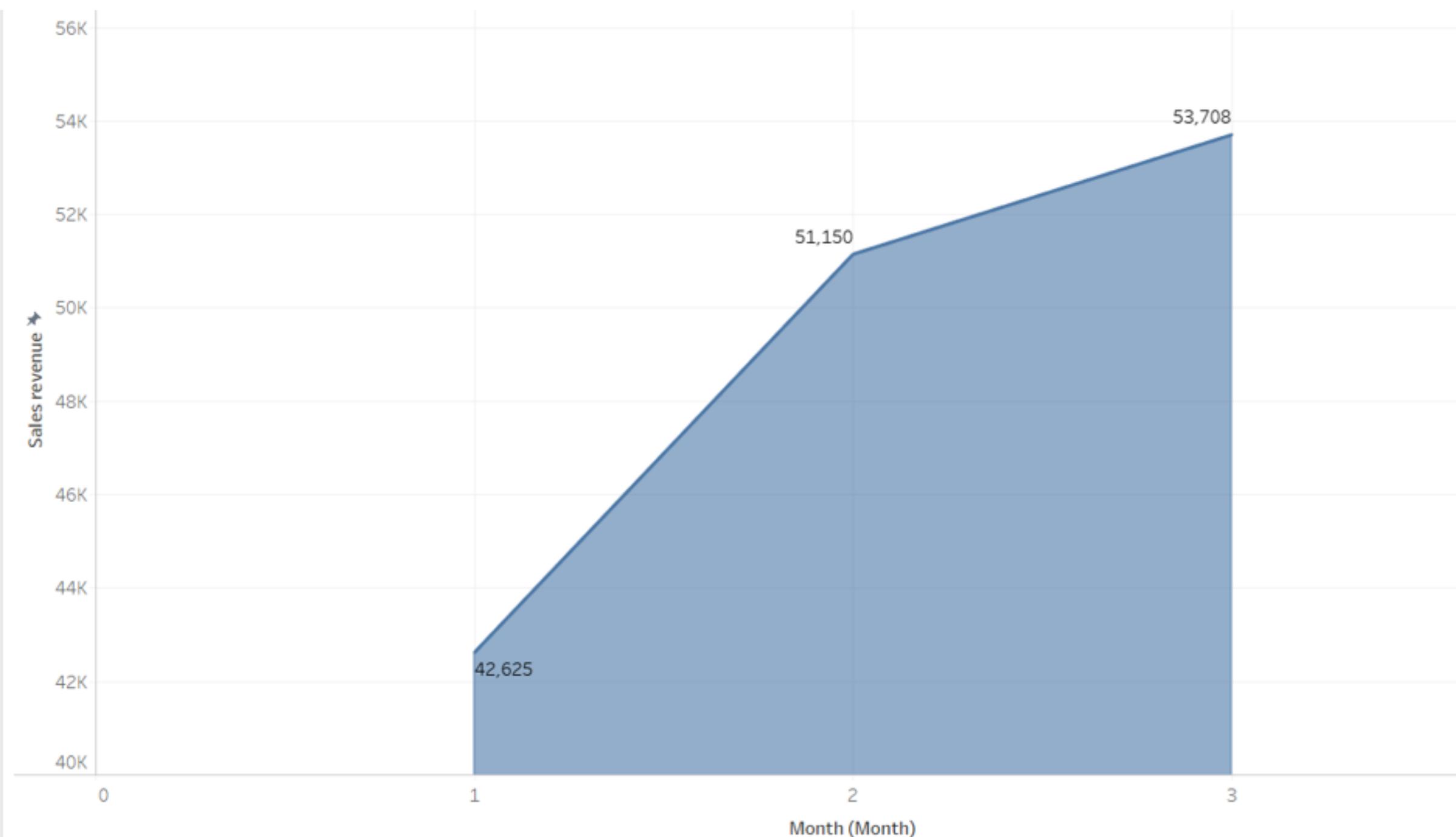
**Start Up = RM 96,004**



# REVENUE



# BEGINNING PHASE OF