

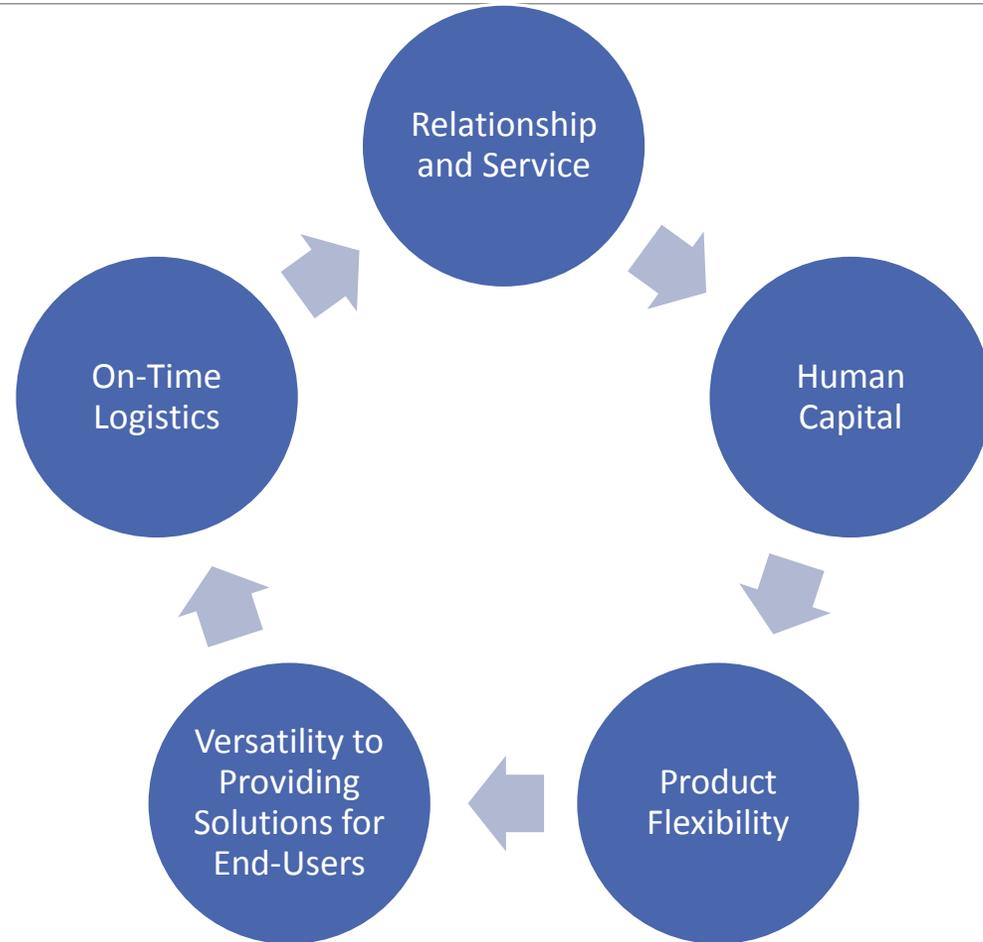
McGill StLaurent

BUILD, FEED AND POWER.

