

Disrupt with Tech

A DISRUPTIVE GROWTH PLAN FOR MCGILL ST. LAUREN

SABRA CONSULTING TEAM - GGFBM

How can the
company disrupt
the market to get
into the B\$ club?

Disrupt with new tech



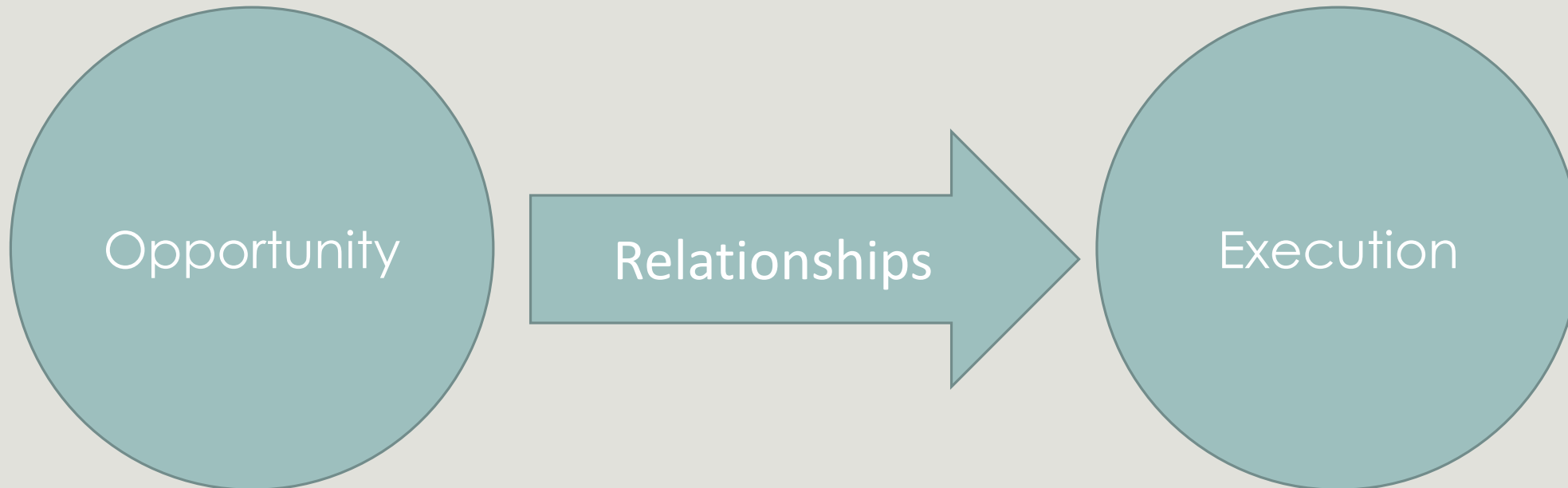
Make the missing connections to create a sustainable world

