



BACHELOR OF BUSINESS ADMINISTRATION (HONS) FINANCE

FACULTY OF BUSINESS AND MANAGEMENT

UITM PERLIS



ALL BE CONNECT
Worth Connecting With

INDUSTRIAL TRAINING REPORT AT

ALL BE CONNECT SDN BHD

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EXECUTIVE SUMMARY

This report was written as part of the Bachelor of Business Administration (Hons.) Finance programme requirement. At All Be Connect Sdn Bhd, I finished a 24-week/6-month internship programme. All of my time at my company is extremely significant since the experiences I get will help me acquire a better job after I graduate. All of the tasks and assignments that I have done will be included in this report. During my internship, I was allocated to the Sales Finance Department, which was really beneficial to me because I was able to obtain new knowledge and improve my abilities in financial skills. During my internship, I was able to get general knowledge of sales finance through my work. Top management also exposed me to the professional route by sharing their expertise in the sector. Overall, my internship has been a positive experience because I have a helpful and caring supervisor as well as congenial co-workers. It is an honour for me to propose All Be Connect Sdn Bhd as a place for future undergraduates to pursue their internship.

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2.0 COMPANY'S BACKGROUND

2.1 Name, Location, Background

All Be Connect began operations in 2016 by offering critical services and solutions to our customers. RF design, RF manufacturing, and supply chain quality control are all services we offer. All Be Connect also specialised in supplying EMI solutions, such as shield boxes, RF connectors, cable assemblies, and EMI gaskets that were suited to the customer's exact needs and specifications.

Mechanical & System Integration on Non-shield box, Test plate, and Duplexer is available from All Be Connect, which has a good reputation for dependability. In addition, we have the knowledge and ability to provide a wide range of test equipment, both new and refurbished. All of our products are inspected, verified, and calibrated in accordance with the original manufacturer's specifications.

Since our inception, our main accomplishments and milestones are:

➤ Year 2016 Electro-Mechanical Solutions

Establishment of All Be Connect for electro-mechanical solutions. We provide design and assembly services, turnkey services, and system integration by assisting customers in incorporating complete sets of test equipment into their testing system.

➤ Year 2017 Supply Chain Solutions & Services

Ventured into supply chain solutions & services. We have a dedicated team that provides Supply Chain Management services such as sourcing, purchasing, system and product qualification, and logistics management in all regions. We often provide technical assistance in the form of comparable materials or components to assist customers in meeting their product needs and specifications.

➤ Year 2018 EMI / Thermal / RF Solutions

Becoming distributor and sales representative for the companies that specialize in high performance material and RF products.

➤ Year 2019 New and Refurbish Test Equipment Purchase

Establishment for supplying wide range of New/ Refurbish test equipments such as Signal Generators, Network Analyzers, Oscilloscopes, Milliohm Meter, Power Supply and etc from varies manufacturers that including Keysight, Rohde & Schwarz, Anritsu, Aeroflex and others reputable equipment manufacturers.

➤ Year 2020 Wire Harness and Cable Assemblies

We also expanding our company products portfolio by adding wire harness manufacturing capability in 2nd half of year 2020. Currently we are supplying DSub cable assemblies, grounding cable, wire jumper, BNC cable assemblies and others simple & complicated wire bundle to our customer.

