



2017

# SGS GROUP RESULTS

FIRST HALF 2017

SGS

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**HIGHLIGHTS**

**FINANCIAL  
REVIEW**

**BUSINESS  
REVIEW**

**OUTLOOK**

**Q&A**

**APPENDIX**





**4.9%<sup>1</sup>**

CHF 3.0 BN  
FX 0.1%

**REVENUE  
GROWTH**



**14.1%**

CHF 428 MIO  
4.9%<sup>1</sup>

**ADJUSTED  
OPERATING  
INCOME MARGIN<sup>2</sup>**



**CHF 293 MIO**

5.8%

**PROFIT FOR  
THE PERIOD**



**CHF 210 MIO**

(13.2)%

**FREE  
CASH FLOW<sup>3</sup>**

### ACQUISITIONS AND STRATEGIC PARTNERSHIPS



**HARRISON RESEARCH  
LABORATORIES, INC.**  
USA



**ILC MICRO-CHEM INC.**  
CANADA



**BF MACHINERY PTY LTD AND  
CBF ENGINEERING PTY LTD**  
AUSTRALIA



**LABORATOIRE LCA**  
MOROCCO



**SENSIMA INSPECTION**  
SWITZERLAND

### SUBSEQUENT EVENTS



**CENTRAL ILLINOIS GRAIN  
INSPECTION, INC.**  
USA



**SGS LEICESTER LTD.**  
UNITED KINGDOM



## 92 900 EMPLOYEES<sup>1</sup> AND 2 000 OFFICES & LABORATORIES AROUND THE GLOBE ENABLING REACH AND LOCAL SUPPORT



1. End of period.

**HIGHLIGHTS**

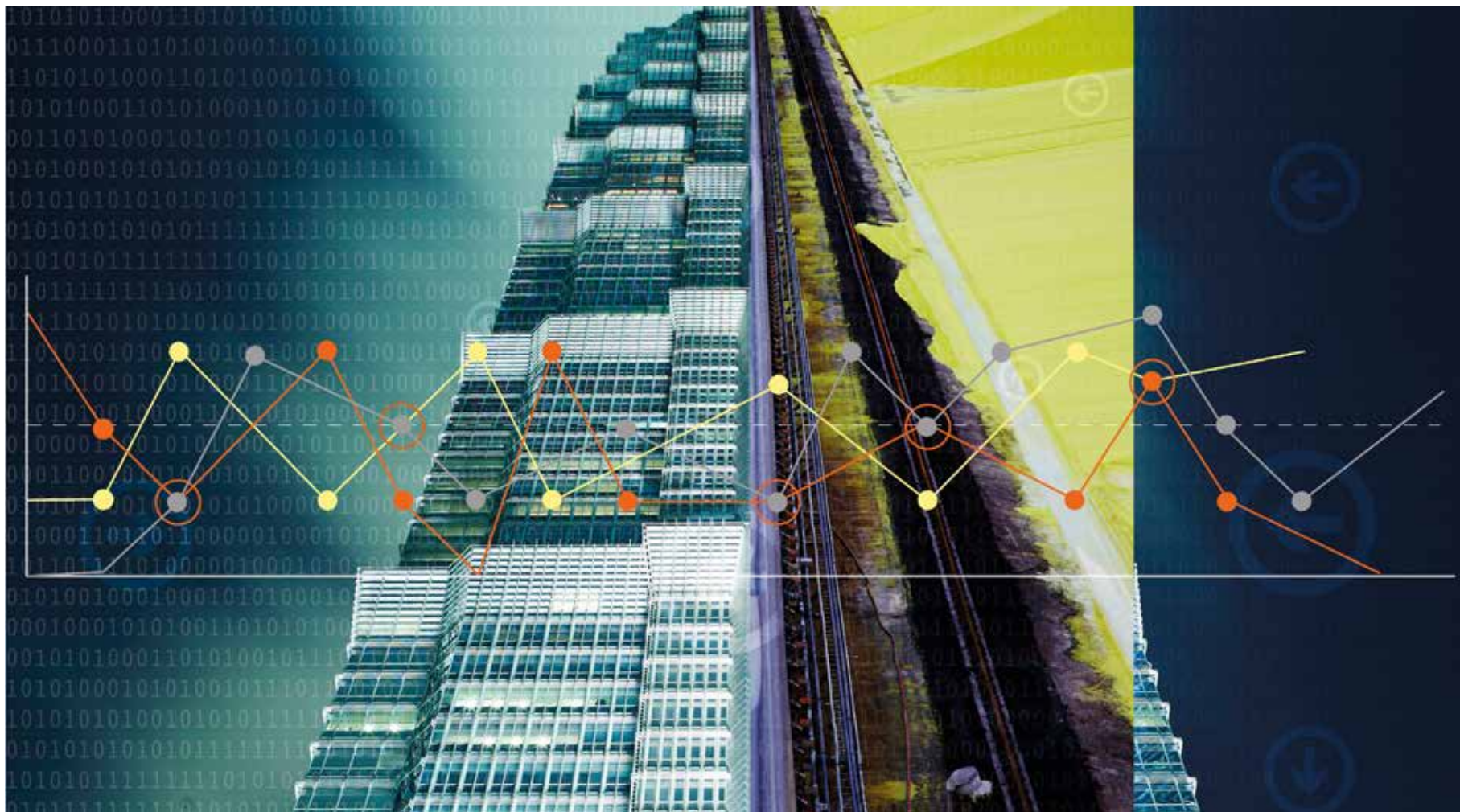
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<i>(CHF million)</i>	<b>JUNE 2017</b>	<b>JUNE 2016 PRO-FORMA<sup>2</sup></b>	<b>JUNE 2016</b>
<b>REVENUE</b>	<b>3 047</b>	<b>2 904</b>	<b>2 901</b>
<i>Change in %</i>		4.9	5.0
<b>ADJUSTED OPERATING INCOME<sup>1</sup></b>	<b>428</b>	<b>408</b>	<b>411</b>
<i>Change in %</i>		4.9	4.3
<b>ADJUSTED OPERATING INCOME MARGIN<sup>1</sup> IN %</b>	<b>14.1</b>	<b>14.1</b>	<b>14.2</b>
<b>OPERATING INCOME (EBIT)</b>	<b>410</b>	<b>391</b>	<b>394</b>
<i>Change in %</i>		4.9	4.1
<b>OPERATING INCOME (EBIT) MARGIN IN %</b>	<b>13.5</b>	<b>13.5</b>	<b>13.6</b>
<b>PROFIT FOR THE PERIOD</b>	<b>293</b>	<b>274</b>	<b>277</b>
<i>Change in %</i>		6.9	5.8
<b>PROFIT ATTRIBUTABLE TO EQUITY HOLDERS OF SGS SA</b>	<b>276</b>	<b>256</b>	<b>258</b>
<i>Change in %</i>		7.8	7.0
<b>BASIC EPS (CHF)</b>	<b>36.58</b>	<b>33.71</b>	<b>34.02</b>
<b>ADJUSTED BASIC EPS (CHF)<sup>1</sup></b>	<b>38.88</b>	<b>35.83</b>	<b>36.13</b>



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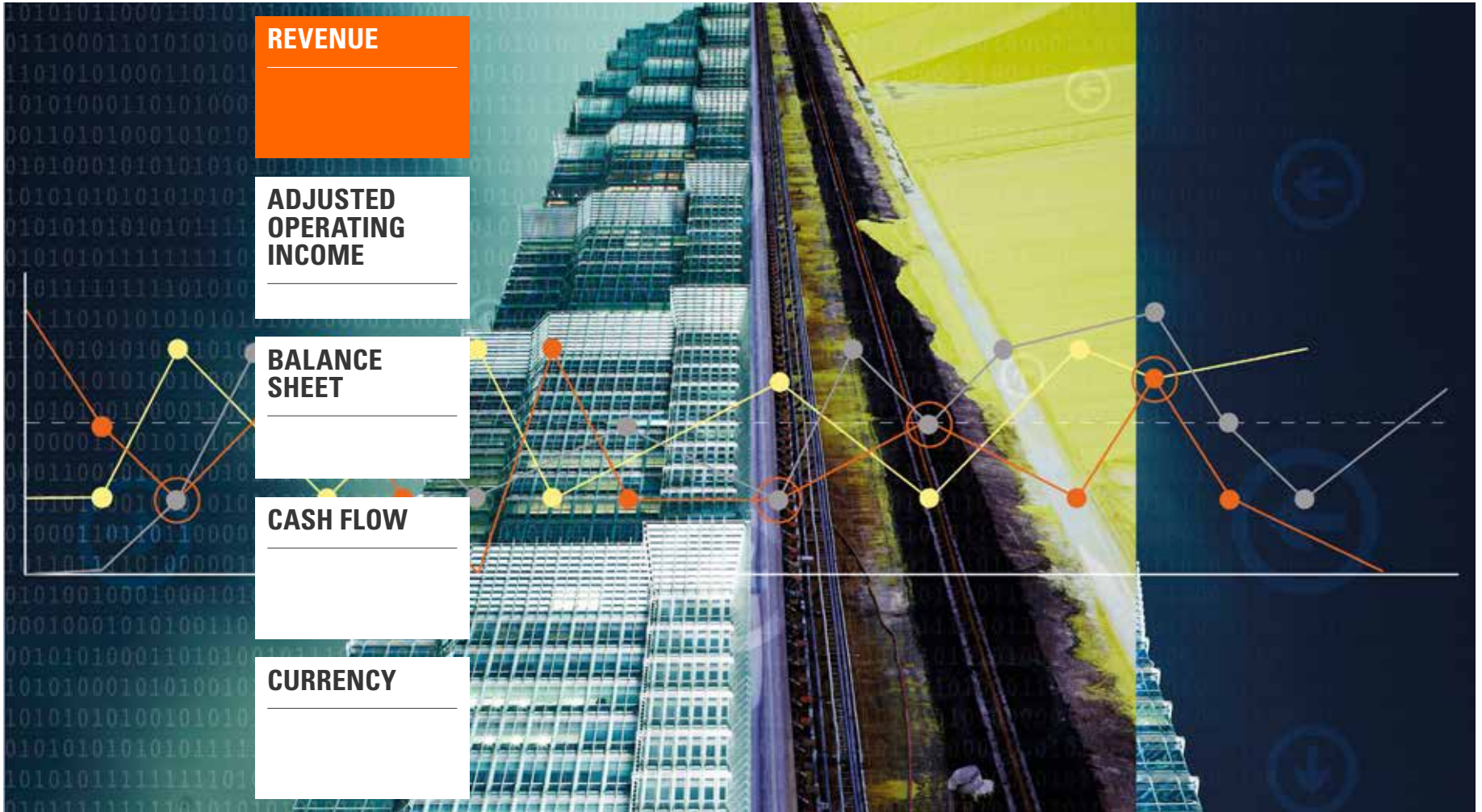
**REVENUE**

