

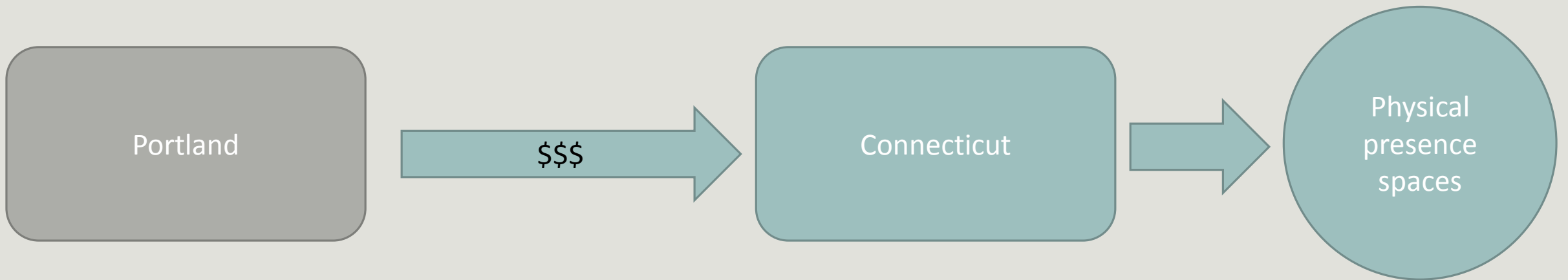
Saving the family savings

A PLAN FOR THE CHARLEBOIS FAMILY

SABRA CONSULTING TEAM - GGFBM

What should we do about the family assets in the wake of E-Commerce?

Divest to invest



Analysis



Our Portland asset

Office space

22 Retail stores

Lots of parking

Mortgage free

Near airport

Low-middle class

Done paying for the asset – what is the next step?

Our Portland asset - threats

- Walmart impending just 8 KM away
- A real estate development company is developing a strip mall near by
- Recent store bankruptcies – cash flow problem
 - Less attractive sections

Many threats for the already problematic retail business

Our Connecticut asset

89 Retail stores

Anchor stores: Sears, JC Penny

Near train

Condos near by

Upper-middle class

High potential for buyers – but how to attract them?

Our Connecticut asset - threats

- Parking problem due to train goers who don't shop
 - Retailer bankruptcies & Closures
 - Sizable mortgage

Some problems must be solved to enjoy this asset

General challenges

- Online shopping – for retail, food and more
 - Drop in pedestrian traffic
- Businesses have difficulty to pay rent and continue leases – 25% of leases over in a year
- Big chains including Sears & JC Penny's closing stores

