

SGS GROUP RESULTS

2018 FULL YEAR RESULTS PRESENTATION





DISCLAIMER

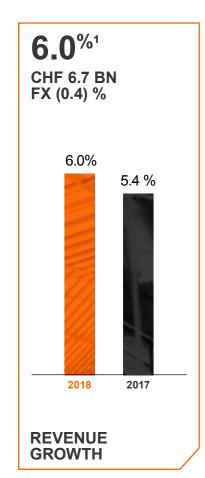
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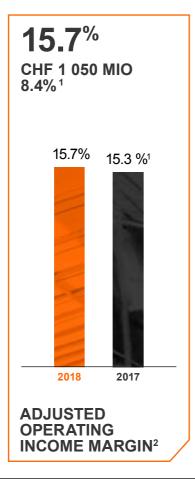


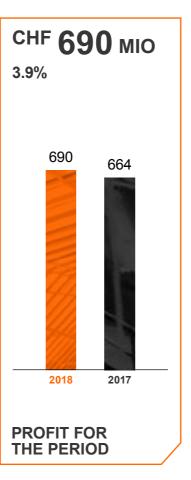


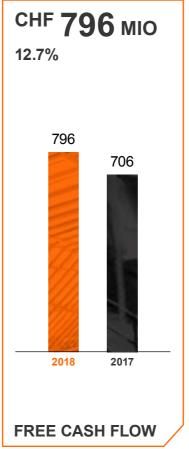
STRONG REVENUE GROWTH AND MARGIN PROGRESSION

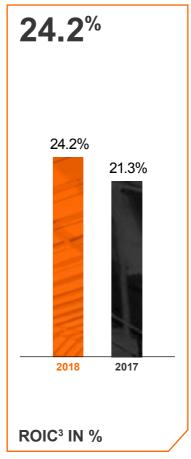
2018 HIGHLIGHTS

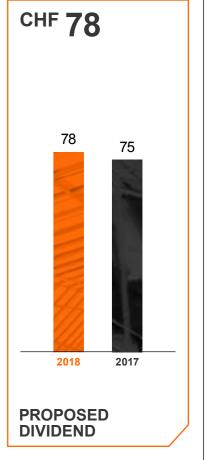












^{1.} Constant currency basis. – 2. Before amortization of acquired intangibles and non-recurring items. 3. Profit for the period / (Non-current assets + Net Working Capital).



2018 ACQUISITIONS AND SUBSEQUENT EVENTS

ACQUISITIONS



USA



LABORATOIRE DE CONTRÔLE ET D'ANALYSE



BELGIUM



TRAITGENETICS GMBH



GERMANY



SPAIN

SUBSEQUENT EVENTS



GERMANY



USA



SPAIN





STRONG REVENUE GROWTH AND INCREASED ADJUSTED OPERATING INCOME MARGIN

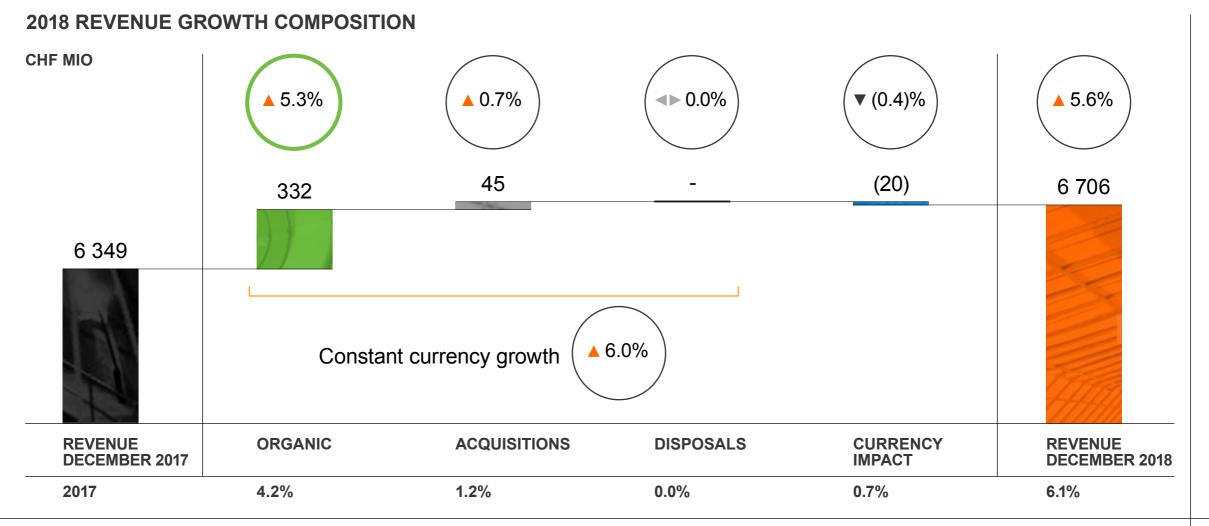
2018 FINANCIAL HIGHLIGHTS

(CHF million)	DECEMBER 2018	DECEMBER 2017 PRO-FORMA ¹	DECEMBER 2017
REVENUE	6 706	6 329	6 349
Change in %		6.0	5.6
ADJUSTED OPERATING INCOME ²	1 050	969	969
Change in %		8.4	8.4
ADJUSTED OPERATING INCOME MARGIN ² IN %	15.7	15.3	15.3
OPERATING INCOME (EBIT)	946	895	894
Change in %		5.7	5.8
OPERATING INCOME (EBIT) MARGIN IN %	14.1	14.1	14.1
PROFIT FOR THE PERIOD	690	665	664
Change in %		3.8	3.9
PROFIT ATTRIBUTABLE TO EQUITY HOLDERS OF SGS SA	643	622	621
Change in %		3.4	3.5
BASIC EPS (CHF)	84.54	82.54	82.41
ADJUSTED BASIC EPS (CHF) ²	95.17	91.82	91.74



