



UNIVERSITI
TEKNOLOGI
MARA



**AZIATEX
GLOBAL**
Let's grow together

INDUSTRIAL TRAINING REPORT

**AT
AZIATEX GLOBAL SDN.BHD**

1 March - 15 August 2023

**SYED MUHAMMAD ROHAIZAT BIN SYED MOHD APINDI
2020862452**

BA240

EXECUTIVE SUMMARY

In essence, my involvement in industrial training is a process to gain a good experience for me to face the real world of work in the future. I've been conducting industrial training for 6 months which is 24 weeks in this 6th semester. I started my training in the business industry, Aziatex Global Sdn.Bhd located in Kuantan, Pahang. As a Bachelor of Marketing (BA240) student, I was assigned by my Faculty of Business And Management to complete my internship journey from 1 March 2023 to 15 August 2023. Throughout my industrial training, I was assigned to the Marketing Department which is a place for me to perform my duties as an internship student under the auspices and advice of my Supervisor, Azeem Safwan Bin Rosdi.

In this report, I will clarify everything I have gained as well as the scope of my work throughout my industrial training at this company. Related matters are my student's profile and also company's profile which includes name, location, company history, mission, vision, objective, organizational structure and also services provided. I will explain my training reflection in terms of daily employee duration, my department, my assignments, as well as the internal and external benefits I get.

Moreover, I will discuss the SWOT analysis which is the main point and the main purpose of this report is made. Essentially, I have found that this organization has strengths, weaknesses, opportunities and even threats. Finally, i will provide conclusion, references, appendices, and supporting details for the last part in the report.

TABLE OF CONTENTS

1	Executive Summary	02
2	Table of Contents	03
3	Acknowledgement	04
4	Student's Profile	05
5	Company's Profile	06 - 10
6	Training's Reflection	11 - 16
7	SWOT Analysis	17
8	Discussion And Recommendation	18 - 21
11	Conclusion	22
12	References	23
13	Appendices	24 -25

ACKNOWLEDGEMENT

I am pleased to present this formal report on my internship experience. I would like to express my sincere gratitude to all those who have supported and guided me throughout this journey.

I would like to extend my heartfelt thanks to my internship supervisor, Muhammad Azeem Safwan Bin Rosdi for providing me with invaluable guidance and constructive feedback. Your expertise and mentorship have been instrumental in shaping my professional growth and preparing me for future opportunities.

I would also like to acknowledge the marketing team for their warm welcome and the opportunity to learn from seasoned professionals. I am grateful for the time and resources invested in my training, and I will always cherish the valuable lessons I have learned from the team.

My gratitude also goes to my colleagues and peers for their assistance, support, and comradery. Working alongside such talented and motivated individuals has been a humbling experience, and I am grateful for the friendships and connections I have made.

Lastly, I would like to thank my family and friends for their unwavering support and encouragement. Their belief in me has been a constant source of motivation and inspiration, and I am grateful for their presence in my life.

In conclusion, I am honored to have had the opportunity to undertake this internship, and I look forward to applying the skills and knowledge gained in future endeavors.

STUDENT'S PROFILE



SYED MUHAMMAD ROHAIZAT SYED MOHD APINDI

Business Management Administration

I am currently a student of Business Management Administration Hons. (Marketing) from UiTM Bandaraya Melaka. I'm a person with self-involvement in various programs, especially a program that relates to my studies years which gives me the opportunity for me to be someone with good interpersonal skills. I also have natural independence that pushes me to be someone eager to gain some experience in new things.

EDUCATION

- UiTM Kampus Bandaraya Melaka
Bachelor In Business Administration
(Hons.) Marketing
Be Completed 2023
- SMK (LKTP) CHINI
STPM In Economy And
Geography
Completed in 2019
- SMK Chini 02
SPM In Pure Science
Completed in 2017

CONTACT



ACHIEVEMENTS

- 2021-2022
*President of Marketing Student
Association Awards*

TOP SKILLS

- **Hard Skills**
 - Microsoft Word- (Basic)
 - Power Point-(Basic)
 - Ms Excel -(Basic)
 - English Language- (Basic)
 - Video Editor- (Advance)
- **Soft Skills**
 - Observation
 - Decision Making
 - Communication
 - Teamwork

REFERENCE

MUHAMMAD FAIRUZ BIN JAMIL (MR.)
Lecturer UiTM Bandaraya Melaka

WORK EXPERIENCE

- Pusat Tenun Pahang DiRaja Felda | Sales Promoter
2020
 - Delivering presentations and demonstrations of products to customers
 - Engaging in meaningful interactions and building good relationships with customers
 - Submitting reports in every daily target
 - Setting up attractive product displays and promotional booths

PROFESSIONAL EXPERIENCE

- President of Marketing Student Association in UiTM
Kampus Bandaraya Melaka
2021 – 2022
 - Manage the whole organization to achieve purpose and goals
 - Observed management performance and identified solutions for improvement
- Students Destiny Week Leader in UiTM Kampus
Bandaraya Melaka | Logistic Bureau
2022
 - Successful in managing all the equipment needed in the organization.
 - Managing the safety of 630 students with a teamwork
 - Provide ideas for improvement and solve problems with group cooperation
- Student Consultant for MARCOM Community Project
(MACOMP) | 2020-2021
 - consulting Marketing Strategies for Ittihad Trading and Resources SDN BHD
- Virtual-Melaka International Intellectual Exhibition (V-
MIIE) | 2022
 - Prepare business plan report for Innovation for new innovative products for Z Future Tech

COMPANY'S PROFILE



ADRESSED

No.1 A 103, Jalan IM 9/4,
Mahkota Valley Office,
Bandar Indera Mahkota,
25200 Kuantan, Pahang

OFFICE HOUR

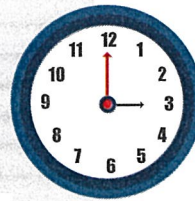
9:00A.M. - 6:00P.M.