The online market has disrupted the retail market

Alternatives



All in one investment

Increase profit

Leverage customer
experience

Meet the trend

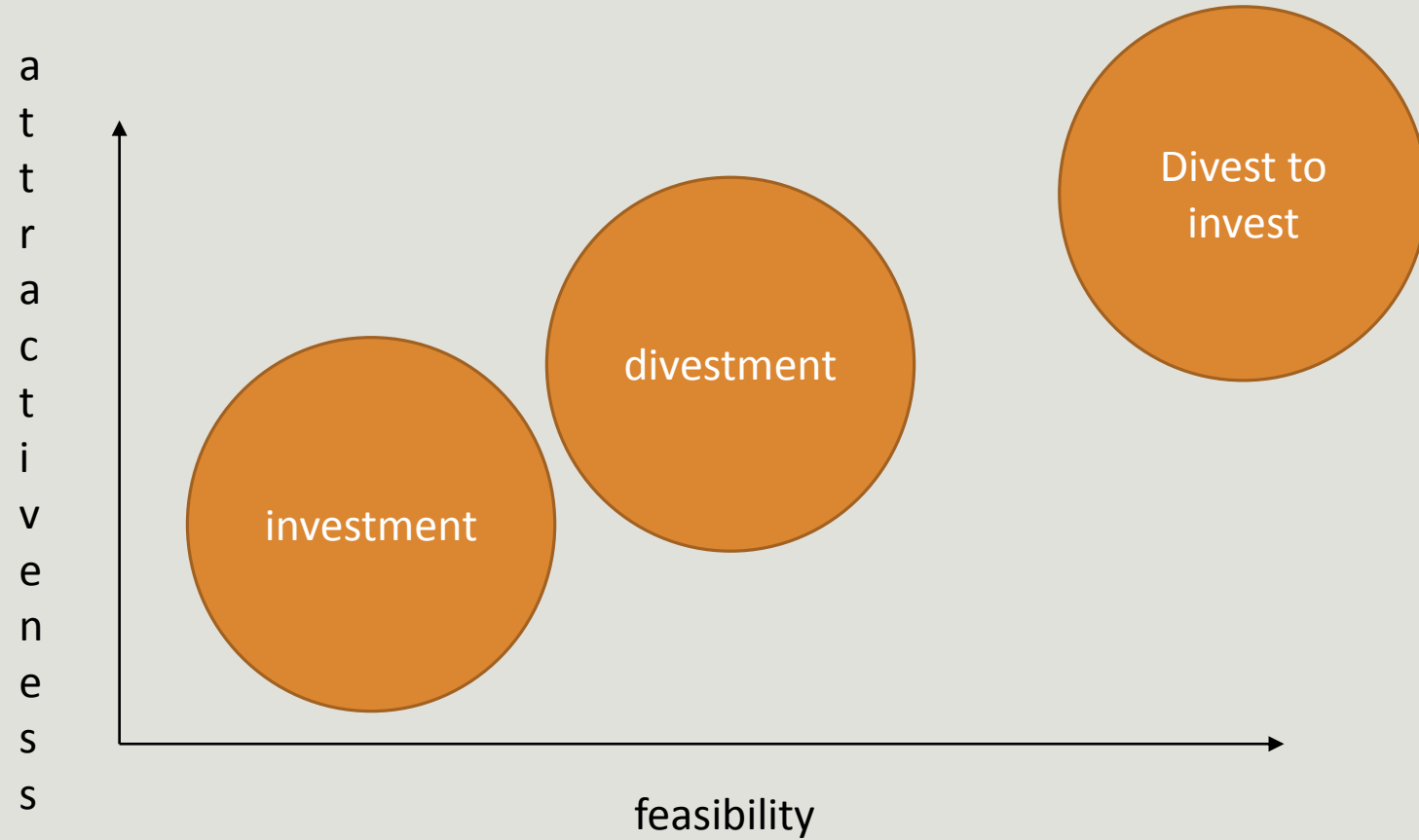
divestment

investment

Divest to
invest

Solve our challenge & increase profits

Alternatives




alternatives

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- Solve trend of fall in pedestrian traffic
- Leverage physical location
- Elevate ownership

