Potential Advancement Network and Hub (PANAH) "A social business for Employment of Disabled People"



# **Mission and Vision**



#### <u>Mission</u>:

\* To promote an inclusive society where people with disabilities will be free from poverty, inequality and injustice.

\* To enhance the capacity of individuals with disabilities for economic empowerment through social business.



# **Business Objective**

Create employment opportunities for individuals with disabilities by engaging them in the manufacturing of readymade garments for children which would then be locally sold or exported internationally.



ACCESS

**TO WORK** 



# What is Social Problem ?

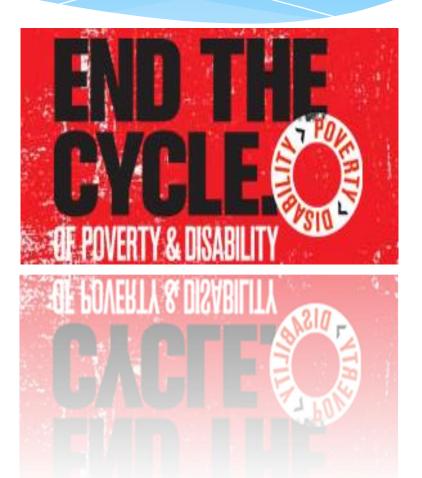
- \* According to the World Health Organization and the World Bank, 15% of any population consists of people with disabilities and 80% of them live in poverty.
- \* People with disabilities are unemployed, as they do not have access to the labor market and thus remain chronically poor.



Poverty and Disability

#### **Overcoming the Social Problem**

- \* The social problem can be overcome through:
  - Employment of people with disabilities in RMG factories to improve their living standard.
  - Enable lower income families to buy apparel at reasonable prices



#### **Present Activities & Expertise:**

- Currently we are operating 6 (Six) PANAH Centers for Skill development of people with disabilities and linking them with the RMG factories for employment.
- \* 250 Peoples with disabilities are employed as sewing operators in some 25 factories in Dhaka city.

**Existing Set up and Expertise of PANAH Centre:** 

- •36 Plain machine
- •6 Over lock machine
- •We have a strong HRM System
- •We have a Six centre in Dhaka city and different location.
- •We have 3 yrs Experience

#### Legal Status

#### **Legal Status :**

□ ADD International under registration by the NGO affairs, Registration No: 804/94.

□ We will convert the PANAH Centers into the Social Business and it will be registered under the Companies Act, 1994.

#### **Funding Source:**

- \* Looking for potential Social Investor
- \* Fund Required: 10 Million (BDT)

#### BEP: 2 Yrs Pay back Period: 6 years.





•<u>We want to set a Medium</u> <u>RMG Factory for 150</u> <u>PWD.</u>

#### <u>Cutting Machine:</u>

- -Cutting table -2
- -Cutter –
- <u>Sewing Machine</u>
  - •100 plain machine
  - •10 over lock machine
  - •2 kancha machine
  - •4 Button hall
  - •2 Needle machine
  - •2 Fit on arm

#### •<u>Iron Table :</u>

- •4 Iron Table
- •8 Iron
- 4 Finishing Table

#### **Products**

\* Children's shirts,
\* Children's T-shirts
\* Children's trousers







# **Target Customers**

- Low income families in rural areas
- Urban middleclass families
- \* International buyers







### Competitors





Competito

# Marketing, Selling and Distribution

- \* Members from the Disabled People Organization (DPO) Network of ADD International will form a distribution system to supply products to remote rural areas of Bangladesh.
- \* Products will be supplied to markets in Dhaka City
- Products will also be exported to foreign countries



### **Project Location**



 Dhaka City (Initial Stage)
 Future Locations: Sirajganj Chittagong

#### Financial Analysis For 5 Years:

- \* Total fund requirement \$125,000.
- Production cost \$1.5 per piece)

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- \* Price analysis: 1 pc in rural areas \$1.25 (1)
- \* 1 pc in urban areas \$1.75 (2)
  - 1 pc export price 3.00 (3)
- \* Average sales price at local market is \$1.50 (1+2)
- \* Average sales price including export is \$2.00 (1+2+3)
- \* Total income in domestic market: \$900,000 (sale price \$1.5)

# **Financial Analysis:**

- \* There is no surplus or profit; it will be break even in two year.
- \* If we can join global supply chain, and export 1/3 of production:
- \* Domestic market income: 400,000 piece @\$1.5 = \$600,000
- \* Income from export: 200,000 piece @ \$2 = \$400,000
- \* Total income (domestic and export) \$1,000,000
- \* Profit will be \$100,000

#### **Social Impact**

\* Create employment opportunities for disabled individuals

\* Initially around 150 people with disabilities are expected to be employed through this social business.

\* RMG sector become accessible for employment of people with disabilities.

\* Poor kids have access to clothing.

### **GDP Contributions**

- Creating employment opportunities for 500 persons with disabilities with in 5 years will contribute to the GDP.
- Sale of apparel in domestic markets and export to foreign markets will also add to GDP





# \* Thank You!