



PLAAS TECH INDUSTRIES LTD.

COMPANY PROJECT PROFILE

PLAAS Tech Industries Limited

Factory & Corporate Office :

190/A Tejgaon Gulshan Link Road, Tejgaon I/A, Dhaka 1208

Mob : +880 171 306 2913

E-mail: info@plaastech.com

Web : www.plaastech.com

PLAAS TECH INDUSTRIES LTD.

Managing Director

COMPANY PORTFOLIO:

PLAAS Tech Industries Limited is one of its kind manufacturing concerns in Bangladesh established to produce products like –

- CATV Equipment.
- Media Converters.
- SFP Modules.
- Mobile phone Accessories.
- Mobile phone set.
- CAS & SMS Software

PLAAS Tech Industries is the first and only professional hi-tech optoelectronics manufacturer & distributor related in R&D, manufacture, and distribution of telecommunication & optical fiber communication products in Bangladesh. Our initial concentration will be on manufacturing of equipment relating to optical fiber communication and CATV products. With experience and development, we intend to explore other electronic goods manufacturing as we grow.

Our objective is to serve the reliable and the best quality and the most satisfactory service to our clients; provide our best to ensure customer's necessity and make most utilization of our clients' money. For more details of our information, feel free to contact us.

To be a part of Digital Bangladesh by 2021, The Sponsor Directors of the company decided to build a manufacturing concern producing Electronic Equipment locally to fulfill domestic market requirement with the vision to export in the world market.

Infrastructure:

We have established our corporate office at 190/A Tejgaon Gulshan Link Road, Tejgaon I/A, Dhaka 1208. We ran a pilot project through the manufacturing plant of Nexdacade Technology Ltd. of our product and tested successfully back in 2014.

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Since the beginning of 2015 we have started commercial production of –

1. Optical Media Converters
2. Cable TV Optical Receiver (Node)
3. Cable TV RF Amplifier
4. Digital TV 'Set Top Box'
5. CAS & SMS Software

Present Market:

We have two different types of customer for our products. First type of customers of Information Technology industry namely ISPs, NTTNs, WiMax operators, Cell phone operators, etc. While the second type of customer is the Cable TV operators.

Internet in Bangladesh is reaching every corner of the country very rapidly through OFC backbone or WiMax system. No matter what the system is, at some stage both need Optical Fiber Cable, **Media Converter** and other IT products for their network. The NTTNs is working rigorously to expand their network all over the country and their primary material for their network is OFC, **Media Converters** and other passive devices. While the NTTNs are building the infrastructure, the ISPs are giving the last mile solution through OFC and **Media Converter**.

On the other hand, almost every house hold in Bangladesh already has or is trying to get a TV and will get a Cable TV connection through OFC soon or later. So far, the cable TV signal was analog and the input was direct to the TV. But for last two years 11 Digital Head End System has been established in this country and by the end of 2016 there might not be any analog Cable TV system in this country. Digital cable TV system requires a **Set Top Box (STB)** to receive signal from operator. We are anticipating 2-3 crore box requirements in the market by the end of 2016. Until last year these boxes were imported from abroad. Apart from STB's, we are also manufacturing **Nodes and Amplifiers** for CATV industry.

PLAAS TECH INDUSTRIES LTD

Managing Director

LIST OF PRODUCTS OF PLAAS TECH INDUSTRIES

SL.	ITEMS	PERPOSE OF USE
1	Media converter 10/100Mbps	Internet Connectivity
2	Media converter 10/100/1000Mbps	Internet Connectivity
3	Media converter 1000Mbps	Internet Connectivity
4	DVB-C SD	Digital Cable TV
5	DVB-C mpeg-4 SD	Digital Cable TV
6	DVB-C mpeg-4 HD	Digital Cable TV
7	DVB-S SD/HD	Digital Satellite TV
8	DVB-S2 SD/HD	Digital Satellite TV
9	CATV RF Amplifier	Analog Cable TV
10	CATV Node	Analog Cable TV
11	CATV Modulator	Analog Cable TV
12	CATV Transmitter	Analog / Digital Cable TV
13	CATV EDFA	Analog / Digital Cable TV
14	Network Switch / Hub	Internet Connectivity
15	Power supply/ SMPS	For all products
16	LED TUBE / Light	Public
16	PC / Laptop Power supply /SMPS	Public
CCTV CAMERA AND DVR IS OUR FUTURE PRODUCTS FOR PRODUCTION.		

