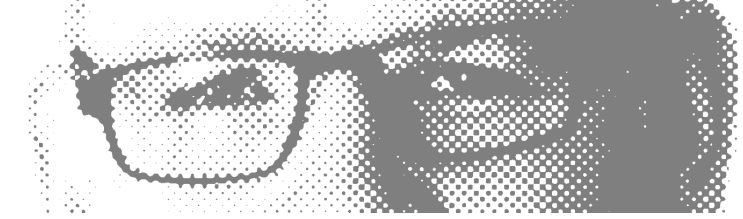


About myself



2018-presently: CEO at Achilles Design, Mechelen

2016-2018: CFO at Duval Union, Antwerp

2011-2016: Founding Partner at Elysion Capital (Corporate Finance Advisory), Herent

2006-2011: Senior Equity Analyst at ING Equity Markets, Brussels

2006: Senior Investment Manager at Fortis Private Equity (now BNP Paribas), Brussels

2001-2005: Associate Director at Bear Stearns (now JP Morgan), London

1998-2000: Senior Consultant at Deloitte Consulting, Brussels

1993-1998: Graduated as Master in Economics (Int'l Management / University of Maastricht)

Other roles:

Professor at Antwerp Management School (since 2014) and Louvain School of Management (2016-2021)

Independent Director in the Board of Directors at Fluida NV, Kontich



duval union

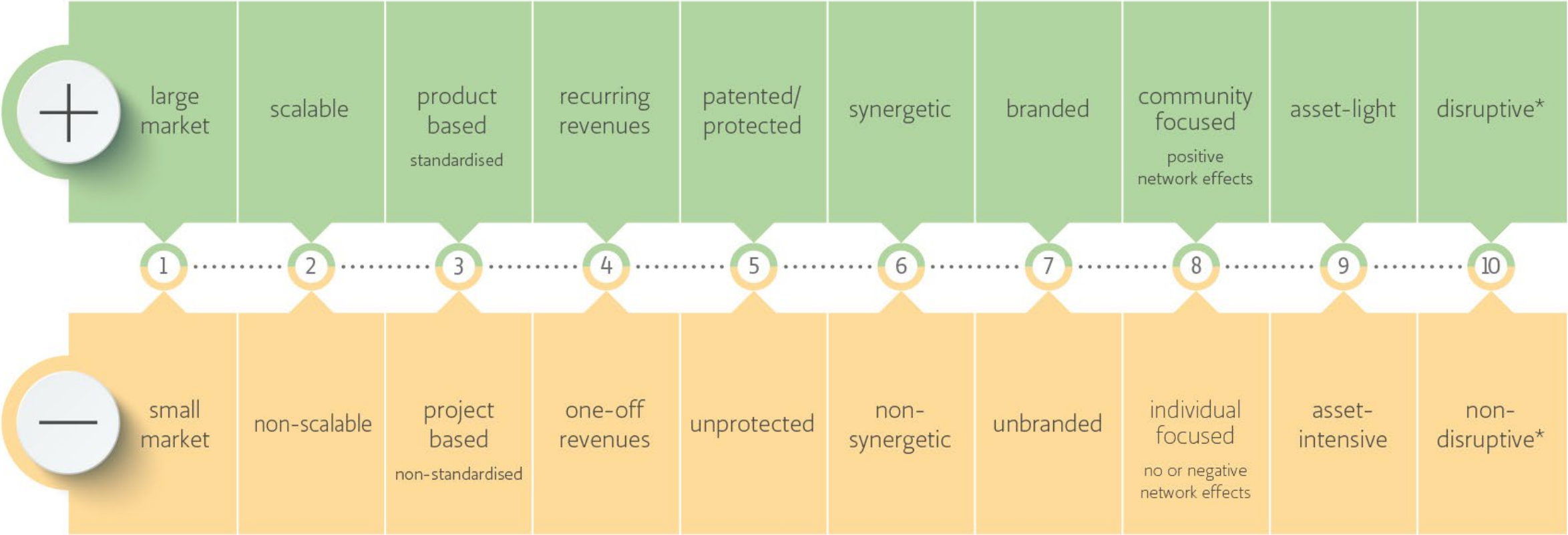


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Briefing: de features van (blijvend) goeie businessmodellen

- Wat zijn de kenmerken van goeie businessmodellen?
- Hoe kunnen we zulke kenmerken toevoegen aan een bestaande business, om voor waardecreatie te (blijven) zorgen?
- En hoe kunnen we ons model laten mee evolueren met de tijd of afstemmen op gebeurtenissen en omstandigheden die er een impact op hebben?
- Dankzij innovatietechnieken, scenarioplanning en roadmaps komen we - met ieders inbreng en verantwoordelijkheid op directieniveau - tot een toekomstbestendig model.

