

EN00-KKUB_AH-0000-0010-2020

KARL KRONER KG

**STRATEGY EXCELLENCE
MANAGEMENT CONSULTING
CADASTER OF STANDARDS
LEGAL CADASTER
REPRESENTATION OF INTERESTS**

CONSULTANT PROFILE

KARL KRONER KG, Lupinenstr. 21 / 2, D-71034 BÖBLINGEN
Phone: +49 (0) 7031 675345, Fax: +49 (0) 7031 675346
Internet: <http://www.karl-kroner.com>, E-Mail: contact@karl-kroner.de



KARL KRONER

KARL KRONER KG Business-Consulting



It seems to me that the greatest art of a head of a company is - to harmonize guidelines, structures and cultures with the internal and external environment, so that outsiders ascribe characteristics to the legal entity.

Have a good day,

KARL KRONER Unternehmensberatung is a small family business. It was founded in Böblingen in 1989 as a sole proprietorship and was converted into a limited partnership in 1999.

We have consistently faced the tasks and questions that our customers have asked of us and have developed answers and solutions that increase our customers' performance.

KARL KRONER advises entrepreneurs and the management of medium-sized and large companies on strategic, conceptual and operational issues.

This "consultant profile" is intended to make important key points of our work transparent to you. In addition, this consultant profile should help you to gain and maintain your trust in the performance of our company.

Thank you for your interest in our consulting services.

Yours sincerely,

KARL KRONER KG
Dipl.-Ing. Karl Peter Kroner

1. THE CONSULTANT PROFILE

Creativity, flexibility, high performance, excellence

Company: KARL KRONER KG Unternehmensberatung (Management consultancy)

Address Street: Lupinenstraße 21/2
Postcode / Location: D-71034 BÖBLINGEN
Phone: 0049 (0) 7031 / 6753 - 45
Fax: 0049 (0) 7031 / 6753 - 46
Internet: <http://karl-kroner.de>
E-mail address: kroner@karl-kroner.de

Legal form: Limited partnership
Company foundation: 01.10.1989 Foundation of sole proprietorship
01.01.1999 Conversion into a KG

General Partner: Karl Peter Kroner
Limited partners: Dagmar Kroner
Commercial register: Stuttgart HRA242293
Tax identification ID: DE201428031
D-U-N-S No: 31-607-2268

Membership: NONE
Group affiliation
and/or dependencies: NONE

Consulting services: Management consulting; expert opinions, expert reports
and systemic advice with regard to:

- MANAGEMENT CONSULTING
- CADASTER OF STANDARDS
- LEGAL CADASTER
- REPRESENTATION OF INTERESTS

Sphere of action: analyses and evaluations across all sectors, Focus on
manufacturing industry, trade and commerce services.

Companies with 250 to 500,000 employees.

2. CONSULTING PHILOSOPHY

Holistic value-oriented

The key to the success of an organisation (company) lies in the ability of its management to create harmony between the internal and external environment and to create a framework in which people act according to fixed principles.



"I believe that in order to survive and succeed, any organization must have firm principles on which to base its policies and actions in many respects. I further believe that the most important factor for success is the consistency with which it acts according to these principles".

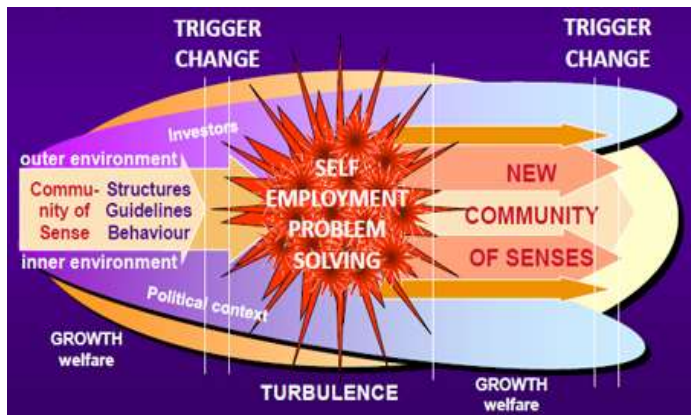
(IBM; Tom Watson jun.)



As long as the structures, guidelines and behaviour (cultures) of an organisation are in harmony with the internal and external environment and form a community of meaning, welfare and growth can be expected.

(Graphic in the style of Prof. Knut Bleicher; St.Gallen)

If this harmony between structures, guidelines and behavior (cultures) in relation to the internal and external environment is permanently disturbed by a trigger or a construction of reality that is contrary to business, an organization begins to deal with itself (self-employment).



The costs run away, the attractiveness of the organisation decreases, the quality of the products and services can no longer be maintained until a fundamental change leads to new community of senses in which the structures, the guidelines and the behaviour (cultures) are again in harmony with the internal and external environment.

