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UNIVERSITI
TEKNOLOGI
MARA

FACULTY OF BUSINESS AND MANAGEMENT (TRANSPORT)

ENT 300: FUNDAMENTALS OF ENTREPRENEURSHIP

BUSINESS PLAN



GO STATION & GO MART

GROUP

J4BA1175A

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CHAPTER 1.0: BUSINESS BACKGROUND

1.1 BASIC INFORMATION OF G0 STATION

1.1.1 INTRODUCTION

The global market for electric cars (EVs) is expanding at a compound annual growth rate (CAGR) of 21.7%. Governments around the world are pushing the EV sector with subsidies and regulations, and customers are seeking low-emission commuting instead of the fossil fuel-powered cars that are threatening our planet.

In Malaysia, the awareness of owning an electric car is growing among the citizens. There are various benefits to owning an electric vehicle with the proper amount of functionality and infrastructure. The advantages of an electric automobile include being better for the environment, being cheaper in total cost, having greater safety features, and having a smoother driving. The primary objective for the development of electric cars was to tackle the problem of carbon emissions created by gasoline-powered vehicles.

However, the difficulty encountered in the EV business is that the initial investment is rather large, automobile service may be restricted, charging may take a lot of time, and the biggest issue is that there are only a few charging stations nearby. In comparison to other nations such as Europe or China, having an electric car in Malaysia may be quite inconvenient when it comes to charging. It might be difficult to locate charging stations around the nation. As a result, Malaysians are hesitant to acquire an electric vehicle.

As a result, the G0 Station was built to solve all of the issues and regain people's confidence by offering a charging station that meets all of their needs. This station also has a fast-charging charger, public restrooms, a prayer room, and a market for the comfort of its clients.

1.3 SWOT ANALYSIS

G0 Stations is committed to providing the best service possible for customers' electric vehicle experiences. Following is the SWOT analysis for G0 Station:

Strength:

- The firm encourages awareness through the use of electric automobiles.
- Great quality and reliable charging services
- The G0 Station provides complete customer services, including a G0 Mart, a prayer room, and public restrooms.
- It is open 24 hours a day, seven days a week.

Weakness:

- Low potential customers in Malaysia
- Limited number of chargers
- Inadequate improvements in technology affect the charging duration of an EV.

Opportunities:

- Joint Venture: G0 Station stands to benefit from a joint venture with TUV Rheinland that is charged with providing equipment and service to G0 Station.
- Growing demand for EVs in recent years
- strong online presence

Threats

- EVs are expensive to purchase and to maintain, which in turn poses a threat to the G0 Station in terms of having few customers to charge their EVs.
- The driving anxiety among the drivers on the limited driving range may cause them to shift the non-EVs.
- Emerging competitors in the same industry, such as Gentari and ChargeEV

1.4 BUSINESS MODEL CANVAS

KEY PARTNERS	KEY ACTIVITIES	VALUE PROPOSITIONS	CUSTOMER RELATIONSHIP	CUSTOMER SEGMENT
<ul style="list-style-type: none"> TUV Rheinland Malaysia 	<ul style="list-style-type: none"> High-speed electric vehicle charging of 350 kWh Convenience store that sell a variety of items and café. 	<ul style="list-style-type: none"> Accessible facilities Deliver great charging chargers Provide a pleasant station at reasonable pricing 	<ul style="list-style-type: none"> Automated services Social media platform Giving the best services at the mart 	<ul style="list-style-type: none"> Busy corporate executives Business owners Sports men and women Households Government servants
	KEY RESOURCES		CHANNELS	
	<ul style="list-style-type: none"> Building and equipment Ingredients Financial. 		<ul style="list-style-type: none"> Retail station 	
COST STRUCTURE		REVENUE STREAMS		
<ul style="list-style-type: none"> Rent and buy properties Administrative cost Material cost 		<ul style="list-style-type: none"> Electric vehicle charging supplies Mart 		

CHAPTER 2.0: ADMINISTRATION PLAN

2.1 BUSINESS VISION, MISSION AND OBJECTIVE

VISION

G0 Station is a corporation that is dedicated to expansion and has a remarkable services business both globally and locally.

MISSION

G0 Station strives to be the market leader in EV charging stations in Malaysia by offering clients with cutting-edge technology, high-quality services, and excellent service.

MOTTO

"TOWARDS THE GREEN"

Our tagline reflects our commitment to shifting supply and demand toward zero-emission electric vehicles. G0 Station provide the greatest service 24 hours a day, seven days a week to promote more EV's in Malaysia in particular.

OBJECTIVE

- To create and manage a group of enterprises with a common base in the high technology industry.
- To delight our customers by exceeding their expectations via continual innovation, product quality, and exceptional service.
- To foster professional and personal development among our employees in a fast-paced environment.
- Maintain environmental protection advances through conserving resources, reducing pollution, and complying to environmental standards.
- Increasing the value of our shareholders' investments.

2.2 BUSINESS LOGO AND DESCRIPTION

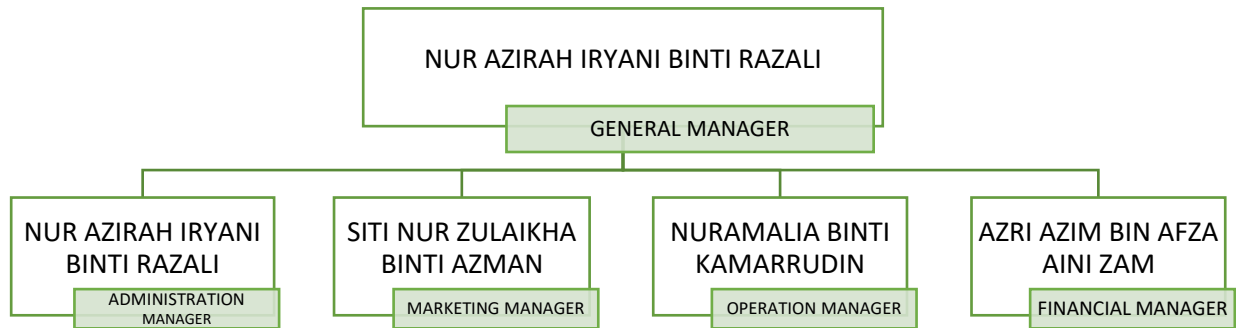


GO Station is an abbreviated version of the terms "green" and "zero." The sentences capture the essence of our mission: to supply the world with green technology and sustainable energy, allowing society to modify how it lives today and in the future.

Every element of the logo has a distinct meaning.

- The letter "G" stands for "green technology," signifying that the corporation aims to utilise ecologically beneficial technology, in this case, an electric car charger.
- The number '0' represent for the word zero emission. This is because of energy efficiency in electric energy causes no harmful emission release to the air, hence reducing global warming.
- Green was chosen because it is associated with nature, growth, and harmony, as well as stability and wealth.
- The leave and the plug also appear in the logo to emphasise our company's significance as an electric charging station.
- The tagline "Towards the Green" expresses our commitment to provide services to clients while raising awareness of green technology as a future innovation..

2.3 ORGANIZATIONAL CHART



2.4 ADMISTRATION PERSONNEL

POSITION	NO. OF PERSONNEL
General Manager	1
Administration Manager	1
Marketing Manager	1
Operations Manager	1
Financial Manager	1
GO Mart Staffs	2

2.5 SCHEDULE OF TASKS AND RESPONSIBILITIES

POSITION	TASK AND RESPONSIBILITIES
GENERAL MANAGER	<ul style="list-style-type: none"> • Managing and supervising the business development and sales components of Malaysia's fast-growing EV charging industry. • Identify, qualify, and develop potential clients and partners, and collaborate with them to tailor our EV charging solutions to their specific requirements. • Develop new ways to boost your market presence.
ADMINISTRATION MANAGER	<ul style="list-style-type: none"> • Controlling and handling the personnel's salary • Responsible in recruiting, training and allocate responsible for the entire personnel • To make sure all the equipment is adequate and effective for the services.
MARKETING MANAGER	<ul style="list-style-type: none"> • Responsible to plan on marketing strategies to gain profit as much as possible. • Tracking and analyzing the performance of advertising campaigns • Managing the marketing budget and ensuring that all marketing material is in line with brand identity
OPERATIONS MANAGER	<ul style="list-style-type: none"> • Operations managers oversee high-level Human Resources functions, such as hiring and training new employees. • Work to improve the quality and efficiency of the workplace. • Analyze customer's need and feedback
FINANCIAL MANAGER	<ul style="list-style-type: none"> • Oversee the financial operations of an organization. • Advise on investment plans, monitor the company's finances and produce financial reports. • To control the financial statement and profit or loss of business
G0 MART STAFFS	<ul style="list-style-type: none"> • Be knowledgeable about the product • Assists customers with purchase decisions. • Retrieves products from sales floor, stock room, or other inventory locations;

2.6 REMUNERATION SCHEDULE

POSITION	NO.	MONTHLY SALARY (RM)	EPF (RM)	SOCSSO (RM)	TOTAL (RM)
General Manager	1	4600.00	598.00	79.65	5,277.65
Administration Manager	1	3800.00	494.00	65.65	4,359.65
Marketing Manager	1	3800.00	494.00	65.65	4,359.65
Operation Manager	1	3800.00	494.00	65.65	4,359.65
Financial Manager	1	3800.00	494.00	65.65	4,359.65
Staff	2	1800.00	198.00	8.75	4,013.50
TOTAL	7	26,729.75			

2.7 OFFICE EQUIPMENT

TYPE	PRICE PER ITEM (RM)	QUANTITY	TOTAL AMOUNT (RM)
HP Multifunction Printer	2,875	1	2,875
HP Desktops	2,400	1	2,400
Dell Monitors	629	4	2,516
Panasonic Single Line Telephone	199	2	398
TP- Link Wi-Fi Router	299	1	299
Hisense Air Conditioner	1,749	2	3,498
TOTAL		11,986	

2.8 OFFICE FURNITURE AND FITTINGS

TYPE	PRICE/UNIT (RM)	QUANTITY	TOTAL AMOUNT (RM)
Desks	402	5	2,010
Executive chair	200	5	1,000
File cabinets	245	5	1,225
Bookshelf	66	3	198
TOTAL		4,433	

2.9 ADMINISTRATION BUDGET

ITEMS	FIXED ASSET (RM)	MONTHLY EXPENSES (RM)	OTHER EXPENSES (RM)
Fixed Assets			
Land & Building	100,000		
Furniture & Fittings	4,433		
Office Equipment	11,986		
Working Capital			
Salary (EPF&SOCSSO)		26,730	
Utilities		2,000	
Rent		5,000	
Pre-Operations			
Deposit (Rent, Utilities, etc)			5,700
Business registration			1,000
Licences			100,000
Renovation			1,000
Other Expenditures			1,000
TOTAL		258,849	

CHAPTER 3.0: MARKETING PLAN

3.1 MARKETING OBJECTIVES

G0 Station objectives are as follows:

- To ensure G0 Station is well-known among 30% of the Klang Valley community in the first 5 months.
- To increase sales by 25% by 2025
- Aiming to capture a portion of 15 % from market after 1 year operation
- To be the most visited electric charging station in Klang Valley after 1 year of opening.
- To reduce production cost by 5% by 2025.
- To increase market share by 20% by 2025.
- To penetrate the market by 80% and be the first choice of customers.
- To provide feedback from 50% of our customers.
- To enter the global market and become one of the strongest competitors by the next 4 years of operating.

3.2 SERVICE DESCRIPTION

G0 Station is an electric vehicle charging station that offers the finest quality and most economical charging station service in Malaysia to customers and groups of EV owners. As electric vehicles evolve beyond the early adopters in cities and into the mainstream, it will be critical to guarantee that all residents have access to charging stations. EV adoption will continue to accelerate. G0 Station is responsible for developing practical, feasible, and scalable charging infrastructure designs in order to stay ahead of the curve. G0 Charging Station collaborated with TÜV Rheinland Malaysia to construct the charging port at the station since they are licensed and insured installers supported by competent and certified electrical engineers, ensuring the EV charger is installed safely.