**ADJUSTED  
OPERATING  
INCOME**

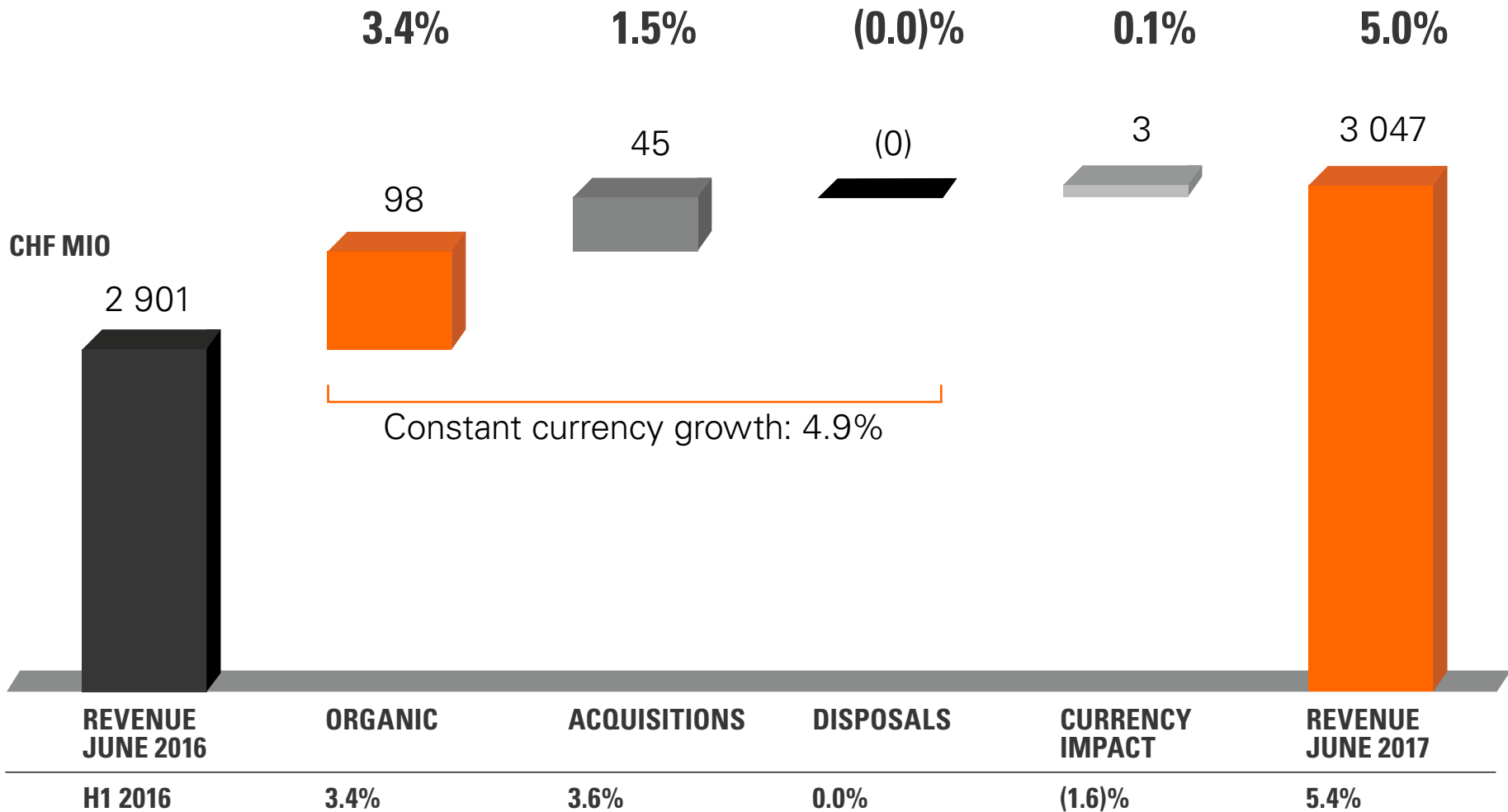
**BALANCE  
SHEET**

**CASH FLOW**

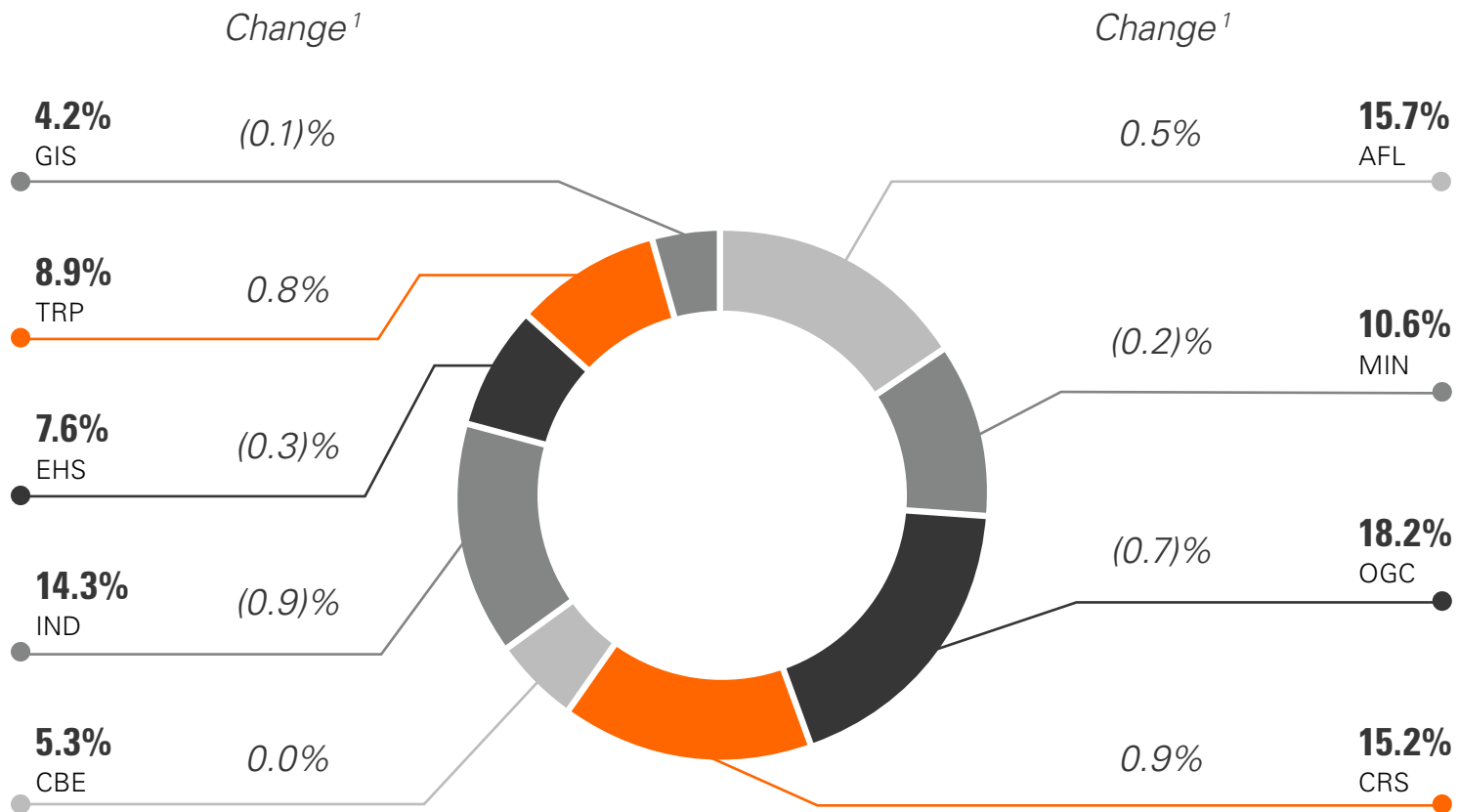
**CURRENCY**



# H1 2017 REVENUE GROWTH COMPOSITION



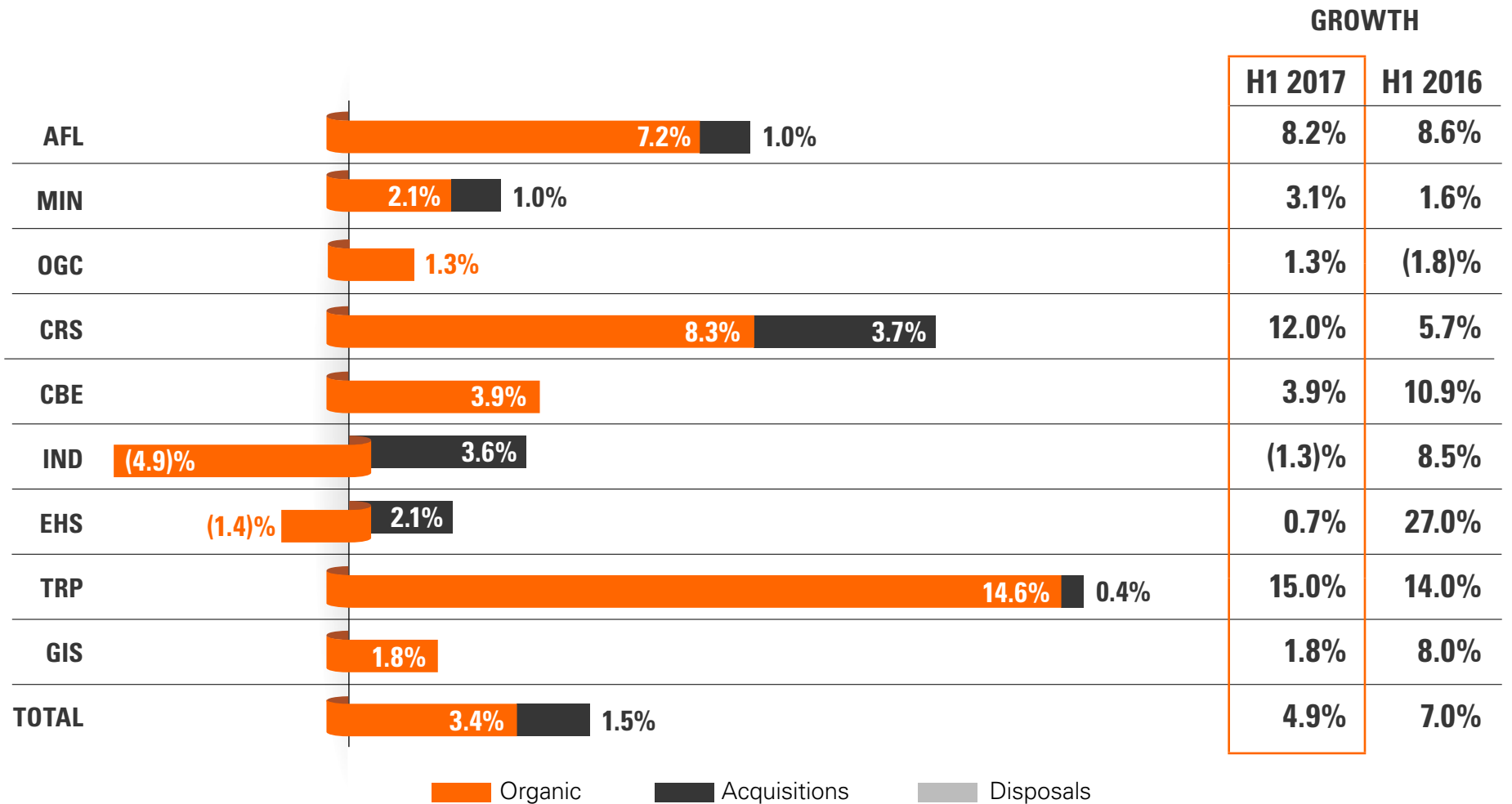
### H1 REVENUE



1. Constant currency basis.

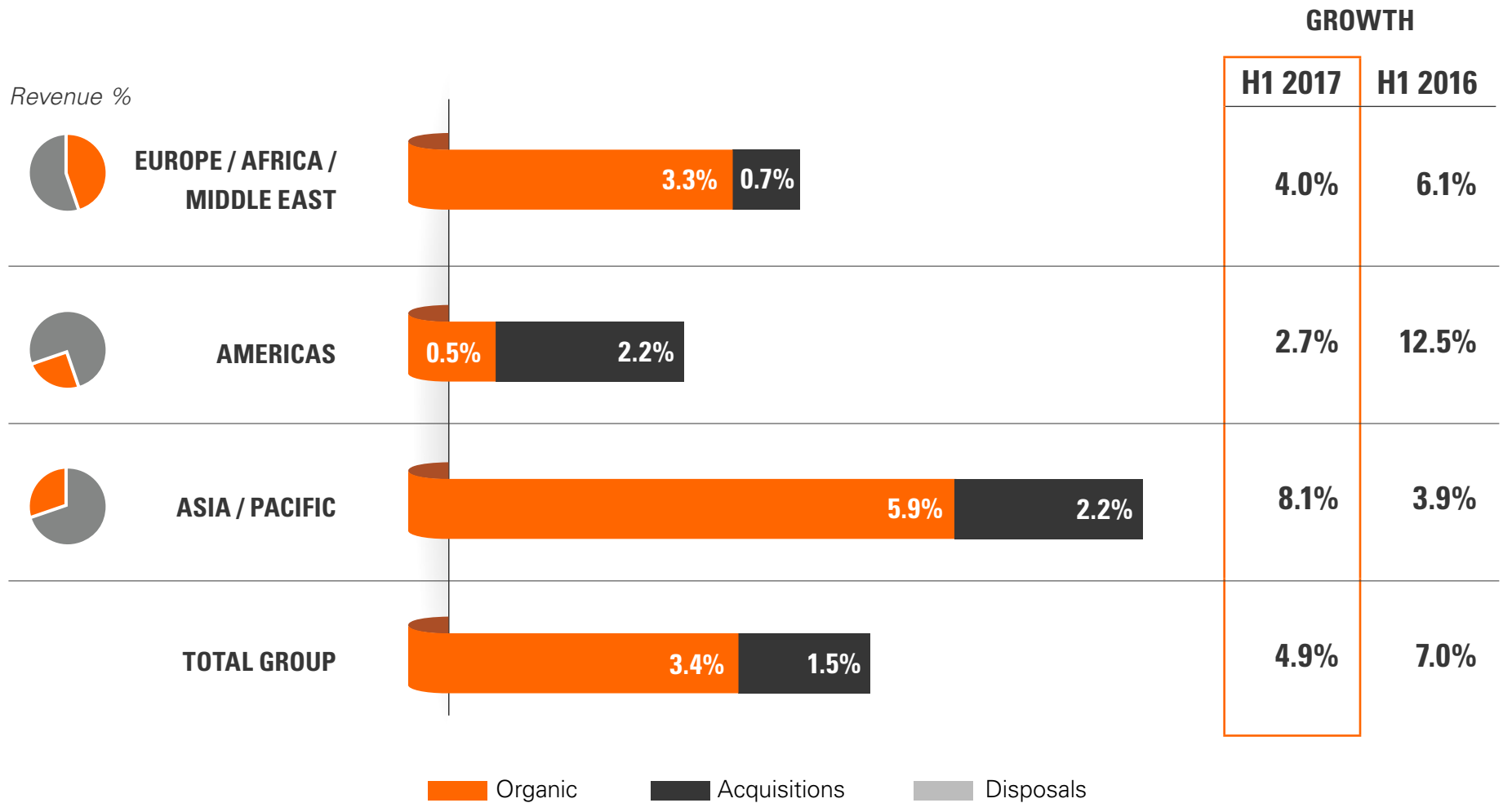


# H1 2017 REVENUE GROWTH<sup>1</sup> BY BUSINESS



1. Constant currency basis.

# H1 2017 REVENUE GROWTH<sup>1</sup> BY REGION



1. Constant currency basis.

### HEADCOUNT END OF PERIOD<sup>1</sup>

**92 912**

**4 510 INCREASE**  
**5.1%**



### GROUP HEADCOUNT END OF PERIOD

**3 479**



**ORGANIC  
BUSINESS  
GROWTH**

**1 608**



**ACQUISITIONS**

**(577)**



**DISPOSALS AND  
RESTRUCTURING**

### HEADCOUNT AVERAGE

**92 065**

**3 689 INCREASE**  
**4.2%**



### GROUP HEADCOUNT AVERAGE

### VARIANCE BY REGION

	HEADCOUNT AVERAGE	HEADCOUNT %	REVENUE %
Europe/Africa/ Middle East	1 432	3.9	4.0
Americas	773	3.6	2.7
Asia /Pacific	1 484	4.9	8.1
<b>TOTAL</b>	<b>3 689</b>	<b>4.2</b>	<b>4.9</b>



