



# GOVERNMENTS & INSTITUTIONS: TRANSFORMATION AND INNOVATION

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WHEN YOU NEED TO BE SURE

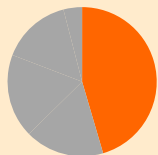


### REVENUE DIVERSIFICATION

#### PRESENT

- Highly dependent on trade with governments in Africa
- Increased competition on traditional trade services

Africa (45%)



Trade (85-90%)



**TRADE  
FACILITATION**

**COMPLIANCE  
AGENT**

#### 2020

- Towards a balanced portfolio
- Diversification of footprint, client base and services

Africa (35%)



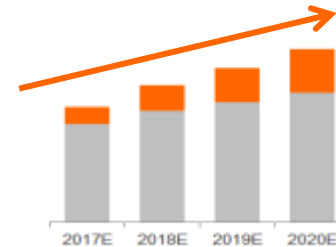
Trade (60-65%)





### ■ Ensure growth

- Organic
- Acquisitions



### ■ Diversification

- Geography:
  - Different clients in more developed markets
  - Services for businesses willing to use trade compliance requirement to improve efficiency, productivity
- Portfolio: diversify service offering

### ■ Main drivers:

- Consulting services
- Innovation and digitalisation

- Layer 4 (Ukraine)
- Forestry (Liberia and Congo, DFID)
- Subcontractor to other large consulting companies
- Single Window (Nepal)
- Indonesia Port



## SGS ASSISTS NEPAL TO LAUNCH ITS FIRST TRADE PORTAL

- Single-point of access for all trade, economic and regulatory information
- Funded by the World Bank
- Operated by the Nepal Trade and Export Promotion Centre (TEPC)
- Configured with the assistance of SGS
- Pilot launched on 27th September 2016

■ *20/50 million metric tons of electronic waste disposed globally*  
■ *Estimated 1.3 million tons of electrical products exported to Africa and Asia*

### ■ SGS Renovo: e-waste management solutions

- Several contracts signed
- Revenue expected from 2017



**Launched**

### ■ SGS Dtect

- 100% scanning enabler (US Customs)
- Remote analysis
- Predictive analytics: build image of container from customs declaration – IP protected



**Launched**

### ■ SmartPort: GIS port solutions

- MOU signed with Port of Valencia (FV)
- Development of SGS/FV joint services offering



**Pre-Launch**



## FV deliveries

### R&D:

- 209 global projects
- 87 software solutions
- 15 industrial prototypes
- 9 hardware solutions
- 8 databases and simulators

### Training:

28,932 hours for 7,310 student

### Network:

Projects and partners in 58 countries

- Strategic partner: Fundacion Valenciaport (FV)
- Innovative solutions for port communities recognised globally:
  - R&D on port management
  - Experts and trainers
- International innovation projects funded by EU, Work Bank, Inter-American Bank of Development and Spanish Ministry
- Resulting growth for Port of Valencia:
  - Busiest port in the Mediterranean
  - Fifth largest in Europe
- Joint offering – a unique blend of knowhow and global reach: pragmatic and effective solutions for any port in the world

In Partnership with:





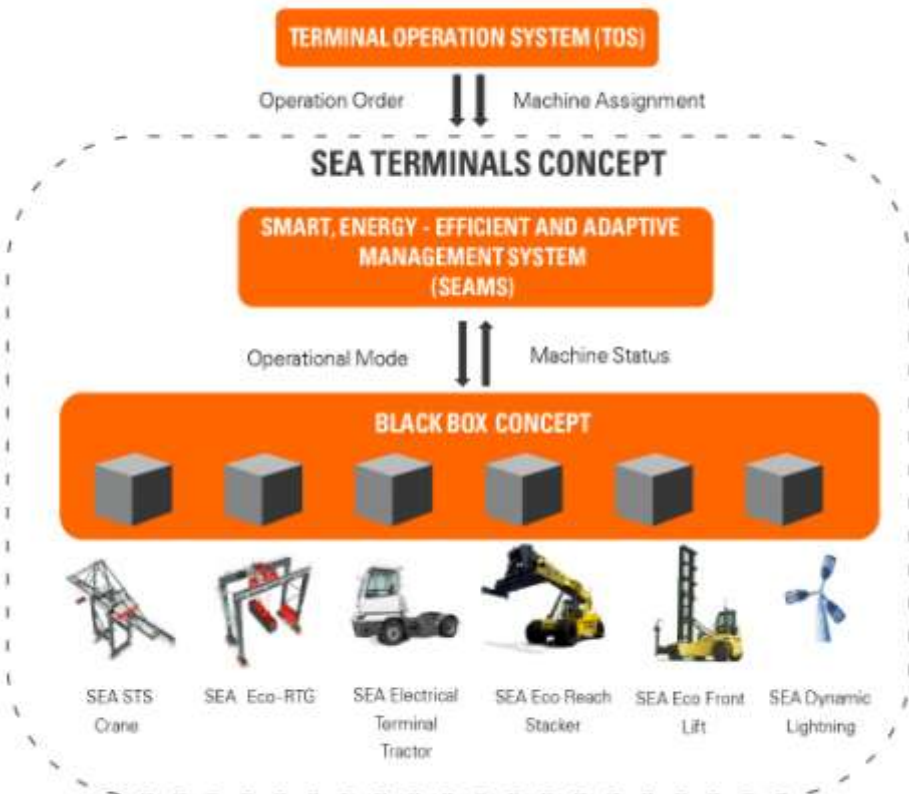
- Business strategy
  1. Design new range of services for port authorities' needs
    - Infrastructure & Asset management
    - Traffic management
    - Safety & Security
    - Energy & Environment
  2. Acquire long-term SGS clients through preliminary consulting mandates executed by FV
    - SGS / FV to provide bundled "SmartPort" services
  3. Support strategy to offer services in more advanced economies
- Marketing and sales strategy
  - Develop joint marketing material
  - Valencia Lab to showcase bundled services
  - Prioritize services based on port archetypes

- 6 modules identified:
  1. Planning, Quality & Management
  2. Operations & Logistics Technologies
  3. Security & Safety
  4. Professional Excellence
  5. Energy Management
  6. Environmental Management
- Each module is composed of:
  - **Consulting:** Assessment, benchmarking, audit of organisation and structure; formulating strategic plans, policies and procedures
  - **Operations & Services:** Solution deployment and operations on a medium to long term basis



- Joint sales efforts have provided significant leads:
  - **Asia** (Indonesia, Philippines): one consultancy contract signed
  - **Americas** (Argentina): contracts in negotiation
  - **Europe** (Spain customs): based on new joint services offering





- FV developed **Smart Energy Management System (SEAMS)**
- Real time monitoring of ports equipments and asset base
- Big data algorithm allowing to acquire device information and adapt operating model in real time
- Key benefits: improve energy performance and optimize logistics process flows
- Pilot in place in Valencia



**MISSION 2020**

**UNDER  
CONTROL**

**TAKE OFF COMPLETED**