All consumers will derive the greatest value and benefits from the services that supply. G0 Charging Station provides a quick charging port, low cost, and high-quality services and customer experience. This is because the station is completely equipped with a restroom and prayer room for all genders, a parking area, a pump tier, and even a small park. Furthermore, the

distinguishing feature and strength is that future G0 Charging Stations will be powered by rooftop solar panels, which will assist balance grid electricity demand. Furthermore, G0 Charging Station generates additional revenue streams for business owners through charging fees and integrated marketing, all while demonstrating the retailer's commitment to sustainability. The company intends to construct the G0 Mart. Food and beverage outlets, as well as convenience stores, will be available at the charging stations to accommodate EV owners as they wait for their vehicles to be charged. Aside selling food and beverages, the market has a dining space, an ATM machine, and a phone charging station.

Following that, G0 Station determines the market region and business location in Klang Valley. The station was established in Jalan Gombak, Sentul Pasar, 53000 Kuala Lumpur, Wilayah Persekutuan Kuala Lumpur, Malaysia, which is Malaysia's federal territory. This site is particularly significant because it is in an urban region with numerous EV car users who support the government's demand for environmental friendliness. G0 Station will be open 24 hours a day, Monday through Sunday. This will encourage more people to utilize electric vehicles, promote acceptance of EV vehicles, and provide the customers with the ability to travel without fear of running out of power.

3.3 TARGET MARKET

3.3.1 Segmenting Market

The activity of grouping or segmenting a market of potential consumers based on numerous characteristics is known as market segmentation. The segments are made up of customers who have similar responses to marketing strategies and who have qualities such as a common interest, need, or region. Its goal is to ensure that businesses can segment potential clients into groups so that they may promote their products or services more efficiently and effectively.

i) **Demographic Segmentation**

Demographic segmentation is the division of a market based on age, race, religion, gender, family size, ethnicity, income, and education. Demographics may be split into numerous segments to help businesses target the customers more precisely.

G0 Station provides services to all electric car owners. The business wants to offer the electric car charging station services to this group of consumers. They range in age from 25 to 65 years old and have a steady income ranging from RM 150 000 to RM 700 000. They may seem as busy corporate leaders, company entrepreneurs, athletes, household members, or government employees.

ii) **Geographic Segmentation**

Geographic segmentation, which divides a market based on its geography, is a simple yet effective segmentation approach. The location of a consumer may help a firm better understand their demands and enable them to send out location-specific advertisements.

The firm location for G0 Station was Jalan Gombak, Sentul Pasar, 53000 Kuala Lumpur, Wilayah Persekutuan Kuala Lumpur, Malaysia. It is possible to see it as a burgeoning metropolitan region. The company site is particularly advantageous because G0 Station is close to shopping centres and residential areas, making it easy for customers to approach for service. Because there are no other local charging stations available from the residential neighbourhood, the G0 Station is an excellent choice. This will be a significant chance to establish the firm, and everyone will have access to the infrastructure and resources.

iii) **Psychographic Segmentation**

Psychographic segmentation is a market segmentation approach in which groups are generated based on psychological characteristics that impact consumption patterns derived from people's lifestyles and preferences. It is mostly based on "how" individuals think and "what" they want their lives to be.

GO Station thinks that customers are environmental purchasers. As the name indicates, many EV purchasers choose their vehicles solely to reduce their environmental impact. Many of these owners also have solar panels, purchase green power, and make other environmentally conscious decisions. Furthermore, customers are logical economic purchasers. This individual compares the total costs of an EV car. Operating expenses, maintenance costs, vehicle lifetime, charging infrastructure costs, and even environmental costs must all be considered by a vehicle owner.

3.4 MARKET TREND & MARKET SIZE

Market Trend

According to Fitch Solutions Country Risk and Industry Research, passenger electric vehicle (EV) sales in Malaysia are expected to grow quickly in 2023 as a result of the implementation of incentives to encourage adoption. According to research released on Wednesday (November 30), passenger EV sales would climb by 45.6% in 2023, reaching an annual sales volume of roughly 4,449 units. According to Fitch Solutions, Malaysia has announced efforts to promote and boost EV adoption through incentives. Furthermore, it stated that a 100% decrease in import tariffs on fully built-up EVs has been implemented through December 31, 2023. Due to the intrinsically high taxes on importing automobiles into the nation, EVs will be eligible for duty suspension until December 31, 2025, as well as sales tax and excise duty exemptions, which will further improve consumer affordability. Malaysia wants to increase its market share of electric vehicles to 38% by 2040 under the Low Carbon Nation Aspiration (Aspirasi Rendah Karbon) 2040, which is part of the recently released National Energy Policy 2022-2040 (Dasar Tenaga Negara, or DTN).

Market Size

According to JPJ Director-General Datuk Zailani Hj Hashim, there are already over 10,000 electric cars registered in Malaysia. These are among the more than 100,000 electric cars now registered in Malaysia. In addition to the more than 10,000 electric cars, the department's director-general stated that there are 80,000 petrol-electric hybrid vehicles of various varieties, as well as 2,700 diesel-electric hybrids.

Population of targeted customers: **100,000**

G0 Station

Population × Average Price = Market Size	$100,000 \times 60 = 6,000,000$
The sales forecast is 15% from market size	$6,000,000 \times 15\% = 900,000$ per year
From sales forecasting, G0 Station would be able to generate how many customers per year	Service price is RM60 per session. $900,000/60 = 15,000$ customers per year. $15,000/12 = 1,250$ customers per month $1,250/30 = 42$ customers per days

G0 Mart

Population × Average Price = Market Size	$100,000 \times 30 = 3,000,000$
The sales forecast is 12% from market size	$2,000,000 \times 12\% = 360,000$
From sales forecasting, G0 Mart would be able to generate how many customers per year	$360,000/20 = 12,000$ customers per year. $18,000/12 = 1,000$ customers per month $1,500/30 = 34$ customers per days

TOTAL

No.	Services	Estimates Sales Per Services	Total Estimated Sales/Monthly (RM)	Total Estimated Sales/Yearly (RM)
1	G0 Charging Station	RM60 x 1,250	75,000	900,000
2	G0 Mart	RM20 x 1,000	30,000	360,000

3.5 SALES FORECAST

G0 Station

Sales Forecast for Year:

Month	Sales Forecast (RM)
January	42,000
February	42,000
March	51,000
April	51,000
May	51,000
June	78,000
July	78,000
August	78,000
September	96,000
October	96,000
November	96,000
December	141,000
Total	900,000

Sales Forecast by Year:

Year	Percentage Increase (%)	Sales Forecast (RM)
1	-	900,000
2	15	1,035,500
3	25	1,125,000

G0 Mart

Sales Forecast for Year:

Month	Sales Forecast (RM)
January	18,000
February	18,000
March	22,000
April	22,000
May	28,000
June	28,000
July	28,000
August	35,000
September	35,000
October	35,000
November	43,000
December	48,000
Total	360,000

Sales Forecast by Year:

Year	Percentage Increase (%)	Sales Forecast (RM)
1	-	360,000
2	15	414,000
3	25	450,000

3.6 COMPETITORS ANALYSIS

G0 Station

Competitors	Strength	Weakness
Gentari	The first 350 kW DC fast charger in Southeast Asia	DC charging cables are very heavy
chargEV	Have most charging point station among all competitors	Do not have a roof and apps did not upgrade and cause problem to connect with charging point.
ChargeSini	Most of the services available at residences such as apartments	Only 180 kw DC fast charging

G0 Mart

Competitors	Strength	Weakness
Shell SELECT	The world's largest mobility retailer, selling \$6 billion in convenience retail items.	Recruitment of many foreign workers such as Bangladeshi and Nepalese
Mesra Petronas	With over 700 Mesra stores, has the biggest network of convenience stores at gas stations.	The prices of the goods in the store are not consistent.
PETRON Treats	Provide a variety of current promotions, catalogues, and freebies	Small shop with limited snacks and drinks option.

3.7 MARKET SHARE

Market share is the proportion of an industry's or market's total revenues achieved by a certain business over a given time period. Market share is derived by dividing the company's sales for the period by the industry's total sales over the same period. This indicator is used to get a sense of a company's size in relation to its market and rivals. A market leader is a corporation in an industry with the largest market share and the most impact. The table below shows the division of market share before and after the business entered the market.

G0 Station

Market share before the entrance of G0 Station:

Competitors	Market Share (%)	Total Market Share (RM)
Gentari	45	2,700,000
chargEV	30	1,800,000
ChargeSini	25	1,500,000
TOTAL	100	6,000,000

Market share after the entrance of G0 Station:

Competitors	Market Share Before Entrance (%)	Market Loss (%)	Market Share After Entrance (%)	Total Market Share (RM)
Gentari	45	5	40	2,400,000
chargEV	30	5	25	1,500,000
ChargeSini	25	5	20	1,200,000
G0 Station	-	-	15	900,000
TOTAL	100	-	100	6,000,000

G0 Mart

Market share before the entrance of G0 Mart:

Competitors	Market Share (%)	Total Market Share (RM)
Shell SELECT	45	900,000
Mesra Petronas	35	700,000
PETRON Treats	20	400,000
Total	100	2,000,000

Market share after the entrance of G0 Mart:

Competitors	Market Share Before Entrance (%)	Market Loss (%)	Market Share After Entrance (%)	Total Market Share (RM)
Shell SELECT	45	4	41	1,230,000
Mesra Petronas	35	4	31	930,000
PETRON Treats	20	4	16	480,000
G0 Mart	-	-	12	360,000
TOTAL	100	-	100	3,000,000

3.8 MARKETING MIX

3.8.1 Service Strategy

NAME	GO STATION & GO MART
Service Quality	<ul style="list-style-type: none">• The provision of a charging port at the station by licensed and insured installers, as well as experienced and skilled electrical engineers, guarantees that the EV charger is placed in the safest possible condition.• GO Mart offers the nicest and most pleasant rest place, as well as a mosque, restrooms, and a variety of food and beverages.
Service Package	<ul style="list-style-type: none">• Fast charging up to 90% = RM60
Service Differentiation	<ul style="list-style-type: none">• The company is prepared to help lessen the fear of EV users' vehicles running out of power on the road by facilitating greater charging stations in conjunction with merchants of convenience store.

3.8.2 Pricing Strategy

Most drivers prefer the per-kWh option since they are only paid for the energy provided to the EV. Charging networks or site hosts of GO Station establish billing rates, which can range from RM 1.10/kwh to above RM 1.70/kwh for charging up to 90% to 100%, with an average of RM60 in Malaysia. A full charge at the average rate might cost between RM50.00 and RM60.00, depending on the size of the EV's battery.

Competitors	Price (RM)
Gentari	50.20
chargEV	65.00
ChargeSini	64.80
GO Station	60.00

3.8.3 Place/Distribution Strategy

Customers can get services from G0 Station and G0 Mart (B2C). Malaysia's Greater Klang Valley, which is one of the most developed economic centres in Southeast Asia due to its central, strategic location in the Asean region, is at the heart of this fast-growing economy. Klang Valley, which includes Selangor and Kuala Lumpur, has attracted the interest of international investors due to its green ecology, integrated transportation system, world-class connectivity, and substantial tax advantages for high-tech sector investments.

3.8.4 Promotion Strategy

There are several methods for promoting the services. Paid advertising in online marketing is frequently the first campaign that springs to mind. This easy method is paying to display an advertisement in a specified location at a specific time in order for a company to grab the attention of its target market. It's an excellent technique to increase brand awareness and expose the brand to those who have never heard of it before. Here are some instances of paid advertising such as television advertisements, newspaper and magazine ads, billboards, and online display ads for both GO Station and GO Mart, for example, via TikTok or Instagram.