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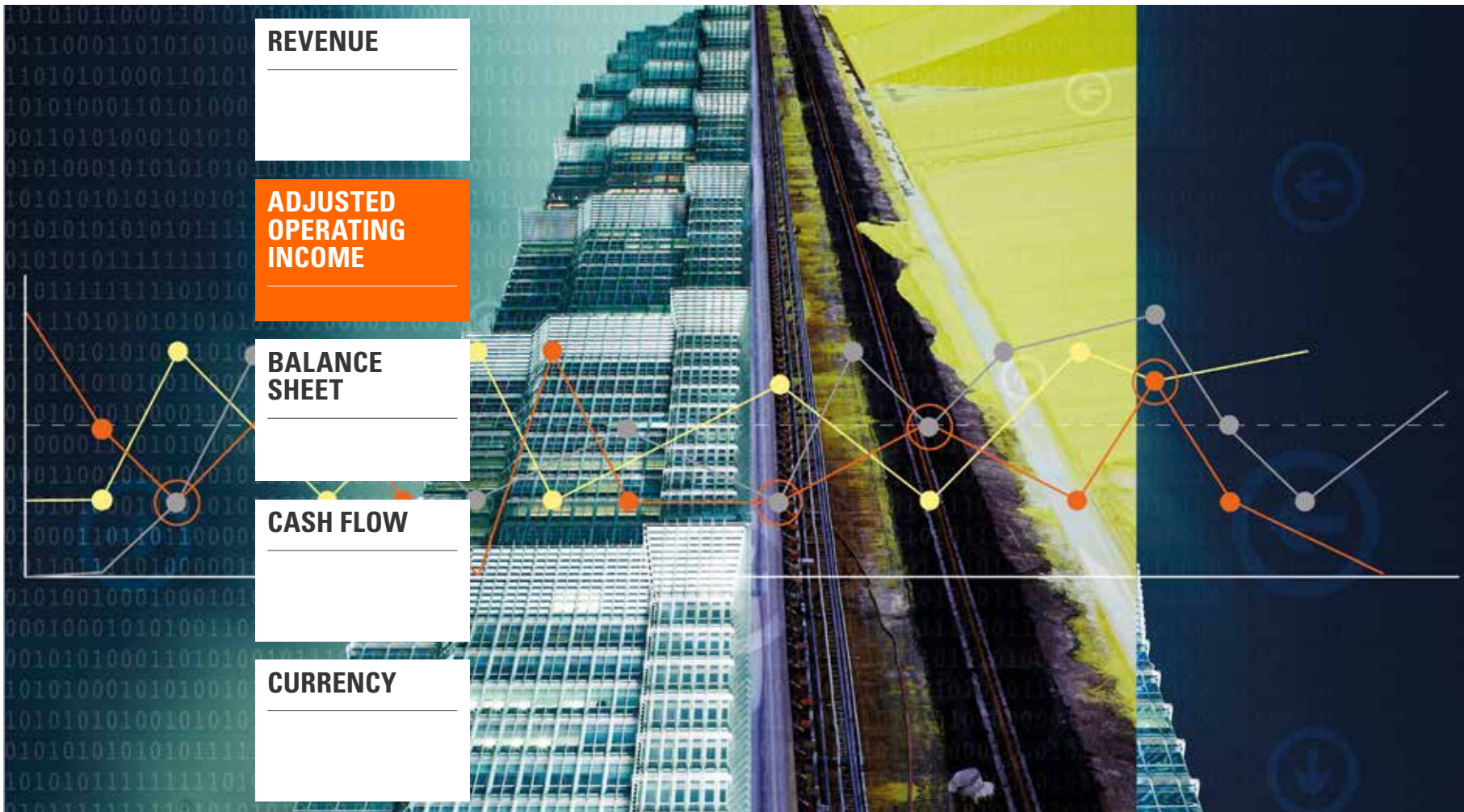
**REVENUE**

**ADJUSTED  
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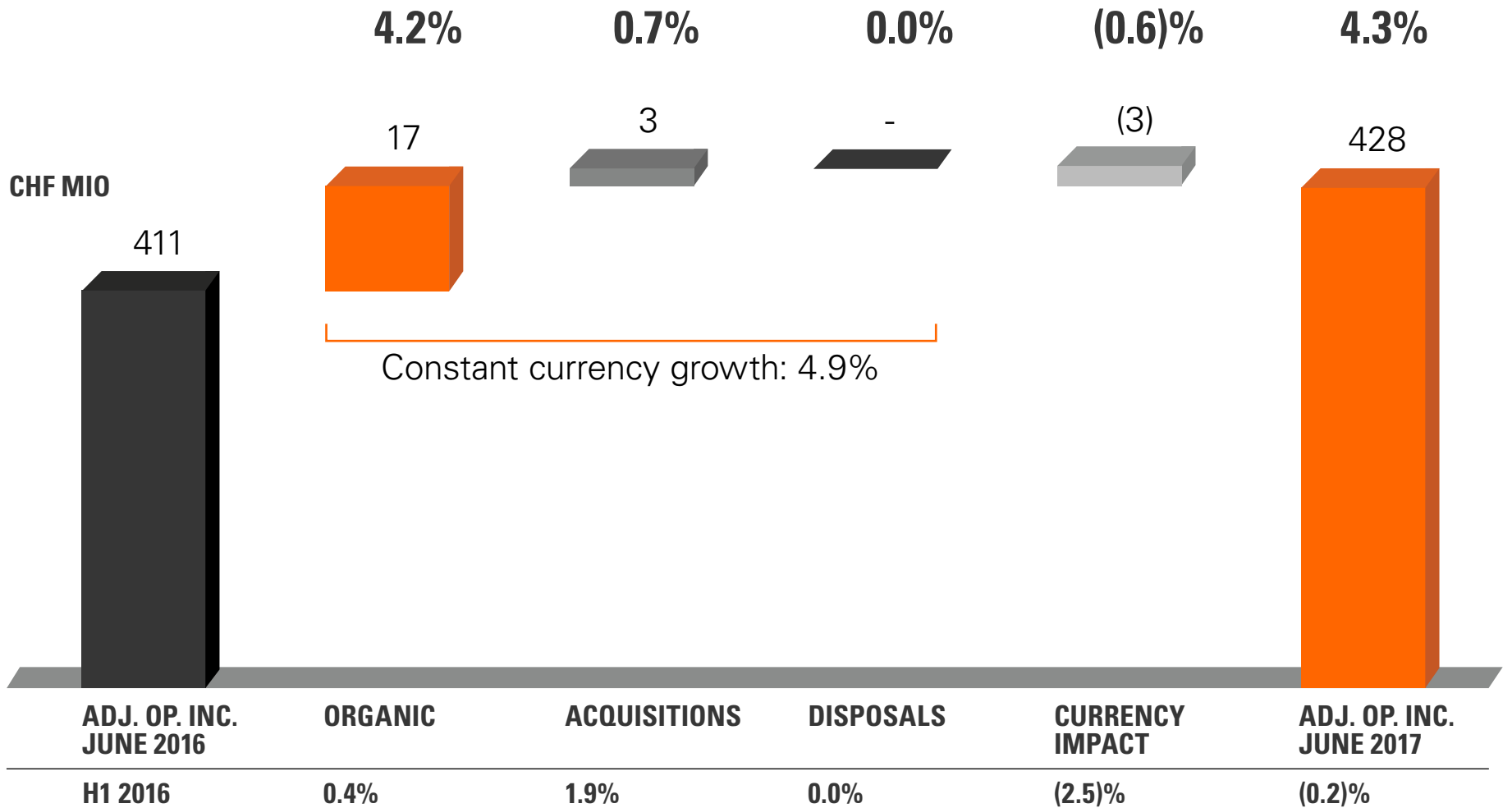
**BALANCE  
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**CASH FLOW**

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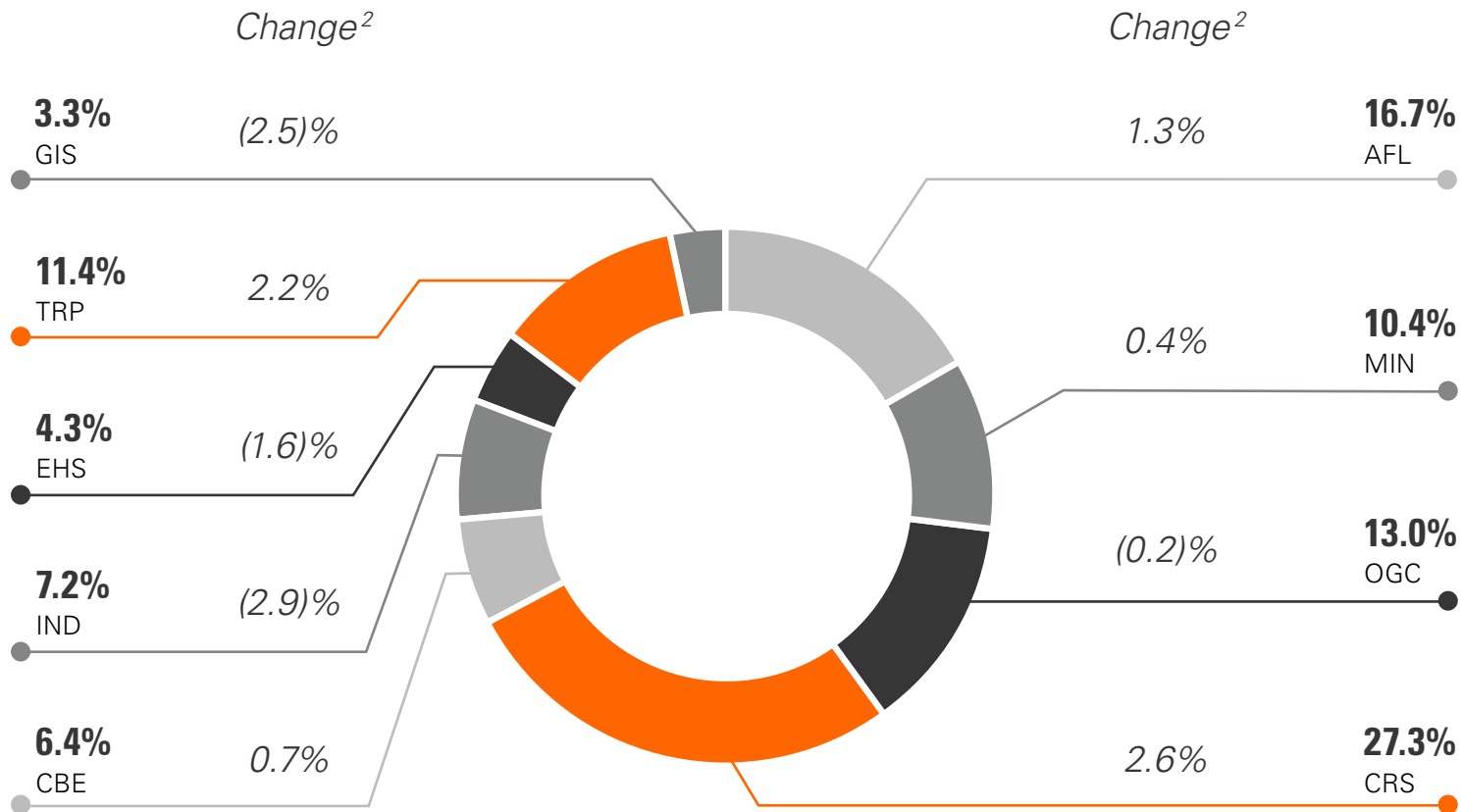


