

To be the industry leader

Xiamen University

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- Analysis
- Alternatives
- Implementation
- Risks and mitigation
- Conclusion

Challenges

By Michael

Challenges

- Sustainability: To be a disruptor or a industry leader?
- How should McGill St Laurent invest to sustain the growth?
 - Cash flow
 - Risks management

Recommendations

By Michael

Recommendations

- Sustainability: To be a industry leader.
 - Maintain high RoE businesses, extend to synergy businesses.
 - Decision making & Risks management platform development (AI Tech.)
 - Financing with line of credits

Analysis

By Stefanie Lai

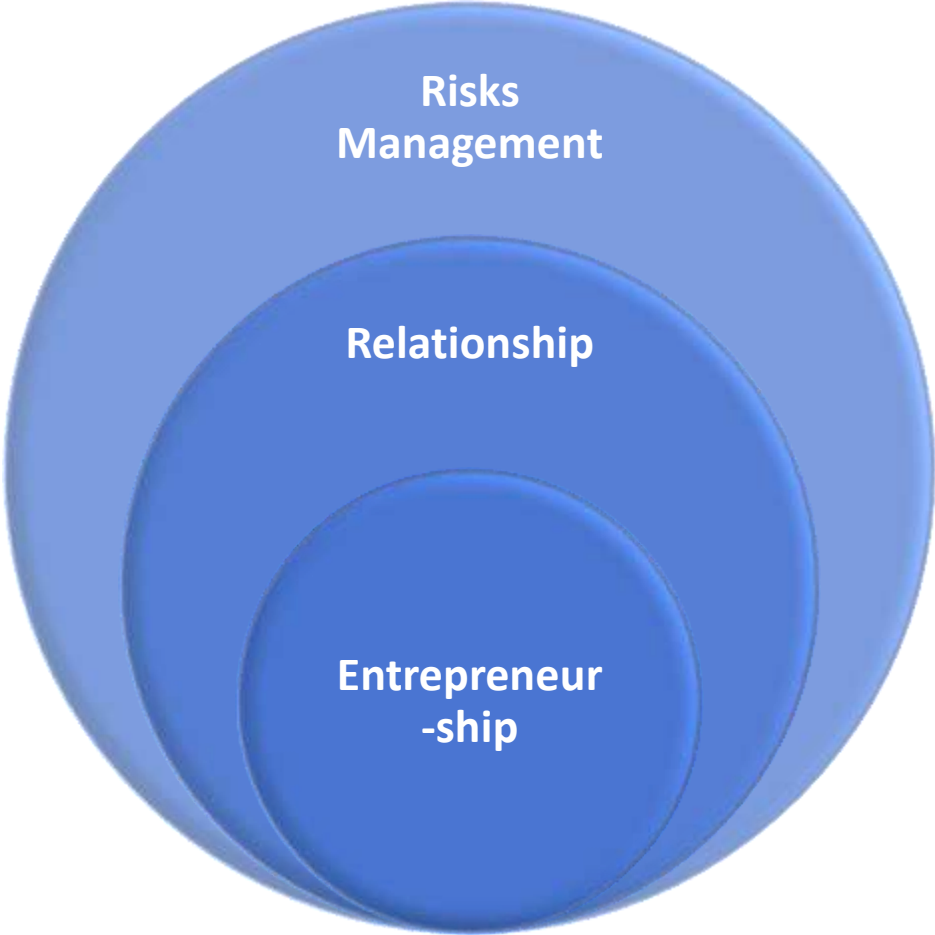
Industry Analysis – Bulk Commodity Trading



