

SGS  
Investor Days  
2022



# SGS Investor Days 2022

# Welcome

Frankie Ng, CEO



# Today's agenda

Recent trading and  
Group strategy update

How deglobalization will  
impact the TIC industry

Agility and building a  
platform for growth

What we can do  
with our digital labs

EEME regional focus

How our sustainability  
solutions are developing

Turkey focus

Closing presentations



# Who you will meet today



**Teymur  
Abasov**

COO Eastern Europe  
& Middle East



**Olivier  
Coppey**

EVP Health  
& Nutrition



**Dominik De  
Daniel**

CFO, Finance, M&A,  
IT & Procurement



**Steven  
Du**

COO North-East  
Asia



**Derick  
Govender**

EVP Natural  
Resources



**Nadin  
Hacerestunc**

MD Turkey



**Charles  
Ly Wa Hoi**

EVP Connectivity  
& Products



**Jeffrey  
McDonald**

EVP Knowledge



**Frankie  
Ng**

CEO



**David  
Plaza**

CIO, Information  
Technology



**Toby  
Reeks**

SVP Investor  
Relations, Corporate  
Communications  
& Sustainability



**Malcolm  
Reid**

COO South-East  
Asia Pacific



**Alim  
Saidov**

EVP Industries  
& Environment



**Wim  
Van Loon**

COO North  
& Central Europe

A purpose driven company

ENABLING A  
**BETTER, SAFER** AND  
**MORE INTERCONNECTED**  
**WORLD**



# Corporate culture: our purpose drives our actions



## People\*

- **29.1% women** in senior leadership positions
- Lost Time Incident Rate and **Total Recordable Incident Rate decreased by 26% and 19%** since 2018
- **CHF 0.96 million** invested in **communities** around the world
- 26 sites have adopted the **World Class Services** methodology

## Planet\*

- Committed to **Business Ambition for 1.5C** and to Net-Zero
- **97% electricity** from **renewable sources**
- **49% decrease** in total greenhouse gas **emissions** against a 2014 baseline
- **99.5%** of employees have received integrity training

## Performance

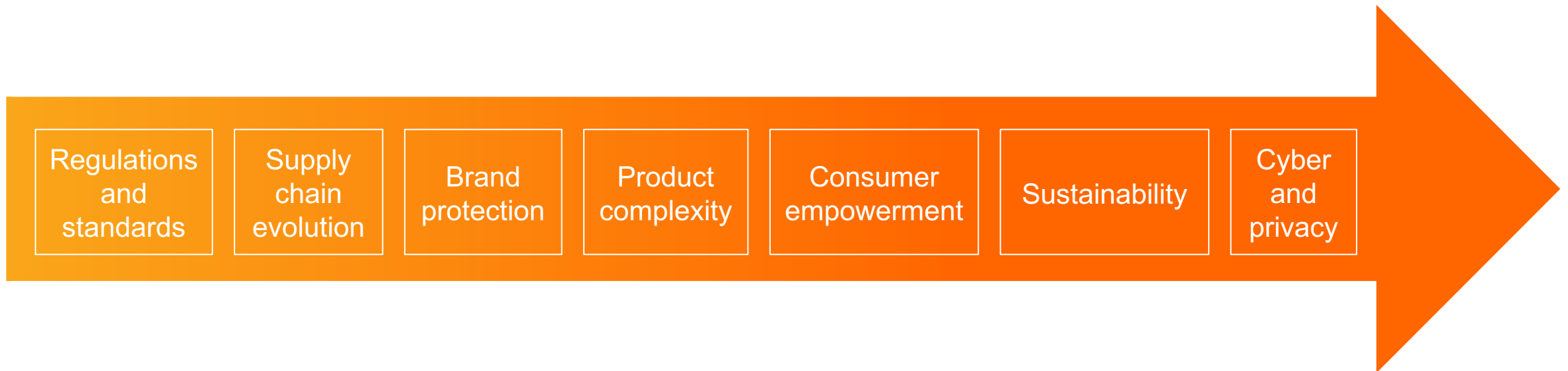
- **Pricing initiatives** supported **6.9%** in **July-Oct** organic revenue growth and expect **further acceleration in 2023**
- **CHF 50m** of cost savings supporting **portfolio evolution**
- Investing in **talent retention**
- Investing in **platform for growth** including **digital labs** and **WCS**
- **Focused capital allocation**



