

Specialty Chemicals Agenda 2016

Portfolio Focus



Evaluate risk & opportunity, recalibrate

Re-assess growth & customer potential, set revised objectives

Selling Value



Incubate value-focused sales culture

Refresh growth and pricing capabilities, aggressively pursue share

Leaner Operations



Optimize costs & effectiveness

Selectively streamline relocate automate operations

Balance Sheet



Reduce working capital, optimize free cash

Optimize planning to cash processes, selectively leverage external funding

About ACG

ACG - helping MNCs grow share and margin in emerging markets by refreshing growth culture and capabilities and streamlining operations

Simon Littlewood



Simon Littlewood, alumnus of New College Oxford, founded ACG in 1998.

ACG has helped many major companies lift top-line growth and improve margins.

Simon comments on Business and Economics for the BBC & is a columnist for Singapore Business Review & Global Finance Magazine NY.



ACG East Asia Ltd.
Rm 2701, 27/F, Tesbury Centre, 28 Queen's Road East, Wanchai, Hong Kong



O: (65) 6322 8557
M: (65) 8189 1493



info@acgrowthdelivered.com