





TAYLOR'S COMMUNITY Inspiring and Impacting The Community An initiative by Taylor's Education Group

PROGRAM KEUSAHAWANAN TAYLOR'S- CIMB ISLAMIC

2023

CIMB ISLAMIC X TAYLOR'S **EDUCATION** GROUP

IMPACT REPORT



CONTENTS

INTRODUCTION
PROGRAM OVERVIEW
WORKSHOP IMPACT
GRANT AWARD DAY
WINNERS LIST
WINNERS REPORT
MONITORING REPORT
PARTICIPANT LIST





INTRODUCTION

Program Keusahawanan CIMB Islamic - Taylor's is a joint initiative between CIMB Islamic and Taylor's Education Group, aimed at fostering entrepreneurship to create sustainable impact business growth. Specifically tailored for bakers within the B40 community, the program to highlight aims significance of entrepreneurship in fostering lasting positive change and economic advancement.

THE OBJECTIVE

To educate and groom bakers B40 community from with Entrepreneurship modules to enable them to sustain their businesses.







PROGRAM OVERVIEW







PHASE 1

- MOTIVATION
- RECRUITMENT
- SCREENING

- EDUCATION
- BUSINESS PITCH
- GRANTS AWARDED

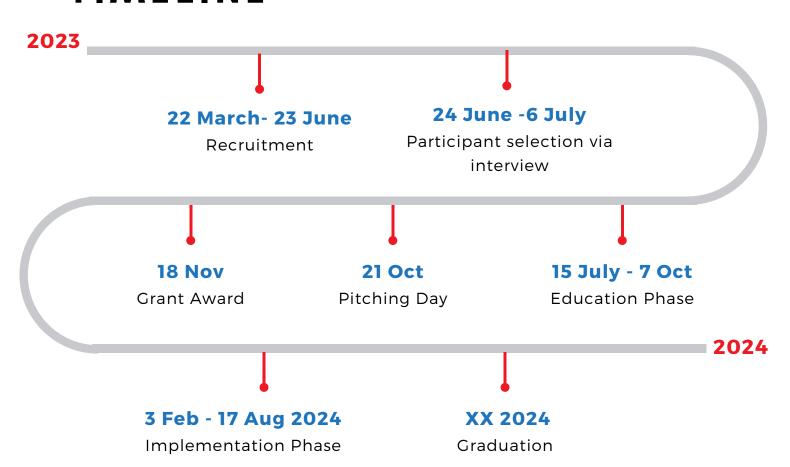
PHASE 3

- MONTHLY FINANCIAL REPORT SUBMISSION
- **BUSINESS PROGRESS MONITOIRNG & TRACKING**

PHASE 4

- GRADUATION
- CELEBRATORY CEREMONY

TIMELINE









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VOLUNTEERING HOURS





















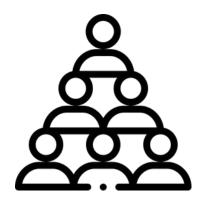






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PARTICIPANT REPORT

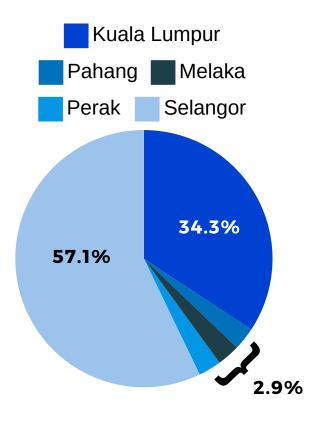


35 Participants Selected

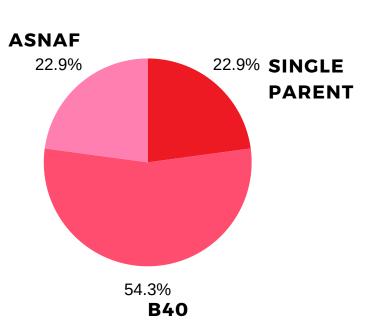
GENDER



STATE



CATEGORY









WORKSHOP IMPACT







15th July 2023

Taylor's Lakeside Campus

Class 1



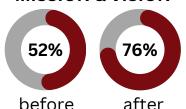
Mission, Vision & Business Objective

31 participants

KEY TAKEAWAYS

- Definition of a vision board and business goals
- To identify vision and business goals
- To develop a business objective / strategy

