

The Roland Berger Trend Compendium 2050 focuses on stable, long-term developments...

- The Roland Berger Trend Compendium 2050 is a global trend study compiled by Roland Berger Institute (RBI), the think tank of Roland Berger. Our Trend Compendium 2050 describes the most important megatrends shaping the world between **now and 2050**
- Our trend views are based on most recent studies, data and analyses. We critically examine the results for relevance, plausibility and reliability
- We deliberately use publicly available sources to make our analyses verifiable
- To incorporate today's uncertainties into strategic planning, we recommend combining the megatrends of the Roland Berger Trend Compendium 2050 with the Roland Berger scenario planning approach



Is it worth dealing with megatrends when globally impactful events such as the COVID-19 pandemic or the war in Ukraine are taking place?

Of course! The coronavirus pandemic and the war in Ukraine had far-reaching consequences and deeply affected people, economies, and politics but neither event has derailed the megatrends analyzed herein - such is the inherent nature of megatrends: climate change, societal aging, or technological innovations do not lose their momentum, their direction, or their importance. To cope with such challenges and to master resulting opportunities, our awareness and our understanding of megatrends is vital - not least to develop sustainable answers.

... and covers six megatrends that shape the future development of our world to 2050

People & Society

Politics & Governance

Environment & Resources

Economics & Business

Technology & Innovation

Health & Care











Population

Migration

Education & Labor

Values

Global Risks

Geopolitics

Future of Democracy Climate Change & Pollution

Biodiversity

Water

Resources & Raw Materials

Global Economics

Power Shifts

Energy Transformation

Debt Challenge

Value of Innovation

Frontier Technologies

> Humans & Machines

Global Health Challenges

Healthcare of the Future

Caregiving

Trends in economics & business need to be viewed through global lenses considering power shifts, the energy transformation and the debt challenge

Subtrends of megatrend "Economics & Business"







formation







Power **Shifts**



Energy **Transformation**



Debt Challenge



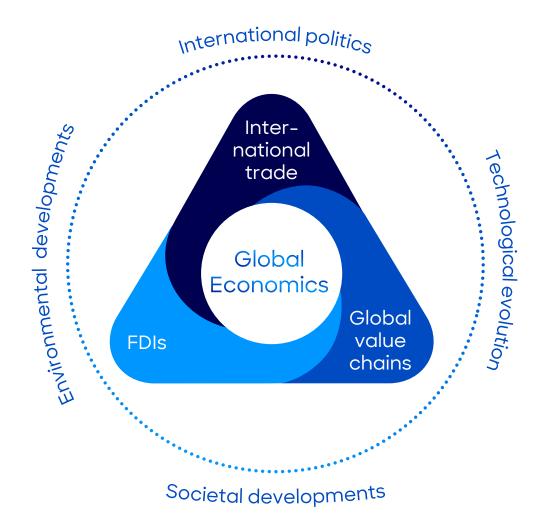






Trade, foreign direct investments, and global value chains are interconnected and influenced by politics, technology, society, and the environment

Global economics: Key elements and influencing factors



- Analyzing trends in economics & business needs to start by looking at developments in global economics
- Global economics are characterized by the interplay of three key elements, namely international trade, foreign direct investments (FDIs), and global value chains
- International trade concerns the cross-border exchange of goods and services on all stages of processing, ranging from raw materials and intermediate products to end products. Functioning international trade is a prerequisite of efficient global value chains
- A foreign direct investment is defined as an investment reflecting a lasting interest and control by a foreign direct investor, resident in one economy, in an enterprise located in another economy (foreign affiliate). FDIs enable production abroad and are a common way to lower cost and/or be present in a key market, avoid certain transaction costs (e.g. import duties), and get access to technology and/or manpower
- Global value chains include all activities of a company's value chain that are distributed among multiple entities across a variety of geographical locations to bring a product from its inception to its end users
- These three key elements of global economics are driven by fundamental factors of the economic sphere: international politics (e.g. restricting trade through protectionism), technological evolution (e.g. digitalization), societal developments (e.g. changing values that increase demand for regional/local products), and environmental developments (e.g. climate change driving the need for FDIs in renewable energy)

Source: UNCTAD; Roland Berger | 5



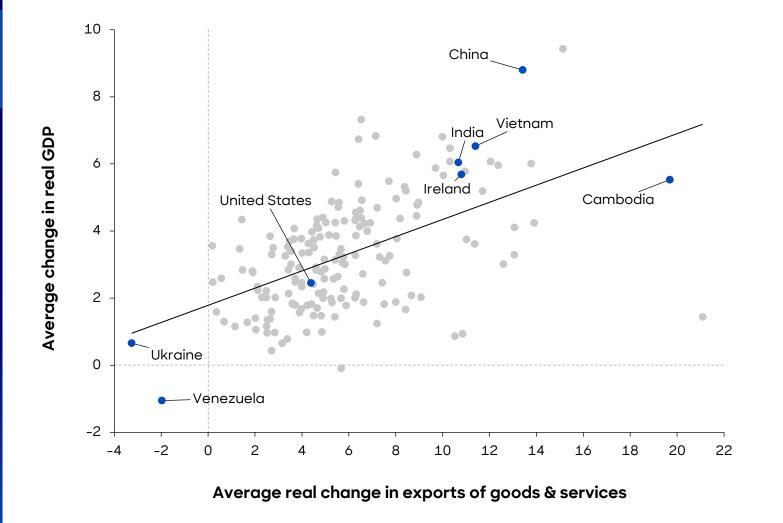






Economic growth and trade display a clear correlation: Countries with high rates of export growth tend to have higher GDP growth rates

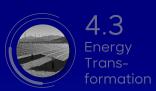
Average growth rate of real GDP and trade, 1990-2023 [%]



- Looking at more than three decades of country-level data, there is a notable correlation between economic growth and trade: countries with higher export growth rates also tend to have higher GDP growth rates
- · Although correlations shown here do not establish causality, current economic opinion indicates that trade has a positive impact on GDP arowth
- · Research describes a positive relationship between trade and arowth via three mechanisms. First. access to foreign markets enables countries to acquire new technologies. Second, openness to international trade provides opportunities to exploit economies of scale by expanding outputs, while innovations resulting from international trade allow workers to acquire new skills. This increases both productivity growth and the variety of goods produced and consumed. Third, the competitive pressures arising from trade encourage innovation and factor reallocation



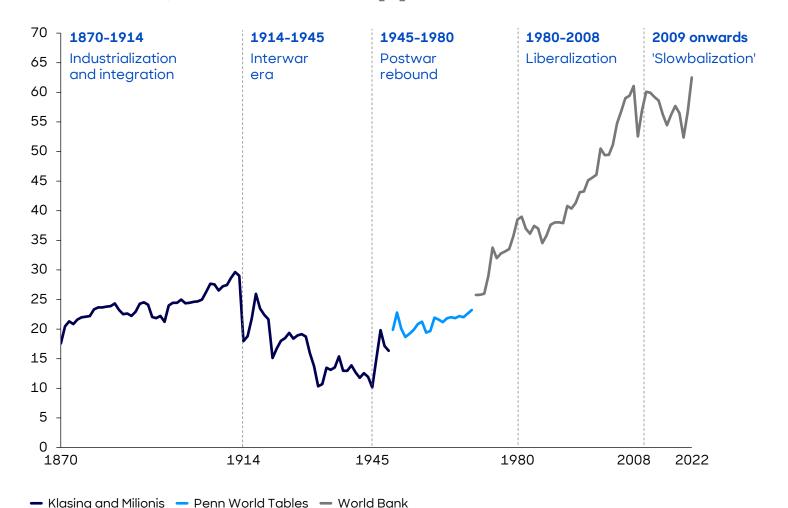






Since the global financial crisis, globalization appears to be slowing down on an uneven plateau - Its future direction is dividing expectations

Global trade openness, 1870-2022¹⁾ [%]

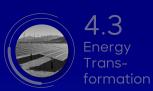


- The term alobalization describes the increasing interconnectedness of the world's economies, populations and cultures caused by cross-border trade in goods and services, technology and flows of investment, people, and information
- The **status of globalization** is often measured by global trade openness, an indicator composed of the sum of alobal exports and imports as a percentage of global GDP
- Over the past 150 years, globalization has mostly gone through burgeoning phases - except for the interwar period, when globalization was in decline for several decades
- The alobal financial crisis of 2007-2009 marks a turning point for flourishing phases of postwar rebound followed by trade liberalization; since then, a period of so-called slowbalization can be observed. **Expectations** about its **future path** are mixed: globalization is expected to grow at a comparatively subdued pace, some even see a period of renewed decline in globalization

¹⁾ Sum of global exports and imports divided by global GDP Source: Our World In Data; Klasing and Milionis; Penn World Tables; World Bank; Roland Berger



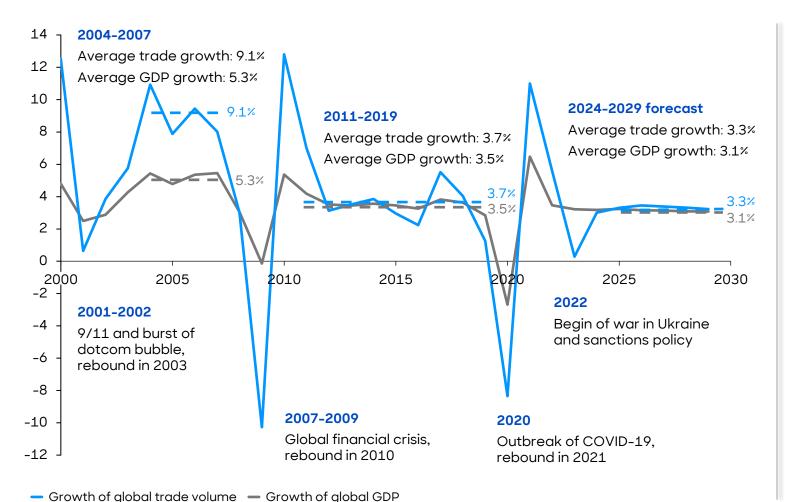






In the early 2000s global trade grew significantly faster than GDP but following the global financial crisis their growth rates have converged

Growth of global trade volume and global GDP (real), yoy, 2000-2029¹⁾ [%]



- The speed of globalization (measured) as the difference between growth of GDP and trade) reached its maximum in the mid-2000s: between 2004 and 2007, global trade grew, on average, by 9.1% p.a. (compared to 4.6% between 1980-1989 and 6.7% between 1990-1999)
- · Since the global financial crisis (GFC) trade growth has declined. Between 2011 and 2019, global trade - at 3.7% p.a. - grew only slightly stronger than GDP (3.5%). Forecasts for 2024-2029 expect global trade growth of 3.3% p.a. and global annual GDP growth of 3.1%
- · One reason for this development is clear: globalization is already at a high level. Therefore, growth rates of global trade are closer to the growth rates of alobal GDP
- Other reasons include China's increased production of intermediate goods replacing imports, the slowdown of global economic activity following the GFC, and the increase in trade **barriers** and protectionist measures due to rising geopolitical tensions

¹⁾ Trade volume of goods and services (exports and imports) Source: IMF; BBVA; ECB; Roland Berger

Global **Economics**

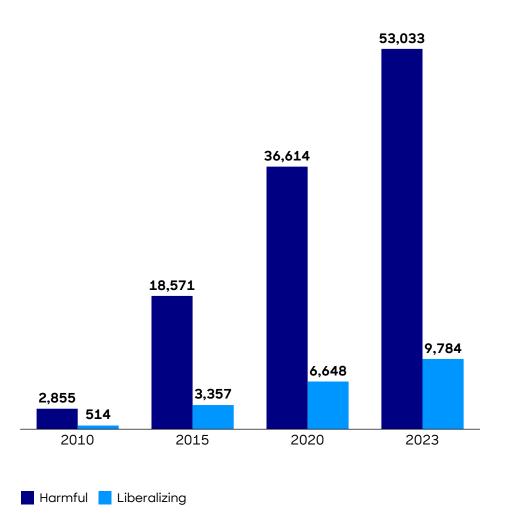






Global trade is increasingly burdened by harmful trade interventions and policies, as countries seek to reduce dependencies

Cumulative number of harmful and liberalizing trade interventions, globally 2010-2023



Selected policies and interventions placing a burden on free global trade

Geopolitical tensions

Trade wars and sanction policies: impacting global trade. Former US President Trump started imposing steep tariffs on goods from the EU, Canada, Mexico, and China, prompting retaliatory tariffs from these countries. This trade war involved countries using taxes and guotas against each other, escalating tensions while harming economies. In addition, it led to strategic sovereignty policies and subsidies described below

Strategic sovereignty policies

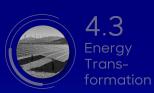
- · China's Dual Circulation Strategy: putting a stronger focus on domestic consumption. Building on the "Made in China 2025" strategy, China launched the "China Standards 2035" strategy in 2018, which aims to enable the Chinese government and leading tech companies to set global standards for emerging technologies such as 5G, IoT, and AI
- · US Chips & Science Act: aimed at keeping manufacturing and research of semiconductors in the domestic market, lowering strategic dependence
- EU Chips Act: directed at strengthening domestic EU semiconductor market by reducing strategic vulnerabilities from third country imports

Race for green subsidies

- EU carbon levy: promoting greener industry by levying a carbon price tariff on polluting imports, disincentivizing imports from less developed countries
- · US Inflation Reduction Act: promoting a greener economy by falling back on protectionist levers to boost domestic industry and energy transition



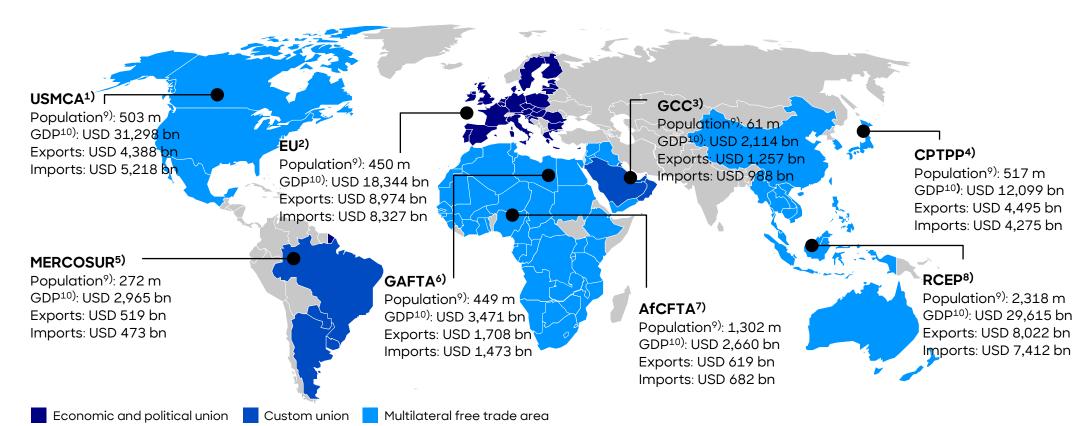






Multilateral economic agreements serve as a counterbalance to harmful trade interventions and increased protectionism

Important multilateral economic agreements



1) United States-Mexico-Canada Agreement: Canada, Mexico, United States; 2) European Union: Austria, Belgium, Bulgaria, Croatia, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Sweden; 3) Gulf Cooperation Council: Bahrain, Kuwait, Oman, Qatar, Saudi Arabia, United Arab Emirates; 4) Comprehensive and Progressive Agreement for Trans-Pacific Partnership: Australia, Brunei, Canada, Chile, Japan, Malaysia, Mexico, New Zealand, Peru, Singapore, Viet Nam; 5) Mercado Común del Sur: Argentina, Brazil, Paraguay, Uruguay; 6) Greater Arab Free Trade Area: Algeria, Bahrain, Egypt, Iraq, Jordan, Kuwait, Lebanon, Libya, Morocco, Oman, Qatar, Saudi Arabia, Sudan, Syria, Tunisia, United Arab Emirates, West Bank & Gaza, Yemen; 7) African Continental Free Trade Area (only countries having ratified the agreement as of July 2024): Algeria, Angola, Egypt, Burkina Faso, Cameroon, Cape Verde, Central African Republic, Chad, Comoros, Congo, Côte d'Ivoire, Dem. Rep. of Congo, Djibouti, Equatorial Guinea, Eswatini, Ethiopia, Gabon, Ghana, Guinea, Kenya, Lesotho, Malawi, Mali, Mauritania, Mauritius, Morocco, Mozambique, Namibia, Niger, Nigeria, Rwanda, São Tomé and Príncipe, Senegal, Sierra Leone, South Africa, Tanzania, Gambia, Togo, Tunisia, Uganda, Western Sahara, Zambia, Zimbabwe; 8) Regional Comprehensive Economic Partnership: Australia, Brunei, Cambodia, China, Indonesia, Japan, Laos, Malaysia, Myanmar, New Zealand, Philippines, Singapore, South Korea, Thailand, Viet Nam; 9) As of 2023; 10) Nominal GDP 2023

4.1 Global Economics

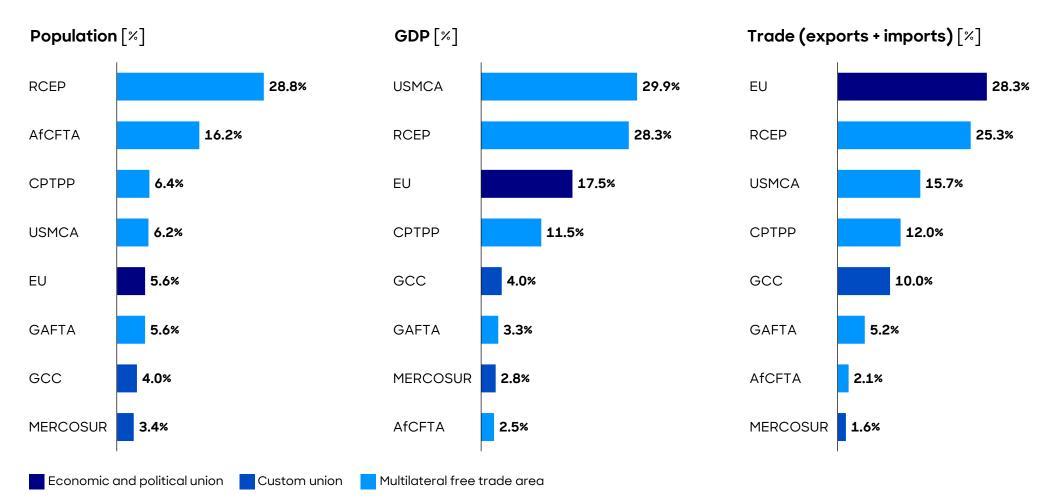






While multilateral economic agreements in Asia/Pacific and Africa cover more people, USMCA, RCEP, and EU lead in GDP and trade

Global shares of selected multilateral economic agreements, 2023¹⁾ [%]



¹⁾ RCEP: Regional Comprehensive Economic Partnership; AfCFTA: African Continental Free Trade Area (data includes only countries that ratified the agreement); CPTPP: Comprehensive and Progressive Agreement for Trans-Pacific Partnership; USMCA: United States-Mexico-Canada Agreement; EU: European Union, GAFTA: Greater Arab Free Trade Area; GCC: Gulf Cooperation Council; MERCOSUR: Mercado Común del Sur or Southern Common Market (data excluding Bolivia); overlapping countries between RCEP and CPTPP, CPTPP and USMCA, AfCFTA and GAFTA, and GAFTA and GCC

Source: Oxford Economics; Roland Berger



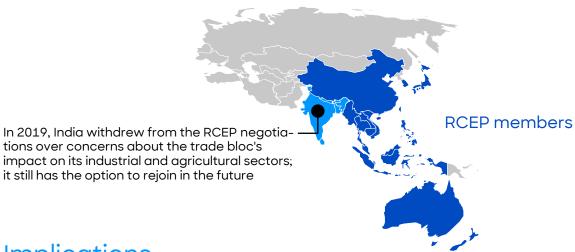






On January 1st, 2022, the Regional Comprehensive Economic Partnership (RCEP) came into force, creating the biggest trade bloc in history

Summary of the RCEP trade agreement



Implications

RCEP will establish common rules in areas of



Investment



Telecommunication



Competition



e-commerce



Intellectual property

RCEP does not include



Labor union provisions



Government subsidies



Environmental protection

What is RCEP?