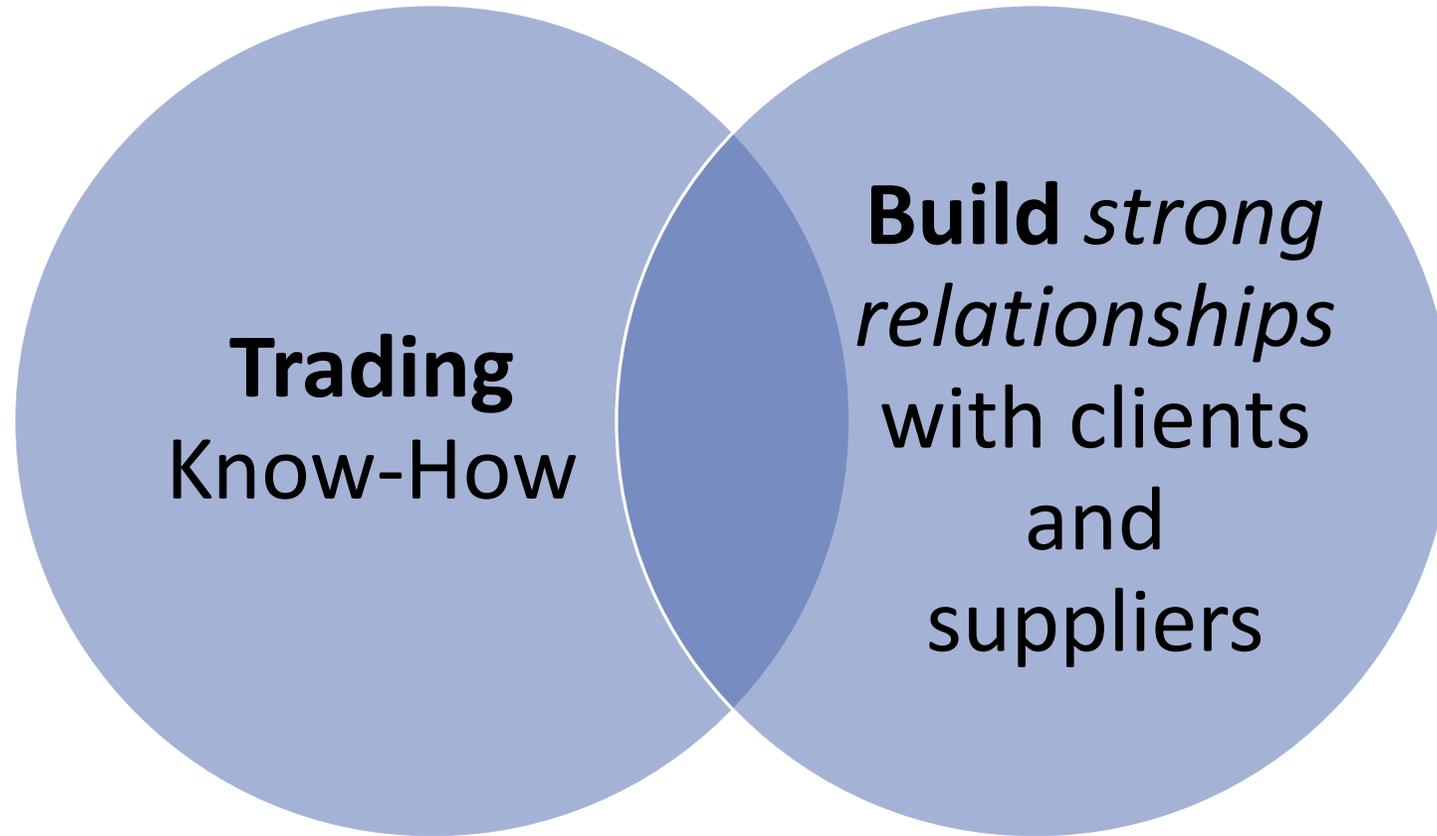
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How to obtain a sustainable growth on a competitive yet steady market?