WORK

(1:00P.M. - 2:00P.M.)

LUNCH BREAK

MONDAY-FRIDAY



MISSION

To help people and clients with their challenges, to achieve success in their businesses.

VISION

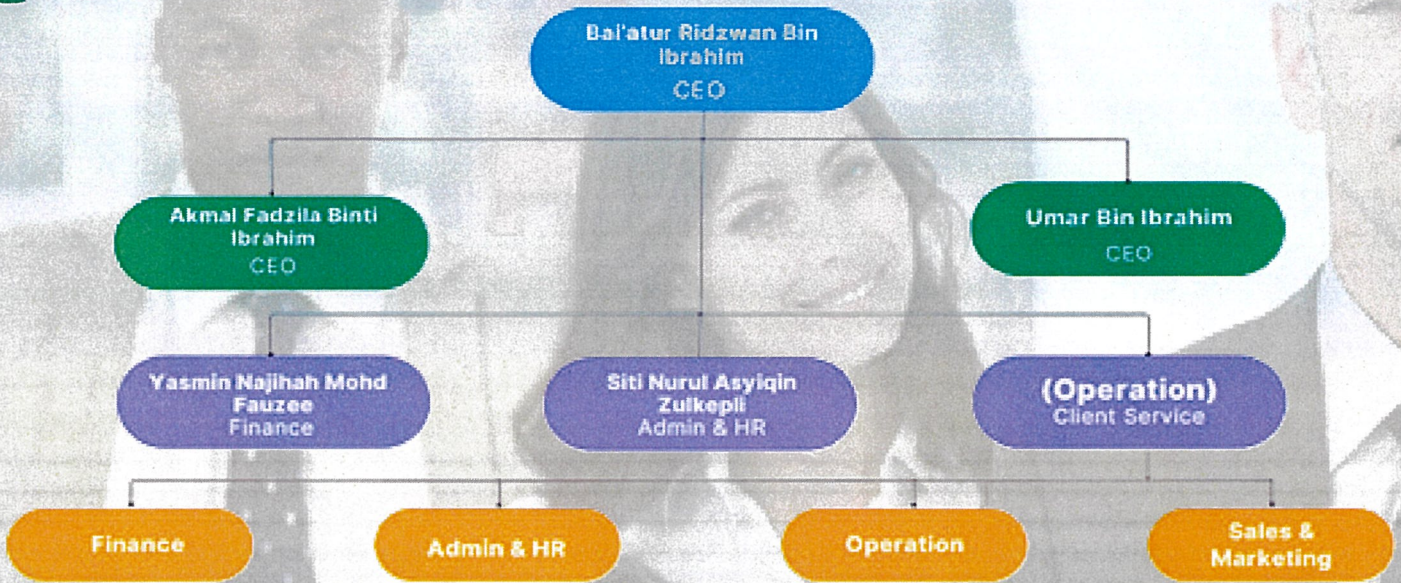
"No matter where you are in your life, we are committed to help you be a better you"



OBJECTIVE

We believe when we can do something to make progress in our business, we can always move ourselves toward greater success, together.

ORGANIZATIONAL CHART



BACKGROUND ESTABLISHMENT



Established in Cheras, Kuala Lumpur in 2018 with commercial registration with the Companies Commission of Malaysia (SSM).

AG started business in Kuantan, Pahang, and within 4 years the company now.

Now manages fourteen (14) Spa and beauty salon branches throughout West Malaysia and growing.

Company success is due to its commitment to providing expected marketing quality services and its focus on customer satisfaction.

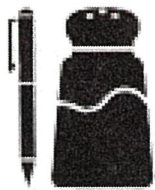
Success to promote Spa until it becomes a trusted name in the spa and beauty industry and is committed to providing its customers with the best possible experience.

COMPANY'S CLIENTS

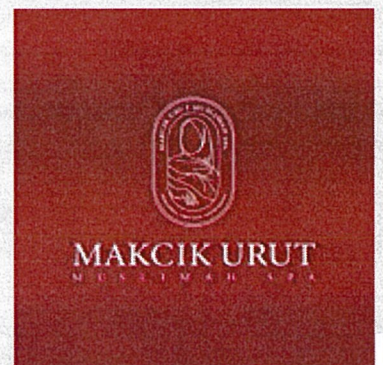
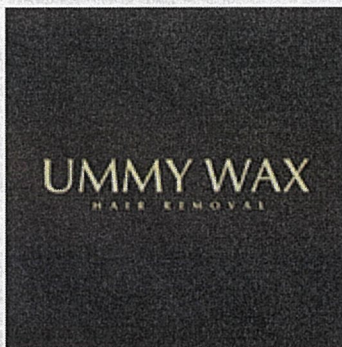