# H1 2017 ADJUSTED OPERATING INCOME<sup>1</sup> GROWTH



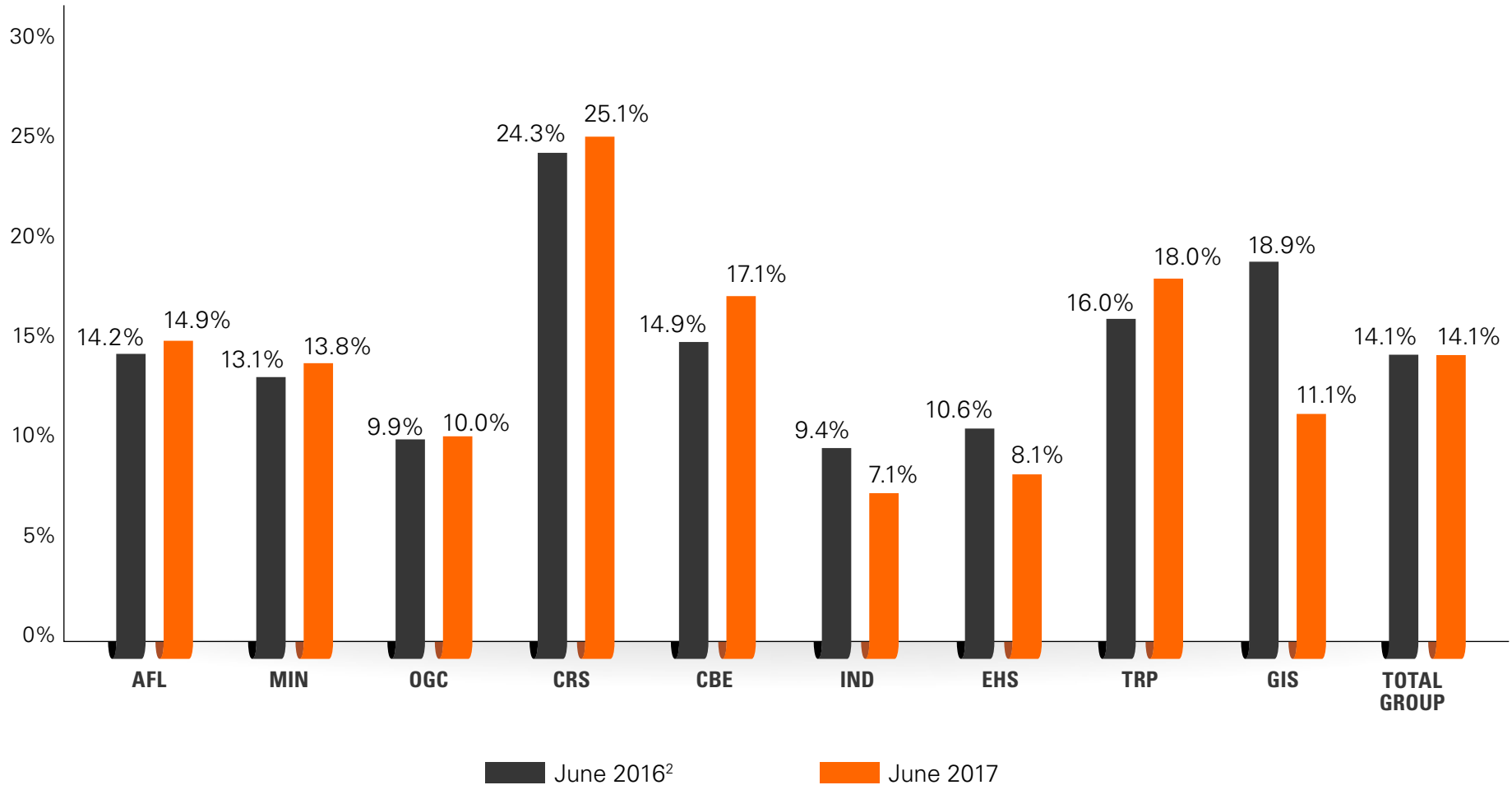
1. Before amortisation of acquisition intangibles and other non-recurring items.

## H1 2017 ADJUSTED OPERATING INCOME<sup>1</sup> PORTFOLIO





# H1 2017 ADJUSTED OPERATING MARGIN<sup>1</sup> BY BUSINESS



1. Before amortisation of acquisition intangibles and other non-recurring items. – 2. Constant currency basis.

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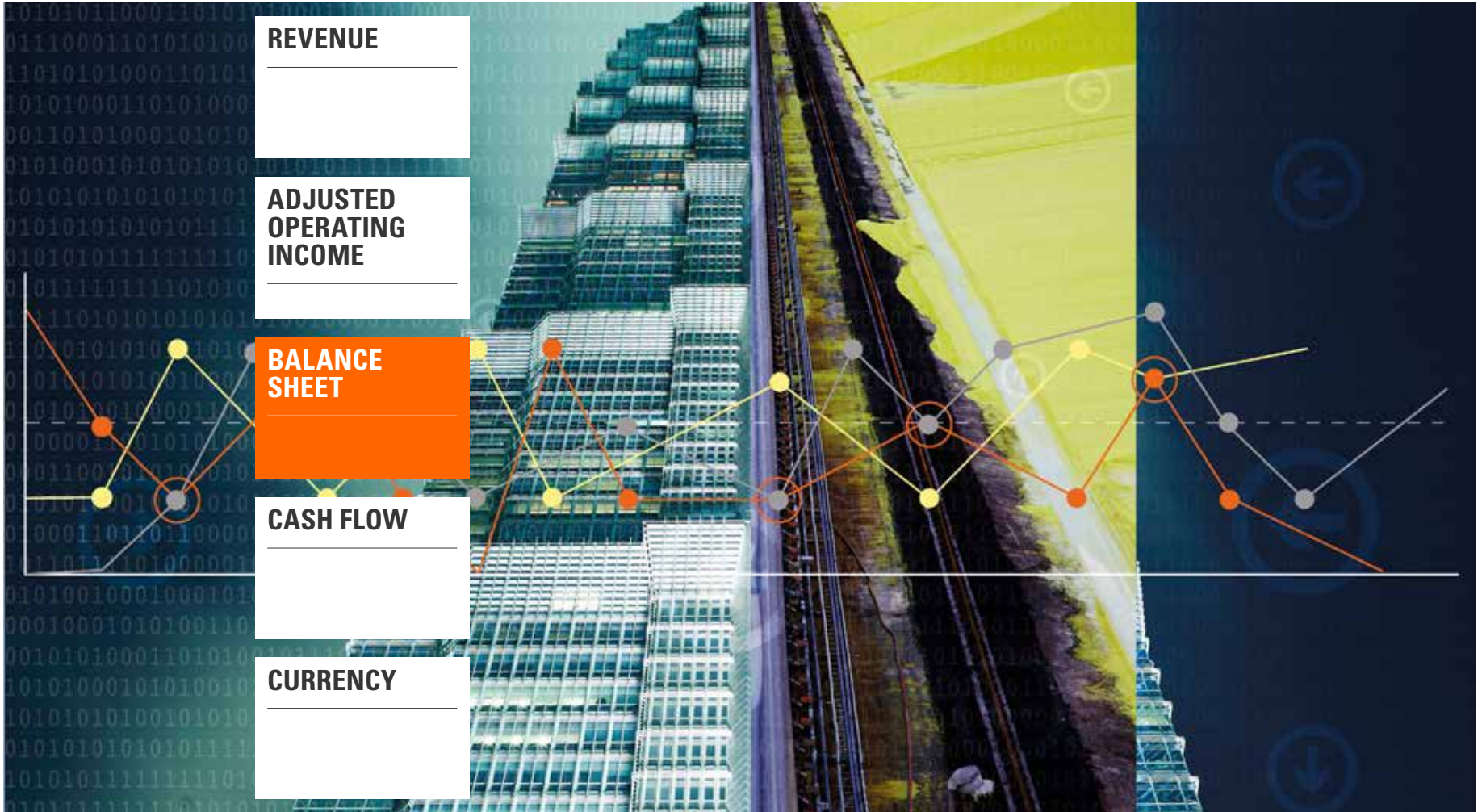
**REVENUE**

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# H1 2017 CONSOLIDATED BALANCE SHEET

## ASSETS

<i>(CHF million)</i>	<b>JUNE 2017</b>	<b>DEC 2016</b>
Land, buildings and equipment	933	972
Goodwill	1 182	1 195
Intangible assets	227	246
Other Long-term assets	332	325
<b>NON-CURRENT ASSETS</b>	<b>2 674</b>	<b>2 738</b>
Unbilled revenues and inventories	334	290
Trade accounts and notes receivable	943	997
Other receivables and prepayments	431	340
Marketable securities	10	9
Cash and cash equivalents	952	975
<b>CURRENT ASSETS</b>	<b>2 670</b>	<b>2 611</b>
<b>TOTAL</b>	<b>5 344</b>	<b>5 349</b>
<b>NET DEBT</b>	<b>(1 136)</b>	<b>(736)</b>
<b>NET DEBT / ADJUSTED EBITDA RATIO<sup>1</sup></b>	<b>0.93</b>	<b>0.61</b>

## SHAREHOLDERS' EQUITY AND LIABILITIES

<i>(CHF million)</i>	<b>JUNE 2017</b>	<b>DEC 2016</b>
Share capital	8	8
Reserves	1 460	1 765
<b>SHAREHOLDERS' EQUITY</b>	<b>1 468</b>	<b>1 773</b>
<b>NON-CONTROLLING INTERESTS</b>	<b>84</b>	<b>80</b>
Long-term loans	2 090	1 719
Provisions and other liabilities	266	289
<b>NON-CURRENT LIABILITIES</b>	<b>2 356</b>	<b>2 008</b>
Accounts payable	615	641
Other liabilities	821	847
<b>CURRENT LIABILITIES</b>	<b>1 436</b>	<b>1 488</b>
<b>LIABILITIES</b>	<b>3 792</b>	<b>3 496</b>
<b>TOTAL</b>	<b>5 344</b>	<b>5 349</b>

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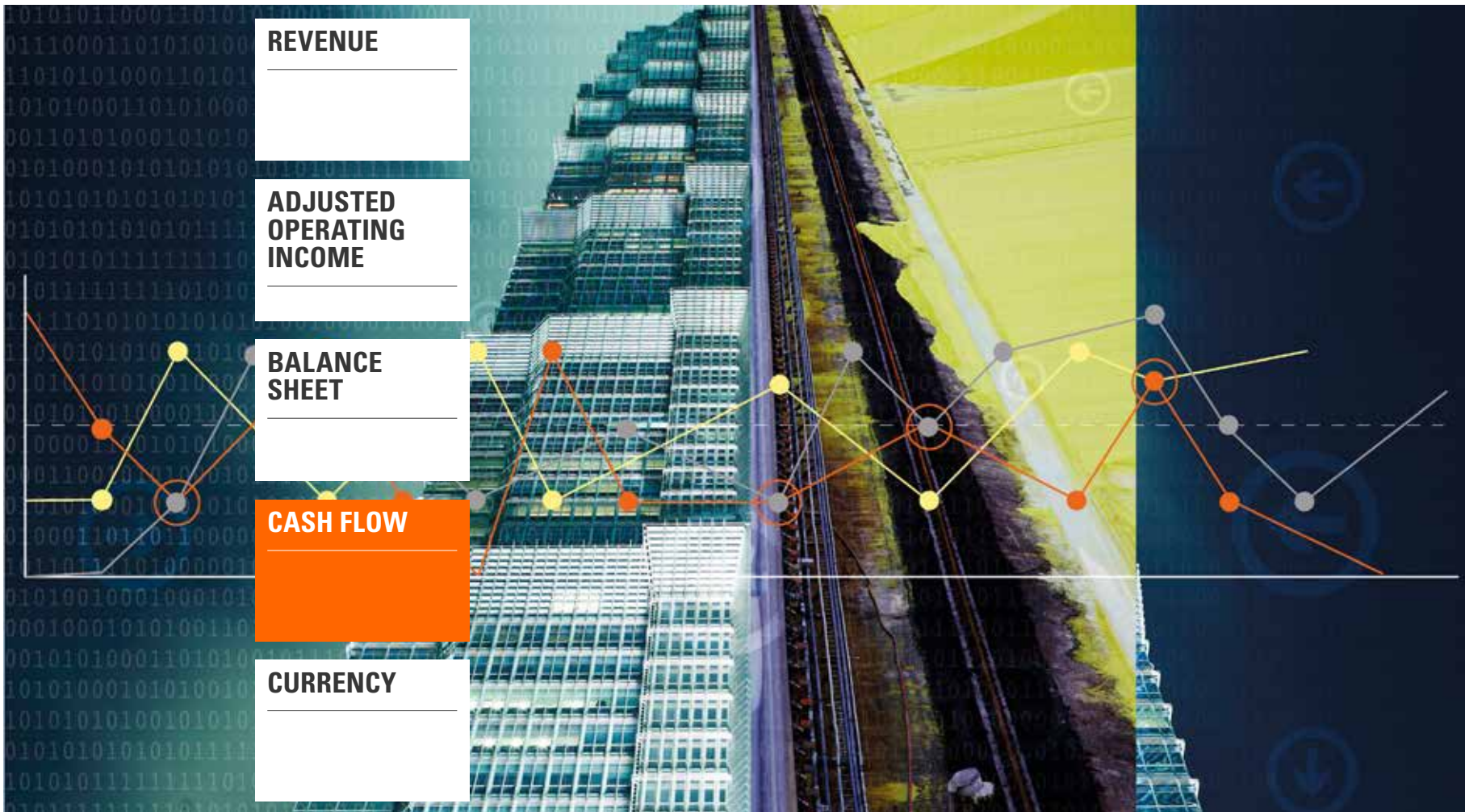
**REVENUE**

