# Meeting Transcription

[00:01 - 00:14] Speaker A: the the the best bookkeeping to check lah. So which means that the the data source from the company secretary for this company, let's say this ABC company is the is the most correct correct source.

[00:14 - 00:22] Speaker A: but not sure whether have you considered that this will be one of the one of the important thing lah. I'm sure that that is something that will ask lah.

[00:25 - 00:33] Speaker B: But I think we just take what are given in the database. It's what submitted, what kind of like the info are submitted by.

[00:33 - 00:36] Speaker B: So we just take what we have. What they have.

[00:36 - 01:03] Speaker A: Yeah, yeah. but when when you say what they have, it has to be yeah, that means they have to take responsible that in the end of the day, these are the information they provide lah. You know, like crawling and drawing the the situation. But uh because based on uh our input, we advise that uh if this data is it has been reconciled and construct with the company secretary or not.

[01:03 - 01:19] Speaker A: Because the company secretary uh will be responsible for the company to to filing uh company uh the the year end, all those kind of things. So all the all the all the information and the figures are are done by the company secretary. Okay, it's not uh it's not uh it's not the actual accountant on the finance controller itself also they are submitting the company secretary to.

[01:20 - 01:40] Speaker A: to look at it. Hey, this will be something that we we need to highlight lah because uh and from our point of view, we want to make sure that whatever we crawl this data, uh has to be based on the actual sources and they have to maintain it lah. True, exactly. Hmm. So, yeah, I'll just quickly go through the second dashboard or if you have any opinion on this.

[01:40 - 01:44] Speaker B: Uh, that's fine. That's fine.

[01:44 - 01:57] Speaker B: Also one thing, right? We we we did highlight to to Hisham early on that uh a lot of their data macam not tun lah, not complete lah, everything ah. So Hisham's attitude is um we just report as is. uh if that is what they declare, then that is what we will report. Something ada lah to that lines.

[01:57 - 02:03] Speaker A: Yeah, yeah. I mean they responsible but they they can only from assessment perspective they have to talk to the company secretary lah.

[02:03 - 02:08] Speaker A: So it's just that all this information will pull from the whatever company has reported lah. That's all.

[02:08 - 02:09] Speaker B: Yeah, yeah.

[02:09 - 02:26] Speaker A: That's my my launching let's say like for example, I'm a DEF company, I want to check ABC company. So, I will I also want to set I want to check whether the debt ratio, how how far, how much, you know, before I want to know whether this company can I look together? Can I invest? Can I do something about it? That's that's the purpose of seeing it.

[02:26 - 02:27] Speaker B: Yep. Yep.

[02:28 - 02:31] Speaker A: True. Uh, yep. Uh.

[02:32 - 02:38] Speaker A: I'll ask uh, I just quickly let you see the corporate demographic. It's still a while to load.

[03:52 - 03:55] Speaker A: So maybe I just, yeah.

[03:55 - 04:24] Speaker A: So this how the corporate demographic looks like. So after submitted the company ID, there will come out the company name. If there are just all company name then it will appear also. This two info. Then the company info, basically to include uh company age, incorporation date. This update uh size and uh all the status, legal structure, CRBG status and whether it is a subsidiary and yeah, this two info, authorized capital, that the company location.

[04:25 - 04:28] Speaker A: Company location, industry, business nature.

[04:28 - 04:30] Speaker A: And yeah, here comes the visualization basically uh.

[04:30 - 04:42] Speaker A: It will show the officer info, number of officer and for this part, right, it will there will be a graph, the link analysis, the link graph, which connect the company node with the director and the secretary etc etc.

[04:42 - 04:50] Speaker A: So for this mom we will uh some some of us will include the link analysis. And after this, it is the.

[04:50 - 04:56] Speaker C: Okay, sorry, sorry to interrupt. Is the graph analysis is just a image itself?

[04:56 - 05:09] Speaker C: So so which means now there will be a uh there the the further department will once you click, there will be a better link analysis visualization will be appear? Yep, yep, yep. Okay. So this one hasn't been developed yet, lah.

[05:10 - 05:13] Speaker A: This one is after we get the design, I think. Yeah. Uh we have the.