Keys to Success



Competitive Advantage



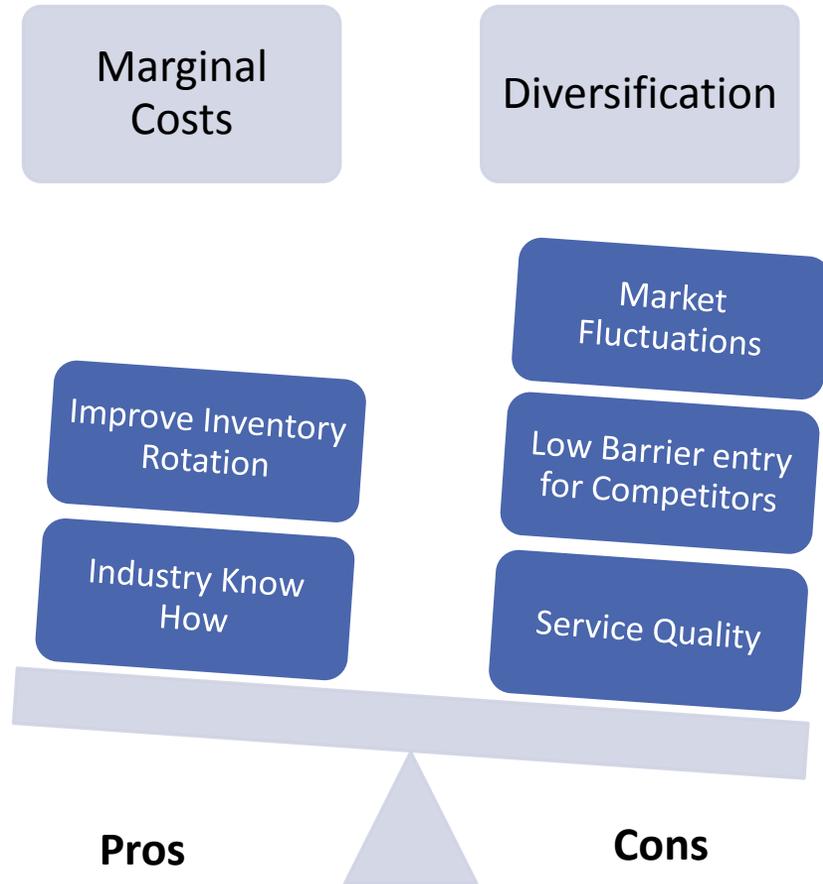
Alternatives

Grow Internally

Acquisitions

New Market
Disruption

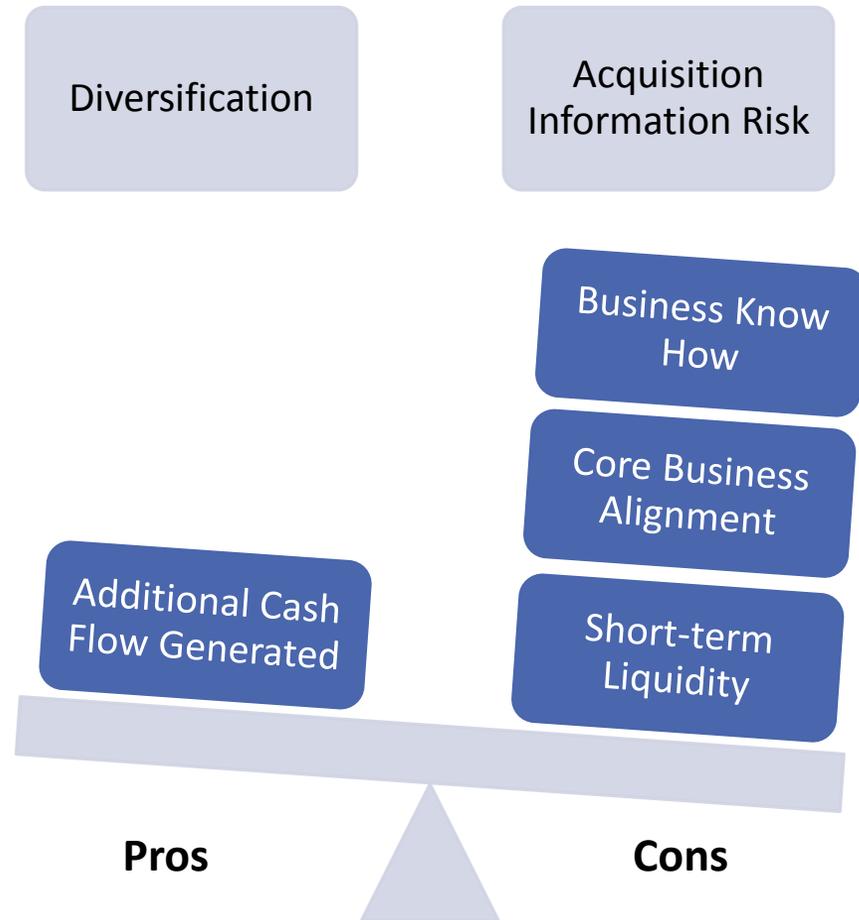
Alternative: Grow Internally



Internal growth poses a threat for the company as it gets less flexible for customers and riskier owners.

