

IHS CHEMICAL

# Chemical Consulting & Advisory Services

Access unsurpassed industry insight  
throughout the chemical value chains to  
support your decision-making



---

Every industry – agriculture, energy, oil and gas, manufacturing and retail – depends on chemicals at some stage in the production process. The chemicals industry itself is subject to many factors which influence its profitability, including: market volatility, regulatory pressures, geopolitical risks, supply-chain disruption and shifting end user demand.

IHS Chemical has deep experience in advising chemical producers, governments, financial institutions and technology providers operating at any point along the chemical value chain, from commodity to specialty chemicals and renewables. Together, our team offers what many consultancies cannot, a history dedicated to the chemicals industry and how it integrates with upstream oil, gas and minerals operations and downstream end-use markets. That experience enables us to understand your greatest challenges and work in partnership with you to find the optimum solution.

---



# Our Global Team

Our team of experts include over 200 trusted chemical authorities with global business acumen and centuries of collective experience rooted in engineering, technical and commercial backgrounds. In addition, the chemical consulting team leverages information and insight from over 8000 global IHS colleagues, whose expertise ranges from oil, gas and coal industries to aerospace, automotive and technology sectors. Our dedicated consulting team is located in key regions, including North America, Europe, Middle East and Asia. Our local, on-the-ground presence enables us to easily collaborate with our customers and understand their regional challenges, to deliver the optimum tailored solution.

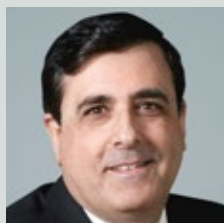
## Regional Leadership Contacts



### **John Page; Vice President and Global Consulting Lead**

John Page leads IHS Chemical's global industry consulting organization. John has a wealth of industry experience from roles in single client consulting, market insight and operations.

[John.Page@ihs.com](mailto:John.Page@ihs.com)



### **Anthony Palmer; Vice President, North America**

Tony manages the consulting operations of the New York and Santa Clara offices. He directs a team of consultants with expertise in specialty chemicals, renewables, M&A, technology assessment, capital projects and manufacturing strategy.

[Anthony.Palmer@ihs.com](mailto:Anthony.Palmer@ihs.com)



### **Chris Geisler; Vice President, North & South America**

Chris manages the Houston chemical consulting team working on proprietary studies. Chris' own project focus capitalizes on his expertise in olefins, aromatics and their derivatives, gained over 30 years in the industry.

[Chris.Geisler@ihs.com](mailto:Chris.Geisler@ihs.com)



### **John King; Vice President, Asia**

John is responsible for the Asian team, based in Bangkok. John and his team have delivered numerous engagements for major chemical companies throughout Asia. He has over 30 years of chemical and energy industry experience.

[John.King@ihs.com](mailto:John.King@ihs.com)



### **Roger Green; Vice President, Europe, CIS & Africa**

Roger heads up the EMEA single client business. Roger and his team spend the majority of their time working with clients on investment related projects, market studies, project financing, technology assessments, mergers and acquisitions.

[Roger.Green@ihs.com](mailto:Roger.Green@ihs.com)



### **Sanjay Sharma; Vice President, Middle East & India**

Sanjay has over 21 years of industry consulting and manufacturing experience. He leads the Middle East consulting team, based in Dubai. Sanjay's team assists clients with development of strategic direction, business performance improvement, joint venture and M&A activities.

[Sanjay.Sharma@ihs.com](mailto:Sanjay.Sharma@ihs.com)

# Our Advantage

We help you make the leap from data to results.

At IHS, we know that it takes more than data to make critical business and policy decisions. That's why we draw on our collective capabilities to solve even your greatest strategic and operational challenges. It's what distinguishes IHS Consulting in the global marketplace and provides greater lasting value to your organization.



## Expertise:

IHS global business acumen, strategic knowledge and independent analysis of a wide range of industries.

## Insight:

IHS syndicated research, economic modelling, scenario planning, and alternative future analysis.

## Technology:

IHS in-depth technical and economic evaluations of process technologies, in addition to our investment capital, operating and production cost analysis.

## Information:

IHS proprietary datasets, derived from the world's largest fully integrated chemical industry databases, including companies, capacity, supply, demand, trade, cash costs, prices, margins and capital costs.