- RCEP is a free trade agreement between 15 Asia-Pacific nations (including all ASEAN members): Australia, Brunei, Cambodia, China, Indonesia, Japan, Lao PDR, Malaysia, Myanmar, New Zealand, Philippines, Singapore, South Korea, Thailand, Viet Nam
- Members aim to benefit from lower or complete removal of tariffs within the next 20 years
- RCEP surpassed existing Asia-Pacific trade agreements in population and economic numbers
- As a result of the tariff reduction. Chinese companies saved about USD 330 m out of USD 13 bn of imports under the RCEP in 2023



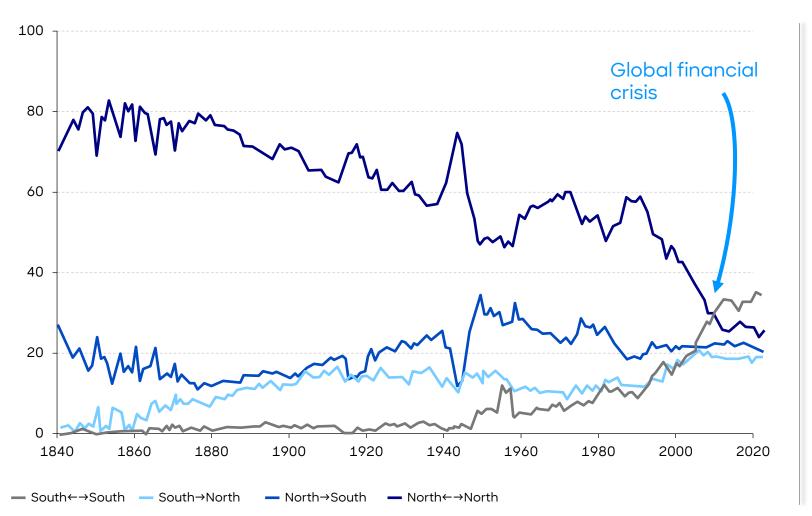






Countries of the Global North have been trading with each other for a long time, while trading relationships of poorer countries began much later

Share of global exports by income level of trade partners, 1840-2022¹⁾ [%]



- · Historically, world trade has displayed uneven relationships among trading partners: the araph shows the share of exports between different groups of countries, classified according to their income levels
- During the period of industrialization, poorer countries were almost cut off from global trade and were, at best, supplied by richer countries
- Now as globalization loses momentum, the structure of global trade flows also seems to change fundamentally
- While countries of the so-called Global North continue their decline in share of global exports, South-South trade has surpassed North-North trade around the time of the global financial crisis
- · These developments indicate a shift in the economic balance of power: countries in the Global South are catching up, with China leading the way

Source: Brookings; Roland Berger Roland Berger | 13

¹⁾ According to the source, 'rich countries' include Australia, Austria, Belgium, Canada, Cyprus, Denmark, Finland, France, Germany, Greece, Iceland, Iraland, Israel, Italy, Japan, Luxembourg, Netherlands, Norway, Portugal, Spain, Sweden, Switzerland, United Kingdom, United States. 'Non-rich countries' are all the other countries in the world for which data is available



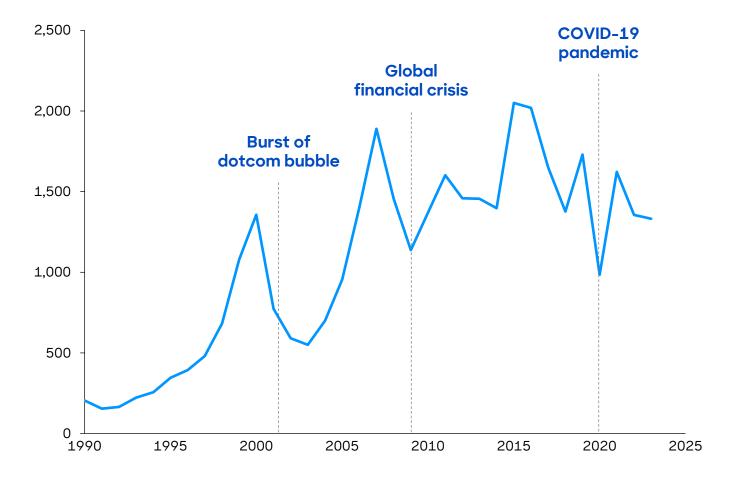






As global trade slows, so does foreign direct investment - A trend toward more regional value chains is emerging

Global foreign direct investment 1990-2023, inflows¹⁾ [USD bn]



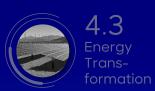
- · One facet of rising globalization is an increase in foreign direct investment (FDI). FDIs are investments by foreign firms abroad, either through the establishment of new operations or the (partial) acquisition of an existing business. As such, FDIs are long-term investments and involve elements of corporate control
- During the liberalization period, global FDI flows increased greatly. After the dotcom bubble and the global financial crisis, sharp declines in FDI followed. Especially after the latter, FDI flows were much more volatile and settled at lower levels compared to the pre-crisis peak
- In 2023, global FDI flows reached USD 1.33 trillion, down 2% from 2022, but excluding the impact of European conduit economies, inflows fell by more than 10%. FDIs to developing economies declined by 7%, while flows to developed economies decreased by 15%
- The decline in FDIs to developed economies was driven by corporate financial restructuring, partly due to the imminent global minimum tax on multinationals, and a significant drop in the value of cross-border mergers and acquisitions

Global FDI inflows

¹⁾ Due to different calculation methods, FDI data from different sources differ, sometimes considerably Source: UNCTAD; Roland Berger



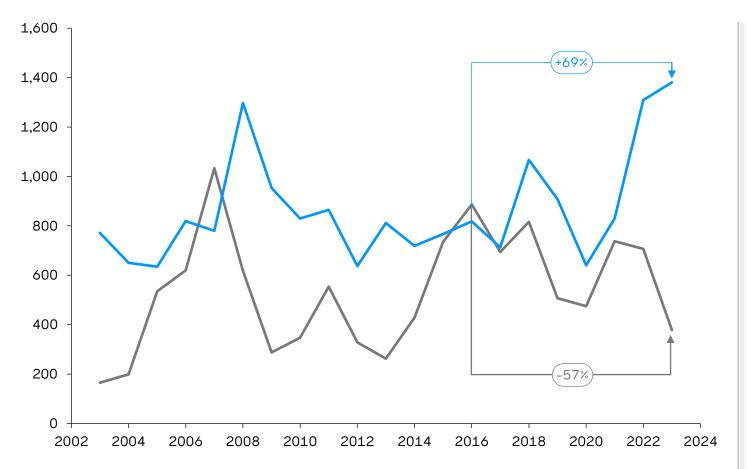






Greenfield investments have surged, offsetting the decline in overall FDI and cross-border M&A amid rising geopolitical risks

Value of net cross-border M&A sales and announced greenfield FDIs globally, 2003-2023 [USD bn]



- Overall, foreign direct investment (FDI) flows have seen a slight decrease, but greenfield investments, a significant component of FDIs, have experienced a notable increase of 69% from 2016 to 2023
- Cross-border mergers and acquisitions (M&A) have dropped by 57% due to increased geopolitical risks, regulatory scrutiny, and rising interest rates
- To mitigate these risks and to diversify their supply chains, companies are turning to greenfield investments
- Chinese firms are increasingly investing in Southeast Asia and Mexico to capitalize on lower labor costs and advantageous trade agreements - a strategy known as geopolitical arbitrage
- These underlying FDI trends show that globalization is evolving, rather than reversing, despite indications to the contrary based on global trade openness

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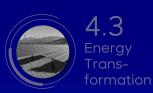
Source: UNCTAD: Roland Berger

Net cross-border M&A sales¹⁾
 Greenfield projects²⁾

¹⁾ Net cross-border M&As are calculated considering sales of companies in a host economy to foreign MNEs. They exclude sales of foreign affiliates (already owned by foreign MNEs) to other foreign MNEs. Divestments (sales of foreign affiliates to domestic firms) are subtracted from the value (number). Totals exclude the financial centers in the Caribbean;
2) Greenfield investment projects refer to a form of FDI whereby a company establishes entirely new operational facilities in a foreign country from the ground up



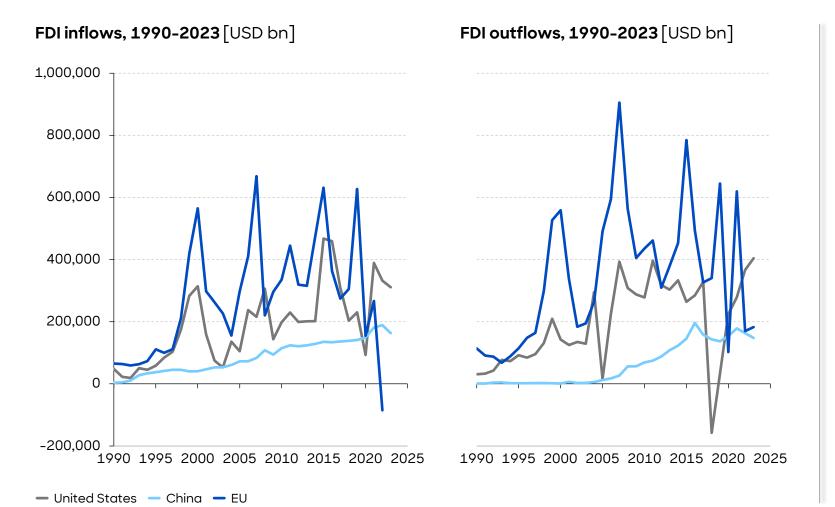






Historically, FDI flows of the US and the EU have been highly volatile - China demonstrates a consistent pattern of growth in FDI inflows and outflows

FDI in- and outflows in selected economies, 1990-2023



- It is not uncommon for FDI flows to experience notable fluctuations. Inflows and outflows are subject to significant volatility, with the potential for negative values. For example, investors in the EU have demonstrated caution due to geopolitical instability, weak economic performance, and high inflation in the wake of the pandemic and the war in Ukraine
- · However, on average over past decades. FDI inflows remain at a much higher level in developed countries compared to developing countries
- · Starting from a low level, China has seen a significant and continuous increase in FDI inflows and outflows since 2005. The rise in outflows has been supported by investments related to the Belt and Road Initiative. Increased investment by Chinese MNEs in overseas production facilities to circumvent trade barriers could further accelerate this trend in the future

Source: UNCTAD; Roland Berger





4.2
Power Shifts





UNCTAD identifies five major FDI trends – Factors other than economic determinants are playing a more important role in investment decisions

Five major FDI trends according to UNCTAD

01

Foreign investment struggles to keep up with production and trade

- The growth of foreign direct investment (FDI) and global value chains (GVC) is no longer in sync with GDP and trade expansion
- This divergence points to a substantial transformation in the global economic landscape

02

Services increase their weight in foreign direct investment

- In the period of 2004 to 2023, cross-border greenfield projects in services rose from 66% to 81%
- Investment in services within the manufacturing sector almost doubled, reaching approximately 70%, a development fueled by technological progress

03

Geopolitics plays a growing role in investment decisions

- Due to rising geopolitical tensions, greenfield investments are shifting away from geopolitically distant to more aligned countries
- Trade wars have reduced cross-border greenfield projects between geopolitically distant countries from 23% in 2013 to 13% in 2022

04

Seeing green: Foreign investment in environmental technologies soars

- Cross-border greenfield environmental technology projects in non-service sectors as a percentage of total greenfield projects increased from 1% to 20% over the past 20 years
- FDI in manufacturing electric vehicles and batteries has grown by 27% per year from 2016 to 2023

05

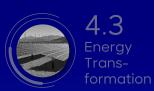
Foreign investments in LDCs are being marginalized

- The share of green-field FDI projects in least developed countries (LDCs), measured as a percentage of all greenfield FDI projects in developing countries, has fallen from 3% in the mid-2010s to 1%
- Over the past two decades, FDI in LDCs and lower-middleincome developing countries has decreased by 13 percentage points

Source: UNCTAD; Roland Berger Roland Berger



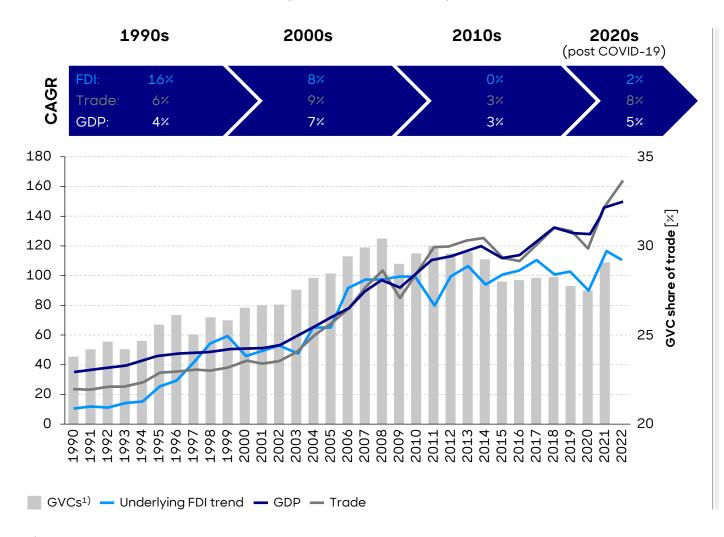






FDI growth is trailing behind production and trade, indicating a major shift in the global economic landscape

FDI, GDP, and trade trends (index, 2010=100)

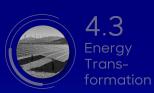


- · Foreign direct investment (FDI) and global value chain (GVC) growth are no longer in sync with GDP growth and trade expansion - signaling a substantial transformation of the global economic landscape
- This trend shows that investors are becoming more cautious due to the interconnected shifts in global production and supply chains, the increase in protectionist policies, and heightened geopolitical conflicts
- · GVCs have seen significant changes, moving away from offshoring and fragmentation trends toward more localized production and reintegration of previously outsourced processes
- This shift is driven by **technological** advancements such as robotics, supply chain digitalization, and additive manufacturing, alongside policy changes and sustainability concerns
- · These technologies are reshaping production, while new policies, including protectionism and sustainability initiatives, are adding to the transformation of the FDI landscape
- In the future, **developing countries** are especially at risk of falling further behind due to their heavy reliance on FDIs for economic growth

¹⁾ The GVC share of trade is proxied by the share of foreign value added in exports Source: UNCTAD; Roland Berger



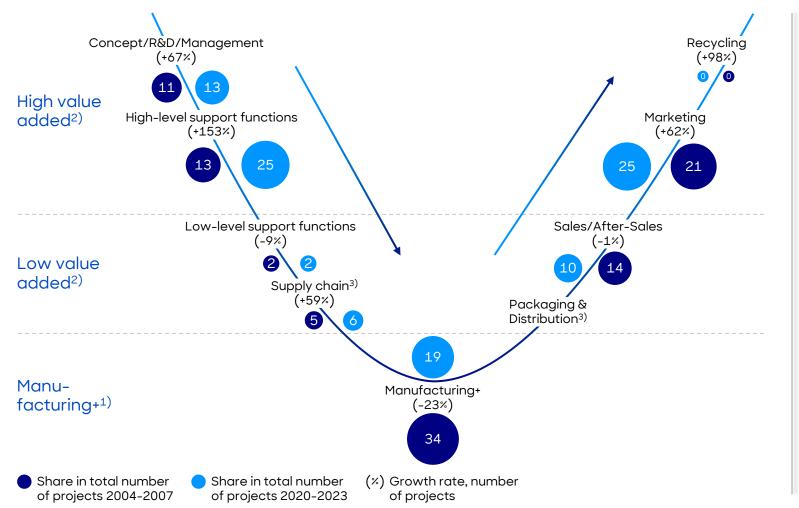






While greenfield investments have traditionally focused on manufacturing sites, investment abroad is now also aimed at service functions

Distribution of cross-border greenfield projects across stages of production [%]



- The smile curve depicts the shift in global investments from manufacturing to services with increasing focus on high value activities at either end of the curve - both upstream (pre-production) and downstream (post-production)
- Low-value, efficiency-seeking FDI projects, which used to serve as common entry points for developing countries into global value chains (GVCs), are now on the decline
- Higher-value, service-oriented, and more knowledge-intensive stages of production at the upper ends of the smile curve are becoming the focus of investment, with access largely limited to advanced and emerging economies
- Due to this shift, low-income countries - still at an early point in their global value chain development - face significant challenges

1) "Manufacturing+" includes "Manufacturing" and "Other non-services" activities. The latter group comprises the following categories: construction, electricity, extraction, and infrastructure;

2) Value added in non-manufacturing stages; 3) Figures for "Supply chain" also cover "Packaging & Distribution"

Source: UNCTAD: Roland Berger Roland Berger 1 19



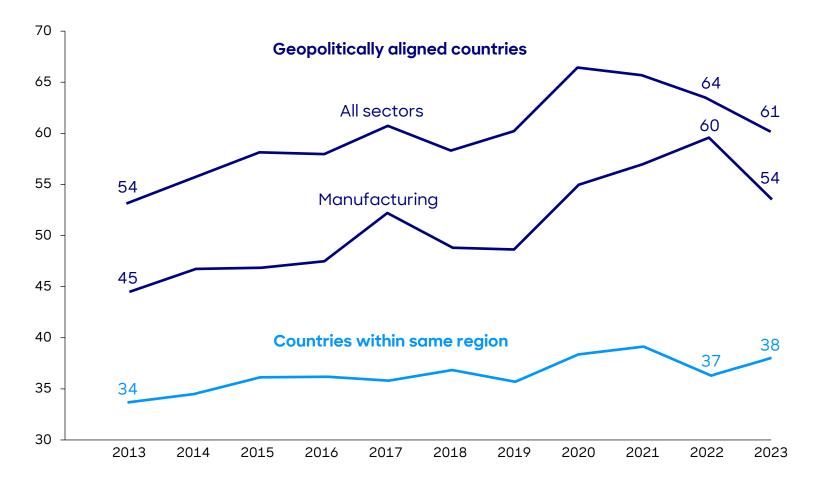






Geopolitics is increasingly important in FDI decision making, as the share of investment between geopolitically aligned countries appears to be a trend

Cross-border greenfield projects between countries that are "geopolitically aligned" vs countries within the same region, 2013-20231) [%]



- · Over the past decade, with the increase in global conflicts and political crises, traditional investment patterns began to weaken, resulting in unsteady investment relationships and reduced opportunities for strategic diversification today
- · According to UNCTAD data, geopolitical alignment is becoming ever more important compared to physical proximity when it comes to FDI decision making: the share of greenfield investment flows between geopolitically aligned countries increased from 54% in 2013 to 64% in 2022 - distinctly outpacing the increase between geographically close countries
- · Data for 2023, although lower regarding the former, still supports this decade-long trend overall
- · Manufacturing investment projects were particularly affected in the late 2010s, when trade tensions between China and the US escalated during the Trump administration

¹⁾ The assessment of geopolitical alignment is based on United Nations voting patterns Source: UNCTAD: Roland Berger





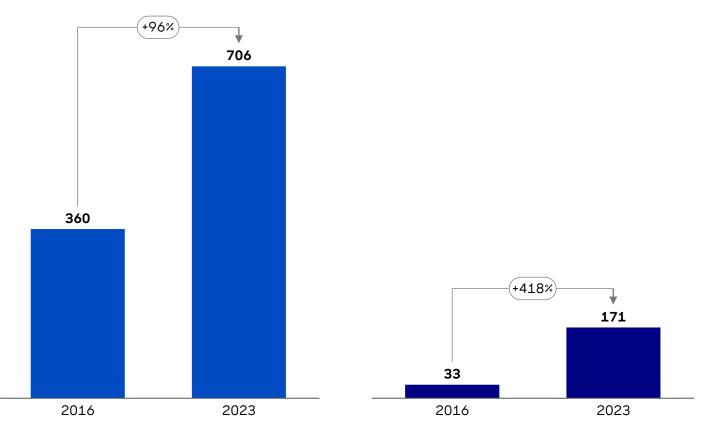




As concerns about climate change increase, FDI in environmental technologies are growing, particularly in battery and vehicle manufacturing

Number of cross-border greenfield projects in environmental technologies and manufacturing of batteries and EVs, 2016 and 20231)

Batteries and electrical vehicles Environmental technologies



- · With concerns about climate change on the rise, foreign direct investment (FDI) in environmenttal technologies has become the fastest-growing sector outside of services, almost doubling in the short period from 2016 to 2023
- · Over the past two decades, the share of greenfield projects in non-services sectors involving these technologies has risen from 1% to 20%
- · Cross-border greenfield investment projects in manufacturing of batteries and electrical vehicles rose more than 400% from 2016 to 2023
- · But increasing FDIs in environmental technologies only partially compensates for the decline in other manufacturing sectors
- · The emphasis on high-tech industries primarily advantages developed economies while smaller and less-developed economies face ongoing challenges with declining FDI in traditional sectors







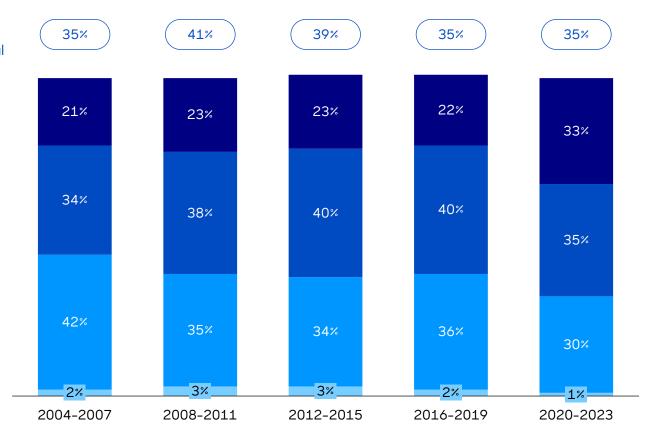


As global investment flows in developing countries favor high income nations, foreign investment in low income countries is being sidelined

Share of cross-border greenfield investments in developing countries by income level of recipient nations, 2004-2023¹⁾ [%]

High income Upper-middle income Lower-middle income Low income

Projects in developing countries as share of total (excl. China)



- Global investment flows to developing countries are gradually directed more toward high income developing countries
- The proportion of overall greenfield foreign direct investment (FDI) projects in least developed countries (LDCs, i.e. the lowest income segment of developing countries) has declined from 3% in the mid-2010s to just 1%
- FDI in low income and lowermiddle income countries have decreased by roughly a third over the past two decades
- The focus of FDI on high income developing countries leaves less developed countries more vulnerable, impeding their growth and development goals

Source: UNCTAD; Roland Berger 22

¹⁾ Due to rounding, sum of shares does not always total 100%; income categories based on World Bank classification. Analysis excludes cross-border greenfield projects in China to net the effects of the declining share of China as FDI recipient



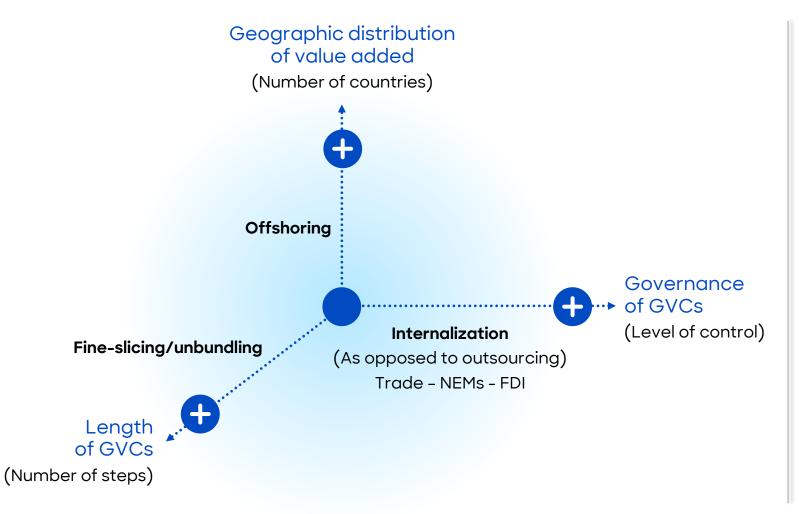






Trade and investment trends unfold in three key dimensions of international production

Key dimensions of international production

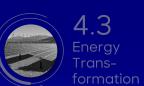


- The term international production refers to the global production networks of multinational enterprises (MNEs) which generate and coordinate global value chain (GVC) trade
- Multinational enterprises lead the coordination of GVCs as 80% of global trade is linked to international production networks of MNEs
- The key dimensions include the length of GVCs (number of production stages), the geographical spread of value added (number of countries involved), and the governance structure (control and management of GVCs)
- The length of GVCs is dependent on the ease of dividing production stages and the benefits of specialization while the geographical spread indicates how value is distributed across countries