3.9 MARKETING BUDGET

Items	Fixed Asset (RM)	Working Capital (RM)	Other Expenses (RM)
Fixed Asset			
Signboard	4,000		
Working Capital			
Sales Consultant		2,200	
Promotion		2,000	
Accessories		500	
Other Expenditure			
Grand Opening			5,000
TOTAL	4,000	4,700	5,000

CHAPTER 4.0: OPERATION PLAN

4.1 OPERATIONS OBJECTIVE

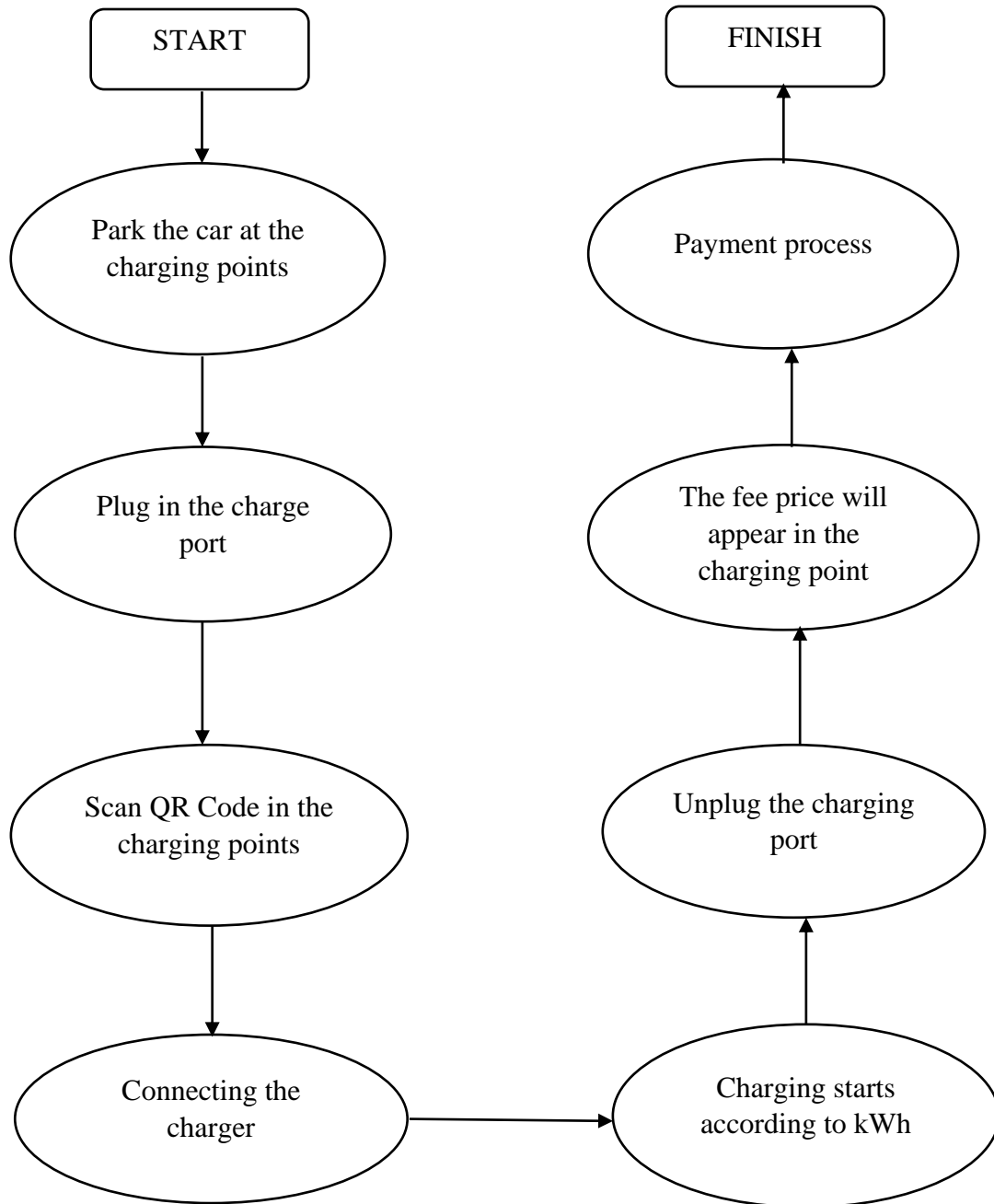
Operational management is vital to making sure that the company can produce goods or provide services in accordance with the requirements, standards, and constraints of the client. In addition, operations management is the process of managing business input and transforming it to produce an output in the shape of a good or service. Therefore, operational goals should be specific and attainable in order to give G0 Station company's daily operations clear guidance.

Since different staff members may have varying interests and values, it can be challenging to establish operational objectives that are widely understood by everyone. Therefore, its crucial to involve employees in the goal-setting process and to make sure they understand it. The following are the operational objectives of G0 Station in achieving good operations and providing smoothness in the products and services provided:

- Creating and presenting out user-friendly charging stations.
- Providing users with smart services in terms of information and quality charging stations.
- Providing sustainable and user-centered charging infrastructure.
- To ensure that the organization's procedures follow strict legal requirements.
- To create the greatest possible operational and strategic goals in order to maintain market competitiveness for 10 years in electric vehicle charging industry.
- To focus on providing great safety and service quality such as safeguarding grid quality on G0 station operation.

4.2 PROCESS PLANNING

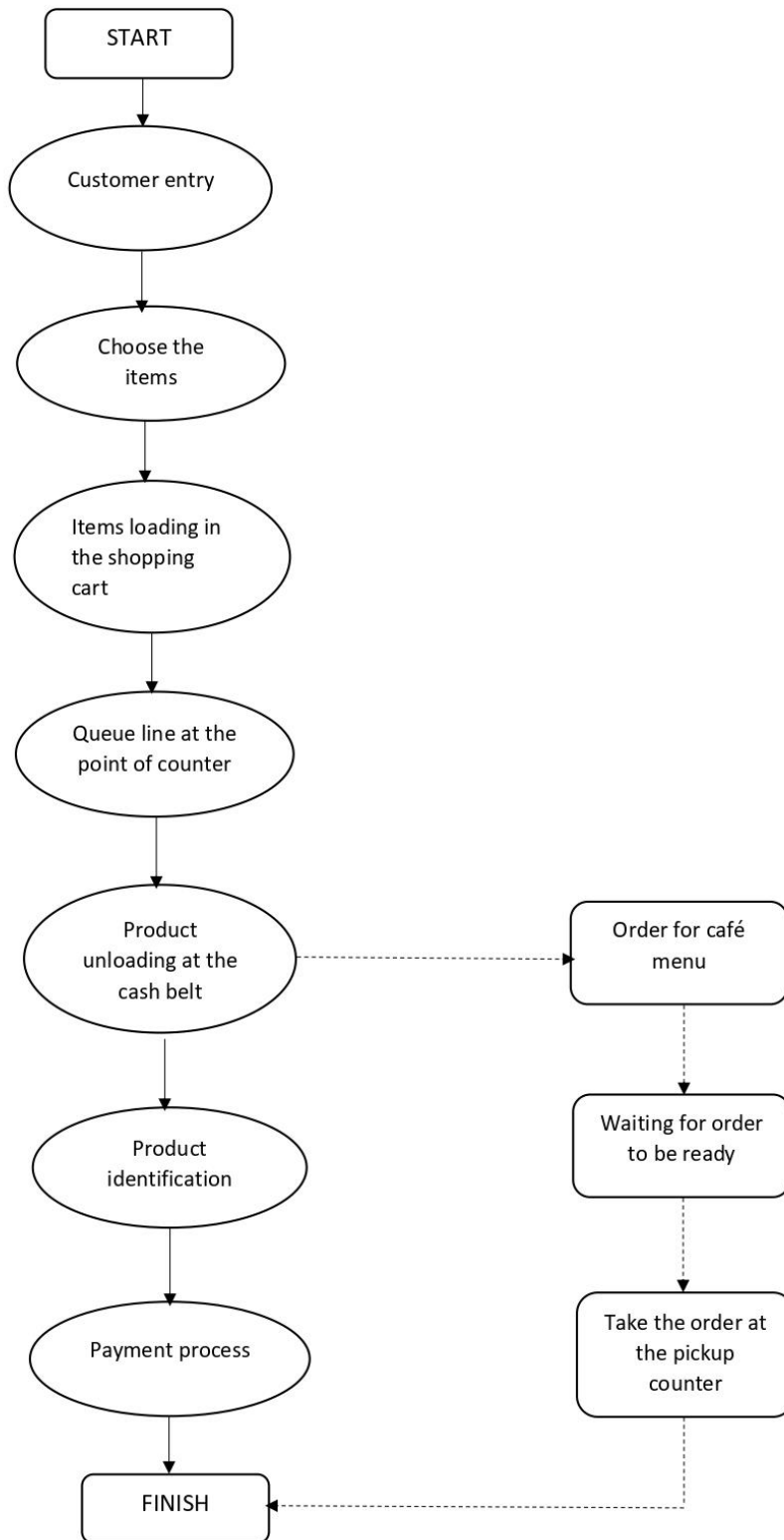
4.2.1 G0 STATION



G0 STATION PROCESS PLANNING DESCRIPTION

NO	PROCESS	DESCRIPTION
1.	Park the car at the charging points	Users need to park their electric vehicles at charging points. Each charging point has a point number.
2.	Plug in the charge port	Users need to plug in the charging port on their vehicle.
3.	Scan QR Code in the charging points	Users need to scan the QR code provided at each charging point to connect the charger
4.	Connecting the charger	Connect the charger to the vehicle
5.	Charging starts according to kWh	Charging starts with kWh
6.	Unplug the charging port	Users can unplug the charging port if they want at any time.
7.	The fee price will appear in the charging point screen	The fee price will appear on the charging point screen according to the kWh that has been filled.
8.	Payment process	Payment process with 3 methods which are touch n' go eWallet, boosts and card.

b. G0 MART

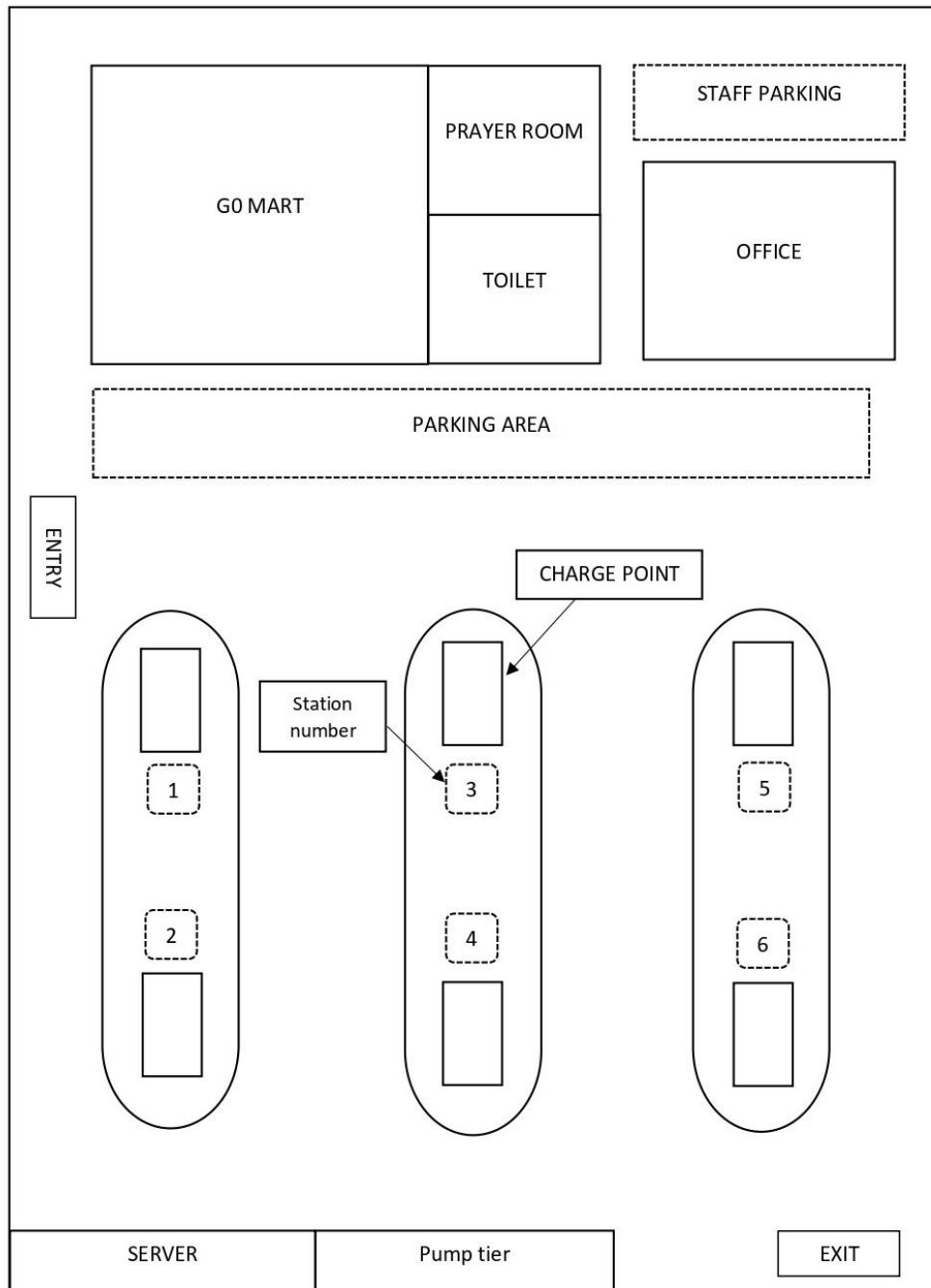


G0 MART PROCESS PLANNING DESCRIPTION





NO	PROCESS	DESCRIPTION
1.	Customer entry	Customer entry to G0 MART
2.	Choose the items	Customers choose items offered by G0 Mart. There are various products provided by G0 Mart.
3.	Items loading in the shopping cart	The customer takes the product and puts it in the basket.
4.	Queue line at the point of counter	Customers need to line up to go to the payment counter.
5.	Product unloading at the cash belt	The products taken by the customer unload at the counter
6.	Order for café menu	Orders for the cafe menu are taken at the payment counter.
7.	Product identification	Product identification by scanning the bar code of each product.
8.	Payment process	Four payment methods are accepted which are Debit and Credit cards, Pay Wave touch n' go eWallet, and Boost.
9.	Waiting for order to be ready	Waiting for the Cafe order at the pick-up counter
10.	Take the order at the pickup counter	Taking cafe orders at the pick-up counter and customers can dine in in the mart or take away.