## IHS Consulting supports you to:

- Prioritize and maximize investment opportunities while minimizing project and regulatory risk
- Gain insight into fundamental market drivers for supply, demand and pricing of key chemicals
- Achieve a global and integrated position across feedstocks, industries and geographies
- Develop, plan and execute robust strategies
- Execute M&A transactions with insightful due diligence

# Our Core Capabilities

With over 200 world-renowned chemical experts, who, combined, provide regular coverage of over 300 chemical products and 2,000 chemical processes, our consulting team's capabilities extend far beyond the commodity chemicals markets. With in-house expertise spanning across the renewable and fertilizer markets, as well as throughout the specialty chemical value chains, our team are uniquely equipped to deliver bespoke projects that meet each customer's individual requirements.

## Core capabilities we offer by industry

	Commercial	Transaction	Technology	Strategy	Litigation	Asset valuation	Training
Integrated oil & gas companies							
Base chemicals & intermediates							
Inorganic chemicals							
Polymers & plastics							
Specialty, fine & performance chemicals							
Flavours & fragrances							
Fertilisers & Agrochemicals							
Industrial biochemicals/ biomaterials							
Converters & brand owners							
Chemical process equipment suppliers							
Technology licensors							
Engineering, procurement & construction (EPC)							
Investors/ Financial institutions							
Governments/ Industry associations							
Legal							
Insurance							
	Commercial planning	Mergers & acquisitions support	Technology evaluation & selection	Market entry strategy	Expert witness	Insurance valuations	In-house colleague training
	Competitive evaluation	Target company selection	Site selection	Procurement benchmarking & strategy	IP valuation	Property tax valuations	Petrochemical competency training
	Primary market research	Commercial and technical due diligence	Technical due diligence	Price benchmarking & strategy	Bankruptcy support	Replacement cost estimate	E-learning
	Feasibility studies	Lenders market & technical consultant	Patent/ intellectual property (IP) review	Business turnaround	Commercial mediation	Asset appraisal	Tailored corporate training
	Production cost benchmarking	Business performance assessment	Capital cost estimation	Supply chain design	Commercial contract review and design	Economic value calculations	Global training workshops

