



20 years of digitalization: Lessons for the restructuring industry

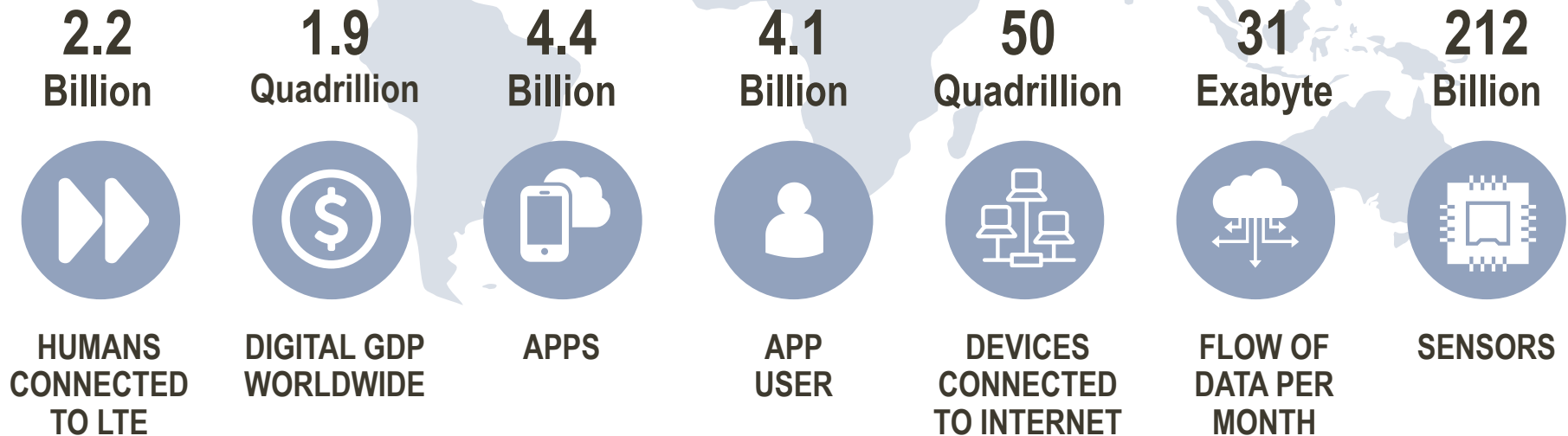
Clemens Riedl, 24th September, Heidelberg

AGENDA

- A** **The digital storm:** What lessons were learned?
- B** **Learnings for the restructuring industry**
- C** **How to build a digital business:** 3 lessons learned
- D** **Take away:** My favorite Management tools

THE PERFECT DIGITAL STORM

The world in 2020



PLATFORMS RULE THE WORLD

UBER

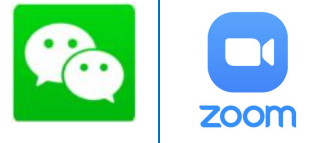
Largest taxi
company

without owning
taxies



Largest renter of
rooms

without
own hotels



Largest telecom
company

without own
networks



Fastest growing
bank

without
money



Largest retailer

without own
inventory

NETFLIX

Largest film rental
company

without
cinemas

facebook.