PLAAS TECH INDUSTRIES LTD.

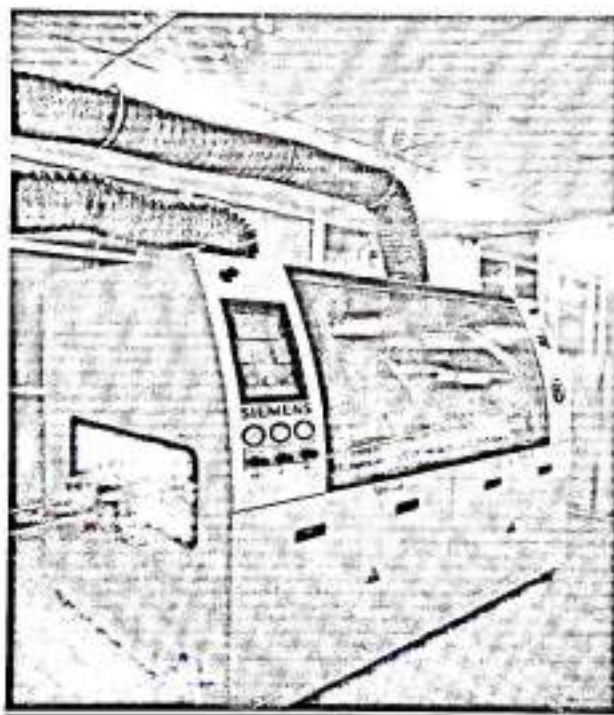
Managing Director

Prospect:

With the grace of God, our production capacity is running at full scale since inception and steel we cannot fulfill market demand. We intend to expand our production capacity shortly. Apart from regular market, we are also planning to attend different international fairs to promote our product in the international IT community.

Our present operation images:

Image-1:



PLAAS TECH INDUSTRIES LTD.

Managing Director

Image- 2:

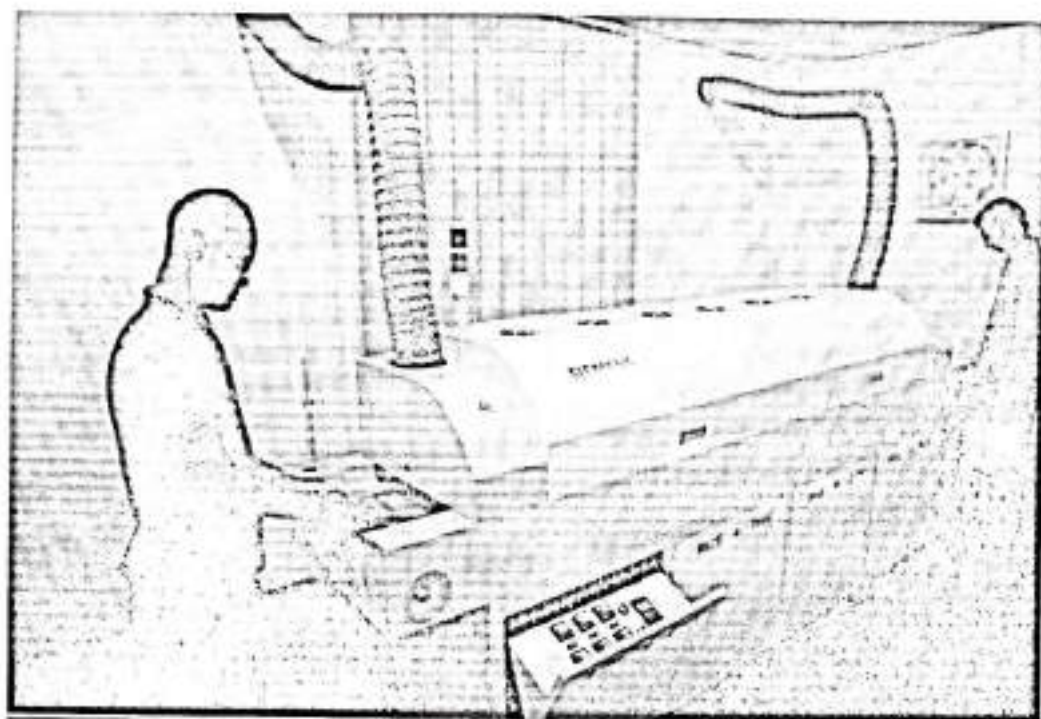
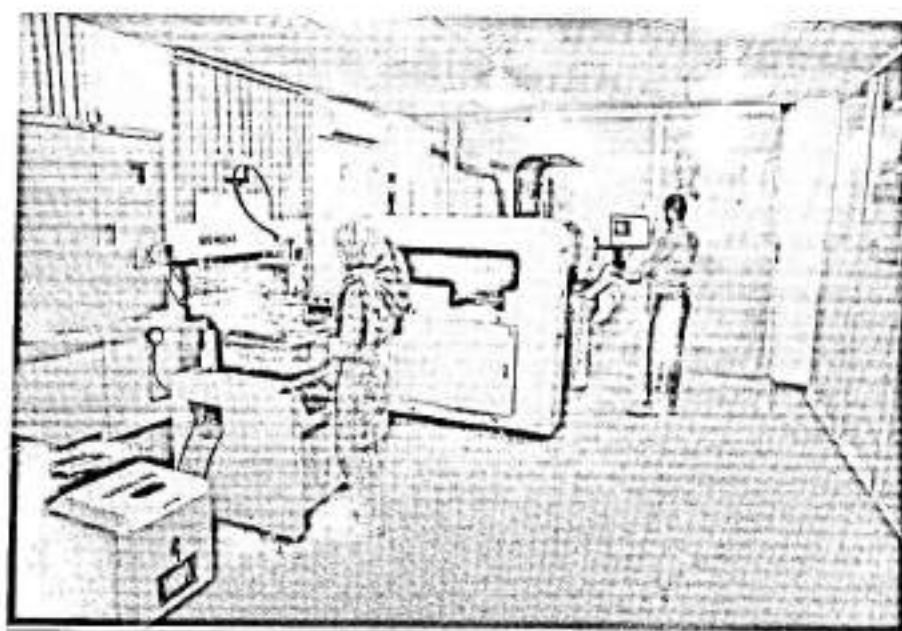


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PLAAS TECH INDUSTRIES LTD

Managing Director

Image- 4:

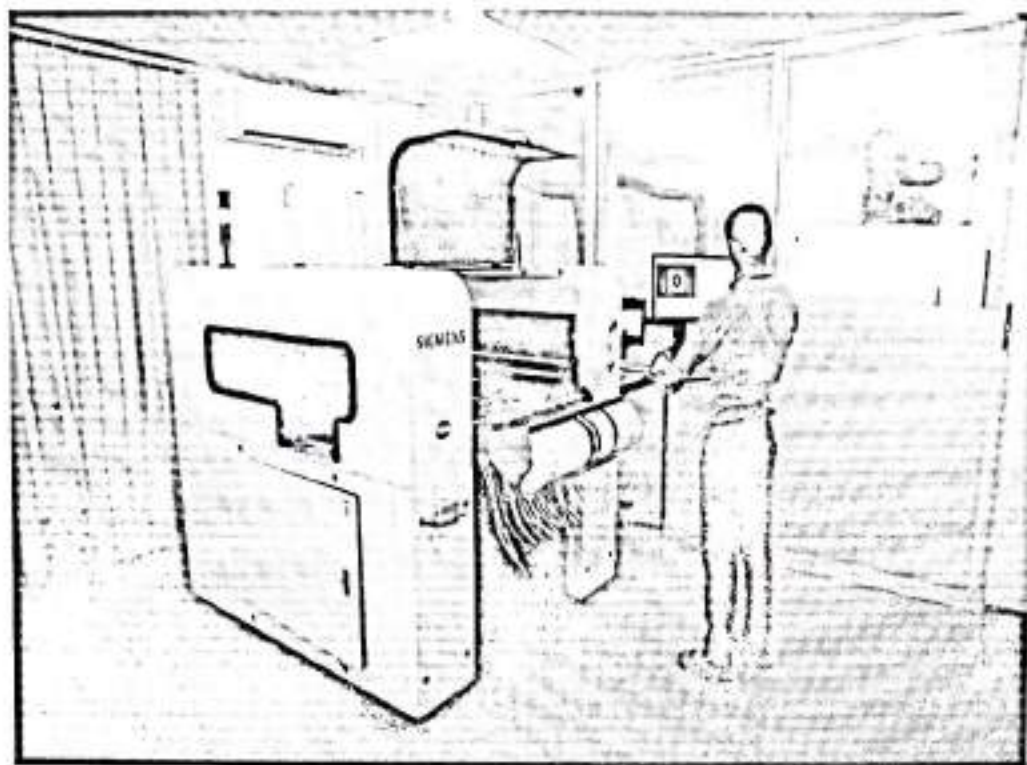
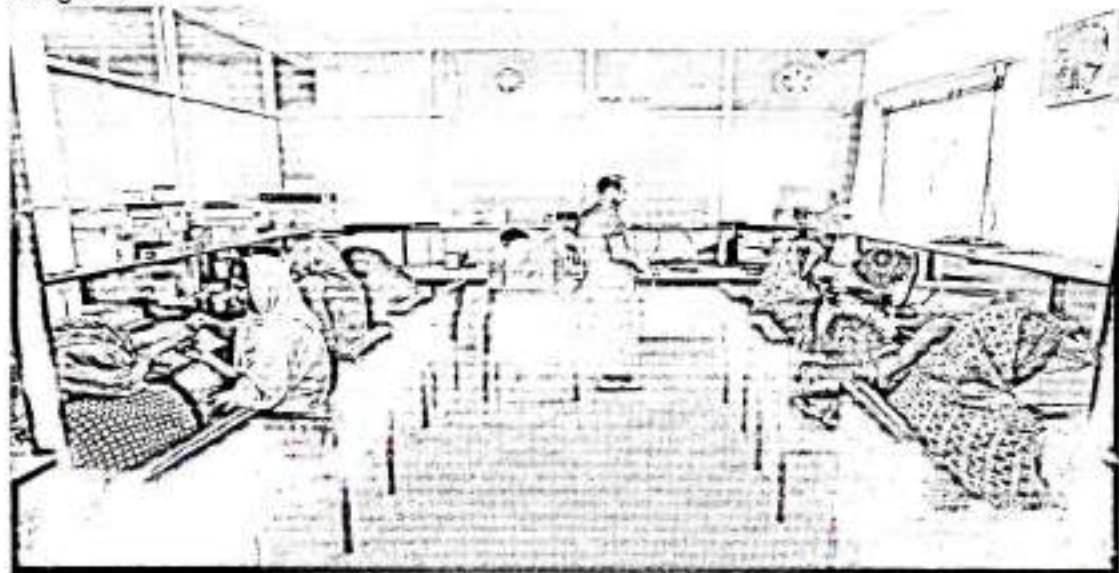


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PLAAS TECH INDUSTRIES LTD.

Managing Director

Image- 6:

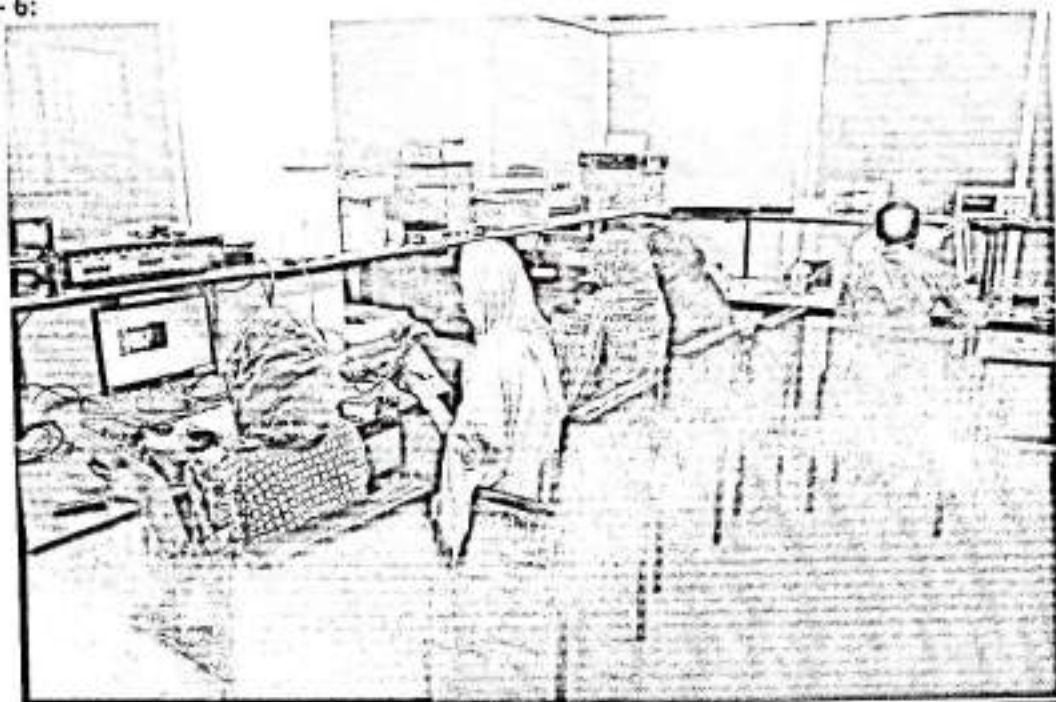
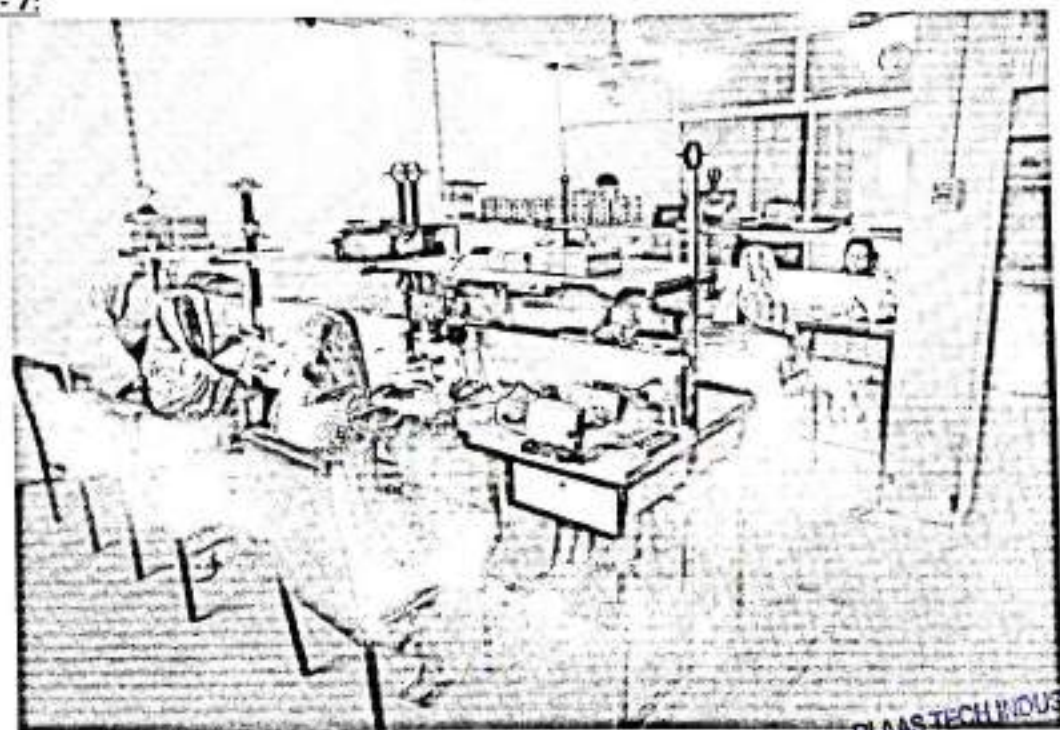


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CAPITAL MACHINERIES INVESTMENT (FOREIGN PROCUREMENT)