UNDERSTANDING ON MISSION & VISION

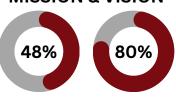


Trained by: Azrin Azami

NEW LEARNINGS

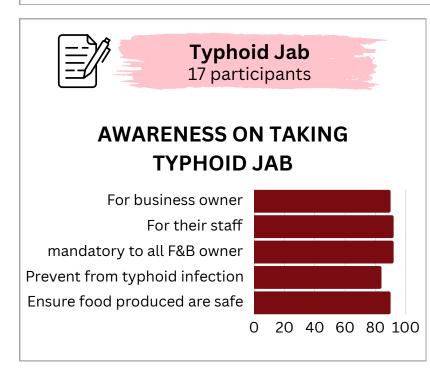
- Able to differentiate Mission & Vision
- Learn new methods SMARTIES
- Learn about SWOT analysis

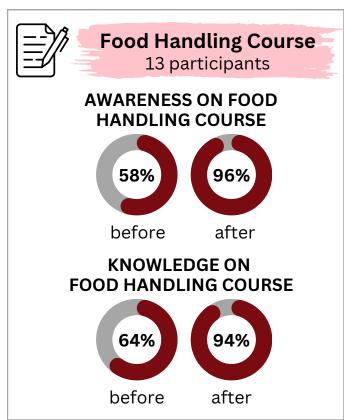
KNOWLEDGE ON MISSION & VISION



before

after











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WORKSHOP IMPACT



29th July 2023



Taylor's Lakeside **Campus**



32 participants



Class 2 **Baking Class** (Pastry)



Trained by: Chef Syirin & Chef Azura

KEY TAKEAWAYS

- Learn how to make Mango Jalousie
- Learn how to make Melon Pan
- Learn how to make Cream Horn

100%

first time learning how to make Mango Jalousie, Melon Pan

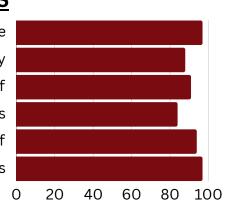


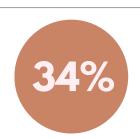
90%

first time learning how to make Cream Horn

BENEFITS

Gain new baking knowledge Experience using world class facility Receive guidance from trained chef Sharing knowledge with other participants Opportunity to get advice from trained chef Able to hone their baking skills





Have tried to make the products themselves after learning with the chef

FEEDBACK FROM PARTICIPANTS

Get to add more products in existing menu

pastries with the right

Get to learn new recipes



Have tried to make & sell the new recipes to their customers

KNOWLEDGE

Mango Jalousie



before

84% after

Melon Pan 36% before

81%

after

Cream Horn





before

after







An initiative by Taylor's Education Group

WORKSHOP IMPACT



26th August 2023



Taylor's Lakeside **Campus**



30 participants



Class 3 **Baking Class** (Pastry)



Trained by: Chef Syirin & Chef Azura

KEY TAKEAWAYS

- Learn how to make Chocolate Banana Mousse Cake
- Learn how to make Peach Roll Cake

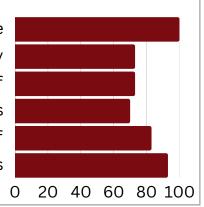


97%

first time learning how to make Chocolate Banana **Mousse & Peach Roll Cake**

BENEFITS

Gain new baking knowledge Experience using world class facility Receive guidance from trained chef Sharing knowledge with other participants Opportunity to get advice from trained chef Able to hone their baking skills



Have tried to make the products themselves after learning with the chef

FEEDBACK FROM PARTICIPANTS

Get to learn new knowledge on cake making

Learn how to use the kitchen utensil the right way

Step by step guidance by the chef on cake making



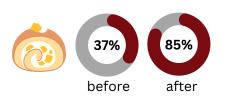
Have tried to make & sell the new recipes to their customers

KNOWLEDGE

Chocolate Banana Mousse Cake

after before

Peach Roll Cake













WORKSHOP IMPACT









9th September 2023

Taylor's Lakeside **Campus**

29 participants

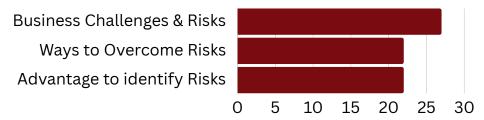
Class 4



Challenge & Risk Management

Trained by: Dr. Rosimah Ahmad

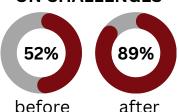
KEY LEARNINGS



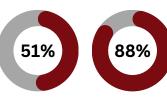
NEW LEARNINGS

- To profile potential customers based on demographics.
- To set up an emergency fund.
- To secure insurance for worker safety, machinery etc.

