



# CREATING OPPORTUNITIES IN A MATURE MARKET

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WHEN YOU NEED TO BE SURE





**ON-SITE AND  
ON DEMAND**

# ADDS UP

SGS ADDS VALUE BY INCREASING  
EFFICIENCY, IMPROVING QUALITY,  
REDUCING RISKS AND BUILDING TRUST

**SGS OIL, GAS AND CHEMICALS**

GAS/OIL RATIO (GOR)

**100** KCF/BBL

COMPOSITIONS

OPTIMISATION

**RATIOS**

ANALYSIS

HIGH QUALITY

**CONTROL**

LIVE RESULTS

OPTIMAL TIMING

EASY HANDLING



**WHEN YOU NEED TO BE SURE**

**SGS**

## **Oil price driven down by underlying political standoff:**

- Number of exploration projects reached the floor
- Production related opportunities reached a short-term bottom – increasing due to risks of losing production
- Lack of price volatility reduced physical transactions
- Reduced number of CAPEX projects and OPEX control implemented by IOCs and NOCs added pressure

- **Maintain market share**
  - Upstream
    - Focus on Production
    - Exploration keep an eye on Exploration
  - Trade
- **Focus on growing segments**
  - Plant and Terminals Operations
  - Oil Condition Monitoring
  - Sample Management
- **Optimize business processes and flows**
  - Improving customer satisfaction
  - Maximizing profitability
- **Create and find new opportunities**
  - Expanding our markets
  - Enhancing service quality



- Capture, mine, structure and analyse:
  - Internal data
  - Third-party data
- 20+ years of background activity
  - e.g. Global Automotive Fuels survey
- Structured focus points since 2007:
  - LEAP initiative
  - Collaboration with most advanced platforms: Navarik, ESS
- Officially launched in mid 2013 with a specific focus on trade