BUSINESS



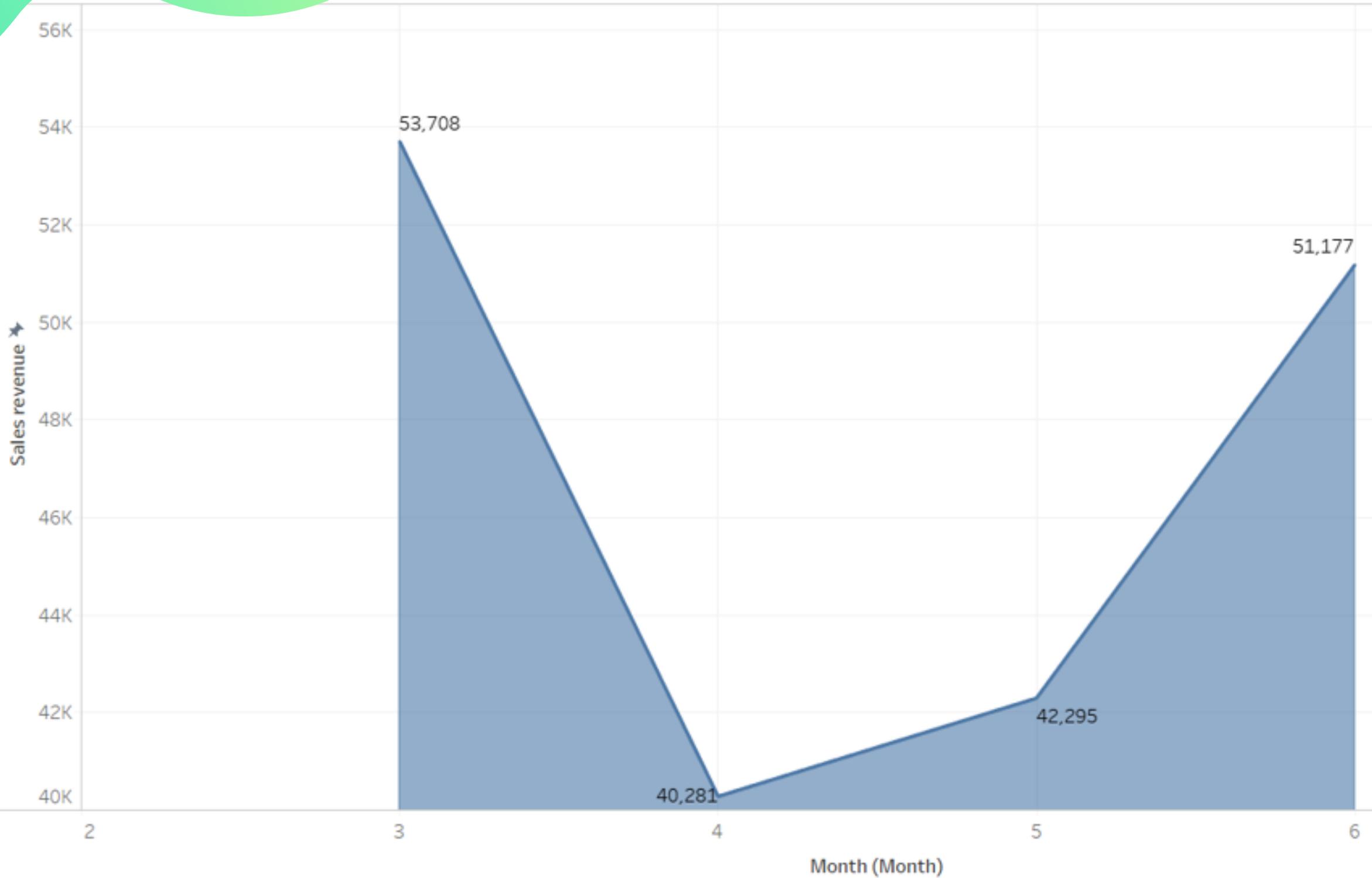
- Target Big Companies
- Attract Internships and Job