UNDERSTANDING **ON CHALLENGES**



UNDERSTANDING ON **RISK MANAGEMENT**



before

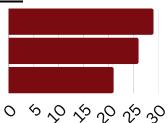
after

Marketing

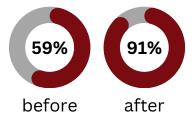
Trained by: Dr. Nadia Mazlan & Dr. Nurlida Ismail

KEY LEARNINGS

Defining Target Customers Identify marketing methods & strategies Digital Marketing Tips



AWARENESS ON THE IMPORTANCE OF MARKETING



31% First time learning about Marketing

93.1% participants mentioned that this class taught them something new







WORKSHOP IMPACT





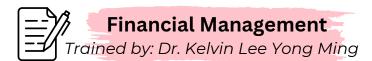




23rd September 2023

Taylor's Lakeside **Campus**

30 participants



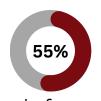
KEY LEARNINGS

- Ability to differentiate between essential & desired equipment.
- Learn about cost calculation and sales profit.
- Effective financial management skills.
- Integrating SMART techniques into business operations for enhanced management.

NEW LEARNINGS

- Learn new applications to track daily sales.
- Setting the right prices & ensuring a 50% profit margin.
- Understanding the difference between profit margin and mark-up price.

KNOWLEDGE OF CALCULATING INCOME

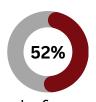




before

after

KNOWLEDGE OF EQUIPMENT SELECTION





before

after



Resilient in Life

Trained by: Zunaidah Tohalib

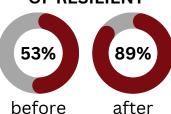
KEY LEARNINGS

Exposure to what is resilient Source of individual resilience Ways to build resilience

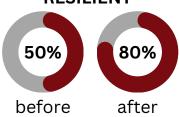


5 10 15 20 25 30

SELF-AWARENESS OF RESILIENT



KNOWLEDGE OF RESILIENT



93.3% participants expressed that this class has imparted new knowledge to them

NEW LEARNINGS

- Learn to manage their own emotion rationally.
- Building a positive circle to boost mental resilience.







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WORKSHOP IMPACT



7th October 2023



Taylor's Lakeside Campus







Class 6



Presentation Skills

Trained by: Cherstina Hamdan

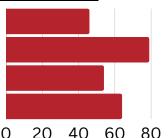
KEY LEARNINGS

- How to reduce nervousness during pitching.
- Tips for building confidence in pitching.
- Effective approaches for practicing pitching.

91% mentioned that this module is suitable to be taught in the class

ASPECTS THAT HAVE IMPROVED

Felt less nervous for the pitching Confidence in preparing for pitching insights in getting jury's attention Able to identify business' uniqueness

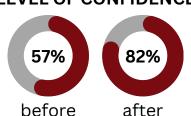


100% agreed that this module contributes to building their confidence

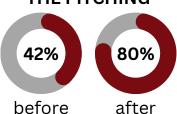


Mock Pitching

LEVEL OF CONFIDENCE



READINESS FOR THE PITCHING



OUTCOMES OF MOCK PITCHING

- Help boost self-confidence in public speaking.
- Learning how to choose the right techniques and points for pitching.
- · Recognize one's own uniqueness.

Indicated that the mock Expressed the need for pitching session aids in further support to help their readiness for the them get ready for the actual pitch pitching







WORKSHOP IMPACT



21st October 2023



Taylor's Lakeside **Campus**



31 participants





Pitching Presentation

100%

Participants have noted that this program significantly contributed to their **PERSONAL** and **BUSINESS GROWTH.**

100%

Participants would recommend this program to friends.