Analysis



Strengths

The power of the middle man



Strengths

A start up company in the traditional world



Recognize
HR

Agility

Recognize
Technology

Challenges



Receivables
are an issue



Diversifying
Portfolio



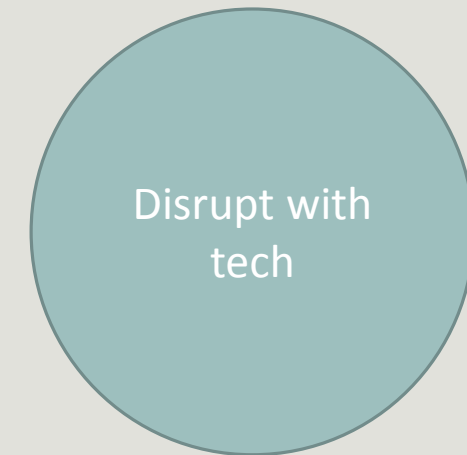
International
markets

Alternatives

Be the tech changer

tech

Growth potential



First move advantage

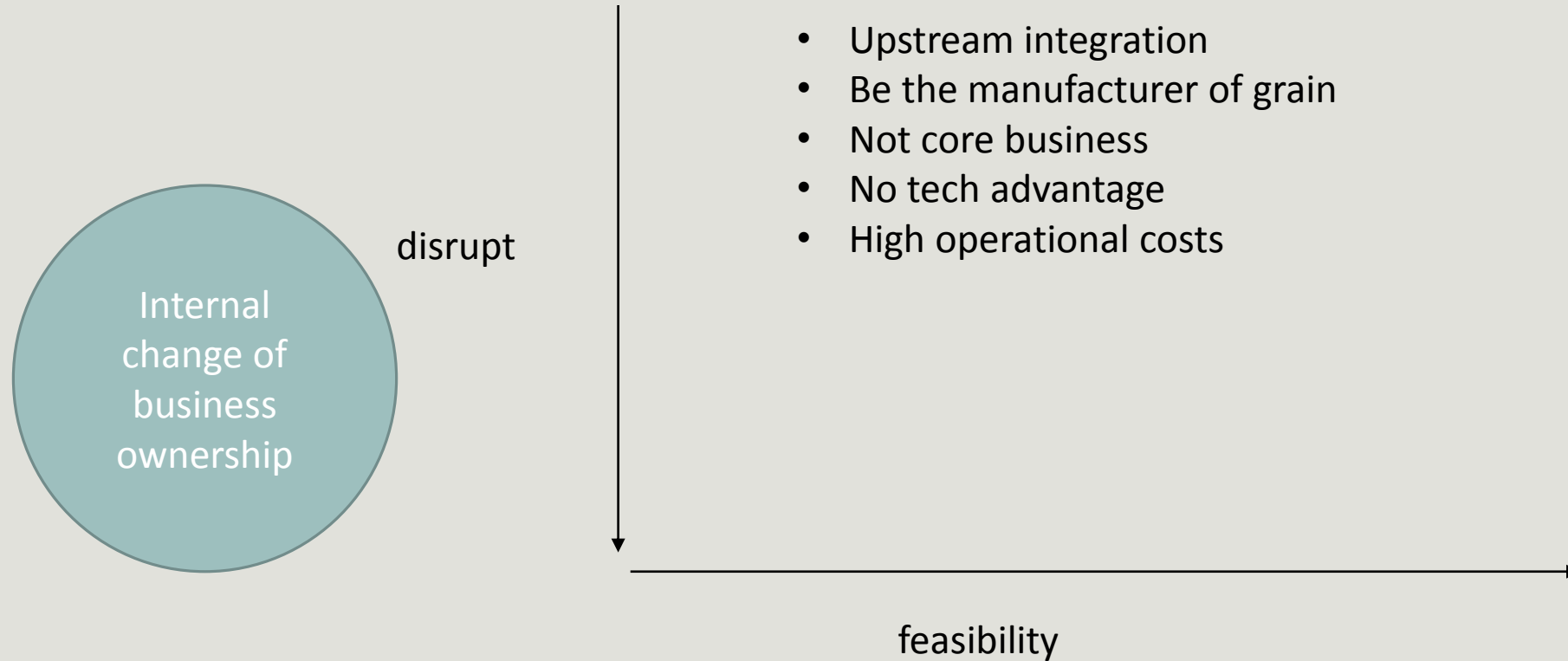
Feasibility

- Penetrate new markets
- Competitive advantage
- higher profit
- Higher growth potential