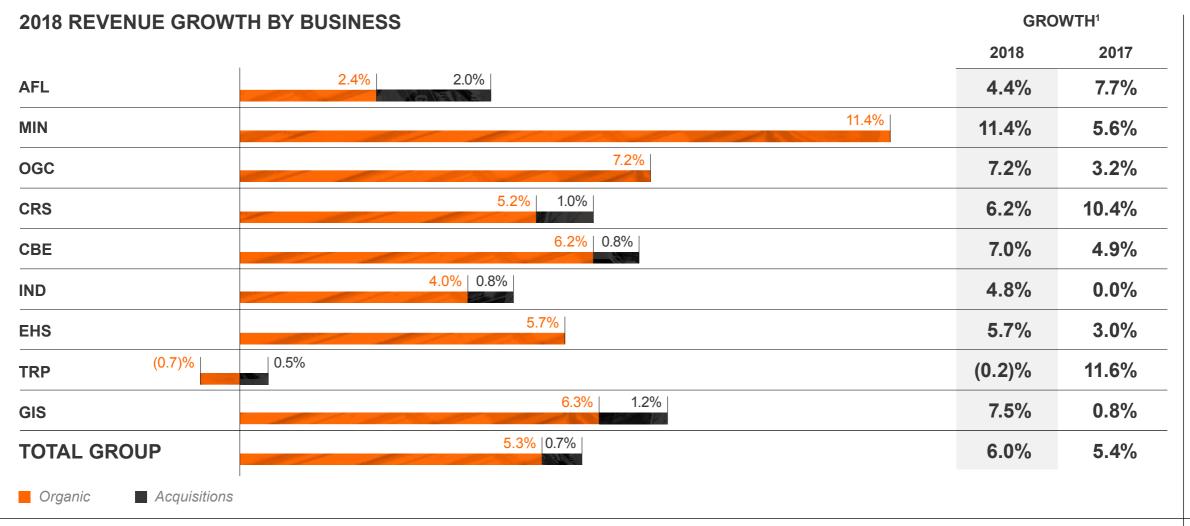


A LEADER IN TIC MARKET ORGANIC REVENUE GROWTH



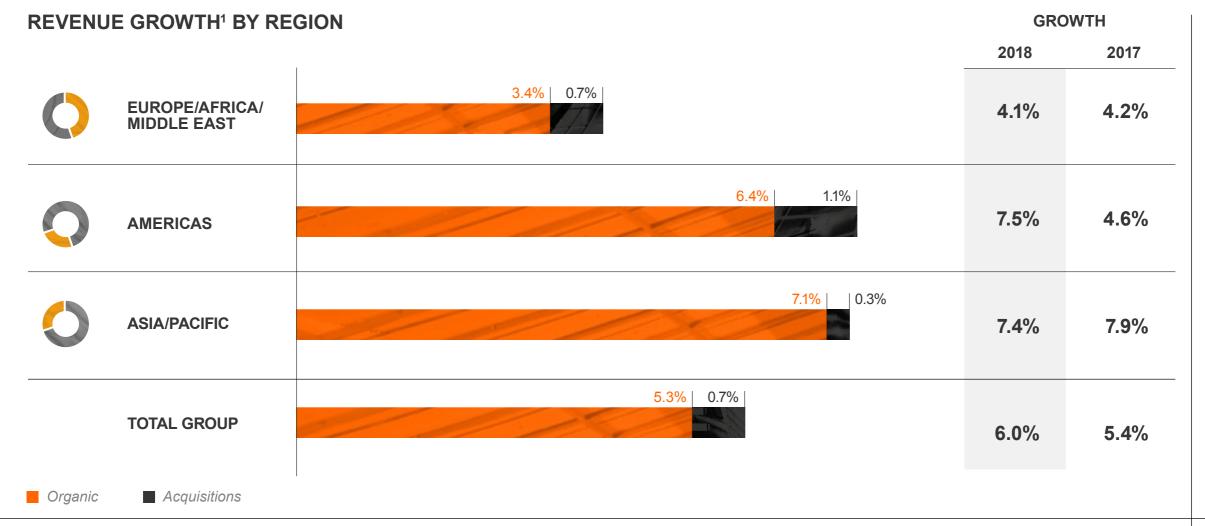


POSITIVE ORGANIC REVENUE GROWTH ACROSS THE MAJORITY OF THE PORTFOLIO



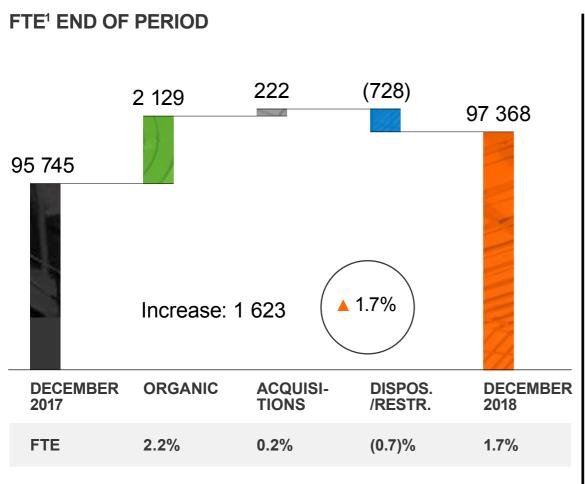


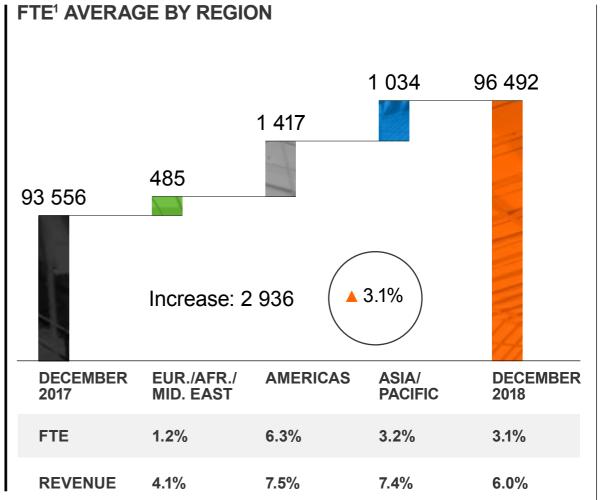
STRONG ORGANIC REVENUE GROWTH IN THE AMERICAS AND ASIA/PACIFIC





CONTROLLED HEADCOUNT INCREASE

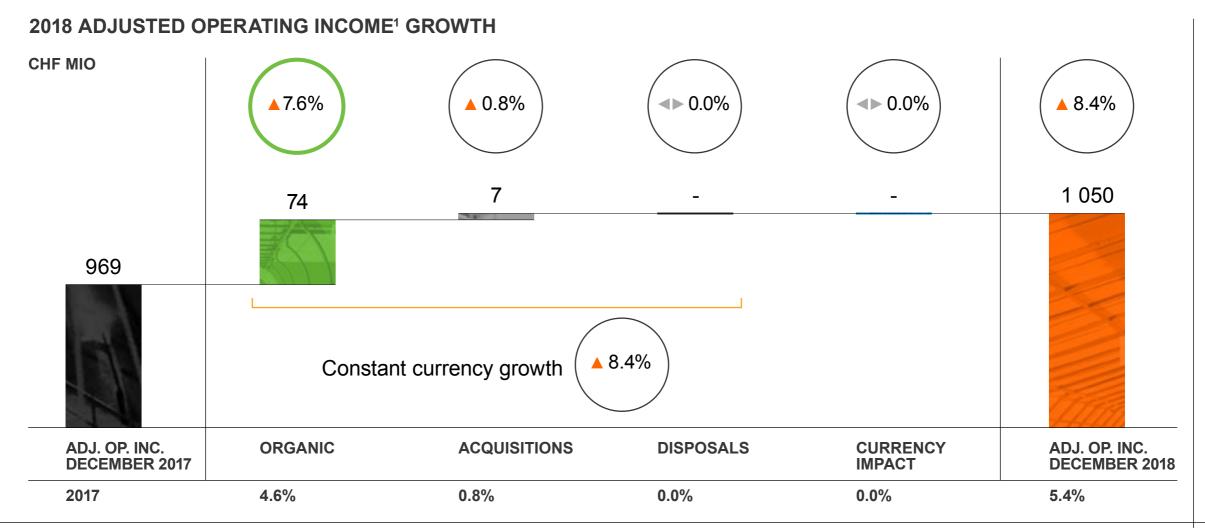








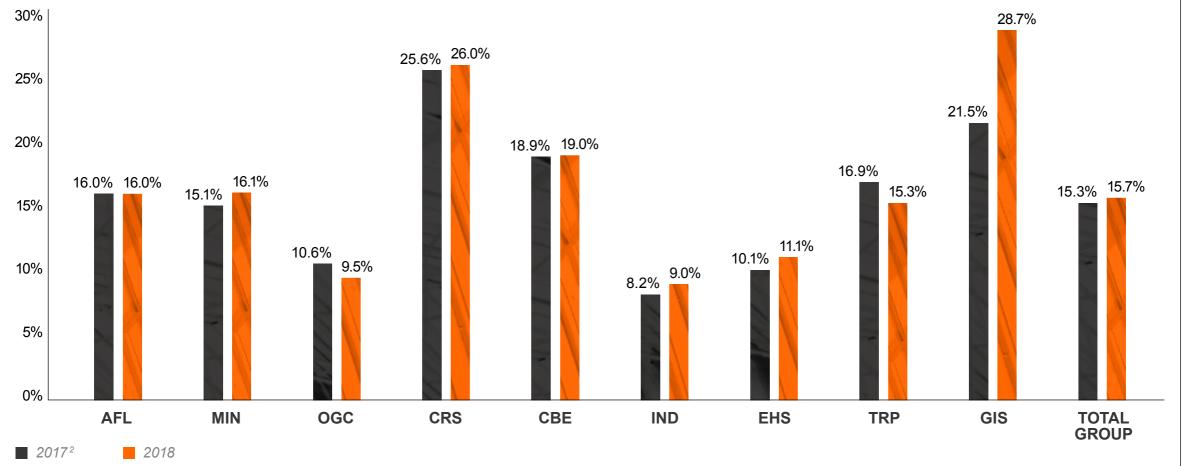
GOOD ORGANIC ADJUSTED OPERATING INCOME GROWTH





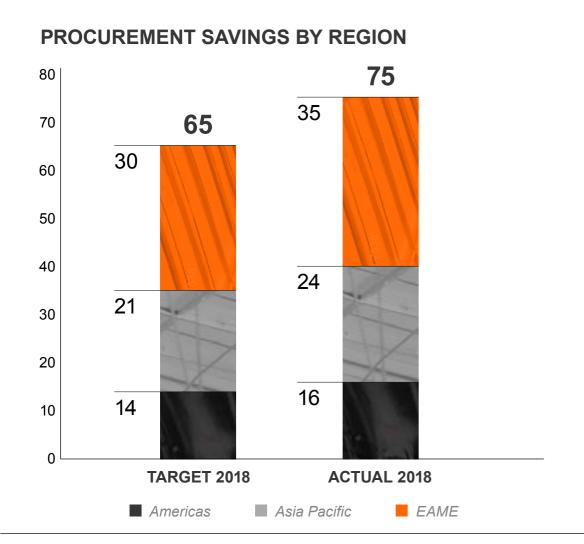
MAJORITY OF BUSINESSES REALIZED A MARGIN UPTICK

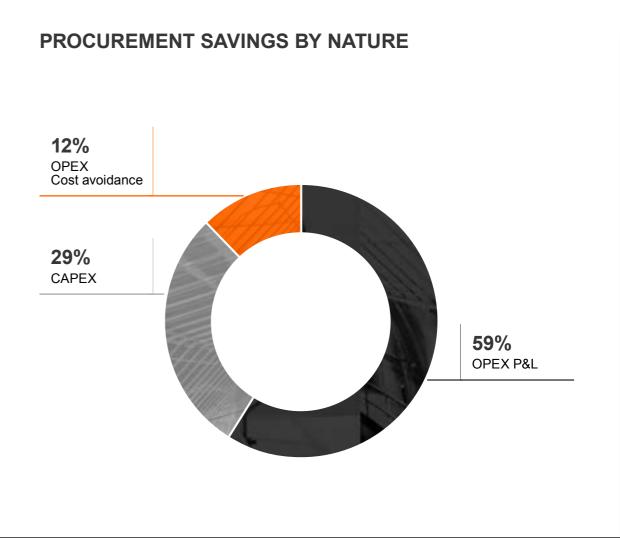
2018 ADJUSTED OPERATING INCOME¹ MARGIN





PROCUREMENT EFFICIENCY EXCEEDING EXPECTATIONS









SOLID CONSOLIDATED BALANCE SHEET

		EQUITY AND LIABILITIES		
DECEMBER 2018	DECEMBER 2017	(CHF million)	DECEMBER 2018	DECEMBER 2017
969	1 002	Share capital	8	8
1 224	1 238	Reserves	1 660	1 911
202	222	SHAREHOLDERS' EQUITY	1 668	1 919
372	341	NON-CONTROLLING INTERESTS	75	86
2 767	2 803	Loans and obligations under finance leases	2 112	2 090
226	293	Provisions and other non current liabilities	238	267
969	1 068	NON-CURRENT LIABILITIES	2 350	2 357
354	386	Loans and obligations under finance leases	378	1
1 752	1 393	Trade and other payables	709	677
3 301	3 140	Contract liabilities	112	97
		Other current liabilties	776	806
		CURRENT LIABILITIES	1 975	1 581
		LIABILITIES	4 325	3 938
6 068	5 943	TOTAL	6 068	5 943