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# H1 2017 CONDENSED CASH FLOW

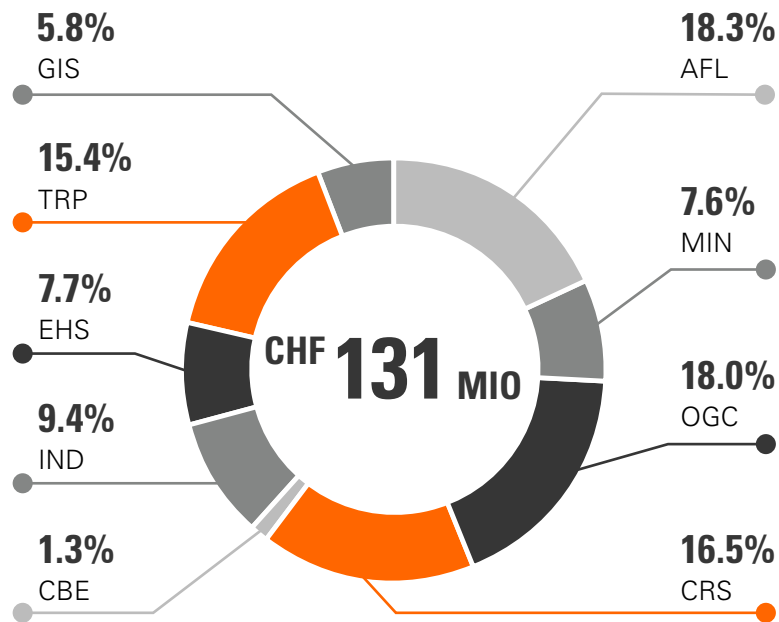
(CHF million)

	JUNE 2017	JUNE 2016
<b>PROFIT FOR THE PERIOD</b>	<b>293</b>	<b>277</b>
Non-cash items	274	271
Increase in working capital	(119)	(86)
Taxes paid	(119)	(96)
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>	<b>329</b>	<b>366</b>
Net purchase of fixed assets	(119)	(124)
Net acquisition of businesses	(12)	(99)
Decrease in marketable securities and other	5	237
<b>CASH FLOW FROM INVESTING ACTIVITIES</b>	<b>(126)</b>	<b>14</b>
Dividends paid to equity holders of SGS SA	(528)	(517)
Dividends paid to non-controlling interests	(8)	(7)
Transaction with non-controlling interests	1	(3)
Net cash received/(paid) on treasury shares	5	(67)
Proceeds of corporate bonds	375	-
Interest paid	(46)	(38)
Increase in borrowings	4	1
<b>CASH FLOW FROM FINANCING ACTIVITIES</b>	<b>(197)</b>	<b>(631)</b>
Currency translation	(29)	(22)
<b>DECREASE IN CASH AND CASH EQUIVALENTS</b>	<b>(23)</b>	<b>(273)</b>
<b>FREE CASH FLOW<sup>1</sup></b>	<b>210</b>	<b>242</b>
<b>ADJUSTED CASH CONVERSION RATIO<sup>2</sup></b>	<b>57.7%</b>	<b>66.5%</b>

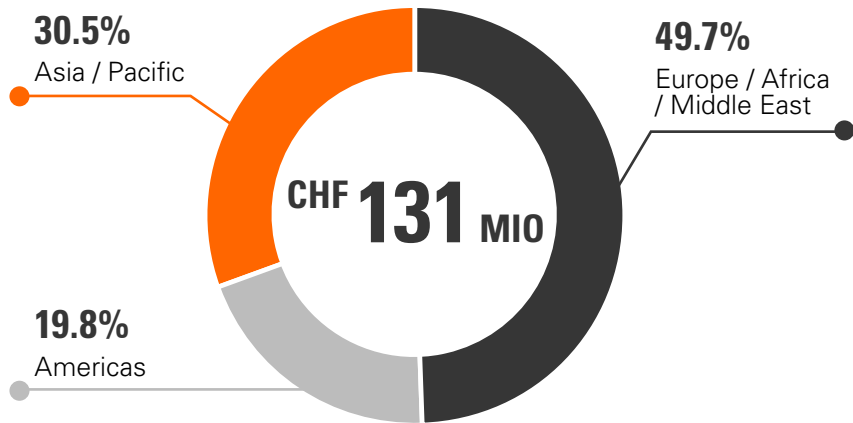
1. Cash flow from operating activities net of capital expenditure. – 2. Cash flow from operating activities / Adjusted EBITDA.



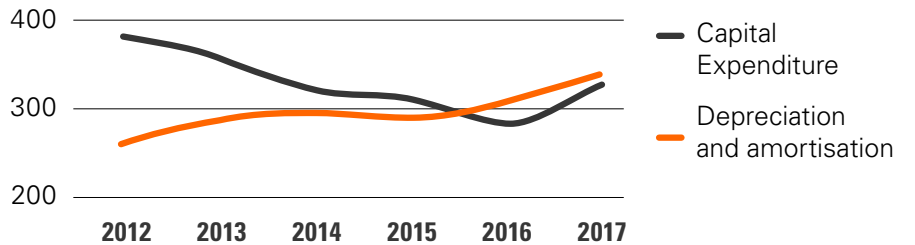
### CAPEX BY BUSINESS



### CAPEX BY REGION



### ANNUAL CAPEX CHF MIO



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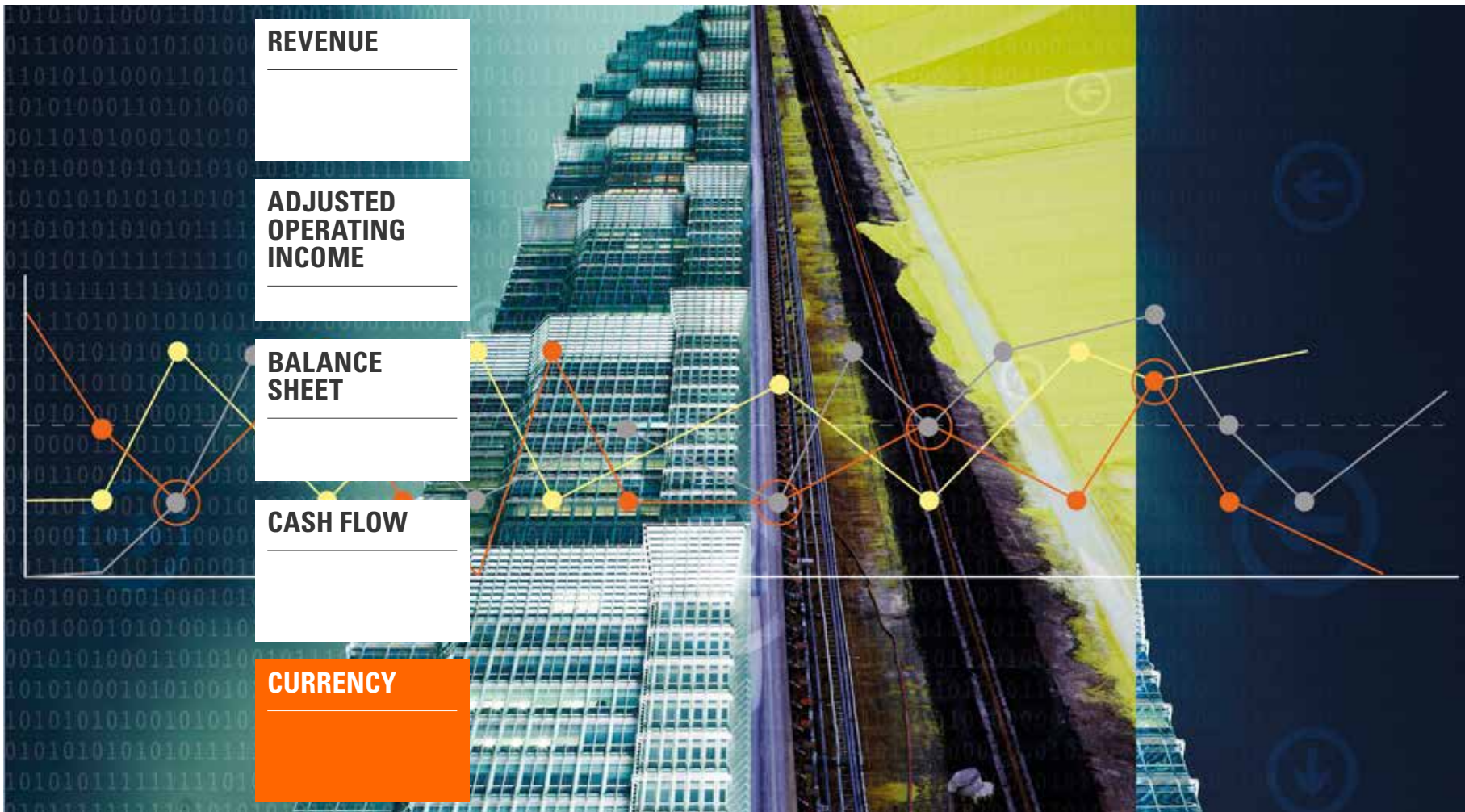
**REVENUE**

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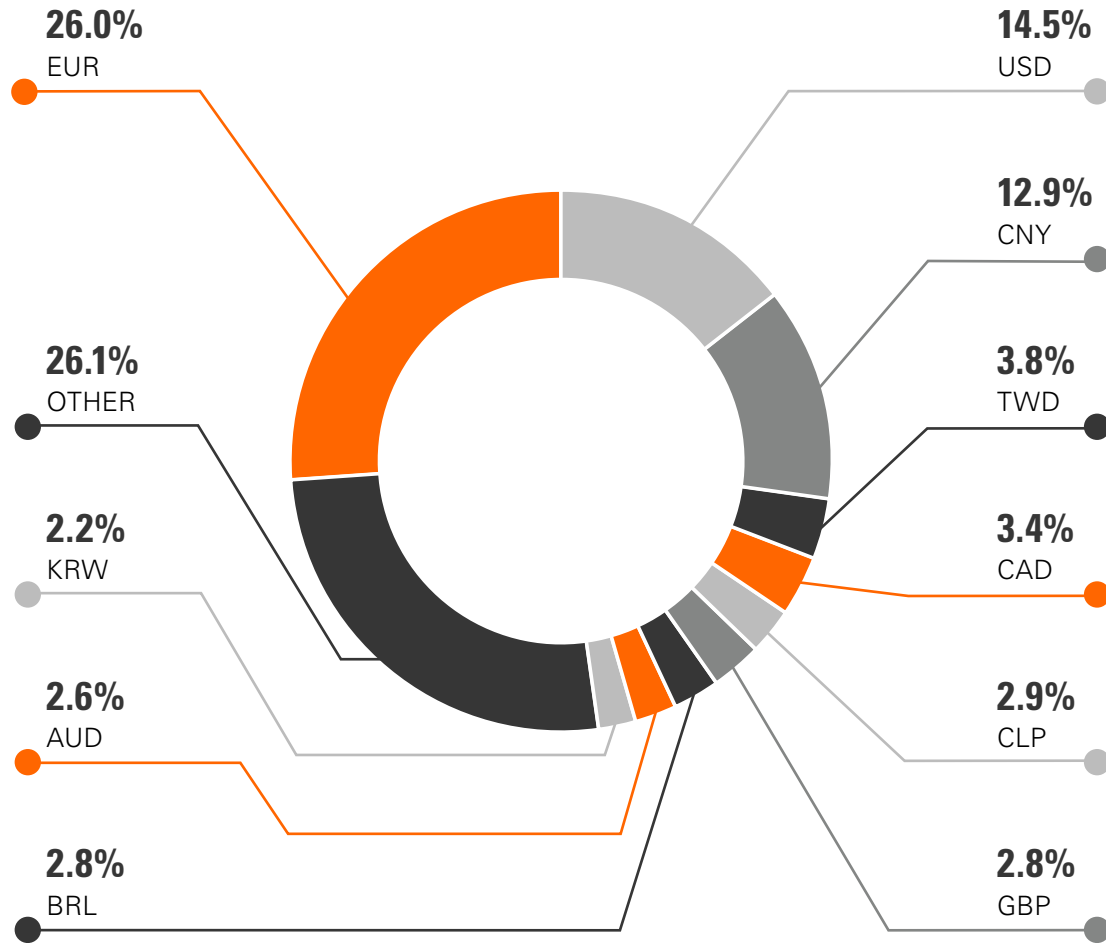
**BALANCE  
SHEET**