Largest media
company

without own
content

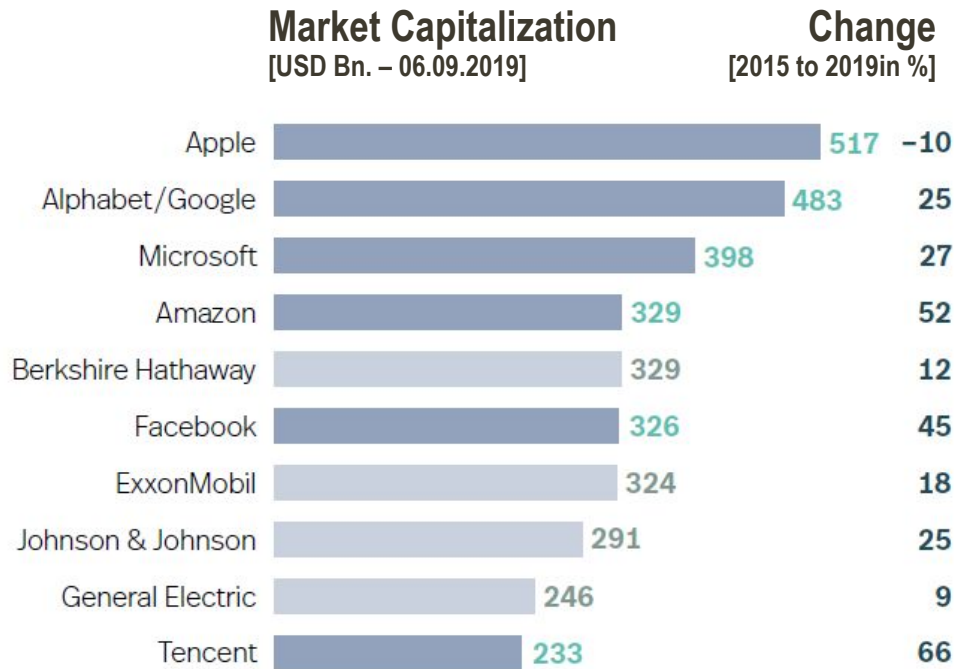


Largest food
delivery platforms

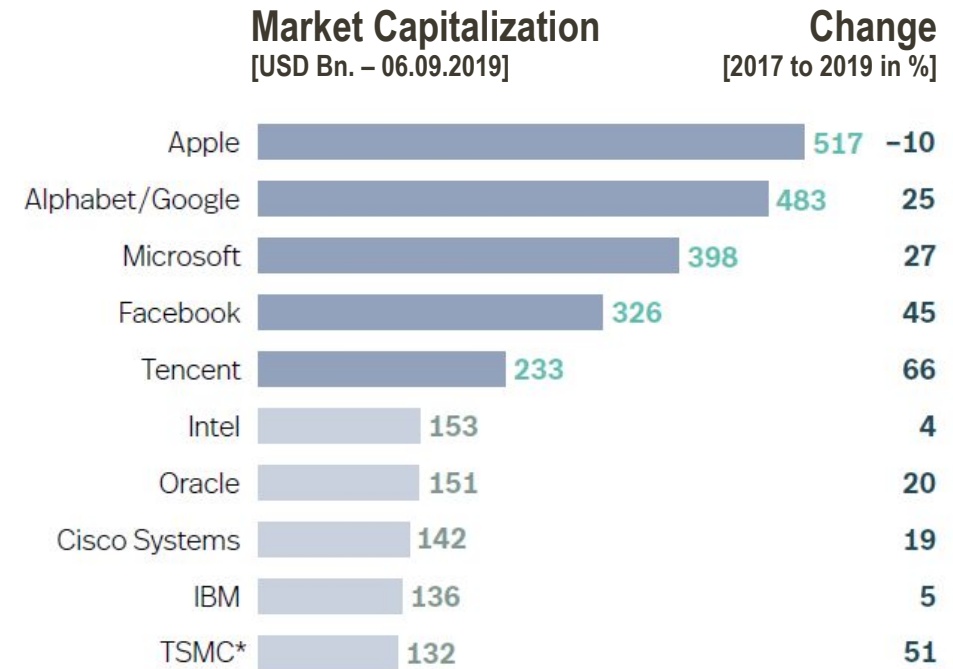
without own
restaurants

6 PLATFORM COMPANIES IN THE TOP 10

