



SGS @ CHILE

ROBERTO CASTILLO – MD

INVESTOR DAYS, 29-30 OCTOBER 2015

WHEN YOU NEED TO BE SURE

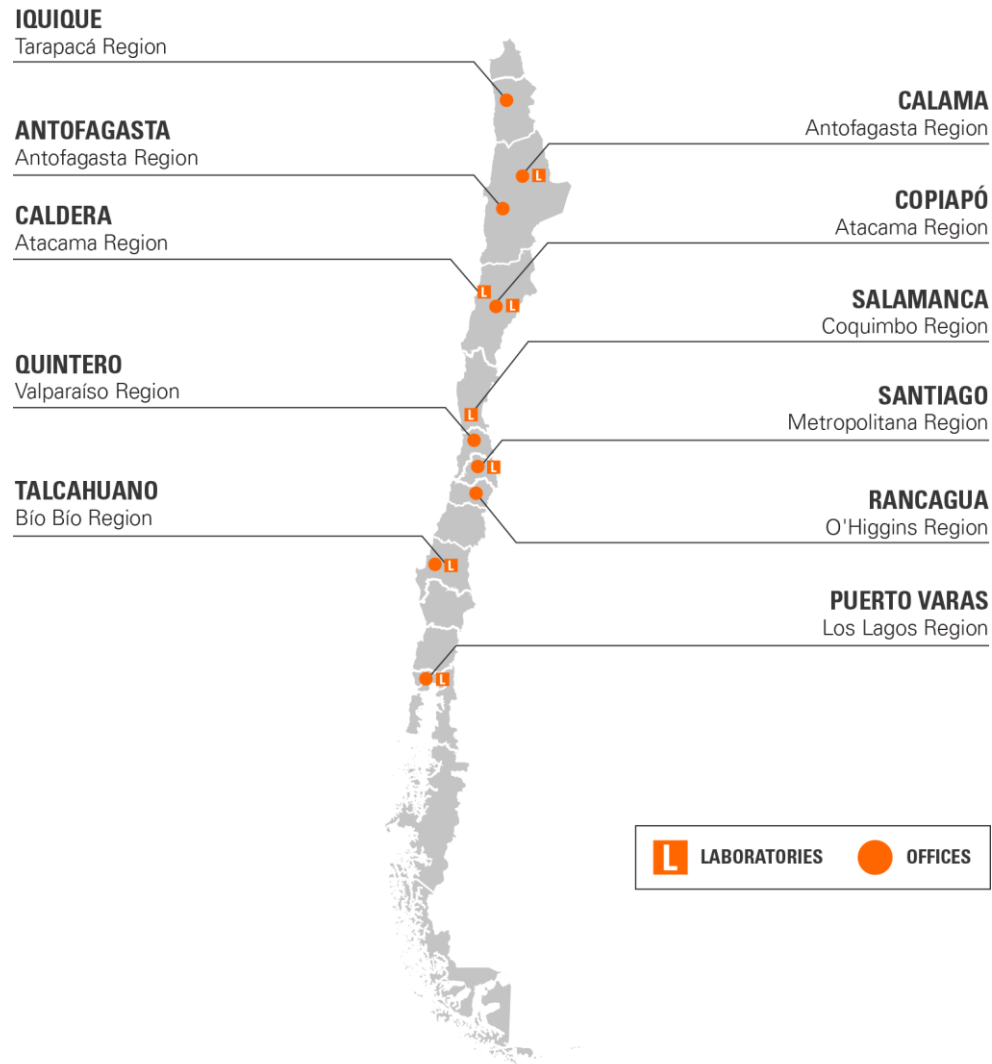




- Established in 1951
- 4 companies
- New HQ in August 2014
- More than 3,000 full-time employees
- 20 offices
- 17 laboratories
- 9 Business Lines

- Established in 1996
- Presence in Chile, Colombia, Peru
- 200 clients
- 1,100 full-time employees
- 7 offices, 1 lab
- 2014 revenues of CHF 53 million
- Broad spectrum of operations