	2018 969 1 224 202 372 2 767 226 969 354 1 752 3 301	2018 2017 969 1 002 1 224 1 238 202 222 372 341 2 767 2 803 226 293 969 1 068 354 386 1 752 1 393 3 301 3 140	DECEMBER 2018 Solution December 2017 (CHF million)	DECEMBER 2018 DECEMBER 2017 (CHF million) DECEMBER 2018 969 1 002 Share capital 8 1 224 1 238 Reserves 1 660 202 222 SHAREHOLDERS' EQUITY 1 668 372 341 NON-CONTROLLING INTERESTS 75 Loans and obligations under finance leases 2 112 Provisions and other non current liabilities 238 NON-CURRENT LIABILITIES 2 350 Loans and obligations under finance leases 378 1 752 1 393 Trade and other payables 709 Contract liabilities 112 Other current liabilities 776 CURRENT LIABILITIES 1 975 LIABILITIES 4 325

21.3%

NET DEBT

24.2%

ROIC¹

(738)

(698)





STRONG CASH FLOW GENERATION

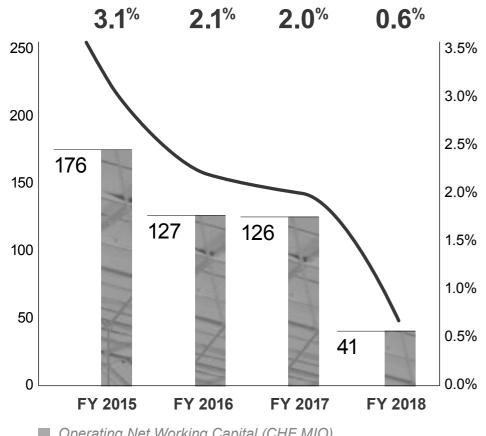
2018 CONDENSED CASH FLOW

(CHF million)	DECEMBER 2018	DECEMBER 2017
PROFIT FOR THE PERIOD	690	664
Non-cash and non-operating items	554	565
(Increase)/Decrease in working capital	95	(1)
Taxes paid	(265)	(241)
CASH FLOW FROM OPERATING ACTIVITIES	1 074	987
Net purchase of fixed assets	(278)	(281)
Net acquisition of businesses	(45)	(35)
Decrease in marketable securities and other	9	5
CASH FLOW USED BY INVESTING ACTIVITIES	(314)	(311)
Dividends paid to equity holders of SGS SA	(573)	(528)
Dividends paid to non-controlling interests	(43)	(40)
Transaction with non-controlling interests	(2)	1
Net cash (paid)/received on treasury shares	(93)	13
Proceed of corporate bonds	401	374
Interest paid	(60)	(56)
(Decrease)/Increase in borrowings	-	(3)
CASH FLOW USED BY FINANCING ACTIVITIES	(370)	(239)
Currency translation	(30)	(29)
INCREASE IN CASH AND CASH EQUIVALENTS	360	408
FREE CASH FLOW ¹	796	706