10 attributes of good business models



*high upside potential, often combined with high or even fatal execution risk

Large market



Imagine a fragmented service market with many customers and many suppliers.

Online platforms match local demand with local supply globally.



Scalable



Franchise models are able to scale local best practice businesses globally.

The right incentive structures can make people-centred service models scalable.



Product-based



Subscription models move customers from consuming on a pay-as-you-go-basis to monthly product-service-packages.



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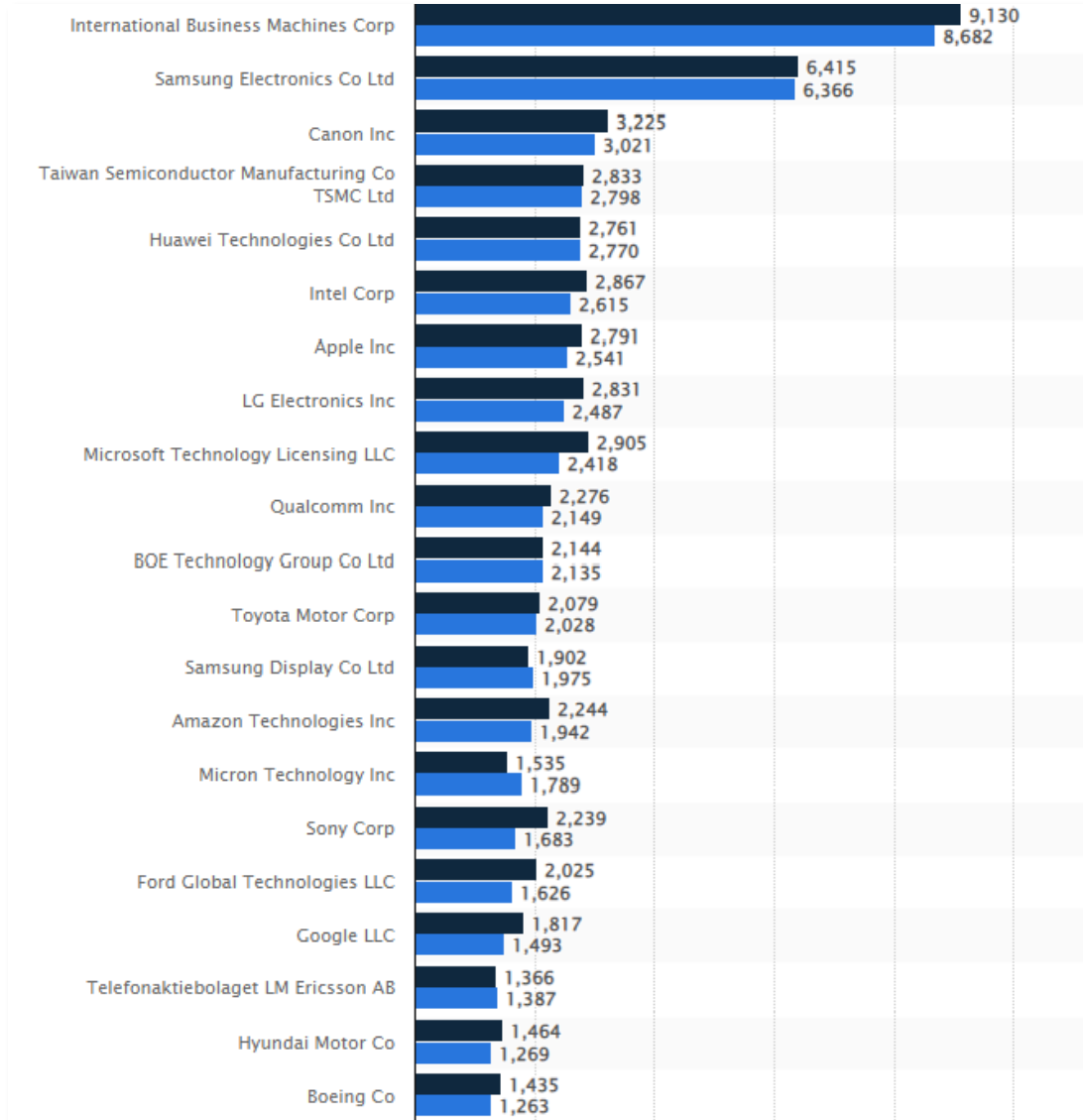
Recurring revenues