## IMPACT:

- Multiple Companies Joined
- Huge Increase 2 months continuously

# MESOPHASE OF BUSINESS



## Why DECREASE

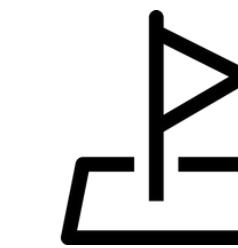
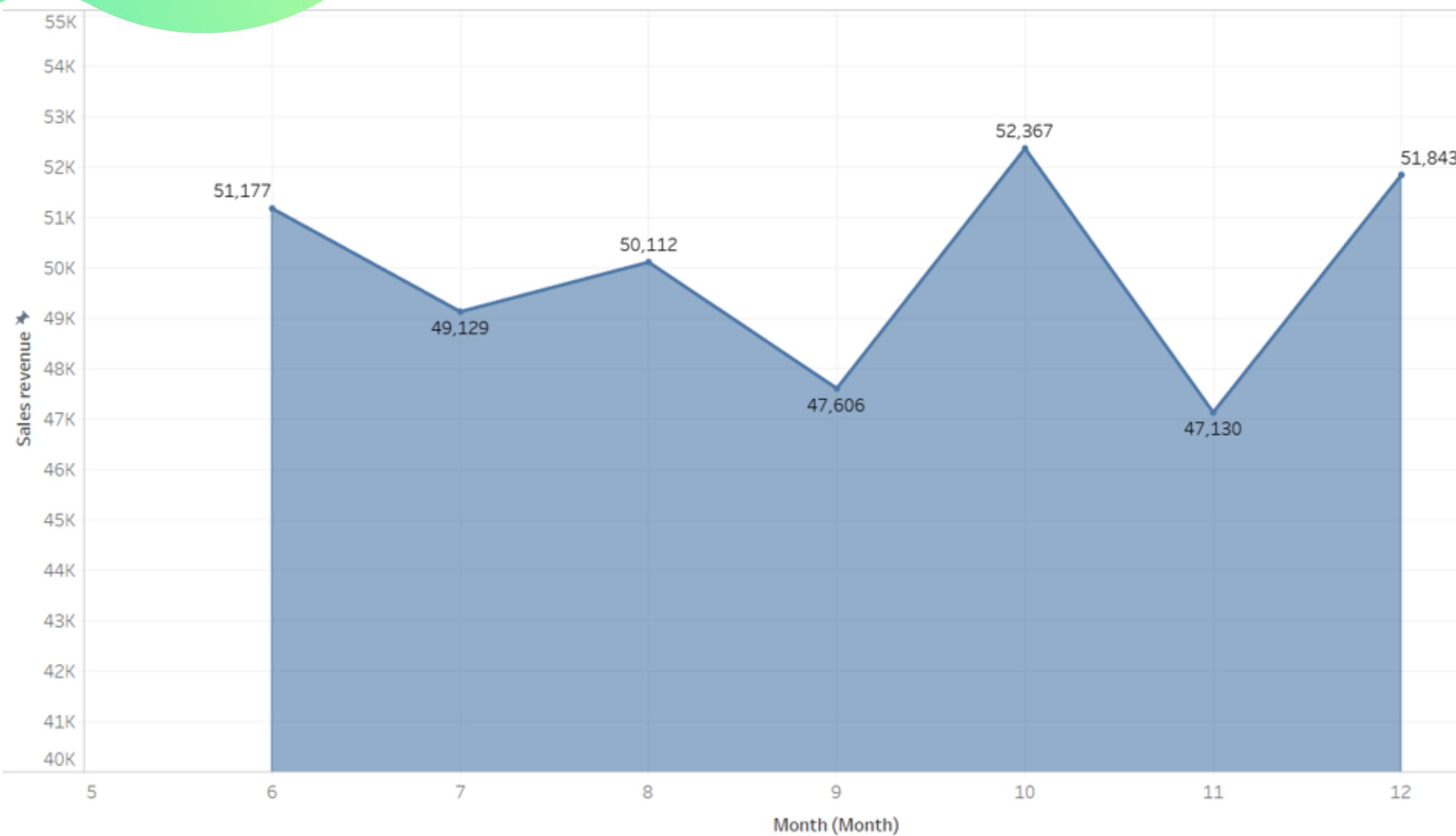
- Almost all companies joined
- Least application



