

Berufsperspektive Chemie



UNIVERSITÄT
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A. Dr. Gunter Lipowsky – Who am I?



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That's me... Dr. Gunter Lipowsky



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 **BASF**

We create chemistry

CLARIANT 

Roland
Berger 

- > Classical studies
 - Chemistry with Ph.D. in Heidelberg
 - Studies abroad in Norway

8 years BASF Ludwigshafen and the world

- > 2 years research
- > 2 years agrochemical technology manager
- > 2 years benchmark manager in specialty chemicals
- > 2 years project manager

4 years Clariant Frankfurt
> Group leader for mining chemicals

3 years Roland Berger
> Strategy consultant for the chemicals industry
> Europe, US, Qatar

Today outside work

- > Married, 3 children
- > Hobbies: boat, skiing, tennis, music, travel across the world

B. Roland Berger – What we do?

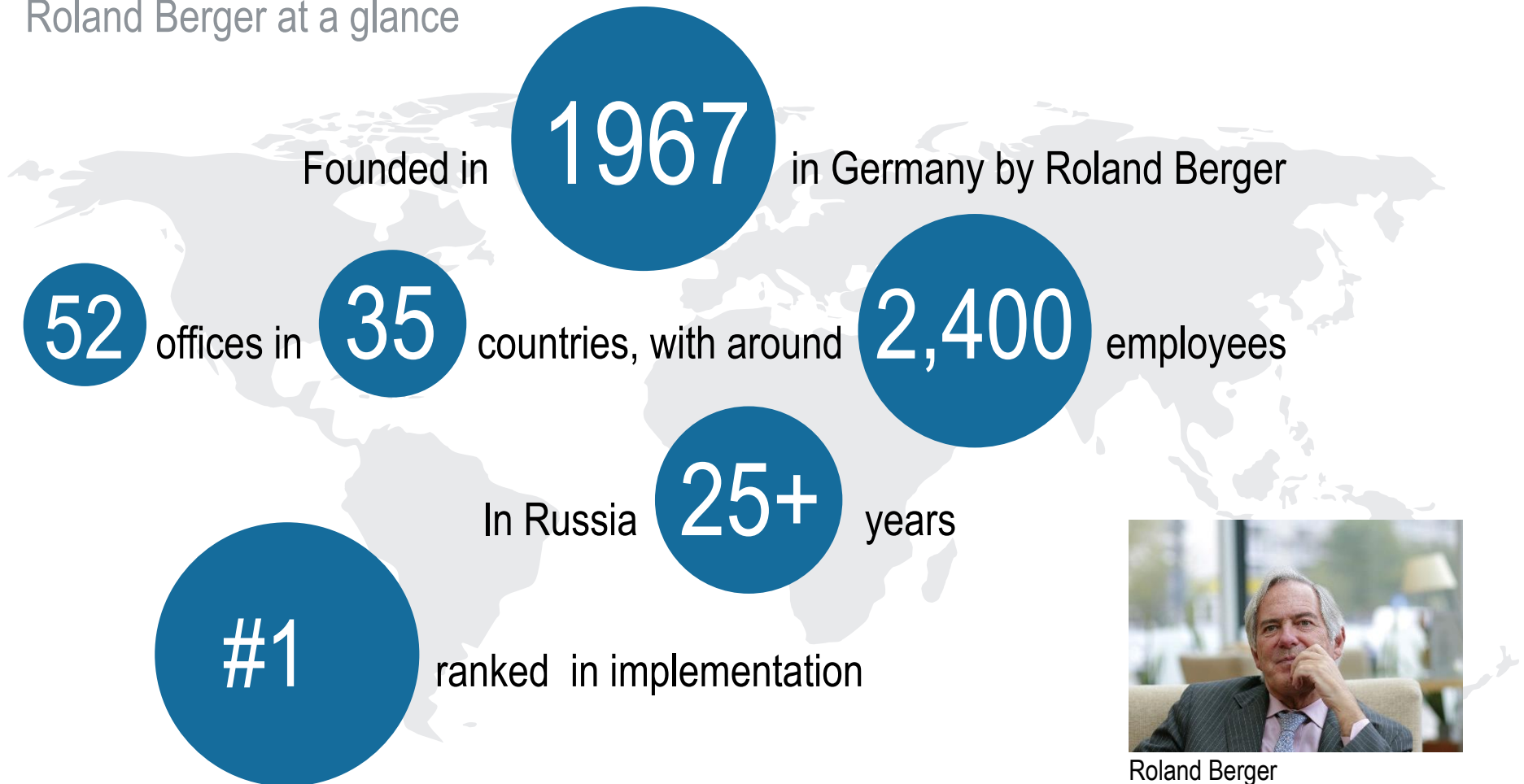


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We are the only leading strategy consultancy of European origin with a global footprint of 52 offices around the world