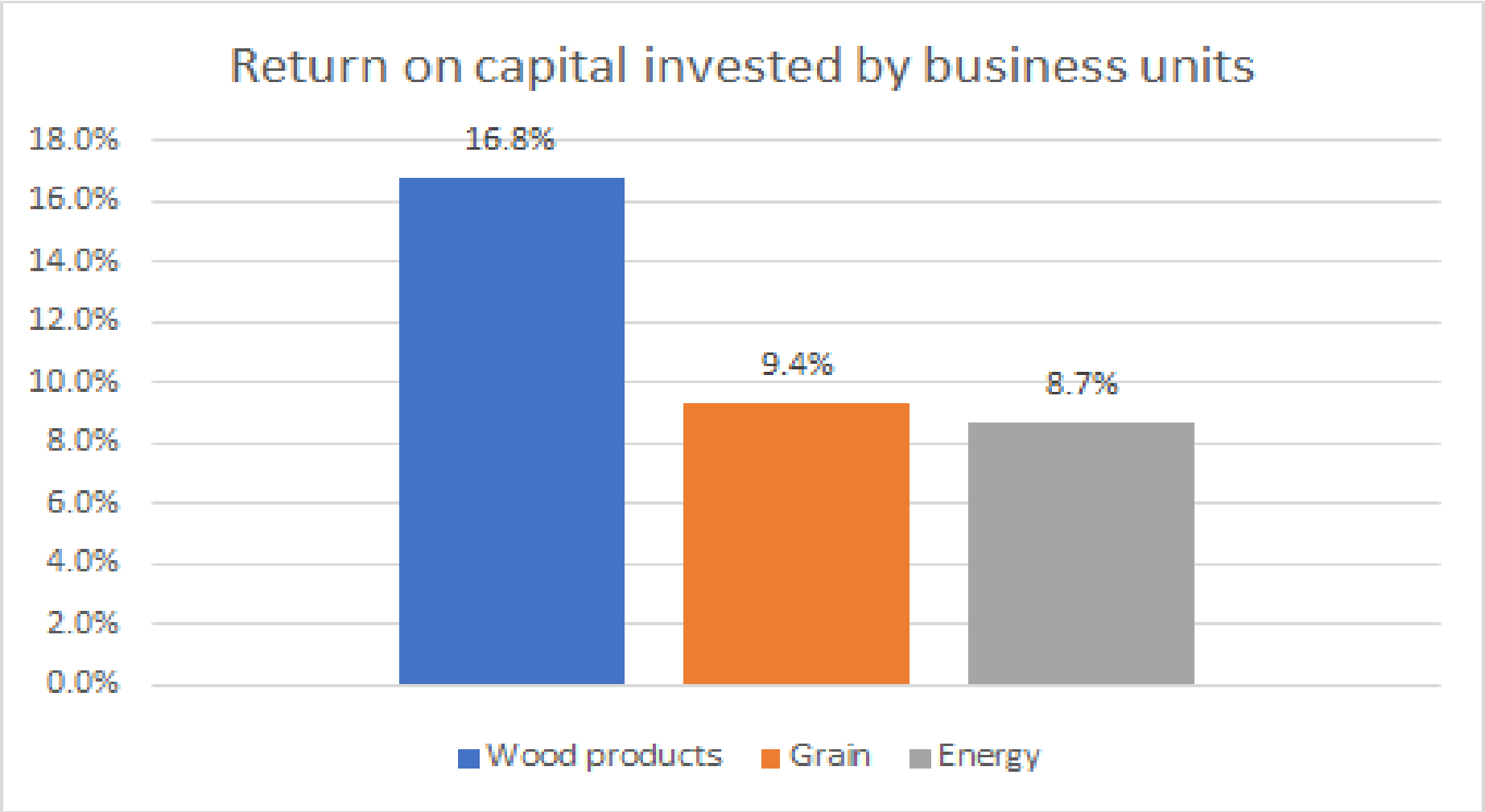
Analysis - SWOT



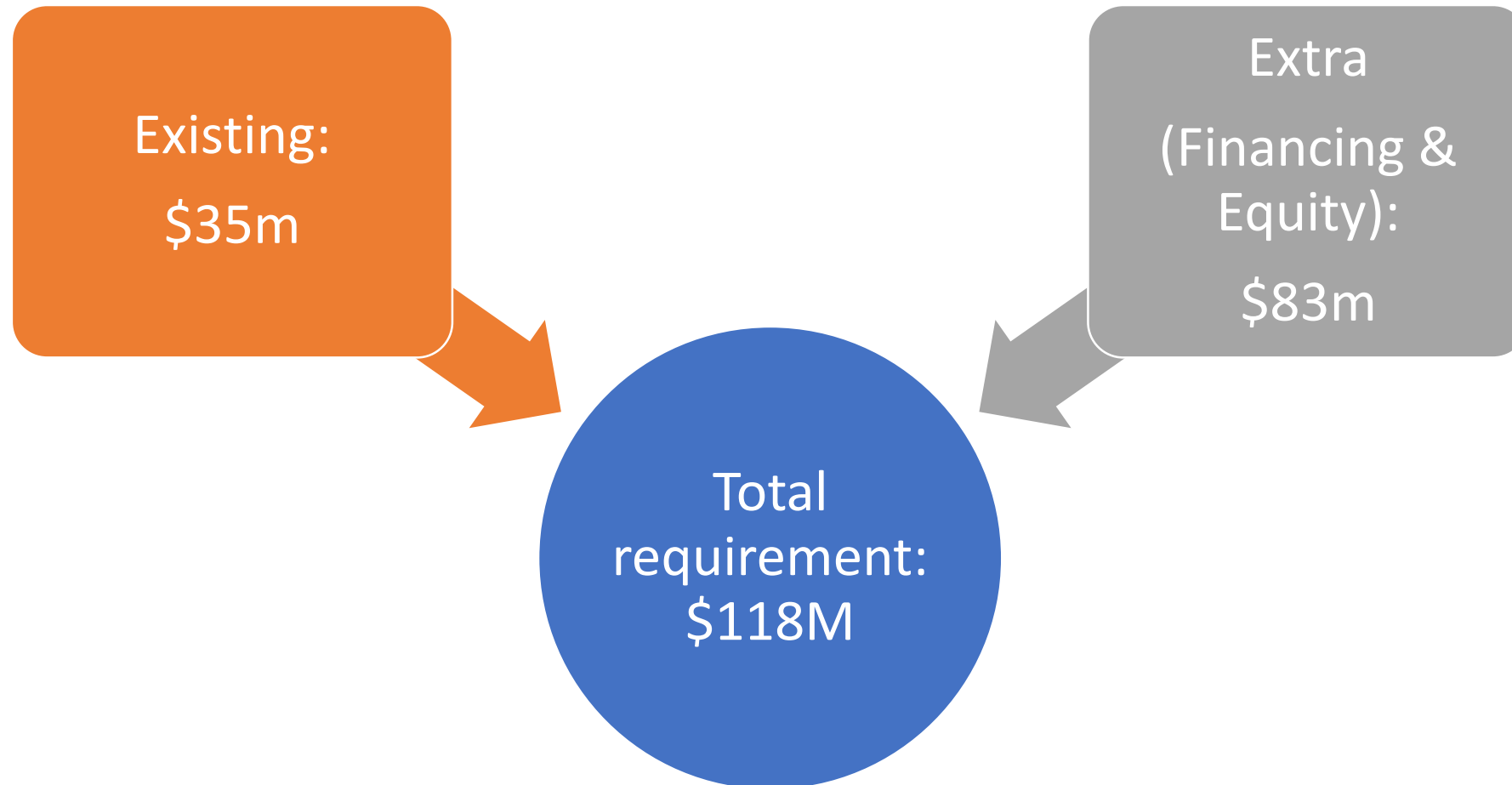
Key Competencies



Profitability Analysis by Current businesses



Capital requirement to reach EBITDA \$18M in 2020



Businesses extension opportunities

Current Businesses	Extension	Time to enter	Remark
Grain	Fertilizers	6-10 Months	Upstream customers base
Energy	Natural gas	3-6 Months	Current plan for next stage, Energy related
	Petrochemical products	6-10 Months	Energy related, Shell gas booming in U.S.