NO.	NAME	MODEL / BRAND	QUANTITY	VALUE (TK)
1	Automatic pick and place machine and Accessories	SIEMENS	1 Set	1,95,00,000.00
2	Lead free reflow oven and Accessories	SIEMENS	1 set	3,800,000.00
3	Lead free wave soldering machine	SIEMENS	1 set	2,900,000.00
4	Manual PCB cutting machine	TYD-65A, CHINA	1 set	450,000.00
5	Automatic Stencil printer	SIEMENS	1 set	900,000.00
6	Pest mixer machine	TYD-100, CHINA	1 set	200,000.00
7	Pick and Place spare parts and Accessories (Feeder, Nozzle, Soldering lead bar and paste)	SIEMENS	1 lot	2,800,000.00
8	UV Printer	CHINA	1 set	550,000.00
9	BGA work station	CHINA	1 set	650,000.00
8	Oscilloscope	CHINA	4 set	220,000.00
9	LCR Meter	CHINA	2 set	170,000.00
10	Digital Meter	CHINA	20 sets	60,000.00
11	AVO Meter	CHINA	10 sets	450,000.00
TOTAL AMOUNT (TAKA)				3,26,50,000.00

In word: Three crore twenty six lac fifty thousand only.

LIST OF MACHINERIES (LOCAL PROCUREMENT)

SL.	Description	Quantity	Unit value (Tk.)	Total value (Tk.)
1	Hydraulic Punch machine	2 units	60,000.00	1,20,000.00
2	Metal Sheet cutting machine	1 units	1,50,000.00	1,50,000.00
3	Spot welding Machine	1 sets	75,000.00	75,000.00
4	Drill Machine	4 sets	5,000.00	20,000.00
5	Screen printing machien	2 sets	15,000.00	30,000.00
6	WorkStation Table	6 pcs	20,000.00	12,00,000.00
7	Air Compressor	2 units	30,000.00	60,000.00
8	Power Generator	1 units	4,50,000.00	4,50,000.00
9	TV Sets For LAB	2 sets	25,000.00	50,000.00
10	Voltage Stabilizer	4 units	2,000.00	8,000.00
11	Online UPS	2 units	45,000.00	90,000.00
12	Optical Inspection Machine	4 sets	40,000.00	1,60,000.00
TOTAL AMOUNT IN TAKA				24,13,000.00

In word: Twenty four lac thirteen thousand only.

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TOTAL CAPITAL INVESTMNT

Description	Approximate Amount (Tk.)	Remark
a. Capital Machineries cost (Foreign & Local Purchase)	35,063,000.00	
b. Advance for Factory Space	26,00,000.00	
c. Working Capital	10,00,000.00	
TOTAL CAPITAL INVESTMNT	47,000,000.00	

Bankers:

BRAC Bank Ltd., Gulshan Circle-1 Branch, Dhaka, Bangladesh	Dutch-Bangla Bank Ltd., Gulshan Circle-1 Branch, Dhaka, Bangladesh
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Our Partners in Manufacturing:

- We are using German technology in our manufacturing process. All equipment are of "Siemens" brand.
- High precision equipment are being used to ensure quality production.
- "Montage" a leading brand manufacturing partner of "Intel" is our back hand partner.
- "Telecast" a leading Chinese company producing Digital Head End equipment and software is working with us on our project.

Company Background:

Business Type	Manufacturing & Software Provider
No of Employees	115+
Market Cover	All Over Bangladesh
Products we Offer	Digital Head End Equipment, STB Box, Software Solution

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Key Personnel (in management):

The Management of the company consists of the following persons:

Abdullah Al Masud

- Chairman of PLAAS Tech Industries. Having a graduation degree from Computer Science & Technology, Mr. Masud has created **NEXDECADE TECHNOLOGY LTD**, a unique manufacturing concern producing vehicle tracking devices and other electronic goods in Bangladesh.

Ashis Kumar Khan

- Managing Director of PLAAS Tech Industries. Having vast experience in optical fiber technology and its applications in Bangladesh and also working in different IT companies for last 10 years. He was the founder and first Managing Director of ARA Technologies Ltd. At present he is proprietor of **RASA Technologies and RASA Traders**. He is the most resource full person in Optical fiber Industry in Bangladesh. Completed graduate and post graduate degree in Management. Achieved Masters in Business Administration (MBA) in Marketing from Stamford University, Dhaka, Bangladesh. Also possesses post graduate diploma in Computer Studies & Application.