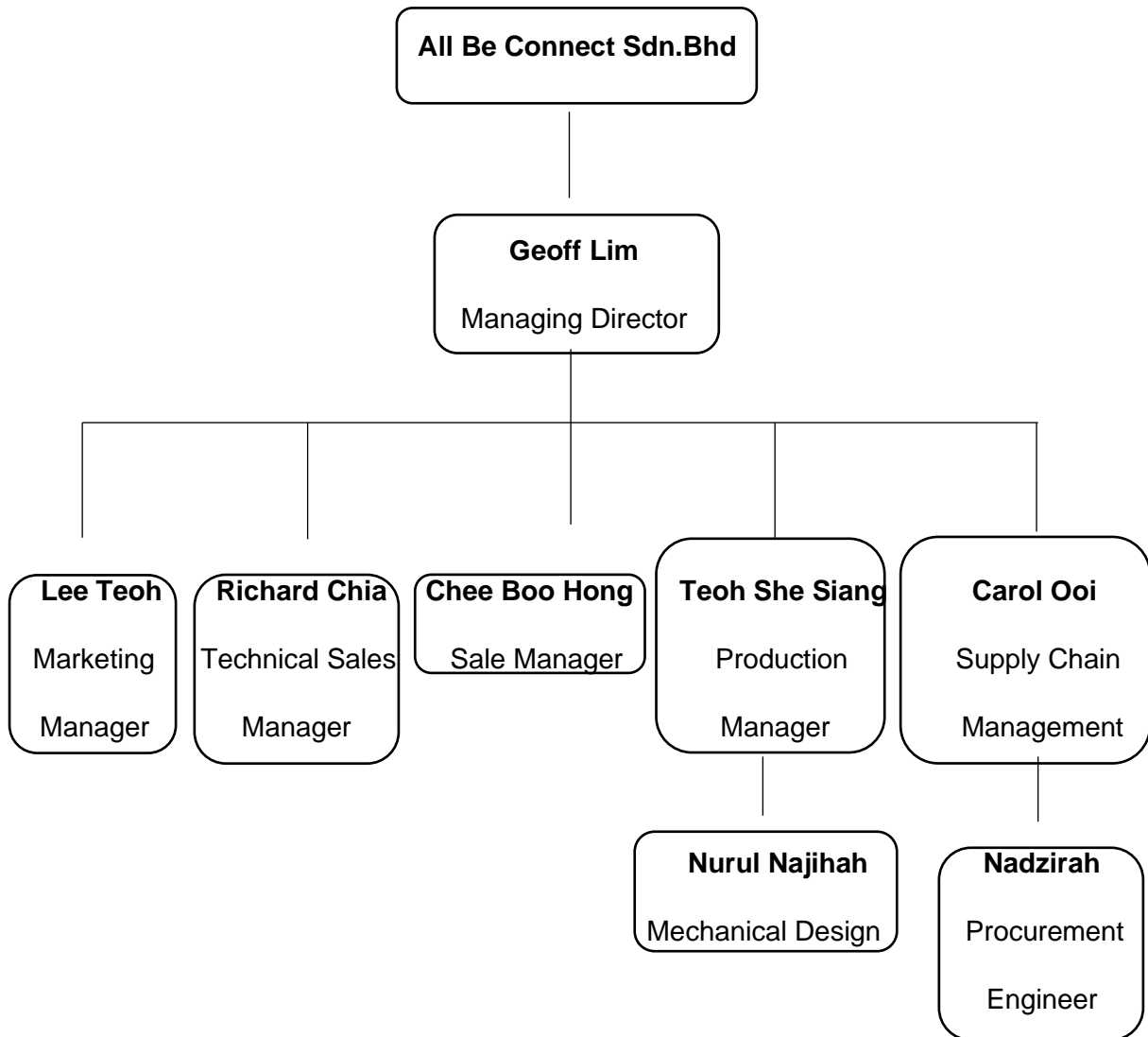
2.2 Vision, Mission, Objective & Goal

Our company's purpose is we are completely committed to delivering top class services to rapidly and efficiently meet business requirements and customer loyalty and to enhancing customer trust and supply chain efficiency. Our visions are

- ✓ Establish strong business growth based on customer satisfaction.
-A solid market development plan focused on customer loyalty.
- ✓ Commit to delivering high quality services and goods.
-A robust consumer loyalty business growth strategy.
- ✓ It is all about connecting the right people, products and technologies.
-The connection of the right individuals, goods and technologies is at stake here

All of us at All Be Connect are dedicated to providing excellent service, and our senior management team exemplifies this commitment. They all have extensive and varied experience in a variety of industries, ensuring that All Be Connect continuously meets and exceeds the specific needs of our customers.