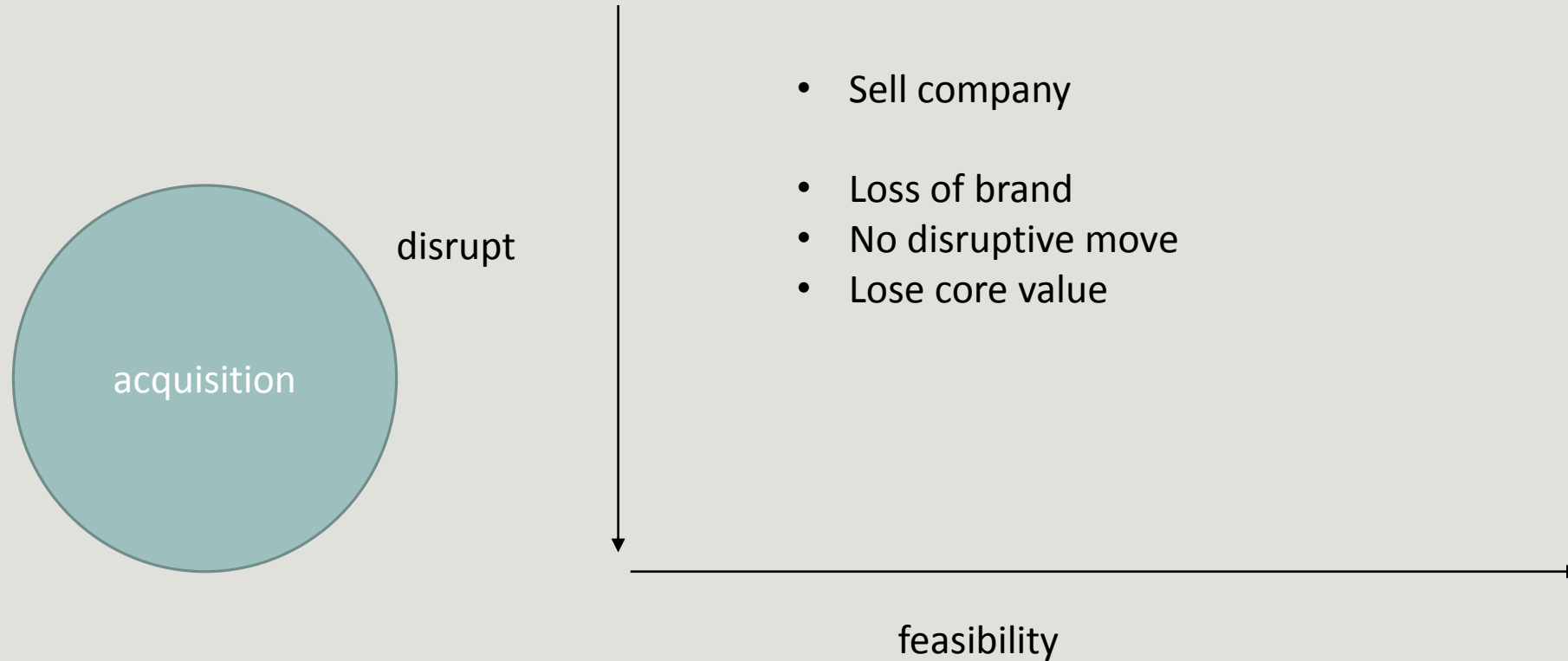
Attractiveness - Disruptiveness

- High end tech
- entrepreneurial approach
- engage more clients

Be the tech changer

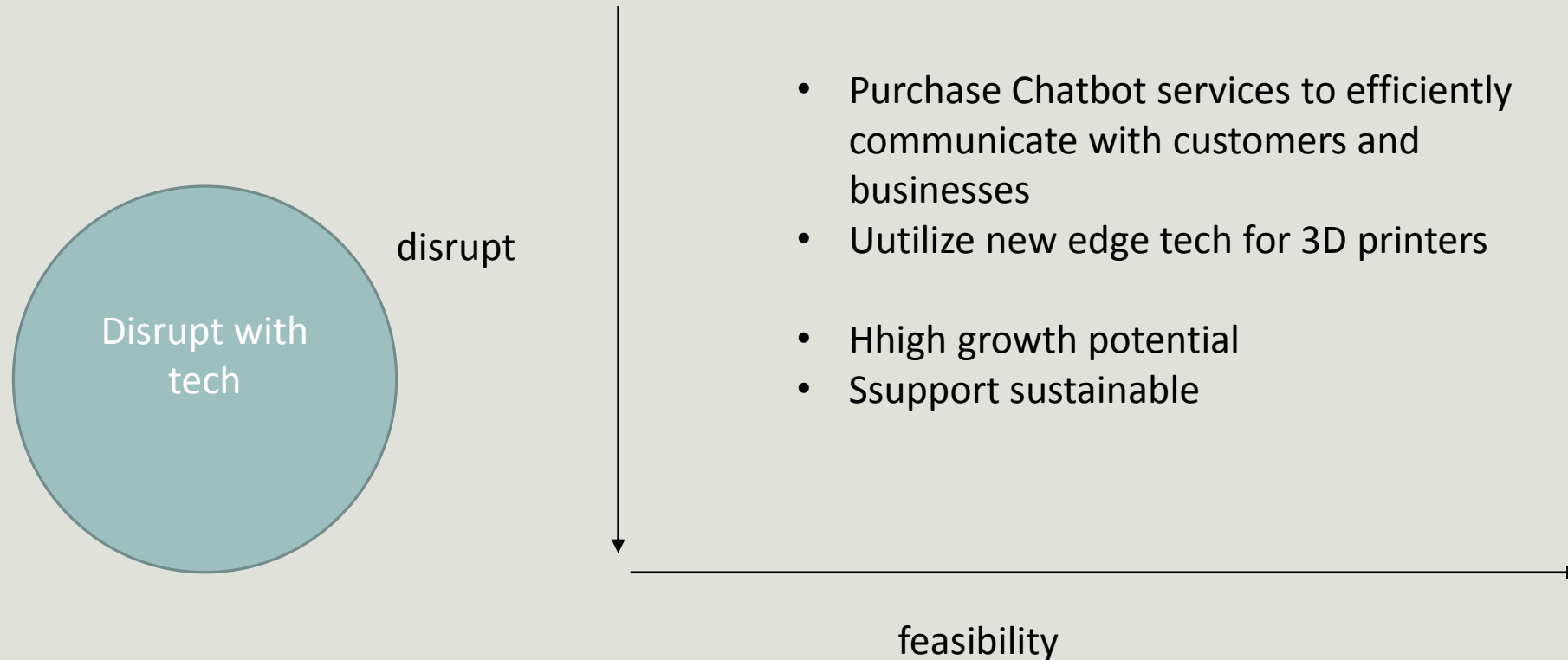


Be the tech changer