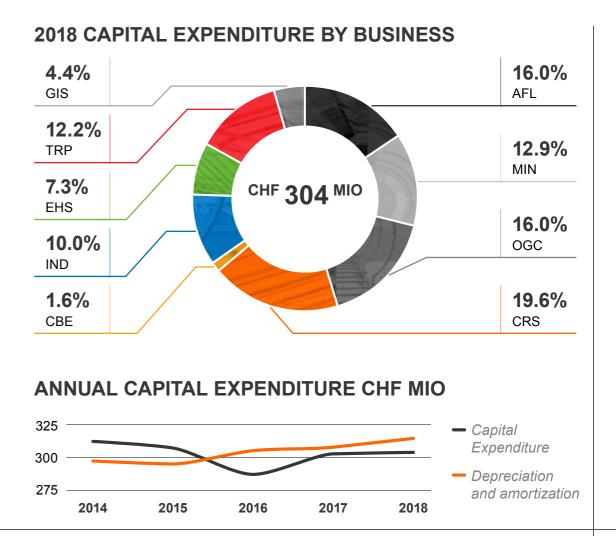


FURTHER IMPROVEMENT IN NETWORKING CAPITAL AND CONTROLLED LEVEL OF CAPEX

OPERATING NET WORKING CAPITAL % REVENUE¹

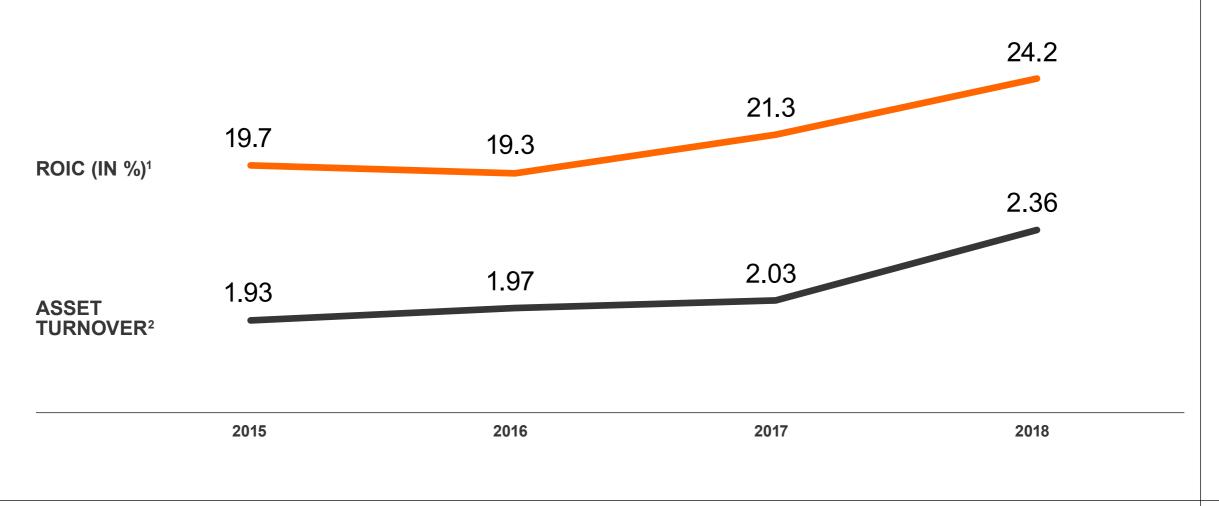


- Operating Net Working Capital (CHF MIO)
- In % of Revenue



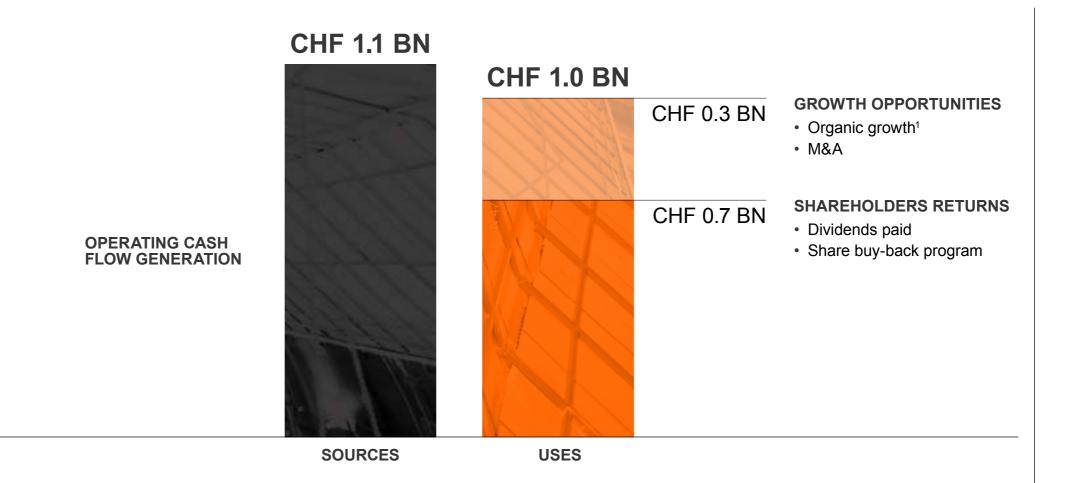


BEST-IN-CLASS ROIC





GROWTH OPPORTUNITIES AND SHAREHOLDERS RETURNS FUNDED BY OPERATIONS







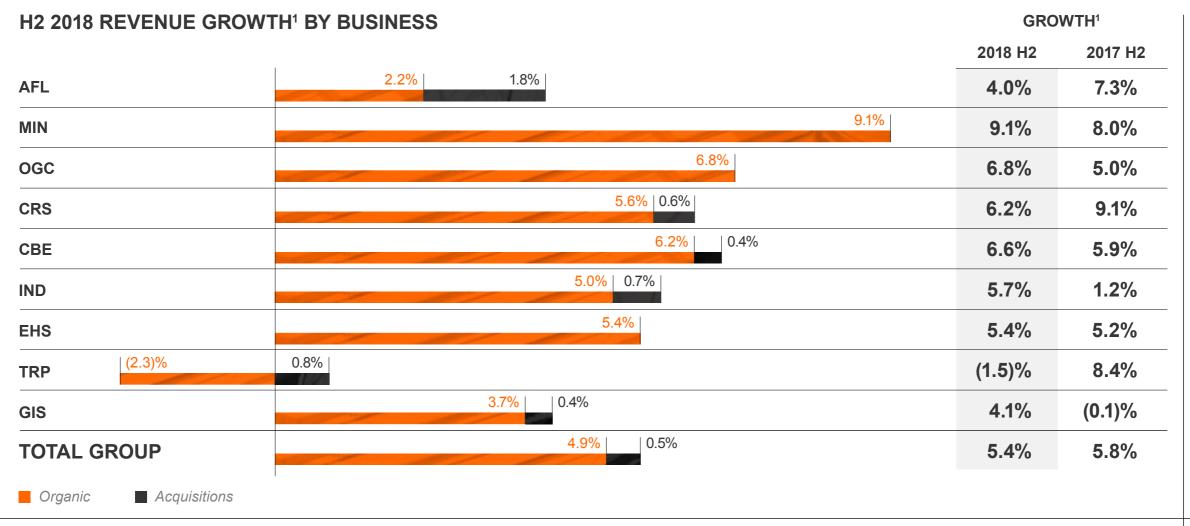
STRONG REVENUE GROWTH AND INCREASED ADJUSTED OPERATING INCOME MARGIN IN H2 2018

H2 2018 FINANCIAL HIGHLIGHTS

(CHF million)	2018 H2	2017 H2 PRO-FORMA ¹	2017 H2
REVENUE	3 400	3 225	3 302
Change in %		5.4	3.0
ADJUSTED OPERATING INCOME ²	569	528	540
Change in %		7.8	5.4
ADJUSTED OPERATING INCOME MARGIN ² IN %	16.7	16.4	16.4
OPERATING INCOME (EBIT)	535	473	484
Change in %		13.1	10.5
OPERATING INCOME (EBIT) MARGIN IN %	15.7	14.7	14.7
PROFIT FOR THE PERIOD	394	362	371
Change in %		8.8	6.2
PROFIT ATTRIBUTABLE TO EQUITY HOLDERS OF SGS SA	369	337	345
Change in %		9.5	7.0



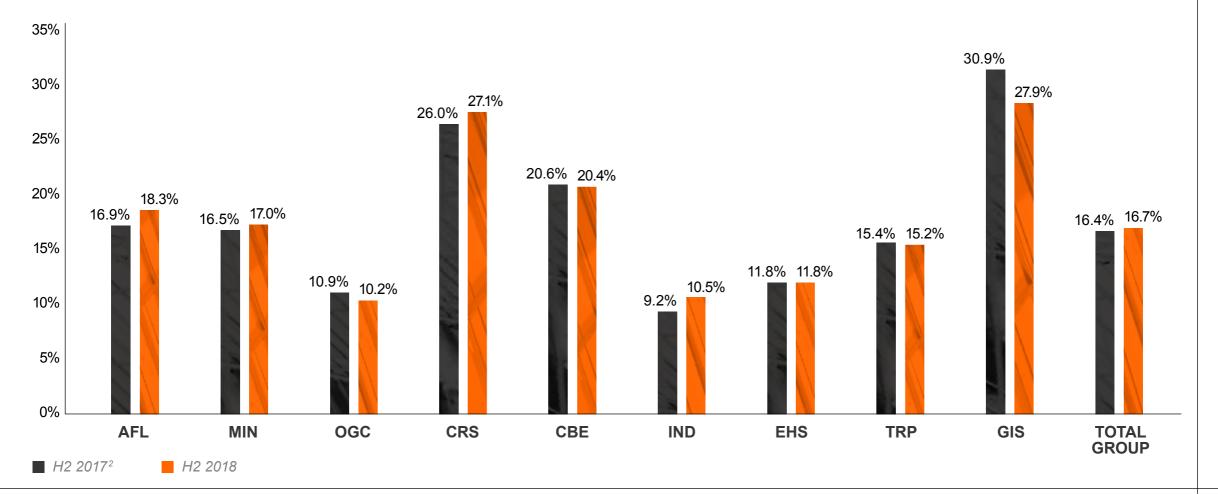
POSITIVE ORGANIC REVENUE GROWTH ACROSS THE MAJORITY OF THE PORTFOLIO IN H2 2018





STRONG MARGIN IMPROVEMENT IN AFL, CRS AND IND IN H2 2018

H2 2018 ADJUSTED OPERATING MARGIN¹ BY BUSINESS







FINANCIAL SUMMARY

- Revenue growth¹ of 6.0% of which 5.3% organic
- Increase in Adjusted Operating Income^{1,2} of 8.4%, reaching a historical mark, and stronger Adjusted Operating Income Margin at 15.7%
- Profit for the period increased by 3.9%, up to CHF 690 million
- Investment of CHF 323 million in capex and acquisitions
- Operating cash flow of CHF 1 074 million
- Return on Invested Capital (ROIC) of 24.2%
- Proposed dividend of CHF 78





CONTINUED STRONG PERFORMANCE FOR FOOD AND LIFE

AGRICULTURE, FOOD AND LIFE (AFL)

(CHF million)	2018	2017 PRO-FORMA ²	2017
REVENUE	1 062.6	1 018.0	1 016.3
Change in %		4.4	4.6
ADJUSTED OPERATING INCOME ¹	170.5	162.5	162.5
Change in %		4.9	4.9
MARGIN¹	16.0%	16.0%	16.0%



OVERVIEW

- Strong growth trends for Food and Life continued in second half
