GIS @ SGS

ROGER KAMGAING – EXECUTIVE VICE PRESIDENT

INVESTORS DAYS, 29-30 OCTOBER 2015
ACHIEVE SIGNIFICANT GROWTH

REDUCE BUSINESS RISKS

ELIMINATE LUMPINESS
ACTION PLAN

- Portfolio review to ensure that we talk to governments and institutions in developed and less developed economies
Successful innovation leading from a one product business to multiple products to adapt our service offering to all stages of economic and social development.

1965-2015

TRADITION OF INNOVATION

ESTABLISHMENT OF INNOVATION UNIT:

7 PRODUCTS CREATED IN 12 MONTHS
FIRST RESULTS

- 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
WHAT IS NEXT....

- 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.
LAND MANAGEMENT

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 entrants 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
NEW CROSS-BORDER SOLUTION

- What is it?
  - Intelligent combination of GIS products for border posts:
    - SGS Dtect - scanning
    - SGS Wave and SGS evaluator - data integration
    - SGS TransitNet - bank guarantee information
    - SGS QuickPass queue and crossing management
    - SGS Omnis - container tracking

- Benefits to people:
  - Simpler procedures
  - Lower costs of transportation

- Benefits to investors:
  - Less red tape, lower costs
  - Further automation

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

- 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**