TOP 10 GLOBAL COMPANIES



TOP 10 TECH COMPANIES



 Digital Platforms  Others

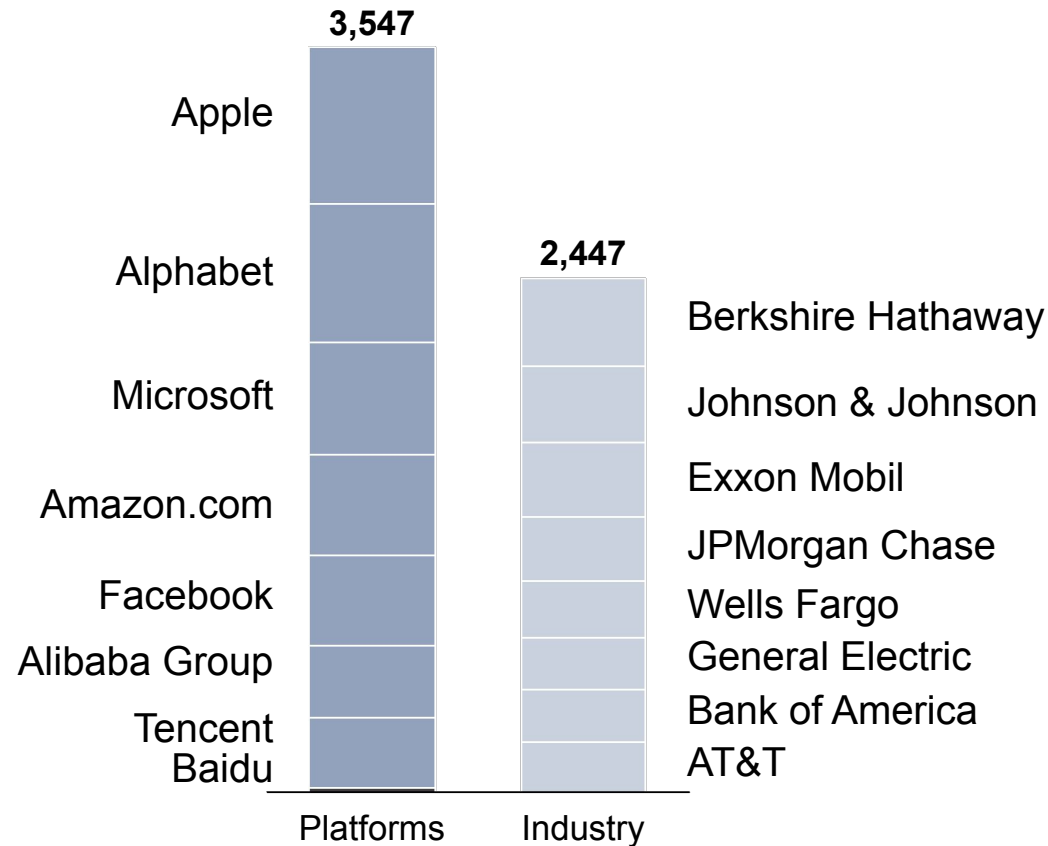
PLATFORMS BEAT INDUSTRY

TOP 8 PLATFORMS VS. INDUSTRY

Market Capitalization

[USD Bn. – 19.06.2019]