SERI WAJAH
MUSLIMAH AESTHETIC

Meza Salon
SINCE 1998



PEN & PEPPER
CARE & STYLING



SERVICE OFFERED

SOCIAL MEDIA MANAGEMENT

- SOCIAL NETWORKING AND MEDIA WORK
- MICROBLOGGING AND EDITORIAL CONTENTS
- PHOTO POSTING AND LIVE VIDEO
- QUICK RESPONSE AND UP TO DATE CONTENT

ADVERTISING

- POSTINGS ON SOCIAL MEDIA
- PRODUCT AWARENESS

WEBSITE MANAGEMENT

- MUST HAVE ONLINE DIGITAL PLATFORM TO MOVE FORWARD.
- SEARCH ENGINE OPTIMIZATION (SEO)
- WEBSITE MAINTENANCE AND STRUCTURE BUILDING

SERVICE OFFERED

LEAD GENERATION

- LEADS IMPROVE CLIENT BASED AND IMPRESSIONS.
- TARGET AUDIENCE ANALYSIS

CAMPAIGN ANALYSIS

- NOT ONLY EXECUTE BUT ANALYZE DATA AND REPORTS.
- CUSTOMERS FOLLOW UP.

CUSTOMER ENGAGEMENT

- LEADS IMPROVE CLIENT BASED AND IMPRESSIONS.
- TARGET AUDIENCE ANALYSIS

TRAINING'S REFLECTION

DURATION

INTERNSHIP PERIOD

1st MARCH 2023



15th AUGUST 2023

WORKING DAY

MONDAY



FRIDAY

WORKING HOURS

9:00 A.M.



6:00P.M.

TRAINING REFLECTION

Specific Department



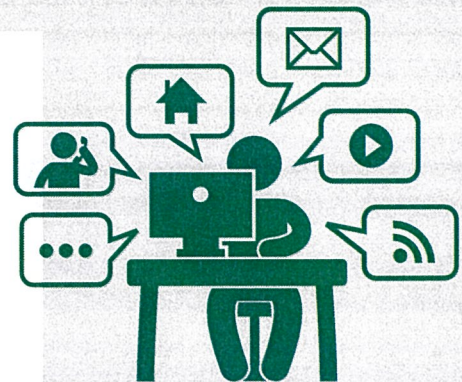
Manage every communication with all clients directly.

The main functions of Marketing Department responsible in handling driving sales.



Manage advertisement for all client using social media

Responsible to manage all marketing content and planning strategy for every clients



TRAINING REFLECTION

ROLES & RESPONSIBILITIES



1

**SOCIAL MEDIA
MANAGEMENT**

*MAKE A COPYWRITING
FOR POSTING*

*POSTING
ADVERTISEMENT
IN SOCIAL MEDIA*

2

**CUSTOMER
SERVICE**

ADVERTISOR

*MANAGE DATA OF
FACEBOOK ADS*

3

*COLLECTING AND SORTING
DATA OF CUSTOMERS
INFORMATION*

4

**MARKETING VIDEO
EDITOR**

*EDITING CONTENT
VIDEOS*



1 SOCIAL MEDIA MANAGEMENT

At the beginning of my internship, I was chosen by my supervisor to take a position as Social Media Management. In this position, I was given the task of creating copywriting for each advertisement. The copywriting is divided into three parts namely Customer Target, Community Audience and Business Target.

Then, I also need to hold the facebook account that has been bought by this company, which is the advertising group of the traders and also marketing. In the group, I have to post every advertising information either in the form of posters and also videos along with copywriting that I have made.

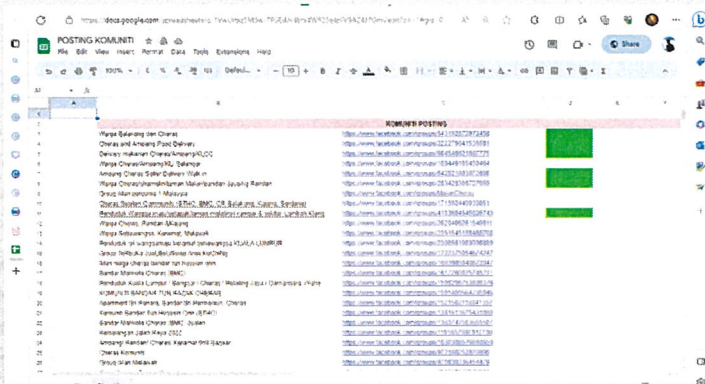


Figure 1: Group Community For Posting



2 CUSTOMER SERVICE

Then, I was assigned to hold a temporary position that is customer service. In this position, I was assigned to compile customer's information from one of the clients of this company, which is Seri Wajah Muslimah Aesthetic. My task is to organize the purchase information of customers' treatment packages using Excel. This information will be included in the data to calculate profit and also collect information about customers' needs.

