

SGS Virtual
Investor Days
2021



Connectivity & Products

Enhance a connected world

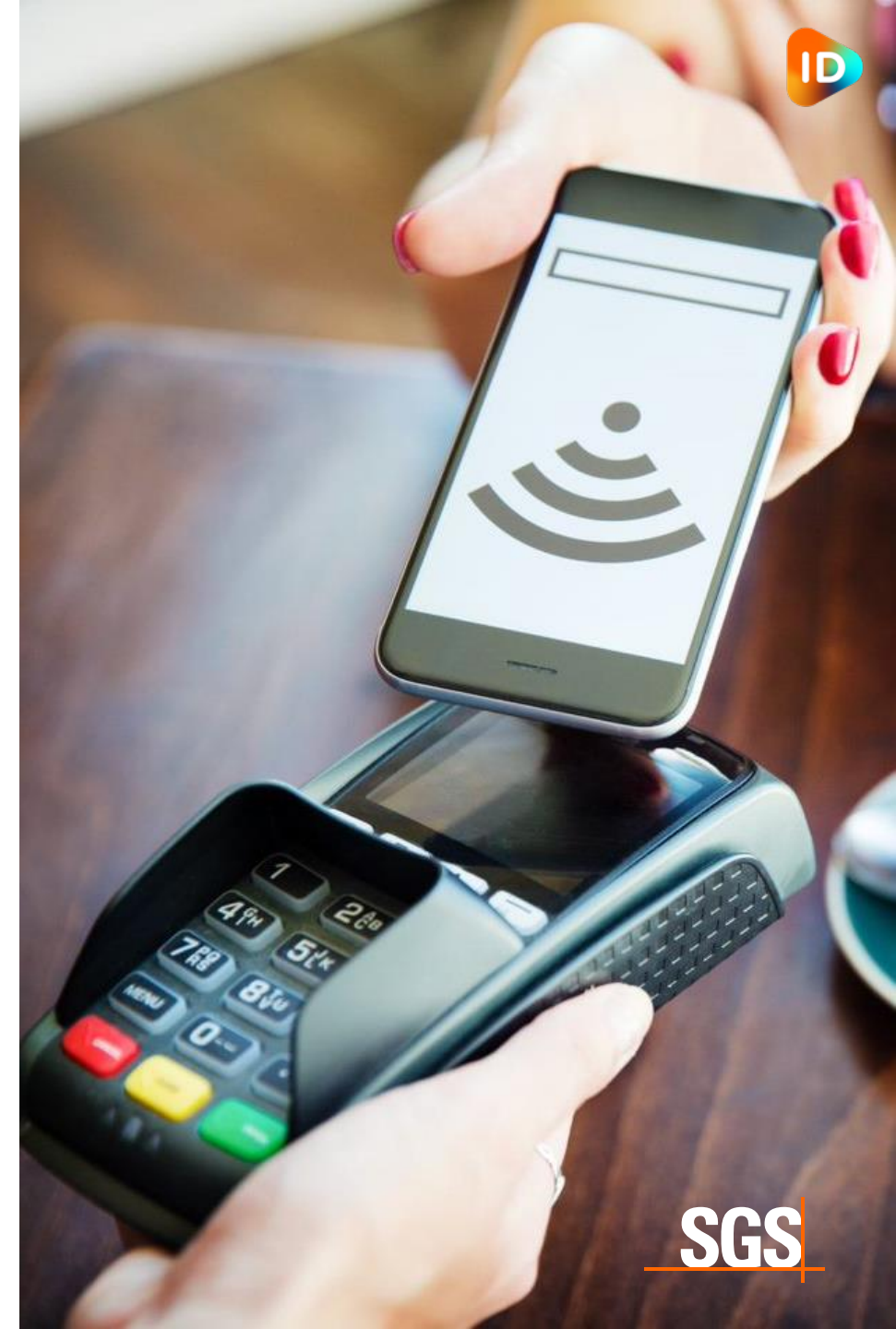
May 27, 2021

SGS


Connectivity & Products


Vision and 2023 ambition


- **Vision:** supporting the consumer products industry and its rapid evolution towards an increasingly connected world by providing our customers with a complete range of global solutions to verify the quality, regulatory conformity and performance of their products
- **How:** increase global market leadership position in all our business fields and continue to deliver operational excellence to our customers:
 - Develop a Total Solution for connected devices
 - Continue to invest and increase our global footprint, especially in Connectivity and Hardlines
 - Accelerate innovation and digitalization to improve our performance and propose new solutions to our customers




Aligning to four key TIC megatrends

 Connectivity

 Nutrition, Health & Wellness

 Sustainability & Climate

 Consumer Empowerment



Connectivity
& Products

▪ **Connectivity**

- We provide a Total Solution to assess products and support our customers with any new challenges and requirements

