

# THE ALCHEMY OF PRIVATE EQUITY: VALUE CURATION IN THE CHEMICALS BUSINESS

CME NY Luncheon/Webcast • January 8, 2020 • Penn Club

## Abstract

How can investment bankers achieve better results in the chemicals business than chemical engineers and chemists do? No, it isn't black magic.

Indeed, many people in the industry have been bemused by the steady growth of investments by private equity (PE) firms in the business of chemistry. How, they wonder, can investment bankers with no knowledge of engineering or chemicals, and with plans that seem to ignore industry value chain logic and strategic synergies, succeed as owners of these operations? But succeed they do.

Join us for a discussion on how PE players manage to curate – not just create – better value in the business of chemistry. We'll discuss how value curation in the PE operating model is about co-creation of "more from less" through a committed top management team vested in the art of strategic investments for value-creating growth while leveraging the power of their portfolio strategy through careful selection of markets with differentiated offerings in a world of material excess and virtual access. Thus, value curation rightly shifts the focus from volume to value by cutting things down to what really matters to customers across the chemical value chains, and what customer segments may even be willing to pay handsome premiums.



**Moderator: Sam Samdani**, PhD, is a Senior Knowledge Expert at McKinsey's Chemicals & Agriculture Practice. He brings thought leadership across a range of complex knowledge domains to clients active in the various segments of advanced materials and downstream/specialty chemicals markets.



**Donna Hitscherich**, JD, MBA, Columbia University Senior Lecturer in Discipline in Business Finance; Director, Private Equity Program; Bernstein Faculty Leader, Sanford C. Bernstein & Co. Center for Leadership and Ethics. Joined CBS in 1992.



**Jonas Oxgaard**, PhD, Sanford C. Bernstein Vice President and Equity analyst (US Chemicals). He worked at McKinsey as expert on chemicals and as an engagement manager. He was Research Director at Caltech.



**Shah Karim**, BA, MA, CEO of SafeRock, SafeRock is a strategy and analytics firm that works with companies in US and Europe to improve company value and efficiency. Columbia Business School Innovation Fellow with focus on economics.



## Event Schedule

### Location:

Penn Club  
30 W 44th Street, NYC

### Event Times: (ET)

11:15 am - 12:00 noon

Registration and

Networking

12 noon - 1 pm Luncheon

1 pm - 2 pm Talk - Webcast

### Luncheon Fees

\$120 for non-members

\$90 for members

Check for Early-bird savings

**Webcast** : \$30

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