Md. Azizul Hoque

- Director, Technical & Operation of PLAAS Tech Industries. Having a graduation degree from Computer Science & Technology, Mr. Hoque jointly created **Nexdacade Technology Ltd** and its present Chairman.

Md. Shamsher Ahmed

Director, Finance & Operation of PLAAS Tech Industries. Having a MBA degree, Mr. Ahmed jointly created **M2M Communication Ltd** (A leading vehicle tracking service provider of this country) and its present Managing Director.

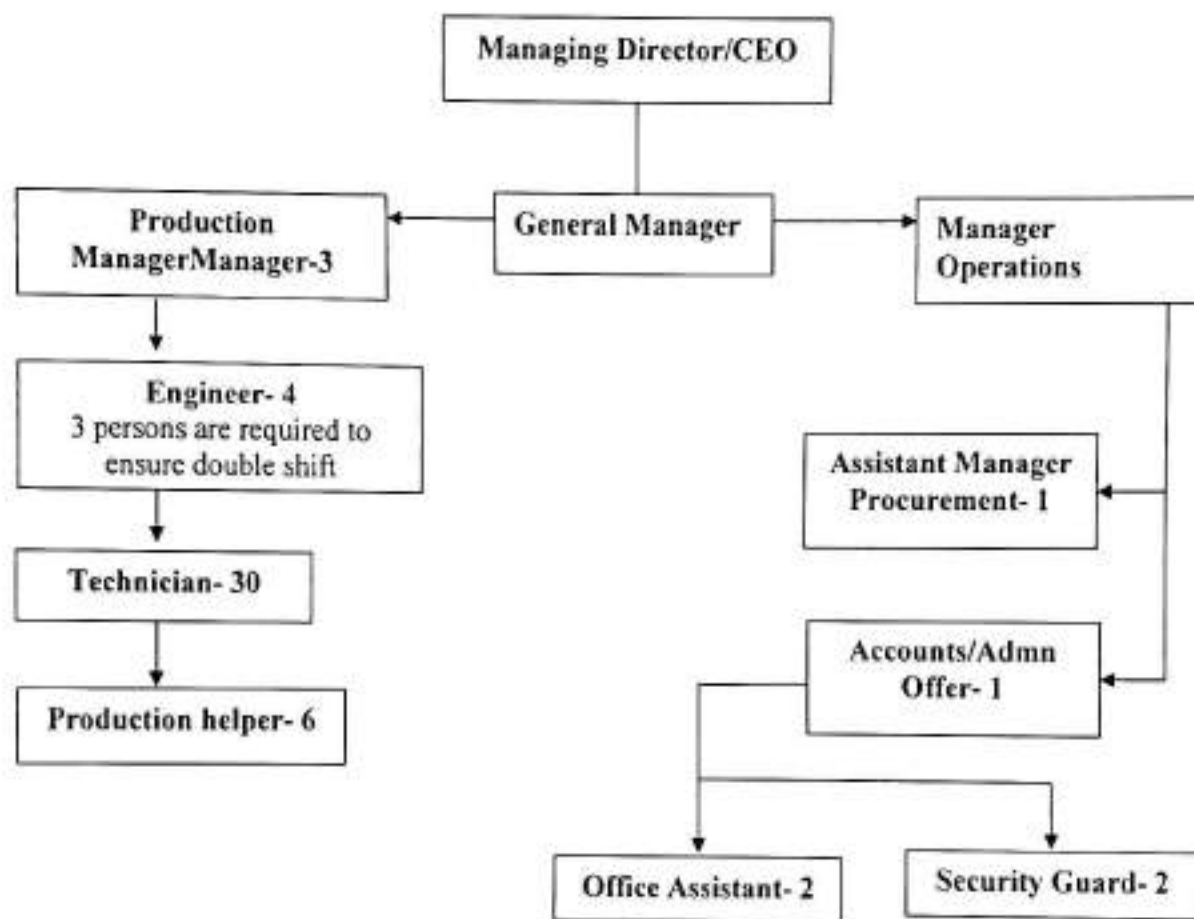
Md. Monzur Qureshi

- General Manager of the Company operation affairs. He is well-experienced for about 8+ years in IT Sector in different IT organizations. Completed graduation and post graduation degree in Management also achieved Masters in Business Administration (MBA).