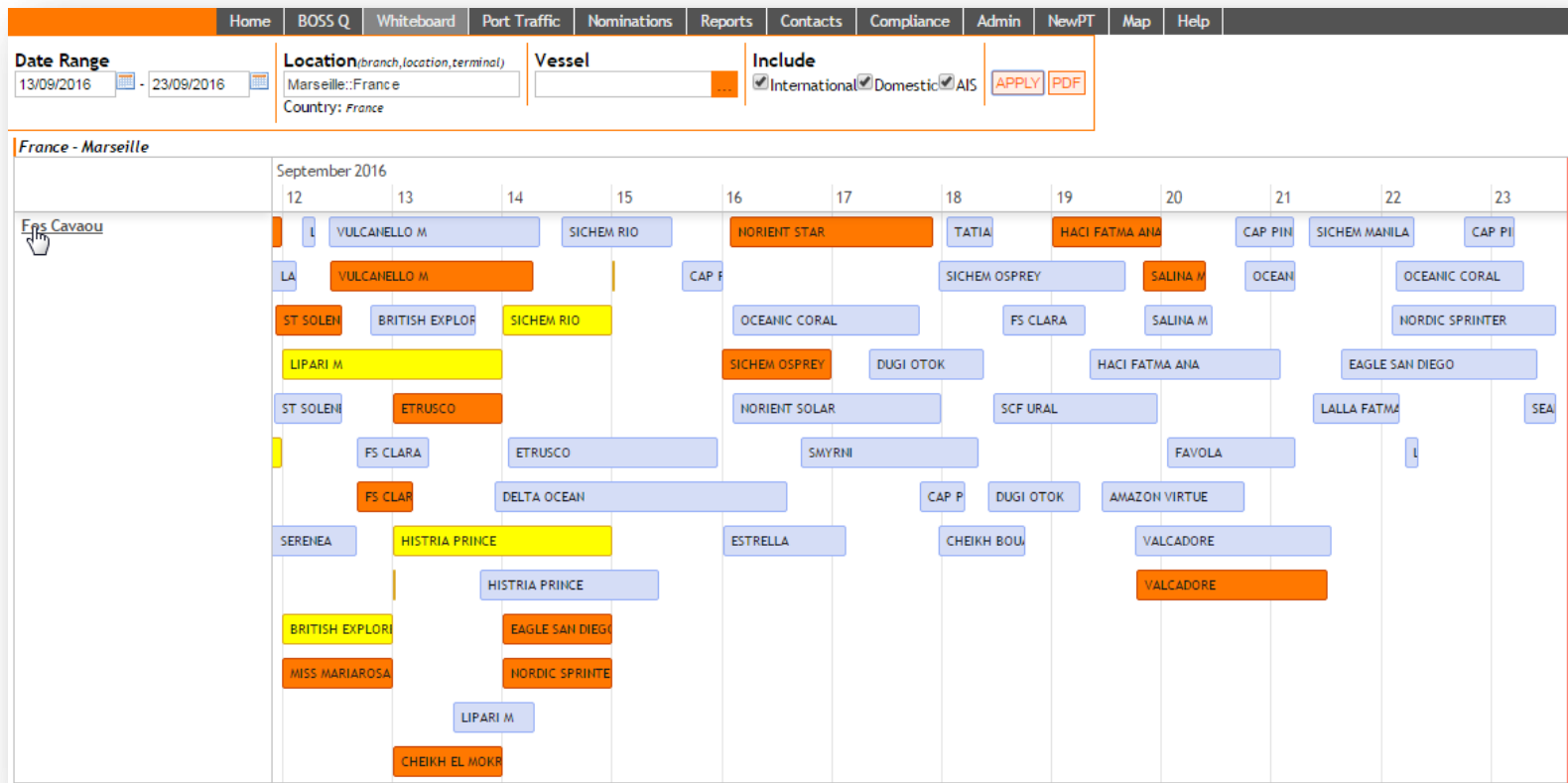


A unique oil & gas trade-focused platform:

- Multiple **verified and validated** data points on a transaction, customer, geography or commodity – in real time
- Data analytics on different aspects of transactions
- Data trending – predictive analysis
- Precise market share assessment and improvement on sales/customer service



**Leveraging engagement in more than 200,000 annual trade transactions**



HomeBOSS QWhiteboardPort TrafficNominationsReportsContactsComplianceAdminNewPTMapHelp

