



SGS @ SOUTH & CENTRAL AMERICA

ALEJANDRO GÓMEZ DE LA TORRE – COO – CENTRAL & SOUTH AMERICA

INVESTOR DAYS, 29-30 OCTOBER 2015

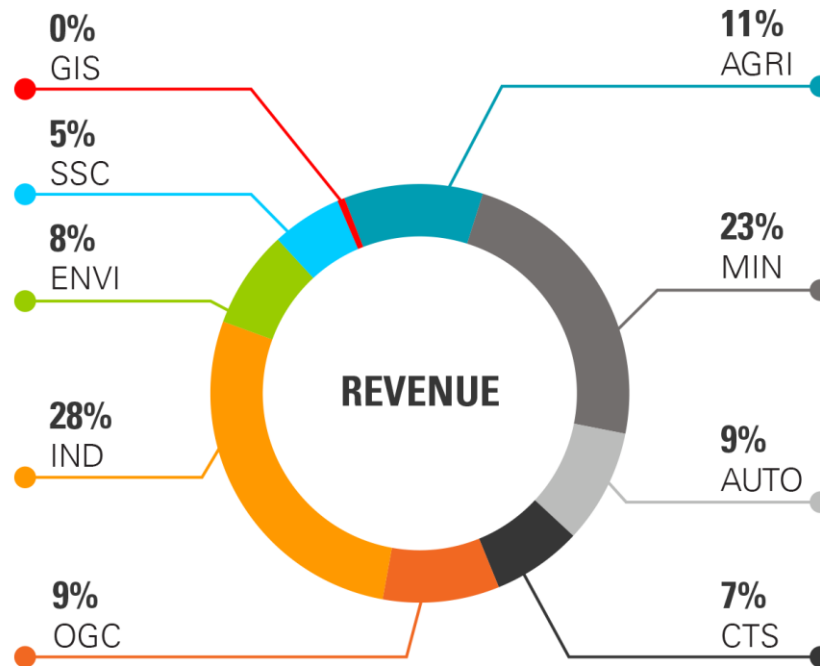
WHEN YOU NEED TO BE SURE



- 18 countries with national SGS offices
- Over 70 laboratories in main countries
- Around 13,000 employees
- 9 business lines
- Market leader in terms of network, strengths and revenue base
- One of the fastest growing regions – almost doubled in revenue in last 4 years
- Leading region for acquisitions – 8 in 3 years, more than CHF 250 million in acquired revenues