Cater needs of customer and family

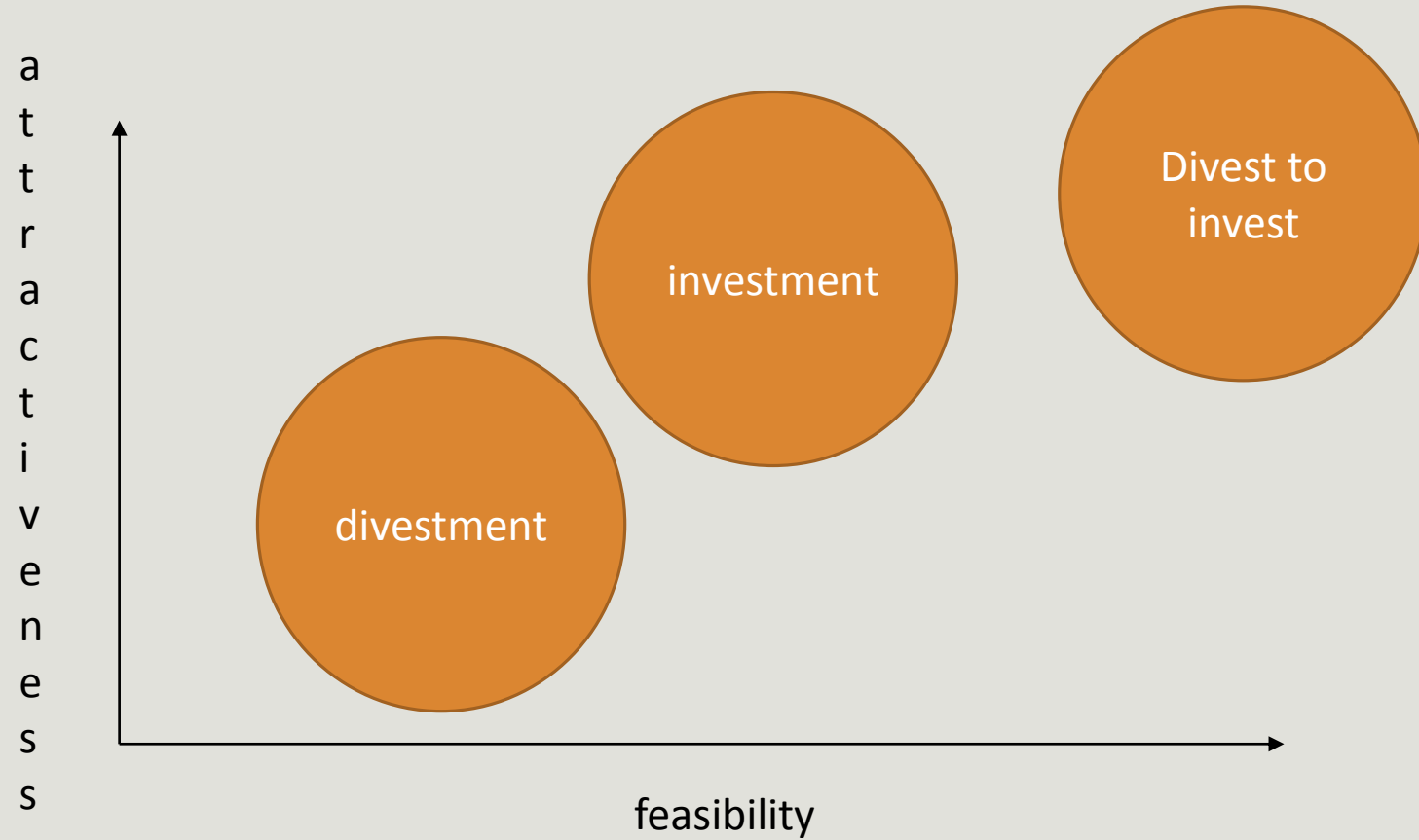
Alternatives

- 
- Low costs
 - Increase income for shareholders
 - New market penetration

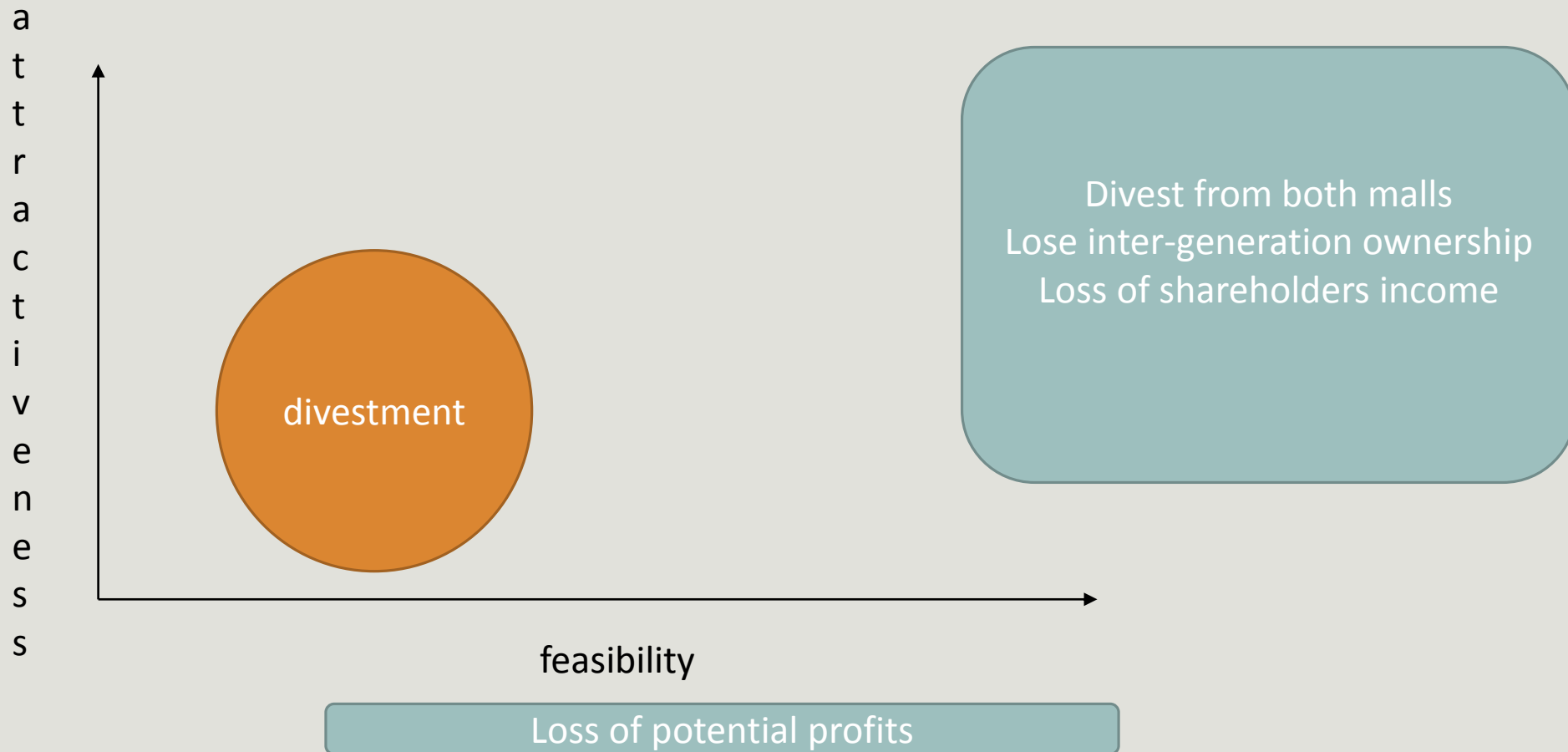
feasibility

Increase growth

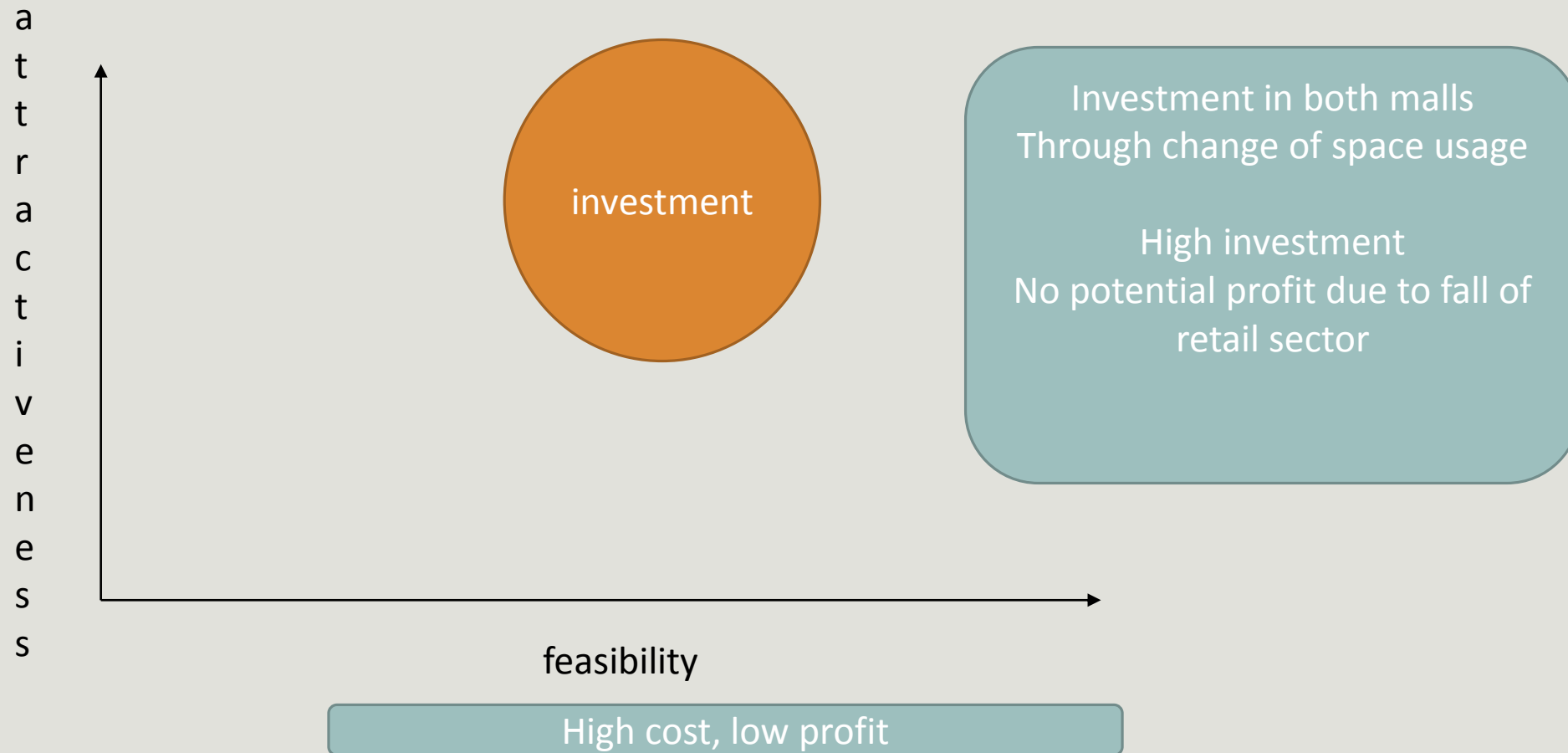
Alternatives



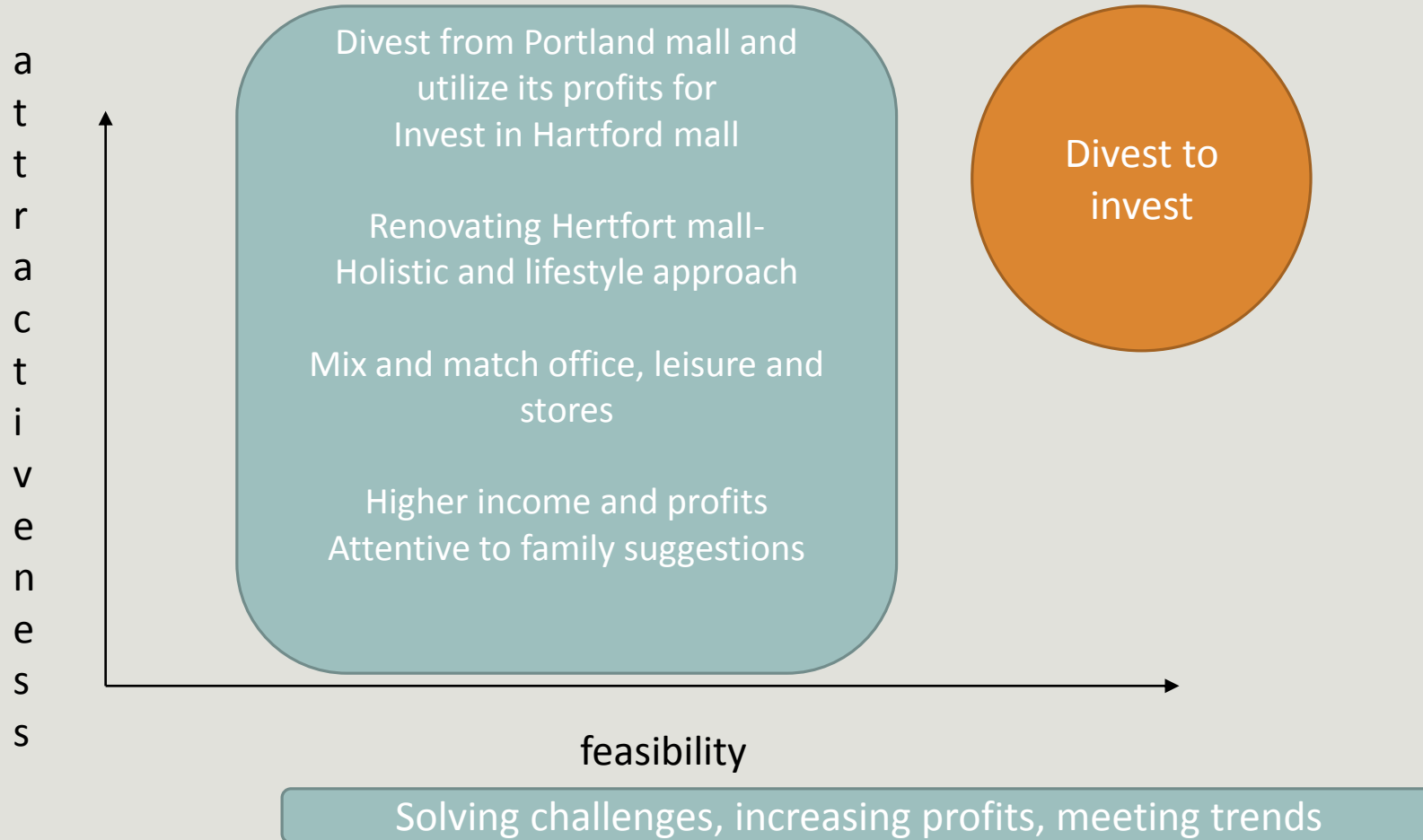
Divest