Date Range01/09/201614/09/2016

Location(branch, country, location, terminal)Marseille::France

Vessel

StatusAllDueOn RoadsOn BerthSailed

IncludeAIS

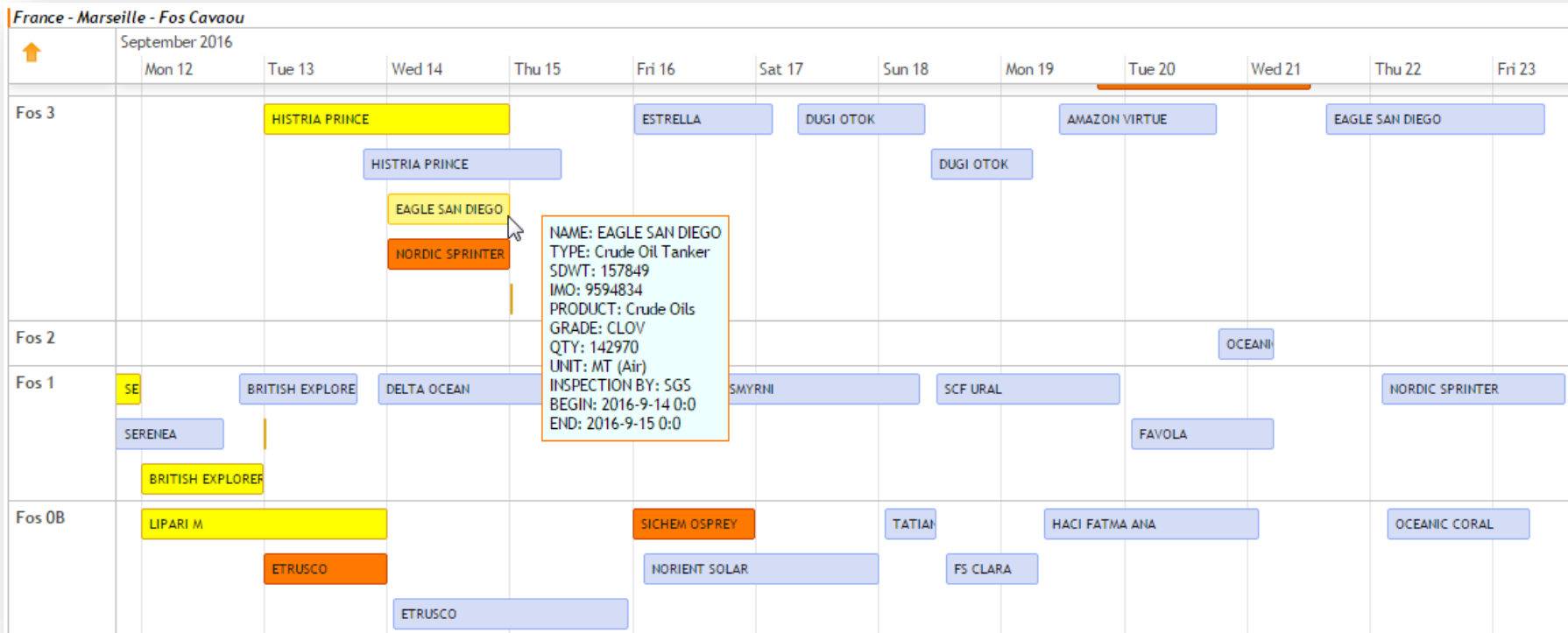
APPLY

Detected in portInspected by SGSInspected by OthersAffiliate entryBOSS orderSales hub nominated

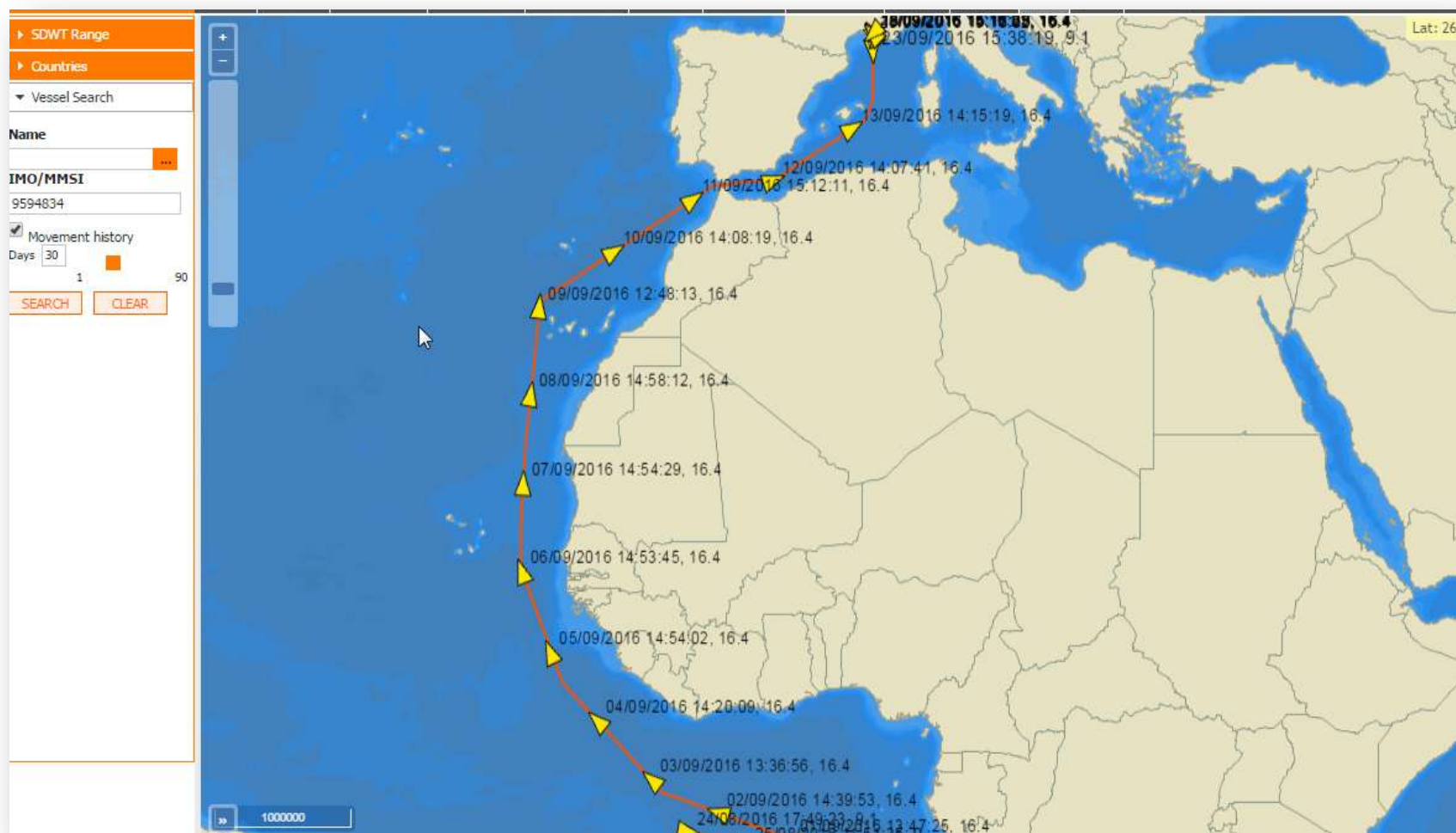
NewCloneEditLink...UnlinkDeleteCsvPort situation report