## WHY INCREASE

- Start Mesophase of Marketing
- Target Small Companies

# FINAL PHASE OF BUSINESS



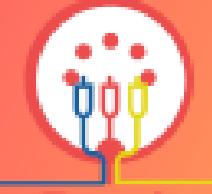
## FINAL

- Guarantee clients churn



## Effect

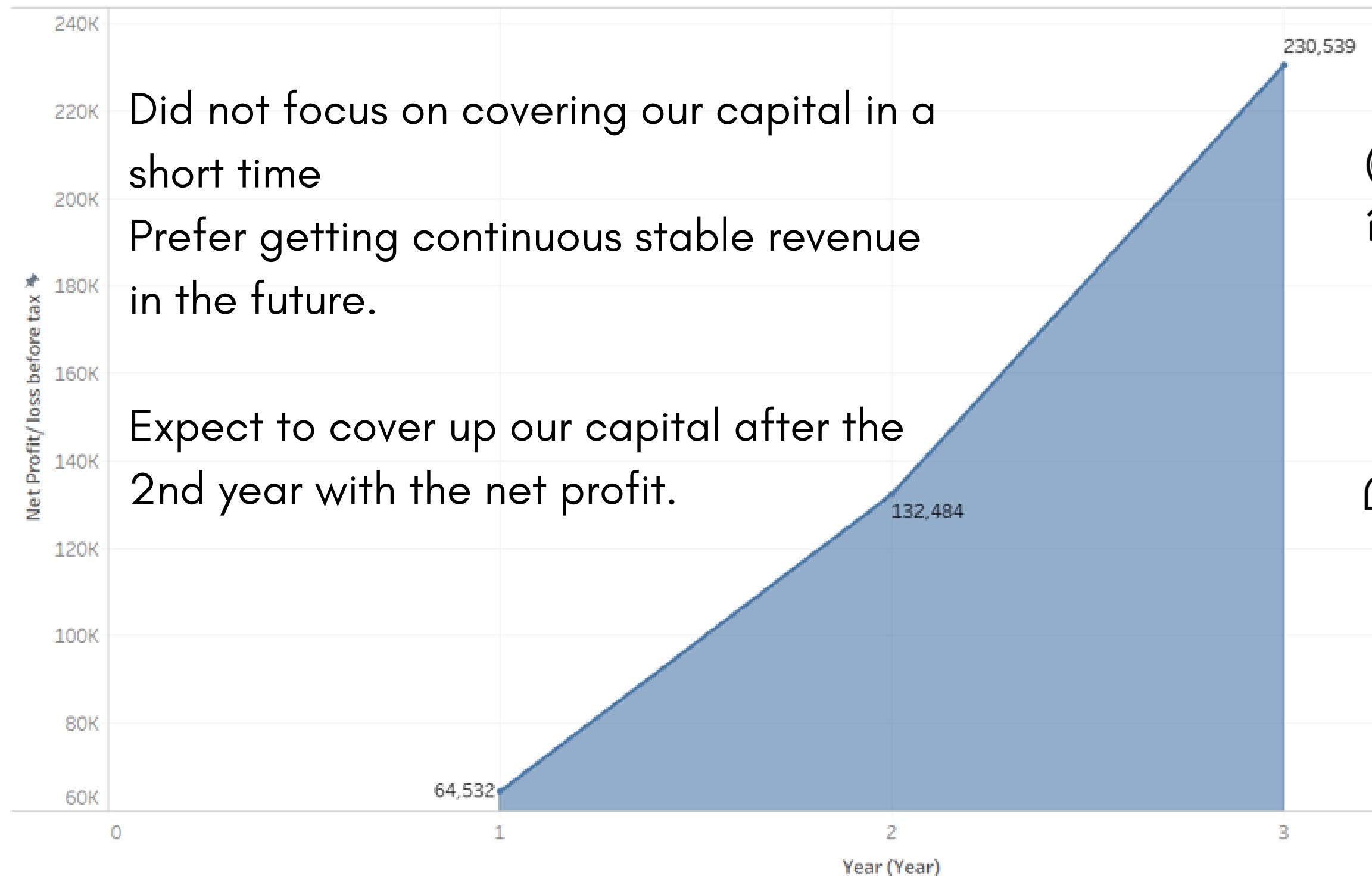
- Maintain Revenue in the range of 47K ~ 52K
- Allow us to maintain a long journey in the fields



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# NET PROFIT & FORECASTING

Forecast Next 2 Year Net Profit



- 64K of the net profit for the 1st YEAR



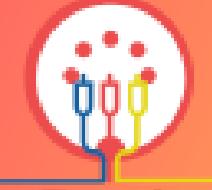
## FORECAST (by Data Analytics)