It allows other start-ups to take on our existing customers.

Alternative: Acquisition



Acquisitions even though attractive for company's portfolio has associated Risks & Expenditures which does align with business short-term goal and core business.

Alternative Analysis

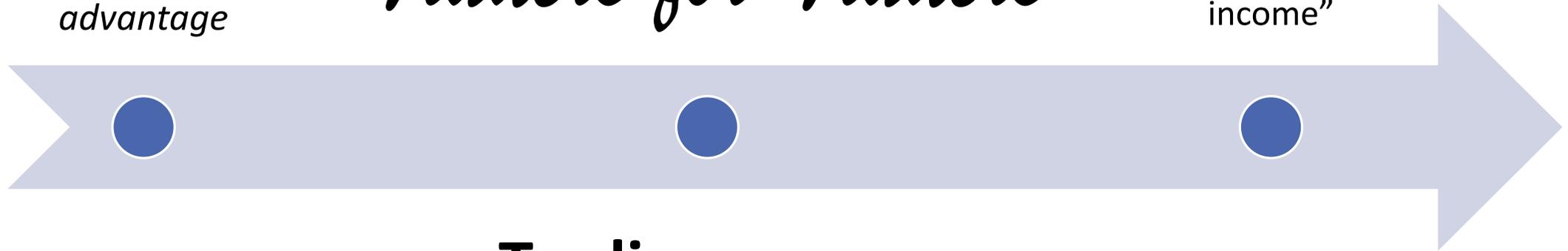
	Cash Cycle Conversion	Inventory Turnover	Gross Profit higher than Sales	ROI – 35%	Sustainable
Grow Internally	●	●	●	○	●
Acquisitions	●	●	●	○	●
New Disruptive Market	●	●	●	●	●

Recommendation

“Use your competitive advantage

Traders for Traders

Power
additional
fixed and
variable
income”



Trading Know-How

Build strong relationships with clients
and suppliers

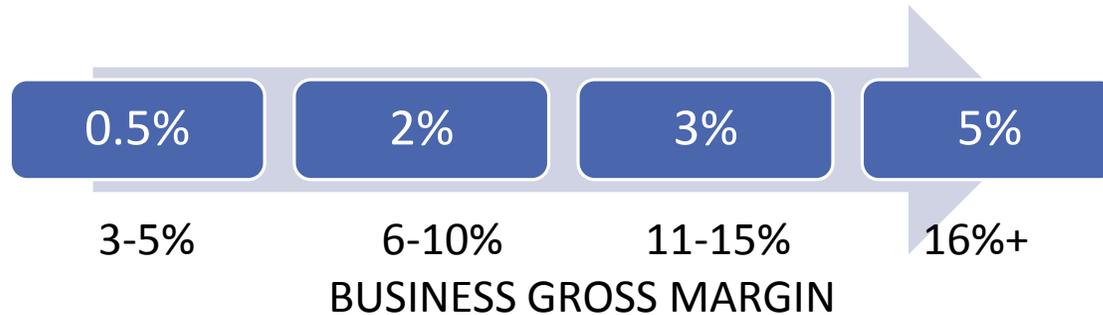
Implementation



Implementation

Monthly Client Fee (Fixed Income):

Commission Fee Charge to Clients of Gross Margin(Commodities): 0.5%-5%



Commission Distribution

80% Company Income

20% Traders Commission

Head Count Proposal

Hire

- ❖ Trader for Traders Manager
- ❖ Recruitment Officer
- ❖ Training Manager
- ❖ Three Supervisors

Key Actual FINANCIALS and OPERATIONS

Current Ratio

1.44

Quick(Acid) Ratio

0.93

Inventory Turnover

13.20

Return on Assets

20.94%

Debt-to-Assets

68%

Assumptions

Assuming that the Cost of Goods Sold % of Sales will remain the same and represents .

