SGS INVESTOR DAYS 24 – 25 OCTOBER 2013 USA

SGS AVIATION JET FUEL SERVICES

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Investor Days, 24-25 October 2013

WHEN YOU NEED TO BE SURE

SGS

CHALLENGES & SCOPE OF THE AVIATION INDUSTRY

CHALLENGES

- New producers
- New infrastructure owners
- New airlines
- New airports / airport operators
- Moving east
- Highly focused new entrants (no peripheral skills)

ANY AIRPORT	ANY AIRLINE	ANY FUEL LOGISTICS SUPPLIER	AVIATION FUEL	REFINERIES
• 43,982 globally out of which 3,846 are ICAO airports and 1,160 are covered by the IATA Fuel Quality Pool	• 1,568 global airlines 241 are IATA member airlines of which 81 are members of the IATA Fuel Quality Pool	• (airport management co, pipeline operations, storage and transportation companies etc.) • 2,500 locations apply JIG standards (40% of aviation fuel facilities) • Number of independent companies growing as multinational oil companies	• 2012 global airline industry fuel bill = $207 billion	• 717 refineries worldwide

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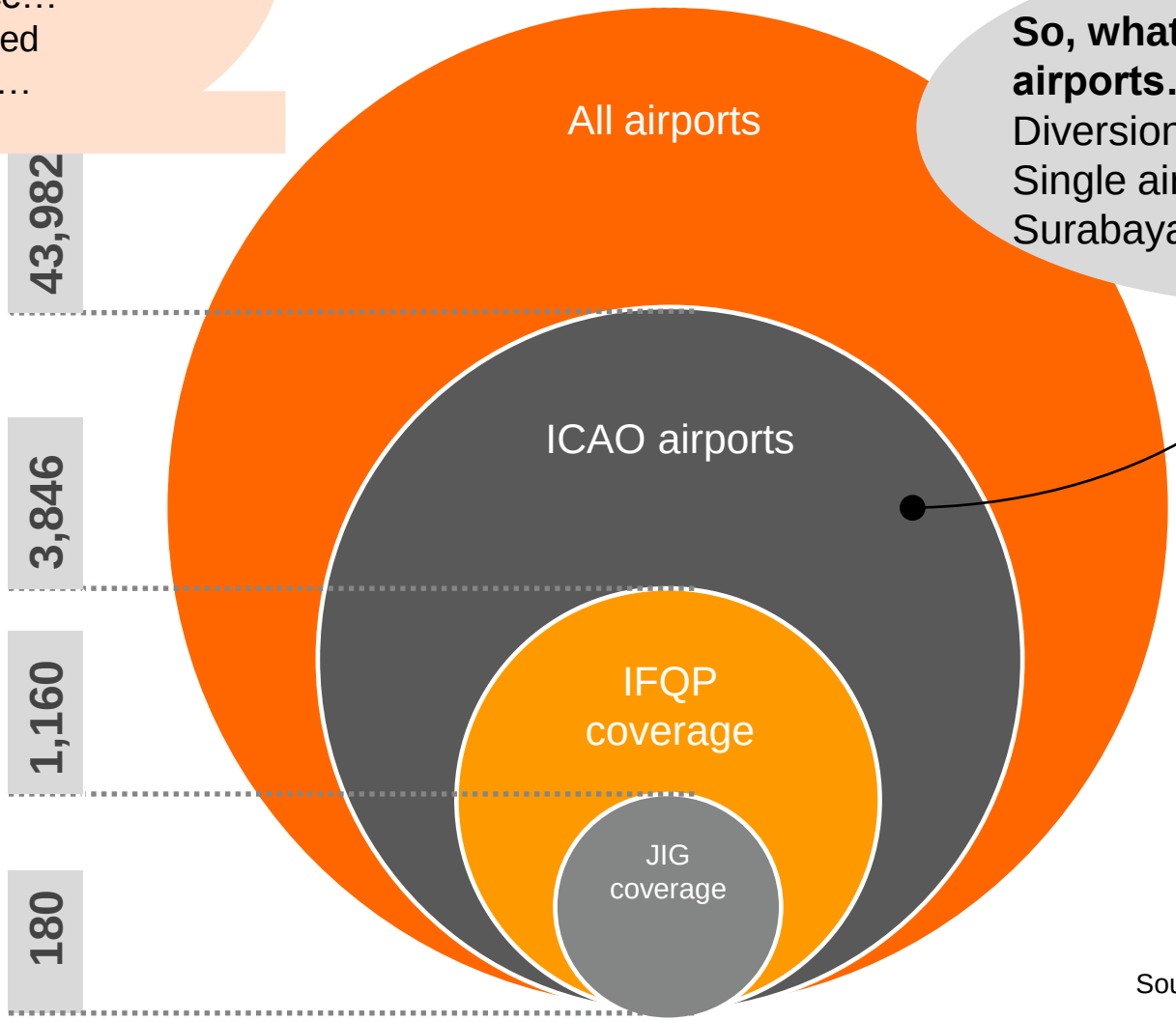
1. GLOBAL COVERAGE (NUMBER OF AIRPORTS)

