3. Answers to these 2 simple questions: (you may need to read the text a little bit)

a. The company you think this is related to?

b. Financial year CEO is discussing?

4. The visualizations, insights you extracted from data – images, thoughts, anything!

5. What more you think can be done in future on this data!

6. Any code (if you have written) should be uploaded in a public GitHub repository. The link should be included in the report.

**1. How you proceeded with the data. Your thought process before you started working!**

When I opened the text file, my first thought is that the content is so long, I need to find the point of the article and condense it into a few sentences. Besides, when it comes to earning call speech, it is useful for investors to know what the most frequently mentioned thing by CEO is, and the sentiment of CEO in this speech. Therefore, there are three main analysis parts which are: 1. show the most frequency noun mentioned by CEO. 2. Calculate the sentiment of each sentences. 3. Condense the speech into a summary.

2. Tools, languages, software's used

In this project, I mainly use NLTK to process the data, and use matplotlib to visualize the data, the languages I use is Python.