Source: UNCTAD; Roland Berger Roland Berger



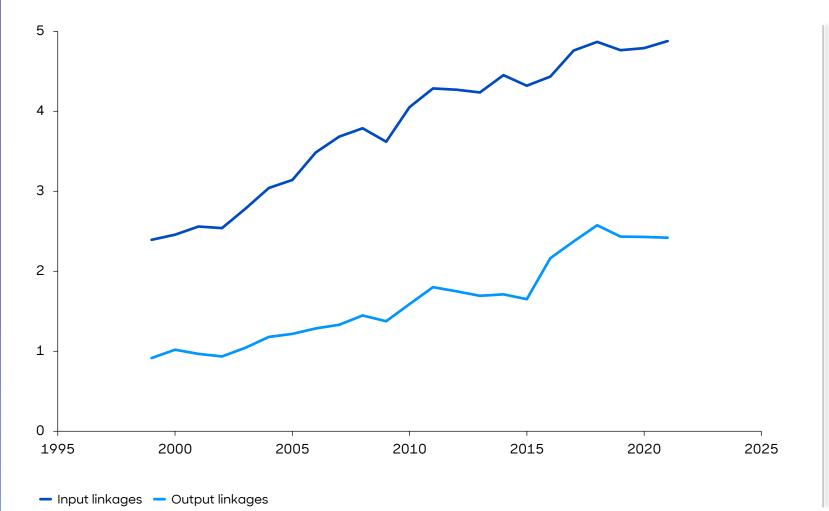






G20 emerging markets have expanded their role in global value chains, both as producers and consumers

G20 emerging markets in- and output linkages, 1999-2021¹⁾²⁾ [%, median across countries]



- · As G20 emerging markets become more integrated into global value chains, their development increasingly impacts businesses elsewhere
- Increased demand from emerging G20 countries can drive revenue growth for foreign firms in sectors like electrical equipment, machinery, and metal products
- Accelerated growth in such emerging markets can also provide foreign firms with **cheaper inputs** for production
- · However, this growth can also lead to increased competition, as these emerging markets expand their productive capacity downstream and export goods that directly compete with those from foreign firms

2) The G20 emerging market countries include Argentina, Brazil, China, India, Indonesia, Mexico, Russia, Saudi Arabia, South Africa, and Türkiye Source: IMF; Roland Berger

¹⁾ Input linkages = share of total inputs supplied by G20 EMs industries; Output linkages = share of global demand from G20 EMs consumer and firms;

4.1 Global

Economics







Three megatrends shape the future of international production

Megatrends shaping the future of international production



Technology/ New Industrial Revolution

Trends

- · Advanced robotics and AI
- Digitalization in the supply chain
- · Additive manufacturing (3D printing)

Key elements

- Industrial automation, AI-enabled systems ("white collar" robots)
- · Platforms, cloud, IoT, blockchain
- Distributed manufacturing, mass customization, commodification of production



Sustainability

- · Sustainability policies and regulations
- Market-driven changes in products and processes
- Physical supply chain impacts

- Major green plans (and varying implementation timelines), carbon border adjustments
- Increased reputational risks and demand for sustainably produced goods and services
- Supply chain resilience measures, changing sources of agricultural inputs



Policy and economic governance

- More interventionism in national policies
- More protectionism in trade and investment
- More regional, bilateral and ad hoc economic cooperation

- · Industrial policies, competition policy, fiscal policy
- Tariffs and non-tariff measures, shielding of strategic/sensitive industries
- Trade deals among select groups and on common-ground issues
- De-risking strategies or friend- and reshoring attempts

Source: UNCTAD; Roland Berger Roland Berger

4.1 Global Economics

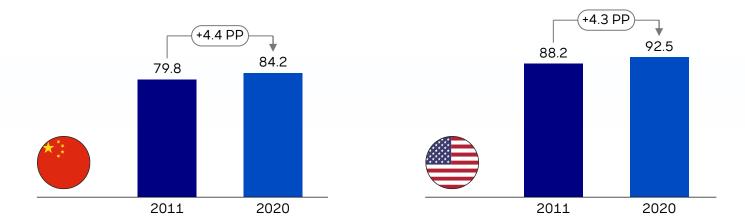


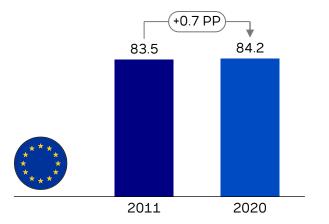


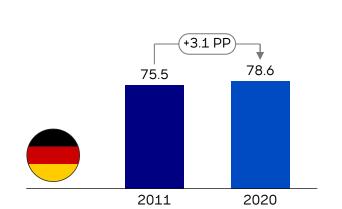


Mirroring global trade developments, global supply chains also weakened while domestic production gained prominence

Domestic share of value added as a proportion of a country's/region's total exports, 2011 and 2020 [%]





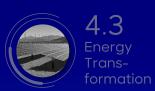


- The COVID-19 crisis has exposed key weaknesses in the principles of the international division of labor: a massive supply and demand shock at the beginning of 2020 brought many economies to a standstill
- However, the decline of the importance of global value chains had already begun a decade earlier
- China's economy moved up the value chain and replaced imports of intermediate products with domestic production
- In the US, the EU, and Germany, this kind of substitutional shift is also evident – although less pronounced in the EU
- The trend toward regionalization –
 or even reshoring of production
 is due to different factors
 including the reduction of wage
 differentials, a higher importance
 of transport cost, the pursuit of
 domestic production for essential
 goods, and/or the aim of a more
 sustainable production with
 shorter transport routes

Source: OECD; Roland Berger 26

Global **Economics**

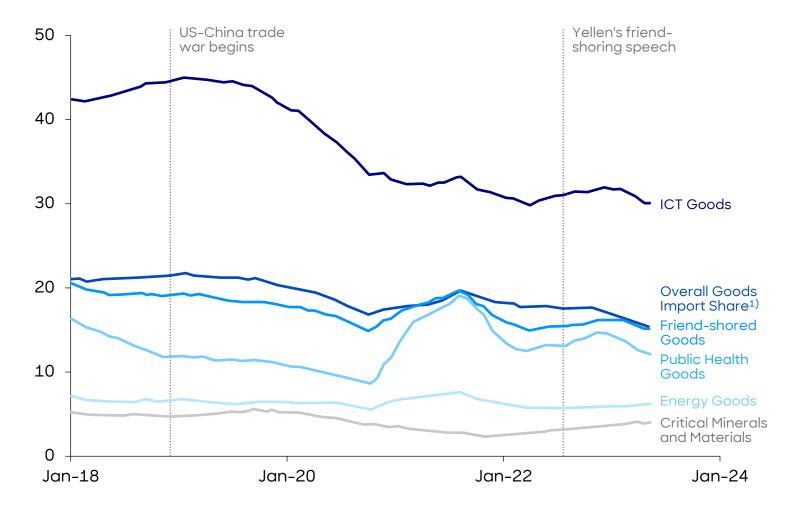






Early results of friend-shoring strategy reveal complex transition as US seeks to shift supply chains from China to trusted partners

China's share of US imports (12 month rolling average) [%]



- · In April 2022, the US Secretary of the Treasury, Janet Yellen, emphasized her country's strategic objective of free but secure trade - termed "friendshoring" - to shift supply chains from China to "trusted partners" such as Taiwan, India, Vietnam. and Mexico
- Progress in reducing China's share of US imports has been slow, with some sectors again experiencing slightly increased imports from China, for example regarding energy goods
- · Early effects of friend-shoring are visible, but challenges remain for the US, particularly in green energy and critical minerals
- · While the strategy is starting to have an impact, the transition is complex and ongoing





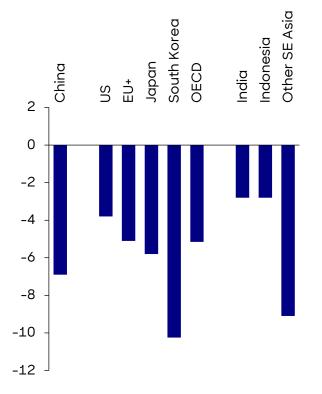




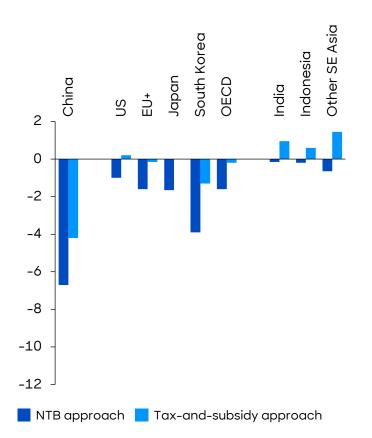
Friend- and reshoring strategies negatively impact global economic performance and value chains in the long term

Real GDP, percent deviation from baseline [%]

Long-term GDP losses from reshoring¹⁾²⁾



Long-term GDP changes from friend-shoring¹⁾²⁾



- In a reshoring scenario, in which countries focus on increasing domestic production and decreasing imports from both allied and rivaling countries, China faces a 6.9% long-term GDP loss due to reduced demand from OECD regions. Other Southeast Asian countries, particularly those with strong trade links to China and the OECD, experience significant losses exceeding 9% of GDP
- OECD regions see GDP losses ranging from 3.8% to 10.2%, with larger losses in open economies with strong connections to China, such as South Korea
- The friend-shoring scenario involves shifting imports from rivals to allies without reducing overall foreign dependence. In this approach, China and OECD members impose non-tariff barriers (NTBs)³⁾ on each other, China and South Korea face the largest GDP losses, while the rest of the world experiences minor effects due to trade diversion
- Under the tax-and-subsidy approach⁴), China incurs significant losses, while Southeast Asia sees gains through subsidies, and the US benefits slightly from improved trade terms

Source: IMF; Roland Berger | 28

¹⁾ EU+ = European Union plus Switzerland; 2) SE = southeast; 3) Non-tariff barriers (just like tariffs) affect trade decisions but generate deadweight losses for exporters rather than fiscal revenues for importers; 4) In the tax-and-subsidy approach, two countries that tax each other's exports use the tax revenue to boost exports from other regions









The evolution of global economics led to a power shift from developed to developing countries

Global economic power shift: Major drivers and indicators

Major drivers

- Globalization, integration of developing countries into global value chains
- Technological catch-up of developing countries
- Opening of economies
- Different patterns of population growth
- Build up/enlargement of economic trade zones/ custom unions/currency units
- Transformation of economies shifting supply and demand, e.g. from traditional to new critical raw materials
- Geopolitics, protectionism

Developed countries

Developing countries

Main indicators

- Global share of GDP
- · Global share of trade
- · Global share of FDIs

Further indicators

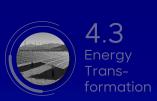
- Manufacturing dominance
- Technological catch-up
- Ownership of critical raw materials

- In recent decades, globalization and related factors have driven not only global growth but also an economic power shift towards developing economies
- Developing economies characterized mainly by a lower GDP per capita compared to developed nations – increased their share of global GDP, trade, and FDIs
- Furthermore, several of these countries developed into manufacturing power houses, rapidly catching up in terms of technological know-how and/or became globally relevant as key sources of critical raw materials necessary for the green energy transformation and economic sustainability
- This enhanced economic influence is not just reflected in statistics, but also in the fact that developing countries constitute major players in important economic groups, such as the G20, BRICS or RCEP. International treaties on global challenges, for example the Paris Agreement, are significantly shaped by developing countries
- This group of developing countries is not a homogeneous entity. Some countries, such as China and India, experienced significantly higher rates of economic growth than others and have become economic powerhouses. In contrast, other countries, including some in Africa, have been less successful in catching up
- Since the 2010s, growing geopolitical tensions have led to an increase in protectionism and "slowbalization". This decelerated - but never halted - the power shift towards developing economies, as evidenced in the continued increase of their global share of FDI inflows

Source: Roland Berger 29



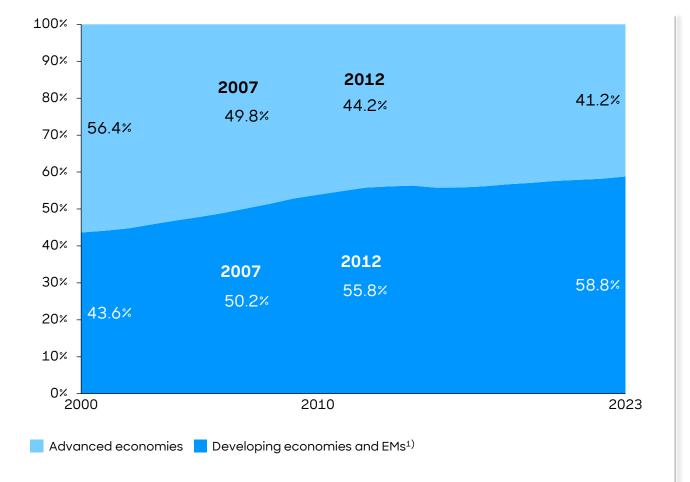






Since 2000, developing and emerging markets have seen a notable increase in their global share of GDP – In fact, since 2007, their share is more than 50%

Global share of GDP based on PPP data, 2000-2023 [%]



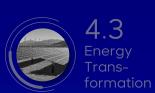
- Since the turn of the century, developing economies and emerging markets (EMs) increased their share of global GDP from around 44% to nearly 60% (measured in PPP terms). A significant part stems from China which increased its share of global GDP from 11.1% in 2000 to 19.5% in 2023
- A particular strong increase took place between 2000 and 2012, when globalization was on a high: developing economies and EMs have been integrated into global value chains shifting the creation of value added from advanced economies to developing economies and EMs
- A sectoral shift from agriculture to industry and then
 to services took place, while a know-how transfer in
 the later stages of globalization led to an increase in
 the skill levels of the workforce
- Population growth is another factor underpinning this shift from advanced to developing and EMs. While population growth in advanced economies has been subdued in recent decades, it has been strong in developing economies and EMs. The ready availability of working-age people for their labor markets is a key driver of GDP growth in these regions
- Yet, in the period from 2012 to 2023, the increase of the global GDP share of developing economies and EMs was only small - reflecting the "slowbalization" in this period

Source: IMF: Roland Berger Roland Berger Roland Berger I 30

¹⁾ Aggregate compiled by IMF (see IMF World Economic Outlook database). Some countries categorized as developing economy or EM belong to developed economies in aggregations from other international organizations. E.g., according to the IMF, countries from Eastern Europe like Poland or Hungary belong to developing economies and EMs, while they are classified as developed economies according to UNCTAD





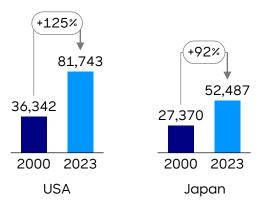


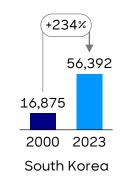


Since 2000, GDP per capita in emerging economies grew faster than in advanced economies - Developing economies struggle to catch up

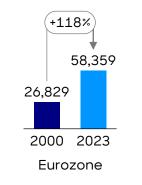
GDP per capita p.a. based on nominal PPP data, 2000 and 2023 [USD, %]

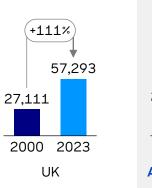
Selected advanced economies

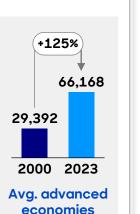




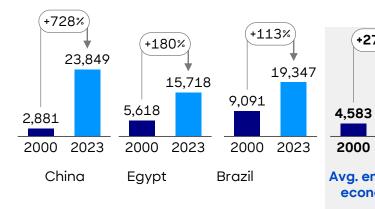
+273%



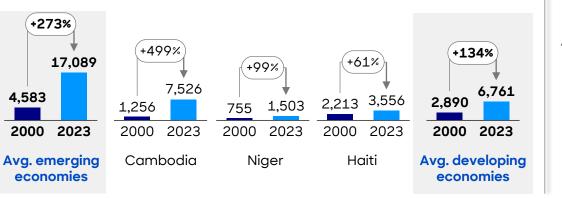




Selected emerging economies



Selected developing economies



- Emerging markets have stronaly increased their GDP per capita, which has narrowed the gap in relative prosperity between EMs and advanced economies. However, the absolute difference has increased
- · Poorer countries. on average, did not narrow the gap. Nevertheless, they also contributed to the overall economic power shift due to their high population growth
- · Within the country aroups, the range of GDP per capita growth is large. Since 2000, a few countries, e.a. Venezuela and Sudan. have even been faced with a decreasing GDP per capita



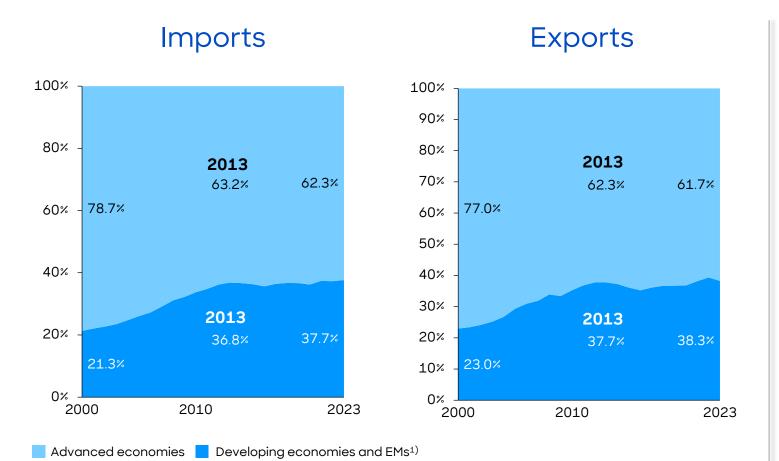






Power shifts in trade reflect the integration of developing and emerging markets into global value chains – Demand for their end products is growing

Global share of imports and exports based on nominal data, 2000-2023 [%]



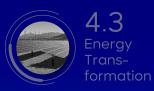
- For more than 20 years, the global share
 of imports and exports by developing
 economies and emerging markets (EMs)
 has been rising. The increase was
 notably high between 2000 and 2010,
 after which it became more marginal
- Like GDP, the share of China in global trade is high: in 2023, it was 10.5% for imports and 14.2% for exports
- A major reason for the increase is the growing integration of developing economies and EMs into global value chains
- In addition, the product offerings from developing economies and EMs for final use have demonstrated a sustained global demand, with notable examples including fashion goods, consumer electronics, and IT/telco equipment
- In many of these markets, growth in population and purchasing power raised additional import demand
- Finally, the growing working age population enabled companies to expand and thus to increase exports

Source: IMF; UNCTAD; Roland Berger | 32

¹⁾ Aggregate compiled based on IMF classification of countries (see IMF World Economic Outlook database). Country classifications differ depending on international organizations; according to the IMF, for example, countries from Eastern Europe like Poland or Hungary are categorized as developing economies and EMs, while they are classed as developed economies according to UNCTAD



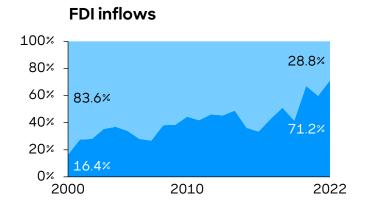


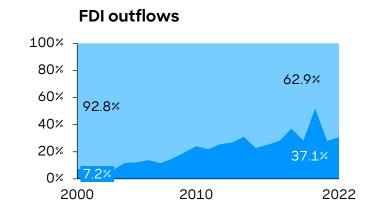


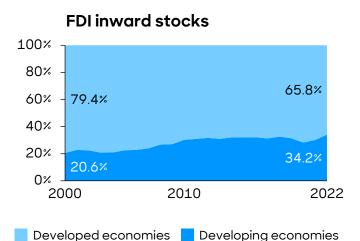


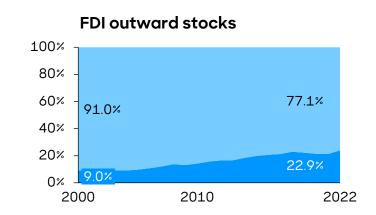
More than 70% of global FDI is directed toward developing countries – Their growing investment abroad is expanding their global economic footprint

Global share of FDI inflows, outflows, inward stocks and outward stocks based on nominal data, 2000–2022 [%]









- The development of FDI flows shows a strong power shift from developed countries to developing countries
- The global share of FDI inflows of developing countries increased from 16.4% in 2000 to 71.2% in 2022 (China 2022: 14.4%). Outsourcing of production to developing countries is a major reason for this trend
- Global share of FDI outflows from developing countries grew from a mere 7.2% in 2000 to 37.1% in 2022 (China 2022: 9.8%) demonstrating the growing financial power and strategic will of these countries to expand their economic footprint abroad be it for cost reasons or to gain access to markets and know-how
- The evolution of FDI stocks reflects the development of flows, but as yearly inflows and outflows are much smaller than current stocks, power shifts in stocks are less dynamic
- Nevertheless, global share of FDI inward stocks in developing countries increased from 20.6% in 2000 to 34.2% in 2022, while FDI outward stocks held by developing countries rose from 9.0% in 2000 to 22.9% in 2022

Source: UNCTAD; Roland Berger Roland Berger 1 33



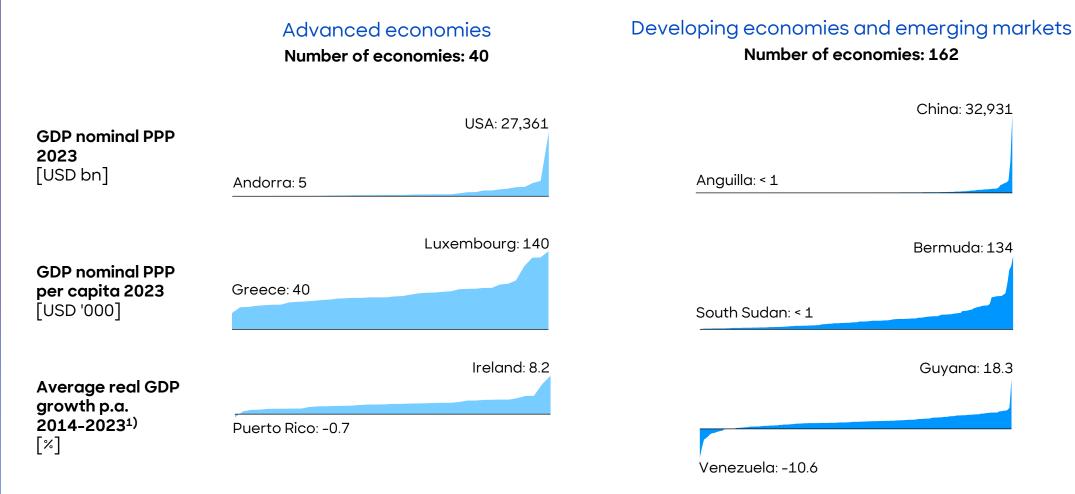






It is important to recognize that advanced economies, developing economies, and EMs are all highly diverse country groups