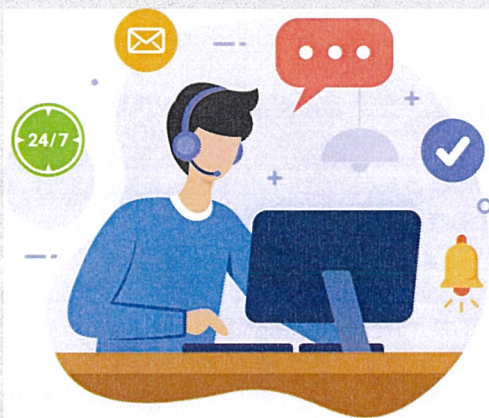


Figure 2: Customer's Database

3

ADVERTISER

I used social media platforms such as Facebook, Instagram, TikTok and Google for publishing advertisement according to events, promotions and contents. This responsibility must always go through and work together with marketing team to ensure every ads associated with all strategy that has been discuss in this company. I am also assigned to hold and manage the Facebook Ads Manager to ensure that the cost per result of each advertisement does not exceed the cost per budget that has been released for each campaign advertisement

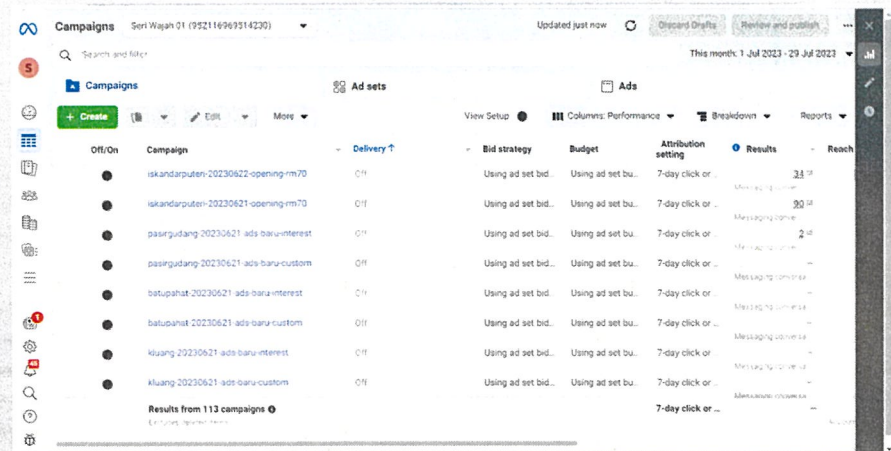


Figure 2: Facebook Ads Manager



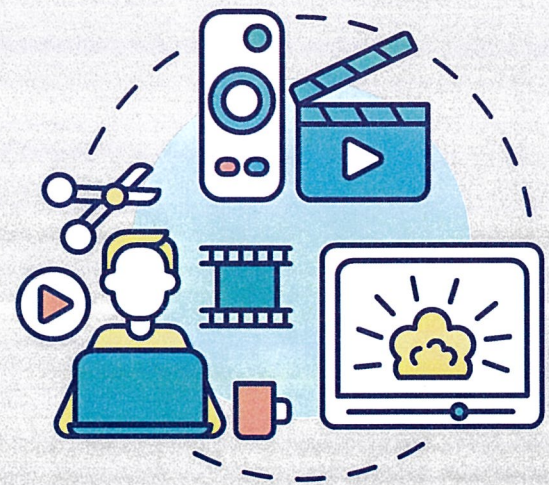
4

MARKETING VIDEO EDITOR

After that, I have to fill a vacant position which is Video Editor. I offer myself to hold this position as a video editor because I have interests and skills. I have produced some video content to be uploaded on social media.



Figure 3: Content Video On Social Media



BENEFITS & GAINS

Allowance

- RM 500/ MONTH
- RM150/MEAL (INCLUDED)
- RM100/ ATTENDANCE (INCLUDED)



KNOWLEDGE & SKILL

- Planning Skill
- Method of Digital Marketing
- Ask Question
- Personal Development
- Video Editing Skills



SWOT ANALYSIS



DISCUSSION & RECOMMENDATIONS

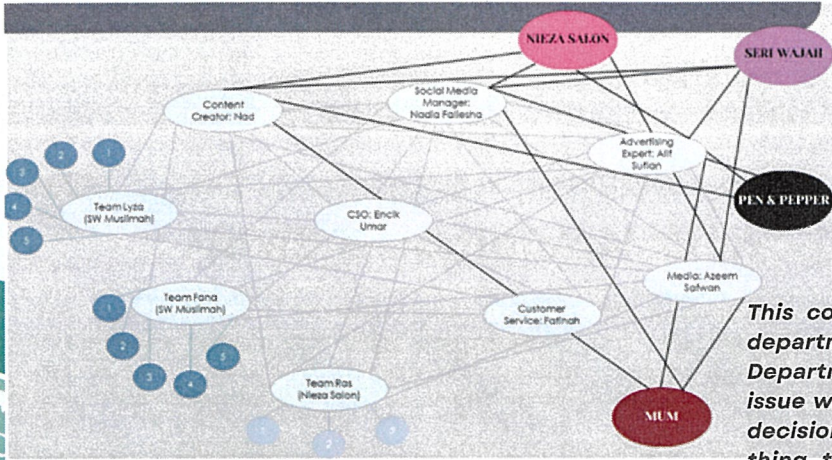


Figure 4: Marketing Communication Plan

STRENGTHS

Flexible Communication

This company has a flexible communication with these two department which are Sales Department and Marketing Department. This is because many of Consultant Company have issue with communication in process of strategic planning and decision making. So, Communication is the most important thing to make sure that process of decision making more efficiently such as these departments can always go through with understanding also can give and take any of an opinions from each other and solve the problems together. So, this plan show how these two departments have flexible communication.

