

# Bain & Company in Brief



# About Bain & Company



## Who we are

Bain & Company is one of the world's leading management consulting firms. We support companies in important decisions on strategy, operations, technology, organization, private equity, digital strategy and transformation as well as M&A – cross-industry and cross-border. Together with our clients, Bain works towards achieving clear competitive advantages and upgrading enterprise value over the long term. The results-centered advice focuses on the client's core business as well as on strategies for tapping new growth fields from a strong base. Since our foundation in 1973 we have been measuring our success by the results of our consulting work.

## Shared Ambition, True Results

Long-standing customer relations are as much a fundamental linchpin of our work as are the recommendations from our loyal clients. Bain is a pioneer in results-centered and implementation-focused management consulting with a compensation model tied to this. We stand for concrete results measurable by the success of our clients. Bain clients who profit from our global competence centers for sector themes and functional tasks are demonstrably more competitive than their rivals.

## Our consulting ethos

Unlike the North Magnetic Pole, the geographic North Pole always remains true to its position. The same applies to Bain's consulting ethos, which we have been loyally pursuing since our foundation – straight-talking and striving for the best solution in union with our clients.

# Facts & Figures



In the last 30 years Bain has been active for **80%** of the DAX/SMI companies

**Foundation of Bain & Company in Boston: 1973**

Germany: **1982**  
Switzerland: **1998**

**58** offices worldwide in  
**37** countries

**Bain has worked together with more than 5,500 companies worldwide, including two thirds of the Global 500**

**9,000** employees worldwide  
Germany and Switzerland: **950**

**Global Managing Partner:**  
Manny Maceda  
**Germany:** Walter Sinn  
**Switzerland:** Massimo Lusardi

## Our offices – where to find us

Karlsplatz 1  
**80335 Munich**  
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**10785 Berlin**  
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Neue Mainzer Straße 80  
**60311 Frankfurt am Main**  
Tel: +49 69 667 778 0

Hafenspitze – Speditionstraße 21  
**40221 Düsseldorf**  
Tel: +49 211 42476 0

Sihlporte 3  
**8001 Zurich**  
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## Your contacts – how to reach us

Any questions about Bain & Company and our consulting services?

- [www.bain.de](http://www.bain.de)
- [www.bain-company.ch](http://www.bain-company.ch)

Or contact us personally:

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## Your career – apply for a job with us!

Want to find out about career prospects at Bain & Company?

- [www.joinbain.de](http://www.joinbain.de)
- [www.joinbain.ch](http://www.joinbain.ch)

Or contact us personally:

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# Our services, your rewards



## We combine sector expertise with management competence

Bain & Company boasts years of consulting experience in all sectors. Beneficiaries of our expertise include international companies, private equity firms and medium-sized enterprises as well as non-profit organizations.

Our consulting teams combine sector expertise with comprehensive management competence. No standard solutions with us – every method that we apply and recommendation that we make is customized to the unique needs of each customer. We ensure sustainable advancement through the decisions reached.

### Industry expertise

### Consulting services

Industry expertise	Consulting services														
Advanced Manufacturing & Services															
Aerospace, Defense & Government Services															
Agribusiness															
Airlines & Transportation															
Automotive															
Chemicals															
Consumer Products															
Energy & Natural Resources															
Financial Services															
Forest Products, Paper & Packaging															
Healthcare															
Infrastructure, Construction & Building Products															
Machinery & Equipment															
Media															
Metals & Mining															
Oil & Gas															
Private Equity															
Retail															
Social & Public Sector															
Technology															
Telecommunications															
Utilities & Renewables															
	Advances Analytics	Agile	Change Management	Corporate Finance	Customer Strategy & Marketing	Digital	Information Technology	Mergers & Acquisitions	Organization	Operations	Performance Improvement	Private Equity	Strategy	Sustainability	Transformation

# Our products and publications



## How companies and customers learn from each other

Loyal customers are crucial: They remain loyal to a company for longer, buy more products and are more likely to recommend a company to others. Bain's Net Promoter® Score (NPS®) provides the means to systematically measure and boost customer loyalty. In regular publications, Bain experts explain from their consulting practice ways in which companies learn how their customers really tick.

Companies alive with loyal customers **grow at twice** the average speed.

► [www.netpromotersystem.com](http://www.netpromotersystem.com)

## New urban mobility

Owning a car is becoming less attractive in urban conurbations. Up to now, alternative mobility offerings have been predominantly used as a supplement to car ownership. Nevertheless a growing number of city dwellers are questioning the sense of car ownership. Many carmakers are already working on corresponding concepts. The winners will include companies that have secured themselves an optimal positioning along the new mobility value chain.

Depending on the future scenario, up to **34 percent of motorists** in conurbations would be prepared to dispense with a car of their own.

## Grasping digitalization as an opportunity

More and more companies view digitalization as an opportunity to further enhance their core business and offer customers better service. Bain has bundled together its digitalization competences from various industries. Our global team of digitalization experts supports companies in their digital transformation – in all sectors, worldwide.

► [www.baindigital.com](http://www.baindigital.com)

## Peak Performers: Using Business Cycles to Win

Expansion, boom, recession, depression – industrial goods markets are cyclical. The best companies succeed in recognizing downswings in good time and are able to consistently outpace their competitors. What they essentially need is a sophisticated early warning system, i.e. an innovative countercyclical business plan based on a recession strategy that can be scaled at multiple levels and allows for operational flexibility when the going gets tough.

Since the last crisis in 2008, peak performers generated a **TSR approximately 45% higher** than their competitors.

## Time, Talent, Energy

Time is a company's scarcest resource. Equally scarce are the talent and the energy of the people working at a company. Resources that are too often squandered - despite them being the key to success. Authors Michael Mankins and Eric Garton show how work processes can be rendered more efficient and how the full productive power of managers and employees can be unleashed.

► [www.timetalentenergy.com](http://www.timetalentenergy.com)

## Global Private Equity Report

The last five years, from 2014-2018, have been some of the best in the private equity industry. Despite the steady pace of investment, PE dry powder has been on the rise since 2012 and hit a record high of \$2 trillion at year-end 2018 across all PE fund types. The tenth annual Global Private Equity Report reveals how top-performing funds are putting capital to work among soaring price multiples and heavy competition. Bain is a world leader in PE fund consulting and publishes its expertise in this annual report.



For more information, visit [www.bain.de](http://www.bain.de), [www.bain-company.ch](http://www.bain-company.ch)

All Bain Briefs are available here:



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LONDON • LOS ANGELES • MADRID • MELBOURNE • MEXICO CITY • MILAN • MOSCOW • MUMBAI • MUNICH • NEW DELHI • NEW YORK • OSLO • PALO ALTO  
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