Selected economic indicators of advanced economies and developing economies and emerging markets: Range within the groups



¹⁾ For average real GDP growth p.a. 2014-2023 the number of advanced economies is 39, and for developing economies and emerging markets it is 153 Source: Oxford Economics; Roland Berger



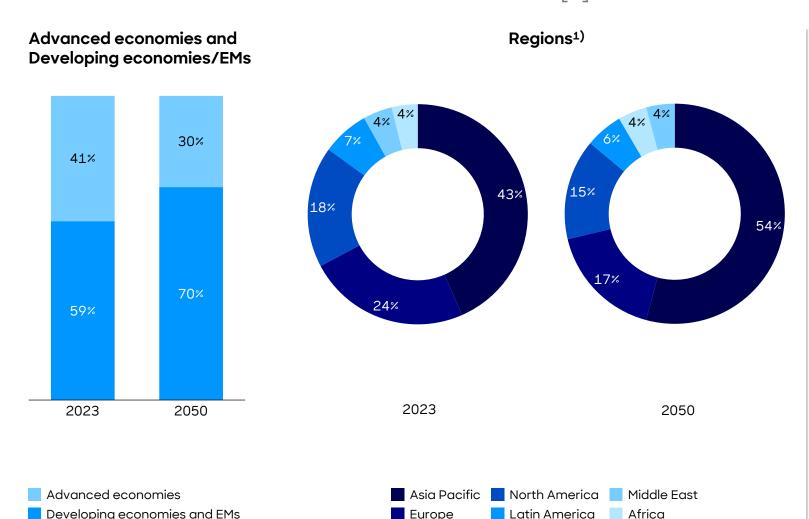






Toward 2050, power shifts to developing economies and EMs are set to continue - Asia Pacific is leading, LatAm and Africa retain marginal shares

Global share of GDP based on PPP data, 2023 and 2050 [%]

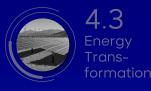


- Forecasters expect the **power** shift to developing and emerging economies to continue. By 2050, their share of global GDP is projected to account for 70%, 11 percentage points higher than in 2023
- Asia Pacific, already the most economically powerful region in the world, is set to increase its share of global GDP to over 50% by 2050
- **Europe and North America**, hosting most of the advanced economies, will loose ground but remain as the second and third largest economic regions globally
- Latin America, Middle East, and Africa are expected to roughly hold their respective shares: Middle East and Africa will stay at 4% each, while LatAm's share is expected to decline from 7% to 6% by 2050

¹⁾ North America = USA + Canada (Mexico is included in Latin America) Source: Oxford Economics; Roland Berger









Major developing countries and EMs will continue to strengthen their positions in the top 20 global economies - Yet some of them will lose ground

Top 20 countries in terms of GDP, 2023 and 2050 [USD bn]

GDP nominal PPP

Rank		2023		2050
1	China	32,931	China	129,508
2	USA	27,361	India	88,764
3	India	13,342	USA	77,716
4	Japan	6,528	Indonesia	22,244
5	Germany	5,544	Germany	12,628
6	Russia	5,180	Japan	12,051
7	Indonesia	4,391	Türkiye	11,494
8	Brazil	4,085	Bangladesh	11,213
9	UK	3,917	Russia	10,767
10	France	3,865	UK	10,723
11	Türkiye	3,629	Brazil	10,067
12	Mexico	3,276	Pakistan	9,319
13	Italy	3,245	Mexico	8,962
14	South Korea	2,918	France	8,844
15	Spain	2,411	Vietnam	8,215
16	Canada	2,386	Philippines	7,890
17	Saudi Arabia	2,242	Iran	7,602
18	Egypt	1,800	Canada	7,058
19	Iran	1,753	South Korea	7,050
20	Australia	1,724	Italy	6,241

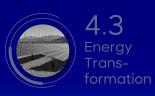
GDP nominal1)

Rank		2023		2050
1	USA	27,361	China	77,834
2	China	17,784	USA	77,716
3	Germany	4,537	India	37,253
4	Japan	4,227	Germany	11,681
5	India	3,490	UK	10,247
6	UK	3,406	Japan	8,079
7	France	3,056	France	7,857
8	Italy	2,258	Canada	7,008
9	Brazil	2,175	Brazil	6,655
10	Canada	2,143	Australia	6,337
11	Russia	2,019	Pakistan	5,388
12	South Korea	1,839	South Korea	5,197
13	Mexico	1,794	Türkiye	4,948
14	Australia	1,738	Mexico	4,910
15	Spain	1,581	Russia	4,850
16	Indonesia	1,371	Italy	4,764
17	Netherlands	1,154	Indonesia	4,619
18	Türkiye	1,096	Philippines	4,320
19	Saudi Arabia	1,068	Spain	4,000
20	Switzerland	885	Bangladesh	3,794

¹⁾ Data for Iran not considered due to a period of very high inflation in combination with a fixed exchange rate of the Iranian Rial to the USD Source: Oxford Economics; Roland Berger



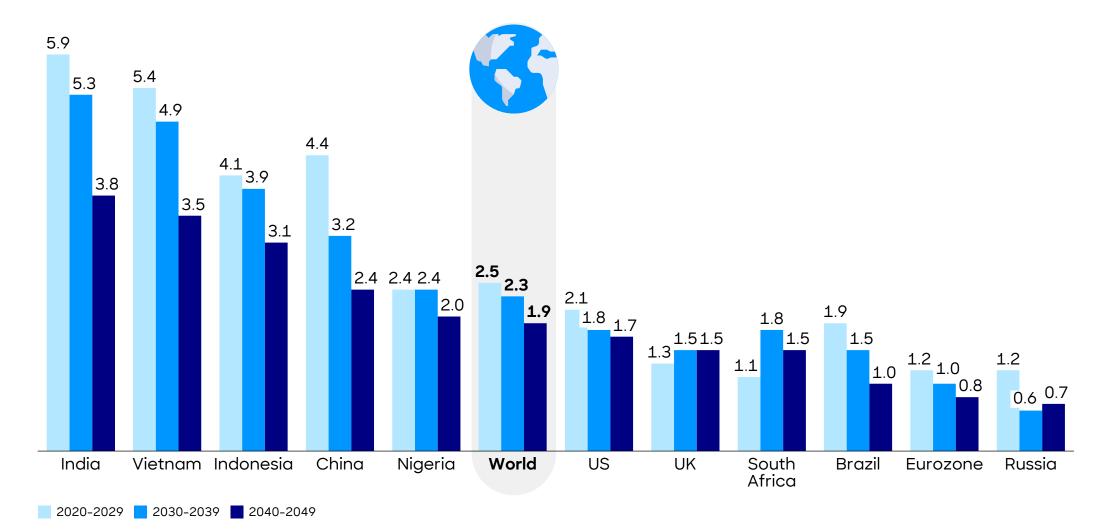






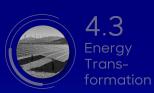
Real GDP growth projections confirm the ongoing power shift to major emerging markets - But within the context of declining growth overall

GDP growth projections for selected major economies [average real GDP growth rate p.a., %]







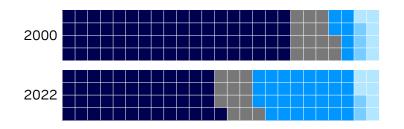




Over the past two decades, manufacturing power shifted to emerging markets – China advanced to become the "factory of the world"

Power shifts in manufacturing value added and trade

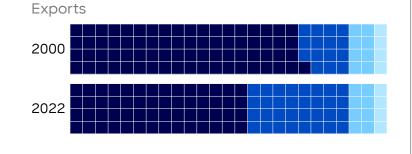
MVA share as proportion of global MVA by country group^{1,2)}

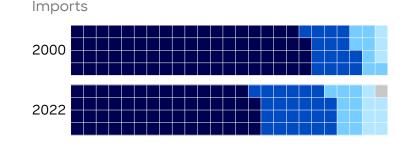


Top 5 countries with the largest manufacturing sector and their share in global MVA in 2022

1.	China	30.7
2.	United States of America	16.1
3.	Japan	6.0
4.	Germany	4.8
5.	Republic of Korea	3.1

Share of manufacturing trade by country group²⁾





- In 2000, 72% of global manufacturing value added (MVA) stemmed from high-income industrial economies. By 2022, this share had decreased to 49%. During the same time, China increased its share from 6% to 31%
- In 2022, China's share was bigger than the combined share of its four biggest competitors: USA, Japan, Germany, and South Korea (totaling 30%)
- A similar shift towards middleincome industrialized economies has been observed in terms of trade in manufacturing products
- The main reasons for this shift are outsourcing of production from advanced economies to EMs due to lower cost as well as market growth, a steep learning curve in manufacturing technologies in emerging markets, and an increasing integration of emerging markets into global value chains

- High-income industrial economies Middle-income industrial economies (excl. China)
- Middle-income industrial economies (incl. China) China High-income industrializing economies
- Middle-income industrializing economies Low-income economies
- 1) MVA = Manufacturing Value Added; 2) One square represents a share of 1%. High-income industrial economies comprise of advanced economies. High-income industrializing economies comprise of advanced economies and emerging markets. Middle-income industrial economies comprise of emerging markets (incl. China, Brazil, Russia, Indonesia, South Africa). Middle-income industrializing economies comprise of a mixture of emerging markets and developing economies (incl. India, Nigeria). Low-income economies comprise of developing economies

Source: UNIDO; Roland Berger | Roland Berger





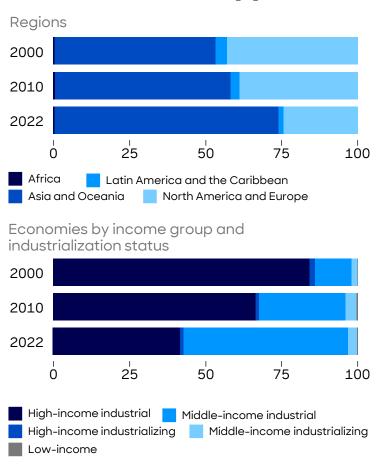




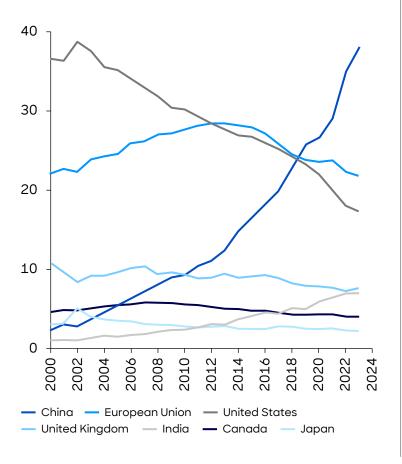
The creation of know-how has shifted to Asia/Oceania and middle-income industrial economies - China now dominates AI research output

Power shifts in patent applications and high-impact AI research publications

Distribution of total patent applications by regions and country groups [%]



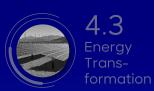
Share of high-impact AI research publications [%]



- The number of patent applications is a key indicator of an economy's or region's innovation strengths. Since 2000, the region of Asia and Oceania has increased its alobal share from just over 50% to nearly 75% in 2022. By contrast, North America and Europe have seen their global share decline
- · A similar shift can be observed from high-income industrial economies to middle-income industrial economies (incl. China)
- · Artificial intelligence (AI) is perceived as one of the most important technologies shaping our future. Historically, the US (and later together with the EU) led in terms of highimpact AI research publications, but since 2019 China dominates this area of know-how creation. In 2023, nearly 40% of all such publications stemmed from China. India also increased its share









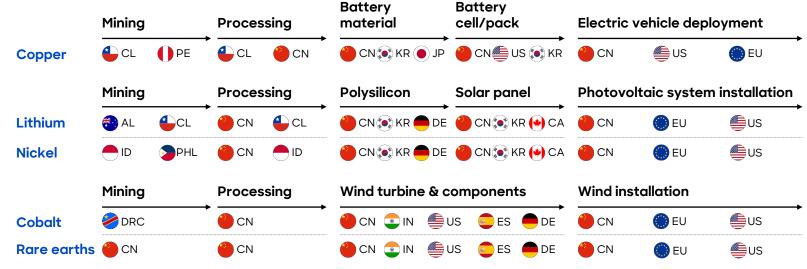
The world is shifting from oil and gas to clean energy technologies – In this domain, China is the dominant player in most stages of the value chains

Indicative supply chains of fossil fuels and selected clean energy technologies¹⁾

Oil and gas

	Upstream			Refining/midstream			Consumption			
Oil	U S	SA SA	RU	U S	CN	⊕ RU	# US	ON CN	● IN	→
Natural gas	US	RU	IR	RU	(QA	€ AU	U S	RU	CN	

Clean energy technologies



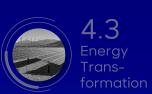
Looking ahead

Regarding the global energy transition and its underlying cleanenergy technologies, certain CRMs²⁾ will be considerably more in demand in the future:

Mineral	energy tech	demand, 2050 relative to 2021, factor ³⁾	
Lithium	Electric vehicles (EVs), battery storage	24.0	
Nickel	Geothermal, EVs battery storage, hydrogen	, 12.3	
Rare earths	Wind, EVs, battery storage	7.2	
Cobalt	EVs, battery storage	6.2	
Copper	Solar, wind, bio- energy, EVs, electricity networks, battery storage	2.8	



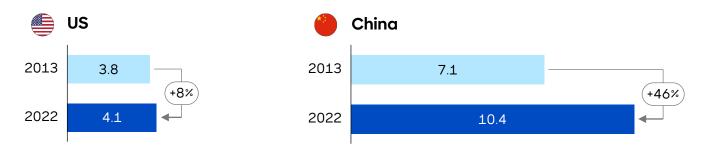




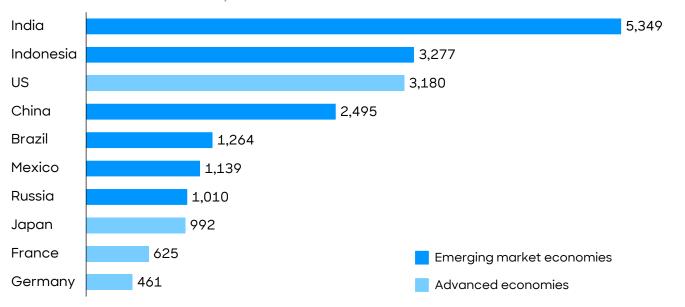


Emerging markets have also become powerhouses in terms of higher education - Investments are paying off now and well into the future

Degrees earned in higher education in the US and China, 2013 and 2022 [m]



Number of universities, 2023



- Investments in education pay off (see Trend 1 People & Society of our Roland Berger Trend Compendium 2050): well-educated people drive innovation, economic growth, and prosperity
- Emerging markets (EMs) are aware of the importance of education and invested a lot in all levels of education from primary to higher education
- Ching saw a 46% increase in the number of degrees awarded in higher education from 2013 to 2022, while the US achieved a growth of only 8% over the same period. China has achieved an impressive 2.5 times higher degree attainment rate than the US, with 10.4 million degrees awarded in 2022
- Looking at the **number of universities**, EMs again demonstrate considerable brain power: six of the top ten countries stem from EMs, with India and Indonesia in 1st and 2nd place respectively, and China in 4th position
- · Although quantity in terms of degrees awarded and number of universities - does not necessarily equate quality, it clearly highlights the value EMs place on education
- · Given that working tenure can span decades, educational investments yield long term benefits, also underlining the importance of ongoing professional development









Emerging markets have created economic strategies to define goals and roadmaps for development, to motivate people, and to allocate resources

Examples of economic strategies in selected emerging markets



- · A key element of emerging market's efforts to narrow the economic gap with advanced economies is the creation of comprehensive development plans
- Typically, such development plans comprise multiple pillars, including economic growth, productivity enhancements, infrastructure building, technological development, economic sovereignty, diversification of the economy, wider access to education, welfare improvements, and the creation of an inclusive, sustainable and resilient economy
- Development plans often focus on key sectors. These can receive subsidies or other economic incentives, which attract domestic or foreign investors
- Technological advancement and the development of relevant skills among the workforce are crucial for emerging markets, allowing for a shift towards higher-value production, enabling the manufacture of medium- and high-end goods instead of low-end items, and expanding their position in global value chains
- Development plans give domestic and international companies a clear framework for their investment plans and aim to motivate people to work for and participate in progress
- Most current plans are focused on domestic operations. However, the Chinese Belt and Road Initiative is a strategy that aims to connect foreign countries and China





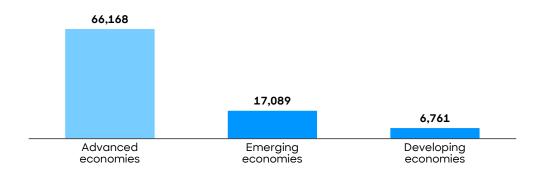




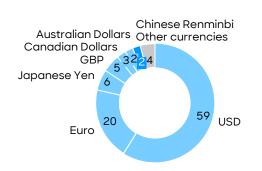
Although the power shift towards emerging/developing markets is significant, in some key areas advanced economies still dominate

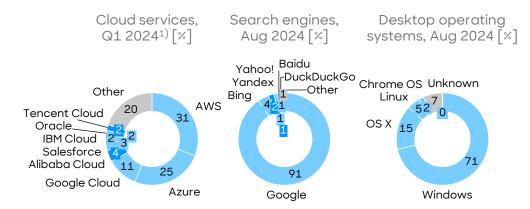
GDP PPP per capita, averages 2023 [USD]

Global market shares in key IT services, 2024

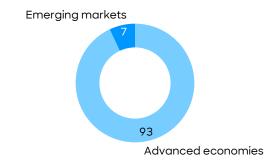


Foreign exchange reserves, global share, Q1 2024 [%]





Top 100 worldwide leading universities, 2024²⁾



- · Despite clear evidence of the economic power shift towards emerging/ developing markets, in many key areas, advanced economies retain a significant competitive edge
- · GDP per capita of advanced economies is about four (ten) times higher than that of EMs (developing economies), even when measured in PPP terms
- 85% of global foreign exchange reserves are held in US Dollar, Euro or Yen. Most of the rest is held in currencies from other advanced economies
- · US companies dominate the markets for key IT services
- 93 of the top 100 universities in the world are in advanced economies

¹⁾ Includes platform-as-a-service (PaaS), infrastructure-as-a-service (laaS) and hosted private cloud services; 2) According to Times Higher Education World Universities Ranking 2024 considering mainly research and teaching indicators, the number for advanced economies includes five universities from Hong Kong



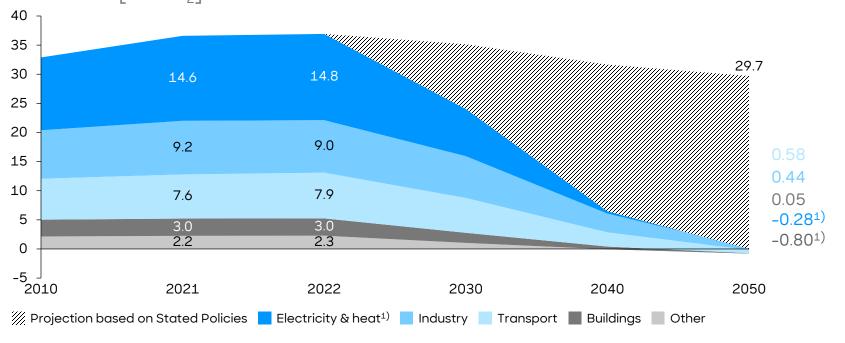






Today, economic development can no longer be understood without climate change considerations – To achieve net zero, sectoral CO₂ mitigation is key

Global CO_2 emissions by sector in the Net Zero Emissions Scenario vs Stated Policies Scenario, 2010-2050 [Gt CO_2]



Stated Policies Scenario (STEPS)

- Outlines the emissions reduction goals that countries have already announced
- Assumes that countries continue to implement policies that are currently in place, such as emission targets set out in international agreements

Net Zero Emissions (NZE) Scenario

- Sets out a path to reach global net zero emissions by 2050
- Assumes that all countries implement ambitious policies to reduce emissions from all sectors, including energy, industry, buildings, transport, and land use

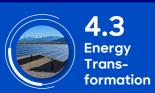
- With global temperatures continuing to rise and the effects of climate change becoming increasingly evident, reducing emissions from all economic sectors is essential to mitigate the worst of these effects and to create a more sustainable future
- To achieve the goal of net zero emissions by 2050, the transformation of the power and heat generation sector must take place faster than other sectors, as its electrification is extensive and therefore relies on vast amounts of green electricity

Source: IEA; Roland Berger 44

¹⁾ By 2050, the increased use of carbon capture and storage is expected to offset the CO₂ emissions of other sectors and thus become negative. Carbon removals and capture further contribute to reducing emissions with negative CO₂ emissions



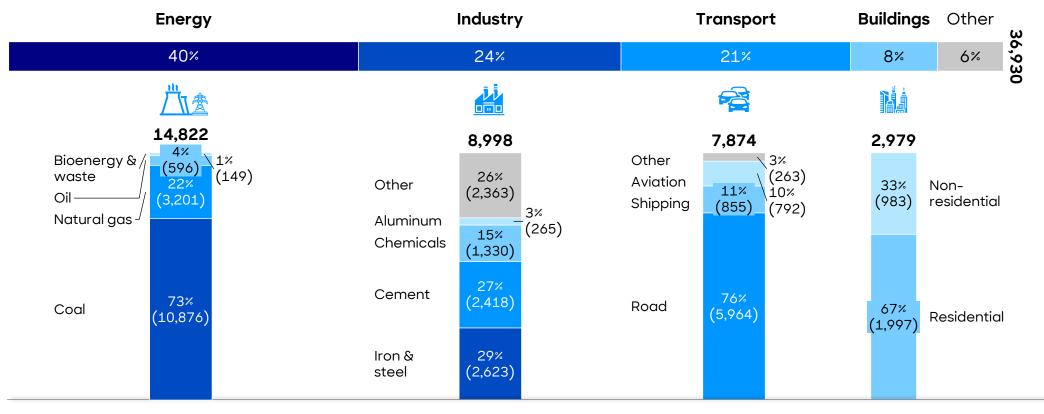






While most CO₂ emissions stem from energy production, other sectors of the economy are also facing urgent requirements to decarbonize

