SGS INVESTOR DAYS 24 – 25 OCTOBER 2013 USA

SGS ETC ENVIRONMENTAL TESTING CORPORATION

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Investor Days, 24-25 October 2013

WHEN YOU NEED TO BE SURE

SGS

THE BUSINESS

- Date of acquisition:
  - 1 August 2011
- Size:
  - Employs 55 people
- Description:
  - High altitude laboratory that performs vehicle and engine emission, fuel consumption, evaporative determination, and performance testing services
  - Based in Aurora Co (close to Denver)
- Market position:
  - 95% share of the niche US high altitude engine and vehicle testing markets
  - 5% share of the US engine and vehicle testing markets.

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WHAT WE OFFER

- Vehicle Testing Services
  - Vehicle Engine and Evaporative emissions testing
  - Mileage Accumulation and Fleet testing (On-Road, On-Track, and On-Dynamometer)
  - Vehicle procurement services for OEMs conducting in-use tests
  - Vehicle engine calibration services

- Engine Testing & Certification Services
  - Diesel and gasoline engine emissions testing
  - All wheel drive, running loss
  - Variable temperature shed (VTSHED) testing
  - Extreme operation testing (temperature, altitude)
  - Cold start engine testing

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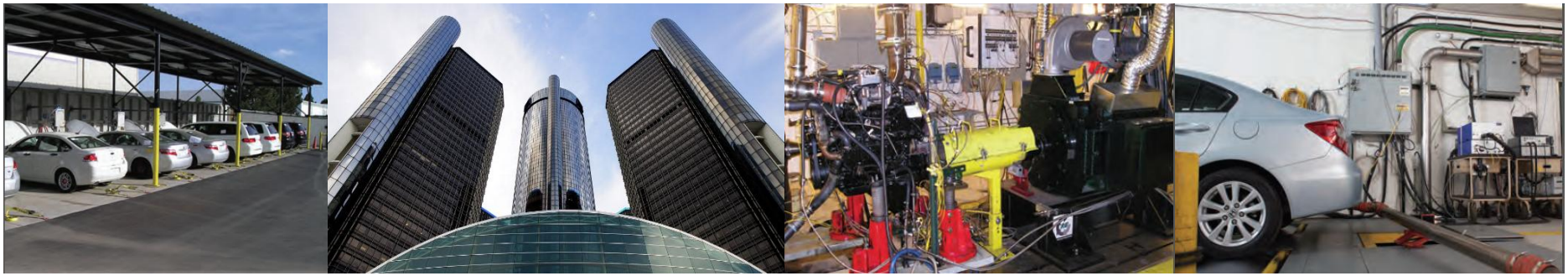
WHO WE SERVE

- The global automotive and engine manufacturers as well as the Federal, state and EPA research communities:
  - Major domestic and foreign vehicle manufacturers
  - Domestic and foreign engine manufacturers
  - Tier 1 and 2 suppliers
  - EPA and state or federal agencies
- The top 10 customers account for 50% of revenues
  - Client base – in excess of 70



BENEFITS TO THE GROUP

- Diversification into niche, high-margin, non-commodity set of complex technical and scientific services
- Tap into the much larger, USD 1 Bio, vehicle and engine sea level testing market, by leveraging ETC's excellent reputation and expertise:
  - Launch testing services in Michigan (considered sea level), where many target clients are located
- Leverage ETC services as a Vehicle/Engine emissions competence centre outside of US, possibly in Asia

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FOR THE COMPLETE PICTURE

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