Disruptive Opportunities

Technology deployment

- AI & Machine learning

Experience on Forecast, Risks management, pricing projection

Alternatives

By Michael

Alternatives - Standard

Growth
Potential

Capital Needs



















Financial Risk

Capitalized key
competency

Sustainable
Growth

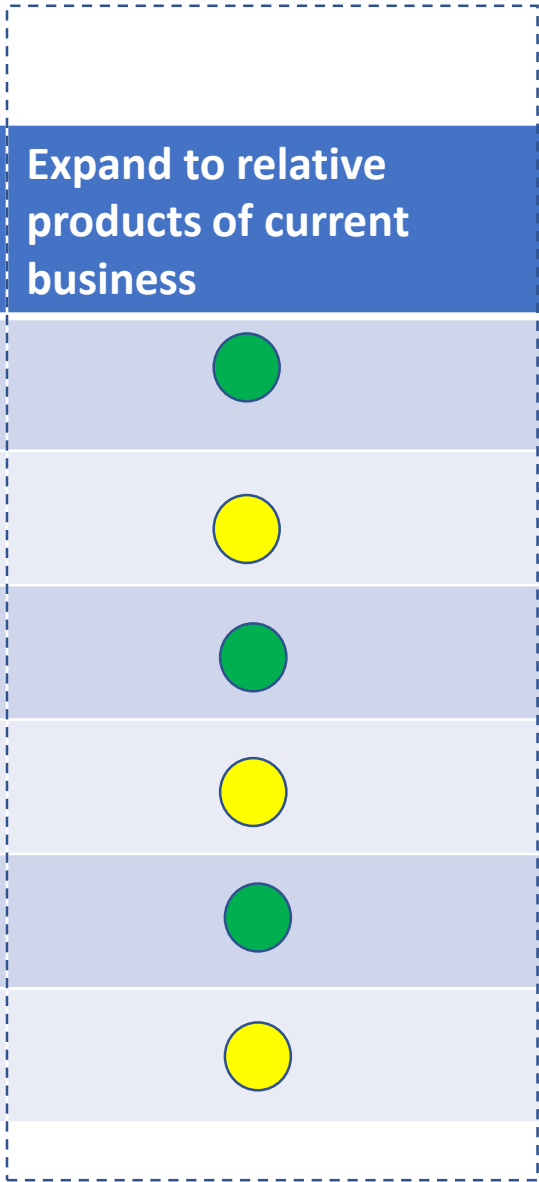
Human
Resource
Needed

Alternatives

	International Expansion Of current business	Expand to relative products of current business	Expand to other business sector like mining
Growth Potential			
Capital Needs			
Capitalized key competency			
Financial Risk			
Sustainable Growth			
Human Resource Needed			

Alternatives

	International Expansion Of current business	Expand to relative products of current business	Expand to other business sector like mining
Growth Potential			
Capital Needs			
Capitalized key competency			
Financial Risk			
Sustainable Growth			
Human Resource Needed			



Implementations

By Oliver

Implementations

Phase I

- Balance the growth in current products (by ROE)

Phase II

- Extend to relative business (synergy)
- Business management platform

Phase III

- Develop Risk management platform base on AI technology
- Hedging

Phase IV

(probably)

- Entry Futures market with the risk management platform

Implementations

Phase I

- Balance the growth in current products (by ROE)

Future development

Energy

Grain

Wood (high ROE, cash cow)

Implementations

Phase II

- Extend to relative business (synergy)
- Business management platform

Current Businesses	Extension	Time to enter	Remark
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Implementations