Invest

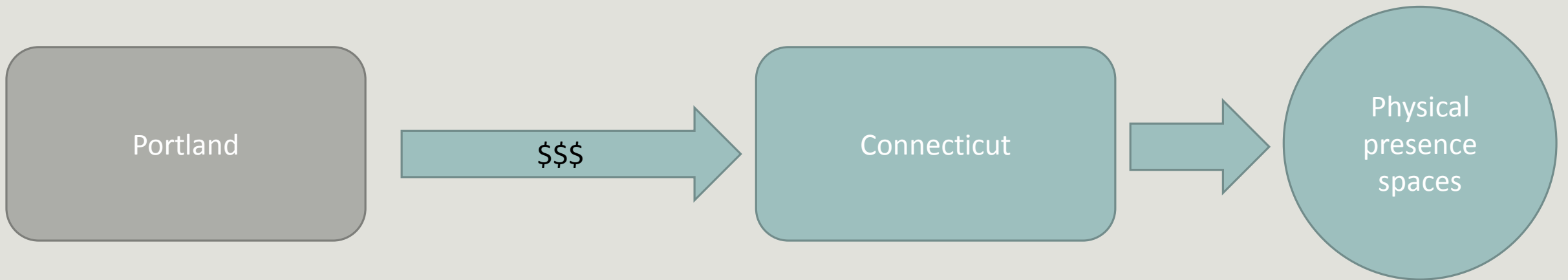


Divest to invest



Recommendation

Divest to invest



Implementation



First step – Sell the Portland mall

- ✓ A place without physical presence stores will not generate revenues
 - ✓ Renovation will be too costly
 - ✓ Mortgage is paid – lots to capitalize on
 - ✓ Great sell to other businesses