- Agriculture remained challenging, intensified by weather events
- Continued investment in biopharma capacity expansion and Agri-Food digital initiatives
- Strategic partnerships to expand reach in food fraud

- Recent investments in Food and Life to continue to drive growth
- Trade to remain challenging for the tail end of the 2018/19 crop season
- Seed & Crop to benefit from demand for precision agriculture services
- Growing adoption and recognition of digital solutions for Agri-Food
- Strong pipeline of acquisition targets, particularly in the Food and Life sectors



MOMENTUM CONTINUES TO BUILD

MINERALS (MIN)

(CHF million)	2018	2017 PRO-FORMA ²	2017
REVENUE	750.1	673.5	683.6
Change in %		11.4	9.7
ADJUSTED OPERATING INCOME ¹	121.1	102.0	104.6
Change in %		18.7	15.8
MARGIN¹	16.1%	15.1%	15.3%



OVERVIEW

- Robust revenue growth across all activities throughout the year
- Trade inspection volumes remained strong for bulk commodities
- Strong growth in geochemistry and laboratory outsourcing
- Excellent growth in Metallurgy services

- Market fundamentals to remain strong subject to a stable macro environment
- Sustained growth in the laboratory network
- Continued focus on niche services and new market segments
- Margin improvement from automation and operational efficiency projects



STABILIZING MARKET DRIVES DEMAND

OIL, GAS AND CHEMICALS (OGC)

(CHF million)	2018	2017 PRO-FORMA ²	2017
REVENUE	1 220.2	1 137.8	1 138.8
Change in %		7.2	7.1
ADJUSTED OPERATING INCOME ¹	116.1	120.4	119.7
Change in %		(3.6)	(3.0)
MARGIN¹	9.5%	10.6%	10.5%



OVERVIEW

- Strong double-digit growth in Plant and Terminal operations (PTO), mainly in the USA
- Overall low single-digit growth in Trade-Related activities, with strong growth in Asia
- Low single-digit growth in Upstream mainly from new contracts in the Middle East and North Africa
- Small decline in Non-Inspection-Related-Testing activities caused by the delay in laboratory commissioning projects in the second semester

