

بِسْمِ اللَّهِ الرَّحْمَنِ الرَّحِيمِ



Corona Virus Business Challenges

Malls - Business Plan

TO PROVIDE
WORKABLE GUIDELINES
FOR REMOBILIZING
THE BUSINESS

Tubseer Management Company

April 2020

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The Situation

Virus Corona Virus will definitely have negative consequences on most if not all businesses, the pandemic froze both demand and supply or at least reduced them to unbearable levels to affect directly income and consequently increase costs.



Now that the impact has happened, all business owners and business managers must engage immediately to deal with all affects that impacted their operation.



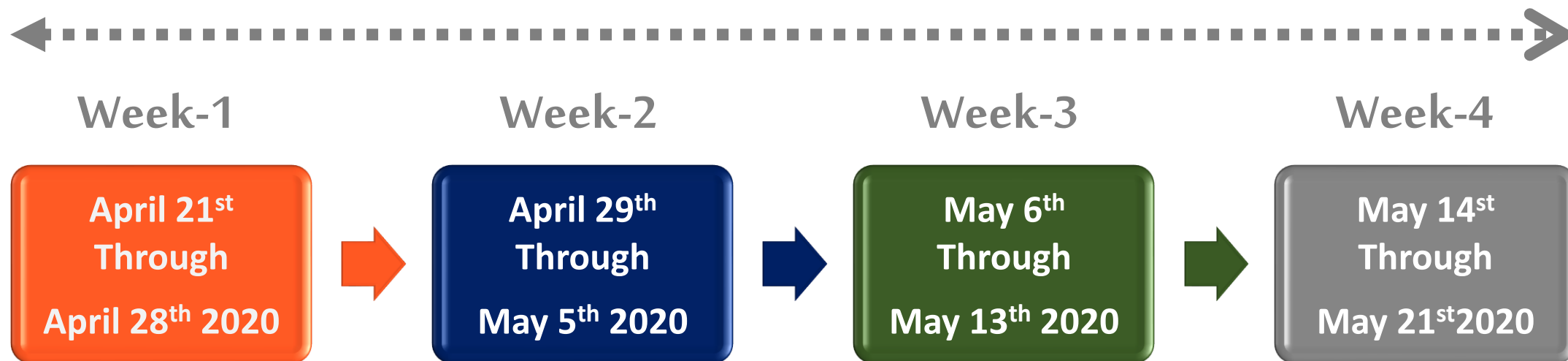
This plan was developed in a balanced bases to remobilize the mall, using best practices to ensure that all business areas are looked into to mitigate all issues.



The Situation

Re-opening Forecast

Based on recent studies to corona virus development stages around the world, Saudi Arabian lockdown measures will run to **May 21st 2020**, this may change to be longer or shorter than this dates pending actual results of corona affected population.



Scope & Methodology

The Scope

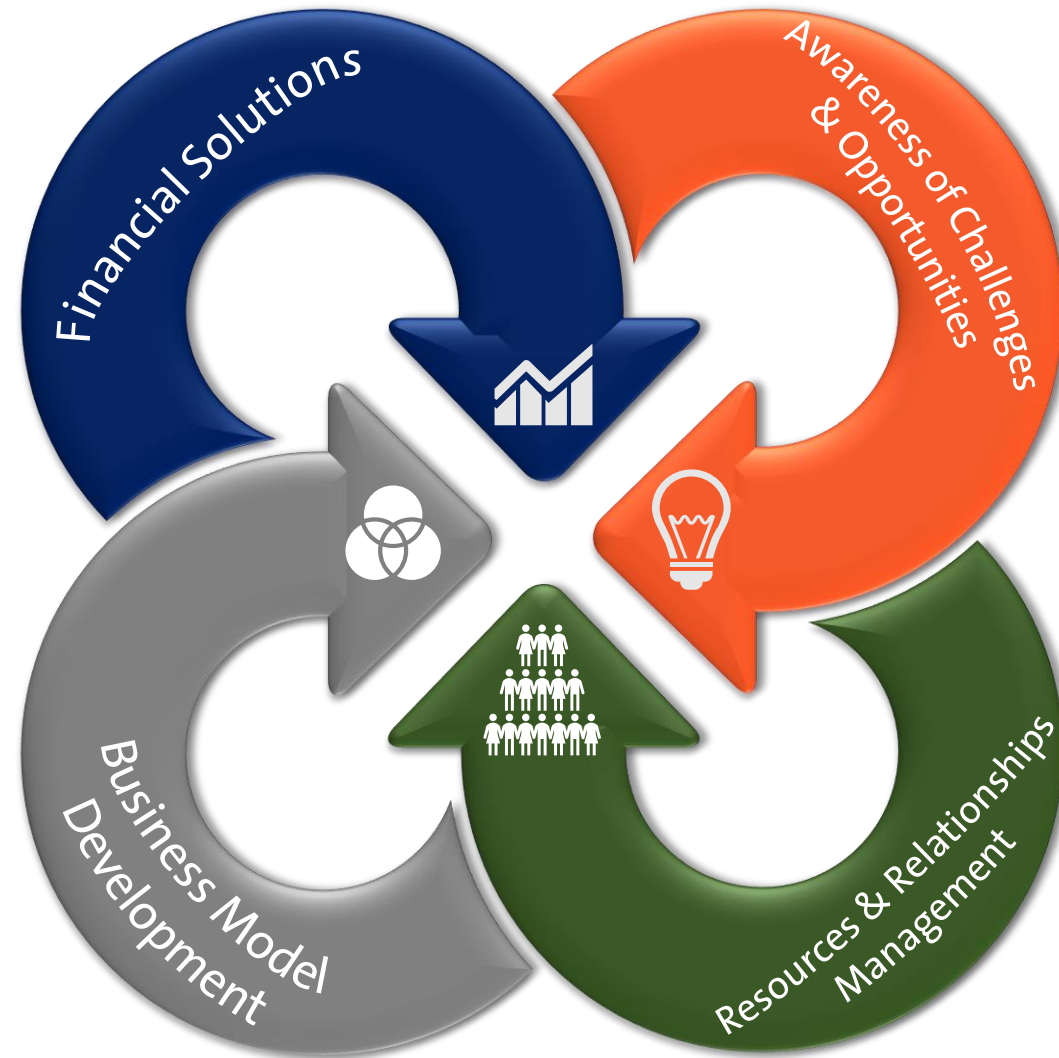
The malls are intending to prepare a full reopening plan to be better prepared for handling all corona virus challenges at minimal loses in revenue and control costs increases.