Roland Berger at a glance



Roland Berger

Founded in 1967, Roland Berger is a leading global strategy firm with successful operations in all major international markets

Our global presence

52 offices in **34** countries, with approx. **2,400** employees, more than **650** million euro revenue

Over **220** partners with specific expertise organized in **28** competence centers

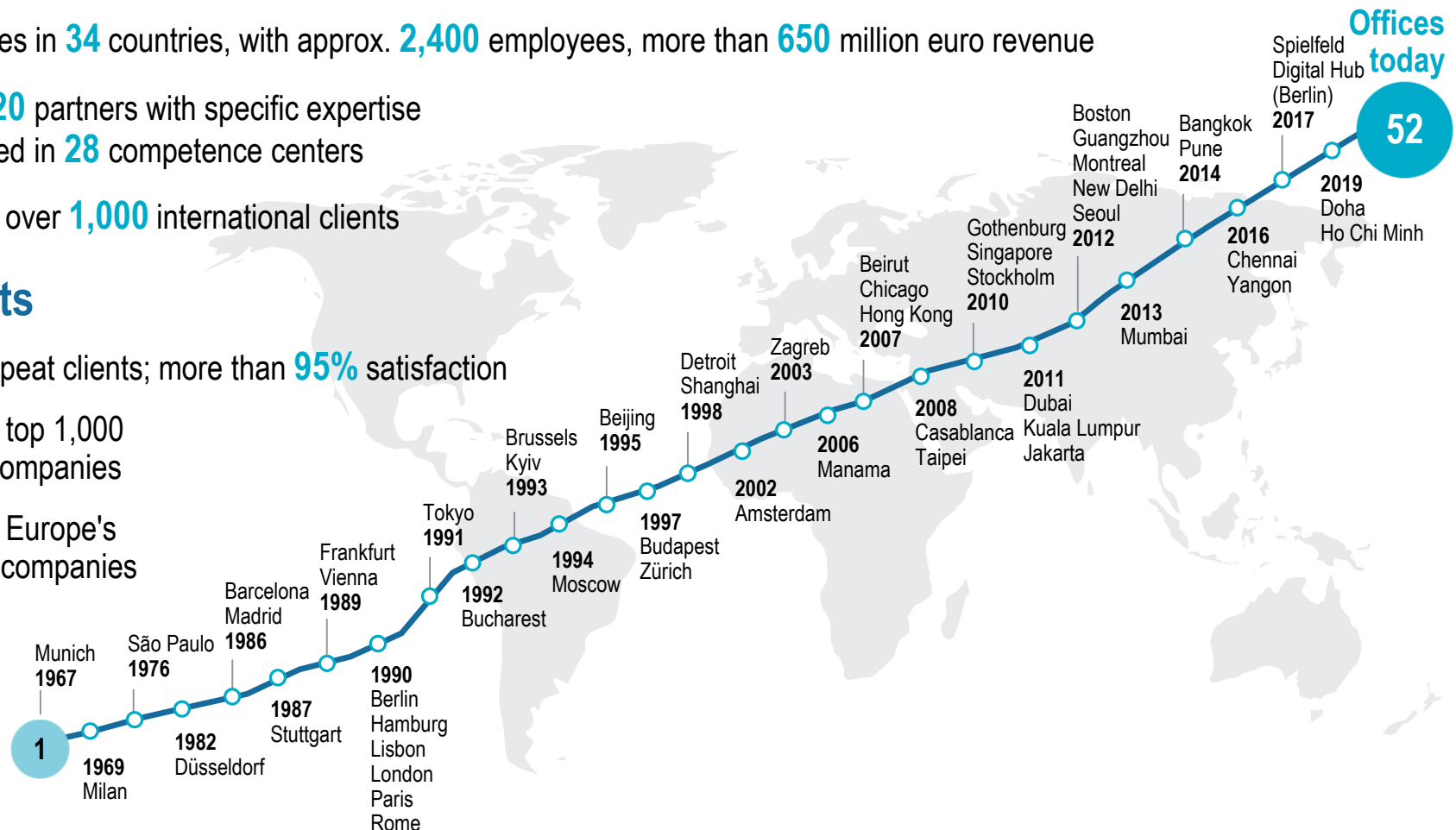
Serving over **1,000** international clients

