



# SUPPLY CHAIN IN THE BOARDROOM

5 LEVERS TO BOOST A CHEMICAL COMPANY'S  
BOTTOM LINE

## INDUSTRY TRENDS AND CHALLENGES

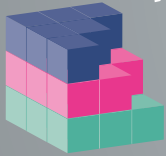
WORLDWIDE SALES AMOUNT

€ 3,000  
BILLION



FREIGHT P/A

700 MIO  
TONS



**COMPLEXITY –**  
VERY WIDE RANGE OF PRODUCTS,  
SUPPLY CHAINS ARE INTERTWINED

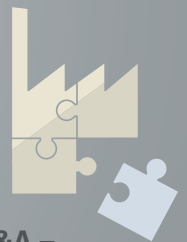


**USA, ASIA &  
MIDDLE EAST**

**SHIFT OF RAW  
MATERIAL MARKETS –**  
TO USA, ASIA & MIDDLE EAST

**SUPPLY  
DEMAND**

**VOLATILITY –**  
OF SUPPLY AND DEMAND



**M&A –**  
ONGOING CONSOLIDATION  
OF THE SECTOR

## 5 REASONS

FOR BOARDROOMS TO LEVERAGE  
LOGISTICS

### GREATER LOGISTICS VALUE

LOGISTICS COST VARY  
FROM 8-12% OF TURN-  
OVER IN LEAN LOGISTICS  
AND 3-7% IN SERVICE  
ORIENTED LOGISTICS

### INCREASED LIQUIDITY

THROUGH BETTER  
INVENTORY MANAGEMENT  
AND JUST-IN-TIME  
SOLUTIONS

### SMART INVESTMENTS

COMPANIES NEED TO  
CONSIDER: RETURN ON  
CAPITAL EMPLOYED CAN BE  
AS HIGH AS 20% FOR  
CHEMICAL ASSETS, WHILE  
LOGISTICS ASSETS REACH 2%

### RISK REDUCTION

COMPANIES SHOULD  
INVEST 1-3% OF VALUE  
CHAIN TURNOVER IN  
END-TO-END SAFETY &  
SECURITY PROCESSES

### IMPROVED CUSTOMER SATISFACTION

THROUGH DIFFERENTIATED  
LOGISTICS SERVICES