Phase II

- Extend to relative business (synergy)
- Business management platform

Commodity &
energy Businesses

Hedge

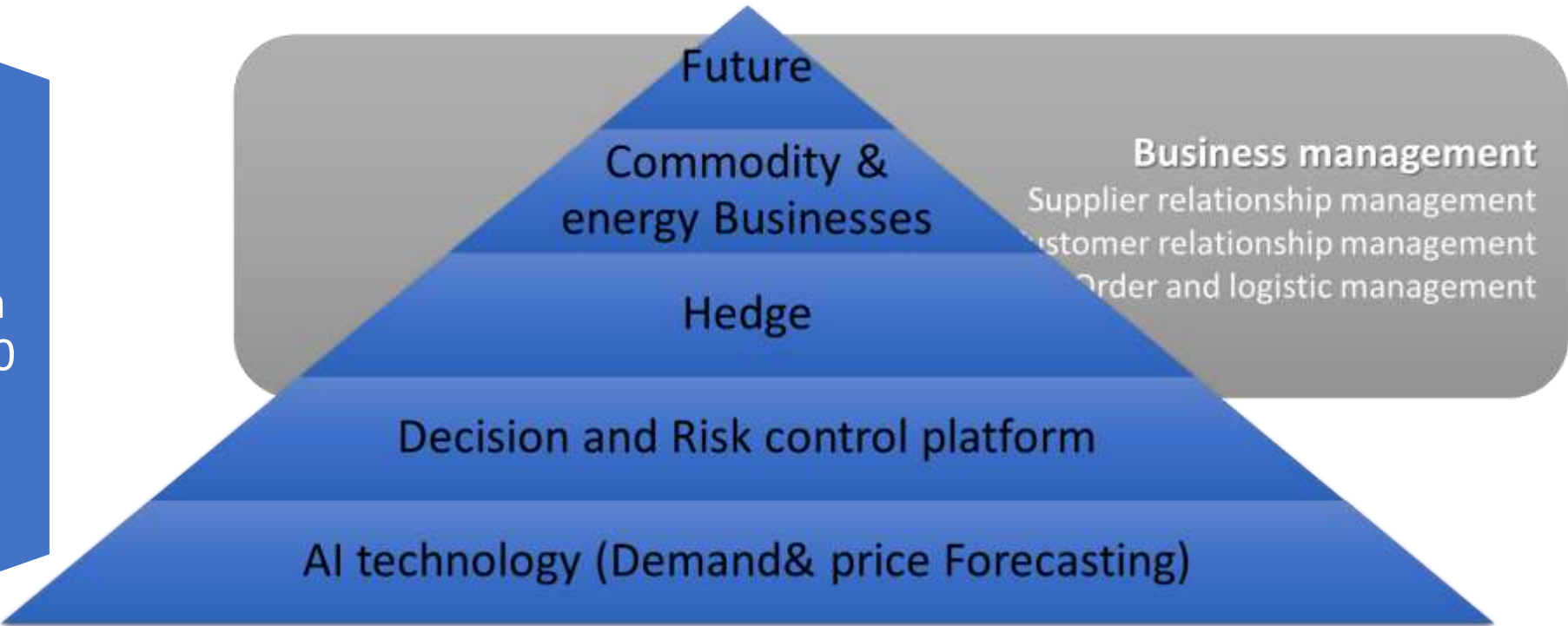
Business management

Supplier relationship management
Customer relationship management
Order and logistic management

Implementations

Phase III

- Develop Risk management platform base on AI technology (10 HC)
- Hedging



Implementations

Phase IV (Optional)

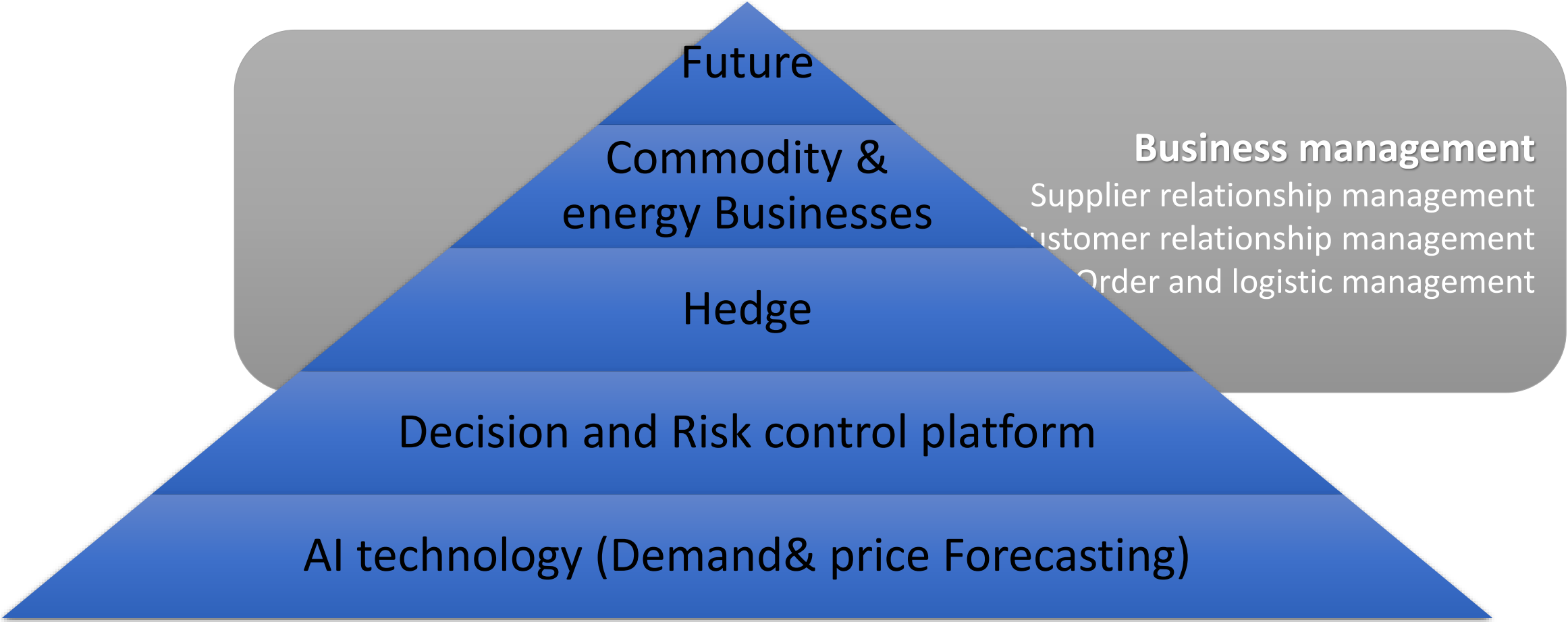
- Entry Futures market with the risk management platform