Lose business ownership

Be the tech changer



Recommendation

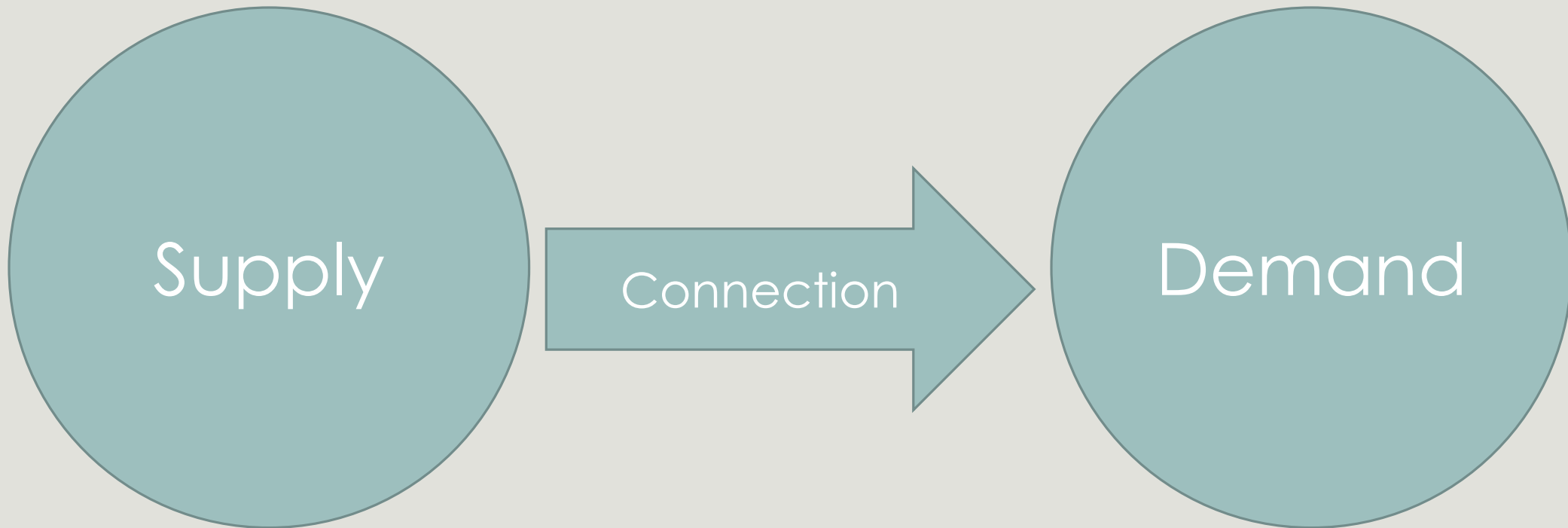
Disrupt with new tech



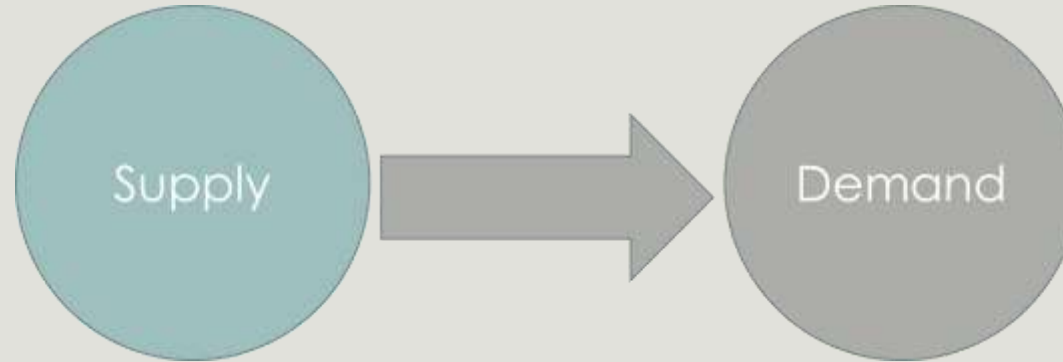
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Implementation