[05:13 - 05:32] Speaker B: actually Desmond, that's one of the reason also why we we we baseline ah. Because I think the front end, right? The the CB developers, right? They they are very busy with the core system to even bother with this ah. So uh timeline wise, I think tak jadilah. That's why they will base that.

[05:32 - 05:35] Speaker C: Especially the UI part lah.

[05:35 - 05:42] Speaker B: Yeah, yeah. I mean even if our part, we can come up with the UI very quickly, right? Uh we already we already we actually we our progress slowed down because we know they will base sign up.

[05:42 - 05:50] Speaker B: But even if we can cover it very quickly, right? The developers cannot turn it into reality ah. So even even then also the the the the the amount of reconciliation or synchronize with whatever you are building it, also will take time.

[05:50 - 05:53] Speaker B: Yes, correct. Correct.

[05:53 - 06:03] Speaker B: Actually we reach out to them even earlier this year already. because before we do this complete package, we already gave them some some simple package data to try and test and everything, but they don't have the bandwidth for that.

[06:03 - 06:06] Speaker B: So you see right? All these graph, right? We are creating using Python, you know.

[06:06 - 06:10] Speaker B: We we are not even supposed to do this, you know. They are supposed to create this for us.

[06:10 - 06:13] Speaker B: We just pass them the SQL scripts and whatever data and then they are supposed to do it for us.

[06:13 - 06:20] Speaker B: But because they don't have the bandwidth, so the analysis behind the screen is Python then? Python right. Yeah, yeah.

[06:20 - 06:26] Speaker B: It's not supposed to be. and in fact in the final product, it probably won't be. But uh because they don't have time.

[06:26 - 06:28] Speaker C: What was supposed to be the scope if it's not Python?

[06:28 - 06:33] Speaker B: Uh they will probably okay. All these kind of graphs, right? They are going to the front end, right? They are going to create with JavaScript.

[06:33 - 06:36] Speaker B: But the data to get the data required for these graphs, honestly right now a lot of it is uh using SQL lah.

[06:36 - 06:43] Speaker B: Just with SQL alone, you can pull the data necessary to create these graphs already. Yeah. For us, we created this front end with Python and the back end, we we we we use uh we we call to the SQL databases ah. Yeah.

[06:45 - 06:47] Speaker B: So okay, can this we also be visualize with Insta BI also, right?

[06:47 - 06:49] Speaker B: Uh, yeah, yeah, yeah, or something like that, yeah.

[06:49 - 06:50] Speaker C: Yeah, yeah, Insta BI also.

[06:50 - 07:16] Speaker B: Yeah, but then but then last time Baha said that it's very hard to build customized application uh there something there lah. I so not very sure. So in the end they they they ended up decided uh instead of using Insta BI to show all this data because all of this will change depending on the company being selected. So instead of building that kind of capability where Insta BI punya dashboard can change depending on what company you select.

[07:16 - 07:24] Speaker B: Instead of doing that, they are going to create a custom application, custom front end that uses JavaScript. So uh I I I say ah.

[07:25 - 07:28] Speaker B: Okay, okay. But but but but that means uh right now you're using Python to to create this view.

[07:28 - 07:30] Speaker B: Correct. So which means that by time they they grab the data from CRS and all these things, so they have to start go and code to Java. Correct. Correct.

[07:30 - 07:33] Speaker B: And coding coding from the SQL SQL information.

[07:33 - 07:41] Speaker B: Correct. Uh we will put we will give them the SQL scripts, uh, you know. We already build our own data mart already and then uh the to to create this from our data mart is more straightforward lah.

[07:41 - 07:52] Speaker B: So we'll give them the the the data mart we will maintain. The SQL scripts for all these charts we'll pass to them. Then they have to figure out lah how to turn it into charts ah and exactly the same kind of charts that they see here lah.

[07:52 - 07:54] Speaker B: Okay. So so which means then uh uh the.

[07:54 - 07:59] Speaker B: That means that there there will be their own data source inside to connect with the SQL database option. Yes.

[07:59 - 08:01] Speaker B: Okay, okay, okay.

[08:01 - 08:03] Speaker B: Yeah, because I saw also even better the the.

[08:03 - 08:08] Speaker B: If you scroll scroll a little bit up and scroll a bit up higher, the company info that part, it was supposed to be a uh a pictorial uh visualization also.