**CASH FLOW**

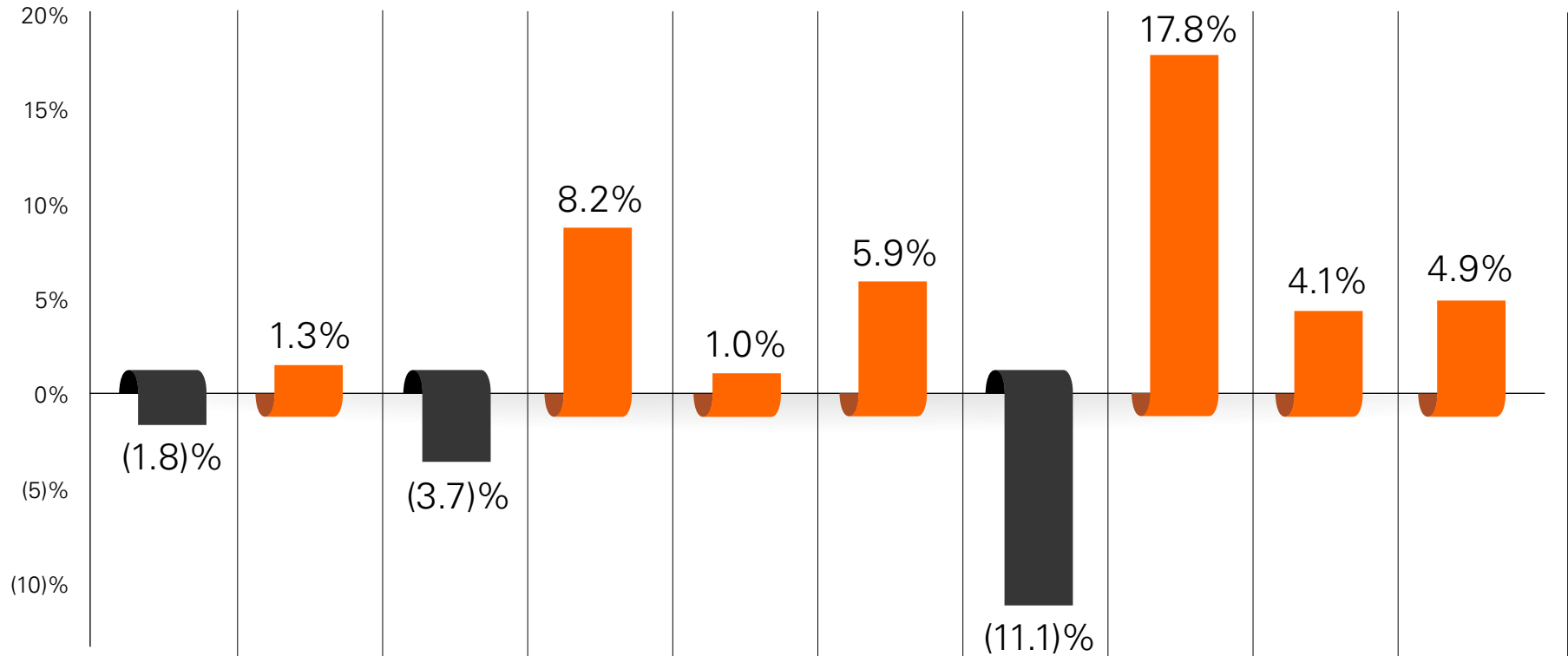
**CURRENCY**



## H1 2017 FOREIGN CURRENCY REVENUES



# FOREIGN CURRENCY AVERAGE RATE CHANGE H1 2017 VERSUS H1 2016 RATE



	EUR	USD	CNY	TWD	CAD	CLP	GBP	BRL	AUD	KRW
<b>2017</b>	1.0764	0.9953	0.1447	0.0324	0.7456	0.0015	1.2519	0.3131	0.7501	0.0009
<b>2016</b>	1.0959	0.9822	0.1503	0.0300	0.7381	0.0014	1.4090	0.2657	0.7205	0.0008
<b>CHANGE</b>	(1.8)%	1.3%	(3.7)%	8.2%	1.0%	5.9%	(11.1)%	17.8%	4.1%	4.9%

- Revenue growth<sup>1</sup> of 4.9% of which 3.4% organic
- Increase in Adjusted Operating Income<sup>1,2</sup> by 4.9% and flat Adjusted Operating Income margin<sup>2</sup> at 14.1%
- Profit for the period increased by 5.8%, up to CHF 293 million
- Investment of CHF 131 million in Capex and Acquisitions
- Free cash flow<sup>3</sup> of CHF 210 million



**HIGHLIGHTS**

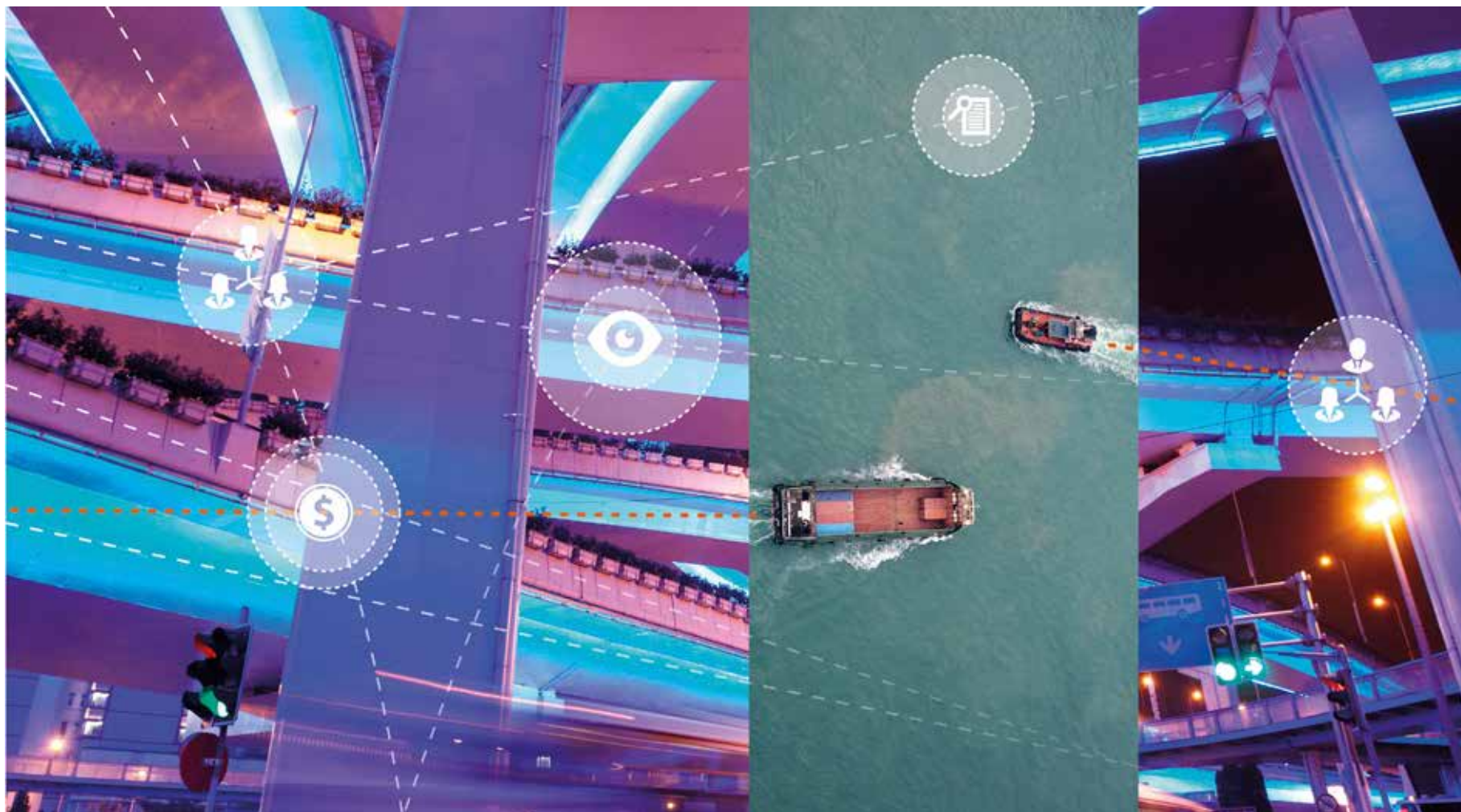
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(CHF million)	JUNE 2017	JUNE 2016 PRO-FORMA <sup>2</sup>	JUNE 2016
<b>REVENUE</b>	<b>478.3</b>	<b>442.2</b>	<b>444.0</b>
<i>Change in %</i>		8.2	7.7
<b>ADJUSTED OPERATING INCOME<sup>1</sup></b>	<b>71.5</b>	<b>62.7</b>	<b>62.7</b>
<i>Change in %</i>		14.0	14.0
<b>MARGIN %<sup>1</sup></b>	<b>14.9</b>	<b>14.2</b>	<b>14.1</b>

### OVERVIEW

- Strong growth in Food and Life driven by activities across all geographies
- Slow start for Trade activities impacted by inferior crop quality in Europe
- Seed & Crop growth supported by gradual improvement in the input supplier market

### OUTLOOK

- Recently launched services around food safety, authenticity and supply chain transparency to drive growth in the second half
- Growth of Trade expected to improve with the new harvest in the Northern hemisphere
- Seed & Crop growth to continue in line with market trends
- Strategic investments and positive market environment to fuel growth in Life activities



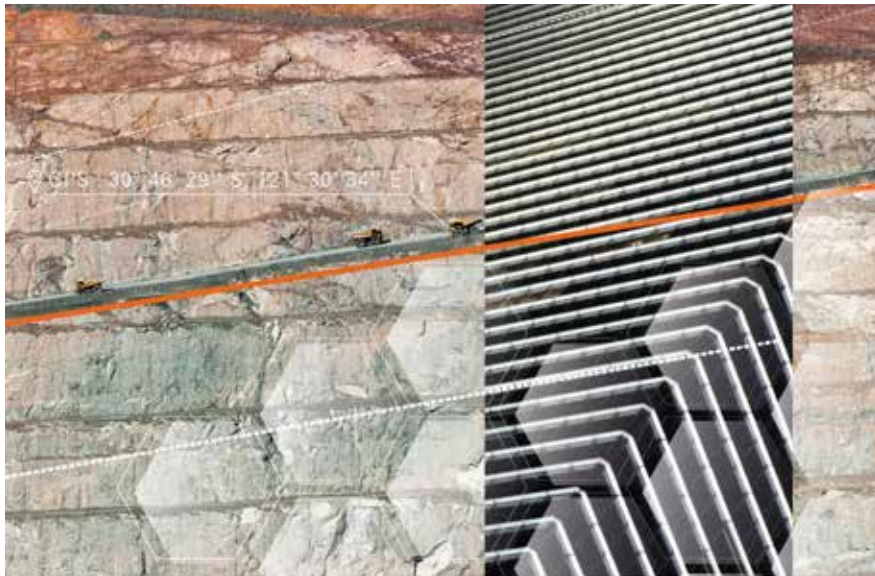
(CHF million)	JUNE 2017	JUNE 2016 PRO-FORMA <sup>2</sup>	JUNE 2016
<b>REVENUE</b>	<b>323.2</b>	<b>313.4</b>	<b>305.2</b>
<i>Change in %</i>		3.1	5.9
<b>ADJUSTED OPERATING INCOME<sup>1</sup></b>	<b>44.7</b>	<b>41.0</b>	<b>39.3</b>
<i>Change in %</i>		9.0	13.7
<b>MARGIN %<sup>1</sup></b>	<b>13.8</b>	<b>13.1</b>	<b>12.9</b>

### OVERVIEW

- Strong growth in Trade Services with volume increase in major bulk commodities
- Good performance in Energy Minerals in Africa, Russia and Indonesia
- Increased sample volumes in Geochemistry in Africa and Australia
- Increase in demand for pilot plant testing in Metallurgy

### OUTLOOK

- Market improvement to continue with projects moving into production phase
- Six new onsite laboratory contracts to start in the second half
- Focus on global sales and business development targeting both traditional and niche services