Recommendation

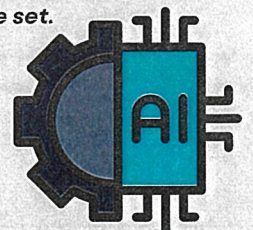
Companies need to take the initiative to maintain this by fostering good relationships between employees. One way to do this is to give employees awards for their work. According to an article by Mahmood (2018), giving praise is an essential part of developing good work relationships. The most important thing is that the award is something that the employee will appreciate and that will help to motivate them to continue doing their best work.

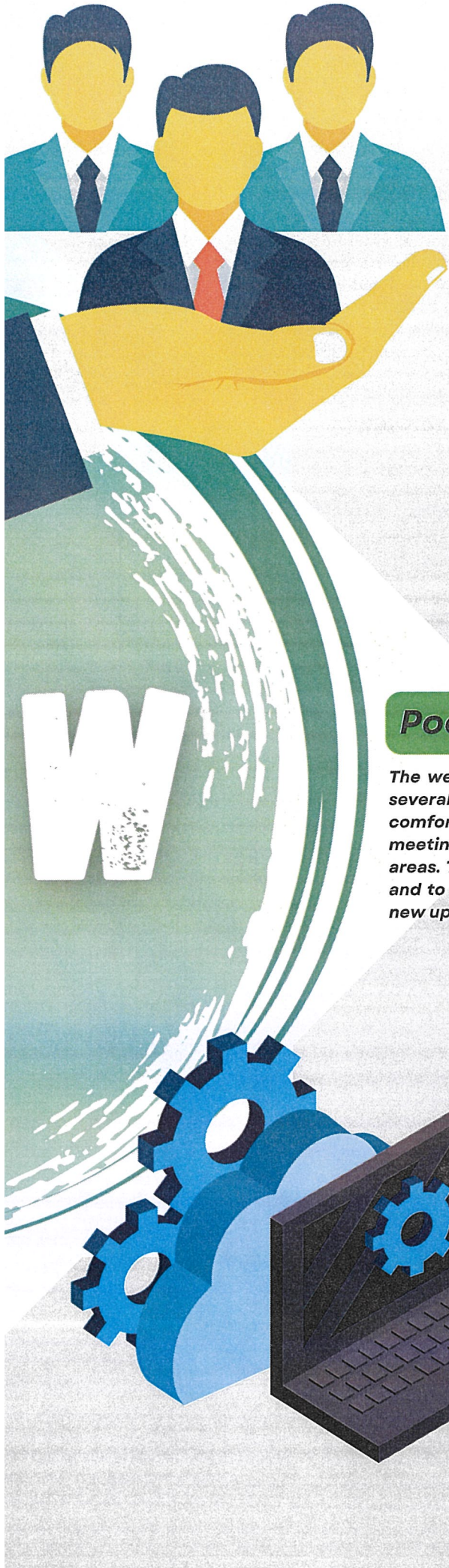
Strong Marketing Content

This company has strong Digital Marketing which can help their client's business to build brand awareness and establish trust with their audience. Especially the content creator that has done a good work for creating many creative content for their clients. For example, This company's client such as Seri Wajah, Marketing Team used their knowledge of digital marketing to create high-quality content that interested by target market. This is the example, the contents of Seri Wajah in their social media that manage by this company.

Recommendation

The digital marketing used is also very good. It is necessary to increase the existing skills in terms of advertising for spread their content in one time and fast. According to Malar (2016), new technologies are changing rapidly, so companies need to invest in digital tools and find the way to keep up with changes, making it essential to measure return on investment. So, the marketing Team has to improve themselves in line with new technologies in digital tools and be ready to face the new challenge. For example, there are new technologies that we call AI which refers to the simulation of human intelligence by machines that we can use to assist the advertiser to advertise many ads at one time on every social media by following the time that we set.





WEAKNESSES

Understaffing

The other weakness that I saw in this company during my internship which is understaffing. This is because there several position and service are unfilled. So, this has become a big issue in this company. The other staff had to cover these unfilled position so they need to do more work apart from their actual position. This will give a negative impact in this company's management such as smoothness in management becomes limited and slow.

Recommendation

Lack of manpower in an organization can have a negative impact on the company's overall performance. According to Stephen (2019), "An incompetent and inadequate functioning of human resources reflects the overall state of affairs of an organization and its possible uncompetitive position in the marketplace. To overcome this problem, companies need to take steps to attract and retain qualified employees. This includes advertising recruitment more specifically to attract the unemployed, as well as providing clear and detailed job descriptions and special training for employees to help them manage stress.

Poor Electronic Devices

The weaknesses that I saw in this company during my internship were the lack of several facilities that would have made the workplace more convenient and comfortable for employees. For example, the laptops were outdated and slow, the meeting rooms were too small for large groups, and there were no dedicated break areas. These weaknesses made it difficult for employees to do their jobs effectively and to feel comfortable in the workplace. I recommend that the company invest in new updated electronic devices.

Recommendation

Electronic Devices and equipment are essential for every marketing office to function effectively. According to Ashley (2020), office equipment plays an important role in operations and offers numerous benefits to staff and the company. This is especially true in digital marketing, where the latest tools and technologies can help businesses to be more productive and efficient. Marketing companies need to invest in the right devices and equipment. This includes everything from computers and software to printers and scanners. It also includes providing a comfortable and well-equipped workspace.