With the experience and risk management/ decision platform (AI technology)

McGill St Laurent could possible entre the Future market

Due to the high Risk and capital requirement, we will keep testing and improving the platform system.

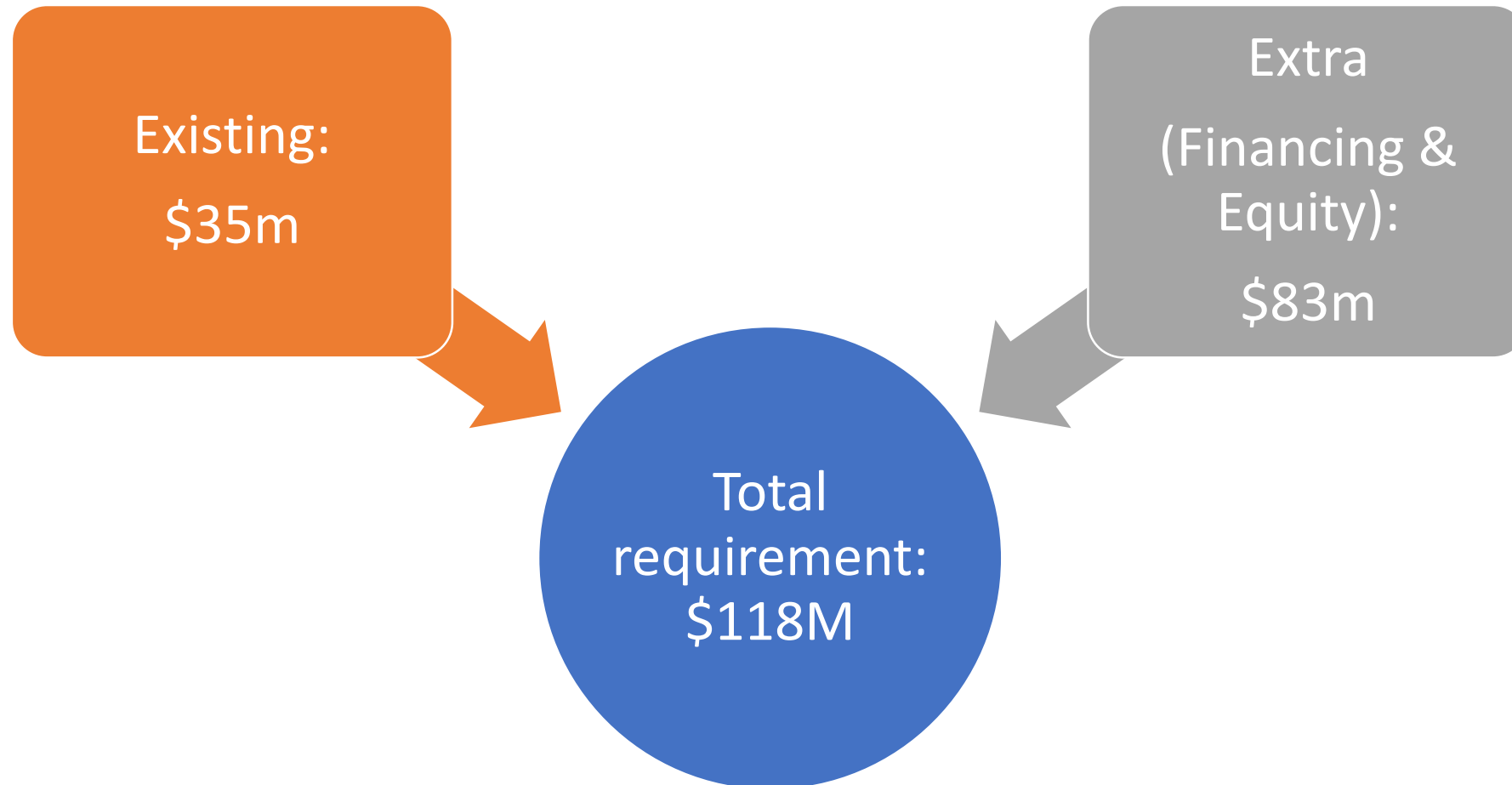
Implementations



Implementations