This Cost of Goods Sold are taking into account the cost train the employees. The Marketing. The benefits.

We are assuming that on average our employees produce in a yearly basis what they are actually doing.

We are not focusing on the Inventory Turnover * Gross Margin.

Just in the Gross margin that our expertise can generate.

The capital raised in the stock market will be directly proportional to the amount of employees we have.

YOUR MAYOR ASSET IS THE PEOPLE

GROSS MARGIN PER EMPLOYEE

Based of our Assumptions	Gross Margin of	5%
	Sales	\$ 188,100.00
	Employees	\$ 110.00
	Gross Margin	\$ 9,405.00
	Gross Margin Per Employee	\$ 85.50

GOALS	Gross Margin of	5%
	Sales	\$1,000,000.00
	Employees	\$ 584.80
	Gross Margin	\$ 50,000.00
	Gross Margin Per Employee	\$ 85.50

Competitive Advantage of the Operations

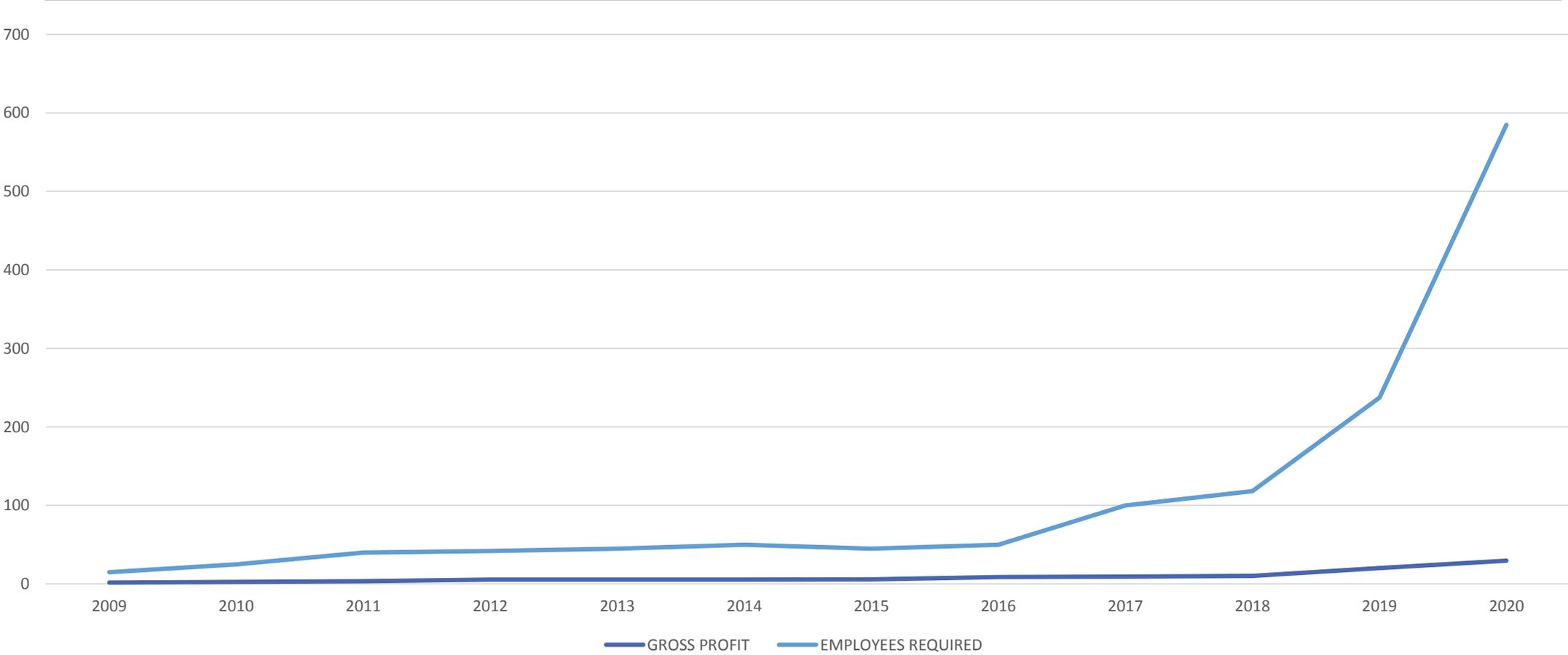
❖ *“Primero la gente” Jose Francisco Pena Gomez.*