2.3 Organizational Structure



2.4 Products and Services

Over the previous few decades, technology has advanced at a relatively rapid rate. It's rather usual nowadays to find digital electronics items with advanced features such as high speed and wireless communication. Nonetheless, this is a really difficult challenge for designers. All Be Connect "High Performance" products are developed to tackle engineering issues in clever, convenient, and dependable ways to fulfil design cycle, space constraint, and cost dilemma in a fair way.

All Be Connect Sdn Bhd provided the customer with Shield box, Non-Shield Rack, RF Load Box, and other design and assembly services. They also provide Turnkey services that are tailored to the client's needs and specifications. Due to long-term strategic ties with sheet metal and machining firms, they are able to deliver one-stop electro-mechanical solutions.

2.5 SWOT Analysis

During my internship, there are a few strengths, weaknesses, opportunities and threats of All Be Connect Sdn Bhd that can be observed.

1. Strength

➤ Excellent customer Services

All Be Connect really ensures to maintain a very good relationship with their customer. This is because, customer interactions are critical to a company's success. They don't, however, appear out of nowhere. Customer relationships, like personal relationships, must be nurtured and nurtured. When businesses build great relationships with their consumers, they can get loyal customers, positive word-of-mouth, and more sales.

➤ Offer high quality products

Products offered by All Be Connect Sdn Bhd are good quality products imported from US and Japan. All Be Connect Sdn Bhd always makes sure they provide good quality products to their customer because if they do not meet the expectations of their customers, they will swiftly look for alternatives. Customers must be satisfied in order for them to be loyal and continue to buy from you in the future. Long-term income and profitability rely heavily on high-quality items. They also allow businesses to charge and keep higher costs.

2. Weaknesses

➤ Poor credit and late payments

All Be Connect Sdn Bhd had a history of paying suppliers late. As a result of this action, the supplier's supply is delayed. When a shipment from the supplier is delayed, a shipment to the customer will be delayed as well. As a result, the supplier has a poor image of the company.

➤ History of inaccurate purchases

All Be Connect Sdn Bhd also had a history of making wrong purchases. This is sometimes due to wrong description from customer and also miscommunication between sales team and customer. When this happens, All Be Connect Sdn Bhd often receives complain from customer.

3. Opportunity

➤ Expansion into Hong Kong market

Since majority of All Be Connect Sdn Bhd customers are from Hong Kong, All Be Connect Sdn Bhd can actually expand their business into Hong Kong market. This will help them to gain competitive edge of their opponent. By working in worldwide marketplaces, All Be Connect Sdn Bhd is able to generate new resources and forge essential connections. Multinational corporations can also take advantage of profitable investment opportunities that may not be available in their native country.

➤ Market Development

All Be Connect Sdn Bhd's expansion into the Hong Kong market could also help them gain access to new technologies and industry ecosystems, which could help them boost their operations dramatically. International business can also improve All Be Connect Sdn Bhd's image, since global activities can help establish name brand recognition for future business scenarios like contract negotiations, new marketing campaigns, or even growth.

4. Threats

➤ Late invoice payments from customers

There are scenarios when customers made late payments. When this happens, Customers who do not pay on time may have insufficient cash to pay off their loans or credit card bills due to a lack of available cash flow for the business. Late payments on credit card bills or loans will lower a company's credit score because credit bureaus consider late payments when determining company's credit score. Credit facilities would be more difficult and expensive to obtain in the future if company's credit score was lower.

➤ Dependence on third-party supplier

All Be Connect Sdn Bhd rely heavily on third parties, such as material suppliers and vendors, to assist them meet contractual obligations as well as consumer demand. Therefore, when third-party supplier are unable to fulfil demands, All Be Connect Sdn Bhd reputation will also be affected in customers perspective.