4.3 OPERATION LAYOUT

a. G0 STATION

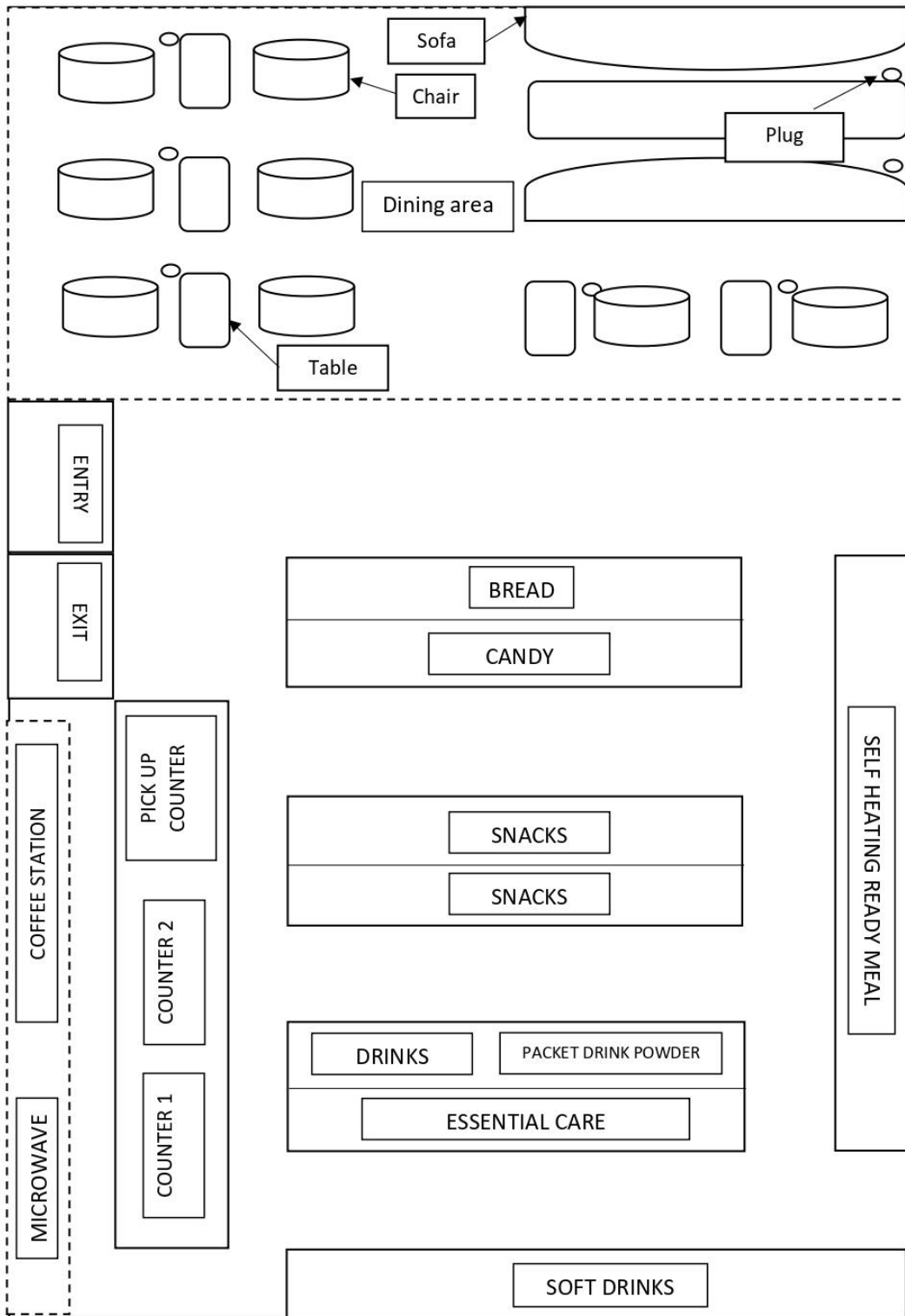


DESCRIPTION





NO	PARTITION	DESCRIPTION
1.	<p>Go Mart</p> 	<p>A convenience store that sells a variety of items such as bread, drinks, snacks, and cafe.</p>
2.	<p>Prayer Room</p> 	<p>A place for Muslims to perform prayer.</p>
3.	<p>Toilet</p> 	<p>Modern public toilet.</p>
4.	<p>Office</p> 	<p>Place of administrative operations complete with office equipment that consisting of general manager, administrative manager, marketing manager, operation manager and financial manager.</p>

<p>5.</p>	<p>Parking Area</p> 	<p>Go Mart customer and staff parking lot.</p>
<p>6.</p>	<p>Charge point</p> 	<p>Charging station supply equipment that supplies electrical power to charge plug-in electric vehicles.</p>
<p>7.</p>	<p>Pump Tier</p> 	<p>A machine to supply tire air.</p>
<p>8.</p>	<p>Server</p> 	<p>Equipment that transmits a source of electricity to charge an electric vehicle.</p>


b. G0 MART





DESCRIPTION

NO	PARTITION	DESCRIPTION
1.	Dining area 	Resting place for Go Mart customers and Go station staff with comfortable equipment such as chairs, sofa and tables.
2.	Plug 	Plug facilities for users to charge mobile phones.
3.	Counter 	A place to scan item codes and make payments.
4.	Pick Up Counter 	Customer cafe order pickup place.

<p>5.</p>	<p>Coffee Station</p> 	<p>The place of operation where the cafe menu is made.</p>
<p>6.</p>	<p>Bread</p> 	<p>Bread product categories such as Gardenia and 7 days.</p>
<p>7.</p>	<p>Candy</p> 	<p>Candy product categories such as Fruit plus, Doublemint, Mentos and many more.</p>
<p>8.</p>	<p>Snacks</p> 	<p>Snack product categories such as Jack n Jill, Mister potato, Monster and many more.</p>

<p>9.</p>	<p>Drinks</p> 	<p>Beverage product categories such as Dutch Lady, Vico, Milo and many more.</p>
<p>10.</p>	<p>Packet Drink Powder Product</p> 	<p>Packet drink powder product categories such as Milo, Vico, Nescafe and many more.</p>
<p>11.</p>	<p>Essential Care</p> 	<p>Essential care product categories such as Panadol, Rhino water, yokoyoko and many more.</p>

<p>12.</p>	<p>Self-Heating Ready Meal</p> 	<p>Instant food product category that has a variety of delicious frozen foods such as Nasi Lemak and Fried Rice.</p>
<p>13.</p>	<p>Soft Drinks</p> 	<p>Soft drink product categories such as Mineral Water, Coke, Pepsi, 100plus and many more.</p>

4.4 PRODUCTION PLANNING

a. G0 STATION

INFORMATION	CALCULATION
Average sale forecast per month	RM 75,000
Total workdays	30 days
Number of cars in a month	1250 cars
Daily cars	42 cars
Price per 1 kwh	RM 1.50 x 15 kWh = RM22.5
Number of outputs per month	50,000 kWh
The amount of output to be produced per day	945 kWh

b. G0 MART

INFORMATION	CALCULATION
Average sale forecast per month	RM 30,000
Total workdays	30 days
Number of customers in a month	1,500
Daily customer	50 customers
Price per unit	RM 20
Number of outputs per month	7,500 units
The amount of output to be produced per day	250 units

4.5 MATERIAL REQUIREMENT PLANNING

a. G0 STATION

NO	MATERIAL	QUANTITY	TOTAL MATERIAL REQUIREMENT	PRICE/UNIT (RM)	TOTAL PRICE (RM)
1.	Internal wiring	1	1	700	700
2.	Enclosures	1	1	350	350
3.	Thermal switches	6	6	70	420
4.	Displays points	6	6	1,400	8,400
5.	Flexible Conduits	2	2	65.00	130
6.	Electric Circuit Breakers	1	1	180	180
7.	Charger Plug Holsters	6	6	40.00	240
TOTAL					10 420.00

b. G0 MART

NO	MATERIAL	QUANTITY	SAFETY STOCK	TOTAL MATERIAL REQUIREMENT	PRICE/UNIT (RM)	TOTAL PRICE (RM)
CAFE						
1.	Caramel (1kg)	1 packet	1	2	80	160
2.	Chocolate (1kg)	1 packet	1	2	105	210
3.	Hazelnut (1kg)	1 packet	1	2	102	204
4.	Cappuccino (1kg)	1 packet	1	2	105	210
5.	Latte (1kg)	1 packet	1	2	105	210
6.	Mocha (1kg)	1 packet	1	2	102	204
7.	Americano (1kg)	1 packet	1	2	102	204
8.	Danish Chocolate Roll	20 pcs	-	10	4.30	43
9.	Puff Chicken Curry	30 pcs	-	20	2.00	40
10.	Coffee Peanut Butter Bun	30 pcs	-	20	2.50	50
11.	Hazelnut Chocolate Bun	30 pcs	-	20	3.00	60
12.	Croissant Straight	30 pcs	-	10	4.00	40

SELF-HEATING READY MEAL						
13.	Asam Pedas Fish	16 cartons	-	10	12.00	120
14.	Thai Green Curry Fish	16 cartons	-	10	15.00	150
15.	Chicken Kapitan Curry	16 cartons	-	10	12.00	120
16.	Nasi Lemak Chicken Rendang	16 cartons	-	10	12.00	120
17.	Fried Rice	16 cartons	-	10	10.00	100
18.	Chicken Bolognese Spaghetti	16 cartons	-	10	8.50	85
19.	Baked Macaroni Pasta W Chicken Mushroom	16 cartons	-	10	11.90	119
BREAD						
20.	Gardenia Bun	30 pcs	-	30	0.90	27
21.	Gardenia Bread	20 buns	-	20	4.50	90
22.	7Days	30 pcs	-	30	1.00	30
JUNK FOOD						
23.	Cloud9	20 outers	-	20	6.00	120
24.	Jack 'n jill Cream-o	10 cartons	-	10	43.00	430
25.	Tictac	10 outers	-	10	15.00	150

26.	Cocopie	20 outers	-	20	8.00	160
27.	Ferrero Rocher	10 boxes/ 5pcs	-	10	10.00	100
28.	Fisherman's Friend	5 outers	-	5	21.00	105
29.	Doublemint	5 outers/ 20pcs	-	5	18.90	94.50
30.	Pocky (40g)	10 outers	-	10	17.60	176
31.	Skittles	10 outers	-	10	26.00	260
32.	Mentos	10 outers	-	10	19.00	90
33.	Yupi	10 outers	-	10	8.20	82
34.	Tiger	5 cartons	-	5	70.00	350
35.	Loacker (45g)	10 outers	-	10	35.00	350
36.	Milo Nuggets (25g)	5 bags	-	5	15.00	75
37.	Jacker Wafer (100g)	20 packets	-	20	4.00	80
38.	Munchy's Music (90g)	20 packets	-	20	4.00	80
39.	Nabati	10 boxes	-	10	11.50	115
40.	Munchy's Cracker (300g)	5 cartons	-	5	43.00	215
41.	Lexus (190g)	10 outers	-	10	12.00	120
42.	Oat Crunch (208g)	10 cartons	-	20	10.50	210
43.	Captain Munch (55g)	10 outers	-	20	10.50	210