New Technologies



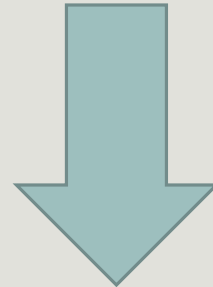
New Technologies



3D Printing

3D Printing – Why?

3D Printers can print anything
from building blocks today, to food tomorrow



The commodity of the future

3D Printing – Why?

The 3D printing industry has yet to realize full potential because it's missing the middle man



Do what you do best

3D Printing – Why?

3D printing is a sustainable solution for every industry



Support your values and create a better world

3D Printing – How?



- ✓ Specific products – tailor made
- ✓ Exploiting opportunities in a variety of industries
 - ✓ Flexible to change

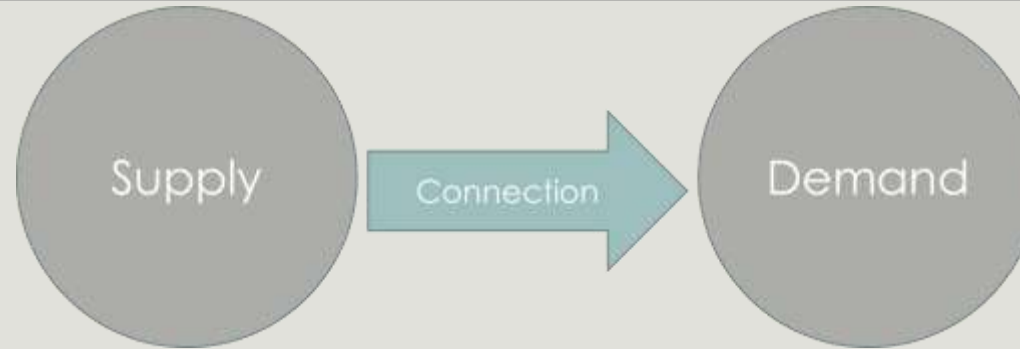
A known process in a new world

3D Printing – How?



Gradually step into the market with new solutions

New Technologies



Chatbot 😊

Chatbot – why?

A bridge for
the cultural
gap

Multi-lingual bot
creates better
and bigger client
relationships
around the world

Smarter
work
process

Creates big data
and less room for
human error

Less
dependent
on labor
force

More clients per
worker. Not one
to one, one to
many

Advance into the future

Chatbot – how?



A fast process for more efficiency

Steps



Financials

Gross profit target



How do we get there?

Increase sales in international market
due to ChatBot technology

Increase sales by finding the new commodity industry of the
future-
Trading of 3D printing products

