



# 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



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**SGS**

## CONTEXT – INDUSTRY PRESSURES CONTINUE

### **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

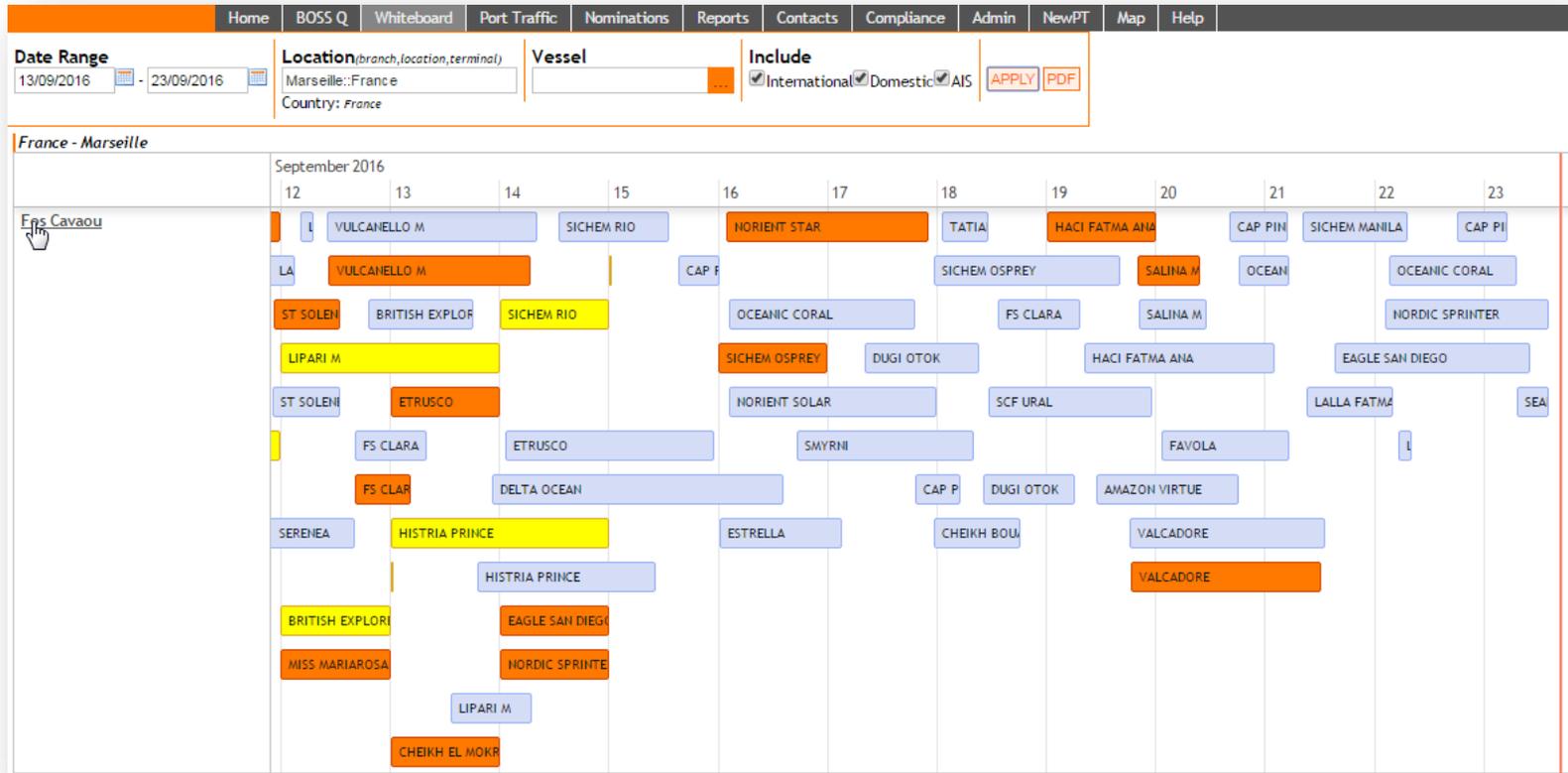


A unique oil & gas trade-focused platform:

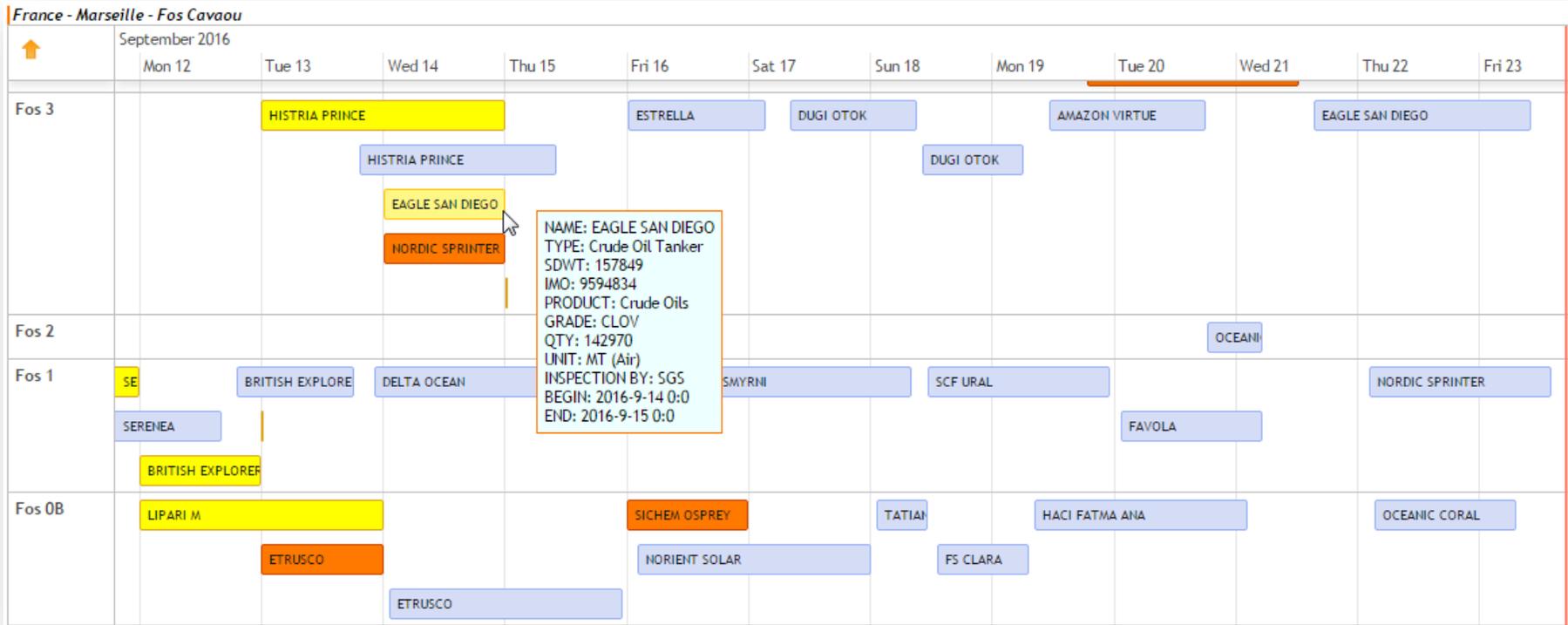
- Multiple **verified and validated** data points on a transaction, customer, geography or commodity – in real time
- Data analytics on different aspects of transactions
- Data trending – predictive analysis
- Precise market share assessment and improvement on sales/customer service