(CHF million)	JUNE 2017	JUNE 2016 PRO-FORMA <sup>2</sup>	JUNE 2016
<b>REVENUE</b>	<b>556.4</b>	<b>549.1</b>	<b>549.0</b>
<i>Change in %</i>		1.3	1.3
<b>ADJUSTED OPERATING INCOME<sup>1</sup></b>	<b>55.8</b>	<b>54.1</b>	<b>54.3</b>
<i>Change in %</i>		3.1	2.8
<b>MARGIN %<sup>1</sup></b>	<b>10.0</b>	<b>9.9</b>	<b>9.9</b>

### OVERVIEW

- Significant contracts in Plant and Terminal Operations
- Single-digit growth in Upstream with contract wins in Middle East
- Solid results in Sample Management segment and Oil Condition Monitoring
- Non-Inspection related testing impacted by low volumes in lab commissioning services
- Slow start in Europe and North America impacting Trade-related activities

### OUTLOOK

- Likelihood of market stabilisation due to production cuts extension agreement
- Trade inspection and non-inspection related testing continues to be challenging
- Other business segments expecting single-digit growth



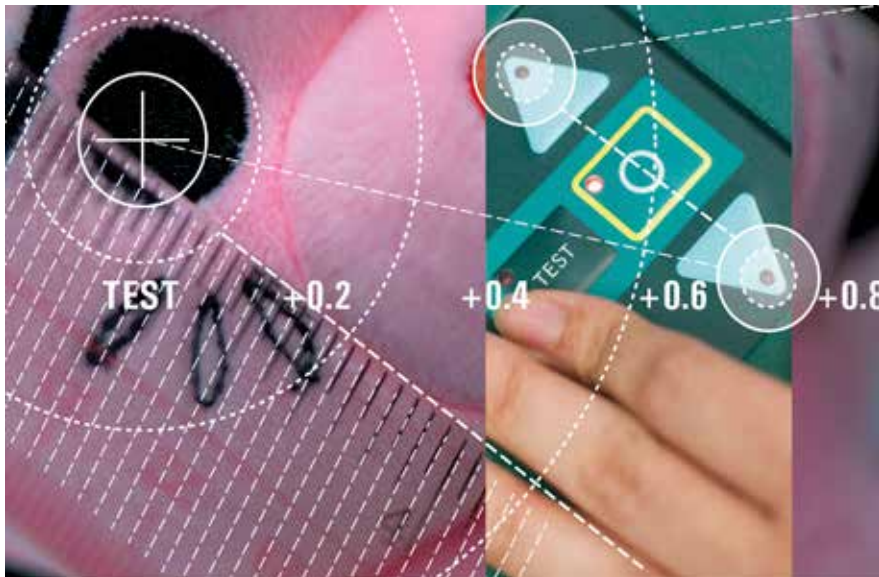
(CHF million)	JUNE 2017	JUNE 2016 PRO-FORMA <sup>2</sup>	JUNE 2016
<b>REVENUE</b>	<b>463.7</b>	<b>414.2</b>	<b>416.4</b>
<i>Change in %</i>		12.0	11.4
<b>ADJUSTED OPERATING INCOME<sup>1</sup></b>	<b>116.4</b>	<b>100.7</b>	<b>102.1</b>
<i>Change in %</i>		15.6	14.0
<b>MARGIN %<sup>1</sup></b>	<b>25.1</b>	<b>24.3</b>	<b>24.5</b>

### OVERVIEW

- Solid results from North East Asia and North and Central Europe
- Double-digit growth in Electrical & Electronics with improved Wireless testing
- Strong growth in Softlines and Hardlines
- Cosmetics, Personal Care and Household performing well in China, Taiwan, Germany and North America

### OUTLOOK

- Opportunities in Softlines and Hardlines with the rapid development of e-retailers and e-platforms
- Market share gains in electrical safety and EMC activities
- Objectives set by the Zero Discharge of Hazardous Chemicals campaign to boost SGS sustainability solutions





<i>(CHF million)</i>	<b>JUNE 2017</b>	<b>JUNE 2016 PRO-FORMA<sup>2</sup></b>	<b>JUNE 2016</b>
<b>REVENUE</b>	<b>160.7</b>	<b>154.7</b>	<b>156.3</b>
<i>Change in %</i>		3.9	2.8
<b>ADJUSTED OPERATING INCOME<sup>1</sup></b>	<b>27.5</b>	<b>23.1</b>	<b>23.6</b>
<i>Change in %</i>		19.0	16.5
<b>MARGIN %<sup>1</sup></b>	<b>17.1</b>	<b>14.9</b>	<b>15.1</b>

### OVERVIEW

- Good results in Certification, particularly in medical device activities for unannounced audits
- Transition to the new ISO 9000:2015 and 14000:2015 progressing well, particularly in Asia
- Solid margin improvement driven by the USA and UK, disposal of loss making activity (Stax) in Australia and further consolidation of back-office activities

### OUTLOOK

- Growth to accelerate in the second half with increased transition work for Management and Environment Management Systems
- Acceleration of medical device activity thanks to investments made in the first half
- Training and performance assessment activities to remain strong



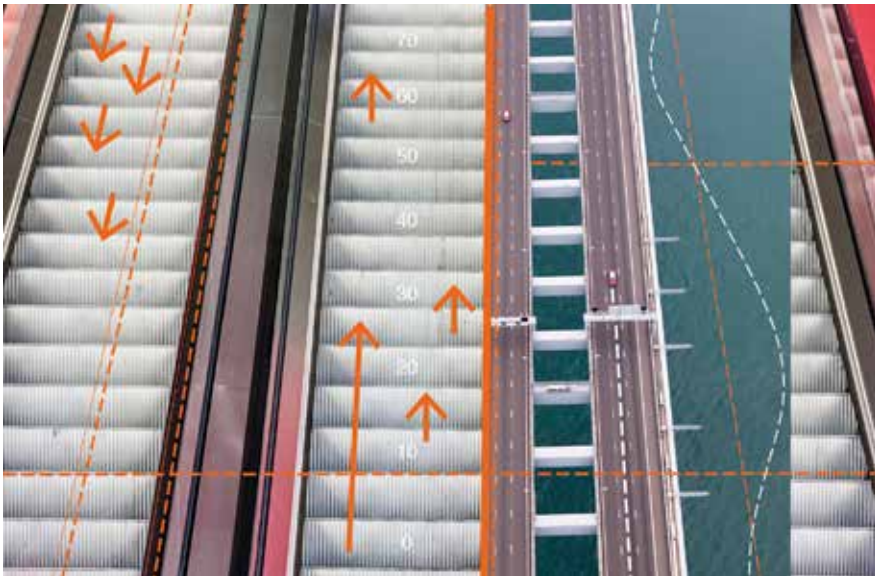
<i>(CHF million)</i>	<b>JUNE 2017</b>	<b>JUNE 2016 PRO-FORMA<sup>2</sup></b>	<b>JUNE 2016</b>
<b>REVENUE</b>	<b>435.2</b>	<b>440.8</b>	<b>433.8</b>
<i>Change in %</i>		<i>(1.3)</i>	<i>0.3</i>
<b>ADJUSTED OPERATING INCOME<sup>1</sup></b>	<b>30.9</b>	<b>41.3</b>	<b>41.2</b>
<i>Change in %</i>		<i>(25.2)</i>	<i>(25.0)</i>
<b>MARGIN %<sup>1</sup></b>	<b>7.1</b>	<b>9.4</b>	<b>9.5</b>

### OVERVIEW

- Energy activities still impacted by low oil and gas capital expenditures and price pressure
- Steady growth in power and utilities sector in both the nuclear and conventional fields
- Launch of the service for online monitoring of steel structures using advanced sensor technology and data analytics

### OUTLOOK

- Major construction supervision project for gas pipeline in Peru starts in the second half
- Positive trend in Power & Utility, expected to grow in 2018; concerns still in oil and gas
- Continued strong growth in Laboratory services in Africa and Asia



<i>(CHF million)</i>	<b>JUNE 2017</b>	<b>JUNE 2016 PRO-FORMA<sup>2</sup></b>	<b>JUNE 2016</b>
<b>REVENUE</b>	<b>230.8</b>	<b>229.2</b>	<b>227.2</b>
<i>Change in %</i>		0.7	1.6
<b>ADJUSTED OPERATING INCOME<sup>1</sup></b>	<b>18.6</b>	<b>24.3</b>	<b>24.0</b>
<i>Change in %</i>		(23.5)	(22.5)
<b>MARGIN %<sup>1</sup></b>	<b>8.1</b>	<b>10.6</b>	<b>10.6</b>

### OVERVIEW

- Strong growth in traditional Testing and Health and Safety services offset by project completion in the first half of 2016 in Europe
- Global contract wins in hospitality, real estate and retail sectors
- Continuous improvement in Laboratory services with network optimisation
- Increased dioxin testing activities in China and Taiwan

### OUTLOOK

- Accutest network optimisation to improve business performance in the second half
- Growth in Asbestos services in Europe, Asia and Americas
- Strong growth of testing in Marine services from existing and new clients



(CHF million)	JUNE 2017	JUNE 2016 PRO-FORMA <sup>2</sup>	JUNE 2016
<b>REVENUE</b>	<b>271.8</b>	<b>236.3</b>	<b>239.6</b>
<i>Change in %</i>		15.0	13.4
<b>ADJUSTED OPERATING INCOME<sup>1</sup></b>	<b>48.9</b>	<b>37.7</b>	<b>38.1</b>
<i>Change in %</i>		29.7	28.3
<b>MARGIN %<sup>1</sup></b>	<b>18.0</b>	<b>16.0</b>	<b>15.9</b>

### OVERVIEW

- Double-digit growth in all activities
- Strong growth in Regulated services spurred by full deployment of driver theory test in France
- Solid growth in Testing services
- Deployment of the Motor Vehicle Inspection programme in Uganda
- Increased inspection volumes in Field services in the USA and Europe

### OUTLOOK

- Safety and emission programmes commoditised in Europe and North America
- Demand for testing services in Automotive and Aerospace expanding
- Digital Business Transformation taking place with Commercial Inspection Services





(CHF million)	JUNE 2017	JUNE 2016 PRO-FORMA <sup>2</sup>	JUNE 2016
<b>REVENUE</b>	<b>126.9</b>	<b>124.6</b>	<b>129.8</b>
<i>Change in %</i>		1.8	(2.2)
<b>ADJUSTED OPERATING INCOME<sup>1</sup></b>	<b>14.1</b>	<b>23.5</b>	<b>25.5</b>
<i>Change in %</i>		(40.0)	(44.7)
<b>MARGIN %<sup>1</sup></b>	<b>11.1</b>	<b>18.9</b>	<b>19.6</b>

### OVERVIEW

- Strong growth in TransitNet services driven by the expansion in Eastern Europe
- New PCA mandate in Cameroon. Good performance in United Arab Emirates
- Successful deployment of SGS Dtect<sup>®</sup> and E-Valuator<sup>™</sup> solution in Cameroon
- Contract completions in Benin and Kurdistan
- Margins impacted by the provisioning of accounts receivables due to delays in collections

### OUTLOOK

- Good prospects in cargo in transit visibility, TransitNet, PCA and Forestry activities
- Enhancement of the inspection process: servicing customs and other agencies with remote inspection capabilities
- Digital and innovative solutions in Forestry, Track & Trace, Tax monitoring and Land administration





