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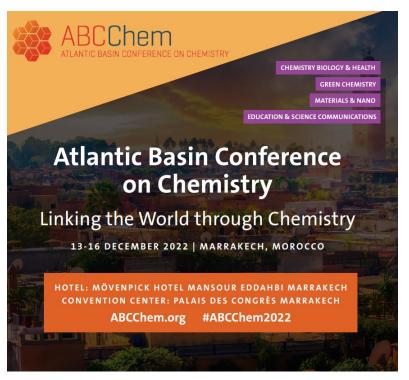
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ACS Scholar Adunoluwa Obisesan

BS, Massachusetts Institute of Technology, June 2021 (Chemical-biological Engineering, Computer Science & Molecular Biology)



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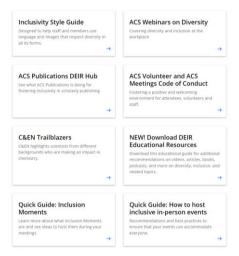


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Diversity, Equity, Inclusion, and Respect **Adapted from definitions from the Ford Foundation Center for Social Justice:

Equity**

equality of opportunity, and fairness in access to information and resources for all. We believe this is only possible in an environment built on respect and dignity. Equily requires the identification and elimination of barriers that have prevented the full participation of some groups.

Diversity**

identities and differences (race, ethnicity, gender, disability, sexual orientation, gender identity, national origin, tribe, caste, socioeconomic status, thinking and communication style, et.c.). collectively and as individuals. ACS seeks to proactively engage, understand, and draw on a variety of perspectives.

Inclusion**

suids a culture of belonging by actively inviting the contribution and participation of all people. Every person's voice adds value, and ACS strives to create balance in the face of power differences. In addition, no one person can or should be called upon to represen an entire community.

Respect

Ensures that each person is treated with professionalism, integrity, and ethics underpinning all interpersonal interactions.

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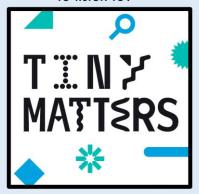


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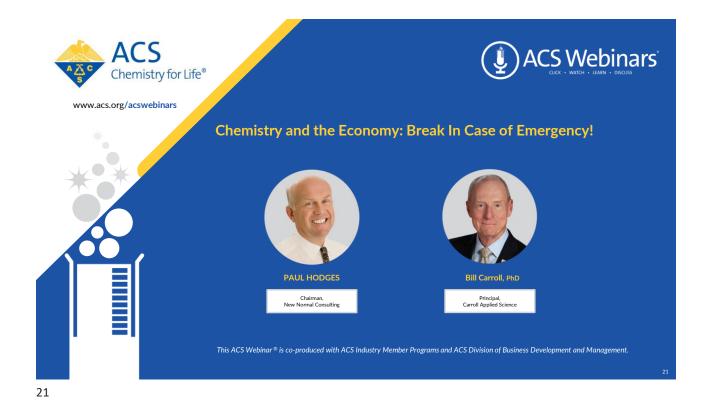
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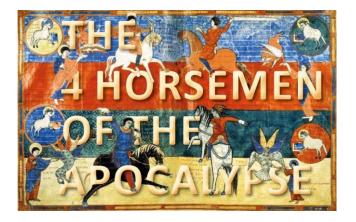


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Helping you navigate the New Normal

The 4 Horsemen of the Apocalypse



15 December 2022



Paul Hodges, phodges@new-normal.com, +44 7785 354809



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EXECUTIVE SUMMARY

First there was the pandemic and associated supply chain chaos. Now we are seeing the rise of 'Putinflation' as Russia's invasion of Ukraine creates a growing risk of energy, food and financial crises.

