



GIS @ SGS

ROGER KAMGAING – EXECUTIVE VICE PRESIDENT

INVESTORS DAYS, 29-30 OCTOBER 2015

WHEN YOU NEED TO BE SURE



ACHIEVE SIGNIFICANT GROWTH

REDUCE BUSINESS RISKS

ELIMINATE LUMPINESS

- Portfolio review to ensure that we talk to governments and institutions in developed and less developed economies

AWAY FROM PSI

NEW COMPLIANCE

NEW VALUATION

E-GOV SOLUTIONS

CONSULTANCY SERVICES



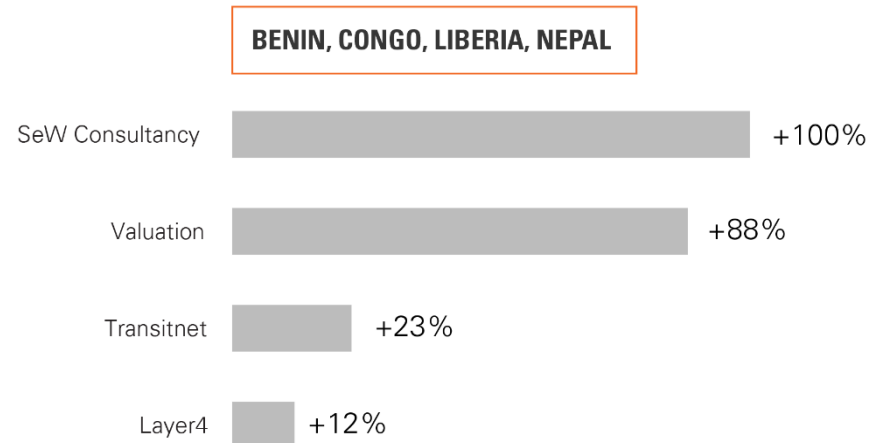
- Successful innovation leading from a one product business to multiple products to adapt our service offering to all stages of economic and social development



ESTABLISHMENT OF INNOVATION UNIT:

7 PRODUCTS CREATED IN 12 MONTHS

- Successful diversification strategy with a balanced portfolio: more geographies, more contracts, more products
- Geographies
- All existing contracts renewed
- New contracts
- More products*
- Customer satisfaction (e.g Total Innovation award in Ghana)



*Based on contract in force in Jan 2015

- GIS Supports Governments in their quest to improve their World Bank Doing Business ranking by addressing all different governmental agencies including but not limited to Customs and Fiscal Services
- Focus on new products which benefit *People, Investors* and the *Government*:

AZURE

CROSS BORDER TRADE

HEALTH

LAND MANAGEMENT

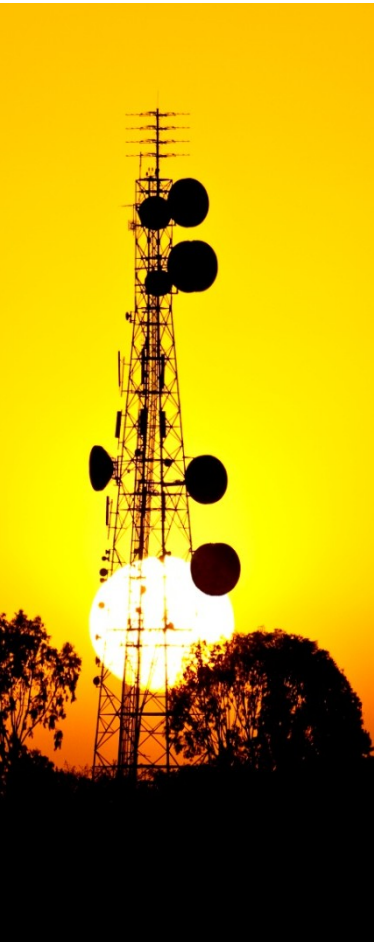
LAYER4

RENOVO

WAVE



- What is it?
 - Effective response to a long known problem
 - Turnkey solution to manage land related issues
 - Digitization of all maps and information
 - Dedicated information systems
- Benefits to **people**:
 - Improved interaction with authorities
 - Secured and unique land titles
 - Access to credit
- Benefits to **investors**:
 - Visibility: parcel ownership and property taxation
 - Access to credit
- Benefits to **governments**:
 - Entire process in a single platform
 - Increase in taxation
 - Increase in land value



- What is it?
 - Portfolio of independent measurement and verification solutions for telecom regulators and inland revenue
- Benefits to **people**:
 - Quality of service
 - Value for money
- Benefits to **investors**:
 - Equipment conformity
 - Full ownership of key infrastructure
- Benefits to **governments**:
 - Complete visibility over the telecoms sector
 - Increase in taxation



- What is it:
 - Innovative trademarked self funded solution
 - To effectively manage hazardous waste and prevent degradation generated by the end-of-life (EoL) products
- Benefits to **People**:
 - Preserve the habitats from being contaminated by toxic substances from end-of-life products while enjoying the products during their useful life.
- Benefits to **Investors**:
 - Collective 'take-back' and recycling for their waste products
 - A more cost-effective & efficient operation for business..
- Benefits to **Governments**:
 - Implement Basel Convention and other treaties on waste
 - Safeguard the environment and its population from contamination.
 - New intrants for local industries at lower costs
 - Visible participation to the COP 21 Conference in Paris, Dec 2015



- What is it?
 - Complete solution for revenue management authorities
- Benefits to **people**:
 - Simple tax payment process
- Benefits to **investors**:
 - Reduction of systematic tax audits
- Benefits to **governments**:
 - Efficiency gains
 - Ability to develop risk-based approach
 - Complete visibility over tax collection



- What is it?
 - New generation trade facilitation solution
 - Interconnecting systems to accelerate and secure the supply chain
- Benefits to **people**:
 - Quick access to better quality goods, at lower cost
- Benefits to **trade**:
 - Control over orders, time and cost
 - Full visibility of location and integrity of shipments
 - Data analytics for optimization
- Benefits to **governments**:
 - From national single window to international trade corridors
 - Better control and visibility
 - Enhanced revenues through better data management



- What is it?
 - Scalable, nationwide Hospital Management System solution
 - Management decision system tools
- Benefits to **people**:
 - Access to quality healthcare at lower cost, even in remote locations
- Benefits to **investors**:
 - Improves climate for investment
- Benefits to **governments**:
 - No gaps in the provision of primary and secondary health care
 - Cost efficiency



- Benefits to **governments**:
 - Revenue protection
 - Visibility over cargo
 - Ability to secure and implement international controls

- Successful portfolio engineering
- Exit from PSI and introduction of new revenue services
- Services for other government departments
- Strategies adapted to each region and successful geographical diversification
- Customer satisfaction ensuring renewal of mandates
- Excellent barometer to measure new service attractiveness
- **Significant, sustained organic growth**