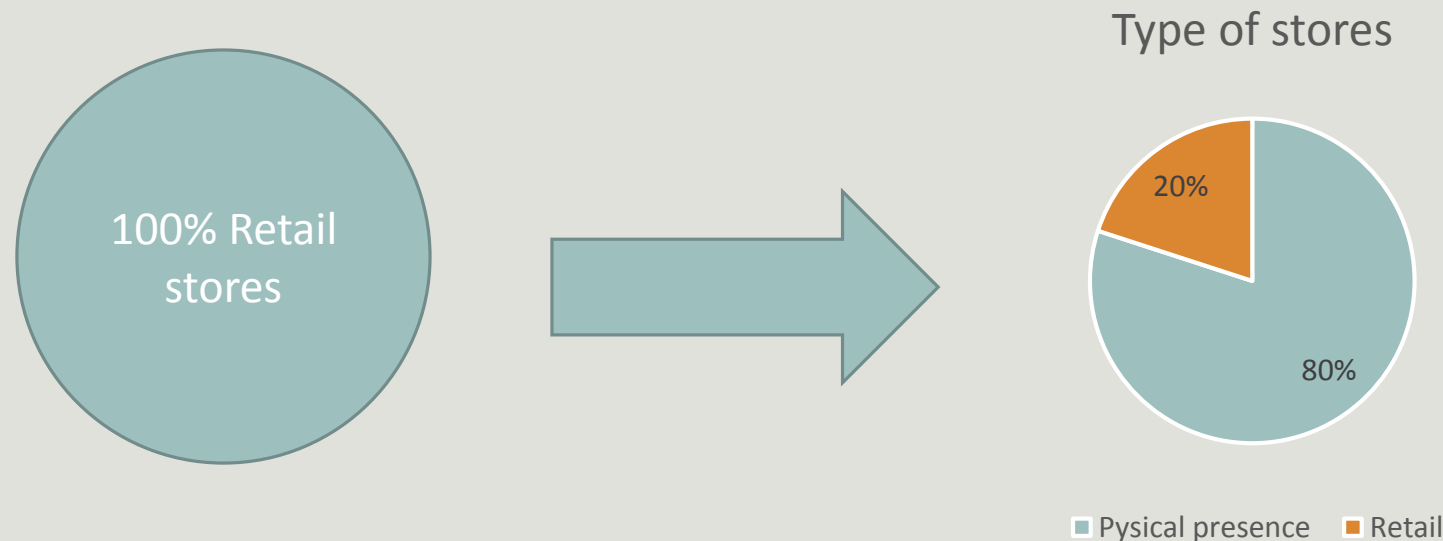
Sell to wholesalers
and storage units

Sell to real-estate
that wishes to
open an outlet
mall

Don't invest – capitalize to invest elsewhere

Second step – Make Connecticut

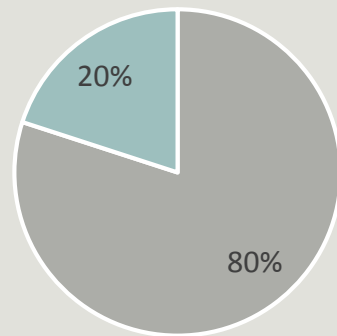
Transforming an aging retail mall into a live and diverse place of being