	Vessel	IMO	SDWT	Location	Operation	A	B	N	ETA	Sailed	Product	Qty	Status								
	DELTA OCEAN	9408475	157444	Marseille	Other	1	0	0	13/09/2016				Berthed / On Berth								
	DENIZ A	9539949	4753	Marseille	Loading	1	0	0	10/09/2016	11/09/2016	TBC(TBC (TBC))	4300(MT (Air))	Sailed								
	DIEGO	9279850	6546	Marseille	Discharge	1	0	0	08/09/2016	10/08/2016	Jet / Kero / DPK(AVGAS)	1418(MT (Air))	Sailed								
	DUZGIT DIGNITY	9581019	8488	Marseille	Discharge	1	0	0	03/09/2016	01/09/2016	GasOil / Diesel / 2 Oils(F	1106(MT (Air))	Sailed								
	DUZGIT DIGNITY	9581019	8488	Marseille	Loading	1	0	0	06/09/2016		Chemicals(Methyl Tert-B		Due / Not yet arrived								
	EAGLE SAN DIEGO	9594834	157849	Marseille	Discharge	1	0	0	14/09/2016		Crude Oils(CLOV)	142970(MT (Air))	Due / Not yet arrived								
<table><thead><tr><th>Reference</th><th>Operation</th><th>Product</th><th>Quantity</th></tr></thead><tbody><tr><td>623423</td><td> Discharge</td><td>Crude Oils(CLOV)</td><td>142970(Metric Ton Air)</td></tr></tbody></table>														Reference	Operation	Product	Quantity	623423	Discharge	Crude Oils(CLOV)	142970(Metric Ton Air)
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623423	Discharge	Crude Oils(CLOV)	142970(Metric Ton Air)																		
	ERIDAN	ERIDAN	0	Marseille	Loading	1	0	0	05/09/2016	07/09/2016	GasOil / Diesel / 2 Oils(B	300(MT (Air))	Sailed								
	ERIDAN	ERIDAN	0	Marseille	Loading	1	0	0	09/09/2016	12/09/2016	GasOil / Diesel / 2 Oils(B	2313(MT (Air))	Sailed								
	ETRUSCO	9327346	7100	Marseille	Loading	1	0	0	13/09/2016		Chemicals(Methyl Tert-B		Due / Not yet arrived								
	EUROVISION	9567697	157803	Marseille	Discharge	1	0	0	09/09/2016	10/09/2016	Crude Oils(Usan)	142000(MT (Air))	Sailed								