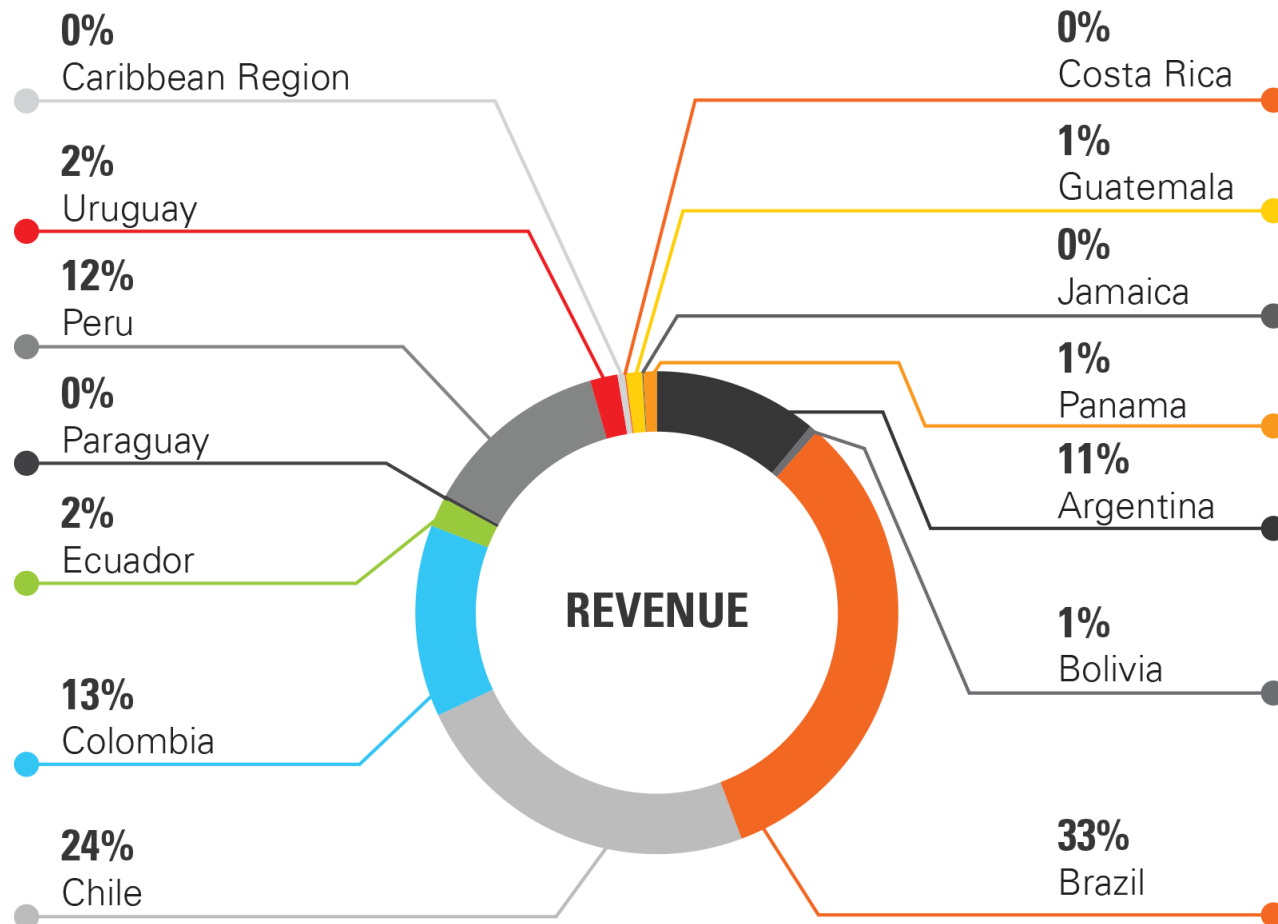


REGIONAL BUSINESS SPLIT 2014 (BY BUSINESS) BALANCED PORTFOLIO

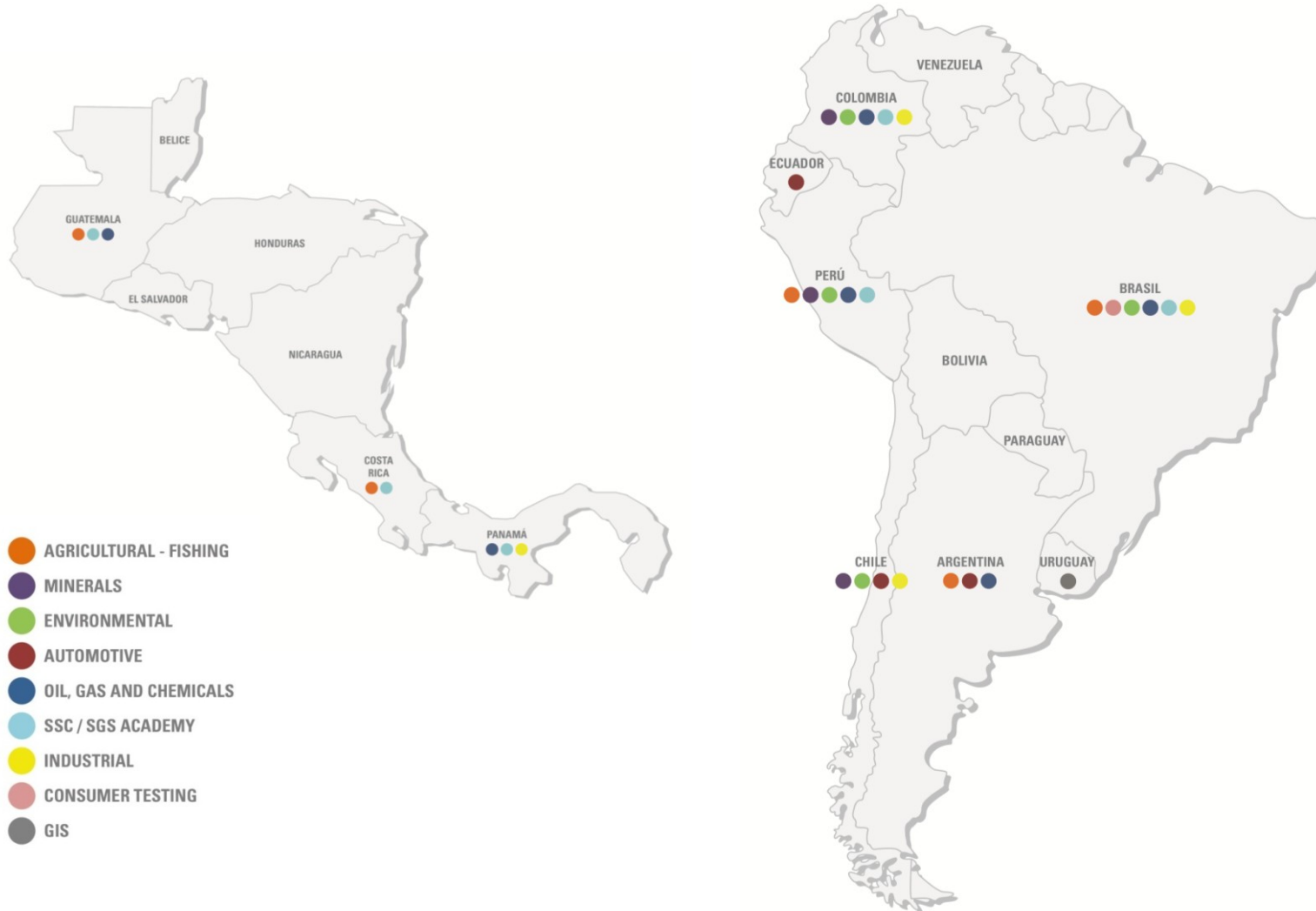


- Shift from Agricultural - Commodity dependence to diversify & balance portfolio
- Largest Minerals and one of the largest Industrial and Auto operations within SGS
- Infrastructure Investment driving our Industrial growth
- Continued Investments in key sectors