Make the mall a wholistic experience

Second step – Make Connecticut

Type of stores



Physical presence Retail

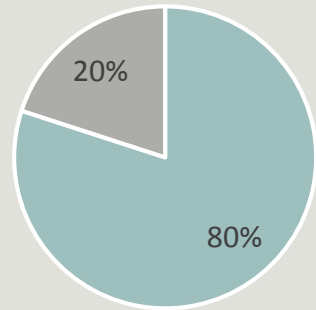
Keep 18 Stores

- Big brands
- Anchor stores
- Can afford higher rent

Keep the best of retail

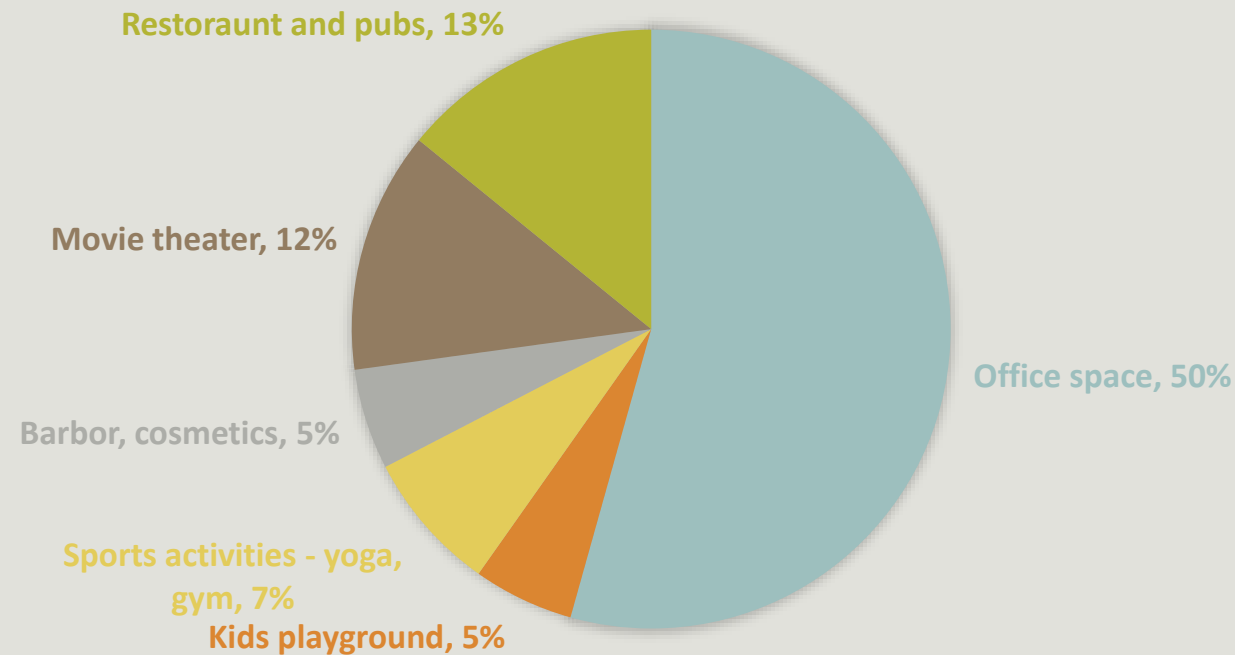
Second step – Make Connecticut

Type of stores



Physical presence Retail

TYPES OF STORES



Diverse physical presence spaces – diverse for you, diverse for clients

Financials



Financial assumptions

Sale of Portland mall to retailer
and storage company
15,000,000-12,000,000\$

Additional debt mortgage on
Connecticut
2,000,000\$

Re-modeling the Connecticut
mall
10,000,000\$

20% of usage of space for
physical presence stores-
Higher rent

40% of usage of space for
office and WeWork space-
6000\$- 8000\$

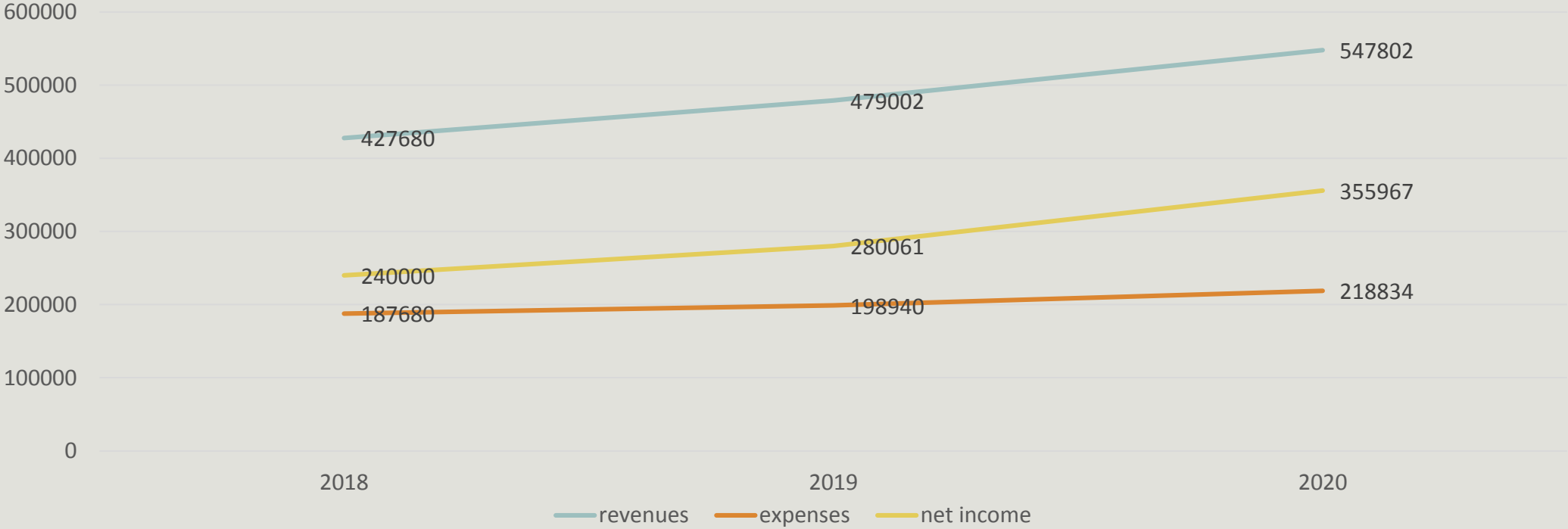
40% for leisure space-
5000\$-7000\$

Revenues stream

Type of business	% of rental of s.m	Price per s.m	Monthly payments total	Amount of businesses	Average s.m per business
leisure	40%	60\$	3240\$	6 businesses	25 m
shop	20%	50\$	27000\$	18 shops	10 m
office	40%	80\$	5400\$	25 offices	30 m
total			35,640\$		