- 132K net profit = 2nd year
- 230K net profit = 3rd year



## Conclusion

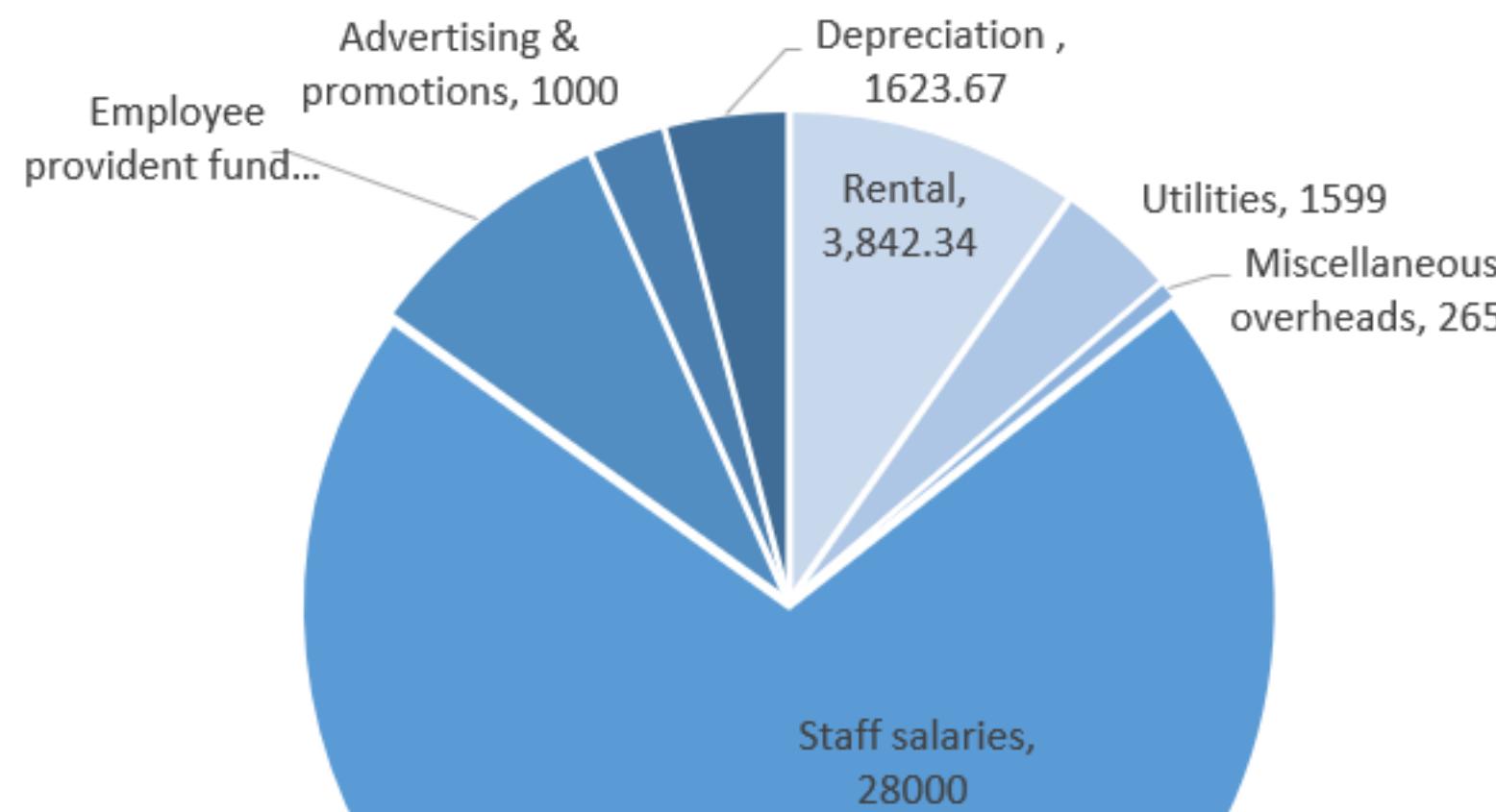
- Able to recover our **FIRST PROFIT** since the **FIRST MONTH**
- Profit is expected to grow every month



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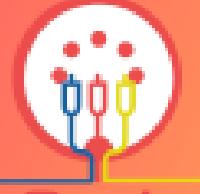
# MONTHLY EXPENDITURE

