

# WHAT ARE THE COMMON PAIN POINTS?

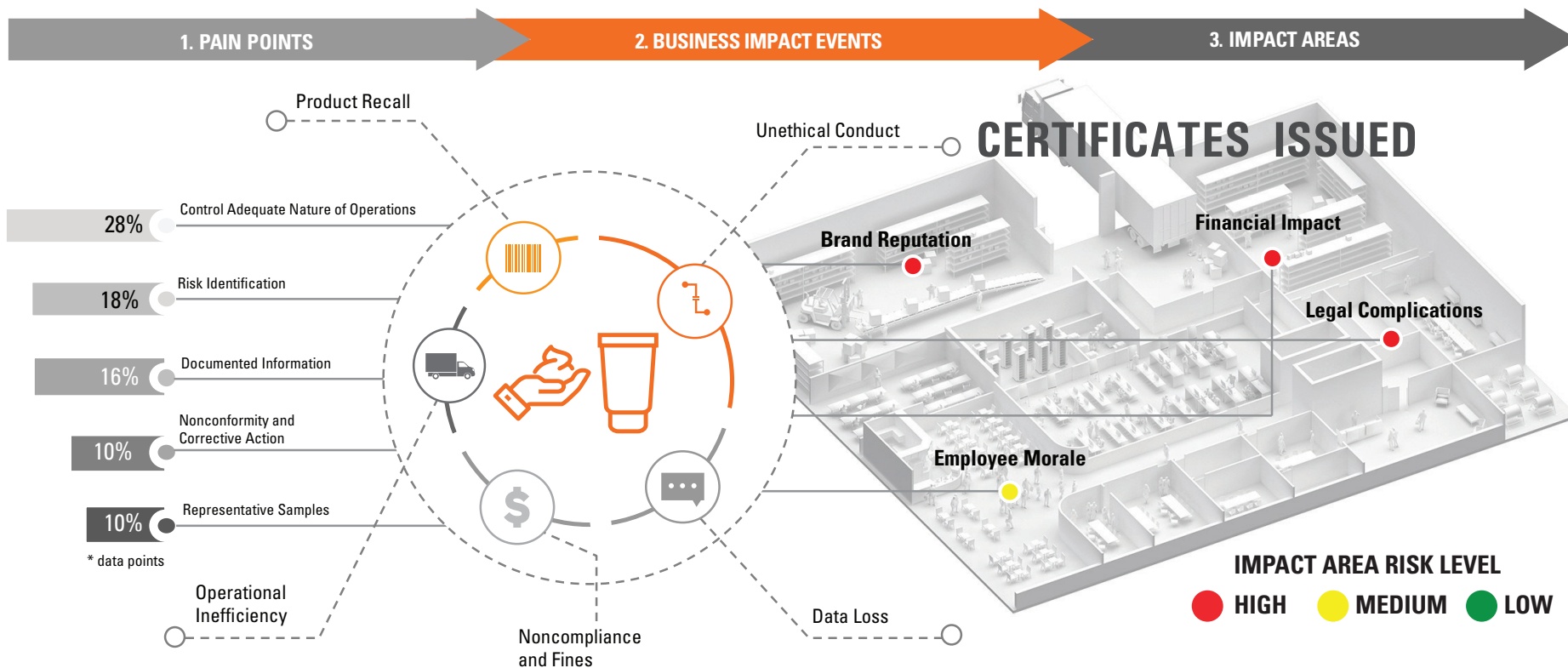
With our Pharmaceutical, Cosmetics, and Personal Care (PCPC) industry analysis, SGS is able to find trends in our clients' data points and detect threats and areas of improvement. Each standard clause and their corresponding data points were reviewed, allowing us to discover the top pain point areas a PCPC manufacturer might face.

Our methodology identifies the top five industry pain points based on the number of occurrences within our data set. Our technical and industry experts then map each pain point to the most likely event that can negatively affect operations, which we refer to as impact events. These events allow us to identify the risk level of the four main impact areas of an organization. The graphic below showcases this process for the PCPC industry and identifies all impact areas have high risk levels.

