



# SGS @ PERÚ

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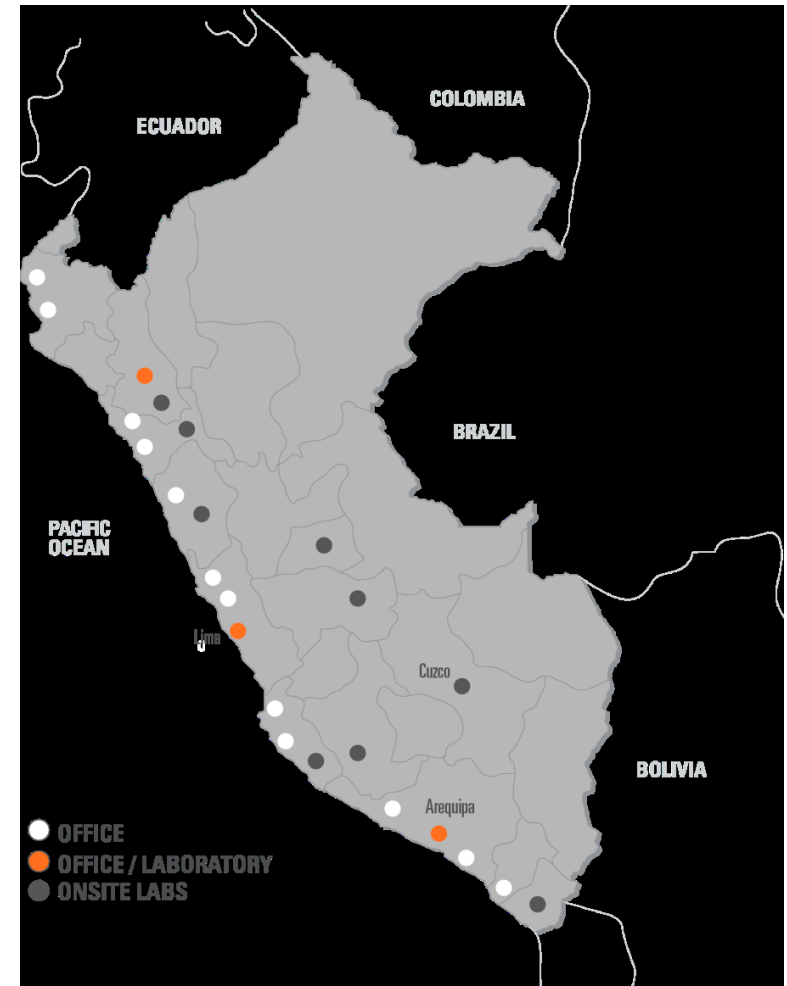
WHEN YOU NEED TO BE SURE





- GDP: USD 220,000 million
    - Average growth of 5.6% over last 4 years
  - Population 29.5 million
  - Inflation rate of 3.5%
  - Major global producer:
    - World largest for fish meal
    - 2<sup>nd</sup> largest for silver
    - 3<sup>rd</sup> largest for copper
    - 5<sup>th</sup> largest for gold
- Source: Forbes , IMF

- 4-year organic revenue growth – average of 15%
- Well-balanced service portfolio
- Nationwide coverage: 22 locations including offices, labs and onsite labs
- Around 1,900 employees
- Strong safety culture



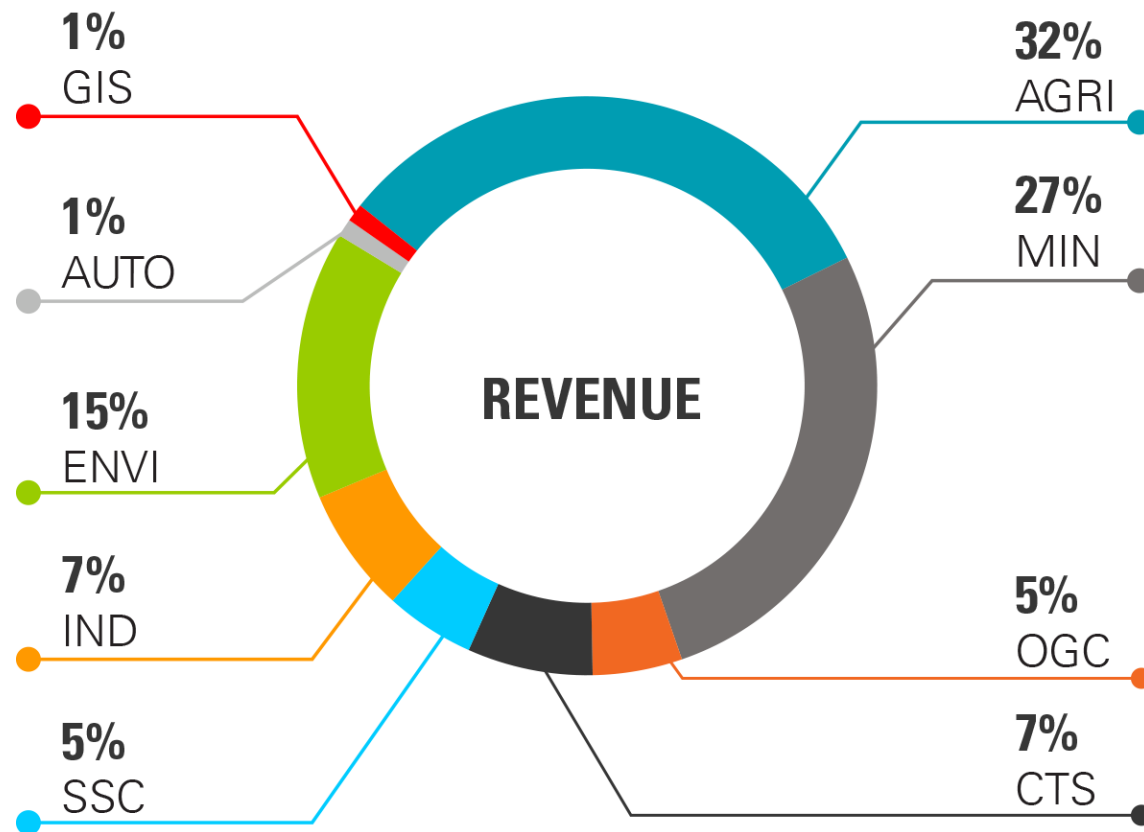
# KEY BUSINESS ACTIVITIES

REVENUE

SERVICE DIFFERENTIATION

STRENGTHS

GROWTH OPPORTUNITIES





- Customer-oriented culture
  - Tailored deliverables
- Advanced IT solutions
  - Key results and information online
- Cutting-edge lab services with optimal turnaround times



- Among Peru's top 500 companies
- Strong brand recognition
- Industry leader with strong market share:
  - 90% fishmeal
  - 45% certification
  - 50% minerals
- Lab leadership:
  - State-of-the-art equipment and facilities
  - Biggest multilab in Peru
- Qualified technical staff
- Strong management and teamwork-oriented culture



- USD 90 billion of investment over next 10 years:
  - Mining
  - Oil & gas
  - Transportation
- More demanding environmental legislation and government supervision
  - Water, Air & Soil analysis
- Training
  - 35% average education growth rate
  - E-learning as consolidated learning methodology





**SGS**