Hardware manufacturers that offer suitable consumables generate constant revenue flows and a high revenue visibility.



Patented / Protected



Patents and other forms of protection raise market entry barriers for competition.

TM

Trademark



Registered Trademark

Synergetic



Product families that offer functional advantages to all devices increase the customer preference for that brand.

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Branded



A brand is a recognisable promise to a customer that makes its selection convenient and hassle-free.



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Community-focused

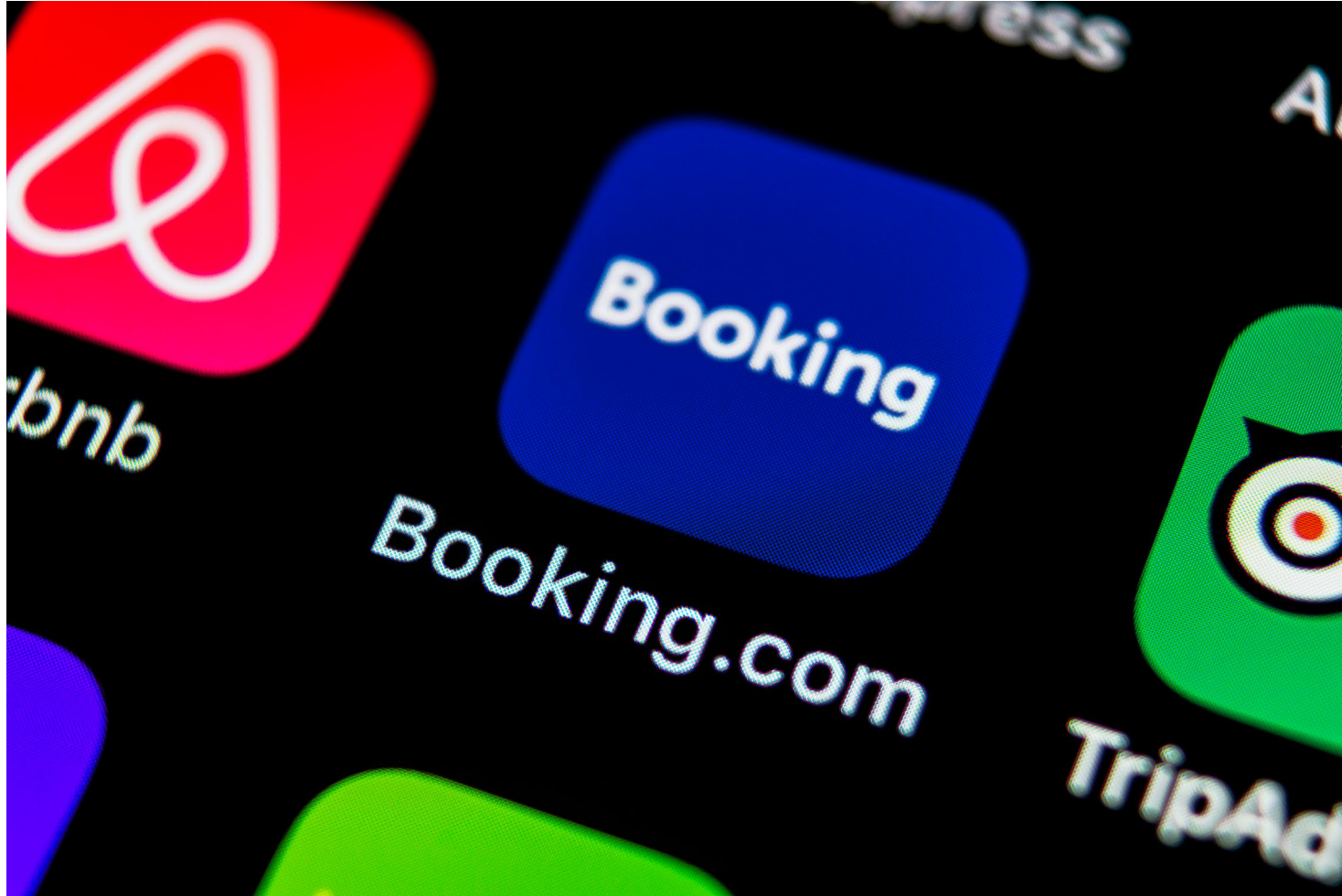


Imagine that your key marketing channel would be existing customers.



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Asset-Light



Asset utilisation is typically a key challenge for many asset-heavy businesses.

Perhaps your customers' problems can be solved with assets that already exist in the market.

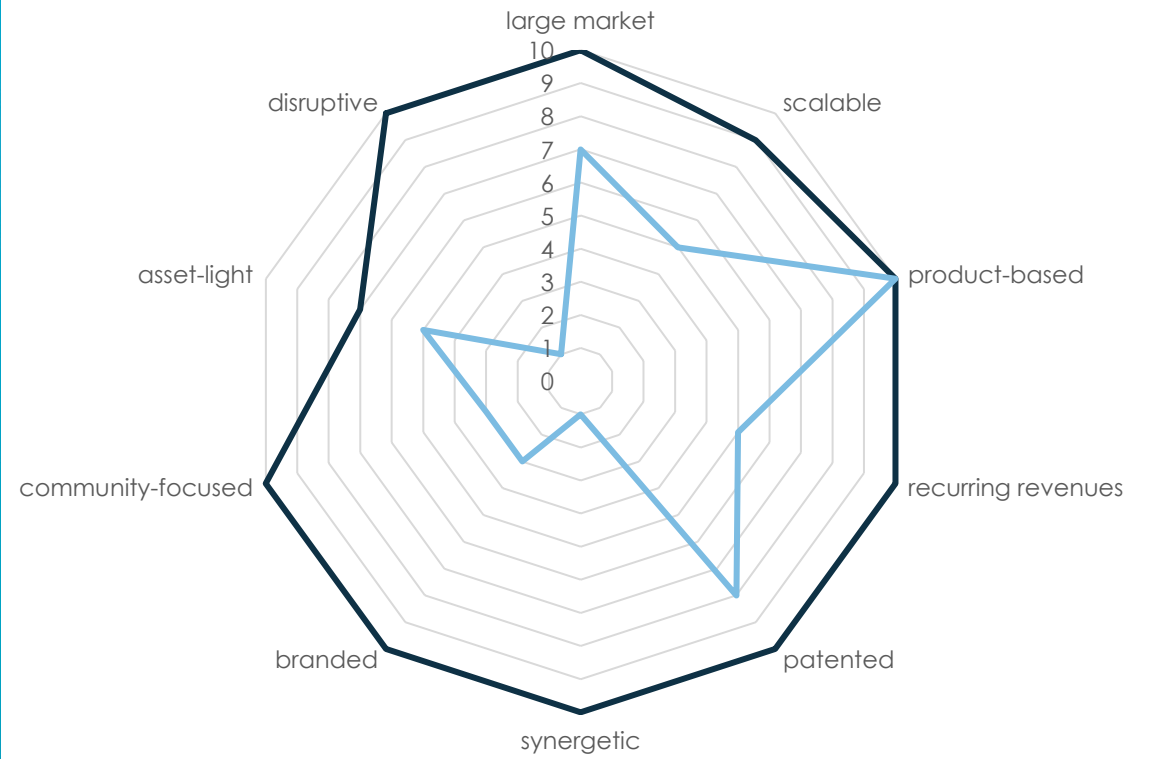
POPPY

Uber

Disruptive



Disruption means that existing businesses are attacked by something fundamentally better. Disruption also means conflict, for which a business needs the means.



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Thank you – let's connect!