Clients

75% repeat clients; more than **95%** satisfaction

40% of top 1,000 global companies

50% of Europe's leading companies



With our entrepreneurial spirit, desire for excellence and empathy, we can spot more opportunities and expand our global reach

Building our foundation for success

Entrepreneurship



Delivering true consulting excellence for our clients, we thrive on ...

- > Global and local expertise
- > In-depth collaboration with distinguished leaders of business, academia and society
- > Fact-based thought leadership
- > High-value services with strict quality control
- > Measurable and sustainable success

Excellence



As entrepreneurs in our own right, we are ...

- > Extraordinary people who achieve exceptional results
- > Creative and pragmatic game changers
- > Driven by a client-first mindset
- > Creating customized solutions that really work

Empathy



With empathy gained from our European roots, we build on ...

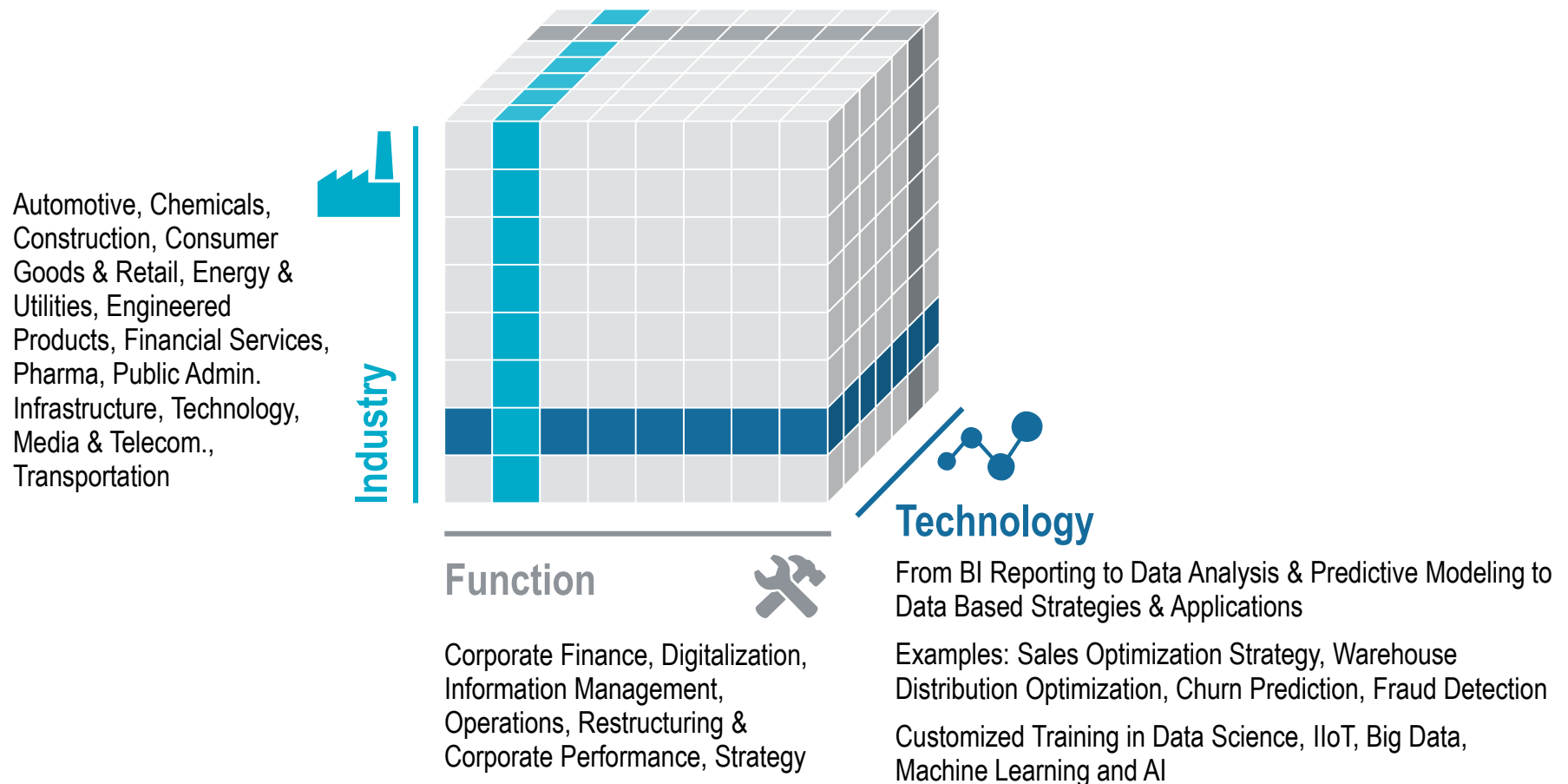
- > Diversity, tolerance and integrity
- > Insightful, respectful and responsible advisors
- > The value of sustainable solutions for all stakeholders
- > Corporate social responsibility and good citizenship



