



# SAMPLE MANAGEMENT @ SGS

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WHEN YOU NEED TO BE SURE



	EXISTING	NEW
EXISTING	<p><b>CROSS BUSINESS APPROACH</b></p> <p>Facilitate and assist cross business thinking. More growth, more profits and improved leverage as we sell additional SGS services to existing customers that know and see us already as a trusted partner.</p>	<p><b>RESEARCH &amp; DEVELOPMENT</b></p> <p>Supporting research and development programs enriches our strategies for growth. Defined and successful areas become a priority at both local and global level and are rolled out into the entire SGS network (e.g. Drone inspections).</p>
NEW	<p><b>REPRODUCING SGS SERVICES IN OTHER COUNTRIES/REGIONS</b></p> <p>Growth speeds up by implementing existing, well known and mature SGS services in other countries. With our knowledge and capabilities we are able to duplicate and integrate SGS services smoothly everywhere.</p>	<p><b>NEW DEVELOPMENT AREAS FOR SGS</b></p> <p>As world leader we constantly evaluate whether we can enter new markets and broaden our portfolio. New growth areas are defined as a result of this process.</p>



- Dangerous Goods transport regulations:
  - Air freight: ICAO – IATA
  - Road transport: ADR (Europe)
  - Sea shipping: IMDG (IMO)
- Extensive knowledge is needed for handling goods:
  - Classification of products
  - Labelling
  - Documentation
  - Packaging
  - Shipping
- Many airport-related companies are not familiar with applicable regulations enforced by authorities

## EXAMPLES OF DANGEROUS GOODS PRODUCTS

### FROM GAS CYLINDERS TO PERFUMES



**GAS CYLINDERS**



**GASOLINE  
BARRELS**



**BLOOD  
SAMPLES**



**PHONES &  
LAPTOPS**



**PAINT**



**PERFUMES**

## ENSURING COMPLIANT HANDLING AND TRANSPORT OF **DANGEROUS GOODS** AND REALIZE **TRUST**



### COMPLIANCE CHECK

Review of dangerous goods classification based on Safety Data Sheets.



### DOCUMENTATION

We deliver needed documents to make sure that the correct information is available.



### (RE)PACKING

We ensure that the product will be sent in a dedicated package for transport by air, sea or road. We can also repack



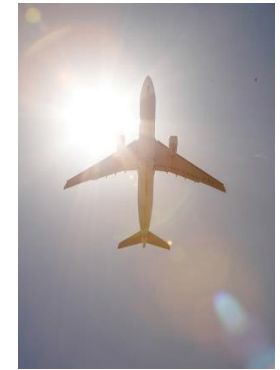
### LABELLING

We make sure that all packages are labelled in full conformity with legislation.



### SHIPPING

We can arrange transport or facilitate shipping of dangerous goods to destinations worldwide.



### TRUST

We ensure that the transport and handling of dangerous goods meet legislation and will be delivered on time.

## OUR CLIENT BASE IN THE AIR FREIGHT LOGISTICS CHAIN



### MANUFACTURERS

Chemicals  
Cosmetics  
Paints  
Medical labs  
Electronics  
Aircraft spares  
Copiers



### FORWARDERS

DHL  
Kuehne + Nagel  
Panalpina  
CEVA Logistics  
UPS  
Expeditors



### GROUND HANDLERS

Potential partners  
for locating our  
Dangerous Goods  
Services operations  
at airports.



### AIRLINES

Airlines often  
outsource non-core  
services to external  
parties. Handling  
Dangerous Goods  
is one of them.

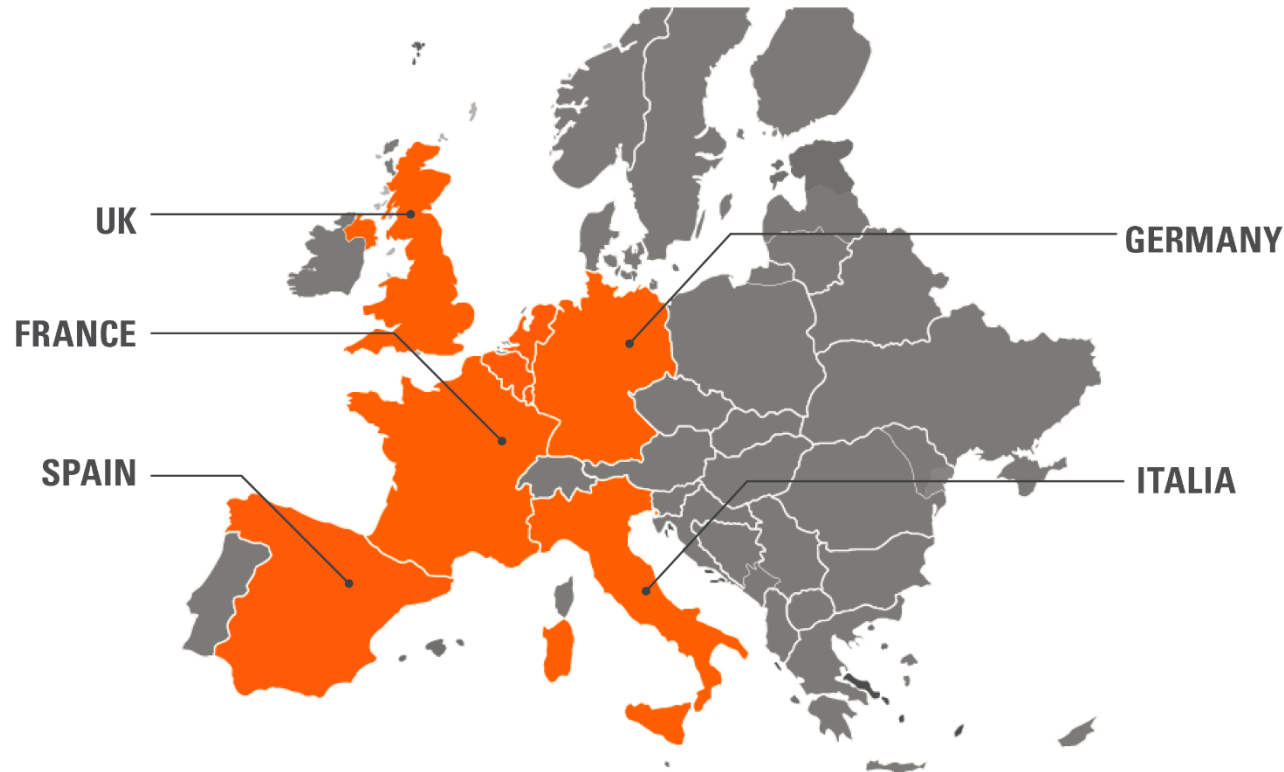


## OUR DANGEROUS GOODS SERVICES' FOOTPRINT IN THE BENELUX



- Airports (and related customers in the chain) rely on SGS Benelux expertise.

## NEXT STEPS TO EXPAND THE DANGEROUS GOODS SERVICES' FOOTPRINT



- High potential countries are selected to expand the Dangerous Goods Services in Europe based on operational blueprint of SGS Benelux.  
Growth potential from 10 million Euro to 100 million Euro.





- Growth market based on strict legislation and regulation
- High technical expertise in dangerous goods regulations
- Demonstrated high growth rates (10% per year)
- Proven high margins (more than 20%)
- Relatively low investment to reproduce
- Experience, knowledge and operational blueprint
- Next step: go global