INSTANT NOODLE						
44.	Maggi Packets	5 cartons	-	5	57.00	285
45.	Mamee Packets	5 cartons	-	5	57.00	285
46.	Indomie	5 cartons	-	5	50.00	250
47.	Samyang Ramen	2 cartons	-	5	150.00	300
48.	Maggi Hot Cup	5 cartons	-	5	94.00	470
49.	Maggi Pedas Giler	20 bowls	-	20	5.00	100
50.	Mamee Express Cup	5 cartons	-	5	90.00	450
51.	Samyang Ramen Bowl	15 bowls	-	15	8.00	120
NUTS						
52.	Thumbs	5 bags	-	5	15.00	75
53.	Chacheer Kuaci Sunflower Seeds	5 bags	-	5	15.00	75
54.	Nut King	5 outers	-	5	12.00	144
55.	Tong Garden	1 bag	-	1	15.00	15.00
56.	Tong Garden Almonds	1 bag	-	1	15.00	15.00

BEVERAGES						
57.	Desa	5 cartons	3	8	14.00	112
58.	100 Plus	5 cartons	3	8	35.00	40
59.	Alicafe	3 cartons	2	5	60.00	300
60.	Oligo	5 cartons	2	7	46.00	322
61.	Power Root	5 cartons	2	7	55.00	385
62.	F&N	5 cartons	2	7	30.00	210
63.	Oishi	2 cartons	-	2	33.00	66
64.	Lipton	5 cartons	3	8	45.00	360
65.	Dutch Lady	7 cartons	3	10	45.00	360
66.	Lychee	5 cartons	3	8	20.00	160
67.	Tea	5 cartons	3	8	20.00	160
68.	Coke	5 cartons	3	8	36.00	288
69.	Pepsi	5 cartons	3	8	36.00	288
70.	Sprite	5 cartons	3	8	36.00	288
71.	Apple	5 cartons	3	8	20.00	160
72.	Anggur	5 cartons	3	8	20.00	160
73.	Soya	5 cartons	3	8	20.00	160
74.	Guava	5 cartons	3	8	20.00	160
75.	Orange	5 cartons	3	8	20.00	160
76.	Nescafe	5 cartons	-	5	40.00	200
PACKET DRINK POWDER						
77.	Kopiko	10 packs	-	10	15.00	150
78.	Milo	20 packs	-	20	8.60	172
79.	Chocolate	5 packs	-	5	10.00	50
80.	Nestum	10 packs	-	10	16.00	160
81.	Nescafe	10 packs	-	10	16.00	160
82.	Wonda	10 packs	-	10	15.00	150

ESSENTIAL CARE						
83.	Handsplast	5 outers	-	5	30.00	150
84.	Neobun Plaster	5 outers	-	5	50.00	250
85.	Koolfever	5 outers	-	5	28.00	140
86.	Minyak Cap Kapak	5 outers	-	5	55.00	275
87.	Cap Limau Yu Yee Oil	10 pcs	-	10	20.00	200
88.	Salonpas Pain Relief	5 outers	-	5	18.00	40
89.	Dettol	20 bottles	-	20	7.00	140
90.	Eye Mo	5 outers	-	5	48.00	240
91.	Strepsils	5 outers	-	5	30.00	150
92.	Gula Batuk Cap Kelapa Laut	5 outers	-	5	30.00	150
93.	Woods	20 bottles	-	20	8.00	160
94.	Panadol	5 outers	-	5	56.60	283
95.	Hurix's	5 outers	-	5	20.00	100
96.	Breacol	7 bottles	-	7	18.00	126
97.	Air Badak	5 packs	-	5	55.00	275
98.	Inhaler	7 kad	-	7	35.00	245
99.	Vicks	7 pcs	-	7	12.00	84
100.	Cup	300 cups		300	1.80	540
101.	Paper bag	300 bags		300	0.90	270
TOTAL						17,751.50

SUPPLIER OF MATERIAL

a. G0 STATION

No.	Material	Supplier
1.	Internal wiring	TUV Rheinland Malaysia
2.	Enclosures	TUV Rheinland Malaysia
3.	Thermal switches	TUV Rheinland Malaysia
4.	Displays points	TUV Rheinland Malaysia
5.	Flexible Conduits	TUV Rheinland Malaysia
6.	Electric Circuit Breakers	TUV Rheinland Malaysia
7.	Charger Plug Holsters	TUV Rheinland Malaysia

b. G0 MART

No.	Material	Supplier
CAFE		
1.	Caramel (1kg)	Coffex Coffee (M) Sdn Bhd
2.	Chocolate (1kg)	Coffex Coffee (M) Sdn Bhd
3.	Hazelnut (1kg)	Coffex Coffee (M) Sdn Bhd
4.	Cappuccino (1kg)	Coffex Coffee (M) Sdn Bhd
5.	Latte (1kg)	Coffex Coffee (M) Sdn Bhd
6.	Mocha (1kg)	Coffex Coffee (M) Sdn Bhd
7.	Americano (1kg)	Coffex Coffee (M) Sdn Bhd
8.	Danish Chocolate Roll	The House of Taste Sdn Bhd
9.	Puff Chicken Curry	The House of Taste Sdn Bhd
10.	Coffee Peanut Butter Bun	The House of Taste Sdn Bhd
11.	Hazelnut Chocolate Bun	The House of Taste Sdn Bhd
12.	Croissant Straight	The House of Taste Sdn Bhd
INSTANT FOOD		
13.	Asam Pedas Fish	The House of Taste Sdn Bhd
14.	Thai Green Curry Fish	The House of Taste Sdn Bhd

15.	Chicken Kapitan Curry	The House of Taste Sdn Bhd
16.	Nasi Lemak Chicken Rendang	The House of Taste Sdn Bhd
17.	Fried Rice	The House of Taste Sdn Bhd
18.	Chicken Bolognese Spaghetti	The House of Taste Sdn Bhd
19.	Baked Macaroni Pasta W Chicken Mushroom	The House of Taste Sdn Bhd
BREAD		
20.	Gardenia Bun	Park Lane Trading
21.	Gardenia Bread	Park Lane Trading
22.	7Days	Park Lane Trading
JUNK FOOD		
23.	Cloud9	Park Lane Trading
24.	Jacknjill Creamo	Park Lane Trading
25.	Tictac	Park Lane Trading
26.	Cocopie	Park Lane Trading
27.	Ferrero Rocher	Park Lane Trading
28.	Fisherman's Friend	Park Lane Trading
29.	Doublemint	Park Lane Trading
30.	Pocky (40g)	Park Lane Trading
31.	Skittles	Park Lane Trading
32.	Mentos	Park Lane Trading
33.	Yupi	Park Lane Trading
34.	Tiger	Park Lane Trading
35.	Loacker (45g)	Park Lane Trading
36.	Milo Nuggets (25g)	Park Lane Trading
37.	Jacker Wafer (100g)	Park Lane Trading
38.	Munchy's Music (90g)	Park Lane Trading
39.	Nabati	Park Lane Trading
40.	Munchy's Cracker (300g)	Park Lane Trading
41.	Lexus (190g)	Park Lane Trading

42.	Oat Crunch (208g)	Park Lane Trading
43.	Captain Munch (55g)	Park Lane Trading
INSTANT NOODLE		
44.	Maggi Packets	Park Lane Trading
45.	Mamee Packets	Park Lane Trading
46.	Indomie	Park Lane Trading
47.	Samyang Ramen	Park Lane Trading
48.	Maggi Hot Cup	Park Lane Trading
49.	Maggi Pedas Giler	Park Lane Trading
50.	Mamee Express Cup	Park Lane Trading
51.	Samyang Ramen Bowl	Park Lane Trading
NUTS		
52.	Thumbs	Park Lane Trading
53.	Chacheer Kuaci Sunflower Seeds	Park Lane Trading
54.	Nut King	Park Lane Trading
55.	Tong Garden	Park Lane Trading
56.	Tong Garden Almonds	Park Lane Trading
BEVERAGES		
57.	Desa	Park Lane Trading
58.	100 Plus	Park Lane Trading
59.	Alicafe	Park Lane Trading
60.	Oligo	Park Lane Trading
61.	Power Root	Park Lane Trading
62.	F&N	Park Lane Trading
63.	Oishi	Park Lane Trading
64.	Lipton	Park Lane Trading
65.	Dutch Lady	Park Lane Trading
66.	Lychee	Park Lane Trading
67.	Tea	Park Lane Trading
68.	Coke	Park Lane Trading

69.	Pepsi	Park Lane Trading
70.	Sprite	Park Lane Trading
71.	Apple	Park Lane Trading
72.	Anggur	Park Lane Trading
73.	Soya	Park Lane Trading
74.	Guava	Park Lane Trading
75.	Orange	Park Lane Trading
76.	Nescafe	Park Lane Trading
PACKET DRINK POWDER		
77.	Kopiko	Park Lane Trading
78.	Milo	Park Lane Trading
79.	Chocolate	Park Lane Trading
80.	Nestum	Park Lane Trading
81.	Nescafe	Park Lane Trading
82.	Wonda	Park Lane Trading
ESSENTIAL CARE		
83.	Handsaplast	YongHuat Marketing Sdn. Bhd.
84.	Neobun Plaster	YongHuat Marketing Sdn. Bhd.
85.	Koolfever	YongHuat Marketing Sdn. Bhd.
86.	Minyak Cap Kapak	YongHuat Marketing Sdn. Bhd.
87.	Cap Limau Yu Yee Oil	YongHuat Marketing Sdn. Bhd.
88.	Salonpas Pain Relief	YongHuat Marketing Sdn. Bhd.
89.	Dettol	YongHuat Marketing Sdn. Bhd.
90.	Eye Mo	YongHuat Marketing Sdn. Bhd.
91.	Strepsils	YongHuat Marketing Sdn. Bhd.
92.	Gula Batuk Cap Kelapa Laut	YongHuat Marketing Sdn. Bhd.
93.	Woods	YongHuat Marketing Sdn. Bhd.
94.	Panadol	YongHuat Marketing Sdn. Bhd.
95.	Hurix's	YongHuat Marketing Sdn. Bhd.
96.	Breacol	YongHuat Marketing Sdn. Bhd.

97.	Air Badak	YongHuat Marketing Sdn. Bhd.
98.	Inhaler	YongHuat Marketing Sdn. Bhd.
99.	Vicks	YongHuat Marketing Sdn. Bhd.
100.	Cup	YongHuat Marketing Sdn. Bhd.
101.	Paper bag	YongHuat Marketing Sdn. Bhd.