- The scope of this plan is focussing in mitigating the lockdown challenges and the consequences that have impacted mall business from multiple prospective ensuring that major elements are covered in the plan and the plan has a scientific trusted approach

Scope & Methodology

Tubseer Survival Kit



Scope & Methodology

Stakeholders

Taking into consideration the complex frame work for the mall and putting the stakeholders interests in the center of this plan, covering required functions.

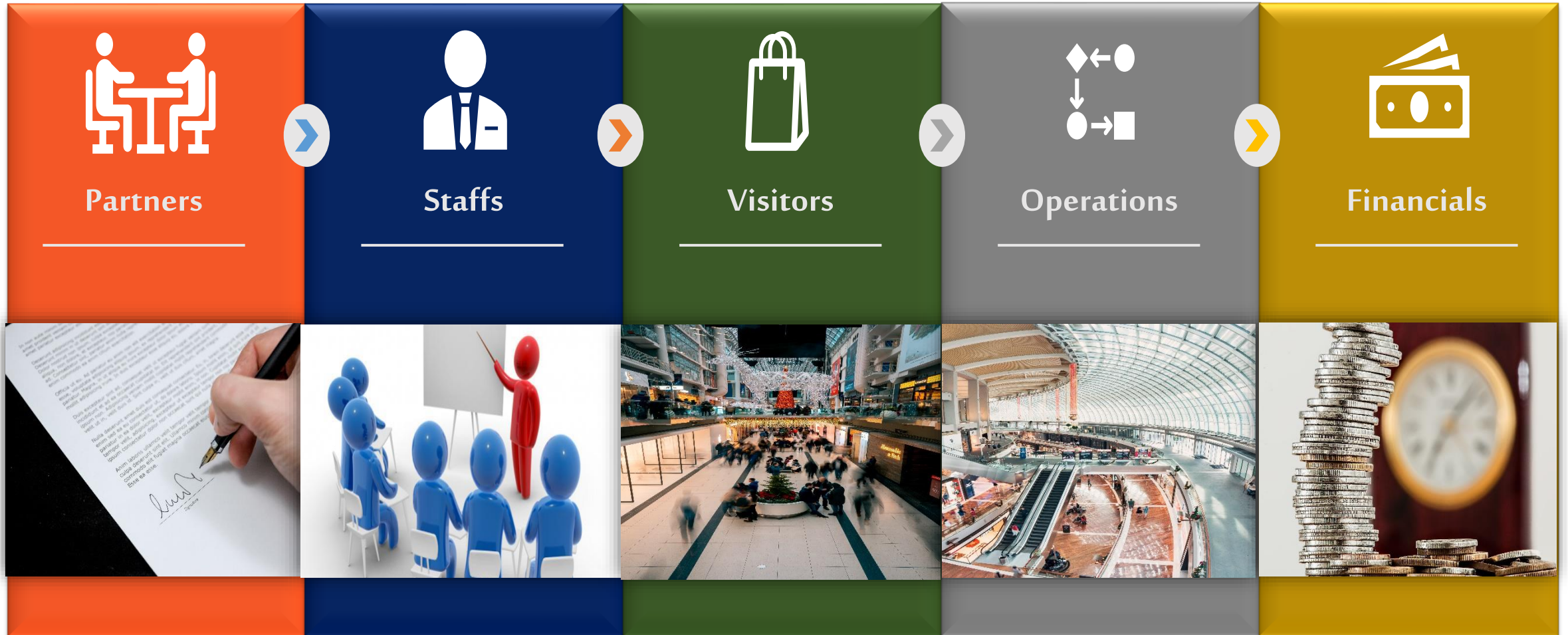


Projected Timeline

Month																											
1st Week							2nd Week							3rd Week							4th Week						
1	2	3	4	5	6	7	1	2	3	4	5	6	7	1	2	3	4	5	6	7	1	2	3	4	5	6	7
Partners																											
Staff																											
Visitors																											