▪ **Health and Wellness**

- We continue to increase our capability for safety testing to a wider scope of products and support our customers from the R&D stage to the shelf

▪ **Sustainability and Climate**

- We support our customers to develop more sustainable products

▪ **Consumer Empowerment**

- We help consumers make better choices through product benchmarking
- We facilitate access to accurate product information

Connectivity & Products

SBU market position, return and capital allocation strategy

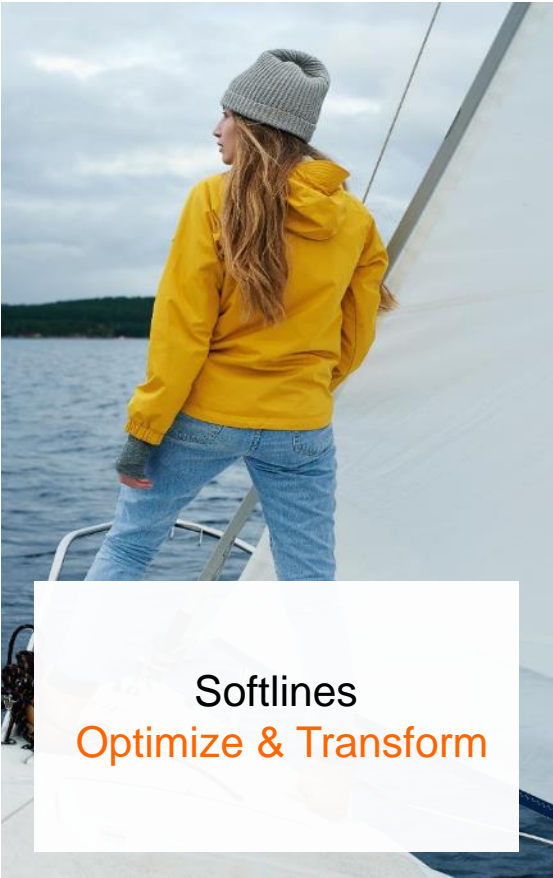
	ORGANIC GROWTH PROFILE	RELATIVE MARKET SHARE	CAPEX INTENSITY	NWC INTENSITY
Connectivity	HIGHER	CHALLENGER	HIGHER	LOWER
Softlines	LOWER	EQUAL	AVERAGE	LOWER
Hardlines	MID-SINGLE	EQUAL	AVERAGE	LOWER
Trade Facilitation	LOWER	LEADER	AVERAGE	HIGHER
Connectivity & Products	MID SINGLE	EQUAL	AVERAGE	LOWER