4.6 MACHINES AND EQUIPMENT PLANNING

a. G0 STATION

NO.	ITEMS	QUANTITY	TOTAL MATERIAL REQUIREMENT	PRICE/UNIT (RM)	TOTAL PRICE (RM)
1.	DC Fast Charger (Server)	2 Chargers	2	109,281	218,562
2.	CCS Type 2	6 chargers	6	524.55	3,147.30
3.	Charging points	6 points	6	1,500	9,000
4.	Solar panels 2kw	1 panel	1	3,824	3,824
TOTAL					234,533.30

c. G0 MART

NO.	ITEMS	QUANTITY	PRICE/UNIT (RM)	TOTAL PRICE (RM)
EQUIPMENT				
1.	Baskets	5	20	100
2.	Sign holders	1	70	70
3.	Small sign boards	2	24	48
4.	Point-of-purchase (POP) displays	6	450	2700
5.	Trash can	3	11	33
6.	Hot Food Display Cases	1	500	500
7.	Speakers	1	120	120
8.	Desk store cashier table	1	700	700
9.	Coffee table and chair (set)	8	390	3120
10.	Dining table	1	300	300
11.	Cushion dining chair	2	190	380

MACHINE				
12.	Non-Refrigerated Display Cases	2	4412	8824
13.	Ice cream Freezers	1	1200	1200
14.	Microwave ovens	1	3000	3000
15.	Refrigerator	2	2200	4400
16.	Pos systems software supermarket touch screen retail cash register machine	2	1900	3800
17.	Coffee and tea brewers	1	2700	2700
18.	Cold beverage dispenser	1	2000	2000
TOTAL				33,995

SUPPLIER OF MACHINE AND EQUIPMENT

a. G0 STATION

No.	Items	Supplier
1.	DC Fast Charger (Server)	TUV Rheinland Malaysia
2.	CCS Type 2	TUV Rheinland Malaysia
3.	Charging points	TUV Rheinland Malaysia
4.	Solar panels 2kw	TUV Rheinland Malaysia

b. G0 MART

NO.	ITEMS	SUPPLIER
EQUIPMENT		
1.	Baskets	ISTE Marketing (M) Sdn. Bhd.
2.	Sign holders	ISTE Marketing (M) Sdn. Bhd.
3.	Small sign boards	ISTE Marketing (M) Sdn. Bhd.
4.	Point-of-purchase (POP) displays	ISTE Marketing (M) Sdn. Bhd.
5.	Trash can	ISTE Marketing (M) Sdn. Bhd.
6.	Hot Food Display Cases	ISTE Marketing (M) Sdn. Bhd.
7.	Speakers	ISTE Marketing (M) Sdn. Bhd.
8.	Desk store cashier table	ISTE Marketing (M) Sdn. Bhd.
9.	Coffee table and chair (set)	ISTE Marketing (M) Sdn. Bhd.
10.	Dining table	ISTE Marketing (M) Sdn. Bhd.
11.	Cushion dining chair	ISTE Marketing (M) Sdn. Bhd.
MACHINE		
12.	Non-Refrigerated Display Cases	ISTE Marketing (M) Sdn. Bhd
13.	Ice cream Freezers	ISTE Marketing (M) Sdn. Bhd
14.	Microwave ovens	ISTE Marketing (M) Sdn. Bhd
15.	Refrigerator	ISTE Marketing (M) Sdn. Bhd
16.	Pos systems software supermarket touch screen retail cash register machine	ISTE Marketing (M) Sdn. Bhd
17.	Coffee and tea brewers	Coffex Coffee (M) Sdn Bhd
18.	Cold beverage dispenser	Coffex Coffee (M) Sdn Bhd

4.7 OVERHEAD REQUIREMENT

a. G0 MART

FIXED OVERHEAD	COST (RM)
Business Registration	1 000
Rent	5 000
Equipment	33 995
Business insurance	7 200
VARIABLE OVERHEAD	COST (RM)
Salaries, EPF, and SOCSO	26 730
Promotions	2 000
Utilities	2 000
Paper bag	270
Cup	540
TOTAL	78 735

4.9 BUSINESS AND OPERATIONS HOURS

a. G0 STATION

OPEN	CLOSED
Monday	24 hours
Tuesday	24 hours
Wednesday	24 hours
Thursday	24 hours
Friday	24 hours
Saturday	24 hours
Sunday	24 hours

b. G0 MART

OPEN	CLOSED
Monday	10 am- 10 pm
Tuesday	10 am- 10 pm
Wednesday	10 am- 10 pm
Thursday	10 am- 10 pm
Friday	10 am- 10 pm
Saturday	10 am- 10 pm
Sunday	10 am- 10 pm

Operation	Rest Hour
Monday to Saturday (Except Friday)	1 pm - 2 pm
Friday	12.30 pm – 2.00 pm

4.10 PERMITS, LICENSES REQUIREMENT AND REGULATIONS.

In Malaysia, there are 3 types of business licenses that businesses need to apply for to do business, namely general licenses, sector/industry-specific licenses, and activity-specific licenses.

Business license application is related to the type of business that will be conducted. If business activities operate their business without a license or permit, the government or authorities can close or impose penalties.

List of applications for general licenses:

- Company registration
- Company and employee income tax registration
- Employees provident fund (EPF)
- Social security organization (PERKESO)
- Human resources development fund (HRDF)
- Business premise licenses and signboard licenses

In addition, business premises license and sign board license also need to be applied for by the state authority, which is the Selayang Municipal Department.

The list of documents required by the partnership is:

- Certificate of registration
- E-SSM business profile
- Photos of your business premise (front and interior)

- Sample of signboard indicating design and color
- Photos showing the location of the signboard

Next, a sector/industry-specific license is a sector/industry-specific license required for an industry or sector determined by the government. G0 Charging Station needs to apply for a Wholesale and Retail Trade (WRT) license for the G0 Mart business and an EV Charging System (EVCS) installation license for electric car charging stations. This is because WRT plays a role in ensuring orderly and fair industrial development in this country as well as ensuring the growth of local businesses. In addition, promote modernization and advance industrial efficiency and continue to increase economic growth. Regulate the involvement of foreigners in the trade sector in Malaysia. However, an EVCS license is necessary to regulate safety and technical aspects.

Last but not least is activity-specific, this license aims to protect the welfares of the people, occupational safety, the environment, and the public.

Activity-specific include:

- Certificate of fitness for certified machinery
- Approval of expatriate posts
- Approval to install, resite or alter air pollution control equipment
- Building plan approval
- Sales tax license
- Fire brigade approval

4.11 OPERATIONS BUDGET

ITEM	FIXED ASSET (RM)	MONTHLY EXPENSES (RM)	OTHER EXPENSES (RM)
Fixed Assets			
Machine	260 457.30		
Operation Equipment	18 491		
Working capital			
Raw Materials		17 751.50	
Carriage inward and duty		300	
Other expenditures			
Deposit for rent			1000
Pre-Operations			
Insurance			12,000
TOTAL		310 000	

4.12 IMPLEMENTATION SCHEDULE

ACTIVITIES	DEADLINES	DURATIONS
Incorporated of business	Oct-Dec 2022	3 months
Application for permits and license	Oct-Dec 2022	3 months
Searching for business premise	Nov-Dec 2022	2 months
Premise Renovations	February 2023	1 month
Procurement of machines and equipment	Mac-May 2023	3 months
Recruitment of staffs	Mac 2023	1 month
Installation of machines	May 2023	1 month

CHAPTER 5.0: FINANCIAL PLAN

5.1 FINANCIAL OBJECTIVES

Another main activity for business that is very vital to consider and have better planning is the financial plan. Financial can be defined as something that is related to finance, money, economics, accounting, and budgeting. In other words, it is the management of money, which also includes activities such as investing, borrowing, lending, saving, budgeting, and forecasting.

A financial plan must include all financial data derived from the administration budgets, marketing budgets, and operation budgets. All the information will then be translated and transformed into a financial budget. The financial plan includes determining the total project cost, the choice of sources of financing such as loans, grants, equity financing, venture capital, guarantee schemes, tax incentives, and many more, and also preparation for financial projections in terms of pro forma statements that include cash flow, income statement, and balance sheet. In addition, the financial plan should be supported by depreciation schedules for every fixed cost owned as well as amortization schedules for loan and hire purchase repayments.

The aims of financial plan are:

- To ensure the maximum capacity of internal resources is generated.
- To capitalize the maximum availability of internal sources
- To make sure that initial capital is adequate and sufficient.
- To analyze 70% viability of business project before the actual investment is committed.
- To ensure the project implementation is 100% success.
- To ensure that the debt is restructured at least at minimal level

Without a financial plan, cash flow for a business might be unclear and also cause problems in the future, as there is no trace of where the money is coming from or going. In short, a financial plan and report are very important and act as a backbone of a business, as they keep track of incoming and outgoing money. In short, the four main financial objectives are profitability, liquidity, efficiency, and stability.

5.2 OPERATIONAL BUDGETS

5.2.1 ADMINISTRATIVE BUDGET

ADMINISTRATIVE BUDGET				
PARTICULARS	FIXED ASSETS	MONTHLY EXPENSES	OTHERS	TOTAL
Fixed Assets				
Land & Building	100,000			100,000
Furniture & fittings	4,433			4,433
Equipment	11,986			11,986
Working Capital				
Salary (EPF & SOCSO)		26,730		26,730
Utilities		2,000		2,000
Rent		5,000		5,000
Pre-Operations & Other Expenditure				
Other Expenditure			1,000	1,000
Deposit (rent, utilities, etc.)			5,700	5,700
Business Registration & Licenses			101,000	101,000
Insurance & Road Tax for Motor Vehicle			-	-
Other Pre-Operations Expenditure			1,000	1,000
TOTAL	116,419	33,730	108,700	258,849

Total Administrative Budget: **RM 258,849**

5.2.2 MARKETING BUDGET

MARKETING BUDGET				
PARTICULARS	FIXED ASSETS	MONTHLY EXPENSES	OTHERS	TOTAL
Fixed Assets				
Signboard	4,000			4,000
Working Capital				
Sales Consultant		2,200		2,200
Promotion		2,000		2,000
Accessories		500		500
Pre-Operations & Other Expenditure				
Other Expenditure			5,000	5,000
Deposit (rent, utilities, etc.)			-	-
Business Registration & Licenses			-	-
Insurance & Road Tax for Motor Vehicle			-	-
Other Pre-Operations Expenditure			-	-
TOTAL	4,000	4,700	5,000	13,700

Total Marketing Budget: **RM 13,700**

5.2.3 OPERATIONS BUDGET

OPERATIONS BUDGET				
PARTICULARS	FIXED ASSETS	MONTHLY EXPENSES	OTHERS	TOTAL
Fixed Assets				
Machine	260,457.30			260,457
Operation Equipment	18,491			18,491
Working Capital				
Raw Materials		17,752		17,752
Carriage inward and duty		300		300
Pre-Operations & Other Expenditure				
Other Expenditure			-	-
Deposit (rent, utilities, etc.)			1,000	1,000
Business Registration & Licenses			-	-
Insurance & Road Tax for Motor Vehicle			12,000	12,000
Other Pre-Operations Expenditure			-	-
TOTAL	278,948	18,052	13,000	310,000

Total Operation Budget: **RM 310,00**

5.3 SOURCES OF FINANCE

The source of finance is the source of money from which a business obtains funds to fund its administration, marketing, and operation. It is very important and vital for all entrepreneurs, especially beginners, to have a reliable source of finance as a support system for their businesses. Choosing the right source and the right mix of finance is a key challenge for every finance professional. Finance can be classified into three types which is generation, ownership, and control, as well as time periods.

On the basis of a time period, it can be classified into three, which are:

- Long term (More than 5 years to 10, 15, 20 years)
- Medium term (3-5 years)
- Short term (less than 1 year)

While ownership and control can be divided into;

- Owned (equity, preference, retained earnings, convertible debentures, venture fund)
- Borrowed (financial institutions, commercial banks)

Generation of capital can be classified into;

- Internal sources (retained profit, reduction or controlling of working capital, sale of assets)
- External sources (equity, debt from banks)

5.4 PROJECT IMPLEMENTATION COST AND SOURCES OF FINANCE

G0 STATION & G0 MART						
PROJECT IMPLEMENTATION COST & SOURCES OF FINANCE						
Project Implementation Cost			Sources of Finance			
Requirements			Cost	Loan	Hire-Purchase	Own Contribution
						Cash Existing F. Assets
Fixed Assets						
Land & Building			100,000	70,000		30,000
Furniture & fittings			4,433			4,433
Equipment			11,986	3,986		8,000
Signboard			4,000	4,000		
Machine			260,457	110,457	150,000	
Operation Equipment			18,491	18,491		
Working Capital						
	1	months				
Administrative			33,730	26,730		7,000
Marketing			4,700	2,200		2,500
Operations			18,052	8,952		9,100
Pre-Operations & Other Expenditure			126,700	126,700		
Contingencies						
	10%		58,255	58,255		
TOTAL			640,803	429,770	150,000	61,033

5.4.1 LOAN AMORTIZATION REPAYMENT SCHEDULE

LOAN REPAYMENT SCHEDULE				
Amount	429,770			
Interest Rate	5%			
Duration (years)	5			
Method	Annual Balance			
Year	Principal	Interest	Total Payment	Principal Balance
	-	-		429,770
1	85,954	21,489	107,443	343,816
2	85,954	17,191	103,145	257,862
3	85,954	12,893	98,847	171,908
4	85,954	8,595	94,549	85,954
5	85,954	4,298	90,252	-