Lowering man power costs
Preventing cash flow problems and orders

Assumptions for growth plan





Wood products CAGR- until today-
25%

Grain products CAGR- until today-
16%

products CAGR- until today-
37%

Current equity-
13,754,000

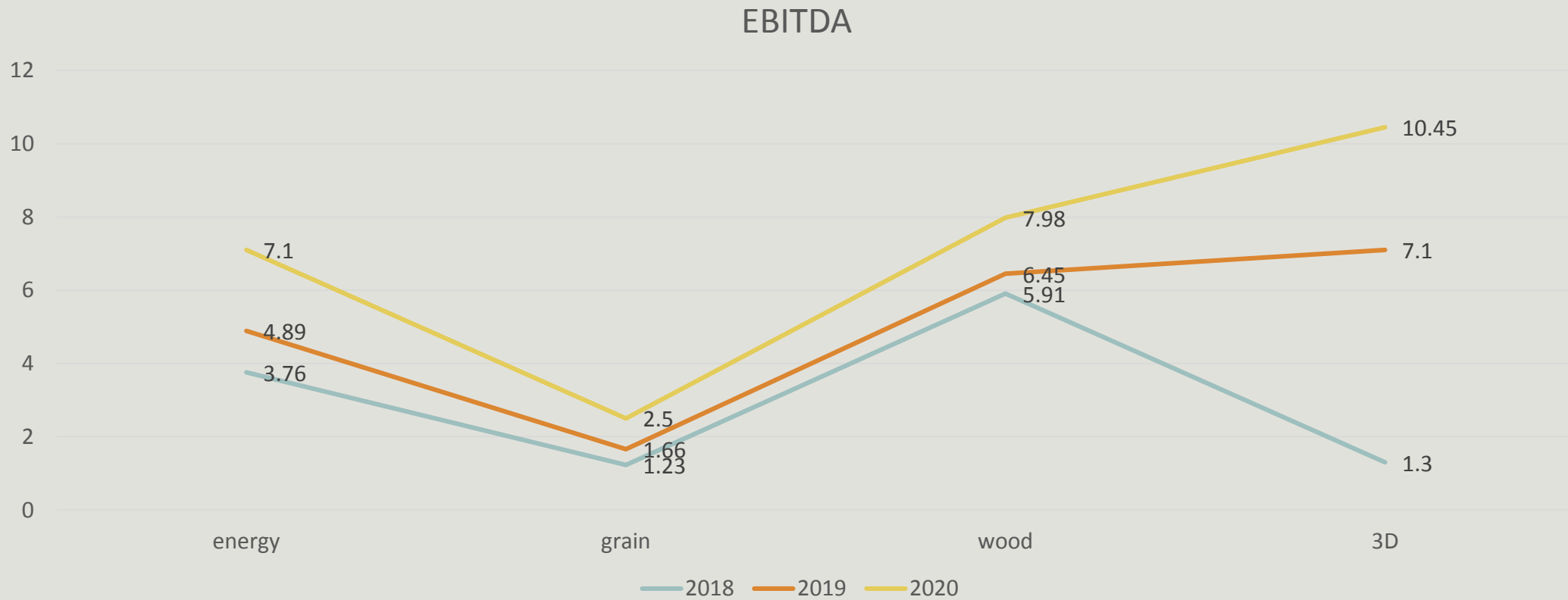
Expenses plan

| | | 2018 | 2019 | 2020 |
|-----------------------|-----------|---|------|------|
| ChatBot acquisition | 6,000,000 |  | | |
| 3D printers suppliers | 2,000,000 |  | | |
| New model integration | 293,600 |  | | |
| debt | 2,664,000 |  | | |
| total | 13,600 | | | |

Revenues flow

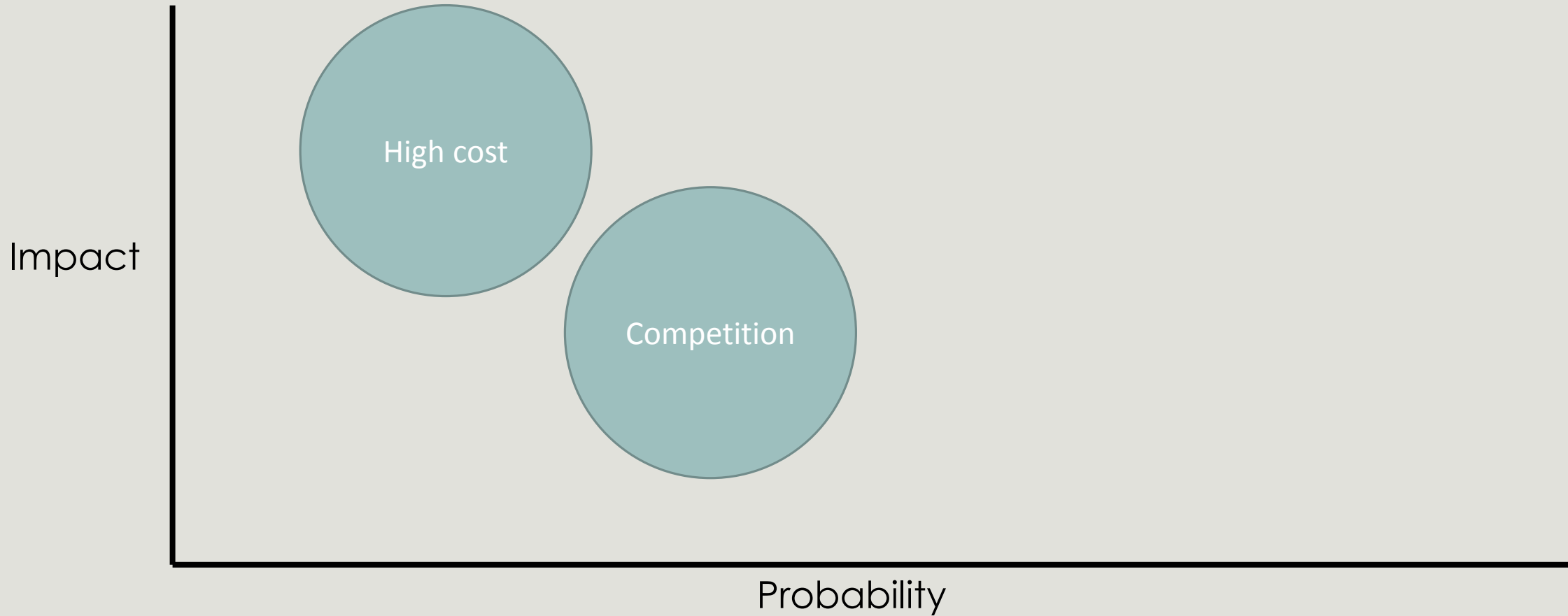
| | units % sales in North America | Units % sold in Global arena | 2018 | 2019 | 2020 |
|-------------|--------------------------------|------------------------------|---------------------|---------------------|---------------------|
| Grain | Increase of 20% annually | Increase of 35% annually | 1,130,000 | 1,135,600 | 3,390,000 |
| Wood | Increase of 30% annually | Increase of 35% annually | 12,077,000 | 16,303,950 | 22,825,530 |
| Energy | Increase of 25% annually | Increase of 35% | 4,368,000 | 5,678,400 | 8,233,680 |
| 3D printing | Increase of 35-40% from 2019 | Increase of 35-40% from 2019 | 2,600,000 | 8,900,000 | 15,550,790 |
| total | | | 14,600,000\$ | 34,000,000\$ | 50,000,000\$ |