With this self-conception, KARL KRONER provides expert opinions and systemic consulting with regard to Management-Consulting, Cadastere of Standards, Legal Cadastre and Strategy-Excellence, Representation of Interests (Governmental Relations)

Our unique selling point:

In the period from 1989 to the present, KARL KRONER developed a concept with the help of which, taking into account the development of the markets, the performance and cost differences from 170 countries (Focus on G20 countries), companies with 250 employees up to group structures with over 500,000 employees, with a view to the period 2010 to 2025 (optional 2030) can be modeled and evaluated.

Advantage for your company:

1. We bring order to complexity.
2. We determine development potential and the economically sensible dimensions of the individual business units from a local, regional and global perspective.
3. We develop restructuring concepts with regard to the development of global market potential as well as cost and performance differences.
4. We find the best strategies and the optimal starting point for exploiting the development potential.
5. We create business plans for the financing of development projects and determine the ROI.
6. We help to put theory into practice.

3. RANGE OF SERVICES

We bring order to complexity, develop the best strategies for profitable and sustainable growth and help to put theory into practice so that your company is more successful than others.

In this sense, KKUB takes over expertises, expertises and systemic consulting with regard to:

- MANAGEMENT CONSULTING
- CADASTRE OF STANDARDS
- LEGAL CADASTRE
- REPRESENTATION OF INTEREST

KKUB concentrates its activities on areas in which convincing know-how from many years of experience can be offered.

3.1 MANAGEMENT CONSULTING

It seems to me that the greatest art of normative and strategic management is to jointly harmonize guidelines, structures and cultures with the internal and external environment; and I believe that today this is more important than ever.

The following services have been subsumed under the term management consulting:

- *Strategy Excellence*
(Benchmarking, Vision, Mission, Strategy Development)
- *Organizational Development*
(Strengthening, Resources and Skills)
- *Corporate Development*
(Outsourcing, Integration, Desinvestment, Investment)
- *Corporate Governance*
 - Management systems
 - Security systems

3.2 CADASTRE OF STANDARDS

The Cadaster of standards of the KKUB has a general character. The contents were summarized under the following structure:

● *Management standards*

- Information management
- Internal controlling
- Quality management
- environmental management
- Energy management
- Compliance management
- Risk management
- Internal audit

● *Safety standards*

- *Information security management*
- *Technical safety management*
- *Occupational health and safety management*
- *Fire protection management*
- *Sustainability management* Occupational health and safety management

3.3 LEGAL CADASTRE

The legal cadastre of the KKUB has a general character. The contents were summarized under the following structure:

● *International law*

- Intergovernmental public law
- Law between States and international organizations
- Conflict of laws
- Investment protection law

● *Business law*

- Banking law
- Capital market law
- Private law
- Administrative law

● *Taxes law regulations*

- Tax law
- Customs law

3.4 REPRESENTATION OF INTERESTS

Consulting Governmental Relations

The KKUB takes on assignments to represent interests in the sense of "governmental relations" on the basis of fee-based contracts in the following policy areas:

- Valuable affairs and security policy
- Finance and Tax Policy
- Economy and energy,
- Transport and digital infrastructure

Representation and Government Relations (hereinafter GR) is the process of developing and maintaining relationships with other market participants and influencing policy at all levels: local, regional, national, European, global.

GR is a management task of normative and strategic management, which analyses and interprets market events and the social environment of a company and organizes the implementation of appropriate responses and measures.

Representation of Interests in terms of "Governmental Relations"

Representation of interests in the sense of "Governmental Relations" is essentially a process of information and consultation that represents the interests of all parties:

- Informing the management of organizations and companies (customers, clients) about government processes and processes of opinion formation in the legislative branch,
- Informing officials of the legislature about issues of importance to organizations and companies, and
- Information of sponsors of organizations and companies as well as decision makers about the possible consequences of the new regulations to be decided.

Basic elements of interest representation

- Monitoring,
- Relevance analyses,
- Installation warning function,
- Analysis and evaluation,
- Consulting.

OUR CONTRIBUTION TO THE SUCCESS OF OUR CUSTOMERS

Efficiency improvement, improvement of innovative strength,
optimization of the risk profile



Every company needs individual solutions for its success.

1. We bring order to complexity.
2. We determine the development potential for the period 2020 - 2025.
3. We find the optimal starting point for the renewal.
4. We will guide you step by step to the desired success.
5. We transform theory into practice.

We would be happy to work with you.

Your business consultancy
KARL KRONER

CONTACT DETAILS**KARL KRONER KG**

Executive Director: Dipl.-Ing. Karl Peter Kroner
Address: Lupinenstr. 21/2, D-71034 Böblingen
Register Court, Stuttgart Nr: HRA242293
Tax Identification ID: DE201428031

Internet: <https://www.karl-kroner.com>
Phone: +49(0)7031 / 67 53 45
Fax: +49(0)7031 / 67 53 46
E-Mail: kroner@karl-kroner.de