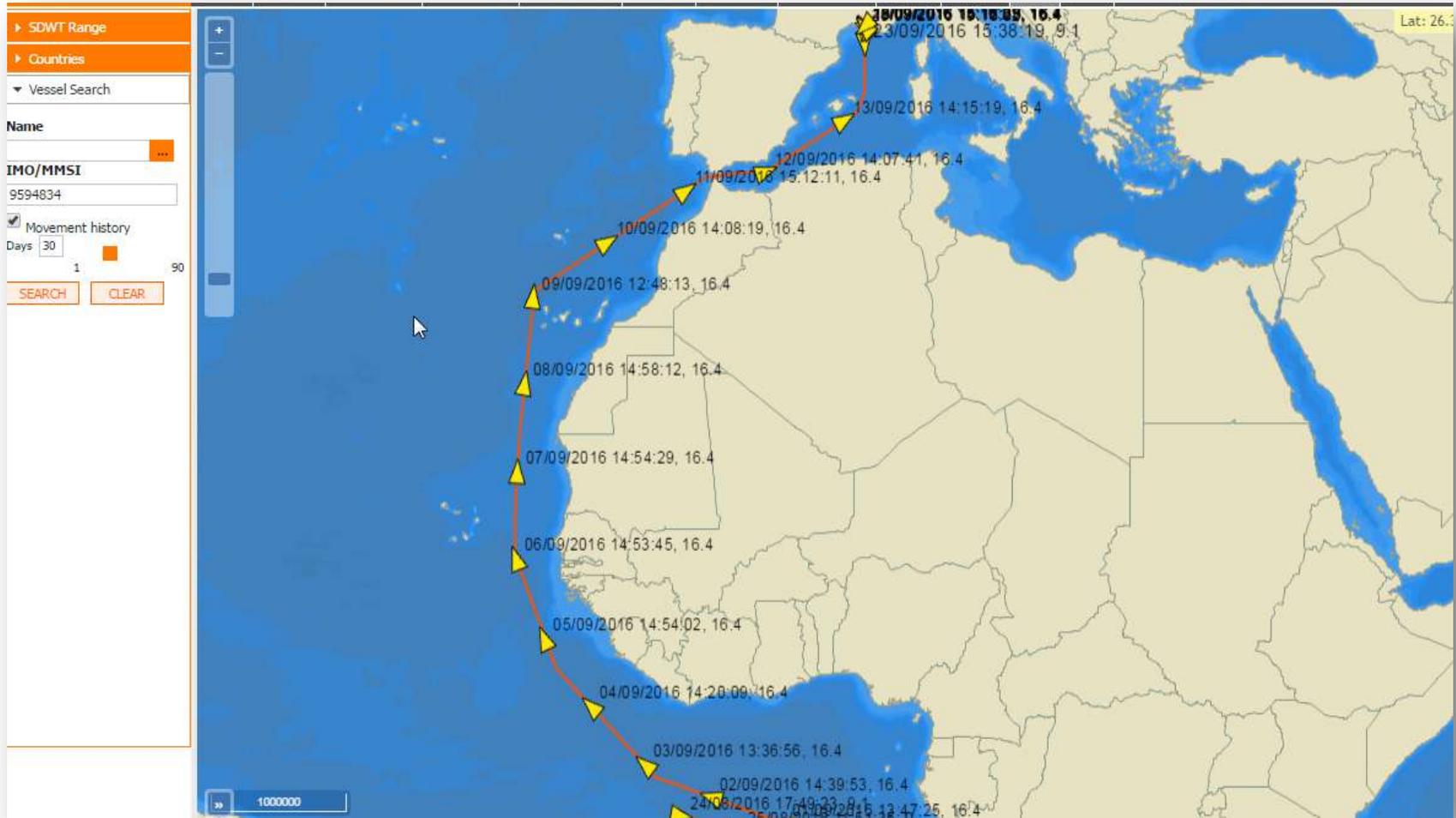


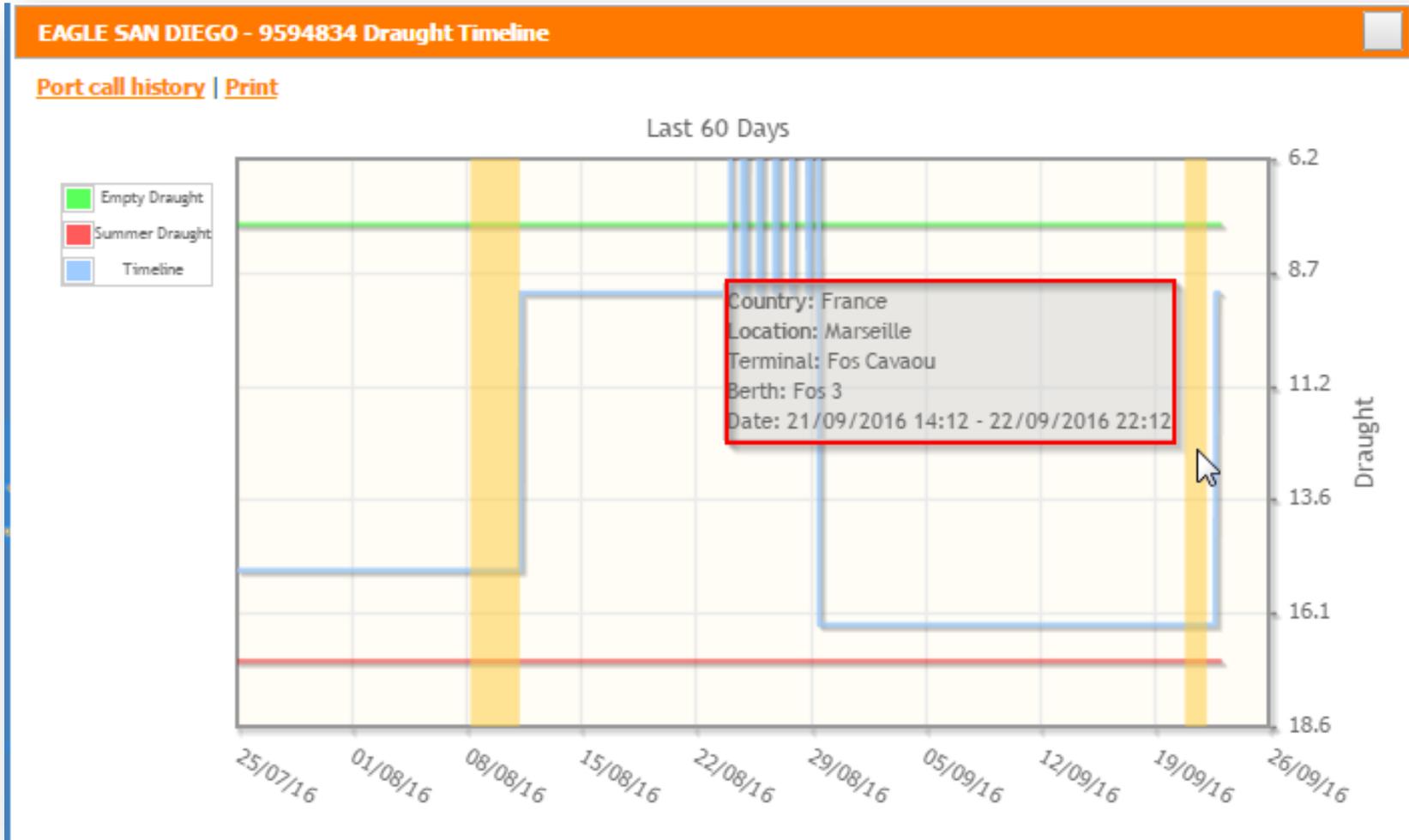
**Leveraging engagement in more than 200,000 annual trade transactions**

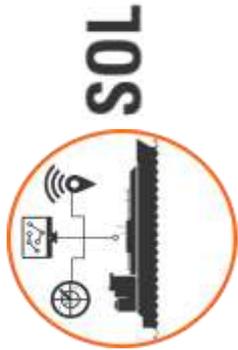


<span>Home</span> <span>BOSS Q</span> <span>Whiteboard</span> <span>Port Traffic</span> <span>Nominations</span> <span>Reports</span> <span>Contacts</span> <span>Compliance</span> <span>Admin</span> <span>NewPT</span> <span>Map</span> <span>Help</span>													
Date Range		Location <small>(branch, country, location, terminal)</small>			Vessel		Status			Include			
01/09/2016 - 14/09/2016		Marseille::France					<input checked="" type="radio"/> All <input type="radio"/> Due <input type="radio"/> On Roads <input type="radio"/> On Berth <input type="radio"/> Sailed			<input type="checkbox"/> AIS		<input type="button" value="APPLY"/>	
(●) Detected in port <span style="color:red">★</span> Inspected by SGS <span style="color:orange">★</span> Inspected by Others <span style="color:green">A</span> Affiliate entry <span style="color:blue">B</span> BOSS order <span style="color:red">N</span> Sales hub nominated													
[New] [Clone] [Edit] [Link...] [Unlink] [Delete] [Csv] [Port 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	
Reference	Operation		Product	Quantity									
623423	A 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	









- 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**

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