"We are facing the biggest crisis the post-war Federal Republic has ever had. We have to be honest and say: First of all, we will lose the prosperity that we have had for years." German Employers Association President, Rainer Dulger, 13 July

"There are things that the models don't capture. Sometimes the unexpected happens. So, we have to pay attention to traditional indicators while also monitoring empirical data and what we expect to happen in terms of geopolitics, energy price developments and demographics." ECB President, Christine Lagarde, 25 August







New Normal is a Swiss-based strategy consultancy advising Fortune 500 and FTSE 100 companies, investment banks and fund managers. Paul Hodges is a trusted adviser to major companies and investors. He publishes The pH Report, and serves as chairman of NiTech Solutions and the Advisory Board of Infinity Recycling. He is a Global Expert with the World Economic Forum and a regular speaker at international conferences, and appears regularly on Real Vision, Forward Guidance and other leading financial media. He formerly a senior executive with ICI. Members of the team include: David Hughes, ex-SABIC; Jens Utecht/Richard Carter, ex-BASF; Hans Rovers, ex-LyondellBasell; Jennifer Lovell/Bob Townsend, ex-Shell; George Smith, ex-BP.



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The 4 Horsemen of the Apocalypse

- The 4 Horsemen of the Apocalypse
- EVs/AVs are moving up the S-Curve, and will pressure naphtha supplies as refineries close
- "We're trying to drive the development of an entire recycling ecosystem to make this happen" Jim Fitterling, Dow CEO, November 2022





We face the 4 Horsemen of the Apocalypse in terms of immediate crises

Apocalypse Now?

• War

Invasion and energy crisis

Plague

Covid-19 & supply chain crisis

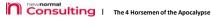
Famine

Fertilizer and food shortages

Inflation

Stock market and housing downturn





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Risks are multiplying, and becoming more complex to anticipate



- High and volatile pricing environment for energy, food and other products
- Interest rates continue rising in response to rising inflation and US\$ strength
- Stock and housing market downturn reduces consumer spending power
- Corporate earnings start to reduce along the value chain and debt risks rise
- Plastics industry hit by over-capacity and growing environmental pressure



Scenario analysis has become essential





Global Growth

The 4 Horsemen

Temporary Risks INFLATION PEAKS

> Today's rise in inflation leads to recession, and then a return to 'Business as Usual'

BUSINESS AS USUAL Companies continue to face traditional risks

Permanent Risks

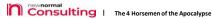
NEW NORMAL

The 4 Horsemen risks combine with recession & Net Zero to change the future landscape

CHALLENGES AHEAD

Economic recovery accentuates need to focus on new risks (Geopolitics, Energy, markets,

Demographics)



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Audience Survey Question

ANSWER THE QUESTION ON THE INTERACTIVE SCREEN IN ONE MOMENT

Which of the four horseman do you feel is the largest threat?

- War (Invasion and energy crisis)
- Plague (Covid-19 & supply chain crisis)
- Famine (Fertilizer and food shortages)
- Inflation (Stock market and housing downturn)
- Other (Let us know in the questions window)

^{*} If your answer differs greatly from the choices above **tell us in the questions window!**

The 4 Horsemen of the Apocalypse

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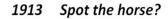


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Transitions can happen very quickly - Easter Parade, New York

1900 Spot the car?

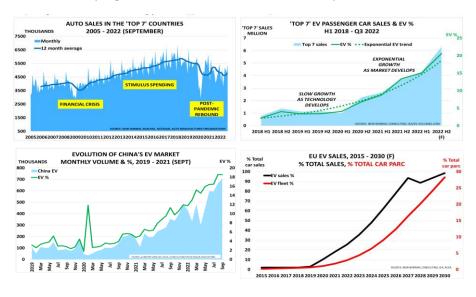






EV sales are accelerating up the S-curve in the major markets as ICE sales decline

The EV30@30 Campaign aims for 30% EV market share by 2030, and 300m EVs on the road

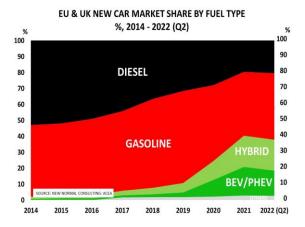


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The EU car market is seeing major change, as diesel disappears and EVs arrive

- Diesel's market share has fallen from 53% in 2014 to 20% today
- Gasoline's share initially rose to 58% in 2019, but is now only 41%
- Battery/Plug-in EVs have risen from 2.1% to 16% since 2014
- Hybrids have risen from 1% to 19%
- The EU is banning gasoline/diesel (ICE) sales by 2035
- Few people will buy ICEs after 2030 as resale values by 2035 will be low



Some refineries may switch to become biorefineries, but many may well close – making naphtha harder to obtain and expensive

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Battery-swapping and AV launches will be further game-changers





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As always with a new business model, key challenges still need to be solved

Exhibit 3 - Supply Chain Players Are Racing to Keep Up with Projected Electric Vehicle Demand



Source: BCG analysis.