[08:08 - 08:12] Speaker B: This one, I think, yeah. I mean yeah.

[08:12 - 08:14] Speaker A: Yeah. I mean already can do a better job on there.

[08:15 - 08:18] Speaker B: Yeah. Okay. All right. Uh so the demographic analysis part basically show the proportion of the race, gender, nationality and officer designation.

[08:18 - 08:25] Speaker B: The yeah. So for this officer part, basically show this info. Because this company I selected only has two officers, so it's not very filling the A.

[08:25 - 08:31] Speaker B: For the shareholders, yeah, it also shows shareholder count and the race, the nationality and the the the gender proportion.

[08:31 - 08:33] Speaker B: This cannot be identified, please.

[08:33 - 08:35] Speaker B: Uh I think most of them are it can be company.

[08:35 - 08:40] Speaker B: So yeah, and some of them are foreigners. I don't know how they justify their gender and so yeah, but but from this shareholders info.

[08:40 - 08:44] Speaker B: I think this is one of the most important part, lah. So what are we trying to show here?

[08:44 - 08:53] Speaker B: Are we going to just tell that uh how many shareholders that we have? Or we have ability to drill down who are the shareholders? Who is this thing? Who's is Dato all those kind of thing. Is that is that what you want to achieve from this uh this part?

[08:53 - 09:05] Speaker B: Uh because right, we didn't give more info because some of the company, especially like public listed company, there exist a thousand number of shareholders. Uh after discussing with Hisham, we are not uh possible to show the every name, contact numbers, IC of their new shareholders.

[09:05 - 09:13] Speaker B: So you know, this is what we will show rapidly. If if they have uh public list company uh in their in their in their in their SSM list also or not. Yeah, yeah, yeah, of course. I be every company need to do register.

[09:13 - 09:16] Speaker B: So so so if in that case uh for example, if there's a public list company, then uh.

[09:16 - 09:24] Speaker B: Then whatever you show on the uh shareholder info, uh doesn't give much details up. So which means the the info is not so adequate for people to buy or for business owner to buy the the the information also.

[09:24 - 09:27] Speaker B: Because I think they what they that's what they see. They what just that's what what they see.

[09:27 - 09:30] Speaker B: That's the most important part shareholders info. Okay, so that's my my my input now.

[09:30 - 09:43] Speaker B: If you want to if you if let's say, I mean you have to go back and tell Hisham lah, you know, could be this is the the the first phase uh first phase that you are going to show you lah. If you want to have further detail, uh to be able to sell the info, you need to give us a more details how we can incorporate the how many shareholders as much as possible.

[09:43 - 09:47] Speaker B: That means SSM must uh either mandate them to also this this to also show this info or something, right?

[09:47 - 09:50] Speaker B: Yeah, yeah. because why if let's say you're a business owner, I want to buy this document, this corporate demographic.

[09:50 - 10:10] Speaker B: So the most important thing it is to market you market you see who is actually behind of the shareholder. Right? I also want to know why this this company is actually paid up capital let's say 17 million or something else like that. Or even though it's a private limited, I want to know whether if I want to take over it or to buy this company whether to invest this company does it worth or not, lah?

[10:10 - 10:16] Speaker B: So if I see if the shareholder like for example oh this one invested by Hassanah, invested by Yufor oh this one is good, lah.

[10:16 - 10:23] Speaker B: I think it's a it's a good I mean there's a confident in there. But you must say if this person uh is like uh the the main shareholder expression really. Hmm.

[10:23 - 10:24] Speaker B: Then then uh you you got I mean.

[10:24 - 10:34] Speaker B: You get I mean. This is from the from the from the from the business owner want to purchase the the actual document information value lah. Maybe maybe Hisham needs to realize with the actual marketing people who actually push this.

[10:34 - 10:36] Speaker B: Hmm. I don't know lah. I mean then that could be have have a bit more brainstorm the information.

[10:36 - 10:43] Speaker B: Even though today at this point of time the the CRS is also not ready but at least uh we are trying to build this thing because we are not going to show them everything by this June July.

[10:43 - 10:51] Speaker B: because this thing is also not not not not not capable to be available. The thing that we are building and make it available probably by December. If we hope, hopefully December we can.

[10:51 - 10:52] Speaker B: Hmm. Okay. If it's not then a bit difficult also.