Investment plan	Duration of entrance	
	2018 H1	2018 H2
Natural gas		
Petrochemical products		
Fertilizer		

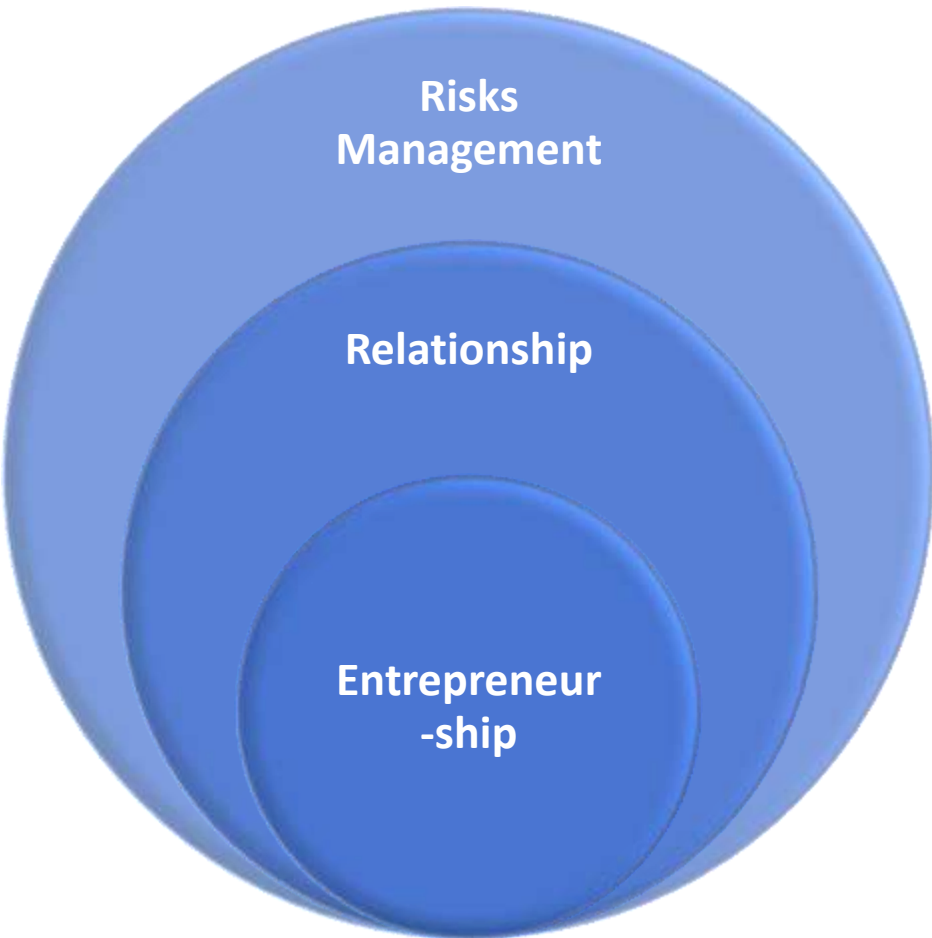
Capital requirement to reach EBITDA \$18M in 2020



Implementations

Financing	2018	2019	2020	Total
Mezz. financing	13.0	15.0	22.9	50.9
Equity	8.7	12.1	11.2	32.1