Global CO₂ emissions by sector, sectoral breakdown, 2022 [%, Mt CO₂]



- Energy generation holds the **largest untapped potential for reducing CO₂ emissions**, contributing approximately 40% of the world's total. The sheer scale of emissions from this sector highlights **the critical role it must play in the fight against climate change**. Transitioning to cleaner energy sources and improving efficiency within this domain could lead to significant reductions in greenhouse gas emissions
- However, the energy sector is one of many sectors where emission reduction potentials are sizeable; sectors such as industry, transportation, and buildings also require substantial advancements to achieve **meaningful emission reductions**, thus **contributing more to a sustainable future**

Source: IEA; Roland Berger Roland Berger









The energy chain provides a framework to understand the transformation and flow of energy from natural sources to its end use

Schematic illustration of the energy chain

losses

Primary energy

Raw, unprocessed inputs into the energy system

Secondary energy

Primary energy converted into a transportable form

Transformation

Transforming raw materials into secondary energy can be very inefficient, e.g. when burning fossil fuels up to two-thirds of the primary energy is wasted as heat

Final energy

Secondary energy that is delivered to a consumer

Distribution losses

Energy can be lost during distribution, e.g. through a power grid

Useful energy

Energy put to the desired output

Equipment losses

Most appliances don't convert all energy into their desired output, e.g. light bulbs or engines also produce heat

- The concept of the energy chain provides a comprehensive framework for understanding the transformation and flow of energy from its natural sources to its end use, highlighting efficiencies, losses, and environmental impacts at each stage
- It illustrates the four key stages:
 primary energy, secondary energy,
 final energy, and useful energy. Each
 stage represents a transformation
 regarding the form and application of
 energy from its origin to its ultimate
 use
- Primary energy refers to the initial sources of energy found in nature pre-transformation. Secondary energy is the energy derived from the conversion of primary energy into more usable forms; this stage involves processes such as refining. Final energy represents the energy as delivered to the consumer in its ready-to-use form. Useful energy is the actual energy service received by the end-user after accounting for all conversion losses along the energy chain

Example: Oil to drive a car

Oil Gasoline from a refinery

Example: Coal to power a lightbulb

Coal

Electricity from a power plant

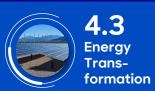
Gasoline at a fuel pump

Electricity supplied to a home

Light of a lightbulb

Movement of a car

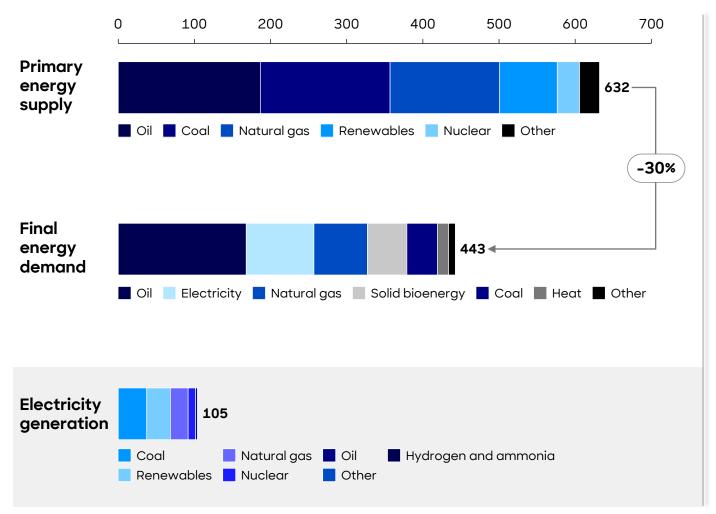






Along the energy chain, significant amounts of energy are lost through transformation, distribution and equipment losses

Illustration of the global energy chain, by energy source, 2022 [EJ]

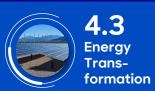


- In 2022, the discrepancy between primary energy supply and final energy demand was approximately 30%. This divergence is attributable to energy losses occurring throughout the energy chain
- In the global energy mix, fossil fuels remained the dominant source of primary energy supply and final energy demand in 2022. However, renewable energy sources contributed significantly to electricity generation, comprising approximately 30% of the total – yet still trailing behind coal, which accounted for 37% of global electricity production
- **Decarbonization** of the energy sector will be driven by comprehensive electrification and a transition to renewable energy sources. In the Net Zero Emissions (NZE) scenario, the share of renewables in electricity generation is projected to increase to 89% by 2050, accounting for 71% of primary energy supply
- **Electrification** of the economy **reduces** primary energy supply by increasing efficiency. Renewable electricity can be converted to useful energy more efficiently than fossil fuels, thus requiring less primary energy inputs to meet final demand. This shift lowers energy losses and improves system efficiency

¹⁾ CCUS (Carbon Capture, Utilization, and Storage) refers to technologies designed to capture carbon dioxide (CO2) emissions from industrial processes or directly from the atmosphere Source: IEA; Roland Berger Roland Berger | 47



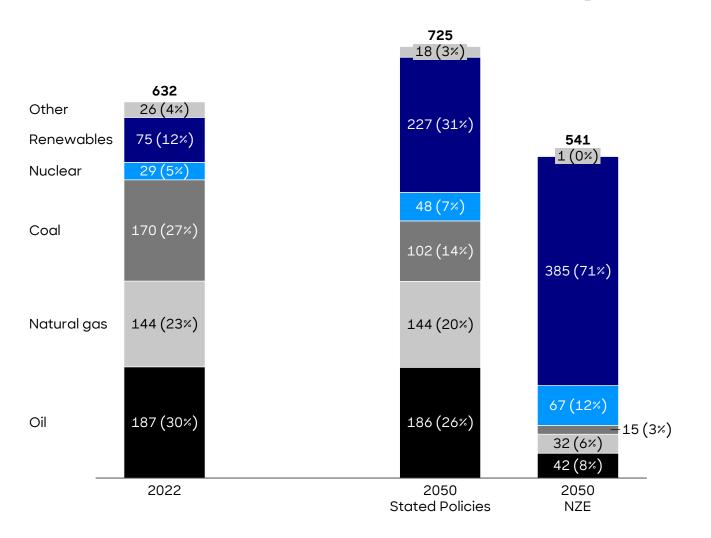






Transition of energy systems is essential to combat climate change - An increasing share of renewables enables reduction of primary energy supply

Global primary energy supply, by fuel type, 2022 and 2050 [EJ, % indicates share of total]



- A far-reaching decarbonization of the energy chain is required to achieve net zero targets: in the NZE scenario, 71% of the primary energy supply must be covered by renewable energies by 2050
- Electrification of the economy can significantly advance this objective by enhancing energy efficiency and delivering clean energy, thereby reducing the overall primary energy demand
- Since electricity generated from renewables can be more efficiently converted to useful energy compared to fossil fuels, less primary energy is required to meet the same level of final energy demand. This shift reduces energy losses and improves overall energy system efficiency, leading to a lower primary energy supply
- Stringent policies and changes in consumer behavior also play a role in reducing energy demand. This includes measures such as improved urban planning, shifts in transportation modes, and more efficient use of energy in homes and businesses
- Despite ongoing efforts, achieving net zero remains a distant goal. Under the Stated Policies Scenario, current projections indicate that fossil fuels will continue to dominate the energy mix by 2050, with primary energy demand also set to increase

Source: IEA; Roland Berger Roland Berger





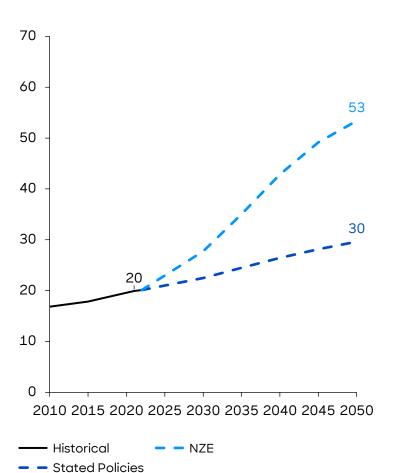




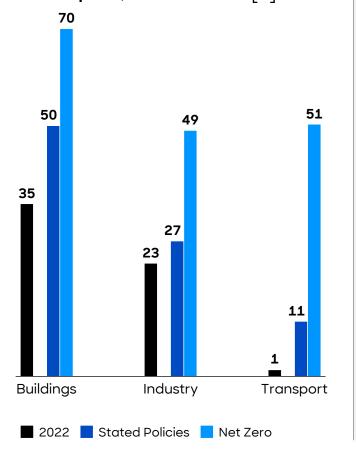
Accelerating the electrification of multiple sectors of the economy is vital to mitigate climate change

Global electrification progress

Electricity as a share of total final energy consumption, 2010-2050 [%]



Electrification across end-use sectors as share of total final energy consumption, 2022 and 2050 [%]



- · Globally, the share of electricity in final energy consumption will increase significantly by 2050. In the Stated Policies Scenario, the share of electricity increases from 20% in 2022 to 30% in 2050. By contrast, to achieve the net zero target, the share of electricity in final energy consumption must rise to 53%. The remaining energy consumption is largely made up of oil (12%), solid bioenergy (8%), and hydrogen (5%)
- A major potential for electrification lies in the building sector. Under the NZE Scenario, the share of electricity in energy consumption in buildings must double from 35% to 70% by 2050
- Similarly, the **transportation sector** is undergoing electrification only to a small extent to date. While progress has already been made in areas of personal mobility, freight transportation, for example, has yet to experience major electrification
- To achieve the net zero target, the share of electricity in industrial energy consumption must also more than double by 2050

Source: IEA; Roland Berger Roland Berger | 49

4.1 Global Economics

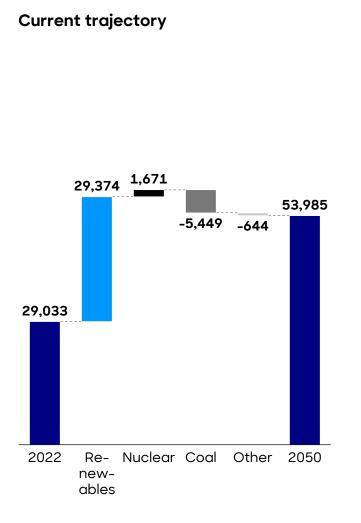


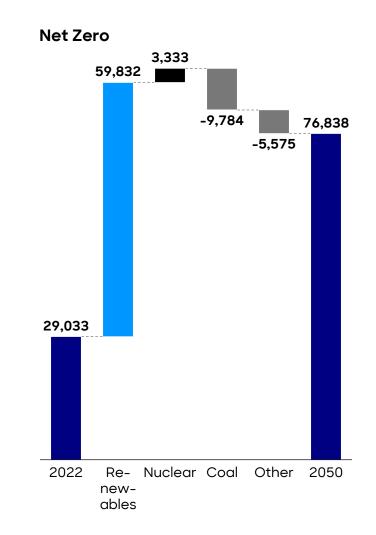




Boosting electricity generation from renewable energy sources is key to improving clean energy production

Global electricity generation by source, 2022, and path to 2050 [TWh]





- It is essential not only to increase the share of electricity in final energy demand but also to decarbonize the electricity generation process itself. In the Net Zero Emissions by 2050 Scenario, electricity generation needs to more than double, necessitating an additional 60,000 TWh from renewable energy sources
- While electricity generation from nuclear energy sources will also increase, the demand for energy from fossil fuels, by contrast, is expected to decrease
- Global coal-fired power generation decreases by around 50% by 2050 in the Stated Policies Scenario (current trajectory), reflecting a broad-based decline across most regions of the world, with the main exceptions being India and emerging Asia. In the NZE Scenario, coal-fired electricity generation even decreases by more than 90%

Roland Berger | 50

Source: IEA; Roland Berger



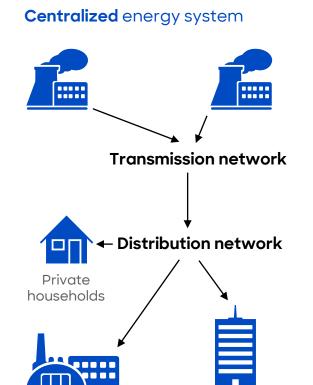






Near term, energy production facilities will be located closer to where energy is consumed, reducing system inefficiencies and lowering costs

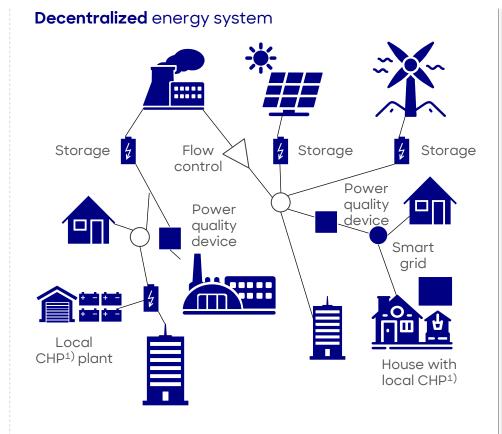
Differences between a centralized and decentralized energy system



Unidirectional energy flow 'Generation follows load'

Commercial

plants



Bidirectional energy flow 'Load follows generation'

- Traditionally, power industry infrastructure has been modelled on a system of large, centralized power plants supplying energy via farreaching transmission networks and downstream distribution networks, which, in turn, supply households and commercial sites
- Decentralized energy systems are characterized by energy generation facilities located closer to places of consumption
- Decentralization of energy production enables optimized use of renewable energy sources and CHP1) while reducing fossil fuel consumption under increased eco-efficiency
- As end users are widely distributed, similarly distributed and decentralized power generation can reduce transmission and distribution inefficiencies as well as lower associated economic and environmental costs

Commercial

buildings





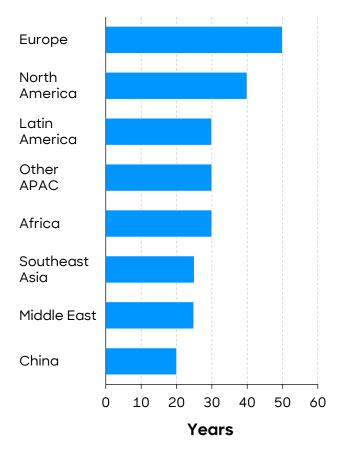




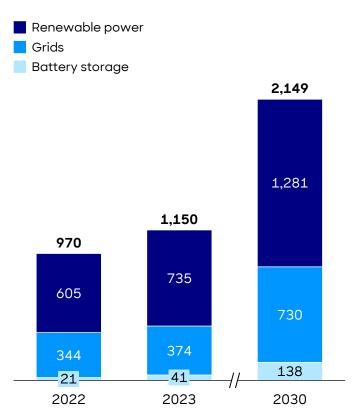
Increased investment in energy infrastructure is needed to successfully integrate a larger share of renewable energy sources into power systems

Investment needs for power grids

Average age of regional power grids [years]



Annual alobal investments in renewables, grids and battery storage in the Net Zero Emissions Scenario, 2022-2030 [USD bn]



- · As the demand for clean energy grows, many existing grids are deemed outdated, inadequate, and unable to manage the intermittent nature of renewables like solar and wind
- The rise of distributed energy resources, such as rooftop solar panels and local energy communities. requires a more flexible arid capable of handling bidirectional power flows
- · Furthermore, as economies move towards electrification for heating, in transportation and industry, electricity demand is expected to surge, necessitating significant grid upgrades
- Enhancing grid resilience against extreme weather events and cyber threats is also a critical consideration. as is the **need for long-distance** transmission infrastructure to connect remote renewable energy sources to population centers
- Failure to make these investments could jeopardize the connection of key decarbonization technologies such as electric vehicles, heat pumps, and renewables





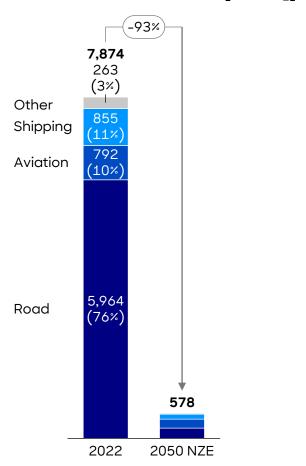




Road transport accounts for the largest share of transport emissions worldwide - Switching to clean fuels paves the way to carbon neutrality

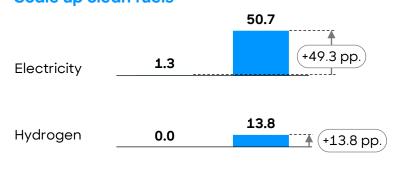
Decarbonization efforts in transportation

Global transportation CO_2 emissions, 2022 and 2050 [Gt CO_2]

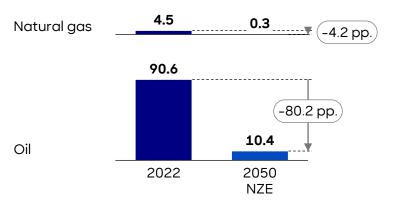


Share of fuel type in transport final energy demand, globally, 2022 and 2050 [%]

Scale up clean fuels



Phase down fossil fuels

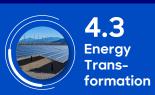


- Transport accounts for more than a third of CO₂ emissions from end-use sectors. Motorized transport on land, sea and air remains dependent on internal combustion engines that generally run on fossil fuels
- In 2022, the rebound in passenger and cargo transport activity, following the COVID-19 pandemic, led to a 3% increase in transport CO₂ emissions compared to the previous year
- Getting on track with the NZE
 Scenario would require transport
 emissions to fall by about 25% to
 around 6 Gt by 2030, even with an
 anticipated growth in demand
- Achieving this drop will depend on the rapid electrification of road vehicles, operational and technical energy efficiency measures, the scaling up and commercialization of low-emissions fuels - especially in the maritime and aviation sub-sectors and policies to encourage modal shift to less carbon-intensive travel

Source: IEA: Roland Berger Roland Berger



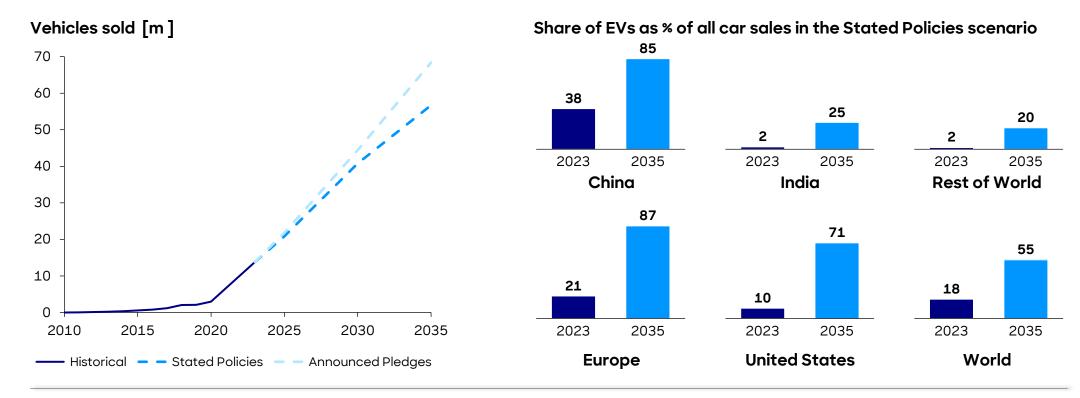






Electrification is key to decarbonizing road transport – EVs must account for a larger share of new car sales to meet climate targets

Global electric car sales and sales share [m, % of all car sales]



- Electric vehicle sales continued their upward trajectory, reaching nearly 14 million units in 2023, with sales in 2024 projected to rise to around 17 million units, representing over 20% of global car sales. Despite concerns about the industry's growth rate driven by factors such as narrow profit margins, fluctuating battery metal prices, high inflation, and the gradual reduction of purchase incentives in certain countries global sales data indicate a robust demand
- In 2023, China, Europe, and the United States accounted for the majority of electric vehicle (EV) sales, with shares of 60%, 25%, and 10% respectively. Collectively, these regions represent around 65% of global car sales, highlighting that EV adoption remains more regionally concentrated compared to traditional vehicles. Although EV penetration in emerging markets with large car industries is still modest, several factors suggest potential for significant growth; policy interventions, including purchase subsidies and incentives for EV and battery production, are instrumental in driving this expansion

Source: IEA; Roland Berger Roland Berger





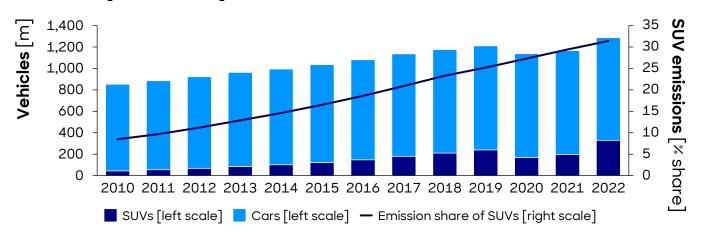




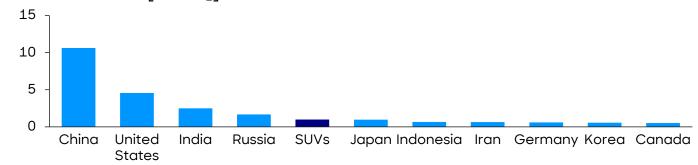
The growing trend towards SUVs threatens to undermine the achievement of climate targets – SUVs emit 20% more CO₂ than conventional cars

Facts around SUVs

Global passenger car fleet and share of SUVs in total car emissions, 2010-2022 [m vehicles, %]



Global combustion-related CO_2 emissions from SUVs and 10 highest-emitting countries, 2023 [Gt CO_2]