Core values

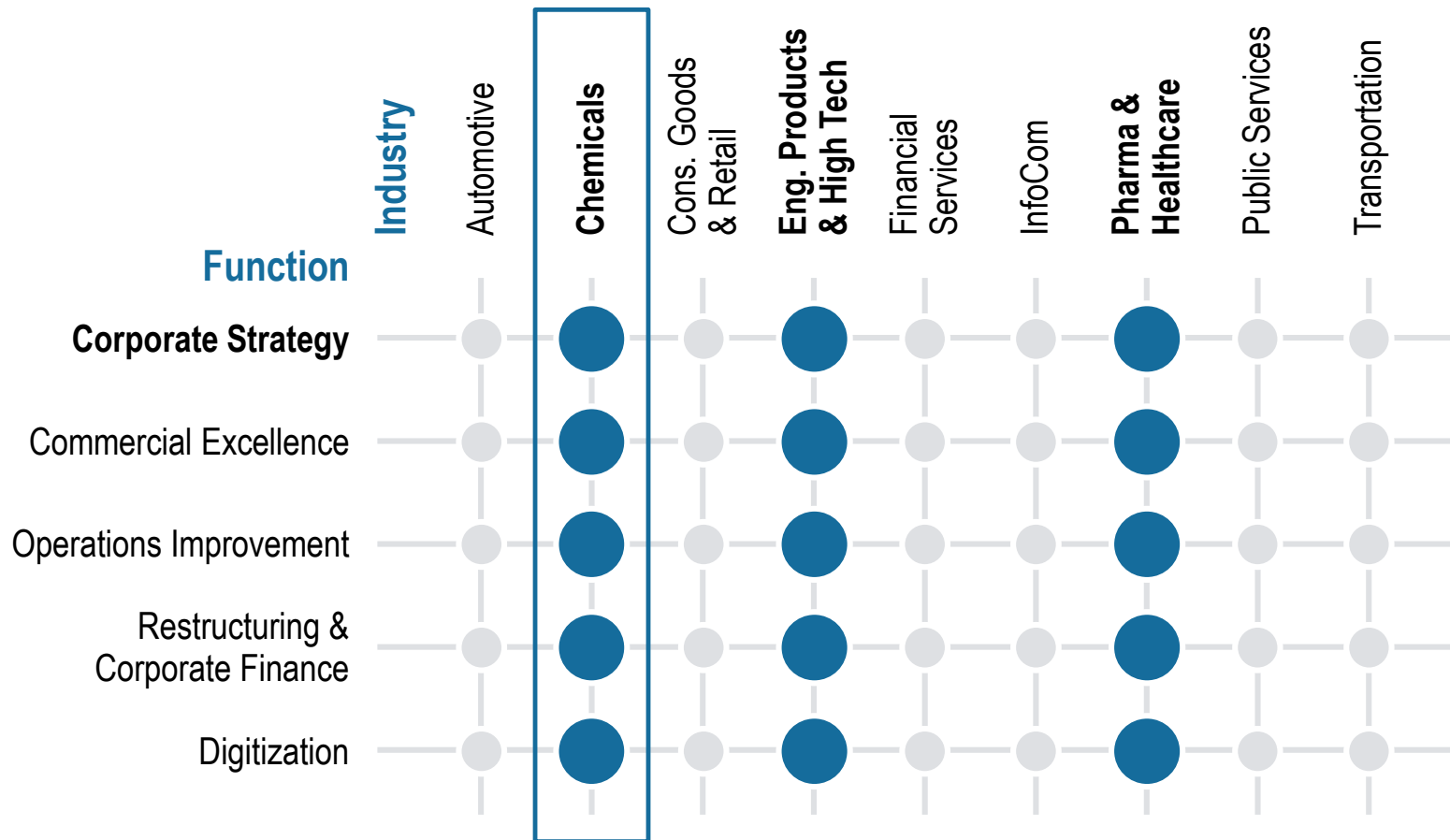
For each individual project, we set up multi-competency teams and develop customized solutions