## DATA SPECIFICATIONS

**24,393 DATA POINTS**

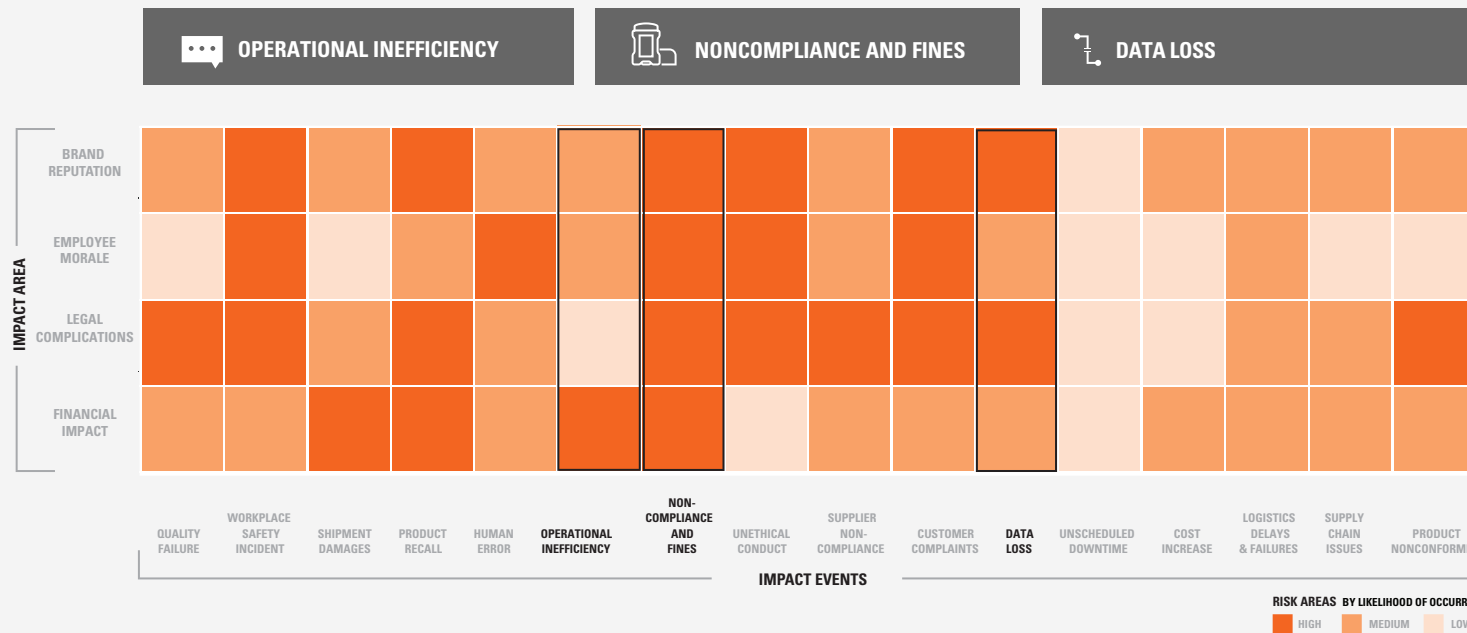
**8,338 CERTIFICATES ISSUED**



# LINKING IMPACT EVENTS TO BUSINESS RISK

Our analysis has identified operational inefficiency, noncompliance and fines, and data loss as the impact events most likely to occur. The heat map below highlights these three events and allows us to see how they all impact each of the four impact areas. Brand Reputation and Legal Complications are most at risk if these three impact events occur.

## IMPACT EVENTS MOST LIKELY TO OCCUR



1. Understand the industry landscape by seeing how key areas of your business are impacted by the identified events.
2. Identify the top three events based on # of occurrences and see how they rate (low, medium, high) against the 4 impact areas.
3. The dark orange boxes showcase the area most likely to be affected by these events.

### CONTACT SGS