- Sports Utility Vehicles (SUVs) continue to enjoy growing popularity worldwide. From 2010 to 2022, their numbers have soared, reaching nearly 330 million in 2022
- In 2023, SUVs represented 48% of global car sales, setting a new record and reinforcing the dominant automotive trend of the early 21st century – the ongoing transition towards increasingly larger and heavier vehicles
- There are various driving forces behind this trend, including the perception of SUVs as status symbols, their perceived advantages in terms of safety and comfort, and the strategic marketing efforts of major automotive manufacturers
- In large part, though, the rise of SUVs is attributable to a deliberate strategy by automakers to promote these vehicles.
 Despite their modestly higher production costs, SUVs are sold at a premium, resulting in a 10-20% higher profit margin compared to smaller vehicles
- The rising sales of SUVs pose a significant challenge to meet carbon reduction targets.
 Owing to their larger size and increased weight, SUVs consume notably more fuel than conventional vehicles, leading to CO₂ emissions that are approximately 20% higher

Source: IEA; Roland Berger Roland Berger





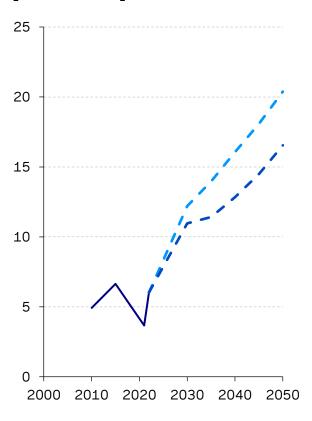




As global aviation activity continues to grow, sustainable technologies are expected to pave the way for a net zero aviation future

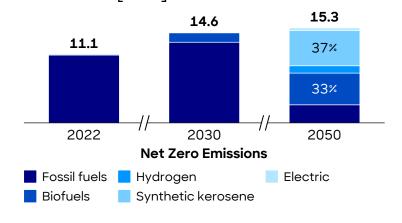
Global aviation activities

Global aviation activity, 2010-2050 [trillion pkm¹⁾]

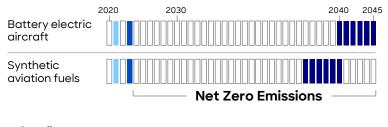


Stated Policies
 Net Zero

Global aviation energy consumption, by fuel, 2022-2050 [EJ, %]



Technologies enabling the use of low-emissions fuels in aviation, 2020-2050 [market status]



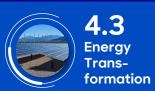
- Small prototype or concept
- Large prototypeMarket uptake

- Although aviation is contributing a comparatively modest share to global emissions. it remains one of the most difficult sectors to decarbonize
- Despite the observed reduction in air travel during the coronavirus pandemic, demand for aviation is projected to increase significantly through 2030, even under the Net Zero Emissions Scenario
- As a result, technological advances throughout the aviation sector are essential, including the development of low-emission fuels, aircraft and engines enhancements, and the optimization of operational efficiency
- By 2050, the proportion of sustainable fuels in the sector's energy consumption is set to increase significantly: together, synthetic kerosene and biofuels should then account for 70% of energy consumption, while the proportion of fossil fuels should fall significantly
- It may take some time before these fuels are market-ready: estimates suggest their uptake from 2035 onward. Battery electric aircrafts are also not expected to be commercially viable until 2040

¹⁾ Pkm refers to passenger-kilometer and is a unit of measurement representing the transport of one passenger by a defined mode of transport over one kilometer Source: IEA; Roland Berger



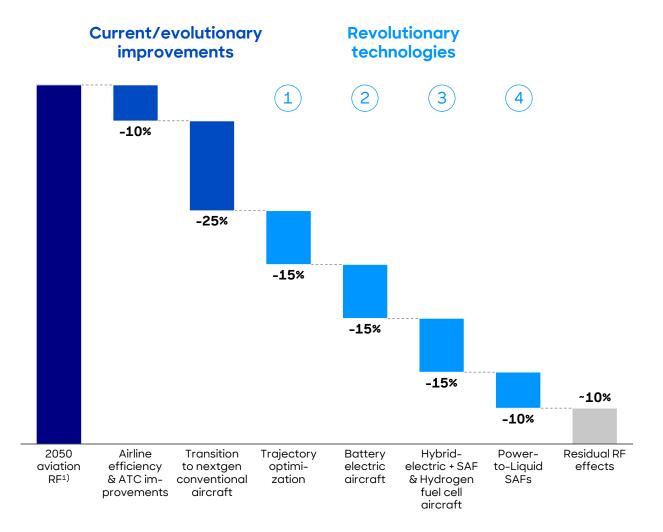






Aviation can reduce its radiative forcing impact by 90% through evolutionary process improvements and revolutionary new technologies

Radiative forcing¹⁾ mitigation measures



- The climate impact of aviation extends significantly beyond CO₂ emissions due to factors such as contrails, aviation-induced cloudiness, water vapor, sulfates, and **nitrogen oxides** (NOx)
- Estimates suggest that the overall radiative forcing impact of aviation is approximately three times greater when accounting for these additional effects beyond CO2 alone
- To address these climate impacts, both incremental improvements and revolutionary technologies are essential
- Enhancements in airline efficiency and air traffic control (ATC) can reduce radiative forcing effects by approximately one third. Revolutionary technologies such as trajectory optimization, battery electric aircrafts, and sustainable aviation fuels (SAF) have the potential to mitigate an additional 55% of radiative forcing, leaving a residual impact of about 10%
- SAF offers the greatest potential to reduce CO₂ emissions from international aviation. However, while several countries and major oil companies, are investing in SAF production facilities, there remain many challenges
- Currently, SAF is currently 2-5 times more expensive than conventional jet fuel. Additionally, there is still a huge gap in production capacity. In addition, the infrastructure regarding supply chains and airports must be converted to SAF

¹⁾ Radiative forcing (RF) measures the balance of energy moving into vs. out of the Earth's atmosphere (i.e. the instantaneous impact on global warming) Source: Roland Berger Aviation Radiative Forcing Model





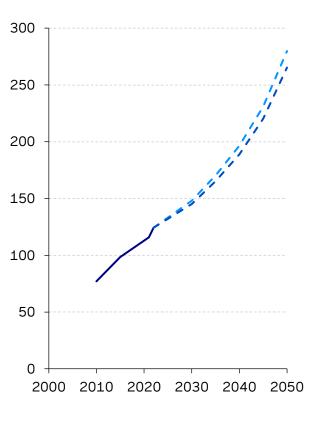




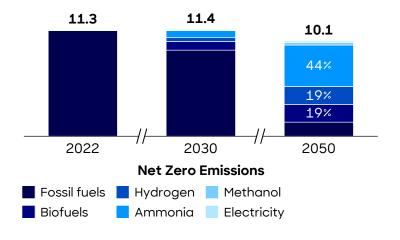
As the shipping industry is expected to grow significantly in the future, the transition to sustainable fuels is vital to achieve net zero targets

Development of shipping activity and energy requirements

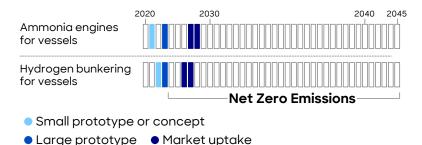
International shipping activity, 2010-2050 [trillion tkm]



Global energy consumption of the shipping sector, by fuel, 2022-2050 [EJ, %]



Technologies to enable the use of low-emissions fuels in shipping, 2020-2050 [market status]



 In 2022, international shipping was responsible for approximately 2% of global energy-related CO₂ emissions. To align with the IEA's Net Zero Emissions (NZE) by 2050 Scenario, the sector must achieve a nearly 15% reduction in emissions by 2030, despite the expected

growth in shipping activity

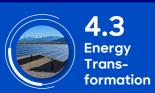
- Historically, oil-based fuels have satisfied over 99% of the global energy demand for international shipping, with biofuels contributing around a near negligible 0.5%
- To achieve NZE goals, the shipping sector must significantly ramp up its use of alternative fuels, such as biofuels, hydrogen, ammonia, and electricity. By 2030, these low-emission fuels are projected to account for nearly 15% of total energy demand in the NZE Scenario
- While about half of low-emission fuel use in 2030 is expected to be in the form of biofuels which can be used in existing vessels technological development together with policy support will be needed to enable the use of other fuels, particularly ammonia and hydrogen, to reduce dependency on oil-based fuels in international shipping

- - Stated Policies - - Net Zero

Source: IEA; Roland Berger | 58



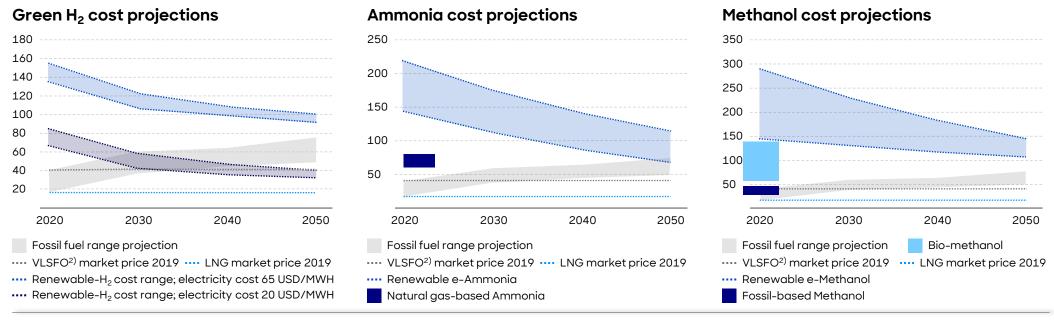






By 2050, under favorable conditions, the price of ammonia and green H₂O used as marine fuel could be competitive with fossil fuels

Cost projection for selected shipping fuels, 2020-2050¹⁾ [USD/MWh]

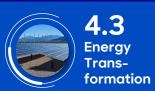


- To achieve future levels of decarbonization in the shipping industry, the key focus is on a swift and progressive transition from fossil fuels to renewable alternatives. The most viable renewable fuels for this sector are advanced biofuels and e-fuels, including methanol and ammonia
- Each renewable energy fuel presents distinct advantages as well as challenges: the selection of an appropriate fuel is influenced by factors including supply chain logistics, engine compatibility, environmental impact, and production costs. Ultimately, the feasibility of deploying these fuels will be determined by their production costs and availability which are influenced by feedstock prices, production processes, and the technological maturity of production methods
- Ammonia is poised to become the backbone in decarbonizing international shipping over the medium to long term. By 2050, e-ammonia production costs are projected to range between USD 67-114/MWh, making it competitive with fossil fuels. While the direct use of green hydrogen may be viable for short voyages, its primary role will be indirect, i.e. in producing other e-fuels for shipping. Although e-methanol requires little to no engine modifications, its key constraint is the availability and high cost of a non-fossil CO₂ supply required during the production process

¹⁾ Figures refer to the cost of fuel production; the total cost of ownership (e.g. machinery, storage, and other) is not captured; 2) VLSFO refers to very low-sulphur fuel oil Source: IRENA; Roland Berger

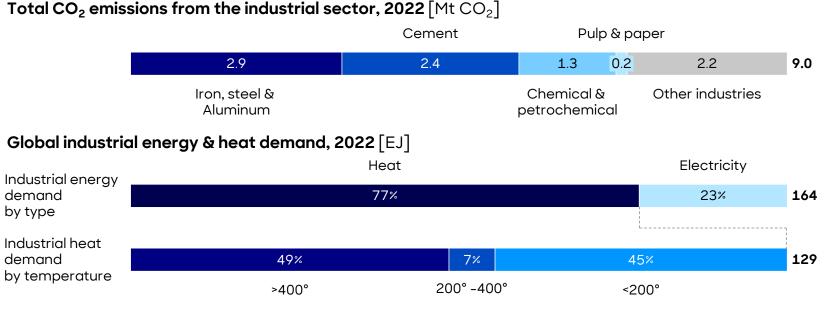








Energy-intensive sectors are major contributors to CO₂ emissions - Industrial heat demand is the main driver



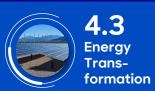
Overview of heating electrification technologies

	Method(s)	Description
Mechanical heating	· Heat pumps	Transfers and generates heat using compressed/expanded refrigerant
Resistive heating	Electric boilersMetallic resistance heater	Generates heat by passing electric current through resistive material
Electro-magnetic heating	InductionMicrowave and infraredRadio wave	Generates heat using electro-magnetic fields with internal heating
Electric arc- based heating	Electric arc furnacesPlasma torches	Generates heat by forming electric arc between two electrodes

- Industrial energy consumption - primarily driven by fossil fuels such as coal - accounts for about 25% of energyrelated CO2 emissions. Decarbonization is challenging due to the high costs and earlystage development of low-carbon technologies, alongside the long lifespans of industrial assets
- Many industrial processes rely on hightemperature heat that current technologies cannot fully decarbonize. Thermal processes dominate industrial energy demand, particularly in sectors like metals, cement, and chemicals



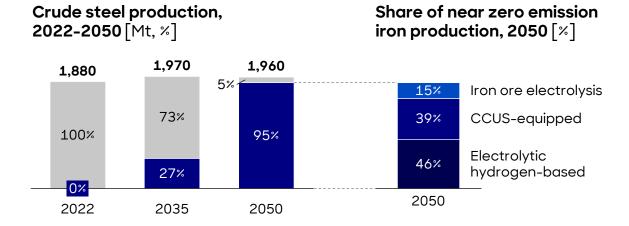


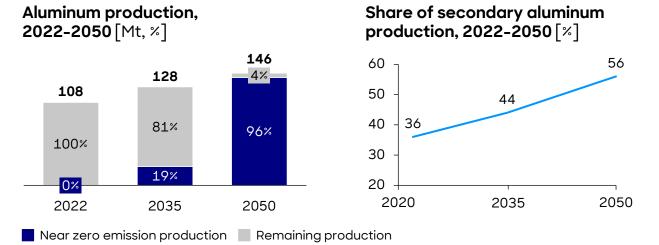




Globally, energy-intensive metals production is expected to grow - Decarbonizing the sector's processes and boosting recycling are key

Decarbonization in metals industries in the Net Zero Emissions (NZE) Scenario





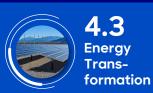
- Global steel demand has witnessed significant growth in recent years, propelled by both population and economic expansion. This upward trajectory is anticipated to persist, particularly due to robust economic development in India, ASEAN countries, and Africa. Alongside, aluminum demand is also projected to increase, given it is a key input in various technologies essential for the global energy transition
- The potential to lower emissions stemming from conventional steelmaking processes and scrap utilization remains constrained. Thus, innovation during this decade will be pivotal in advancing and commercializing near zero emission steel production technologies
- According to the IEA, near zero emission production the H2-DRI route and CCUS-equipped routes¹⁾ – commences at scale in the 2020s, accounting for more than 25% of primary production by 2035
- Currently, most of primary aluminum smelting relies on carbon anodes, generating CO₂ emissions as an inherent part of the electrolysis process. However, these carbon anodes can be substituted with inert anodes composed of alternative materials avoiding CO₂ emissions
- Recycling is another pillar in the decarbonization process. By 2050, the share of secondary production for aluminum is expected to reach 56%. The share of scrap in steel production is set to reach 48%

Source: IEA; Roland Berger Roland Berger 61

¹⁾ H2-DRI refers to Hydrogen Direct Reduction - a steelmaking process that uses hydrogen instead of carbon-based fuels like coal or natural gas to reduce iron ore into iron. CCUS refers to Carbon Capture, Utilization, and Storage and describes technologies designed to capture carbon dioxide (CO₂) emissions from industrial processes or directly from the atmosphere

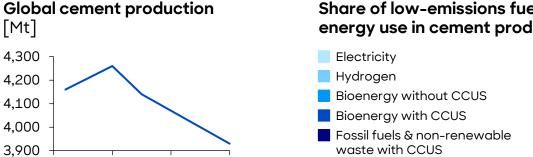








To reduce CO₂ emissions from cement production, it is essential to significantly increase the share of low-carbon fuels in the thermal energy mix



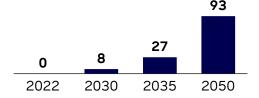


2030

2020

2040

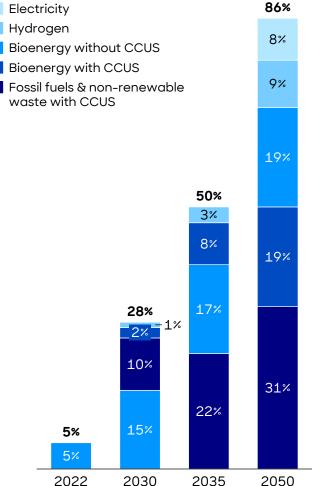
2050



Clinker-to-cement ratio [ton per ton]

0.71 0.65 0.61 0.57 2022 2030 2035 2050

Share of low-emissions fuel in thermal energy use in cement production [%]



- The **cement industry** is faced with the challenge of balancing CO₂ emission reductions while meeting strong global demand. The infrastructural needs of developing economies underscore the urgency for the sector's global development and deployment of innovative emission reduction technologies
- Critical strategies for reducing carbon emissions from cement production encompass enhancing energy efficiency, transitioning to lower-carbon fuels, optimizing material efficiency by reducing the clinker-to-cement ratio and overall demand, and advancing innovative near zero emission production methods. Of these, material efficiency and innovative production routes are projected to deliver the most significant direct emission reductions under the Net Zero Scenario (NZE)
- Emissions from clinker production, the **primary** component of cement. stem from both chemical reactions and fuel combustion during manufacturing processes. To mitigate these emissions, strategies include reducing the clinker-to-cement ratio by incorporating supplementary cement materials (SCMs), transitioning to low-carbon fuels, and capturing residual CO2 emissions. While the use of clinker substitutes is rising, reducing the clinker-to-cement ratio alone will not suffice to meet NZE targets, underscoring the urgent need for the development and implementation of new technologies



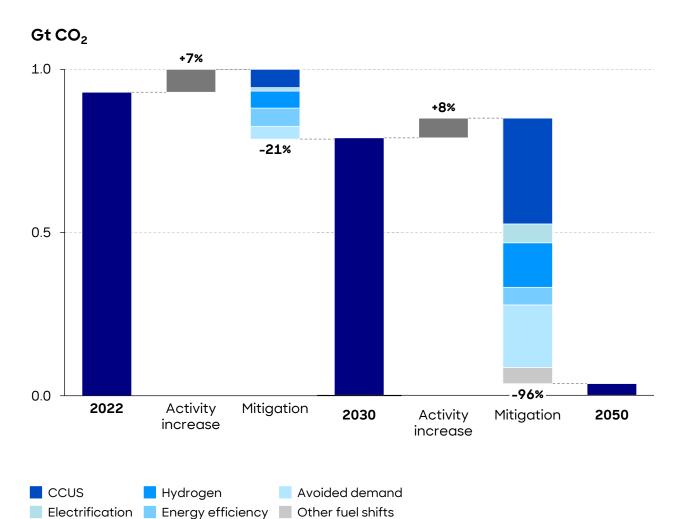






The energy-intensive chemical industry is the third-largest CO₂ emitter - Decarbonization will rely on efficiency, electrification, and CCUS

Primary chemicals production emissions by mitigation measure, 2022-2050 [Gt CO₂]

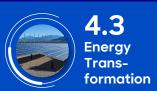


- The chemical sector represents the largest industrial energy consumer as well as the third largest industry subsector for direct CO₂ emissions. This is primarily because around 50% of the sector's energy input is utilized as feedstock, serving as a raw material rather than for energy generation
- There is an increasing demand for a wide range of chemical products, including plastics and primary chemicals
- Enhancing material efficiency through measures such as improved plastics recycling, more efficient use of ammonia fertilizers, and reducing reliance on single-use plastics is critical for lowering chemical demand. While recycling can mitigate the need for primary production, only about 10% of plastic is currently recycled globally. Although this percentage is rising, there is a pressing need to accelerate progress in this area
- Electrolytic hydrogen, carbon capture, utilization, and storage (CCUS), and direct electrification technologies are essential to achieving the significant reductions in emissions intensity required for primary chemical production

Source: IEA: Roland Berger Roland Berger



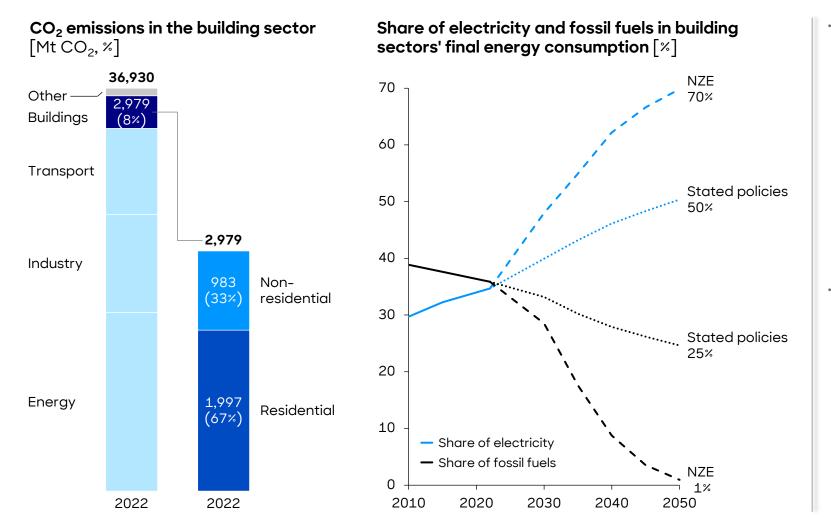






Given the longevity of buildings, today's planning and construction decisions will have a significant impact on energy consumption for decades to come

Statistics on CO₂ emissions and electricity demand in the buildings sector



- The buildings sector, encompassing the energy required for construction. heating, cooling, lighting, and the operation of appliances and equipment within residential and commercial properties, accounts for around 30% of global final energy consumption. This sector is directly responsible for around 8% of global CO2 emissions. When considering the production of electricity and heat used in buildings, a further 18% of indirect alobal emissions can be attributed to the building sector
- As global floor area expands rapidly, especially in developing countries, and rising prosperity drives increased use of air conditioning and appliances, decarbonizing buildings is pivotal in the clean energy transition. Given the long lifespan of structures and systems, today's planning, design and construction as well as purchasing decisions will significantly influence energy consumption for years to come