5.4.2 HIRE-PURCHASE REPAYMENT SCHEDULE

HIRE-PURCHASE REPAYMENT SCHEDULE				
Amount	150,000			
Interest Rate	5%			
Duration (years)	5			
Year	Principal	Interest	Total Payment	Principal Balance
	-	-		150,000
1	30,000	7,500	37,500	120,000
2	30,000	7,500	37,500	90,000
3	30,000	7,500	37,500	60,000
4	30,000	7,500	37,500	30,000
5	30,000	7,500	37,500	-

5.5 PRO-FORMA INCOME STATEMENT

G0 STATION & G0 MART PRO-FORMA INCOME STATEMENT			
	YEAR 1	YEAR 2	YEAR 3
Sales	1,260,000	1,449,000	1,575,000
Less: Cost of Sales			
Opening Stock			
Purchases	213,018	236,696	247,455
Less: Ending Stock			
Carriage Inward & Duty	3,600	4,140	5,175
Gross Profit			
Less: Expenditure			
Administrative Expenditure	404,757	465,471	581,838
Marketing Expenditure	56,400	64,860	81,075
Other Expenditure	6,000	6,900	8,625
Business Registration & License	101,000		
Insurance & Road Tax for Motor Vehicle	12,000	12,000	12,000
Other Pre-Operations Expenditure	1,000		
Interest on Hire-Purchase	7,500	7,500	7,500
Interest on Loan	21,489	17,191	12,893
Depreciation of Fixed Assets	59,873	59,873	59,873
Total Expenditure	886,637	874,631	1,016,435
Net Profit Before Tax	373,363	574,369	558,565
Tax	0	0	0
Net Profit After Tax	373,363	574,369	558,565
Accumulated Net Profit	373,363	947,732	1,506,297

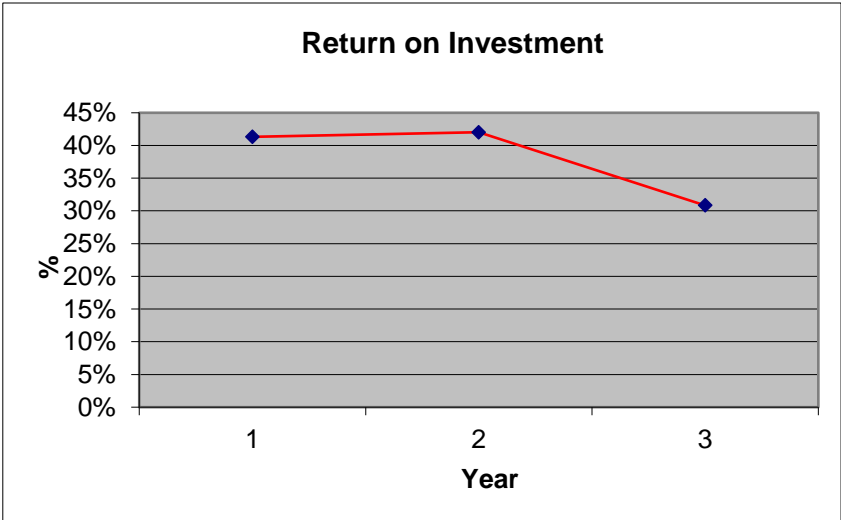
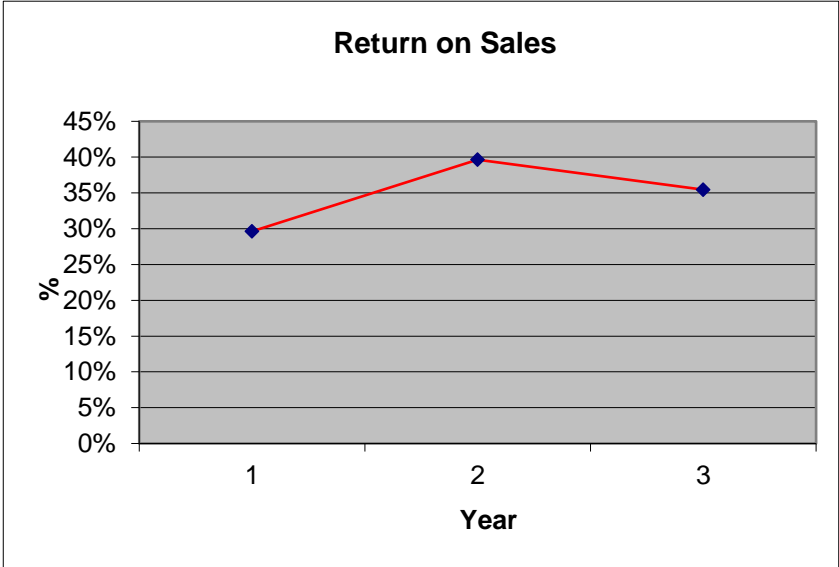
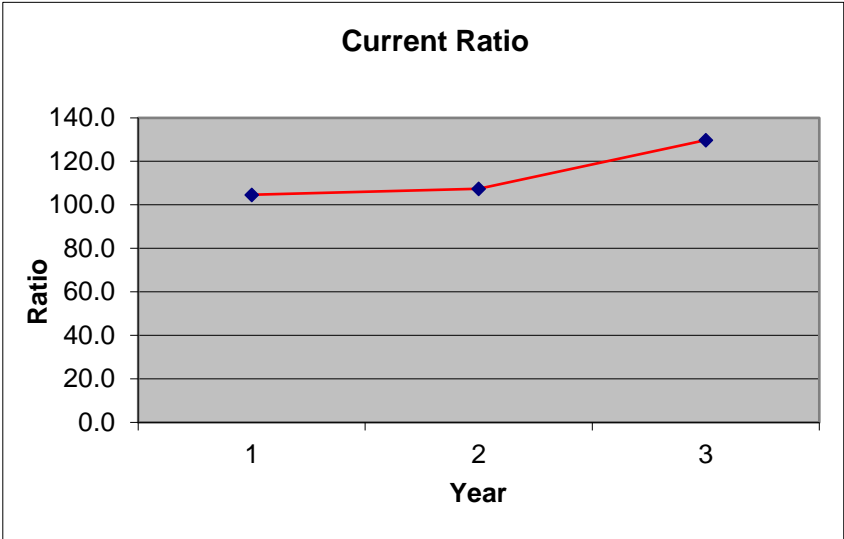
5.6 PRO-FORMA BALANCE SHEET

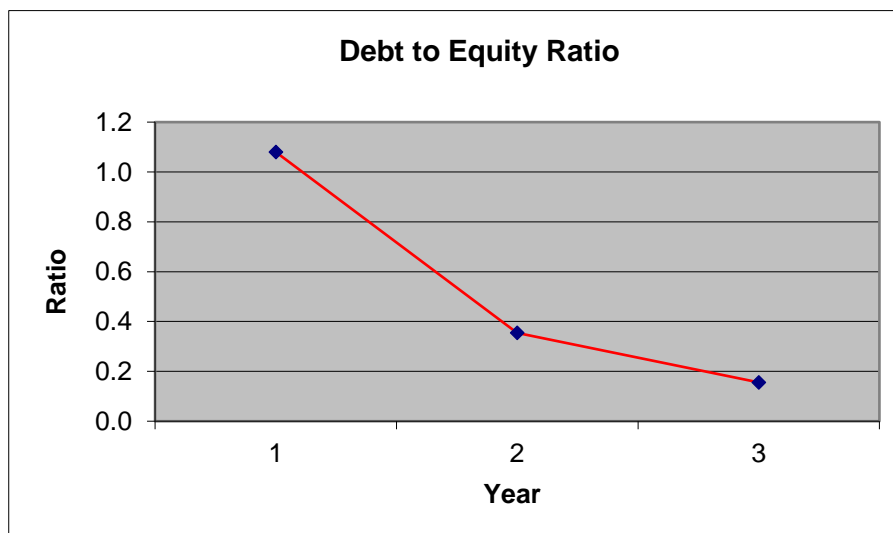
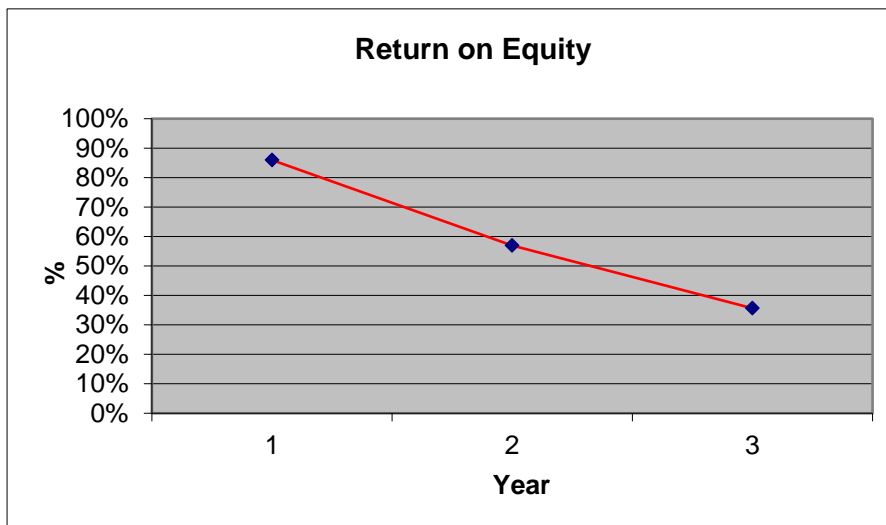
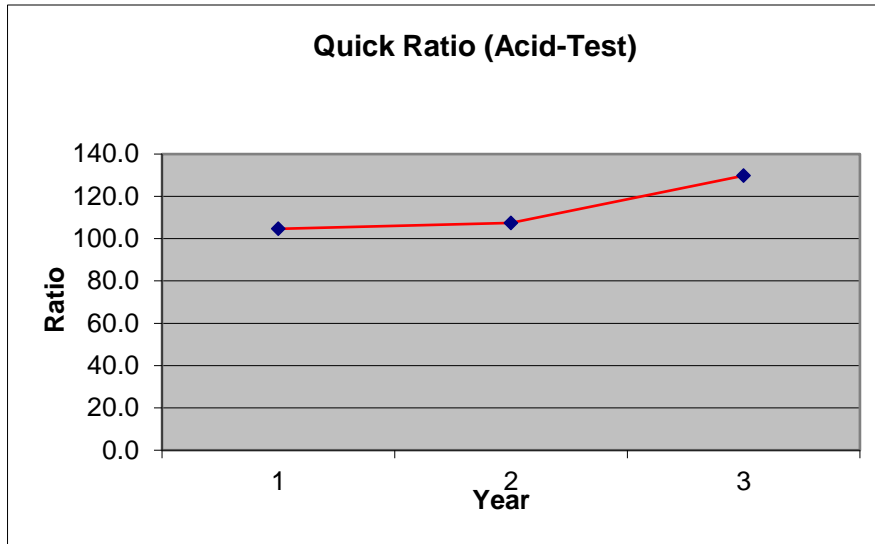
G0 STATION & G0 MART PRO-FORMA BALANCE SHEET			
	YEAR 1	YEAR 2	YEAR 3
ASSETS			
Fixed Assets (Book Value)			
Land & Building	100,000	100,000	100,000
Furniture & Fittings	3,546	2,660	1,773
Equipment	9,589	7,192	4,794
Signboard	3,200	2,400	1,600
Machine	208,366	156,274	104,183
Operation Equipment	14,793	11,095	7,396
	339,494	279,620	219,747
Current Assets			
Stock of Raw Materials	0	0	0
Stock of Finished Goods	0	0	0
Accounts Receivable	44,800	36,225	39,375
Cash Balance	512,544	1,044,143	1,545,630
	557,344	1,080,368	1,585,005
Other Assets			
Deposit	6,700	6,700	6,700
TOTAL ASSETS	903,538	1,366,688	1,811,451
EQUITY AND LIABILITIES			
Owners' Equity			
Capital	61,033	61,033	61,033
Accumulated Profit	373,363	947,732	1,506,297
	434,396	1,008,765	1,567,330
Long Term Liabilities			
Loan Balance	343,816	257,862	171,908
Hire-Purchase Balance	120,000	90,000	60,000
	463,816	347,862	231,908
Current Liabilities			
Account Payable	5,325	10,061	12,213
TOTAL EQUITY & LIABILITIES	903,538	1,366,688	1,811,451