❖ Because of the complexity behind of training and maintain motivated your personnel this will make it harder to replicate your competitors

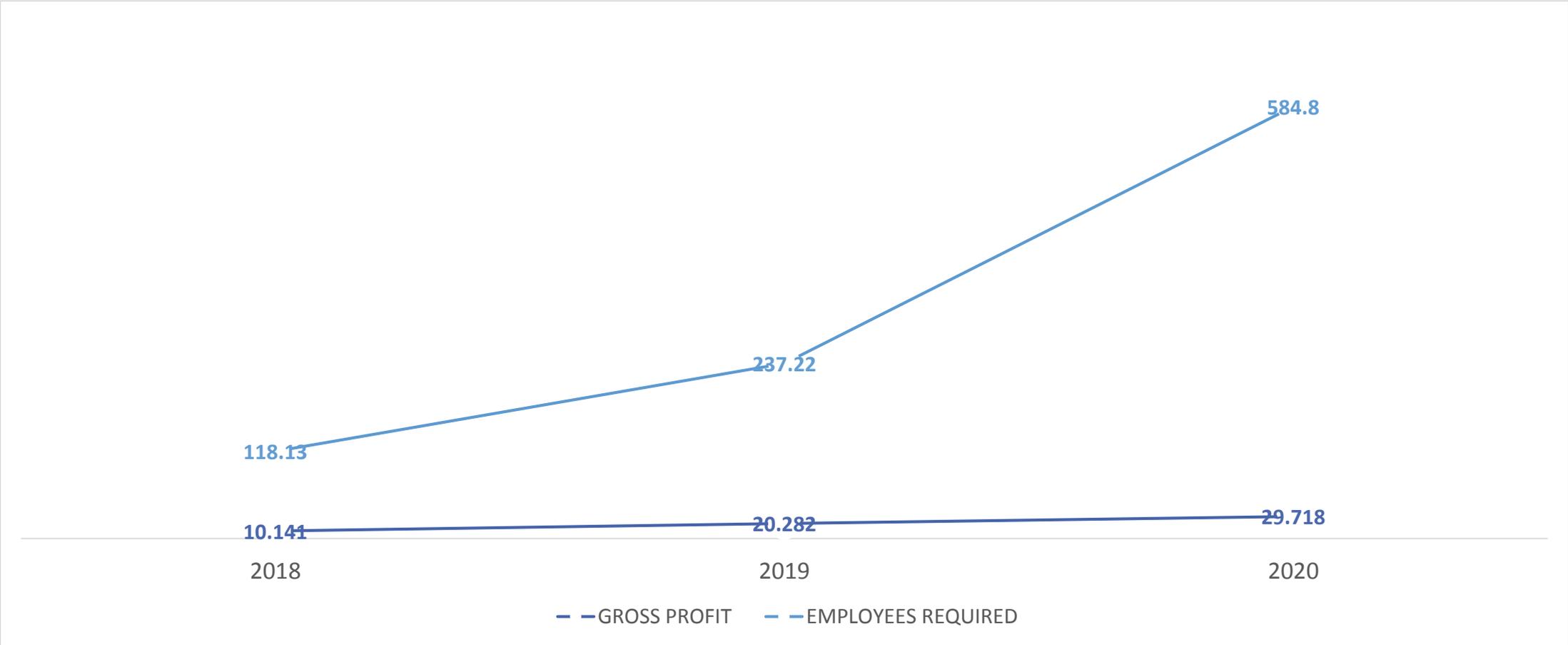
❖ They should be treated as an investment, not as a cost.