3.0 TRAINING REFLECTION

My industrial training will last roughly 6 months and will begin on February 16, 2021 and end on August 16, 2021. From Monday to Friday, All Be Connect Sdn Bhd is open from 8.30 a.m. to 6.10 p.m. The Sales Finance Department is the department to which I was allocated during my internship. This section is in charge of the majority of All Be Connect Sdn Bhd's sales transactions.

Ms. Teoh Lee, the Sales Manager of All Be Connect Sdn Bhd, was assigned to supervise me. She has taught me a great deal about sales finance fundamentals as well as the Standard Operating Procedure for sales finance operations. She also has faith in me and has entrusted me with various responsibilities that involve direct client contact.

The first task I was given was to finish filing sales invoices and double-checking sales payments. I was then shown how to create a sales report and respond to customer's purchase order email. I'm also in charge of creating and presenting the company's monthly sales report to my General Manager each month.

Finally, I was also in charge of handling a customer's purchase order, which required me to connect with the purchasing department in order to track the transaction. This is to ensure that I am able to provide enough information to customers on the progress of their purchase orders.

4.0 RESEARCH REPORT

4.1 Introduction

This chapter will analyse the findings on liquidity for 41 consumer goods businesses with large market capitalization that are listed on Bursa Malaysia. This research was conducted over a six-year period, from 2014 to 2019, with a total of 240 observations. Software for Statistics and Data Science (STATA) was used to analyse the data with the hypothesis explanation in order to generate and evaluate the data.

4.2 Literature Review

The ease with which an asset or security can be changed into immediate cash without impacting the market price is referred to as liquidity. To put it another way, liquidity refers to the ease with which an item can be bought or sold in the market at a price that reflects its true value. Previous research has been divided into three categories: financial liquidity, liquidity production, and stock liquidity. The drivers of stock liquidity, as well as the relationship between leverage and stock liquidity of nonfinancial enterprises, are the focus of studies on the subject (Umar et. Al., 2016). In other words, liquidity is created when long-term assets and short-term liabilities are incompatible.

(Rauch et al., 2009) identified monetary policy and macroeconomic variables as the most significant determinants of liquidity risk in an attempt to determine the determinants of liquidity risk. There are two perspectives: in the short term, there is a negative association between liquidity and profitability; and in the long run, there is a positive relationship between liquidity and profitability. While liquidity and profitability have a positive link in the long run. Furthermore, liquidity assessed a company's capacity to pay its existing creditors solely using the company's present assets (Billah et. al., 2015). According to Podilchuk (2013), the current ratio has a significant beneficial impact on profitability.

4.2.1 Dependent Variables

Liquidity, according to (Zainudin et al., 2017; Atsbeha Berhe & Kaur, 2017; Jolly Cyril & Singla, 2020; Egbunike & Okerekeoti, 2018), is defined as current assets that can be easily converted into cash in order to satisfy day-to-day operational needs. High liquidity indicates that the corporation has more capital invested in

current assets, which could limit profitability. High liquidity can result in high agency costs (Kantakji et al., 2020; Zainudin et al., 2017), which might stymie performance. They discovered that, unlike the current ratio, liquidity has a negative link with profitability. The quick ratio, on the other hand, has no bearing on a company's profitability. According to Lim and Rokhim (2020), because liquidity is made up of current assets, it has an impact on financial costs, growth, and business operations. Low liquidity can have a negative impact on a firm's ratings, as investors may perceive the company as not managing its liquid assets efficiently. Atsbeha Berhe and Kaur (2017) found that there are negative correlations between higher liquidity and poorer corporate profitability.