5.7 FINANCIAL PERFORMANCE

GO STATION & GO MART FINANCIAL PERFORMANCE			
	YEAR 1	YEAR 2	YEAR 3
<u>PROFITABILITY</u>			
Sales	1,260,000	1,449,000	1,575,000
Gross Profit			
Profit Before Tax	373,363	574,369	558,565
Profit After Tax	373,363	574,369	558,565
Accumulated Profit	373,363	947,732	1,506,297
<u>LIQUIDITY</u>			
Total Cash Flow	1,706,003	1,457,575	1,571,850
Total Cash Outflow	1,193,459	925,976	1,070,364
Surplus (Deficit)	512,544	531,599	501,486
Accumulated Cash	512,544	1,044,143	1,545,630
<u>SAFETY</u>			
Owners' Equity	434,396	1,008,765	1,567,330
Fixed Assets	339,494	279,620	219,747
Current Assets	557,344	1,080,368	1,585,005
Long Term Liabilities	463,816	347,862	231,908
Current Liabilities	5,325	10,061	12,213
<u>FINANCIAL RATIOS</u>			
Profitability			
Return on Sales	30%	40%	35%
Return on Equity	86%	57%	36%
Return on Investment	41%	42%	31%
Liquidity			
Current Ratio	104.7	107.4	129.8
Quick Ratio (Acid Test)	104.7	107.4	129.8
Safety			
Debt to Equity Ratio	1.1	0.4	0.2
<u>BREAK-EVEN ANALYSIS</u>			
Break-Even Point (Sales)	803,452	754,241	902,085
Break-Even Point (%)	64%	52%	57%

5.8 GRAPH FINANCIAL PERFORMANCE





6.0 CONCLUSION

Long journey times are needed for remote businesses like service stations. But EV charging stations will become much more necessary. Chargers will be more than simply useful for consumers who may have had to travel long distances; it will be necessary for them to complete their trip. Offering EV charging stations will increase brand awareness and attract new clients. The objective is to consistently obtain excellent feedback, strengthen brand loyalty, and convince first-time customers to make repeat purchases. Apart from that, the company is confident that G0 Station and G0 Mart would earn a lot of money to cover all the costs. In addition, the company is sure that it can accomplish all of its operating goals, such as raising revenues by 25% by 2025. In fact, the company is optimistic that it won't experience a loss during its first three years of existence.

Financial analysis reveals that G0 Station is able to meet its current commitments and that it can use current, or liquid, assets to pay for its current liabilities. The financial analysis revealed that the liquidity ratio, which includes the current and quick ratios, is over 100. It indicates that the company has enough cash on hand to use in other areas. Since the return on investment fell to 31% in the third year, the profitability of an investment is doing extremely well. Since the debt-to-equity ratio decreased to 0.2 in the third year of operation, G0 Station will, in essence, be stable and profitable after three years.

To summaries, G0 Station and G0 Mart is a necessary and finest initiative for serving the community with the greatest service that the business has to offer. As indicated by the Malaysian EV incentives guide, everyone should respond to the government's goal for near-total electrification by 2030. The shift from fossil fuel to electric vehicles is already underway. However, when paired with rising incentives and a breakthrough in battery technology development, this transformation is expected to be complete by 2025 to 2030. Indeed, that figure is expected to grow by 2030. EVs are the future. So, G0 Station, in conjunction with G0 Mart, wishes to leverage on the numerous benefits identified in this industry in order to remain competitive, enter the market, and begin investing in EV charging infrastructure sooner rather than later.

7.0 EXECUTIVE SUMMARY

Businesses are increasingly taking steps to halt the cycle of rising pollution and reduce the use of natural resources, which increases CO2 emissions in the environment. Malaysia is now riding the EV wave. Charging stations are soon becoming a big change in the business setting. In the next years, charging stations will increase and take over the worldwide market. To begin, G0 Station and G0 Mart define the services by providing a charging station on city streets for motorcycles, scooters, and other electric vehicles. With the proper location, excellent services, and effective marketing, the company may reliably serve a significant number of clients who own electric vehicles. It is critical to note that establishing an electric vehicle charging station company requires considerable investment cash, careful planning, and attention to detail in order to remain successful. G0 Station wishes to develop a business that is a fully registered and licensed. Electric Vehicle Charging station in a popular area in Klang Valley, Malaysia. The company will run a public quick-charge station with a 35 Kw rapid charging system. The stations, which will be located throughout key cities in Malaysia's Kuala Lumpur, would provide complete service. G0 Mart, a convenience shop, would be one of the services provided. Companies are open to using cutting-edge technologies in the electric car charging market. The company's great customer service and range of other supplementary services will position it as one of the most favoured electric car charging stations in Klang Valley, Malaysia. G0 Station and G0 Mart are dedicated to achieving excellence and financial success through unwavering service and honesty. The company is in the industry to establish a good name for itself. Furthermore, the company is convinced that the company's ideals and service quality will enable it take the electric car charging station business to enviable heights while also attracting the number of clients that will make the business very lucrative. G0 Station and G0 Mart will make certain that all customer receives first-rate service anytime they visit the electric car charging stations and convenience shop. In terms of business expertise, cash, time, and a rapid return on investment, starting a charging business is one of the most promising enterprises today. One of Malaysia's brightest future possibilities. The charging station has the potential to benefit the environment by lowering pollution and fuel consumption. As a consequence, creating charging stations improves the economy as well as the long-term viability of future trends.

AZRI AZIM BIN AFZA AINI ZAM	Financial Manager	15,258.25	25%
TOTAL		RM 61,033.00	100%

4. Profit and Loss

The partnership's net profit is distributed equally among the partners, and the partnership's net losses are shared equally. A separate income account shall be maintained for each partner. Partnership earnings and losses must be charged or credited to each partner's individual income account. Losses must be charged to a partner's capital account if they have no credit balance in their income account.

5. Salaries and Withdrawals

Partners shall receive any salary for services rendered to the partnership. Each collaborator may remove the credit balance in their income account at any moment.

6. Interest

No interest shall be paid on the partnership's original capital contribution or any future capital contributions.

7. Management Duties and Restrictions

The partners must have equal rights in the management of the partnership business, and each partner must dedicate their full time to the operation. Without the consent of the other partner, neither partner shall borrow or lend money on behalf of the partnership, or make, deliver, or accept any commercial paper, or execute any mortgage, security agreement, bond, or lease, or purchase or contract to purchase, or sell or contract to sell any property for or of the partnership other than the type of property bought and sold in the normal course of business.

8. Banking

All funds of the partnership shall be deposited in the name of the partnership in the checking account or selected accounts by the partners. All withdrawals must be made on checks signed by either partner.

9. Books

The partnership books must be kept at the partnership's principal office, and each partner must have access to them at all times. The books must be kept in fiscal years and must be closed and balanced at the conclusion of each fiscal year. An audit must be performed as of the closure date.

10. Voluntary Termination

The partnership may be dissolved at any moment by consent of the partners, in which case the partners must liquidate the partnership's business with reasonable promptness.

11. Death

Upon the death of either partner, the surviving partner has the option of purchasing the decedent's interest in the partnership or terminating and liquidating the partnership company.

12. Arbitration

Any dispute or claim arising out of or connected to this Agreement or its violation shall be resolved via arbitration in accordance with the rules. The parties have signed this Agreement in witness accordingly.

Execute this on 4th November 2022 in Kuala Lumpur, Malaysia, each partner agreed and signed this agreement to show their commitment to this partnership.

COMPENSATION AND BENEFITS

➤ EMPLOYMENT ACT 1955

Employment law in Malaysia is generally governed by the Employment Act 1955 (“Employment Act”). The Employment Act sets out certain minimum benefits that are afforded to applicable employees. For applicable employees – any clause in an employment contract that purports to offer less favourable benefits than those set out in the Employment Act, shall be void and replaced with the minimum benefits in the Employment Act.

The protection under the Employment Act only applies to these categories of employees:

- Employees whose monthly salary does not exceed RM2,000
- Employees who are engaged in manual labour, regardless of salary
- Employees engaged in the operation or maintenance of mechanically propelled vehicle
- Employees who supervise or oversees other employees engaged in manual labour
- Employees engaged in any capacity on a vessel (subject to certain other conditions)

1. Rest Day

Every employee shall be allowed in each week a rest day of one whole day as may be determined from time to time by the employer.

2. Holidays

Every employee shall be entitled to a paid holiday at his ordinary rate of pay on eleven gazette public holidays per year, this includes:

- a) The National Day
- b) The Birthday of the Yang di-Pertuan Agong
- c) The Birthday of State Ruler
- d) The Labour Day
- e) The Malaysia Day

3. Annual Leave

- a) eight days for every twelve months of continuous service with the same employer if he has been employed by that employer for a period of less than two years
- b) twelve days for every twelve months of continuous service with the same employer if he has been employed by that employer for a period of two years or more but less than five years
- (c) sixteen days for every twelve months of continuous service with the same employer if he has been employed by that employer for a period of five years or more, and if he has not completed twelve months of continuous service with the same employer during the year in which his contract of service terminates, his entitlement to paid annual leave shall be in direct proportion to the number of completed months of service

4. Sick Leave

An employee shall, after examination at the expense of the employer

- a) by a registered medical practitioner duly appointed by the employer; or
- b) if no such medical practitioner is appointed or, if having regard to the nature or circumstances of the illness, the services of the medical practitioner so appointed are not obtainable within a reasonable time or distance, by any other registered medical practitioner or by a medical officer, be entitled to paid sick leave,
 - i. where no hospitalization is necessary,
 - a. of fourteen days in the aggregate in each calendar year if the employee has been employed for less than two years
 - b. of eighteen days in the aggregate in each calendar year if the employee has been employed for two years or more but less than five years
 - c. of twenty-two days in the aggregate in each calendar year if the employee has been employed for five years or more
 - ii. of sixty days in the aggregate in each calendar year if hospitalization is necessary, as may be certified by such registered medical practitioner or medical officer

Provided that the total number of days of paid sick leave in a calendar year which an employee is entitled to under this section shall be sixty days in the aggregate

5. Maternity Leave

Every female employee shall be entitled to maternity leave for a period of not more than ninety-eight consecutive days.

A female employee shall not be entitled to any maternity allowance if at the time of her confinement she has five or more surviving children and served employer for at least ninety days before giving birth.

6. Overtime

Overtime labour performed in excess of the customary hours of work should be compensated at a rate not less than one and a half times the employee's hourly rate of pay, regardless of the basis on which his rate of pay is determined. In this section, "overtime" refers to the number of hours worked in excess of the typical number of hours worked every day. Provided, however, that if any work is completed beyond the ten-hour spread over period, the whole period commencing when the said spread over period ends and ending when the employee leaves work for the day shall be considered overtime.

Any other terms and conditions are:

1. Paternity Leave

Male employees are eligible to 7 working days leave for the birth of their own child up to 5 surviving children.

2. Marriage Leave

Employees are entitled for 5 days leave for first legal marriage per employment.

3. Compassionate Leave

Every employee is entitled for 3 consecutive working days on the death of their immediate family member.

4. Bonus

The bonus will be granted to employees at a rate of 20 % of the monthly salaries depends on the company's performance.

5. Annual Increment

Employees will be paid with an annual increment based on the individual performance at a rate of 5% to 30% per annum. Those who fail to achieve the performance standard will not be granted with an annual increment.

➤ SOCIAL SECURITY ORGANIZATION (SOCSO)

SOCSO's principal duty is to offer social security protection to employees and their dependents via the Employment Injury Scheme and the Invalidity Scheme. The Employment Injury Scheme protects employees from industrial ailments such as occupational illnesses and commuting accidents. The Invalidity Scheme protects employees from invalidity or death due to any reason that occurs outside of working hours and is unrelated to employment. In the case of an unanticipated occurrence, both plans give monetary compensation to employees and their dependents, in addition to medical care, physical rehabilitation, or vocational training. SOCSO also undertakes accident prevention initiatives among employees and employers through occupational safety and health awareness programs. The rate of contribution is 1.25% per month from insured salary option.

➤ EMPLOYER PROVIDENT FUND (EPF)

Paying EPF payments in respect of any employee hired to work under a Contract of Service or Apprenticeship is one of your duties as an employer. Subject to the requirements of Section 52, every employee and every employer of a person who is an employee within the meaning of this Act is required to pay monthly contributions on earnings at the rates set forth in the Third Schedule (Section 43(1), EPF Act 1991).

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