- Trade momentum to continue, but market conditions to remain competitive
- PTO to continue growth reflecting industry cycle, specifically in Polymers and Plastics sector
- Upstream to strengthen in production and maximize its utilization of assets
- Non-Inspection-Related-Testing activities to benefit from new laboratory outsourcing projects



ELECTRICAL & ELECTRONICS (E&E) REMAINS STRONG

CONSUMER AND RETAIL (CRS)

(CHF million)	2018	2017 PRO-FORMA ²	2017
REVENUE	1 025.4	965.8	963.2
Change in %		6.2	6.5
ADJUSTED OPERATING INCOME ¹	266.9	247.6	246.9
Change in %		7.8	8.1
MARGIN¹	26.0%	25.6%	25.6%



OVERVIEW

- Double-digit growth in South East Asia Pacific,
 Eastern Europe & Middle East
- New restricted substances and strong level of Safety testing boosted E&E activities
- Excellent growth in Cosmetic, Personal Care and Household (CPCH) in Germany, China and North America
- Softlines gained market share from new sustainability solutions and footwear testing

- USA/China trade war represents a risk, especially for technology products
- Expand capacity in South East Asia to meet buyer shift out of China continued investments in digitalization and automation to drive margin improvements
- Investment in 5G and IoT for Wireless activity
- Further expand CPCH and Hardlines through acquisitions



CONVERSION AUDITS EXCEED EXPECTATIONS

CERTIFICATION AND BUSINESS ENHANCEMENT (CBE)

(CHF million)	2018	2017 PRO-FORMA ²	2017
REVENUE	366.0	342.1	340.3
Change in %		7.0	7.6
ADJUSTED OPERATING INCOME ¹	69.6	64.7	64.3
Change in %		7.6	8.2
MARGIN¹	19.0%	18.9%	18.9%



OVERVIEW

- Solid organic growth driven by Management System certification and transition to the new 2015 standards
- Improved margin from increased Certification activity and efficiency gains
- Roll out of Performance Assessments global cloud-based solution and introduction of Business Enhancement Engine

- Slowdown expected in organic growth due to end of transition in Certification
- Double-digit growth in Business Enhancement with new training services and increased value generation from data-driven services
- Continue to protect high margin levels with further efficiency gain in operations



GROWTH IN MAJOR BUSINESS SEGMENTS

INDUSTRIAL (IND)

(CHF million)	2018	2017 PRO-FORMA ²	2017
REVENUE	940.2	897.3	906.5
Change in %		4.8	3.7
ADJUSTED OPERATING INCOME ¹	84.2	73.7	73.4
Change in %		14.2	14.7
MARGIN¹	9.0%	8.2%	8.1%



OVERVIEW

- Growth in Oil & Gas market driven by large supervision contracts and refinery shutdown inspections across all regions
- Solid developments in Infrastructure market in South America and Asia
- Manufacturing growth in Laboratory Testing activities, specifically in Calibration services
- Margin improvement offset Brazil situation

- Leverage positive growth perspectives in the Infrastructure market
- Preserve our position in the Oil and Gas market in a low CAPEX environment
- Continue our diversification into Laboratory Testing through acquisitions
- Implement development programs and continue portfolio management



STRENGTH OF PORTFOLIO CONFIRMED

ENVIRONMENT, HEALTH AND SAFETY (EHS)

(CHF million)	2018	2017 PRO-FORMA ²	2017
REVENUE	517.2	489.2	485.8
Change in %		5.7	6.5
ADJUSTED OPERATING INCOME ¹	57.4	49.2	48.6
Change in %		16.7	18.1
MARGIN¹	11.1%	10.1%	10.0%



OVERVIEW

- Strong performance from all business segments
- Improved contribution from Laboratory and Health & Safety services
- Signing of Ballast Water convention and upcoming International Maritime Organization 2020 opens new market opportunities for Marine services
- Focus on central data management provided further efficiencies

- Overall portfolio to remain robust
- Continued demand driven by legislation and development projects
- Regular dashboard review to improve margins and enhance optimization
- Global launch of "real-time monitoring" solutions with focus on air quality



TESTING GROWS ACROSS ALL SEGMENTS

TRANSPORTATION (TRP)

(CHF million)	2018	2017 PRO-FORMA ²	2017
REVENUE	540.5	541.4	546.5
Change in %		(0.2)	(1.1)
ADJUSTED OPERATING INCOME ¹	82.8	91.7	89.9
Change in %		(9.7)	(7.9)
MARGIN¹	15.3%	16.9%	16.5%



OVERVIEW

- Double-digit growth in Testing services reflecting the return of past investments
- Slight revenue decrease for Regulated services following end of programs in Uruguay and the USA
- Strong demand for certification services linked to new
 International Automotive Task Force standard
- Reduced revenue from end of Field Service contracts in USA and slower than expected start of new contracts in Europe

- Margin expected to stabilize following restructuring in USA and anticipated volume uptake for Regulated Services in Chile and Uganda
- Focus on further diversification in the strong growing Aviation and Rail Industry broadening the geographical service portfolio



STRONG MARGIN GROWTH

GOVERNMENTS AND INSTITUTIONS (GIS)

(CHF million)	2018	2017 PRO-FORMA ²	2017
REVENUE	283.6	263.9	268.1
Change in %		7.5	5.8
ADJUSTED OPERATING INCOME ¹	81.3	56.7	58.7
Change in %		43.4	38.5
MARGIN¹	28.7%	21.5%	21.9%



OVERVIEW

- Solid double-digit growth delivered in Single window from strong trade volume
- New marketing strategy for TransitNet translated into increased market share in key countries
- Improved margin from better collection, economies of scale and efficiency initiatives
- SGS onTrack implemented for Tobacco industry to ensure compliance to EU tobacco regulations and as a monitoring program in Georgia and Russia

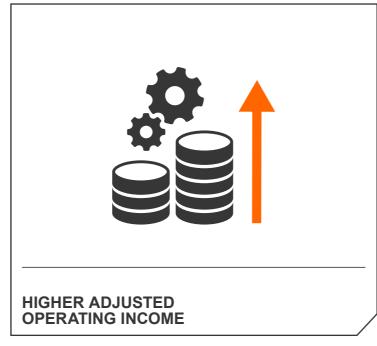
- Trade compliance and cross border complexity underpinning sustainable growth
- Strengthening governments' digital solutions
- Focus on innovation and unique technologies
 (D-TECT, E-Valuator and LegalTrace) and propose
 more SaaS/PaaS
- Renovo, e-waste monitoring program launched in Ghana and the Ivory Coast expected to ramp up

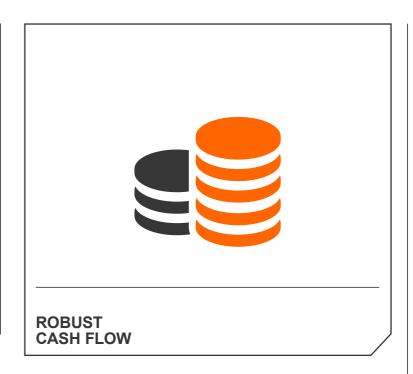




GUIDANCE 2019









- Mid single-digit organic growth
- Accelerate M&A activities and remain disciplined on returns
- Adjusted Operating Income Margin of above 17% by end of period
- Strong cash conversion
- Solid returns on invested capital
- Dividend distributions, at least maintained or in line with improvement in net earnings