HIGHLIGHTS

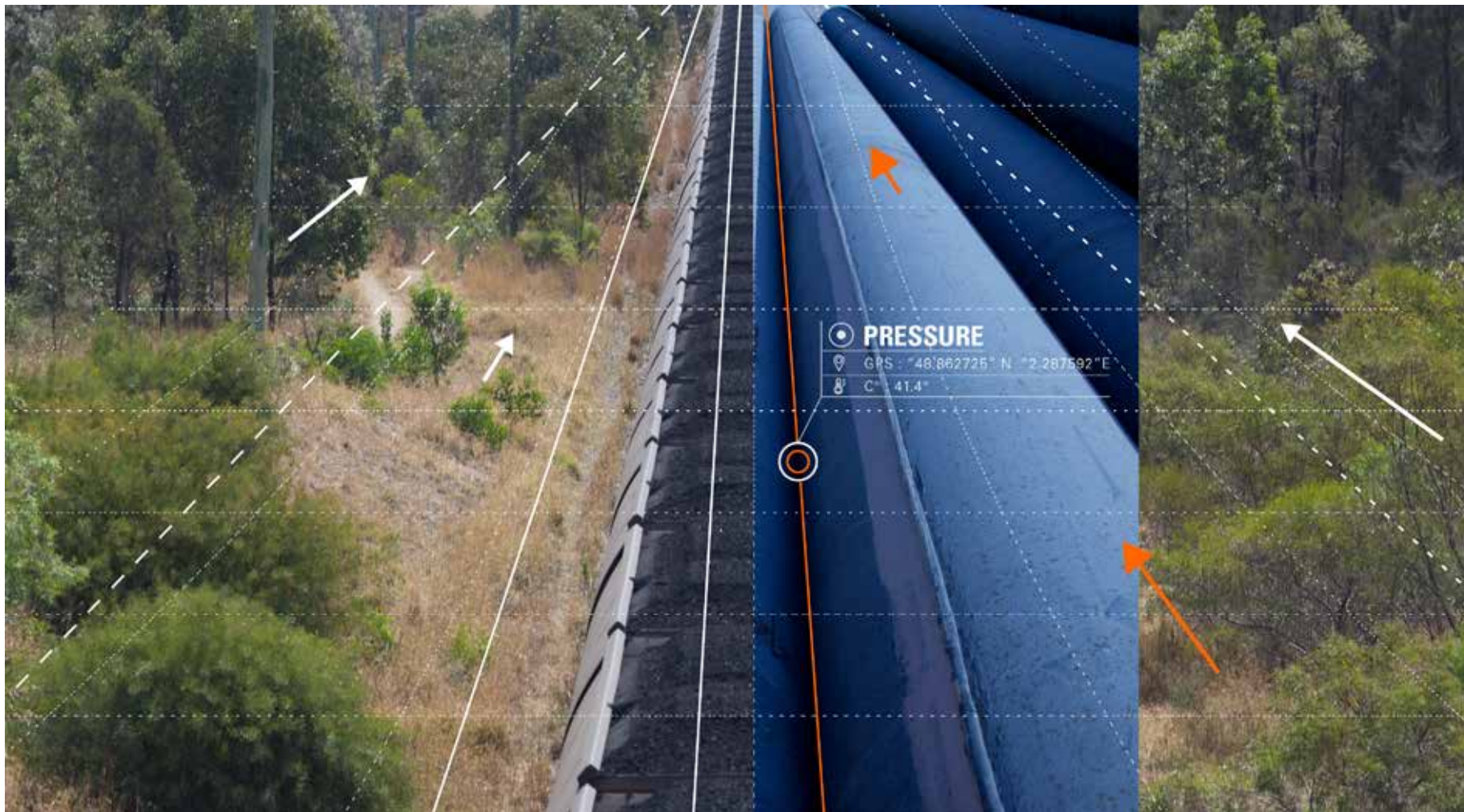
FINANCIAL  
REVIEW

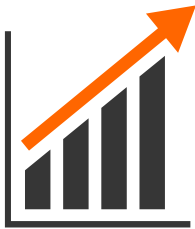
BUSINESS  
REVIEW

OUTLOOK

Q&A

APPENDIX





**SOLID ORGANIC  
REVENUE GROWTH**



**HIGHER ADJUSTED  
OPERATING INCOME**



**ROBUST CASH FLOW**

- **Mid single-digit organic growth** on average with improvement over the 2016-20 period supported by the new focused structure and new strategic initiatives
- **Accelerating M&A activities** with acquired revenue over the period in the range of CHF 1 billion
- **Adjusted Operating Income Margin** of at least 18% by the end of the period supported by efficiency improvement initiatives and improved pricing
- **Strong cash conversion**
- **Robust returns on invested capital**
- **Solid dividend distributions**, in line with improvement in net earnings

**HIGHLIGHTS**

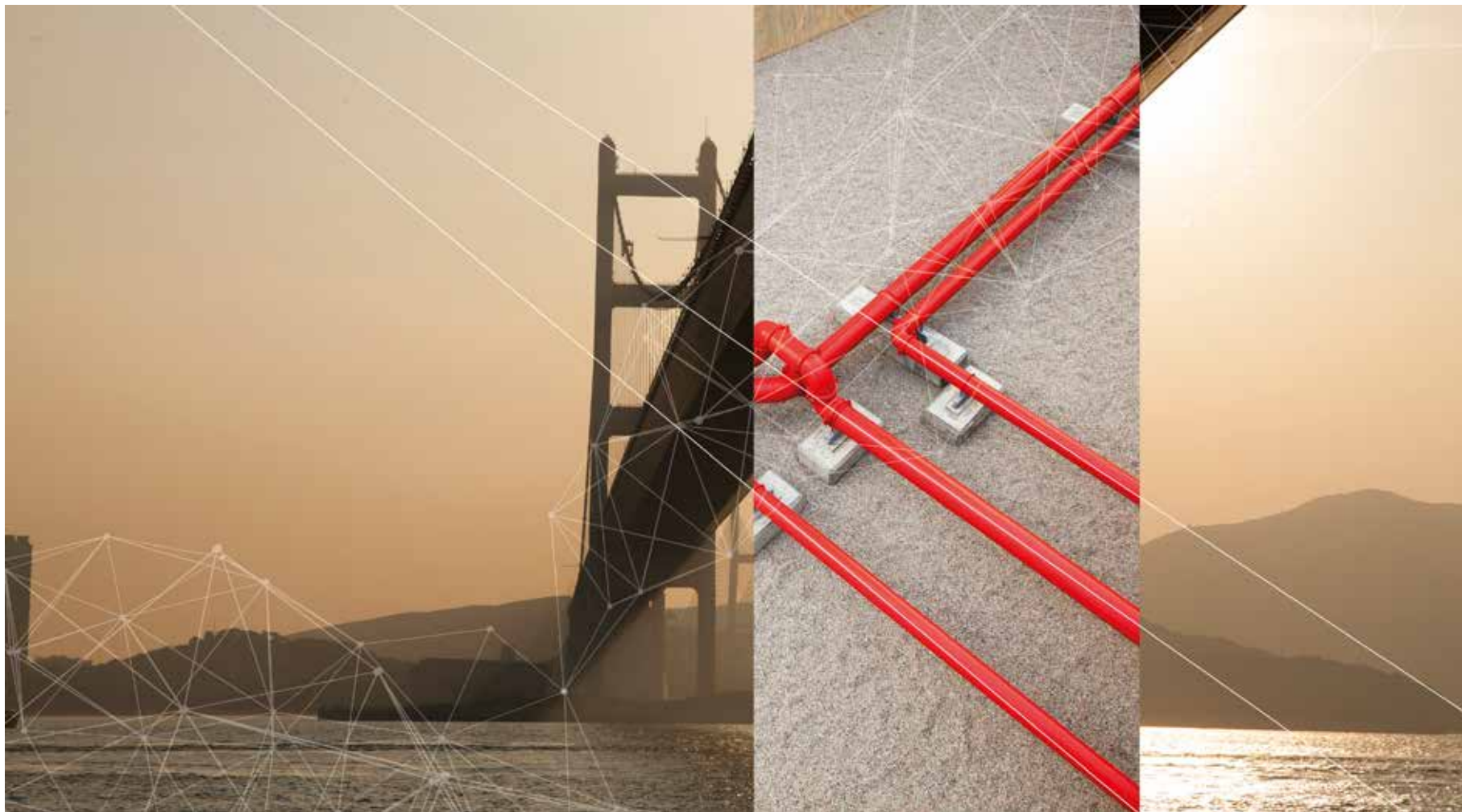
**FINANCIAL  
REVIEW**

**BUSINESS  
REVIEW**

**OUTLOOK**

**Q&A**

**APPENDIX**





**MISSION 2020**

# UNDER CONTROL

**PREPARATION TO TOUCH DOWN**

**VIETNAM**



**SGS INVESTOR DAYS**  
HO CHI MINH CITY  
26-27 OCTOBER 2017

**SGS INVESTOR DAYS**  
HO CHI MINH CITY  
26-27 OCTOBER 2017

**SGS**



**HIGHLIGHTS**

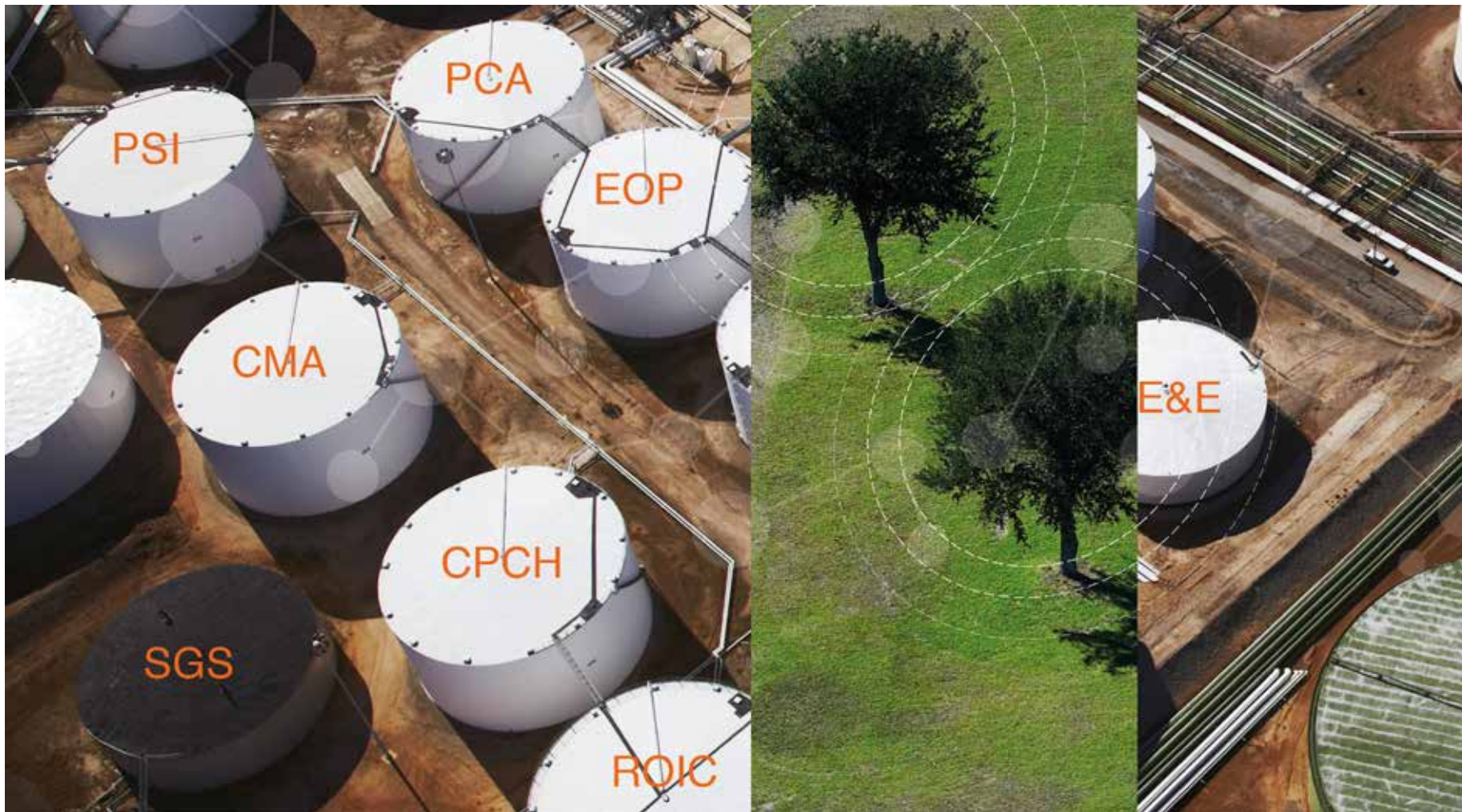
**FINANCIAL  
REVIEW**

**BUSINESS  
REVIEW**

**OUTLOOK**

**Q&A**

**APPENDIX**



## ACRONYMS AND OTHER ABBREVIATIONS

<b>EMC</b>	Electromagnetic Compatibility
<b>E-VALUATOR</b>	Valuation on high risk consignments
<b>ISO 9000:2015</b>	ISO Quality management systems
<b>ISO 14000:2015</b>	ISO Environmental management
<b>PCA</b>	Product Conformity Assessments
<b>SGS DTECT</b>	SGS Scanner Image Analysis Platform
<b>STAX</b>	SGS Safety Software
<b>TRANSITNET</b>	SGS customisable web platform adapted for transit operations
<b>PTO</b>	Plant and Terminal Operations



# UPCOMING INVESTOR RELATIONS EVENT DATES

## **INVESTOR DAYS (IN VIETNAM)**

Thursday and Friday,  
26 and 27 October 2017

## **2017 FULL YEAR RESULTS**

Tuesday, 23 January 2018

## **ANNUAL GENERAL MEETING OF SHAREHOLDERS**

Monday, 19 March 2018  
Geneva, Switzerland



## INVESTOR RELATIONS INFORMATION

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[www.sgs.com](http://www.sgs.com)

### STOCK EXCHANGE LISTING

SIX Swiss Exchange, SGSN

### STOCK EXCHANGE TRADING

SIX Swiss Exchange

### COMMON STOCK SYMBOLS

Bloomberg: Registered Share: SGSN.VX  
Reuters: Registered Share: SGSN.VX  
Telekurs: Registered Share: SGSN  
ISIN: Registered Share: CH0002497458  
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**WHEN YOU NEED TO BE SURE**