[10:52 - 10:54] Speaker B: Alright or not.

[10:55 - 11:01] Speaker B: Alright? So this meeting, I think it's a bit delicate, lah. I think in the end they want to show they want to demo this to Dato Azimah or the the the DPKPE and they will definitely ask, lah.

[11:01 - 11:07] Speaker B: Hey what can I show more from this one? If I want to download this document then what is the value of this document? You must say if I charge this thing 20 ring or 50 ring or 100 ring.

[11:07 - 11:10] Speaker B: So I say what will you get all this information, lah? And that's actually my my my my my view, lah.

[11:10 - 11:14] Speaker B: Alright? So okay, lah. You probably you probably can join down this input, lah.

[11:14 - 11:15] Speaker B: Hmm. Then maybe we have a better time to.

[11:15 - 11:22] Speaker B: Revisit with Hisham and then maybe just be direct Hisham you go and figure out with your top people, lah. This thing uh this thing is important. Not to say I am because we are limited we cannot show everything.

[11:22 - 11:24] Speaker B: But there must be a way, you know. Because if you only show the graph,

[11:24 - 11:28] Speaker B: unless showing the graph, you can point to a link analysis or eagle eye. You know, you can you will move it to eagle eye.

[11:28 - 11:35] Speaker B: Then you know, something like uh more visual type of but but you need report very difficult lah. You only can see via what you see what you get, lah. Alright or not? If you download as a report or document then it will be difficult really.

[11:37 - 11:38] Speaker B: What right or not? right or not.

[11:50 - 12:04] Speaker B: Just to be clear, right, the report, right, is going to be very uh. Hello, sorry I, just now I was keep talking with not mic. No I was I say that just just to be clear, right? Uh the report is going to be super similar to the dashboard, you know. They'll probably feature some graphs and same graphs and same description and everything.

[12:04 - 12:09] Speaker B: Maybe the layout a bit different and maybe the PDF report will not have all the information that you get from the dashboard version, lah. Yeah. Oh, okay, okay, okay.

[12:10 - 12:12] Speaker B: But that this is something that you have to clarify, lah. Hmm.

[12:12 - 12:24] Speaker B: You know, the output report we we have to refer back to the the the dashboard. Hmm. We have to agree on this, lah. If not, lah they want to print out because usually when when I buy something, print out it has to be identical. To visualization, lah because because as you can see the the either either way, lah. Either you you populate all the information of shareholder, for example in visualization or you populate everything in the actual print out report.

[12:24 - 12:25] Speaker B: Yeah. So either one.

[12:25 - 12:26] Speaker B: Okay, so at least that they they they they they would they would know, lah.

[12:26 - 12:29] Speaker B: I mean this is from from the business business owner perspective, lah. Hmm hmm, understand.

[12:29 - 12:38] Speaker B: Yeah, because sometimes I I met some persons oh my previous boss, uh and then when I come, then they will tell them about oh, but this kind of thing is a sell lah. Hmm. Then they will say, hey, you know, I want to see these things when I going to buy this company. I say what you want to see? I say. You know, you know, sometimes they will they will voice out this guy, thinking you know, which we never thought of it, you know.

[12:38 - 12:39] Speaker B: Yeah, yeah, yeah.

[12:39 - 12:41] Speaker B: We should we never thought of it, you know. Only these business owner will think of it. Yeah.

[12:41 - 12:44] Speaker B: Right? Yeah, yeah.

[12:44 - 12:46] Speaker B: Sometimes SSM also didn't pick up this this feedback also. Yeah, yeah, true.

[12:46 - 12:47] Speaker B: Yeah. Maybe you ask Jimmy, Jimmy is Mr. Owner also what?

[12:47 - 12:50] Speaker B: Yeah, yeah. you want to see. You want to see. You want to see. Share call Jimmy. Yeah. you say what you want to see? What you want to see you should should you will say because it's you would definitely want something something more concrete.

[12:50 - 12:51] Speaker B: Okay.

[12:51 - 13:01] Speaker B: Otherwise why I pay 50 ring? I'm gonna find some other people going to take the info. same price also you make a point. Hey, yeah, you could be it could be very blunt you know, but actually it is also true, lah. Yeah. Right? Yeah. Uh. Hmm hmm. Noted noted. Yeah.