IMPROVED PERSONAL TRAITS

- Confidence
- Presentation Skills
- Communication Skills
- Financial Knowledge
- Self-Resilience



ENHANCED BUSINESS TRAITS

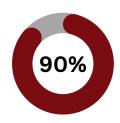
- Business Objectives
- Marketing Skills
- Financial Knowlege
- Baking Techniques
- Identifying Risk & Challenges



SATISFACTION **OF PITCHING**

87%

CONFIDENCE IN GETTING THE GRANT









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WORKSHOP IMPACT



18th November

2023











Announcement of Grant Winners

PARTICIPANT SATISFACTION

Announcement of the Winners 93% **Program's Flow** 95% Program's Venue

93% Program's Emcee

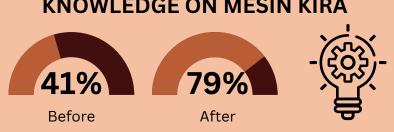
Breakfast Provided 89%

80% Lunch Provided

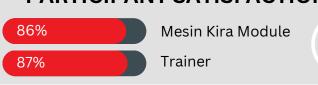
Program's Organiser

MesinKira

KNOWLEDGE ON MESIN KIRA



PARTICIPANT SATISFACTION



NEW INSIGHTS FROM THE SESSION:

- Users can digitally record their
- This app can accept payments in various modes (QR code, debit).
- It can also track business inventory and expenses.







WORKSHOP IMPACT



3rd February 2024



Taylor's Lakeside Campus



12 participants



Monitoring Class 1





🗑 In-depth bookkeeping (1)

00%

Agreed that today's session on Bookkeeping is helpful for their business.

PARTICIPANT IMPROVEMENTS:

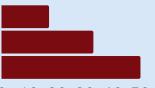
Debit & credit records Understanding basic accounting Financial awareness



BENEFITS:

Budget planning Risk Management

Daily Financial Transaction Recording



0 10 20 30 40 50

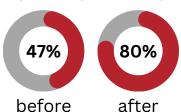
FEEDBACK:

"Dapat mengenalpasti dan mengetahui 5 aspek penting dalam merekod data kredit dan debit iaitu Asset, Liabiliti, Modal, Perbelanjaan dan Hasil."

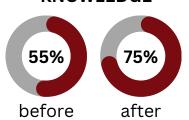


96% **Participants were very** satisfied with the trainers today

LEVEL OF UNDERSTANDING



LEVEL OF KNOWLEDGE











WORKSHOP IMPACT











Monitoring Class 2



🗑 In-depth bookkeeping (2)

Trained by: Dr. Firdous & Dr. Nurliyana

100%

Agreed that today's session on Bookkeeping is helpful for their business.

BENEFITS:

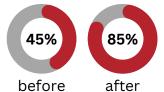
Campus

Understanding basic finance Record keeping Cost Management 0 10 20 30 40

PARTICIPANT IMPROVEMENTS:

Financial Awareness Financial Management Financial Reporting 0 5 10 15 20

LEVEL OF UNDERSTANDING



LEVEL OF KNOWLEDGE



FEEDBACK:

🗑 Social Media Management

Trained by: Attilya Zainal

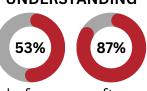
Key Learnings:

- Recognizing the importance of a social media
- Identifying diverse content types to boost sales & brand awareness.
- Exploring various platforms for product promotion.
- Understanding the process of scheduling & posting content across social media platforms.

00%

Stated that today's session on Social Media Management is helpful for their business.

LEVEL OF UNDERSTANDING



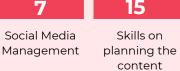
before after

PARTICIPANT IMPROVEMENTS:



of social media

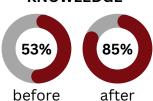
calendar



FEEDBACK:

"Bagaimana untuk membuat jadual kenalpasti trafik yg bagus untuk pos.

LEVEL OF KNOWLEDGE





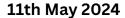




An initiative by Taylor's Education Group

WORKSHOP IMPACT







Taylor's Lakeside Campus



24 participants





Monitoring Class 3 Baking Competition



Baking Competition

Key Learnings:

- Strengthened teamwork and collaboration.
- Infusing creativity into recreated products.
- Sharpened presentation and upselling techniques.

Out of 24 participants, revealed that this baking competition was their first-ever experience, making it a truly memorable and groundbreaking event for the majority.

PARTICIPANTS' SATISFACTION:



Participation in the competition

92%

Team Collaboration

94%

Presentation of their Products

84%

PARTICIPANTS' CONFIDENCE:



Replicating the learned products

Upselling their products

100%

The bakery competition gave participants a valuable new experience in team-based collaboration.

More than 50% of the participants planned to sell melon pans and roll cakes, with 2 already engaged in selling melon pans and 4 in roll cakes.