**Monthly Expenditure = RM39,690**



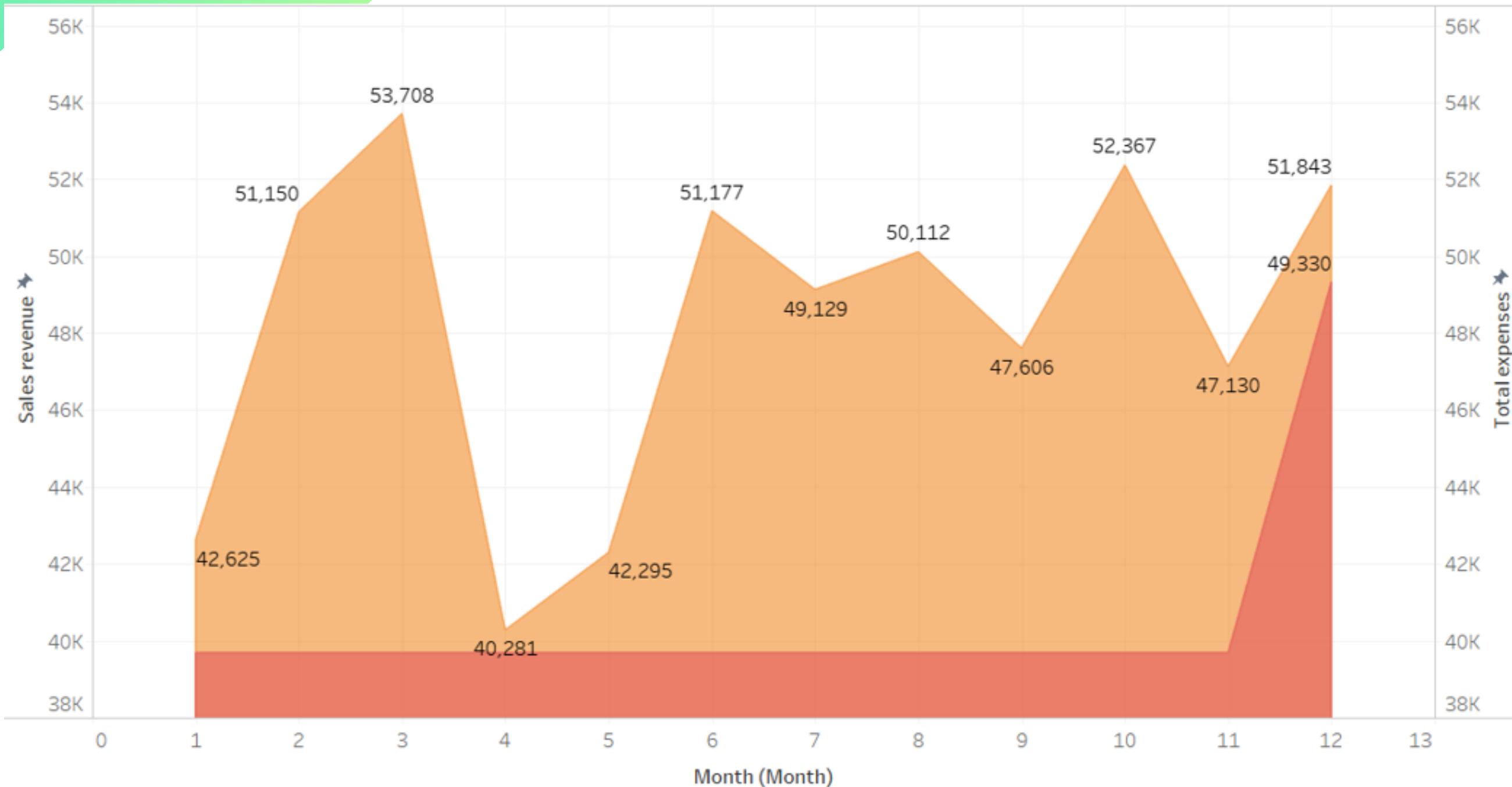
**Last Month include:**

| Expenses                             | RM            |
|--------------------------------------|---------------|
| Insurance & SOCSO                    | 8,440         |
| Accounting, Audit & Secretarial Fees | 1,200         |
| Regular Expenses                     | 39,690        |
| <b>TOTAL</b>                         | <b>49,330</b> |

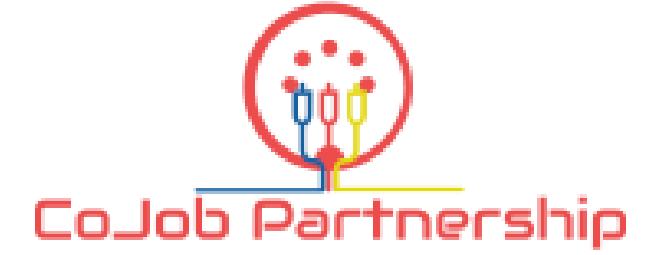


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# REVENUE VS EXPENDITURE



- **Proven:** Cash Flow is **stable** in getting profit
- Safe to invest into our company



# THANK YOU



[www.cojob.com.my](http://www.cojob.com.my)



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