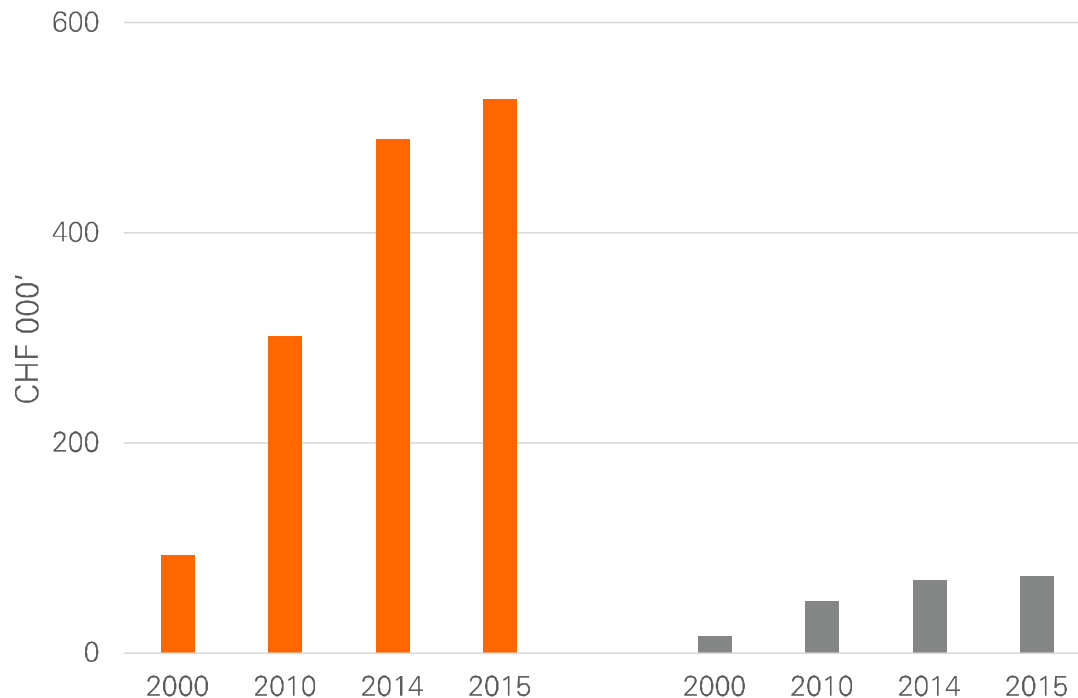
REGIONAL BUSINESS SPLIT 2014 (BY COUNTRY) BALANCED PORTFOLIO



MAIN BUSINESSES IN SOUTH & CENTRAL AMERICA



5.5X REVENUE GROWTH OVER 10 YEARS



Key success factors:

- Great team, well motivated
- Strong leadership
- Local market knowledge
- Results focused
- Entrepreneurial attitude
- Drive for innovation
- Experience in dealing with difficult market conditions

SGS

SUCCESSFUL ACQUISITIONS

SGS INVESTOR
DAYS CHILE AND PERU
29-30 OCTOBER 2015



SGS

ETSA
ESTUDIOS TÉCNICOS



GRUPO
Labmat



Crono  **ab**

enger
engenharia

PiD



Instrumentação
Elétrica e Mecânica


Environ
www.environ.com.br

SGS


Gravenda

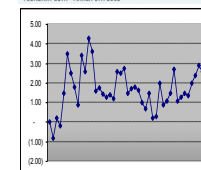
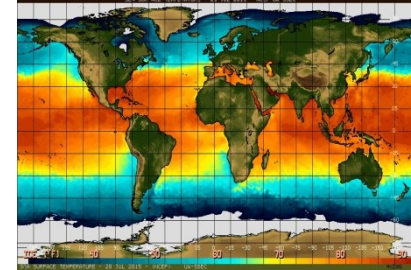
- Market leader with solid recognition in AGRI, MIN, Certification and AUTO
- Unique geographic coverage
- Proven expertise on M&A
- Strong leadership, entrepreneur mindset, culture of collaboration
- Experience dealing with difficult times – ability to respond to changing landscape
- Tapping new markets, leveraging expertise across borders
- Broad range of services, including new and innovative ways to meet client demands
- Recognized technical excellence in many diverse fields
- Culture of productivity and efficiency
- Strong focus on safety

OPPORTUNITIES

- Population: close to 500 million
- GDP growth
- Large commodity producers and exporters
- Heavy infrastructure investment required in all main countries
- Need for improvement in efficiencies, productivity, manpower
- Growing middle class and demands for education, quality and safety

CHALLENGES

- Political landscape
- El Niño
- Petrobras scandal in Brazil
- Economic cycles





■ AGRI

Field and lab services, adding value to production

■ MIN

Focus on processing related services



■ IND

OPEX diversification into maintenance, electric construction supervision, lab testing services and inter-regional business (China)



■ AUTO

Services for assistance providers, insurance companies, traffic management



- **ENVI**
Strong focus on lab and Health & Safety services
- **CTS**
Focus on E&E, materials, auto parts and testing labs



- **OGC**
Expansion of upstream labs, used oils lab, generators, new downstream services (gas stations)
- **SSC**
Development of training, second party services, innovation in data management



