

AVALON-OC&C BUSINESS SUMMIT 2013 HOME IMPROVEMENT AND CONSTRUCTION MATERIALS

OUR ESTEEMED SPEAKERS



DR. BJÖRN REINEKE

Partner

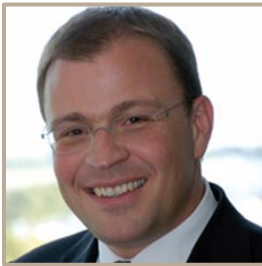
OC&C Strategy Consultants,
Germany

Dr. Björn Reineke has 16 years of extensive international consulting experience along the construction value chain: suppliers, distributors / DIY, construction companies, facility management providers. He has an extensive network in the respective industries and access to numerous best practices and benchmarks

Björn has led numerous projects with large companies and SMEs addressing questions on strategy, strategic business models, growth and internationalisation. In addition, he has built profound expertise in cost reduction programmes and restructuring.

His last position for more than 16 years was with Roland Berger, where he led the global practice group Corporate Strategy / Business Development. Prior to that he has worked with Philips, Sound and Vision.

Björn holds a degree in business administration, with studies in Fribourg, Switzerland and London, England, as well as a PhD from the University of St. Gallen (Switzerland).



AXEL SCHÄFER

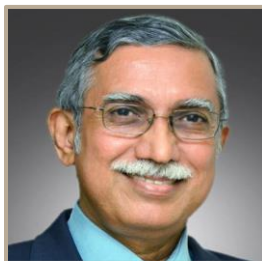
Partner

OC&C Strategy Consultants,
Germany

Mr. Axel Schäfer is one of the leading members of the German construction practice. During his consulting career, he has worked for players along the whole construction value chain - manufacturers, distributors, service providers and real estate managers.

For them, he has handled a large number of different strategic issues comprising corporate strategy, brand and sales strategy, product and service strategy, internationalisation and M&A. Additionally, Axel has experiences in a wide range of operational issues, for example functional optimisation (including procurement and sales), reorganisation (including post merger integration), process optimisation and development of controlling concepts.

Axel studied in Microbiology from the Universität des Saarlandes in Saarbrücken and after graduation, prior to joining OC&C in 1997, he worked at the Institute for Applied Microbiology.



MR. RAJ NAIR

Chairman

Avalon Consulting
Avalon Global Research
Ugam Solutions
Germinait Solutions

Partner

OC&C Strategy Consultants, India

As a strategy consultant, **Mr. Raj Nair** has helped companies across diverse industries in India, USA, Europe, and the Middle East to develop strategies, align strategy to vision, grow in competitive markets, restructure to make companies more customer focused etc.

In his current role, Raj serves as - Chairman: Avalon Consulting, Director: OC&C Strategy Consultants India, Chairman: Ugam Solutions Pvt Ltd., Chairman, Avalon Global Research and Chairman: Germinait Solutions Pvt Ltd.

In his previous roles, Raj has worked as a Merchant Banker with Grindlays bank and has also worked in the Consumer Durables industry

Raj holds an engineering degree from the Indian Institute of Technology, Bombay and an MBA from India's top business school, IIM Ahmedabad