Connectivity & Products

2023 Business Unit ambitions and strategies



Connectivity & E&E
Diversify, Expand
& Accelerate



Softlines
Optimize & Transform



Hardlines
Expand & Accelerate



Trade
Facilitation Services
Optimize & Transform

Connectivity & Production

2023 Business Unit Ambitions



Connectivity & E&E
Diversify, Expand
& Accelerate



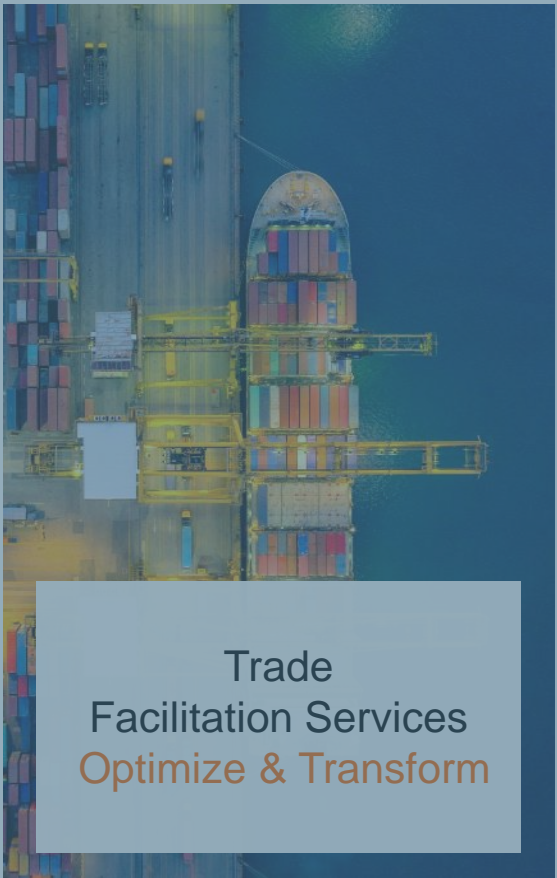
Optimize



Connectivity and E&E
Diversify, Expand
& Accelerate



Logistics
& Accelerate



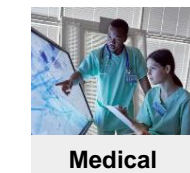
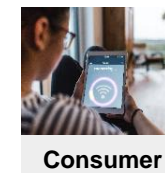
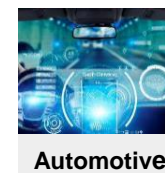
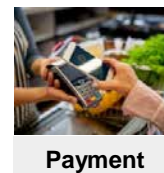
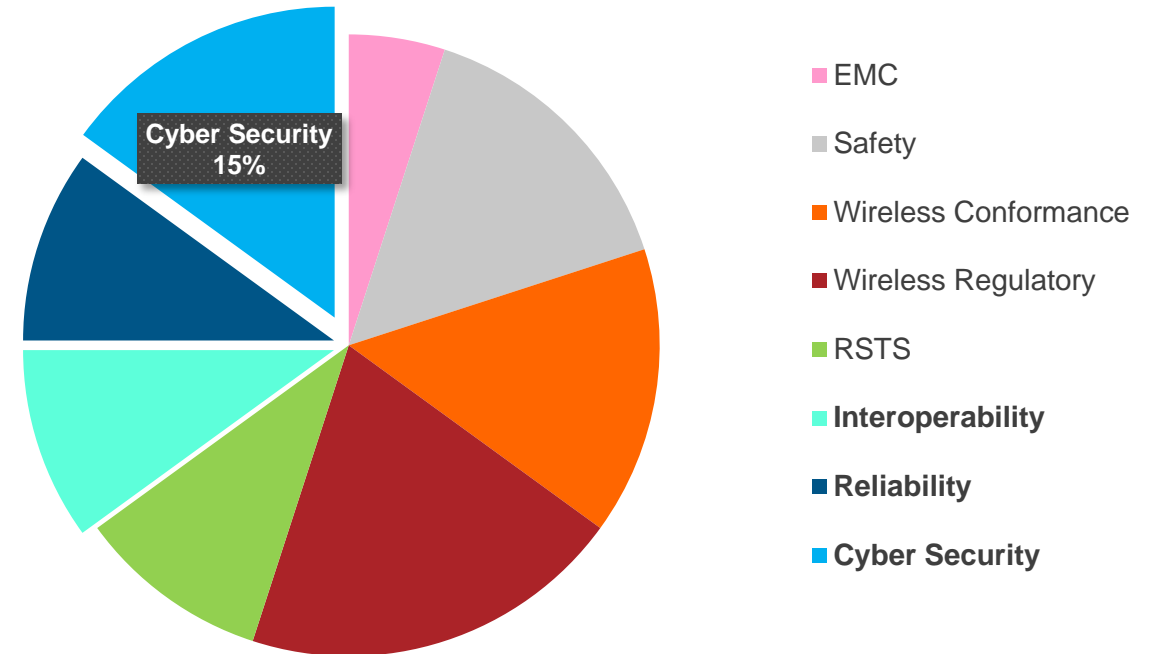
Trade
Facilitation Services
Optimize & Transform

Cybersecurity

The next frontier for Connectivity & Products

- Investing ahead of the market to build a leadership position in cybersecurity testing for connected products and devices
- The next extension to our Total Solution
- A significant market opportunity driven by 5G and IOT technologies
- Building a global testing network starting with Europe, NE Asia and USA

Testing revenue split per IOT device



Connectivity 2023 Business



Connectivity & E&E
Diversify, Expand
& Accelerate



Softlines
Optimize & Transform



Hardlines
Expand & Accelerate



Trade
Facilitation Services
Optimize & Transform

Connectivity & Production

2023 Business Unit ambitions



Connectivity & E&E
Diversify, Expand
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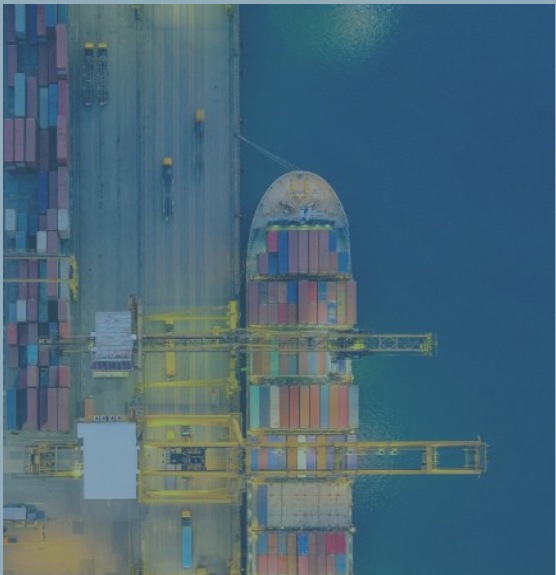
Optimize



Trade Facilitation Services
Optimize & Transform



Shipping Lines
& Accelerate



Trade Facilitation Services
Optimize & Transform

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Questions?