4.1 Global

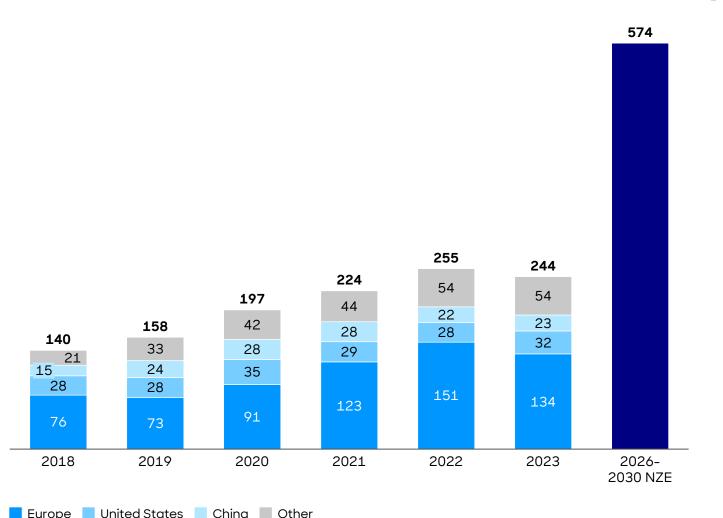






To achieve net zero targets in the buildings sector, annual investment would have to more than double

Annual investment in energy efficiency in the buildings sector, 2018-2030 [USD bn]



- Global annual investments in building energy efficiency have grown substantially in recent years. The strong increase in efficiency spending and electrification in 2022 is the result of a continued effort, led by Europe, in response to the energy crisis triggered by the Russian invasion of Ukraine, along with policy- and price-driven increases in spending in other countries
- However, to meet the Net Zero Emissions (NZE) targets, these annual investments will need to double on average during the period 2026-2030
- The required upfront investment is substantial, but these incremental costs are more than offset by economy-wide fuel savings, particularly if current high prices persist
- While improving building fabric efficiency remains a significant focus of spending, recent efforts are increasingly directing investments toward technologies such as heat pumps that more effectively enable zero-carbon ready buildings

Source: IEA: Roland Berger Roland Berger



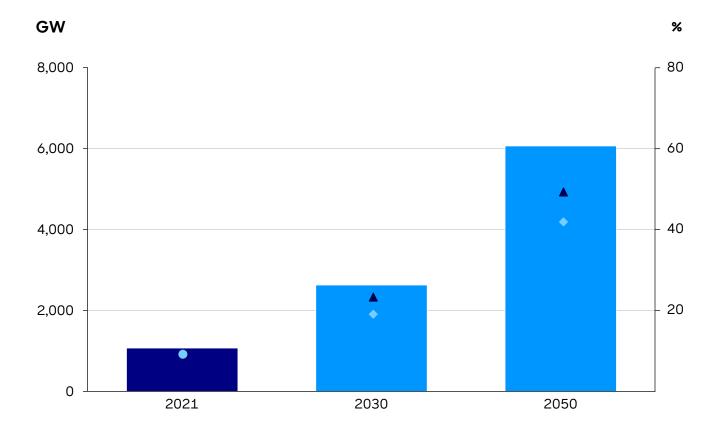






Driven by ambitious policies and innovation, the uptake of heat pumps is accelerating - Global heat pump capacity needs to increase significantly

Global heat pump capacity and coverage of heating needs, 2021-2050 [GW, %]



Installed capacity [GW, left axis] Share of heat pumps in buildings energy use for heating [%, right axis]

Historical A NZE Announced Pledges

- To achieve Net Zero targets in the buildings sector, the capacity of heat pumps installed globally must nearly triple by 2030 - and then double again by 2050
- This requires heat pumps to supply at least 24% of global heating needs by 2030. By 2050, their contribution is expected to rise to 52%
- In the NZE Scenario, accelerated deployment is driven by significant cost reductions for end users through innovation and subsidies, increased carbon penalties, and a ban on new fossil fuel boiler sales by 2025
- The recent implementation of ambitious policies, such as the US Inflation Reduction Act, REPowerEU, and Japan's Green Transformation (GX), is already accelerating heat pump adoption rates and provides strong market signals to manufacturers and installers.
- While these initiatives are broadly sufficient to put the world on track for 2030, further policy actions are needed to sustain the accelerated deployment required to meet NZE Scenario targets beyond 2030, particularly in emerging economies

Source: IEA; Roland Berger Roland Berger



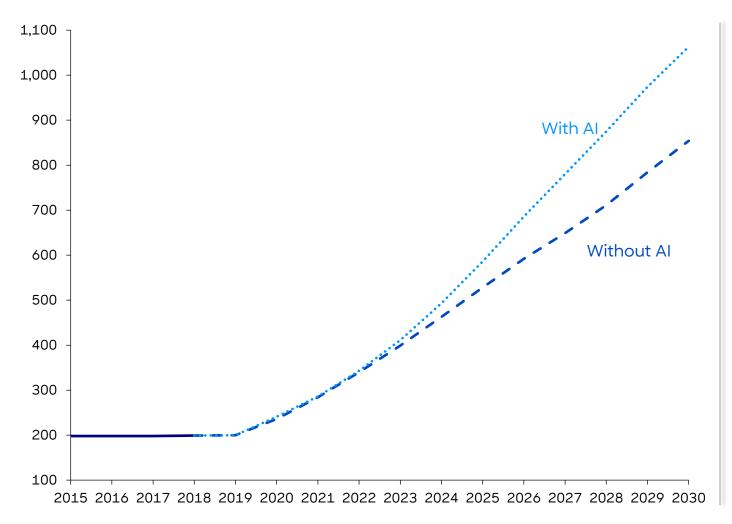






The rapid growth of AI is set to transform the energy landscape, driven by a significant increase in data center power demand

Global data center power demand projection [TWh]



- Even if the reduction of energy consumption in many sectors is necessary to achieve net zero targets, the IEA also recognizes that electricity generation in particular is likely to increase
- One area in which a rapid increase in electricity demand is expected is data centers. The push from AI will lead to a notable increase in the need for electricity
- A single ChatGPT query requires 2.9 watt-hours of electricity, compared with 0.3 watt-hours for a Google search - nearly 10 times more
- For years, data centers displayed a remarkably stable appetite for power, even under increasing workloads. Now, as the speed of efficiency gains in electricity use slows and the Al revolution gathers pace, estimates suggest that data center power demand will grow 160% by 2030
- At present, data centers worldwide consume 1-2% of overall power, but this percentage is likely to rise to 3-4% by the end of the decade. In the US and Europe, this increased demand will drive the kind of electricity growth that hasn't been seen in a generation. Along this trajectory, the carbon dioxide emissions of data centers may more than double between 2022 and 2030.









Debt is a fundamental component of economic development, but it is also associated with potential risks

Facets of debt

Why is debt significant for the economy?



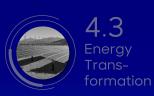
Why is the issue of debt considered "a challenge"? Debt is a fundamental component of economic dynamics, facilitating capital flows that expand investment and consumption beyond current income constraints. It facilitates the optimal allocation of resources, enables intertemporal smoothing and risk sharing, and thus makes a significant contribution to the stabilization and longterm growth of an economy

High levels of debt can have detrimental impacts on economic growth and financial stability. They can increase the likelihood of insolvencies and financial crises, which in turn inhibit economic growth and lead to greater financial volatility. In addition, they limit the room for maneuver of fiscal policy in the future, restrict future generations through increased tax burdens or reduced state benefits, and can crowd out private investment, which reinforces negative economic dynamics in the long term

Global debt has reached a historically high level. Total global debt, which includes both public and private debt, currently amounts to 238% of global GDP. Together with high global political and economic uncertainties, growing debt burdens are making crisis management increasingly difficult, while the long-term challenges of demographic and climate change continue to intensify



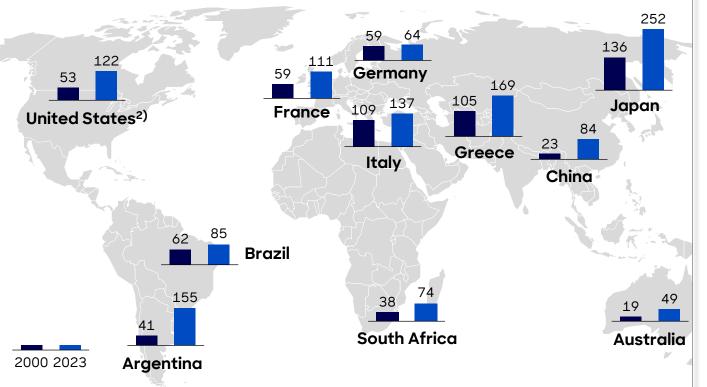






Public debt in many countries has risen significantly in recent years, in some cases to alarming levels

General government gross debt, 2000 and 2023¹⁾ [% of GDP]



- Over the past two decades, many governments around the world have increased their borrowing. Significantly driven by major events, such as the Global Financial Crisis and the COVID-19 pandemic, and supported by central banks having adapted financing conditions by cutting interest rates and market intervention debt ratios have risen strongly almost everywhere
- Public debt must be viewed through a differentiated, per country lens: For instance, Japan's public debt has been significantly higher than elsewhere for years; Japan has its own currency and can therefore borrow cheaply from its own central bank. Compared to Greece, where debt levels are similarly high, the situation is altogether different: being part of the eurozone's currency union, Greece cannot refinance itself so easily as the ECB's debt rules apply
- Rising public debt has consequences: large sustained national deficits result in lower levels of investment and higher interest rates. With increased public borrowing, a higher percentage of potential funds otherwise directed at investment go toward government securities. When interest rates recover from extended low levels, the government's burden of debt grows rapidly due to compounded interest; servicing public debt takes up more of the budget, thus government spending is reduced. Higher debt levels also incumber the ability to respond to emerging challenges or crises, thus increasing the risk of a fiscal crisis

2023

¹⁾ General government gross debt relative to the country GDP; general government consists of central, state and local governments and the social security funds controlled by these units;

²⁾ Left hand value refers to 2001



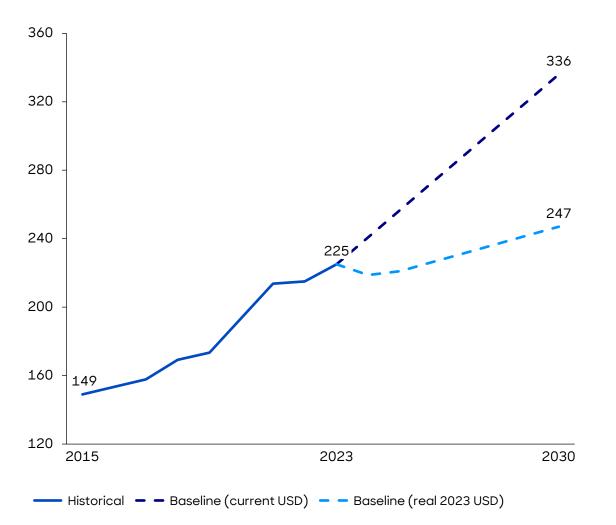






The projected increase in global debt to 2030 is largely driven by inflationary pressures

Global debt 2015-2030¹⁾ [USD trillion]

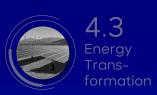


- Since 2015, **global debt** has **risen** from USD 149 trillion **to USD 225 trillion.** This is largely due to the COVID-19
 pandemic, which led to increased government spending to reduce the economic fallout
- Global debt is projected to experience significant growth, with nominal values expected to reach USD 336 trillion by 2030. Inflation amplifies the nominal value of debt across various sectors. When adjusted for inflation in 2023 USD terms, the debt is anticipated to grow to USD 247 trillion by 2030, representing a 10% increase in real global debt
- The trajectory of debt accumulation is expected to vary significantly across different regions and sectors. Corporate and government debt levels are projected to rise more rapidly than household debt, with emerging markets experiencing a faster increase in leverage compared to mature economies
- By 2030, it is projected that the **US and China** will collectively hold **over half of the world's total debt,** representing 53% of the global total. Additionally, the **US debt-to-GDP ratio** is expected to **increase** from 254% to **269%**, while that of **China** is projected to **rise** from 283% to **295%**
- An additional USD 37 trillion is required by 2030 for climate, digital, and aging-related transitions, potentially straining global debt further if financed through borrowing
- Rising global tensions complicate international collaboration, hindering coordinated efforts to manage debt and finance critical transitions

¹⁾ Global debt includes the liabilities of nonfinancial corporations, governments, and households, excluding those of the financial sector; the values for 2023-2030 are projected

Global

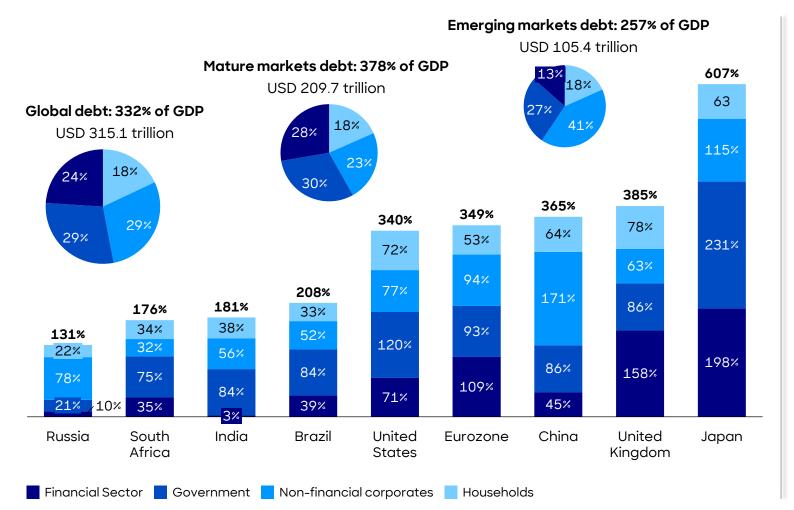






About 70% of global debt stem from non-government sectors – There is a wide range of debt levels across countries

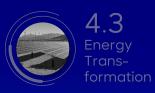
Total debt by sector, Q1 2024 [USD trillion, % of GDP, %]



- · When it comes to debt, discussions often focus only on government debt although depending on national economic structures, government debt accounts for not even one third of an **economy's total debt**
- In mature markets, debt relative to GDP is 121 percentage points higher than in emerging markets. While the financial sector holds a larger share of total debt in mature markets. nonfinancial corporates make up a significantly larger portion in emerging markets due to their less developed financial systems
- · Looking at both the public and private sectors, Japan continues to lead the world with a debt level of 607%
- Since debt also includes instruments such as deposits and refinancing loans, by definition, financial service companies already have higher debt than other sectors. This alone is not a reason to question the stability of the financial system



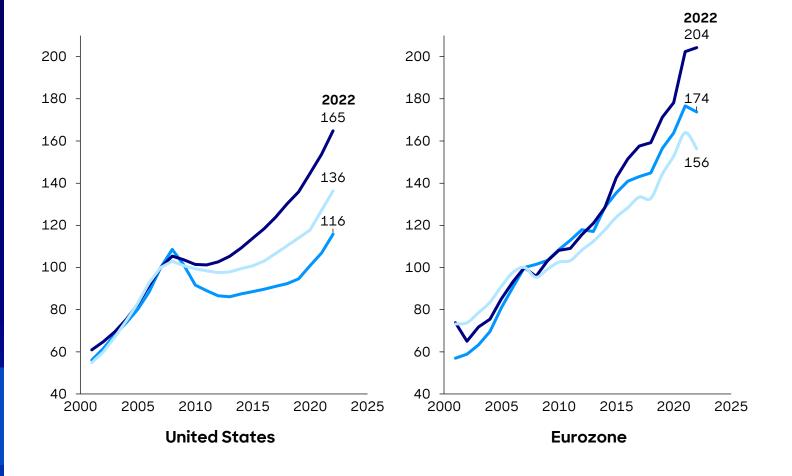






Looking at the private sector in the US and the eurozone, leverage has been increasing for many years

Breakdown of private sector debt [index, 2007 = 100]



Households and nonprofit organizations

- · While the **financial sector**, especially in the US, underwent a major restruckturing following the Global Financial Crisis reducing considerable amounts of debt, real economy debt has since become a prominent issue
- The low-interest-rate environment has made it attractive, especially for listed companies, to leverage themselves and buy back their own shares - one of the reasons why many US stock market indices have been consistently hitting new highs over past years
- · Although loose financial conditions were initially necessary to support the expected recovery from the COVID-19 fallout, both the European Central Bank and the Federal Reserve shifted to a more restrictive monetary policy in 2022 in response to high inflation
- Despite these restrictive measures. private sector debt in the US has continued to increase, in contrast to the eurozone. where the debt of households and nonprofit organizations as well as of the financial sector decreased in 2022

Financial sector
 Nonfinancial corporations

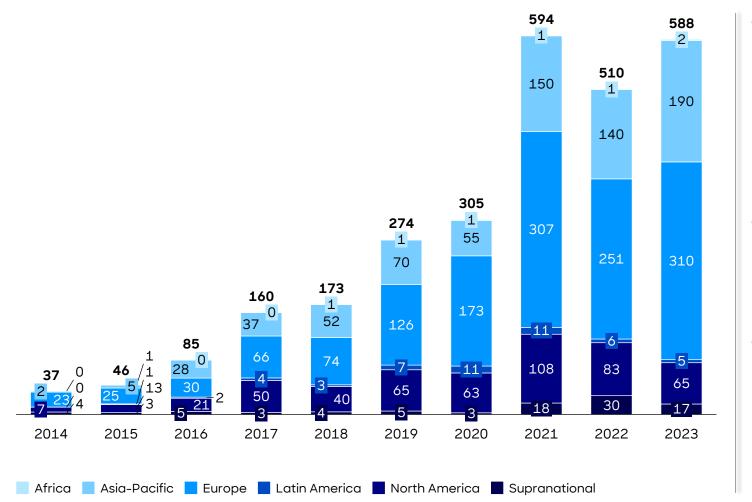






Green bonds have become significantly more important in recent years, with emissions surpassing the half-trillion mark for the third consecutive year

Green bond market by region, 2014-2023¹⁾ [USD bn]



- In 2023, the issuance of green bonds reached USD 587.6 billion, marking a 15% year-on-year increase and continuing the market's expansion past the half-trillion mark for the third consecutive year. Europe continues to lead the market, contributing 53% of the global total with USD 309.6 billion, representing growth of 23% compared to 2022. Emerging economies, notably China with USD 83.5 billion, are also playing an increasingly important role in green bond issuance
- In 2022, the green bond market experienced a decline due to the impact of rising interest rates and economic uncertainty. Concurrently, volatile markets and elevated energy prices resulted in decreased demand for green assets and a shift towards fossil fuel assets
- Green bonds offer companies and banks both financial and strategic advantages: owing to high demand, issuers can raise capital on more favorable terms, with spreads typically around 8 basis points lower than those of conventional bonds. Also, green bonds provide access to **new investor** groups, enhance the diversification of the funding structure, and serve as an effective tool for promoting sustainable projects



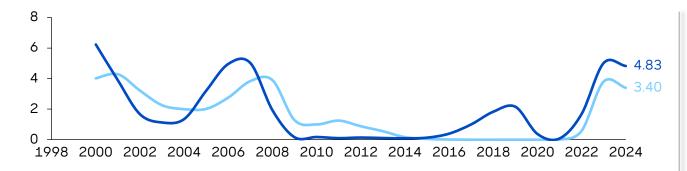




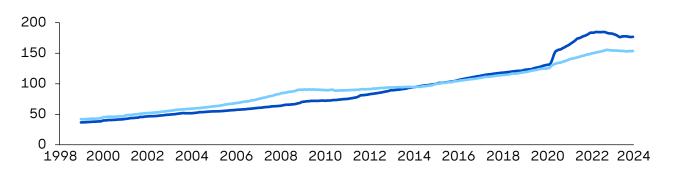


Central banks use interest rate cuts and quantitative easing to maintain support and keep debt levels manageable

Central bank interest rates, 2000-2024¹⁾ [%]



Money supply M3, 1999-2024² [index, Jan 2015 = 100]



Furozone

- For decades, central banks have responded to emerging crises with asymmetric monetary policies, i.e. after interest rate cuts, rates were never raised to previous levels. This has enabled central banks to prevent wider distortions in financial markets, but has also contributed to rising debt levels, making the financial system more unstable
- Since interest rates have remained at or close to zero for a long time following the financial and sovereign debt crises, other additional instruments such as quantitative easing have increasingly been deployed to dampen down long-term (sovereign) interest rates and to support governments' efforts to stimulate growth after a crisis
- Following the COVID-19 shock in 2020, central banks of the larger economies have responded with unprecedented monetary expansions
- · Notably, the US Federal Bank has significantly increased its M3 money supply to help fund COVID-19 stimulus checks - among other pandemic relief measures - and to assist increased lending efforts to shore up troubled businesses
- Rising interest rates have altered the economic landscape prompting a reassessment of asset valuations and increasing the potential for financial market adjustments

¹⁾ The central bank policy rate is the rate that is used by central bank to implement or signal its monetary policy stance, expressed as a yearly average. For the eurozone, it is referred to the main refinancing operation, for the US it is referred to the Federal Funds effective rate; 2) Broad money (M3) includes currency, deposits with an agreed maturity of up to two years, deposits redeemable at notice of up to three months and repurchase agreements, money market fund shares/units and debt securities up to two years. M3 is measured as a seasonally adjusted index based on end of Jan 2015 = 100







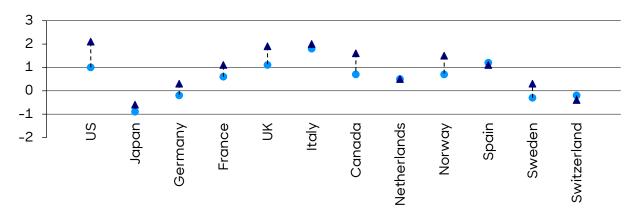


In the longer term, analysts expect real interest rates to return to positive territory, posing a potential debt challenge for governments

Long-term real interest rates in selected economies¹⁾²⁾ [%]



Long-term real interest rate expectations¹⁾³⁾ [%]



Analysts long term expectations as of May 23
 Analysts long term expectations as of May 24

- In recent years, long-term interest rates in industrialized countries, especially in the increasingly integrated G7 capital markets, have been converging toward low or even negative levels
- Adjusted for inflation, real long-term interest rates in the major industrialized countries were broadly negative and most analysts expected that negative real interest rates would persist in the future
- However, this has changed over the course of 2022 due to soaring inflation rates and central banks across the globe aggressively hiking rates compared to prior years – with longer-term bond market yields responding in turn
- While real interest rates are still negative in some industrialized countries, analysts' long-term expectations indicate that real interest rates could again exceed the 0% threshold in the long term
- In the event of positive real interest rates, it will become more difficult to steer the countries' elevated debt levels in a sustainable manner