Financial projection

Revenues, expenses and net income



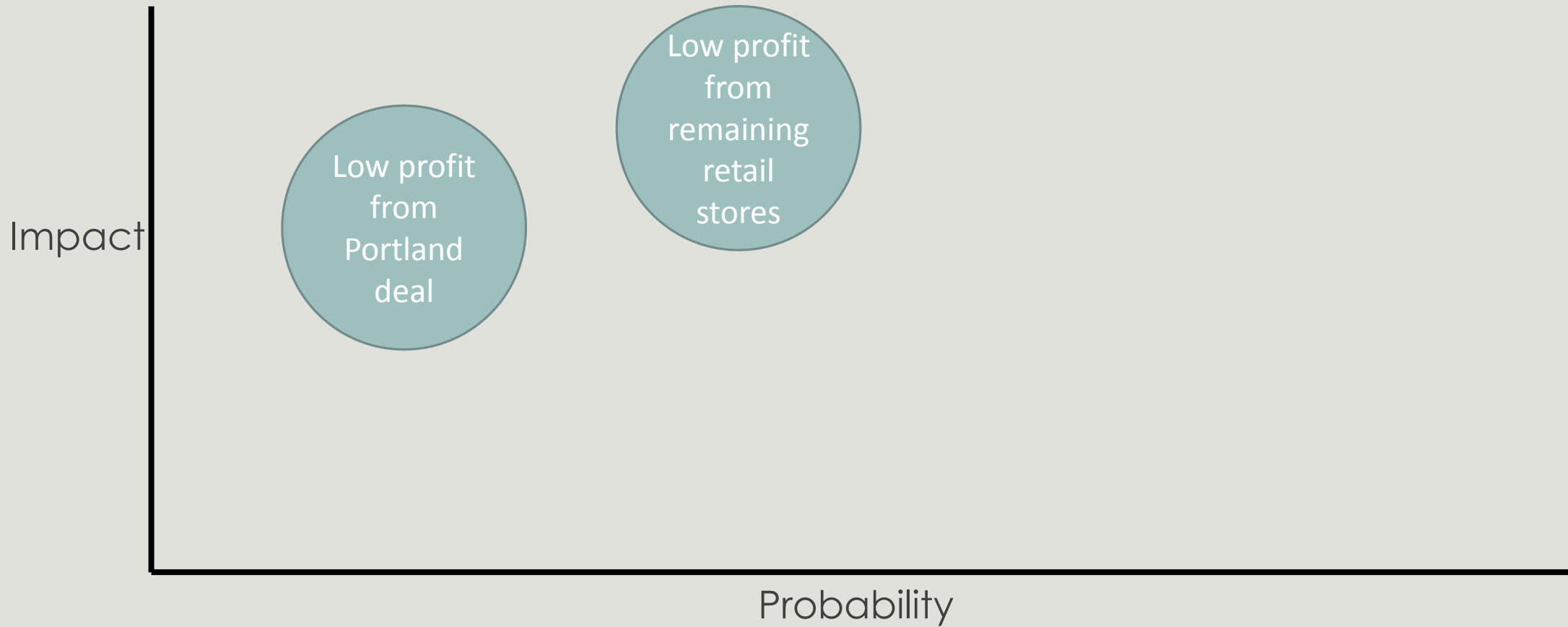
Financial projection

Value of investment-
876,030 \$

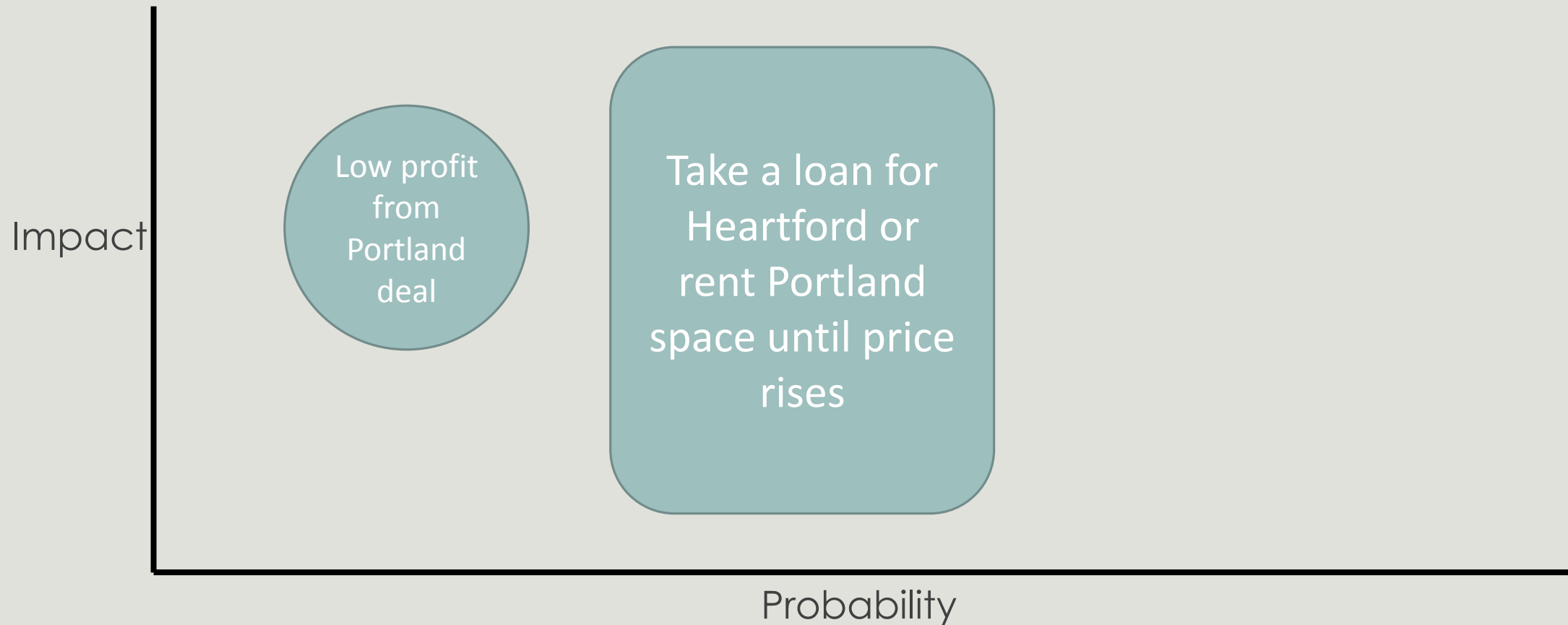