4.2.2 Independent Variables

The ratio technique is employed in this study instead of the two ways used to quantify liquidity, liquidity gap and liquidity ratio, because academic literatures prefer it because it is a more standardised method (Moore, 2010; Vodava, 2011). This article employs independent variables such as current ratio, pretax ROA, asset return turnover (ARTO), and asset turnover to indicate the determinants of liquidity (ATO).

i. Current Ratio

One of the variables used to assess liquidity management is the current ratio. The current ratio is used to examine the connection between current assets and current liabilities, according to Gowthorpe (2003). The current ratio, according to Albrech et al. (2008), is a ratio that is frequently used to gauge the liquidity of an asset when compared to current liabilities. The current ratio formula is as follows:

Formula Current Ratio = Current Asset / Current Liability

ii. Pretax ROA

Pretax Return on Assets (Pretax ROA) is a metric that measures a company's profitability in relation to its total assets. The pretax return on assets (ROA) tells a manager, investor, or analyst how well a company's management is utilising its assets to generate profits. The pretax return on assets (ROA) is derived by dividing net income by total assets. In terms of a formula, it's as follows:

Formula Pretax ROA = Net Income / Total Assets

iii. Asset Turnover (ATO)

The asset turnover ratio compares the value of a company's assets to the value of its sales or revenues. The asset turnover ratio is a calculation that indicates how effectively a corporation uses its assets to produce income. A company's ability to generate revenue from its assets is measured by its asset turnover ratio. The higher the asset turnover ratio, the more efficient it is. A low asset turnover ratio, on the other hand, suggests that a corporation is not effectively leveraging its assets to produce sales. The asset turnover formula is as follows:

Formula Asset Turnover = [Total Sales / [(Beginning Asset + Ending Asset) / 2]]

4.3 Methodolgy

The data for this study came from the annual reports of the listed consumer products and services industry on the Malaysian stock exchange, Bursa Malaysia. We've gathered data from 41 companies for this study, which spans the years 2014 to 2019. (6 years). This research looks at important factors that affect a company's liquidity. In this study, the liquidity proxy is the dependent variable, with current ratio, pretax ROA, asset turnover and asset return turnover as the independent variables. In this investigation, just one model was estimated, and all liquidity was quantified as follows:

$$LIQUID_{it} = \alpha + \beta_1 CR_{it} + \beta_2 PRETAX_{it} + \beta_3 ATO_{it} + \beta_4 ARTO_{it} + \epsilon_{it}$$

Whereby: $LIQUID_{it}$ = Liquidity of company i at time t

$\beta_1 CR_{it}$ = Current ratio of company i at time t

$\beta_2 PRETAX_{it}$ = Pretax ROA of company i at time t

$\beta_3 ATO_{it}$ = Asset turnover of company i at time t

$\beta_4 ARTO_{it}$ = Asset return turnover of company i at time t

α = Intercept

4.4 Findings and Discussions

There are 240 observations in total in the sample. Table 1 shows the summary statistics for the variables over the sample period.

The primary goal of this study is to provide liquidity for consumer items.

4.4.1 Descriptive Analysis

Table 1: Descriptive statistic for profitability and company financial performance

Variables	Obs	Mean	Standard Deviation	Minimum	Maximum
CR	240	1.93	1.27	0.26	7.97
Pretaxroa	240	0.06	0.10	-0.30	0.50
ARTO	240	8.47	8.03	0.80	65.80
ATO	240	1.04	0.61	0.06	3.98

Notes: All the explanatory variables are: current ratio=CR, asset return turnover=ARTO, asset turnover= ATO

The descriptive statistic for factors impacting corporate liquidity was described in Table 1. In this sector, there are 240 observation samples, as shown in the table. ARTO has the highest average of 8.47, followed by CR with 1.93. Meanwhile, pretaxroa 0.06 is the lowest mean. In terms of standard deviation, ARTO has the highest figure of 8.03. It means that, as compared to other groups, ARTO has a wider range of data from the mean. Pretaxroa, on the other hand, has the lowest standard deviation, at only 0.10. As a result, pretaxroa has a lower data spread from the mean. The maximum minimum value displayed by ARTO is 0.80, whereas the lowest minimum value displayed by pretaxroa is -0.30. ARTO has the highest maximum value of 65.80, while pretaxroa has the lowest maximum value of 0.50.