Financial projection

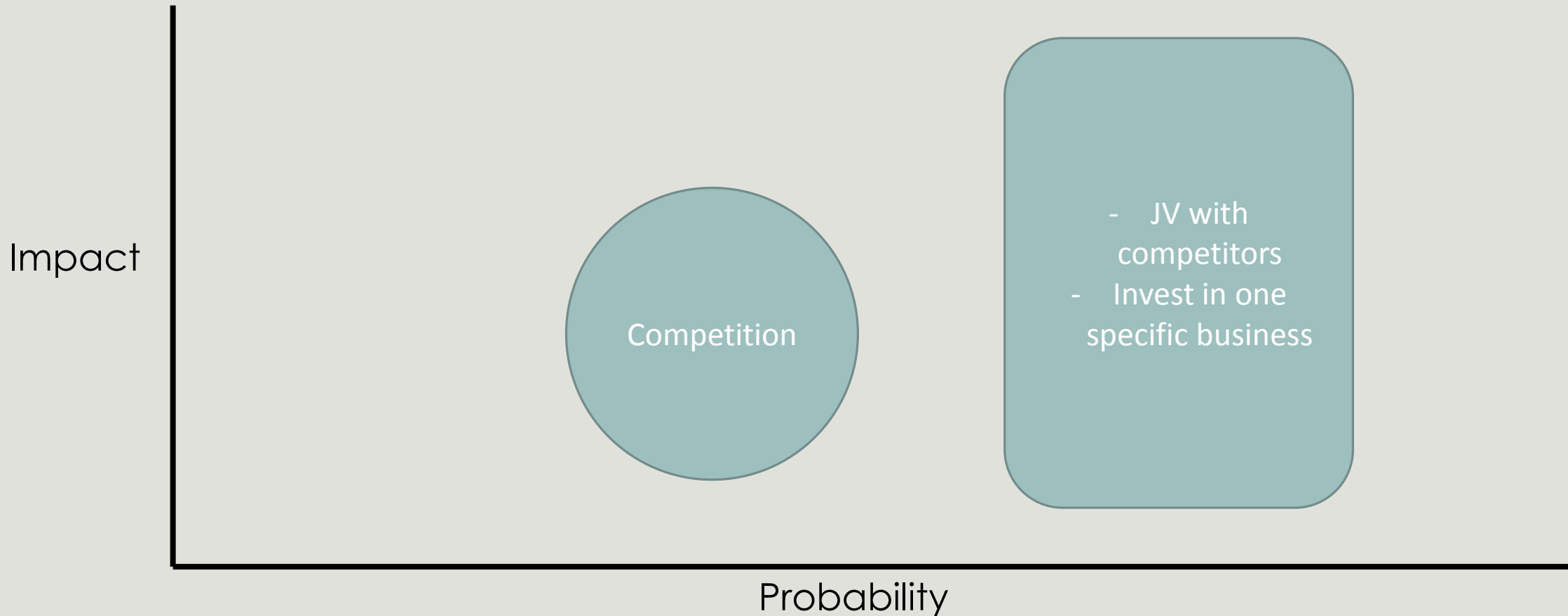


Risk Mitigation

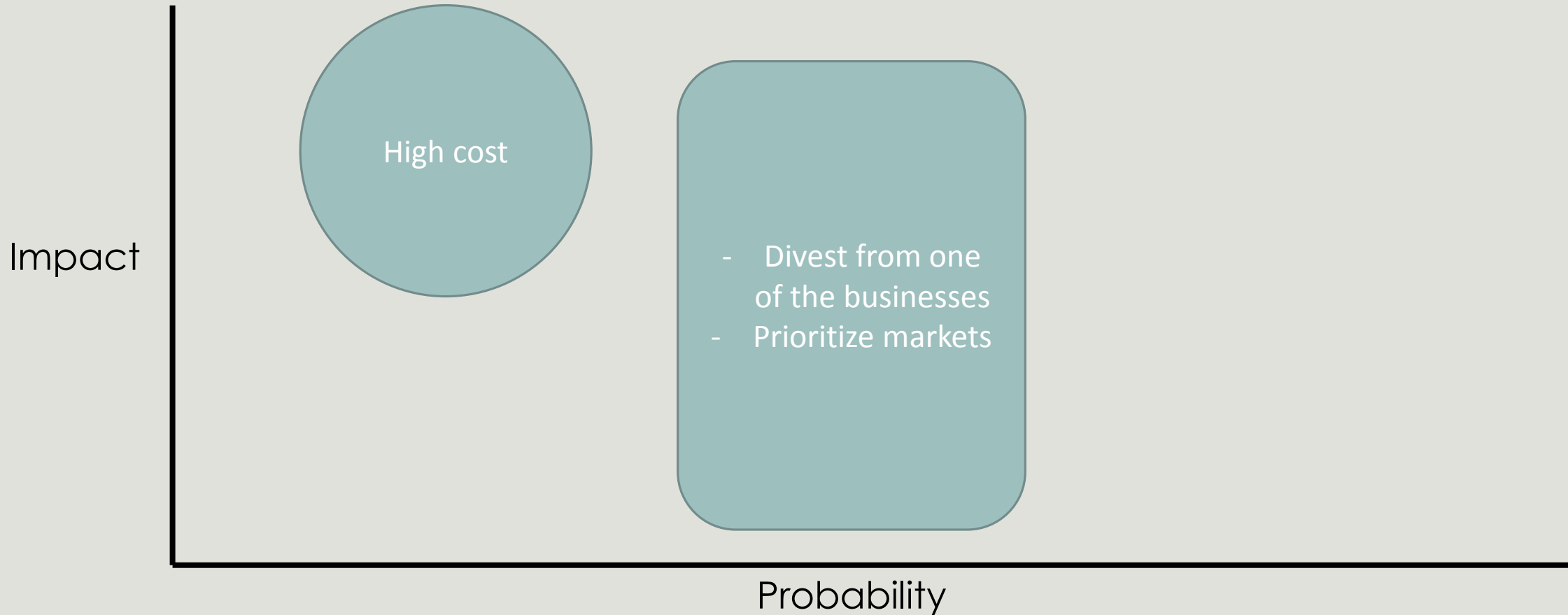
Risks



Risks



Risks



Disrupt with new tech



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Q&A



| | | | | | | | | | | |
|-------------|-------|--------|----------|----------|--|-------------|-------|-------|--------|----------|
| | | 20% | 30% | 45% | | | 3.14 | 20% | 30% | 45% |
| grain | 1.13 | 1.356 | 2.26 | 3.39 | | grain | 0.1 | 1.236 | 1.6686 | 2.5029 |
| | | 20% | 35% | 50% | | | 1.03 | 20% | 35% | 50% |
| wood | 9.29 | 12.077 | 16.30395 | 22.82553 | | wood | 4.74 | 5.915 | 6.45 | 7.98525 |
| | | 30% | 35% | 40% | | | 4.55 | 30% | 35% | 40% |
| 3D products | | | | | | 3D products | | | | |
| | | 2.6 | 8.9 | 15.55079 | | | | 1.3 | 7.1 | 10.45 |
| | 14.06 | 20 | 34 | 50 | | | 14.06 | | | 28.04083 |