OPPORTUNITIES

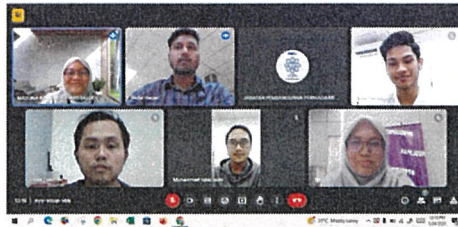


Figure 5: Human Resource Seminar

TRAINING MARKETING STRATEGY

Aziatex Global Company offers a variety of opportunities for employees and interns to improve their knowledge about marketing. These opportunities include training classes, mentorship programs, conferences and workshops, and self-study. The company believes that training is essential for success in marketing, and they are committed to helping their employees and interns become experts in the field.

Recommendation

In addition to the opportunities that companies provide for their employees, they also need to invest in professional development. This is because professional development can help employees to deepen their skills and knowledge, which can make them more valuable to the company. According to Meyer (2023), professional development can help employees to become more adaptable and ready to contribute to the company in new ways. So, when employees are able to develop their skills and knowledge, they are more likely to be productive and satisfied with their jobs. This is because they are able to do their jobs more effectively and they feel more challenged and engaged in their work.



Figure 6 : Campaign Strategy Meeting

ESTABLISH A GOOD COMPANY IDENTITY

The other opportunity that this company has observed is the growth of demand in digital marketing. Since January 2023, the client's business has expanded significantly. They have successfully opened new branches in the country, and they are planning to open even more in the coming months. This has created an opportunity for AG Company to grow their digital marketing services and help the client reach a wider audience.

This chart show the number of client's branches in 2023 since January until July. So, we can see every client has successfully opened one branches in 7 month in this year. So, benefits for this company from this client's business is more branches that clients open so more profit will this consultant company get based on demand in digital marketing.

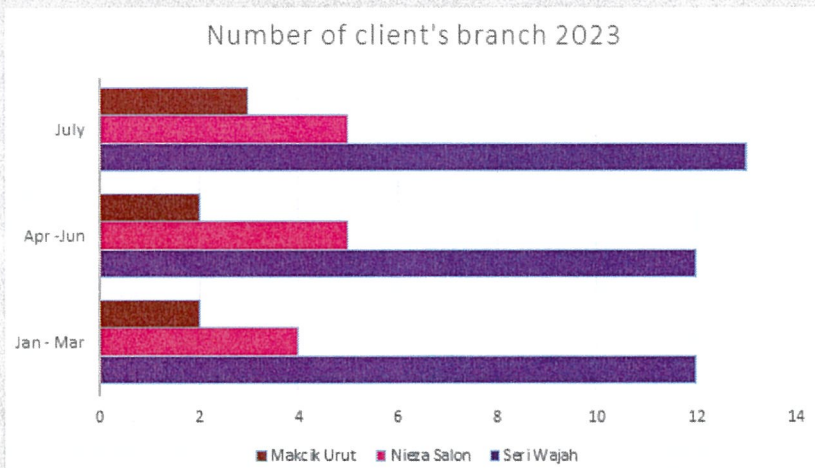


Figure 7 : Number of Client's Branches

So, this point shows that it will be the good opportunity for the Aziatex Company to establish a good company identity which is the company will become one of the trusted business consultants by other businesses and companies.



THREATS

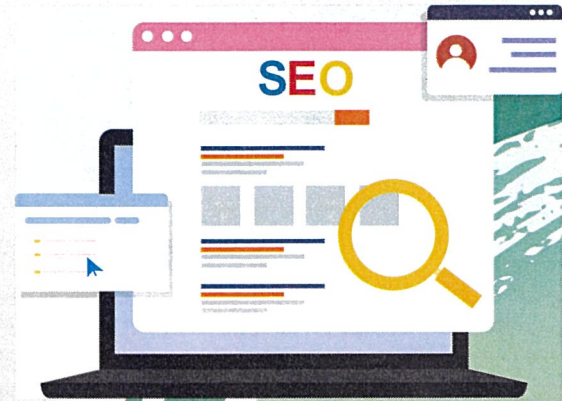


Different Policies in Every Social Media

Social Media like Instagram, Tiktok and Facebook used by this company has their own policies but this social media industries going to improve their policies day by day for their own good. This is because this social media industries have studied about the issue which is the users used other social media to promote another social media purposely To solve this problem, the social media like Tiktok has enforce their policy to prevent the users promote the other social media for their own good. This is the threat challenge for Marketing Team to market their client's product or content in social media widely in no time.

Recommendation

Since, there are a new policies that prevent the business to promote their market channels in one time. So, marketing team need to recommend use another option of marketing in different way in used of digital marketing such as Search Engine Optimization (SEO) that affect a web page or website's visibility in search results from different customers. According to Stupu & Burghelea (2015), highly ranked pages have a greater chance of being visited by clients as compared by lowly ranked pages at the bottom of the search result. So, this is another method that can be use by Marketing Team.



Changing and Different Client Preferences

The other threat is when clients and the marketing team have different preferences. This problem usually happened in this company. This can be due to a number of factors, such as changes in the industry, new trends, or simply the client's own personal preferences. It is important for the marketing team to be aware of these changes and to adjust their content accordingly. This can be done by regularly monitoring social media trends, conducting surveys, and talking to clients directly.

Recommendation

By staying up-to-date on client preferences, the marketing team can ensure that their content is relevant and engaging. This can help to improve the company's brand reputation and drive sales. It is important to be respectful of client preferences, even if they differ from the marketing team's own ideas. According to Albreco (2020), marketers need to innovate digital marketing strategies so as to create brand loyalty and maintain real relationships with their clients. The marketing team should be willing to experiment with different types of content to see what resonates with clients. The marketing team should also be transparent with clients about their content strategy and how they are using data to make decisions.