4.4.2 Panel Specification Test

This study used numerous panel specifications tests to confirm the presence of return on asset in Malaysian companies in order to decide on a hypothesis for return on asset and business financial performance.

4.4.2.1 Pooled Ordinary Least Square (POLS) vs Fixed Effect (FE): F Test

Table 2: F Test

F (4,195)	278.83
Prob > F	0.0000

According to Table 2, the F-test p-value is significant, indicating that the p-value is less than 0.05, showing 0.0000. As a result, the Fixed Effect model is preferable to POLS.

4.4.2.2 Pooled Ordinary Least Square vs Random Effect (RE) using Breusch and Pagan Lagrangian multiplier test (BP-LM)

Table 3: Breusch and Pagan Lagrangian multiplier test for random effects

Chibar2(01)	289.94
Prob > chibar2	0.0000

To select between POLS and Random effect, Table 3 reported Breusch Pagan and Lagrangian Multiplier tests (RE). The p-value is less than 0.05, or 0.0000 in this case. This demonstrates that the Random Effect model is better than POLS. In other words, the data contains firm-specific effects.

4.4.2.3 Fixed Effect model (FE) vs Random Effect (RE) model: Hausman Test

Table 4: Hausman Test

Chi2(4) = 10.36
Prob>chi2 = 0.0348

The Hausman test was used to determine whether a Fixed Effect model or a Random Effect model should be used, as shown in Table 4. The p-value is less than 0.05, which is 0.0348, based on the results. As a result, H_0 is ruled out, and the Fixed Effect (FE) model is recommended.

The results reveal that the Fixed Effect model is the best acceptable model estimator for leverage and firm financial performance in Malaysia, based on the overall test. Table 5 displays the results of the F-test, BP-LM, and Hausman tests.

Table 5: Overall Panel Specification Test

F-Test		BP-LM Test		Hausman		Appropriate Model
F	p-value	chibar2	p-value	chibar2	p-value	Fixed Effect
F(4,195)= 278.83	0.0000	289.94	0.0000	10.36	0.0348	

4.4.3 Diagnostic Tests: Linear Regression

4.4.3.1 Multicollinearity

In order to perform multicollinearity test, the study conducted Variance Inflation factors (VIF).

Table 6: Variance Inflation Factors (VIF)

Variable	VIF	1/VIF
ATO	1.49	0.67
Pretaxroa	1.43	0.70
ARTO	1.14	0.87
CR	1.12	0.90
Mean VIF	1.30	

The estimated values of Variance Inflation Factors (VIF) are 1.30, as shown in Table 6, with all variables having a value smaller than 10. This indicates that there is no significant multicollinearity in this investigation.

4.4.3.2 Heteroskedasticity using Modified Wald Test

Table 7: Heteroskedasticity Test

Chi2 (41)	5.9e+05
Prob>chi2	0.0000

The Modified Wald Test is used to show heteroskedasticity in Table 7. The results show that the p-value is 0.0000, which is less than 0.05. This indicates that the variances are not constant or that there is a problem with heteroskedasticity.

4.4.3.3 Serial Correlation using Wooldridge test for Autocorrelation

Table 8: Serial Correlation Test (Autocorrelation)

F (1,38)	3.731
Prob >F	0.0609

The serial correlation test (Autocorrelation) utilizing the Wooldridge test was described in table 8. The result shows that the P-Value is 0.0609, which is greater than 0.05. This indicates that the study has a serial correlation problem.

According to the diagnostic tests, the study has no problems with multicollinearity or serial correlation. However, the findings indicated that there was a problem with heteroskedasticity in this research. In terms of resolving the problem of heteroskedasticity, the following technique was used.