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THE OLD WORLD

**H I G H
C A P E X**



**S M A L L
M A R G I N**

THE PLATFORM WORLD

L O W
CAPEX



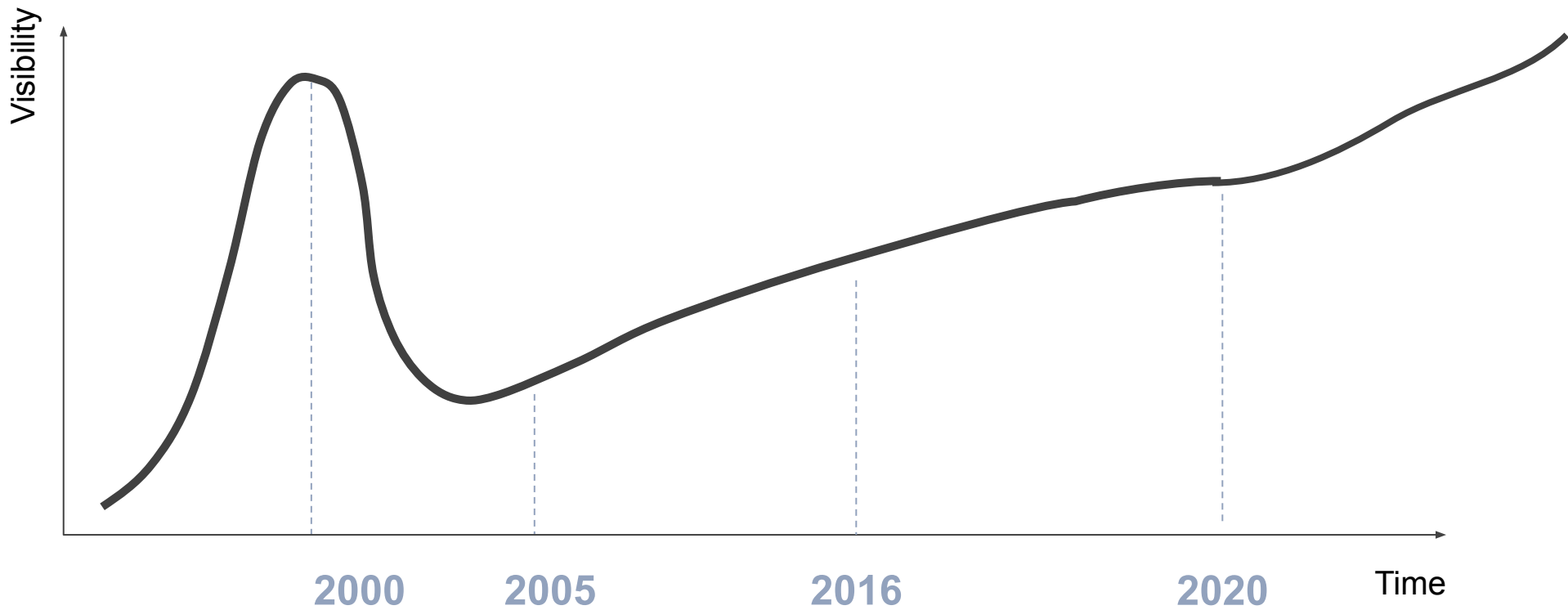
H I G H
MARGIN



B Learnings for restructuring industry



ALL BUSINESS WILL BECOME DIGITAL



WHY CORPORATIONS WILL TAKE OVER ...

1 Better **MANAGEMENT**

2 Better **EXPERTISE**

3 Better **FINANCING**

... OR MIGHT NOT

1 Just do it

2 Greenfield approach

3 The mindset of an digital entrepreneur

It all starts with the one question:

What truth do you see (and your colleagues agree on) that no one else sees?





© How to build a (digital) business

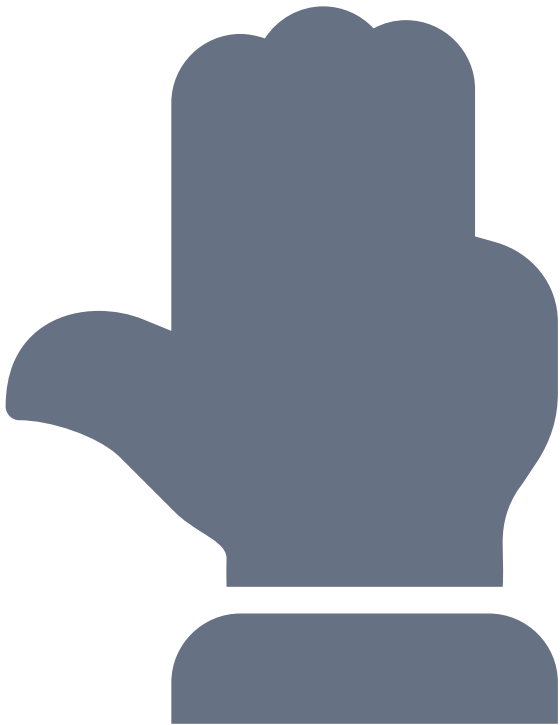
LESSON 1: "YOU HAVE TO START IN THE NICHE"



LESSON 2: "JUST TO BE BETTER IS NOT GOOD ENOUGH"



LESSONS 3: "WHEN BEGIN, HAVE THE END IN MIND"



MY FAVORITE MANAGEMENT TOOLS

agile

team size

don't
copy –
steal!

seven
Haus-
frauen

meetings/
emails

circle of
influence

hierarchies
and
dictators

the
secret



Thank you!

contact: [linkedin.com/in/cried/](https://www.linkedin.com/in/cried/)