TO REGISTER FOR QUESTIONS PRESS* AND 1 ON YOUR TELEPHONE







ACRONYMS AND OTHER ABBREVIATIONS

CAPEX Capital expenditure

CPCH Cosmetic, Personal Care and Household

D-tect Innovative universal image analysis solution

EU European Union

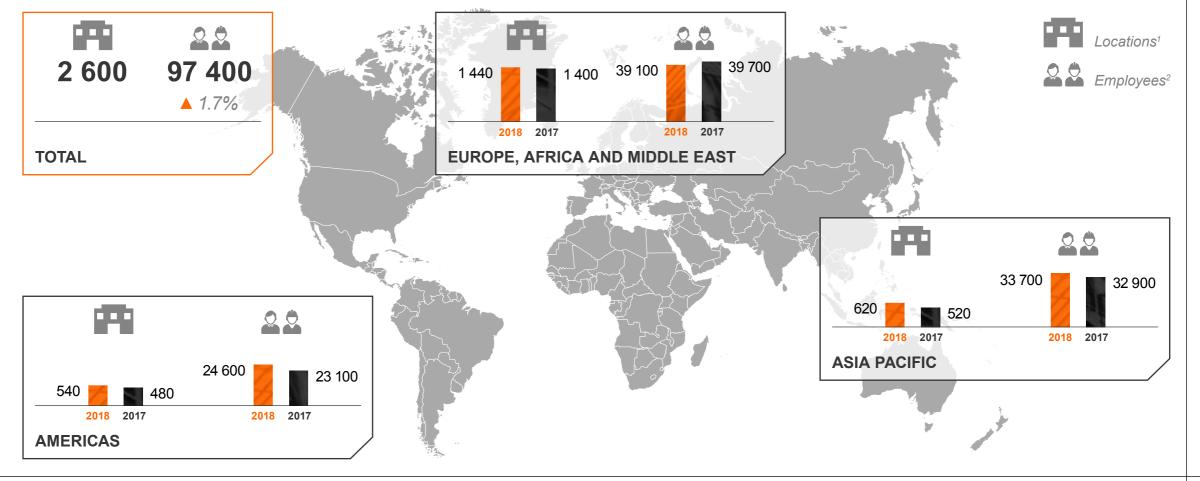
Internet of Things

SaaS/PaaS Software as a solution / Platform as a solution



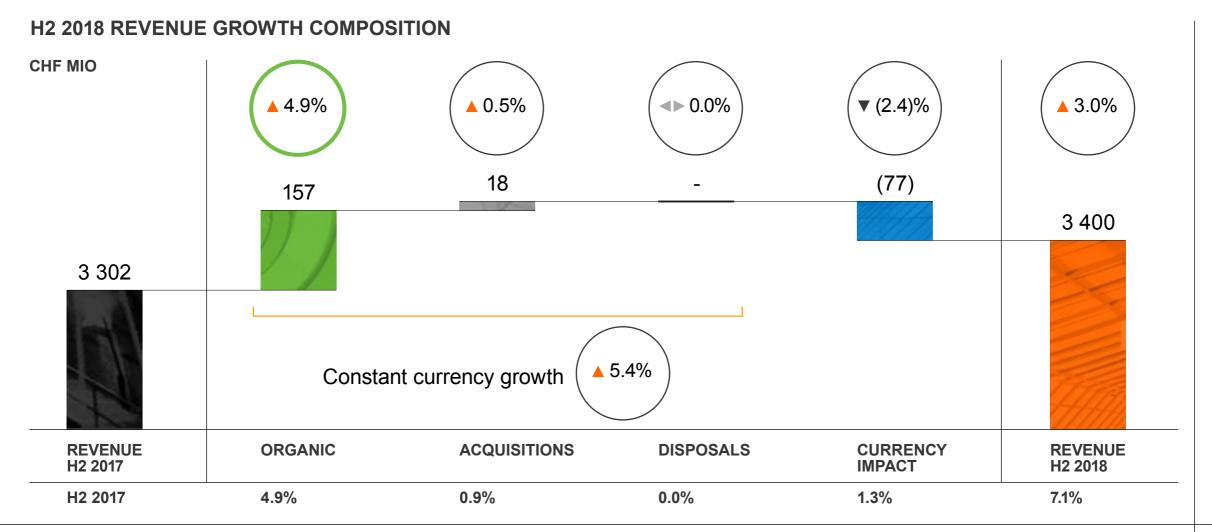
GLOBAL EXPERTISE WITH LOCAL EXECUTION

2018 LOCATIONS AND EMPLOYEES



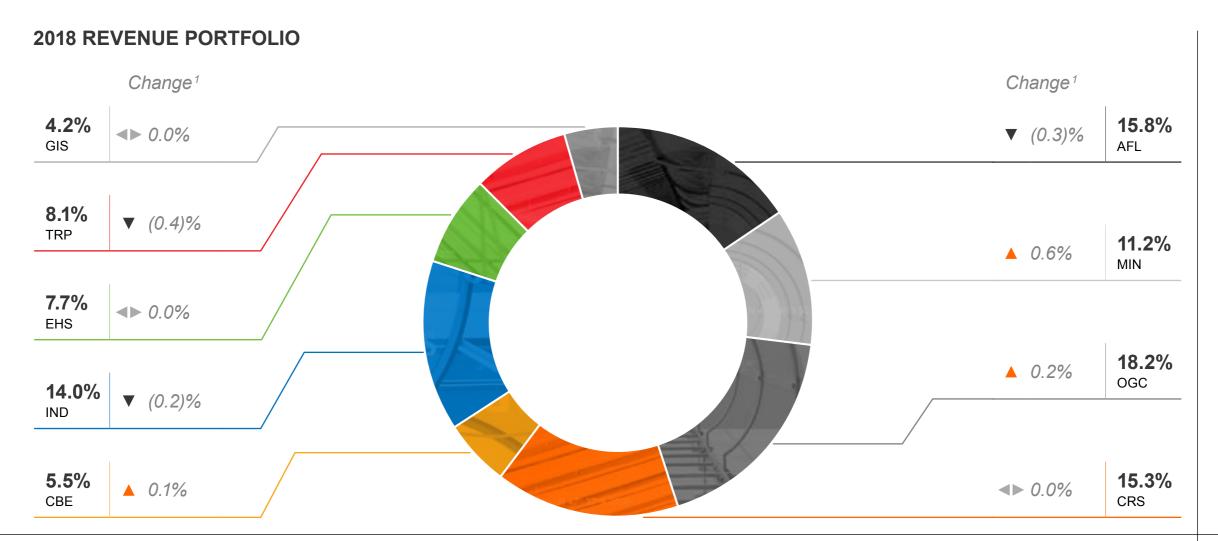


A LEADER IN TIC MARKET ORGANIC REVENUE GROWTH IN H2 2018



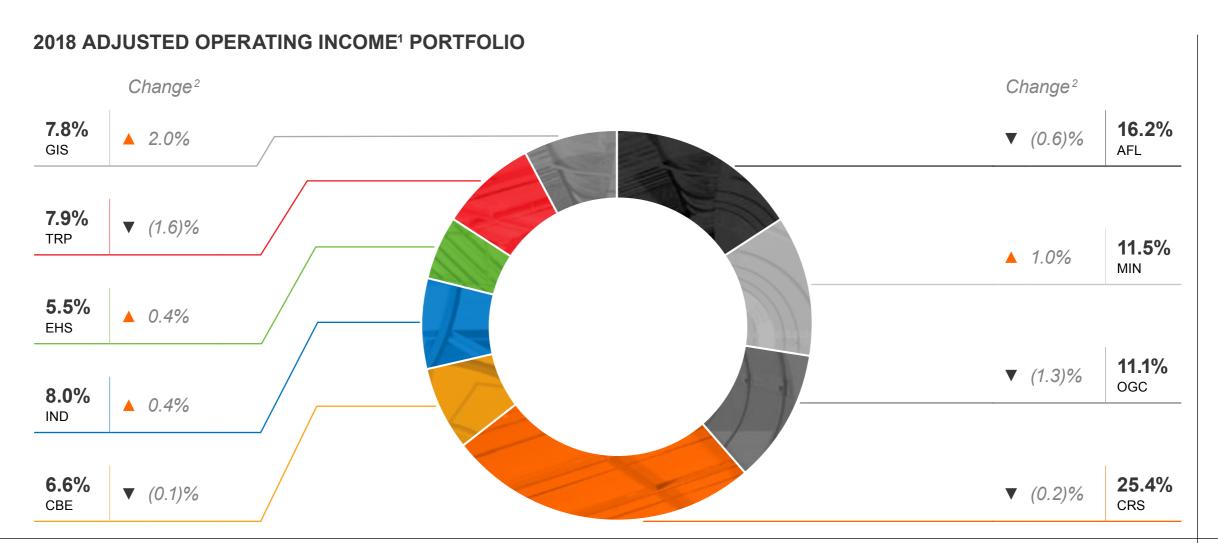


WELL-BALANCED REVENUE



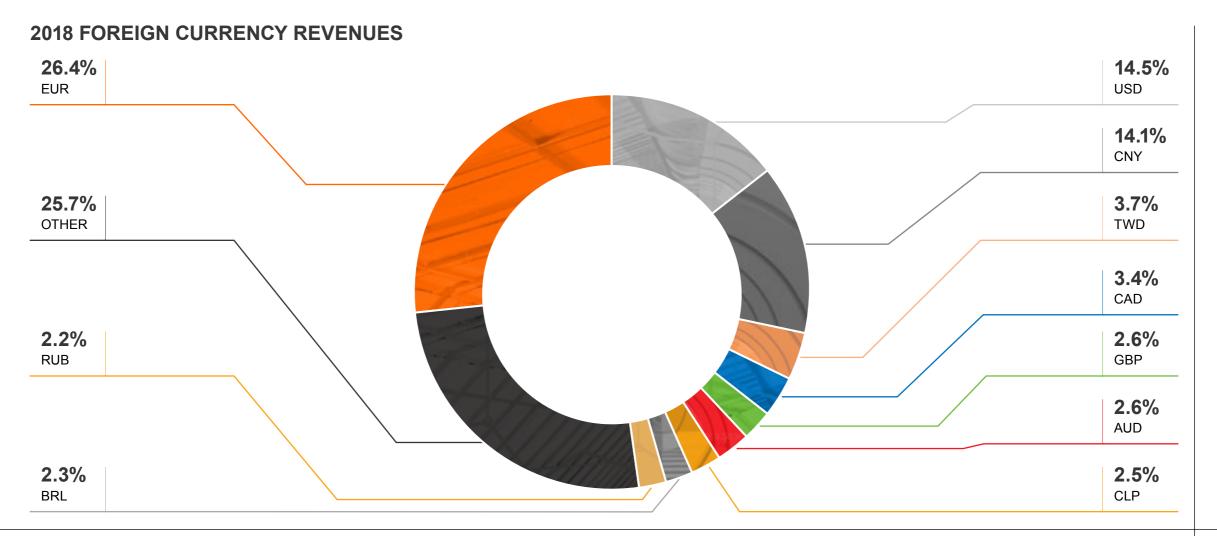


WELL-BALANCED CONTRIBUTION





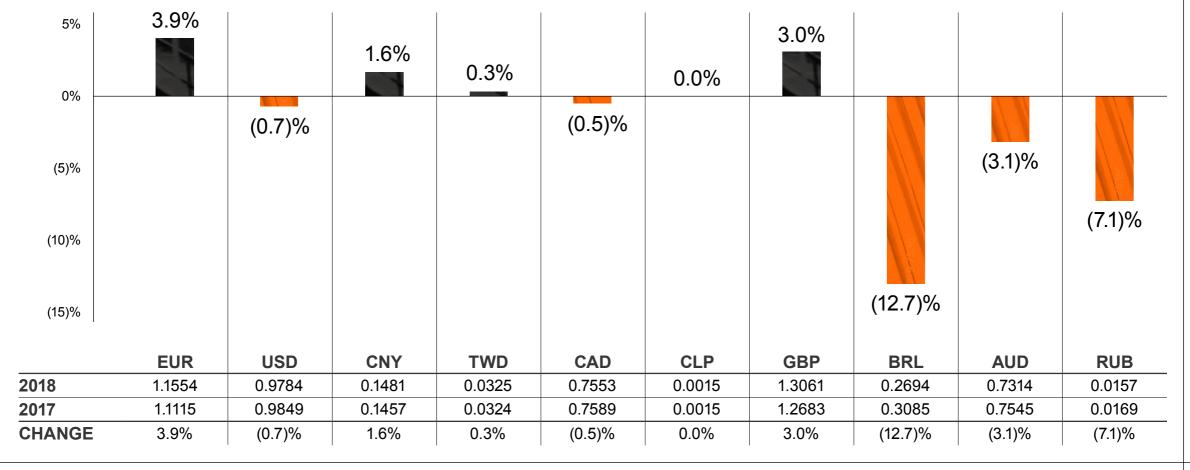
EUR, USD AND CNY REPRESENT 55% OF H1 2018 REVENUE





EUR, GBP AND CNY STRENGTHENED IN 2018

FOREIGN CURRENCY AVERAGE RATE CHANGE 2018 VERSUS 2017 RATE





UPCOMING INVESTOR RELATIONS EVENT DATES

ANNUAL GENERAL MEETING OF SHAREHOLDERS

Friday 22 March 2019

Geneva, Switzerland

2019 HALF YEAR RESULTS

Thursday, 18 July 2019

INVESTOR DAYS – LOCATION TO BE DETERMINED

Thursday and Friday

7 and 8 November 2019

DIVIDEND PAYMENT DATES

Ex-Date: 26 March 2019

Record data: 27 March 2019

Payment date: 28 March 2019



INVESTOR RELATIONS INFORMATION

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STOCK EXCHANGE TRADING

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COMMON STOCK SYMBOLS

Bloomberg: Registered Share: SGSN.VX

Reuters: Registered Share: SGSN.VX

Telekurs: Registered Share: SGSN

ISIN: Registered Share: CH0002497458

Swiss security number: 249745

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