Operations																											
Financials																											

Areas of Focus

The Mall Business areas affected from the lockdown due to the corona virus, partners renting space in the mall, staff, operations, financials and customers



Areas of Focus

Partners

How to maintain the relationship with the partners (tenants) during the crisis and empower them to overcome its consequences, considering them as one of the main pillars in the mall business.



Areas of Focus

Staff

How to engage our employees in the reopening process effectively and keep them updated with regulations and trained on the needed instructions



Areas of Focus

Visitors

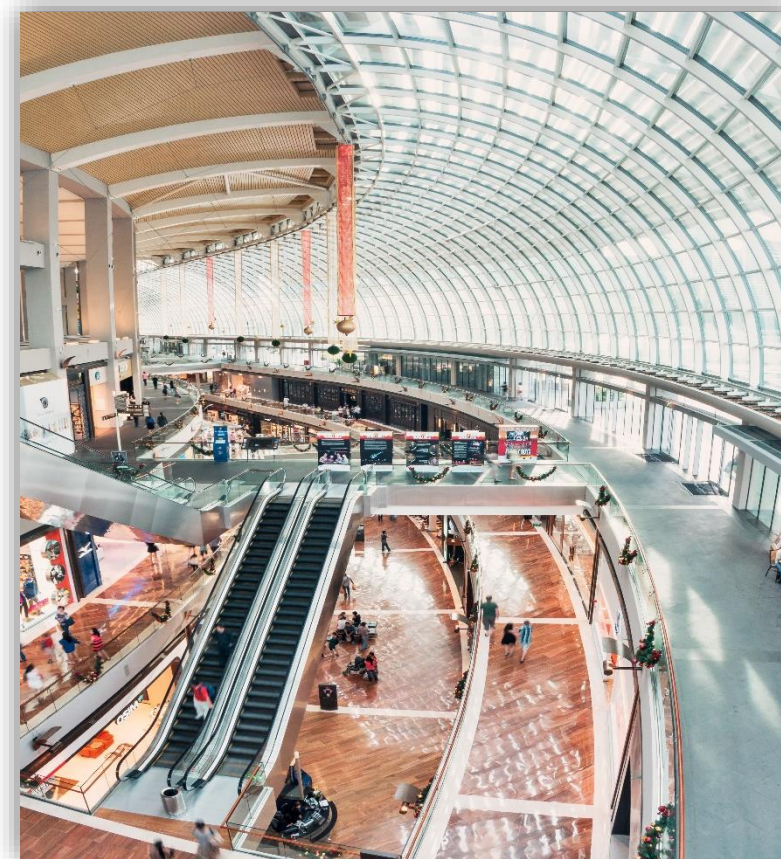
**How to convince the visitors that the mall is safe enough to have a nice shopping day as before
Coronavirus crisis?**



