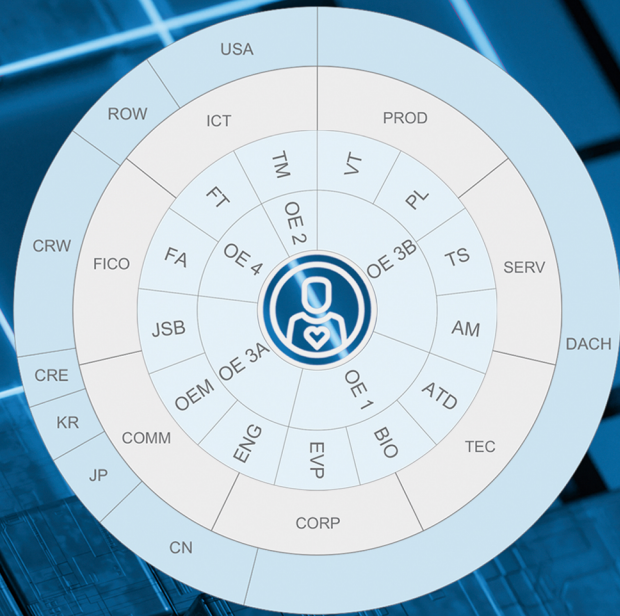




GSSM 2023

KI1000 Strategy Day

PROGRAM on Monday, 06.11.2023
09:00 - 18:00



Session 1

- Rolf Sonderegger (RSO)
- Lino Guzzella (Guz) *
- Sorell Sonderegger
- Timo Gutbub (Gut)
- Rolf Sonderegger (RSO)

WELCOME & overview
(RSO)



THE WORLD OF TOMORROW - 2028 AND BEYOND

- Impulse from a **scientist**
- Impulse from a **young talent**



Corporate Strategy

- Basics (RSO)
- Cost Frames, KPIs & MTP (Gut)

Strategy 2023

- FULL BLOSSOMING (RSO)

COFFEE BREAK

Session 2

- Rolf Sonderegger (RSO)
- Marc Schaad (Sdm)
- Peter Hoeffgen (Hfg)
- Petr Starustka (Stt)
- Oliver Bailer (Oba)
- Lakshminarayan M. *
- Claudio Valeri (Val)
- David Cornu (Cor)
- Marc Schaad (Sdm)

What are our OE strategies?

Strategy explanation, main products, challenges
Round table (RSO, Sdm, Hfg, Stt, Oba)

QUANTUM LEAPS

- Impulse from **India**
- SMART FACTORY (Val)
- SHM (Cor)
- EULACH (Sdm)



LUNCH BREAK

Session 3

- Todd Lucey (E+H) *
- Marco Gnielka (Gn)
- Tony DePaolantonio *
- Marian Gragert (Gin)
- Thomas Wagner (Wan) *
- Peter Hoeffgen (Hfg)
- Erik Forsberg (Foe)
- Marc Schaad (Sdm)

Customer Centricity

- Impulse from **Endress + Hauser**
- Account Management (Gn)



Exploring new markets

- Impulse from **Tesla**
- FSI (Gin)
- NEV strategy (Wan*)



Market penetration of existing markets

- Pressfit 200 (Hfg)
- Service as a main pillar of growth (Foe)

Exploring new technology

- Impulse from Innovation Award Winner 2023
- TEC roadmap & blockbuster products (Sdm)

COFFEE BREAK (PHOTO SHOOTING)

Session 4

- David Stucki (Skd)
- Michael Raber (Rab)
- Jim Vaughan (Vau)
- Suzanne Graeser-Bieri (Gbs)
- Guido Orzalesi
- Tilman Kley (Tik)

STRATEGIC INITIATIVES

- EPIC (Skd)
- China Rising (Rab)
- KNA 100 (Vau)

The power of brand
KiBranding (Gbs)

Culture

- Impulse from **La Leccia**
- How to form a powerful team (Tik)

