

Specialty chemicals: In search of the alchemy of growth

Luncheon/Webcast of April 4, 2013 at the Penn Club

Abstract

After the turmoil of the 1990s, the specialty chemicals industry has done much over the last decade to get its house in order. Now the established specialty chemical players must carefully think through how some of the recent segment-specific trends and developments will affect their businesses over the next 5-10 years and respond accordingly. To this end, our invited speaker will share case examples of how successful chemical companies tackle the major changes in the multi-speed chemical markets worldwide, and what it takes to get ahead of their competitors in capturing attractive growth opportunities.

Additional topics to be covered include the following:

- Scale and scope of the global specialty chemicals space
- Differentiated strategies of selected specialty chemical players
- Conceptual tools and frameworks for identifying growth opportunities

Biography



G. Sam Samdani, PhD, is a senior industry knowledge expert at McKinsey & Company, a global management consulting firm. His responsibilities include leading the specialty chemicals service line in the Americas within the firm's Chemicals Practice, and offering segment-specific expertise with particular emphasis on innovation, performance transformation, corporate portfolio & business unit strategies, and M&A due diligence support for major private equity players and chemical companies worldwide.

Prior to joining McKinsey in 1995, Sam worked at McGraw-Hill as an Associate Editor with *Chemical Engineering*, a monthly industry-focused technical publication. He received his BS in chemical engineering from Yale University, and his PhD in chemical engineering from the University of Rochester.



Event Schedule

Location:

Penn Club
30W 44th Street, NYC
(between 5 Ave/ 6th Ave)

Event Times: (EDT)

11:15 am - 12:00 noon
Registration and
Networking
12:00 noon - 1:00 pm
Luncheon
1:00 pm - 2:00 pm
Presentation & Webcast

Luncheon Fees (*):

\$90 for Non-members
\$70 for 2012 members
of CM&E. Check for Early-
bird discounts .

Webcast : \$20

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