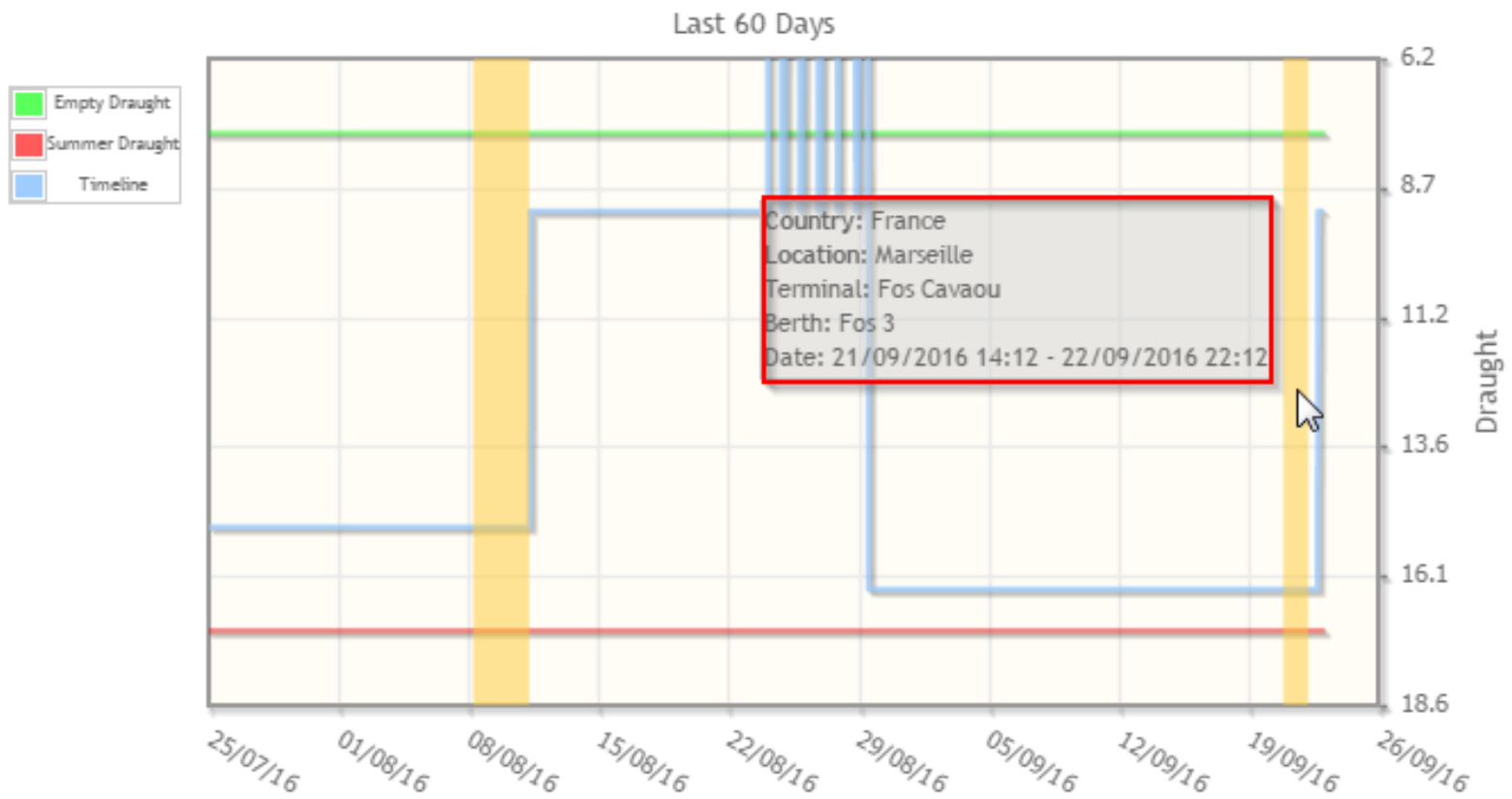


## VESSEL TRACE – THE ‘SAN DIEGO EAGLE’



### EAGLE SAN DIEGO - 9594834 Draught Timeline

[Port call history](#) | [Print](#)





- Parallel development projects on digitized, standardized systems:
  - Field activity reporting
  - Laboratory information management
- Combining to create an **unprecedented** execution layer – faster, smarter, optimised operations
- Higher level data services:
  - Analytics and consulting
  - Supply and demand patterns
  - New market openings

**Four more data projects launched in 2016**



**MISSION 2020**

**UNDER  
CONTROL**

**TAKE OFF COMPLETED**