B2B Mockup

The web application, https://beta.finstatementsja.com, currently supports full functionality for a range of features. It is, however, geared towards retail investors. We would like to extend the feature set for the application and gear it towards a b2b user. This would effectively be a separate product.

Core Changes:

1. New Screens on Web Application:
   - Modelling and Valuation
     - Discounted Cash Flow Model
       - Please take a look at the examples provided below
   - Note that you can edit the expected values for future years and also modify certain parameters (cost of debt etc)

   - Discounted Dividend Model
   - Residual Income Model
   - Relative Valuation

- **Note:** We only need to show the Discounted Cash Flow model in our mockup, the other models can simply be shown as options in some menu (either dropdown or on a navbar)
- Earnings Transcripts
  - Example image provided below
  - We would have a similar layout but instead of speakers we would show the timestamps
  - Please also note that we would also be including the option to play the audio
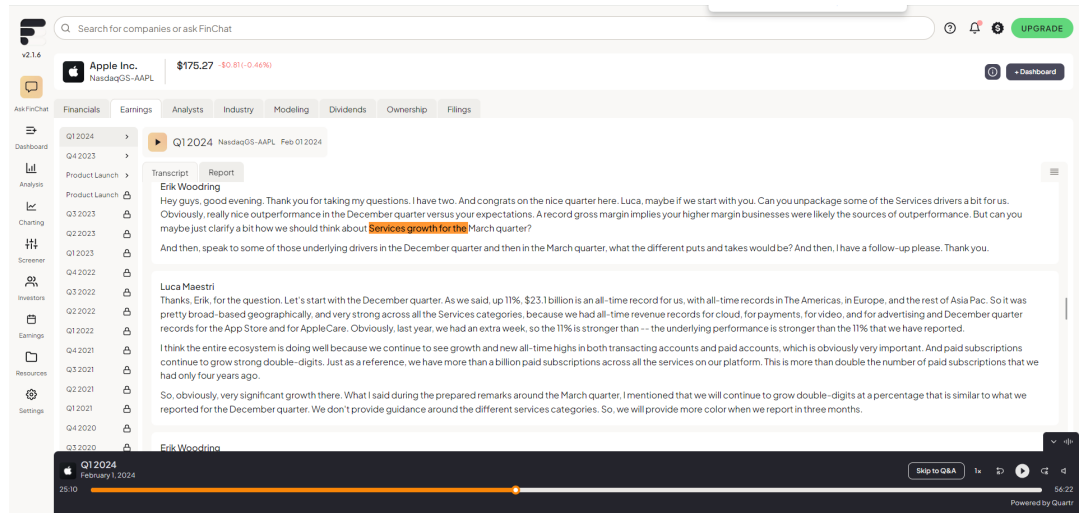
- Dashboards (this is actually in development from our end but not yet complete)
  - Work need not be started on the dashboard mockup until the B2C application version is complete. You will be notified for this.

2. Change "look and feel". This can primarily be geared towards the color scheme. We want a more "corporate feel" for the B2B interface
3. Excel Add-in
   - This should **replicate** the functionality of the web application in a few key areas namely:
     - Ability to import financial data for any given company (Financial Data screen)
     - Generate templated valuation models

To note, the new changes need not be functional. We just want a proof-of-concept to present to our customers. It would be ideal for the existing functionality to be maintained in full, however all new changes can be constrained to the UI **but should provide the look and feel of a fully functioning application**

For the new screens, inspiration can be drawn from https://finchat.io as they have very similar functionality present.

The Excel add-in will require some creativity from your end as this is not very much prevalent in the market. I will attach a video demo of what we have done so far as a POC.

Excel Add-in Resources

The website https://www.gurufocus.com allows the retrieval of data using a Google Sheets add-in. In the video below you can see a demonstration of retrieval of financial data. This can be used as a source of inspiration for the excel add-in mockup

- https://www.youtube.com/watch?v=b1SMGoSk0bA&t=382s