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Organogram



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Managing Director

Land/Building

1. Rented Factory- 6000 Square feet.
2. Rented Ware House- 4000 Square feet.

Production Picture

Item	Present production in numbers	Value in Taka	Production capacity per month	Value in Taka	Market requirement at present
Media Converter	2000 Pairs	3,200,000.00	4000 Pair	5,600,000.00	5000 Pair
Nodes	1000 Pcs.	1,500,000.00	6000 Pcs.	7,800,000.00	10000 Pcs.
Amplifier	1000 Pcs.	1,300,000.00	3000Pcs.	3,300,000.00	5000 Pcs.
Set Top Box	1000 Pcs.	2,200,000.00	5000 Pcs.	10,000,000.00	2000 Pcs.
	Total--	8,200,000.00	Total--	27,700,000.00	

Working Capital Profile

Item	Present working capital	Required working capital for full scale production	Remarks
Media Converter, Node, Amplifier, Set Top Box	10,000,000.00	Approximately 28,000,000.00	We need additional 15,000,000.00 as working capital.

Break down of some Operating expenses (Approximate)

Designation	Required Number	Remuneration /Salary	Total	Remarks
Manager, Production	3	40,000.00	120,000.00	
Manager, Operations	1	30,000.00	30,000.00	
Engineer	4	25,000.00	100,000.00	
Machine Operator / Technicians	30	7,000.00	210,000.00	
Production Helper	6	8,000.00	48,000.00	
Accounts Officer	1	35,000.00	35,000.00	
Accounts/Admin Officer	1	15,000.00	15,000.00	
Procurement Officer	1	15,000.00	15,000.00	
Office Assistant	2	7,000.00	14,000.00	
Security Guard	2	7,500.00	15,000.00	
Office Rent	1	150,000.00	150,000.00	
Utility bills	1	25,000.00	25,000.00	
		Total-	7,92,000.00	

Amount in words: Taka Seven lac ninety two thousand only.

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Present Production and sales statement(Monthly)

Sl. No.	Item	Production Quantity	Production Cost	VAT	Sub-total	Sales price	Net Profit (Aprox.)
01.	Media Converter	2,000 pair	2,600,000.00	390,000.00	2,990,000.00	3,600,000.00	
02.	Nodes	1,000 pcs	1,300,000.00	195,000.00	1,495,000.00	1,700,000.00	
03.	Amplifier	1,000 pcs	1,100,000.00	165,000.00	1,265,000.00	1,600,000.00	
04.	Set Top Box	1,000 pcs	1,900,000.00	285,000.00	2,185,000.00	2,500,000.00	
			6,900,000.00	1,035,000.00	7,935,000.00	9,400,000.00	
Less:		Production cost				(-)7,935,000.00	
Less:		Logistics and Overhead cost				(-) 792,000.00	
						Net Profit (Aprox.) Taka	673,000.00

Projected Production and sales statement (Monthly)

Sl. No.	Item	Production Quantity	Production Cost	VAT	Sub-total	Sales price	Net Profit (Aprox.)
01.	Media Converter	5,000 pair	6,500,000.00	975,000.00	7,475,000.00	9,000,000.00	
02.	Nodes	3,000 pcs	3,900,000.00	585,000.00	4,485,000.00	5,100,000.00	
03.	Amplifier	2,000 pcs	2,200,000.00	330,000.00	2,530,000.00	3,200,000.00	
04.	Set Top Box	3,000 pcs	57,00,000.00	855,000.00	6,555,000.00	7,500,000.00	
			18,300,000.00	2,745,000.00	21,045,000.00	24,800,000.00	
Less:		Production cost				(-) 21,045,000.00	
Less:		Logistics and Overhead cost				(-) 792,000.00	
						Net Profit (Aprox.) Taka	2,963,000.00

Future Plans:

Now a day Security and Surveillance market is rising and it will continue to do so for a long time to come. As a future venture, we intend to open a new line for CCTV Camera and DVR/NVR production.

Being an IT base company in Bangladesh, PLAAS Tech Industries Limited is always committed to serve the local need of IT with quality and reliable products, service, support & solution as well as the lowest possible expenditure.

Thank you"

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Managing Director