¹⁾ The calculation of real interest rates is derived from the Fisher equation, namely $(1+r) = (1+i)/(1+\pi)$, where r is the real rate, i is the nominal rate and π is the expected inflation rate

²⁾ The nominal rate is represented by yields on 10-year government bonds. For the eurozone, the German government bond was used

³⁾ Nominal 10-year bond yields deflated using 10-year inflation forecasts, like-for-like inflation adjustment 2024-2033 Source: Consensus Economics: Federal Reserve Bank of St. Louis: Roland Berger



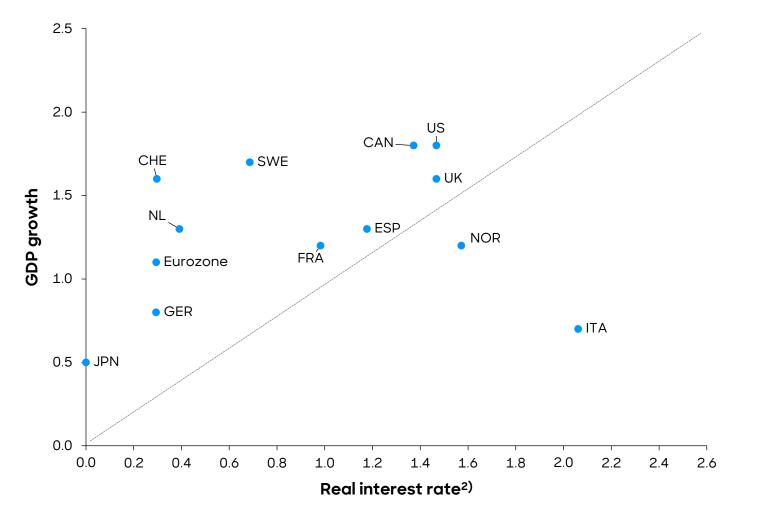






Taking on (new) debt is not inherently harmful if funds raised are put to productive use - Growth generated thereof must exceed real interest rates

Growth projections and estimated real interest rates, 2034¹⁾ [%]



- In principle, debt is a fundamental part of any functioning economy. This is because debt is an important source for bridging short-term liquidity bottlenecks as well as financing investments - the latter applies to companies and governments alike
- Debt can be characterized in two ways:
 "good debt" refers to debt that finances
 investment and is expected to generate
 added value in the future, i.e. a return on
 investment above the cost of borrowing.
 "Bad debt", however, refers to funds used
 for the purpose of consumption, thus
 generating no return it is unproductive,
 i.e. unrecoverable debt
- If debt is used efficiently in a way that its added value exceeds cost of borrowing, the amount of debt as such is generally of a lesser concern - at least while interest rates remain stable. However and alarmingly - interest rate rises tend to outpace GDP growth rates
- On a ten-year time horizon, however, it is expected that this will not apply across all economies equally: In Italy in particular, GDP growth is no longer sufficient to beat cost of interest

¹⁾ Based on Apr 2024 consensus forecasts for growth, 10-yr treasury bond yields and inflation for 2034;

²⁾ The calculation of real interest rates is derived from the Fisher equation, namely (1+r) = (1+i)/(1+π), where r is the real rate, i is the nominal rate and π is the expected inflation rate

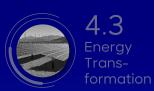
Source: Consensus Economics; Roland Berger

Roland Berger

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The global real estate market is undergoing a period of adjustment, with bubble risks on the decline but overvaluation remains high in key cities

Real estate bubble risks in 2023¹⁾



- High levels of debt financing for real estate purchases can fuel property bubbles by driving up demand and prices through easy credit availability
- In 2023, the real estate market experienced a notable decline in property values, particularly in cities previously identified as vulnerable to housing bubbles. On average, these cities saw a 10% reduction in property values. Thus, only Zurich and Tokyo remain in the bubble risk category, while cities such as Toronto, Frankfurt, and Munich have shifted to the overvalued category
- The inflationary environment has exerted a dual impact on the real estate market. On the one hand, it has exerted downward pressure on house prices due to higher interest rates. On the other hand, it has provided support to income and rental growth, particularly in markets outside the US, where rental growth has accelerated

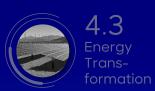
O Bubble risk (>1.5) Overvalued (0.5 to 1.5) Fair valued (-0.5 to 0.5)

1) The UBS Global Real Estate Bubble Index traces the fundamental valuation of housing markets and the valuation of cities in relation both to their country and to economic distortions. The index score is a weighted average of the following five standardized city sub-indexes: price-to-income and price-to-rent (fundamental valuation), change in mortgage-to-GDP ratio and change in construction-to-GDP ratio (economic distortion), and relative price-city-to-country indicator

Source: UBS; Roland Berger 77



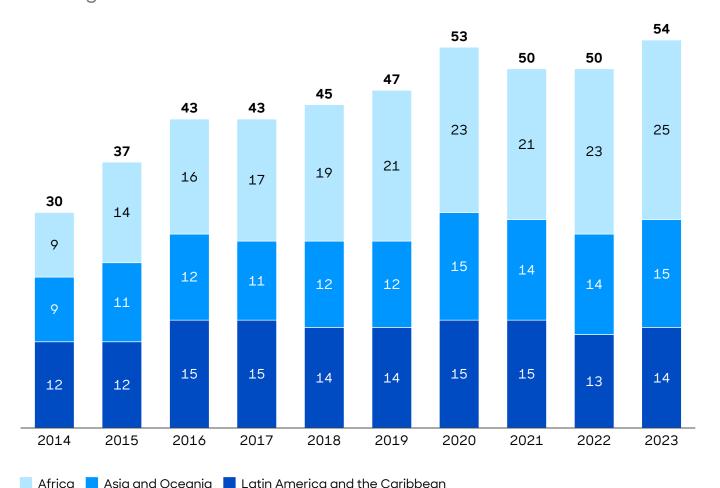






In many developing countries, a considerable proportion of revenue is allocated to interest payments, particularly in Africa

Number of developing countries with net interest payments exceeding 10% of government revenues¹⁾



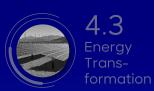
- The number of developing countries with interest payments exceeding 10% of their government revenues has increased from 30 in 2014 to a record 54 in 2023. Nearly half of these countries are in Africa, where the number has risen from 9 to 25, partly due to high interest rates and less favorable credit conditions
- By contrast, the eurozone has an average interest payment of 3% of revenues, while the United States is at 14%. The higher US interest payments are due to a numerous factors, including lower government revenue relative to GDP, a larger deficit relative to GDP, and the cost of new debt being higher than in the eurozone
- The pandemic has resulted in a reduction in government revenues in numerous developing countries, coupled with an expansion of government balance sheets. This had a significant impact on the capacity to service the debt, including interest payments
- In periods of economic pressure, debtors in developing countries often provide higher levels of collateral to gain access to financing or to reduce the cost of borrowing. However, this can result in a significant increase in a country's longterm debt and interest burden

Source: UNCTAD; OECD; Roland Berger Roland Berger

¹⁾ The government's net interest payments relate to the total amount of domestic and foreign interest paid on loans and other forms of borrowing less interest received; government revenue is money the state earns mainly from taxes, social contributions, and sometimes from state-owned enterprises or resources



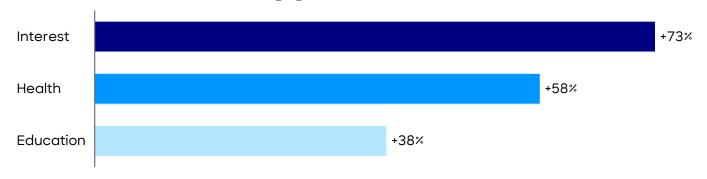




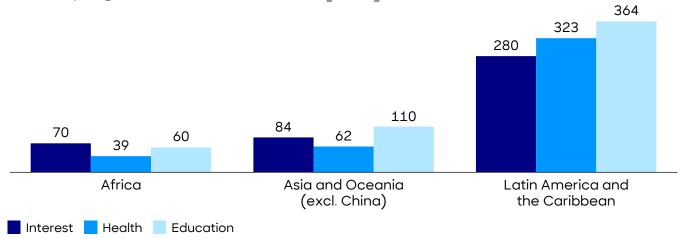


Rising interest payments present a major challenge to debt management in developing countries

Nominal change of public expenditure in developing countries between 2010-2012 and 2020-2022 [%]



Public expenditure per capita on net interest, education and health in developing countries, 2020-2022 [USD]

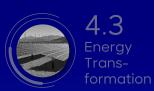


- In developing countries, interest payments are not only growing rapidly, they are also outpacing growth of key public expenditures such as health and education. While spending on education has risen by 38% from the period 2010-2012 to the period 2020-2022, interest payments have risen by 73%
- The high interest payments are partly due to high cost of borrowing. Developing countries pay 2-4 times higher interest rates than the US and up to 12 times higher than Germany
- In both Africa and Asia & Oceania (excluding China), per capita payments for interest exceed the per capita expenditure on health, and in Africa, they are also higher than the expenditure on education
- In total, there are 48 developing countries spending more on servicing the interest payments on their public debt than on education and healthcare - affecting 3.3. billion people
- High interest payments also pose a major barrier to investing in climate protection.
 These investments are essential for reaching climate goals and reducing the negative impacts of climate change, which are hitting developing countries especially hard

Source: UNCTAD; Roland Berger Roland Berger



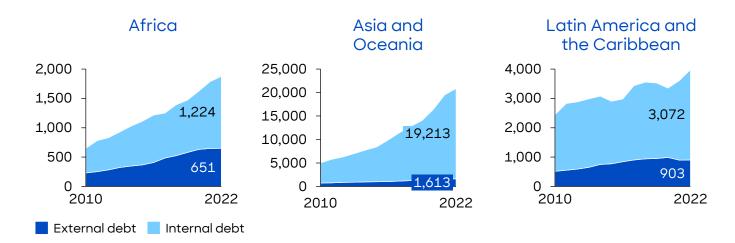






Unfavorable creditor structures complicate debt management in developing countries even further

External and internal public debt of selected regions¹⁾ [USD bn]



External public debt, shares by type of creditor, 2022 [USD bn, %]

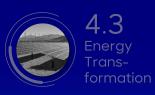


- There is a significant regional discrepancy in the proportion of internal and external public debt. Internal debt, owed to domestic creditors, contrasts with external debt, which is owed to foreign creditors
- In Africa, external debt accounts for nearly 35%, while in Asia and Oceania it was just 8% in 2022. Since 2010, the share of external debt in Asia and Oceania has almost halved, while remaining largely constant in other regions
- External public debt entails the risk that currency devaluations may increase repayment costs and thus lead to economic instability
- Private creditors hold the majority share of public debt across all regions considered. Private credit has the disadvantage of being particularly volatile and can flow out quickly in times of crisis
- · This was particularly evident in 2022, when private credit withdrawals caused nearly USD 50 billion in outflows in developing countries

¹⁾ Internal debt was calculated as the difference between total public debt and external public debt Source: UNCTAD; Roland Berger









Following the 2007 financial crisis, the vulnerability of financial markets prompted the implementation of a robust financial safety net

Development of the global financial safety net, 1998-2022 [USD trillion]

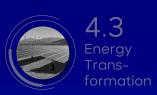


- In the event of an economic crisis, countries have several financial resources at their disposal, both internal and external. The global financial safety net is a set of institutions and mechanisms that provide assurance against crises and financing to mitigate their impact
- This safety net has four main layers: a countries' own international reserves; bilateral swap arrangements whereby central banks exchange currencies to provide liquidity to financial markets; regional financial arrangements by which countries pool resources to leverage financing in a crisis, and the IMF
- International reserves serve as a nation's primary defense in a crisis, though they are expensive to maintain and are predominantly held by advanced and large emerging economies. Unlike these reserves, other mechanisms rely on cooperative efforts across countries
- Post 2007, the total stock of international reserve holdings nearly doubled, reaching around USD 12 trillion by end-2022. Other layers of the safety net increased nearly tenfold, to around USD 3.5 trillion
- This enhanced insurance effectively cushioned the shock during the first year of the COVID-19 crisis in 2020. The increased bilateral swap arrangements - primarily US Federal Reserve swaps - provided prompt liquidity support, helping to stabilize the global financial markets and capital flows to emerging market economies. This surge in support measures, however, subsided somewhat after the initial crisis peak

¹⁾ The values of the international reserves represent the figures for the fourth quarter of each year Source: IMF; Roland Berger



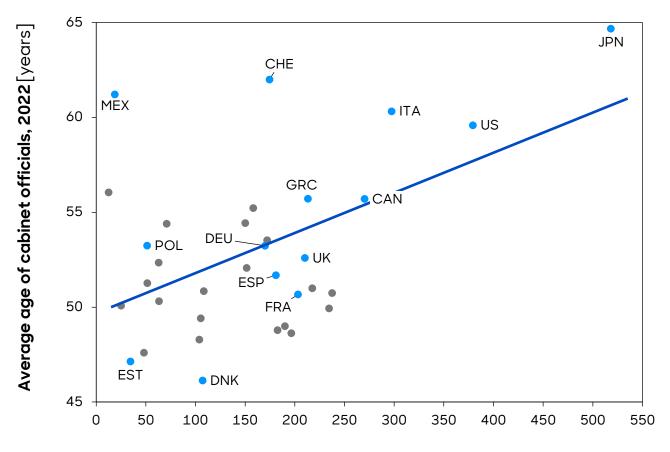






Rising debt, especially at the state level, often triggers debate about intergenerational equity

Correlation between Cabinet age and government debt per person aged younger than 20, OECD countries, 2022¹⁾ [USD '000, years]



Government debt per person <20 years of age, 2022 [USD '000]

- · The subject of high levels of public debt and its consequences has the potential to give rise to a vigorous debate on the issue of intergenerational equity
- · The generational aspect can be illustrated by the observation that the higher the average age of a government's cabinet officials the higher the government debt per person under 20 years of age - for OECD countries in 2022 at least
- However, there is room for discussion. whether higher debts are causing an interor intragenerational issue
- From an intergenerational perspective, it is argued that the older generation is placing a burden on the younger generation as the latter must repay this debt in future years, while the former is reaping the benefits from the debt taken on by government in the first place. Yet, this idea lacks empirical proof
- · However, empirical evidence exists on the issue of intragenerational injustice: people who are able to invest in government bonds can pass these on to the next generation while people who cannot are unable to leave such a bequest. Yet, the latter group still contributes to the servicing of today's public debt through general taxation of their income - which ultimately benefits government bond holders, i.e. their wealthier contemporaries

¹⁾ The proportion of the population under 20 years of age was multiplied by the nominal government debt to calculate the debt per person under 20 years of age Source: OECD; Roland Berger









History offers several lessons regarding the handling of high levels of public debt - In most cases, debt reduction is accompanied by cutbacks

Historic efforts to reduce public debt: Orthodox policy options

Enhancing growth

Higher growth - in excess of interest rate levels has facilitated the reduction of debt levels in some countries (relative to GDP). However, when relying solely on growth to reduce burden of debt, several factors warrant caution: for example, favorable past differentials regarding interest rates and growth rates may dissipate over the next decade because of declining productivity. Also, interest rates may begin to rise if inflationary pressures build up



Fiscal consolidation

Fiscal consolidation can lead to primary fiscal surpluses to pay down debt by cutting expenditures or raising revenues. The real or potential loss of access to financial markets has, on occasion, forced countries into **strict fiscal consolidation**. However, such consolidation is usually accompanied by lower growth

Privatization

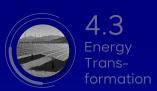
Proceeds from the privatization of public assets have also been employed to raise debt service levels. While privatization can facilitate debt reduction, certain prerequisites (e.g. agreements on market entry conditions, etc.) are not yet in place in all **indebted countries**

Wealth taxation

Since the global financial crisis, wealth taxes are again in the spotlight, largely due to heightened perceptions of wealth inequality. However, governments are confronted with numerous challenges, including procedural risks and complexities associated with existing taxation systems, as well as lobbying efforts by the ultra-rich and the potential of capital flight. Moreover, wealth tax revenues may not be as sizable as they first appear. For example, in Germany, wealth tax plans failed when it became clear that the cost to determine the tax base would have consumed nearly one-third of the projected wealth tax revenue







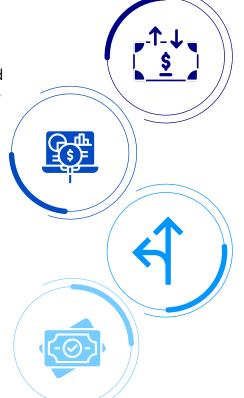


In the past, more controversial methods of debt reduction have been used - in some cases with negative social consequences

Historic efforts to reduce public debt: Heterodox policy options

Financial repression

Financial repression, including capital controls and specific measures to regulate the financial sector, are options to reduce the differentials between growth rates and real interest rates by locking up savings in special instruments. However, this strategy is a **high-cost approach** to reduce debt because it discourages a more productive use of savings. Moreover, decades of financial and capital account liberalization have reduced a government's room for financial control



Inflation

Inflation reduces the real debt burden when the rise in **nominal government income** (e.g. tax payments) outpaces nominal interest payments. However, inflation as a debt reduction strategy also has drawbacks: for example, inflation is usually accompanied by an exchange rate depreciation, which increases debt if the share of short-term debt or debt denominated in foreign currency is large. If high debt is the result of persistent spending pressures or revenue weakness, unexpected inflation may also fail to reduce debt sustainably. Moreover, inflation can spiral out of control and undermine the economic stability of a country

Debt restructuring

Default and restructuring may sometimes be the only way for a country to deal with foreign-owned sovereign debt denominated in a foreign currency and adjudicated by foreign courts. While default and debt restructuring can provide immediate debt reduction, they also come with long-term costs. Protracted debt rescheduling negotiations prolong the loss of market access, can weaken financial institutions' balance sheets, and undermine financial stability

Domestic debt default

Domestic debt default differs from external debt default and includes forced conversions. lower coupon rates, unilateral principal reductions (at times with currency conversion), and payment suspensions. However, governments that default on their domestic debt are still vulnerable to inflation risk and the risk of **interest rate spikes** if inflation expectations become unmoored

Source: World Bank; Roland Berger

Global

Corporate actions - Let's talk about challenges and opportunities arising from megatrends regarding economics & business (1/3)

Conclusion and corporate impacts

Impact: Rising protectionism is changing the environment in which companies operate, affecting both value chains and sales markets

- · Companies need to reassess their value chains and sales markets. This not only affects companies with foreign subsidiaries but all companies that have (directly or through other suppliers) foreign suppliers in their value chain, export to markets abroad, or have other relationships with overseas markets (e.g. in R&D or sourcing labor)
- · Adaptations of the value chain or sales markets require a reassessment and possibly an adjustment to the entire business model. If certain supplies cannot be sourced from another country and there is no viable substitute, it may be that a certain product will no longer be produced. In this case, the productmarket approach must be adapted

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RBI Quarterly: A New Phase of Globalization



- **Energy** Transformation
- **Impact:** Rapid and unpredictable changes in the international business environment are the new normal - Companies need to be robust to cope
- Challenae
- · Companies should seek to diversify their business model to reduce their vulnerability to change. They should adopt a multi-sourcing approach, diversify their global production footprint, develop a varied product portfolio, and sell to different markets
- The degree of diversification needs to be balanced. Sourcing large supplies from a limited number of suppliers drives down prices, and a focused product portfolio allows companies to achieve economies of scale and become more attractive to customers

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Source: Roland Berger Roland Beraer | 85









Corporate actions - Let's talk about challenges and opportunities arising from megatrends regarding economics & business (2/3)

Conclusion and corporate impacts

Impact: Power shifts create new business opportunities in emerging and developing markets

- · Companies need to evaluate the current and future potential of emerging and developing markets compared to advanced economies. Economic criteria should include not only current and projected GDP growth but also the overall size of the market, the state of manufacturing and technology, the availability of skilled labor, labor costs, the purchasing power of the population, the quality of the infrastructure, access to resources, and the ease of doing business in the country
- In addition to economic considerations, it is essential to evaluate political and legal factors, such as political stability, the level of corruption, legal frameworks, and environmental standards

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RBI **Quarterly: Beyond BRICS**

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Energy Transformation

Impact: The transition to renewable energy is inevitable – Companies should adapt and view this change as a strategic opportunity to gain a competitive edge

- · Companies should increase investment in energy efficiency by upgrading equipment and optimizing processes to maximize efficiency and to reduce both operational costs and emissions. Additionally, investing in renewable energy assets, such as solar, can increase energy independence as well as reduce exposure to market price fluctuations
 - · Setting clear targets for carbon neutrality goals, adopting frameworks such as Science-Based Targets (SBT), and actively participating in carbon trading or offsetting programs is vital

Plan

Global Carbon Restructuring



Global

Source: Roland Berger

4.1 Global







Corporate actions - Let's talk about challenges and opportunities arising from megatrends regarding economics & business (3/3)

Conclusion and corporate impacts

Impact: The expansion of the green bond market lowers the cost of financing, provides long-term access to capital, and enables the participation of new investor groups

- It is in a company's best interest to enhance its ESG performance and obtain ESG certification to secure more favorable financing conditions. Green bonds typically offer a lower spread than conventional bonds
- In addition, green bonds promote sustainable financing, helping mitigate the risk of future exposure to stricter ESG regulations, while also enhancing the company's reputation as a responsible corporate citizen

Actions

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Learn how Roland Berger can help you to create corporate impact

From Gray to Green



Impact: Rising interest costs and unfavorable debt structures in developing countries are becoming an increasing challenge for global supply chains

- It is advisable for companies to review and diversify their supply chains to mitigate risks such as delivery failures, non-payment, and rising procurement costs
- In developing countries, particularly in parts of Africa, high interest rates and unfavorable credit structures often lead to financial instability. However, it would be unwise for companies to ignore developing countries entirely, as not all regions are affected equally. Instead, companies should consider alternative sources of supply and maintain a presence in more economically stable areas

RBI Quarterly: Beyond BRICS Reli Quarterly

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No. 1723

Beyond BRICS: Can the

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Source: Roland Berger 87

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Authors



Dr. Christian Krys Senior Expert Roland Berger Institute

+49 (211) 4389-2917 christian.krys@rolandberger.com



Dr. David Born Manager **Roland Berger Institute**

+49 (69) 29924-6500 david.born@rolandberger.com



Steffen Geering

Senior Specialist Roland Berger Institute

+49 (211) 4389-2194 steffen.geering@rolandberger.com

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