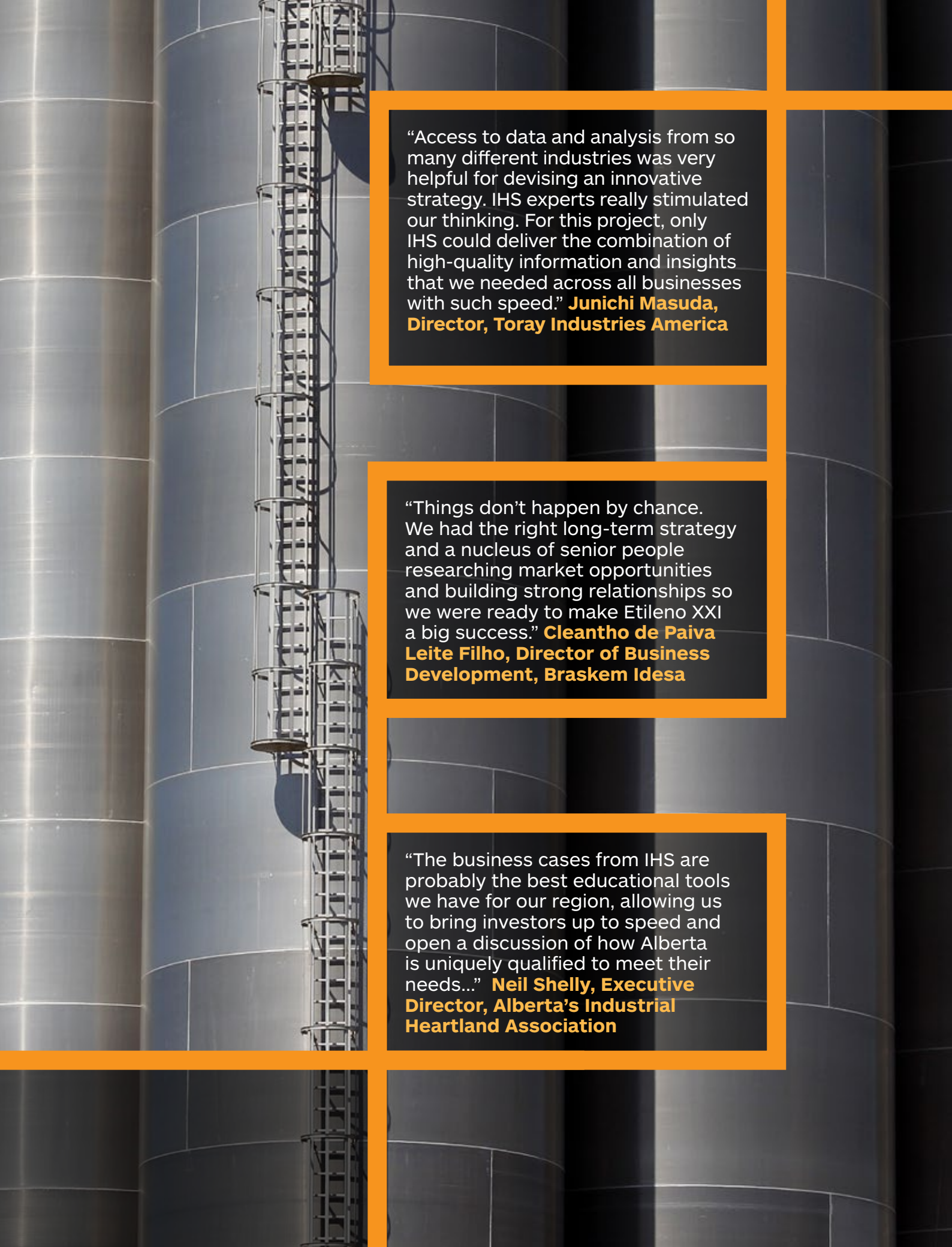
- Ensure your company's interests are preserved in litigation and cases of business interruption
- Select leading technologies and benchmark existing process performance
- Evaluate your carbon footprint from well to plant gate and benchmark against competing technologies and producers
- Execute pre-feasibility analyses to support strategic decision making

## **Our Customers**

The biggest chemical producers in the world endorse insight and analysis from IHS Chemical consulting. Our team draws on more than 60 years of supporting our customers in capital investment decisions, strategy development, process technology evaluation and product portfolio optimization.

**Discover how our tailored solutions can help your business.**

Visit [www.ihs.com/chemicalconsulting](http://www.ihs.com/chemicalconsulting) or email [chemicalconsulting@ihs.com](mailto:chemicalconsulting@ihs.com)



“Access to data and analysis from so many different industries was very helpful for devising an innovative strategy. IHS experts really stimulated our thinking. For this project, only IHS could deliver the combination of high-quality information and insights that we needed across all businesses with such speed.” **Junichi Masuda, Director, Toray Industries America**

“Things don’t happen by chance. We had the right long-term strategy and a nucleus of senior people researching market opportunities and building strong relationships so we were ready to make Etileno XXI a big success.” **Cleantho de Paiva Leite Filho, Director of Business Development, Braskem Idesa**

“The business cases from IHS are probably the best educational tools we have for our region, allowing us to bring investors up to speed and open a discussion of how Alberta is uniquely qualified to meet their needs...” **Neil Shelly, Executive Director, Alberta’s Industrial Heartland Association**

## Interested in learning more?

Visit [www.ihs.com/ChemicalConsulting](http://www.ihs.com/ChemicalConsulting) today to find out more information on how our solutions can help you.



### ABOUT IHS

IHS (NYSE: IHS) is the leading source of information, analytics and expertise in critical areas that shape today's business landscape. Businesses and governments in more than 140 countries around the globe rely on the comprehensive content, expert independent analysis and flexible delivery methods of IHS to make high-impact decisions and develop strategies with speed and confidence. IHS has been in business since 1959 and became a publicly traded company on the New York Stock Exchange in 2005. Headquartered in Englewood, Colorado, USA, IHS is committed to sustainable, profitable growth and employs nearly 9,000 people in 33 countries around the world.

© 2016 IHS. All rights reserved. IHS and the IHS logo are trademarks of IHS.