Areas of Focus

Operations

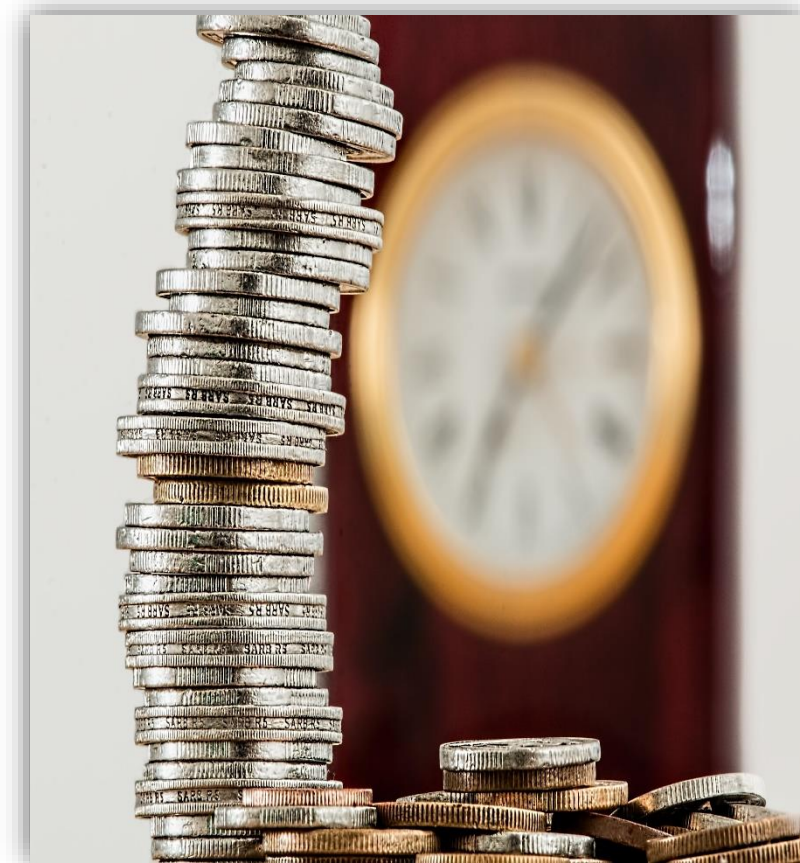
How to ensure smooth operations and proper reactivation of all mall functions and facilities?



Areas of Focus

Financials

How to mitigate the negative impact of Coronavirus crisis on our financial statements and cash flow?



Clients Served by our experts



شرطة أبوظبي
ABU DHABI POLICE





Who Are We?

Our Story

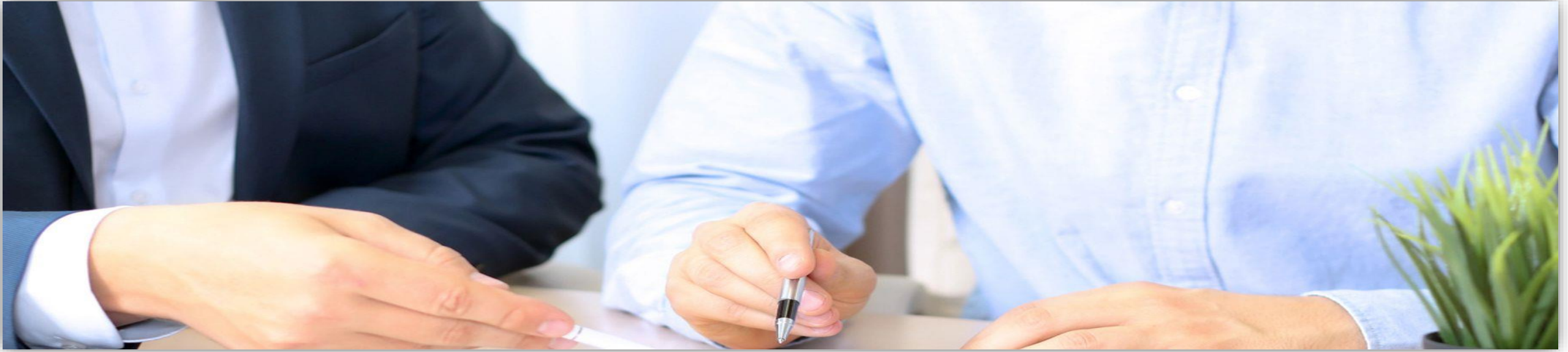
After about 20 years in serving big names, we decided to widen our range. Now, we share our passion by helping more partners. Our ramp up process is designed to empower you.

Why Us?

Business mentors are key—that's why when it comes to client selection, we're choosy. We want to give you the time and guidance you deserve.



About Us



Experience You Can Count On

Since 2001, our consultants started the journey of providing special services to our special partners. Our agile methodology is based on designing customized solutions for each partner, because we believe that the added value comes as a result of deep understanding of the needs and proper treatment on the pain areas, then move forward towards developing innovative solutions, using all available strengths our partners have, empowering them with the needed tools to gain it if they don't have.

Need More?

Our ramp up process is designed to empower your team and outfit them with the tools they need to succeed. Talk to us today about how we can support your growth, maximize your turnover and put you on a solid track to success and profit.

Mission

Design an effective consultation system by integrating management skills, smart solutions, business models and creativity of experts

Vision

A leader company in insighting the clients toward achieving their goals

Ethics

Integration
Creativity
Achievement
Well Organized
Speed
Fairness

Approach

Utilizing the latest management concepts and the emotional intelligence to reach a distinguished relationship and tangible achievements with all Stakeholders



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