Note: BEV = battery electric; PHEV = plug-in hybrid electric.

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Audience Survey Question

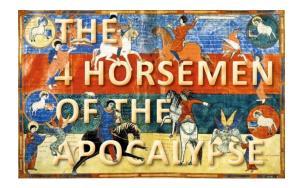
ANSWER THE QUESTION ON THE INTERACTIVE SCREEN IN ONE MOMENT

What is the top concern preventing you from purchasing a new EV for your home or business?

- Insufficient public charging network
- Cost of ownership
- Reliability of electrical grid
- Environmental concerns (Lithium mining, recycling, etc...)
- Prefer expanding public transportation over private vehicle ownership
 - * If your answer differs greatly from the choices above **tell us in the questions window!**

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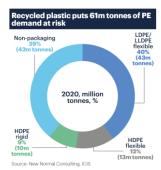




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Global brands are committed to cutting use of virgin plastic packaging





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The Commission will likely propose a mandatory 55% recycling target under the Plastic Packaging Waste Directive (PPWD) by 2030



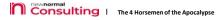
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Oil companies are already planning for Net Zero

The IEA's 10-point plan calls for an acceleration of the transition to EVs and the use of recycled plastic



"Increase plastic waste collection, re-use and recycling: Many products made from plastic are 'single use' some for good reason (e.g. certain medical supplies) and some more for convenience (e.g. plastic bottles, cutlery and food containers)." IEA



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Collaboration needs to intensify amongst the key partners





Sorting technologies are becoming available

The detection unit demonstrated high results across all tested categories of plastic/fibre-based packaging material of 99% detection, 96% ejection and 93% purity rates, on average.

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DIGITAL
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Digital Watermarks
Initiative HolyGrail 2.0.

Near-infrared spectroscopy (NIR); Visible light spectrometry (VIS), X-ray transmission (XRT), Electromagnetic Sensor (EM), Laser reflection/fluorescence (Laser)



Source: Tomra March 2022



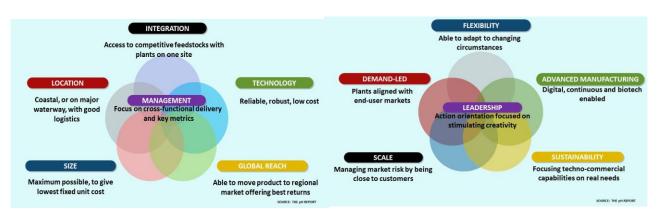
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Critical Success Factors are transforming

Supply-driven, product focused

Demand-led, solution-oriented



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"Producing plastics from renewable raw materials should be the starting point." Hans Bruyninckx, Executive Director, European Environment Agency

- ❖ New business models now need to be developed through innovation by companies.
- ❖ Maximising sustainability, and minimising CO2, is likely to lead to a return to locally-based activity.
- ❖ Piloting the first Resource Centres in the main urban areas is an essential first step.
- ❖ Advanced manufacturing technologies will enable these to be safer, greener, faster and cheaper.
- ❖ Funding is now available from multiple sources to pilot the first of these today.





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CONCLUSIONS

Risk management will be key to survival, and future success

- Scenario planning, based on a wide range of potential outcomes, will be key to success given today's levels of volatility.
- Recession till 2025. We need to be realistic as today's deep-seated problems are unlikely to be over by Christmas.
- China is changing. Its real estate bubble has been 'subprime on steroids' and its bursting will have far-reaching impacts.
- Food shortages. Social unrest will continue to rise around the world as food shortages increase along with prices for essential goods.
- Invest for the future. The invasion is accelerating the transition to a Net Zero economy as fossil fuel demand reduces.

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The famous "Irish" comment seems very appropriate today





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