❖ And value not only for the cash flow that they will generate, but keep giving them the tools to excel.

EMPLOYEES VS. GROSS PROFIT

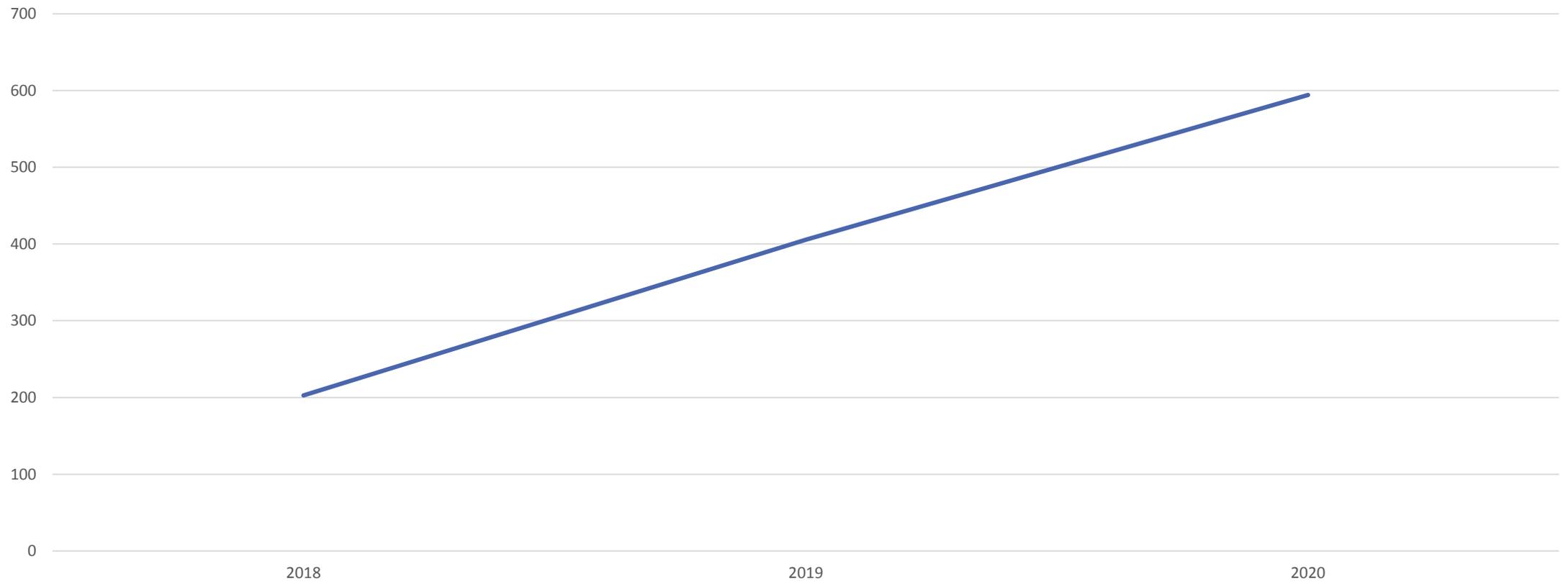


EMPLOYEES REQUIRED



Funding by Year

Additional Capital Required



HOW THIS WILL BE FUNDED

	2018	2019	2020
Additional Capital Required	202.82	405.64	594.36
Additional DEBT	173.8457	347.6914	509.4514
Additional Equity	28.97429	57.94857	84.90857
Return on Equity	35%	35%	35%
Gross Profit	10.141	20.282	29.718

Conclusion

Generate
Alternative
Income

Empower your
Core Business