CONCLUSION

In conclusion, my internship experience at this company from March 1st to August 15th, 2023, has been an invaluable learning opportunity. I have gained a wealth of knowledge about the business world, and I have met and gotten to know many successful founders and business owners. This experience has made me more mature and has helped me to develop my problem-solving skills. I am now better equipped to make sound decisions and face challenges in the future.

I realized that the environment of the workplace and also the place of study are very different in terms of the various personalities of each person and also the way of communication. Because of that, I need to prepare and strengthen myself mentally and physically to face the various challenges that need to be overcome throughout the work in the future.

I am grateful for the opportunity to have interned at this company, and I am excited to use the knowledge and skills that I have learned in my future endeavors. I am confident that I will be a successful businessperson in the future.



REFERENCES

- Mahmood, Y., Rizwan, M. F., & Rashid, A. (2018, March). Exploring the relationship between financial distress, financial flexibility, and firm performance: empirical evidence from Pakistan Stoc Exchange. NICE Research Journal, 1-16
<https://www.nicerjss.com/index.php/JFME/article/view/68>
- Malar, P. J. M. A. J. (2016). Innovative digital marketing trends 2016. In 2016 International Conference on Electrical, Electronics, and Optimization Techniques (ICEEOT) 4550-4556.
<https://www.nicerjss.com/index.php/JFME/article/view/68>
- Donohoe, A. (2020, March). Advantage of Office Equipment
<https://bizfluent.com/info-8066153-advantages-office-equipment.html>
- Pembi, S. (2019). Assessment of the effect of inadequate human resources on the performance of banks in Yola, Adamawa State. International Journal of Recent Research in Commerce Economics and Management, 6(3), 162-168.
<https://www.nicerjss.com/index.php/JFME/article/view/68>
- Mayer, T. (2023, May). How to Encourage Employees to Pursue Professional Development.
<https://www.businessnewsdaily.com/10092-encourage-professional-development.html>
- Stupu, L.-D., Burghelea, I. (2015). The importance, content, structure, and design of landing pages in online marketing campaigns.
https://www.researchgate.net/publication/342523180_Determinants_of_Innovation_in_Digital_Marketing?enrichId=rgreg
- Rosario, A. M. F. T., & Cruz, R. N. (2019). Determinants of innovation in digital marketing. Journal of Reviews on Global Economics, 8(1), 1722-173
https://www.researchgate.net/profile/AlbericoRosario/publication/342523180_Determinants_of_Innovation_in_Digital_Marketing/links/5f241221a6fdcccc439bfa47

APPENDICES

KOMUNITI POSTING	
Warga Balakong dan Cheras	https://www.facebook.com/groups/4119387297268
Cheras and Ampang Food Delivery	https://www.facebook.com/groups/222273041535581
Delivery makanan Cheras/Ampang/KL/CC	https://www.facebook.com/groups/954544021587775
Warga Cheras/Ampang/KU/ Selangor	https://www.facebook.com/groups/1291819166585846
Ampang Cheras Selat Delivery Walk in	https://www.facebook.com/groups/454921803272689
Warga Cheras/shahalin/taman Maluri/pandan Jaya/g Pandan	https://www.facebook.com/groups/28348308727959
Group Istan percuma 1 Malaysia	https://www.facebook.com/groups/15ajuanCheras
Cheras Selatan Community (BTHO, BMC, CP, Balakong, Kajang, Serdang)	https://www.facebook.com/groups/171592449320851
Penduduk Wangsa maju/stapak/taman maluri/sd rampai & sekitar Lambak Klang	https://www.facebook.com/groups/4183694545026743
Warga Cheras, Pandan & Kajang	https://www.facebook.com/groups/2670405261549911
Warga Selawangsa, Karamat, Malawi	https://www.facebook.com/groups/231545158468709
Penduduk in wangsamaju karamat selawangsa KUJALA LUMPUR	https://www.facebook.com/groups/230541092798899
Group Telok Kajang, Selat, Swad Area Kuching	https://www.facebook.com/groups/172217595074747
Istan siapa cheras bandar lun hujus onn	https://www.facebook.com/groups/162885040872041
Bandar Mahkota Cheras (BMC)	https://www.facebook.com/groups/1812280075745231
Penduduk Kuala Lumpur / Bangsar / Cheras / Petaling Jaya / Damansara +Yoho	https://www.facebook.com/groups/158929753809376
KOMUNITI BANDAR TUN RAZAK CHERAS	https://www.facebook.com/groups/151420542425946
Apartment Sn Petara, Bandar Sn Permaisuri, Cheras	https://www.facebook.com/groups/15211502118041367
Komuniti Bandar Tun Hussein Onn (BTHO)	https://www.facebook.com/groups/1381613875431009
Bandar Mahkota Cheras (BMC) Jualan	https://www.facebook.com/groups/134374763695507
Kemalangan Jalan Raya 2022	https://www.facebook.com/groups/1191807597917700
Ampang/ Pandan/ Cheras/ Karamat 019 Bakar	https://www.facebook.com/groups/1013386120909599
Cheras Komuniti	https://www.facebook.com/groups/92716262375899
Group Istan Melawai	https://www.facebook.com/groups/978030333454479