KEY BUSINESS ACTIVITIES

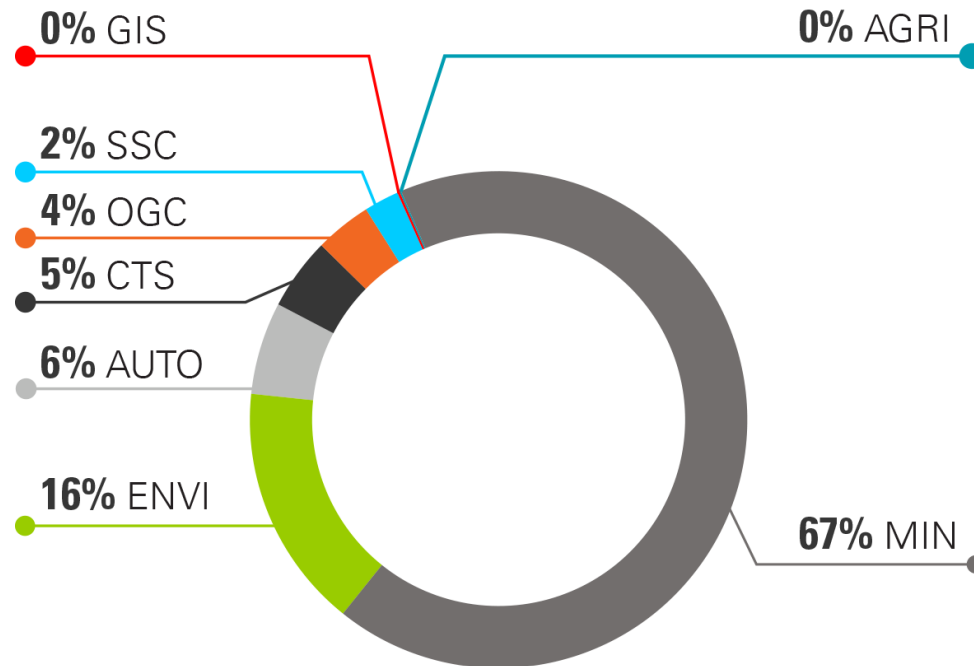
REVENUE

SERVICE DIFFERENTIATION

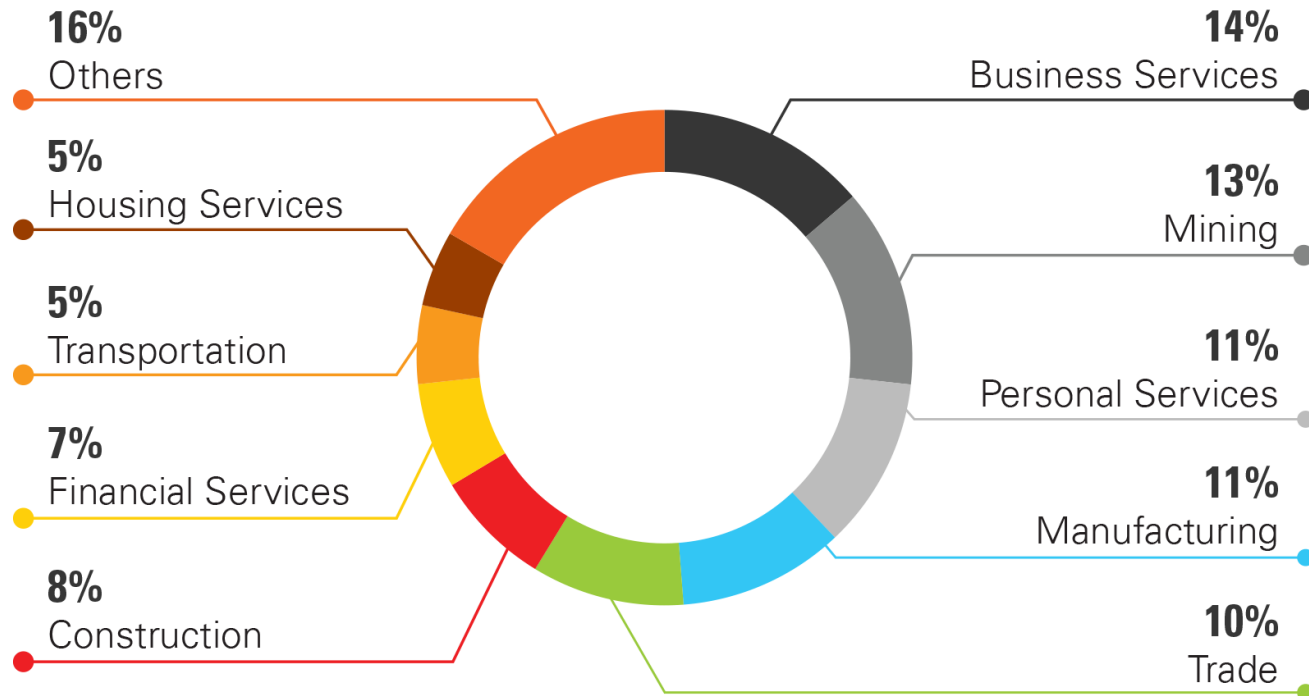
MARKET SEGMENTATION

STRENGTHS

GROWTH OPPORTUNITIES



- Strong understanding of local customer needs
- Global network
- Strong customer service culture
- Market leaders with cutting edge equipment and facilities
- Strong brand recognition
- Employees recognized experts within their fields



- Strong management and technical expertise
- Adaptable to constantly changing political and economic environment
- Continuous improvement programs, consistently working on process efficiency
- KPI culture
- Unique process and cost control systems
- Focus on safety and security
- Personalized employee training programs

- Acquisition opportunities across multiple sectors
- MIN focus on improving margins, waiting for the recovery of the industry worldwide
- Increasing business development for metallurgy and mineralogy
- Obtain synergy by integrating sectors, reducing OH
- Enhanced sales structure: CRM, sales force consolidation
- Extend scope of lab services for AGRI
- Organic growth between 12% and 15% in all other sectors