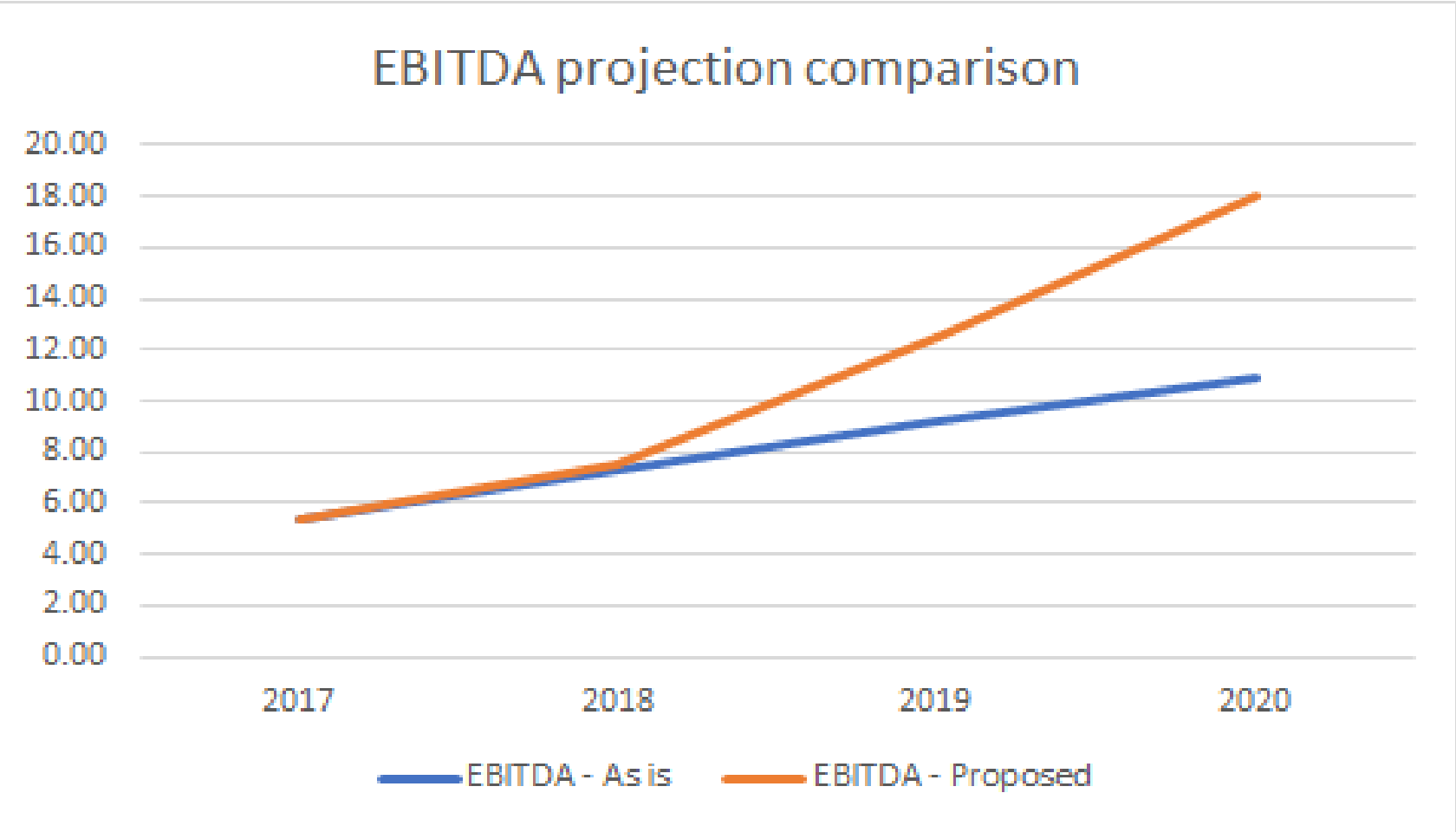
Key Competencies



Financial Outlook

By Allen

Financial Outlook



Risks and Mitigations

By Allen

Risks and Mitigations

Risks	Mitigations
New product market entry fail	Hire industry insider Leverage current relationship in the industry
Market become very competitive	AI tool to improve operation efficiency Increase customer satisfaction

Conclusion

By Michael

Conclusion

- Sustainability: To be a industry leader.
 - Maintain high RoE businesses, extend to synergy businesses.
 - decision making & Risks management platform development (AI Tech.)
 - Financing with line of credits