CAGR-
22%

Risk Mitigation

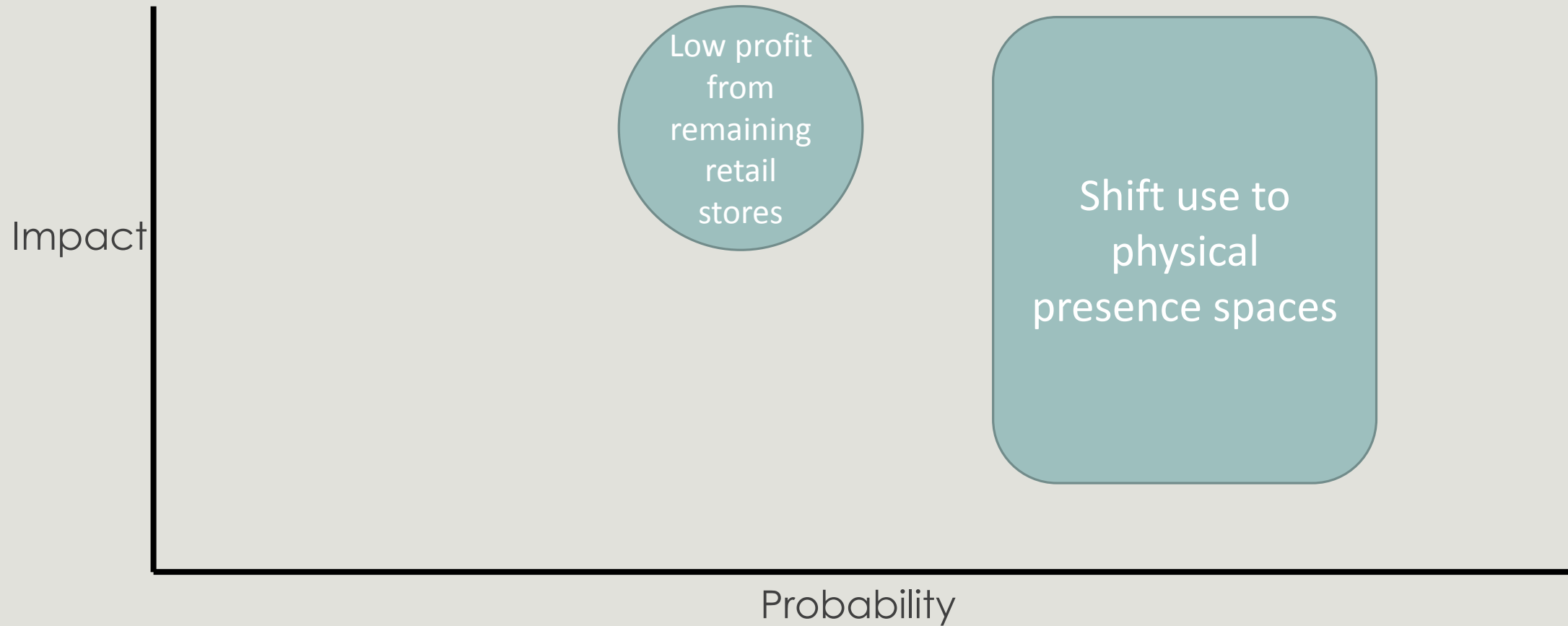
Risks



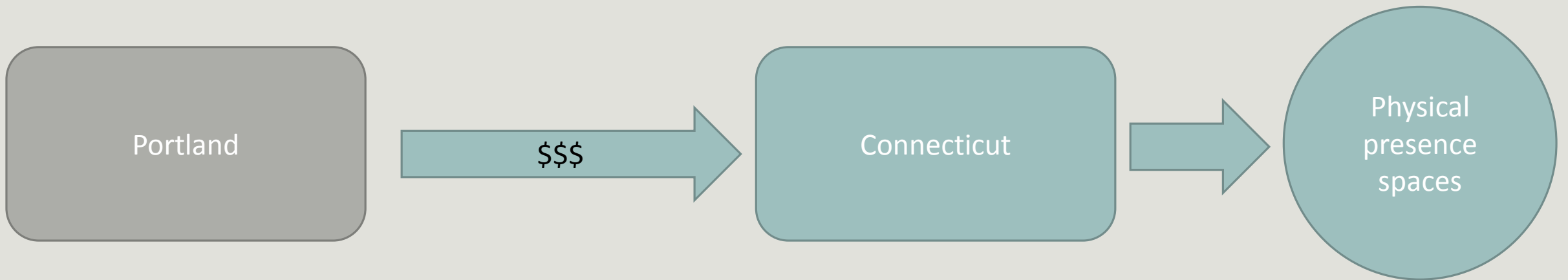
Risks



Risks



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Q&A