LEVEL OF SATISFACTION:



with the trainer (chef)

with the program (bakery competition)

with the facility at Taylor's Culinary School

FEEDBACK:



manafaat dan boleh di praktikkan di masa akan datang bila saya sudah mempunyai team bakeri sendiri. - Mafiza Binti Fajari

Masidah binti Abu Bakar







An initiative by Taylor's Education Group

WORKSHOP IMPACT



29th June 2024



Taylor's Lakeside **Campus**



14 participants



Monitoring Class 4



Basic Canva

Trained by: Attilya Zainal

Key Learnings:

- Introduced to branding and marketing.
- Learn the basics of Canva.
- Understand the functions of Canva's tools.
- Create their own business logo.
- Design promotional poster for business.

of the participants indicated that this was their first time using Canva.

of the participants revealed that this was their first introduction to branding & marketing

LEVEL OF UNDERSTANDING OF THE CONCEPT:

MARKETING



after

BRANDING



before



Level of knowledge about the key elements to consider when creating:

Level of understanding on the importance of creating these materials:

BUSINESS LOGO

Before: **59%**

After: 90%

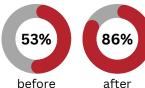
BUSINESS LOGO

Before: **60%**

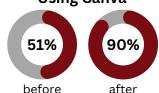
After: 90%

Tools & Features

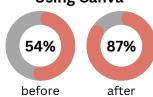
Proficiency in Using Canva



Level of Confidence in **Using Canva**



Convenience of **Using Canva**



PROMOTIONAL POSTER

Before: **59%**

After: **87%**

PROMOTIONAL POSTER

Before: **59%**

After: 90%

FEEDBACK:







WORKSHOP IMPACT







14 participants



Monitoring Class 5

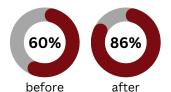


Social Media Marketing

Campus

After attending the class, 00% of participants indicated that they will use social media as their main platform to promote their products.

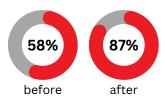
Level of Confidence in Utilizing Social Media to **Promote Their Products**



Knowledge in Social Media Marketing



Level of Understanding of **Social Media Marketing**



FEEDBACK:

LEVEL OF SATISFACTION:



with the trainer

Trained by: Dr. Aerni Isa

with the module

93%

93%



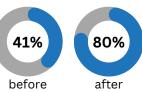
Tallectual Property

Trained by: Norunnuha Nawawi

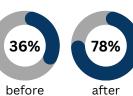
Key Learnings:

- Key Learnings: Introduction to Intellectual Property.
- The 6 Categories of Intellectual Property.
- How to Register Intellectual Property with MyIPO.

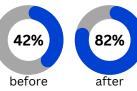
LEVEL OF UNDERSTANDING



LEVEL OF KNOWLEDGE



LEVEL OF CONFIDENCE WITH THE KNOWLEDGE



FEEDBACK:

of participants expressed satisfaction with the module.



of participants stated that they are satisfied with the trainer.







WORKSHOP IMPACT



17th August 2024



Taylor's Lakeside Campus



22 participants



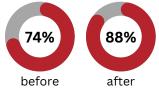
Monitoring Class 6



Table Business Financial Report Presentation

After attending the session, 91.8% of participants indicated that they were satisfied with their presentation today

Understanding business' financial statement

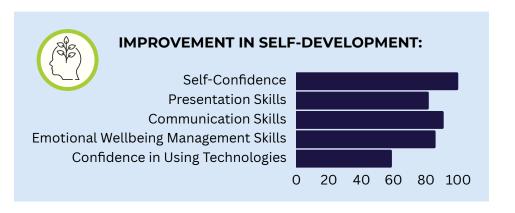


Level of Confidence in **Growing their business**



100%

of the participants agreed that this program significantly contributed to their personal growth.





100%

of the participants agreed that this program significantly contributed to their **business** development.