Our competency matrix



We provide cutting edge services to our clients by combining industry and functional expertise on each engagement

Our Competence Centers



Roland Berger's chemicals industry experience is based on a deep understanding of global value chains, markets and competitors

RB's chemicals and materials value chain expertise

1 Oil & gas



2 Basic materials & intermediates



3 Specialty chemicals/ materials



4 Formulation & fabrication



5 End markets



Expertise

- > Traditional
- > Unconventional (Shale)
- > Renewable/bio-based

- > Olefins
- > Aromatics
- > Inorganics

- > Agrochemicals & Pharma intermediates
- > Performance chemicals
- > Performance materials/composites

- > Coatings, adhesives, sealants and inks
- > Substrates
- > Parts/aggregations

- > Automotive
- > Construction
- > Electronics and Consumer Products
- > Agro/feed

Project examples

Strategy

- > Corporate and BU growth strategy
- > M&A transaction support

- > Product portfolio strategy
- > CRM/distribution strategies

- > Acquisition-based growth strategy
- > Technology and innovation strategy

Operations

- > Global footprint optimization
- > Supply strategies

- > Recycling/alternative feedstocks
- > Penetration of growth regions

- > Business model optimization
- > Pricing and segmentation

Organization

- > Org. design and implementation

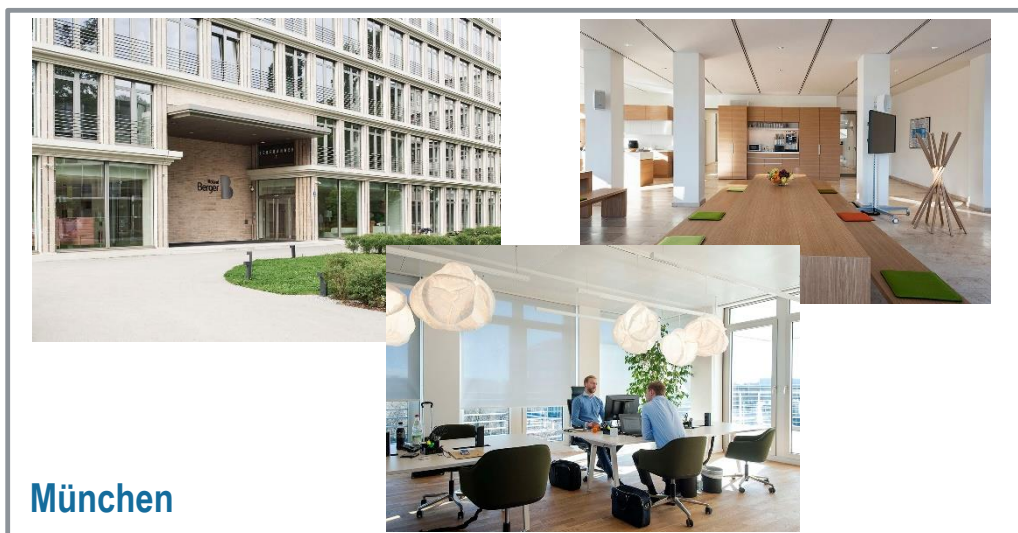
- > Turnaround/restructuring

- > SG&A cost reduction



Roland Berger supports the chemical industry from attractive locations all over the world

Roland Berger Impressions



München



Frankfurt



Shanghai/China



Boston/USA



Doha/Qatar

Roland
Berger
THINK:ACT

