

Dr. Christoph Werner: Larger Projects since 2004 (2 pages)

Year Start	Employer, Partner	Clients	Industry	Industrial Sector	Key Project Topics	Location	Key buzzwords "Digitalisation"
2004	self	GZS	Financial Services	Credit and debit cards, former marketleading	Restructuring and sale preparation	D, CH	Big Data, AI, machine learning, predictive sales, predictive fraud
2006	self	US Investor	Financial Services	Non performing loans	M&A Targeting German Bank; transaction; PMI	D, US, GB	Aiming for complete dig. of recovery processes
2006	self	US Investor	Financial Services	Reverse mortgage	Business Plan Germany	D, US	Big Data, processes
2006	in association with DEKRA	DEKRA	Financial Services: Shipping	Second markets for equities in ships	Assessment & Rating of different second market exchanges, e.g. Hamburger Börse	D	Big Data; rating tool, spread analysis
2007	self	US Investor	Financial Services	Non performing loans	Strategy and Operational Setup	D, US, GB	Big Data, processes
2008	self	Indian State and private Banks; Indian Authorities	Financial Services	Bad Banks	Setup of first Retail Bad Bank in India as Interim M.D. Technology and processes	India / Asia	"green field" setup, completely digitized processes from file scanning to mobile devices; big data; predictive fraud
2009	in association with Kienbaum Management Consulting	German Private Banking	Financial Services	Private Banking	Comprehensive Study on "Private Banking after the Financial Crisis"	D, A, CH, Lux, FL	Omni channel customer centricity; Big Data; predictive sales; predictive risk
2009	in association with Kienbaum Management Consulting	European Banks and German Authorities	Financial Services	Bad Banks	Strategy and Operational Setup within Bad Banks	D	Big Data; Processes; Governance
2010	in association with LAP Leader's Advisory Point	DACH Private Banking	Financial Services	Private Banking	Strategic and Operative Implications of the above mentioned study	D, A, CH, Lux, FL	Omni channel customer centricity; Big Data; predictive sales
2010	self	Sal. Oppenheim	Financial Services	Private Banking	Interim-M.D. Sales & Steering Private Banking	D	Big Data; predictive sales; client processes
2011	self	International Retailer & wholesaler	Retail & wholesale	Antiques, Furniture, Jewelry	Comprehensive Restructuring	EU, Asia	"30 years Technology Jump" from Fax to ipad skipping PC-Era; Dig. of storage keeping and logistics; Omni Channel

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2012	in association with goetzpartners management consultants	German Politics; Bad Banks & Authorities	Financial Services	Bad Banks	Operative structure; exit options; M&A;	D, international	Big Data; Processes; Governance
2011	in association with goetzpartners management consultants	European Private Banking Group	Financial Services	Private Banking	M&A Targeting; deal; PMI	D, GB	Omni channel customer centricity; Big Data; predictive sales
2013	self	Portigon, Ex-WestLB	Financial Services	Bad Banks	Setup 3rd party Servicing & Sales Dept.	D	Cutting system crossing (bad) banking processes into 3rd party sellable pieces
2014	self	Portigon, Ex-WestLB	Financial Services	Bad Banks	Setup steering; operative sales international bad banks	D, international	Big Data, mass individual production
2015	self	German medical clinic	Health Care	Private Operational Medical Centre	Strategy; contract; deal	D	Digital file and analysis storage
2015	self	Catholic Church	Non Profit	Non Profit	Diverse	D	Omni channel customer centricity; Big Data
2015	self	Asset Manager	Financial Services	Asset Management	Cost & benchmarking; sales	D	Big Data; predictive sales; client processes
2016	in association with (ex: advancy)	Large Banks	Financial Services	All client, market and product segments	Digitalisation	D, CH	New digital services private and corporate clients
2016	self	Healthcare start-up	Health Care	Web based capacity platform for Intensive Care, artificial breathing	Complete restructuring of business and modell; client akquisitions	D	Internet platform start-up; whole digital spectrum
2017	self	Listed European Holding	Manufacturing	Close to car manufacturing business; 1st / 2nd / 3rd tier; > 350 entities worldwide	Decision on and preparation of sale of 11 companies around the world	international	Big Data, processes
2017	self	ditto	ditto	ditto	Digitalisation	international	Whole digital spectrum