Inspiring and Impacting The Community An initiative by Taylor's Education Group

GRANT AWARD





























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An initiative by Taylor's Education Group































An initiative by Taylor's Education Group











GRANT WINNERS



NOR SHILA BINTI MAZELI

PERALATAN YANG DIMENANGI:

- 1. Dual chest freezer & chiller
- 2. Fermentation box proofer
- 3. Oven Convection Twin Fans





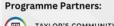




GRANT WINNERS









PEMENANG GERAN

PROGRAM KEUSAHAWANAN CIMB ISLAMIC - TAYLOR'S 2023 (PK6.0)



MAFUZOH BINTI YASIN

PERALATAN YANG DIMENANGI: 1. Oven Sooner Turbo Fan



Organised by:



Strategic Partners:



An initiative by Taylor's Education Group

GRANT WINNERS



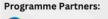
Programme Partners:

MAIZATUL BINTI ABDUL SAHAT

PERALATAN YANG DIMENANGI:

- 1 Oven Elektrik
- 2.Cake Chiller Rectangle Model







PEMENANG GERAN

PROGRAM KEUSAHAWANAN CIMB ISLAMIC - TAYLOR'S 2023 (PK6.0)



ROZIANI BINTI MAT TAHER

PERALATAN YANG DIMENANGI:

- 1. Stand Mixer
- 2. Convention Oven
- 3. Stainless Steel Industry Cooling Rack

























































Inspiring and Impacting The Community

An initiative by Taylor's Education Group











Inspiring and Impacting The Community An initiative by Taylor's Education Group

GRANT WINNERS









WINNERS REPORT

31 WINNERS

UP TO RM 5,500 WORTH OF EQUIPMENT PER WINNER

RM 148,900

WORTH OF EQUIPMENT AWARDED TO WINNERS







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MONITORING REPORT

GRANT WINNERS REPORTED INCOME INCREMENT

FROM

30% UP TO 1300%

DUE TO

GRANT EQUIPMENT INCREASE PRODUCTION IN TERMS **OF QUANTITY AND ABLE TO HIRE MORE WORKER TO HELP** WITH PRODUCTION





GRANT EQUIPMENT HELPED INCREASE VARIETY OF PRODUCTS







Inspiring and Impacting The Community An initiative by Taylor's Education Group

FINANCIAL REPORT WINNER



SARINA BINTI MOHD SOM



BALAMANI A/P CHINNAYAH



MASIDAH BINTI ABU BAKAR







TAYLOR'S COMMUNITY Inspiring and Impacting The Community An initiative by Taylor's Education Group

OVERALL FEEDBACK

"Saya menjalankan perniagaan manisan tradisional India, Laddu, serta kuih-muih Melayu dan India yang 100% vegetarian. Saya sertai program ini untuk mendalami ilmu perniagaan dan sangat berterima kasih kepada CIMB Islamic dan Taylor's University atas peluang ini. Bantuan peralatan yang diterima membuatkan saya lebih yakin dan bersemangat untuk mengembangkan perniagaan."

Balamani Chinnayah Peserta Program PK

CIMB - Taylor's 2023

Rosli Manaf

Clover Homebaker Sdn Bhd

"I'm glad to see a program like this exists, and I'm happy to contribute. It's a great platform for my social contributions. I hope there will be more opportunities for sharing sessions where we can guide new entrepreneurs onto the right path."

"I had the privilege of being a volunteer trainer for the Marketing Module in this program. It was an eye-opening experience to share knowledge and engage with passionate women microentrepreneurs striving for success. Seeing them grasp the concepts was incredibly rewarding, and I'm grateful for the opportunity to contribute while also enriching my own life in the process."

Dr. Nadia Mazlan

Lecturer, School of Management & Marketing, Taylor's University









OVERALL FEEDBACK

"The program was incredibly insightful. Not only did I have the chance to engage with the bright young minds in PK mini, but I also gained valuable, practical business advice from the experienced judges.

Batrisyia Irdina binti **Mohd Rizman**

student volunteer for Program PK CIMB -Taylor's 2023

"The event was well-organized, and the participants' involvement was fantastic. It provided valuable insights into the challenges faced by our surrounding community and allowed us to truly understand the struggles of these entrepreneurs. This program plays an important role in supporting them and the wider community, and I'm grateful to be a part of it."

Puveneswary Nalatambi

Taylor's Education Group

"I'm honored to be part of this program, sharing my experience as a fellow entrepreneur. The participants gained a clear understanding of the questions they might face when pitching to investors and were able to articulate their business financials in greater detail. It's been a rewarding experience to offer my insights and help quide them on their entrepreneurial journey."

Shazani

Co-Founder AMPM Media







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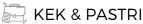
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CHEERS TO BUILDING MORE GRASSROOTS ENTREPRENEURS