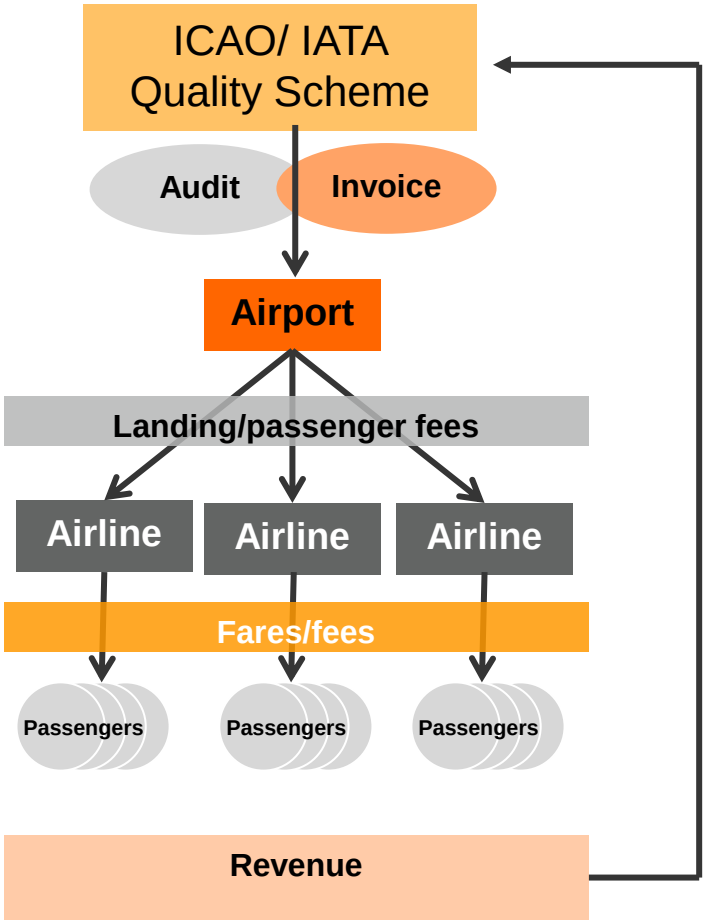
Current Inspectors struggling with their workload…
Difficult to retain experience…
Fragmented approach…

So, what about non-IFQP airports…?
Diversions?
Single airline operations?
Surabaya?



Sources: JIG, IATA, ICAO, ATAG

HOW SGS CAN MEET THIS CHALLENGE



- SGS Knowledge & Experience on Aviation Fuel Quality, Processes & Systems
- SGS Global Audit Resource & Systems
- Provide all fuel quality audits at airports
- Be Independent & Impartial
- Give clarity on actions required and why
- Transparent and accessible by all users
- A single clear view of fuel acceptability

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SERVICES TO AVIATION CLIENT

Skytanking is currently present at more than 50 international airports in 12 countries handling more than 15 billion litres of Jet A-1 and refuelling more than 1.6 million aircraft per year, almost three fuellings per minute.
Skytanking is growing all the time and are engaged in a wide range of developments in the USA, Europe, Asia and beyond.

- **SGS Existing Services**
  - Pipe Inspection
  - Fuel Analysis
  - Fuel Sampling
  - Calibration
  - ISO 9001
  - ISO 14001
  - Water testing
- **SGS Additional New Services**
  - Supply chain Audits
  - Air monitoring
  - Noise monitoring
  - GHG certification
  - Environmental impact assessments
  - Pipe & Tank Completion Certificates

THE SGS VALUE PROPOSITION

- Global Reach for Global Aviation Business
- Independence and Integrity
- Strong name and brand
- Multidisciplinary competent teams
- Comprehensive range of Aviation Product Inspection & Testing, Engineering and Systems Audit & Training
- Services for the Aviation Industry
- First mover advantage
- Existing presence on industry bodies (EI 1530/JIG /IATA.ICAO)
- Established Audit Team and Systems

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2014
FOR THE COMPLETE PICTURE

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