4.4.3.4 Multiple Regression Results

Table 9: Regression Analysis for 41 consumer products companies in Malaysia

	Fixed Effect Model
CR	0.7055 ^{***} (19.04)
Pretax ROA	0.3813 (1.31)
ATO	-0.0126 (-0.25)
ARTO	-0.0068 (-1.36)
Constant	-0.1083 (-1.02)
N	240.0000
r2	
r2_a	
r2_w	0.8504
r2_b	0.8269
r2_o	0.8308
F	
p	0.0000
chi2	627.2871

Notes: *t* statistics in parentheses

(1) Definition of your variable: example: CR = current ratio, ATO = asset turnover, ARTO = asset return turnover.

(2) Figures in parenthesis are t-statistic.

(3) Any other information you would like to include

* $p < 0.1$, ** $p < 0.05$, *** $p < 0.01$

5.0 DISCUSSION

Table 9 lists 240 observations from 41 businesses in the same industry. The FE model was chosen for this experiment because it is the most significant model. The R² O value of 0.8308 indicates that the independent factors that explains 83.08 percent of the movement of the dependent variable (liquidity) is Current Ratio, Pretax ROA, ARTO and ATO. Other variables not included in this study account for 16.92 percent of the variance.

The current ratio has the strongest and most positive relationship with liquidity, according to the regression results. This suggests that the current ratio has an impact on the company's liquidity. Liquidity will increase by 70.55 percent for every RM1 increase in current ratio. Furthermore, the outcome is explained by the highest t-value of 19.04, which has the greatest impact on the Malaysian consumer products sector's liquidity.

The result, on the other hand, demonstrates a negative correlation between liquidity and ARTO & ATO. This explains why ARTO & ATO have little effect on liquidity because net income has fluctuated while assets have continuously increased. ARTO will decline by 0.68 percent for every RM1 decrease in return on asset, while ATO would decrease by 1.26 percent.

The result in Table 9 reveals that liquidity and pretax ROA have a positive connection. It was explained that pretax ROA has no bearing on liquidity. Pretax ROA will improve by 38.13 percent for every RM1 increase in return on asset.

6.0 RECOMMENDATIONS

Following the analysis of the research findings, these companies can take a few steps to improve their liquidity. To begin, they should use long-term debt rather than short-term debt to fund their business. The benefits of long-term debt include reduced interest rates and fewer monthly payments. The principle isn't due to be repaid immediately soon, either. The removal of short-term debt from their balance sheet increases their Quick and Current ratios, allowing them to better employ some of their cash in the short term.

Next, these companies should control their overhead expenses. Overhead costs do not immediately contribute to revenue. Wages, rent, office supplies, insurance, and bank or legal fees are all examples of overhead expenses. Examining the company's expenses can reveal some unexpected cost savings. For example, as a company matures, its financial status may alter, and insurance costs may fall. Rent, labour, professional fees, and marketing costs all need to be cut. The quantity of money you'll be able to keep in the company will increase. Your current and quick ratios will quickly appear to be fantastic.

Lastly, in order to increase company's liquidity, these companies should negotiate longer payment cycles. When it comes to getting paid swiftly, some merchants are extremely picky. Others, though, are not. Negotiate with them for longer payment periods. Persuade them to offer a discount. As a result, these businesses will be able to keep their money for longer and pay a little less than they would have had to earlier.

7.0 CONCLUSION

The research was based on data from 41 Malaysian consumer products businesses that were listed on the Bursa Malaysia stock exchange over a period of six years, from 2004 to 2009. The goal of this research is to find out what factors influenced liquidity in the Malaysian consumer products sector. Liquidity is the dependent variable in this study, with Current Ratio, Pretax ROA, Asset Return Turnover, and Asset Turnover being the independent factors. Multiple regressions were used in this study to examine 3 hypotheses. The current ratio and pretax return on assets (ROA) are the most important and positively associated to liquidity, according to the findings. Meanwhile, Asset Return Turnover and Asset Turnover indicates an insignificant and negative relationship with liquidity.

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9.0 APPENDICES



Image 1: Me with my colleagues in front of the office.



Image 2: Company Logo



Image 3: All Be Connect Sdn Bhd is located at the 11th floor of this Setia Tri-Suites building