Figure 1: Group Community For Posting

DATABASE KEMAMAN	
1	1. NAMA
2	2. NO. TEL
3	3. NO. WA
4	4. NO. HP
5	5. NO. FAKS
6	6. NO. FAX
7	7. NO. FAX
8	8. NO. FAX
9	9. NO. FAX
10	10. NO. FAX
11	11. NO. FAX
12	12. NO. FAX
13	13. NO. FAX
14	14. NO. FAX
15	15. NO. FAX
16	16. NO. FAX
17	17. NO. FAX
18	18. NO. FAX
19	19. NO. FAX
20	20. NO. FAX
21	21. NO. FAX
22	22. NO. FAX
23	23. NO. FAX
24	24. NO. FAX
25	25. NO. FAX
26	26. NO. FAX
27	27. NO. FAX
28	28. NO. FAX
29	29. NO. FAX
30	30. NO. FAX
31	31. NO. FAX
32	32. NO. FAX
33	33. NO. FAX
34	34. NO. FAX
35	35. NO. FAX
36	36. NO. FAX
37	37. NO. FAX
38	38. NO. FAX
39	39. NO. FAX
40	40. NO. FAX
41	41. NO. FAX
42	42. NO. FAX
43	43. NO. FAX
44	44. NO. FAX
45	45. NO. FAX
46	46. NO. FAX
47	47. NO. FAX
48	48. NO. FAX
49	49. NO. FAX
50	50. NO. FAX
51	51. NO. FAX
52	52. NO. FAX
53	53. NO. FAX
54	54. NO. FAX
55	55. NO. FAX
56	56. NO. FAX
57	57. NO. FAX
58	58. NO. FAX
59	59. NO. FAX
60	60. NO. FAX
61	61. NO. FAX
62	62. NO. FAX
63	63. NO. FAX
64	64. NO. FAX
65	65. NO. FAX
66	66. NO. FAX
67	67. NO. FAX
68	68. NO. FAX
69	69. NO. FAX
70	70. NO. FAX
71	71. NO. FAX
72	72. NO. FAX
73	73. NO. FAX
74	74. NO. FAX
75	75. NO. FAX
76	76. NO. FAX
77	77. NO. FAX
78	78. NO. FAX
79	79. NO. FAX
80	80. NO. FAX
81	81. NO. FAX
82	82. NO. FAX
83	83. NO. FAX
84	84. NO. FAX
85	85. NO. FAX
86	86. NO. FAX
87	87. NO. FAX
88	88. NO. FAX
89	89. NO. FAX
90	90. NO. FAX
91	91. NO. FAX
92	92. NO. FAX
93	93. NO. FAX
94	94. NO. FAX
95	95. NO. FAX
96	96. NO. FAX
97	97. NO. FAX
98	98. NO. FAX
99	99. NO. FAX
100	100. NO. FAX

Figure 2: Customer's Database

APPENDICES



Figure 3 : Content Video On Social Media

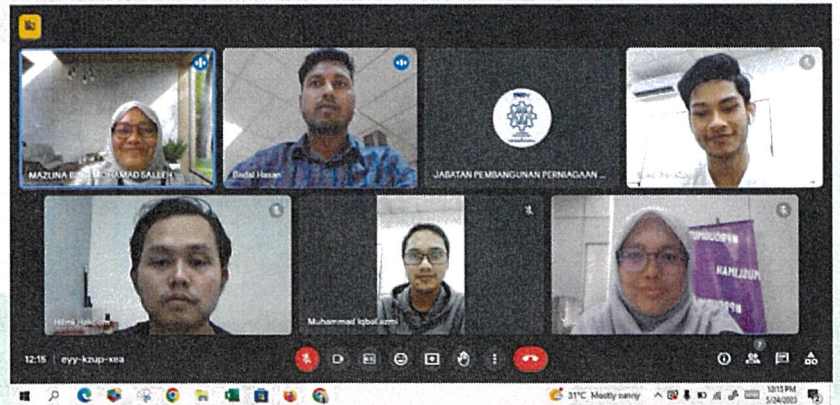


Figure 5: Human Resource Seminar



Figure 6 : Campaign Strategy Meeting

Number of client's branch 2023

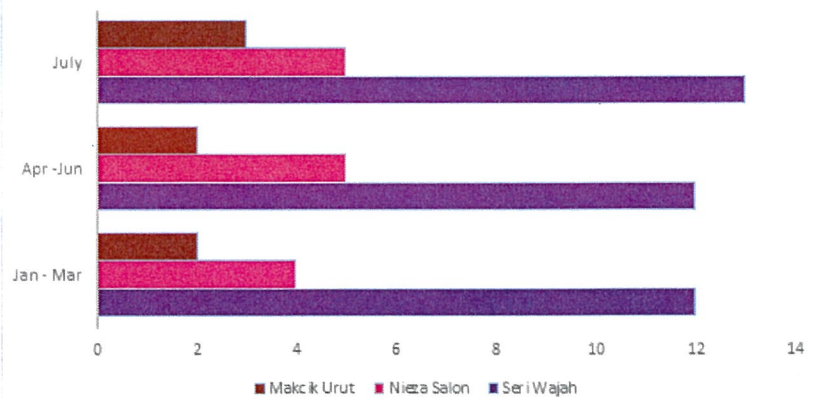


Figure 7 : Number of Client's Branches