# Current trading and 2022 outlook

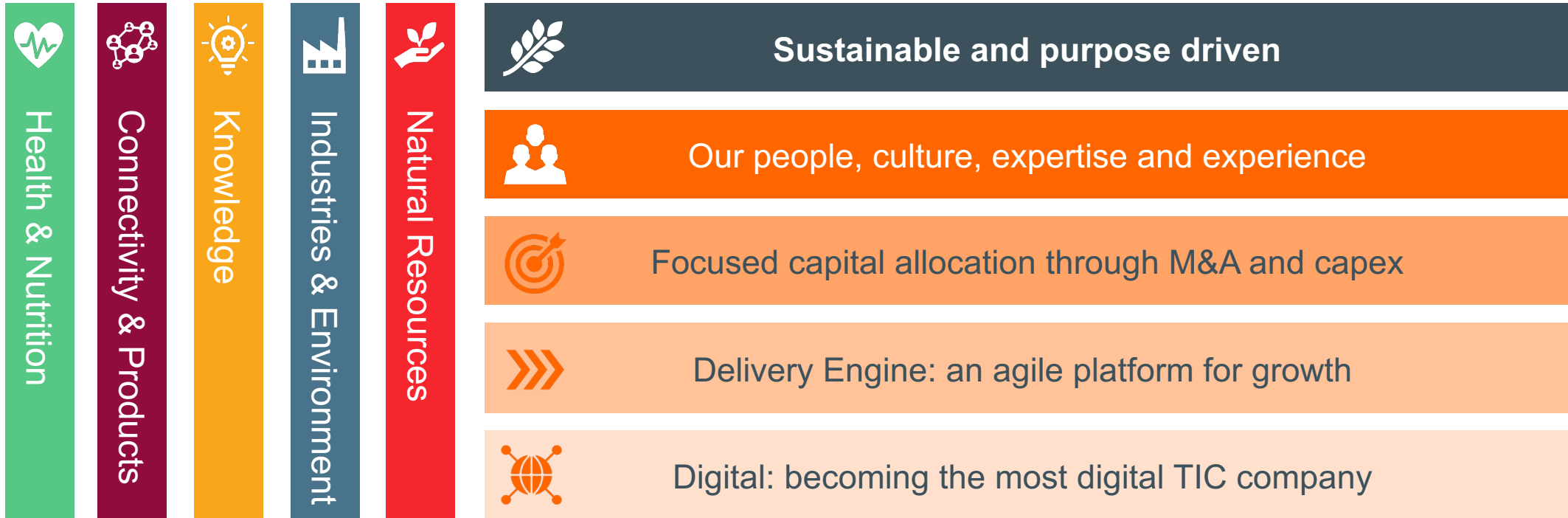
- First ten months of 2022 organic growth consistently strong at 6.2%, accelerating to 6.9% in July-Oct
- July-Oct momentum driven by Asia and the Americas, with a strong return to growth in China
- High single-digit Jul-Oct organic revenue growth in Natural Resources and Knowledge, mid-single digit in Connectivity & Products, Health & Nutrition and Industries & Environment
- Cost inflation and the broader consequences of the war in Ukraine have impacted mix and volumes in certain European end markets, impacting margins. Temporary effect as global supply chains reorganize
- For FY 2022 we expect to be at the upper end of the mid-single digit growth range for full year 2022 with our AOI at a similar level compared to the prior year at constant currency
- Pricing to accelerate, CHF 50m of cost savings and recovering of the vast majority of 2H 2022 incremental bad debt provisions will be achieved in 2023
- Our business model and long-term structural growth drivers of our industry are strong, the agile decision making and capital allocation will accelerate our progress to long term strategic ambitions and we are investing in our platform for growth to create value for all our stakeholders

# TIC growth drivers are strengthening

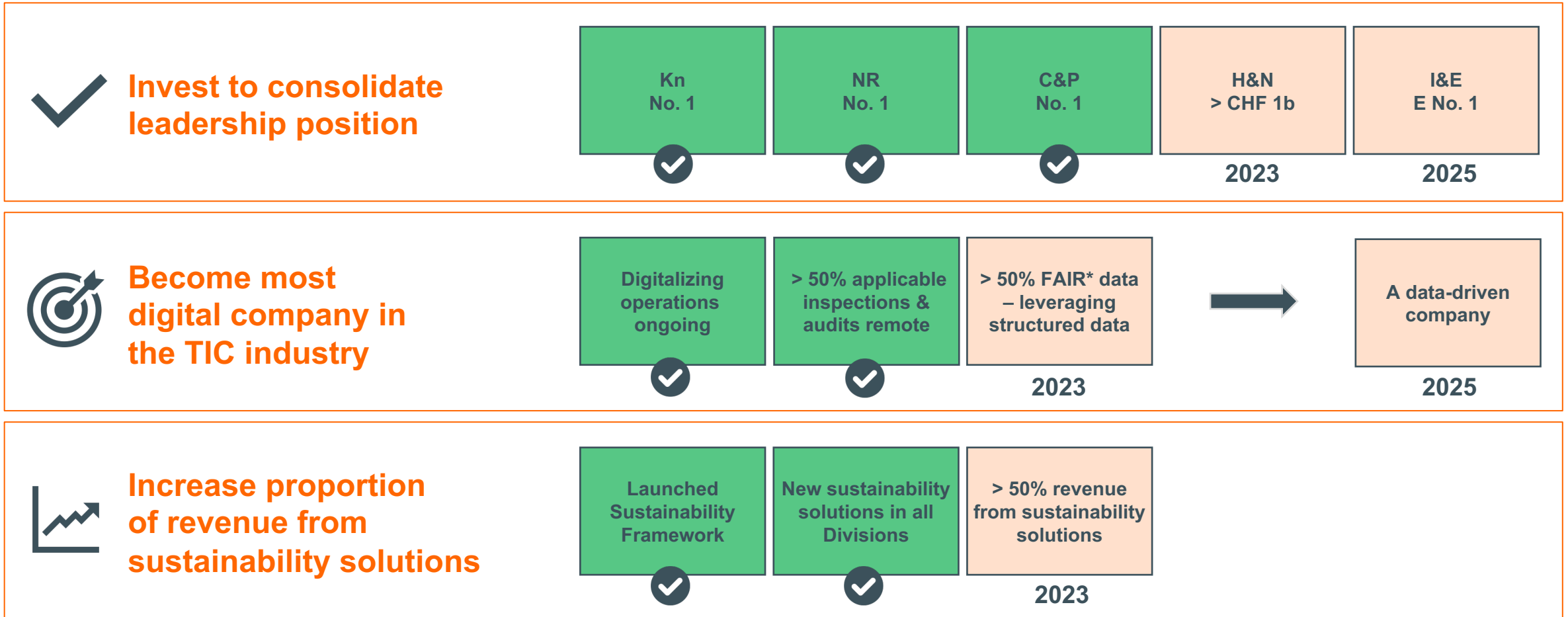




# What differentiates us



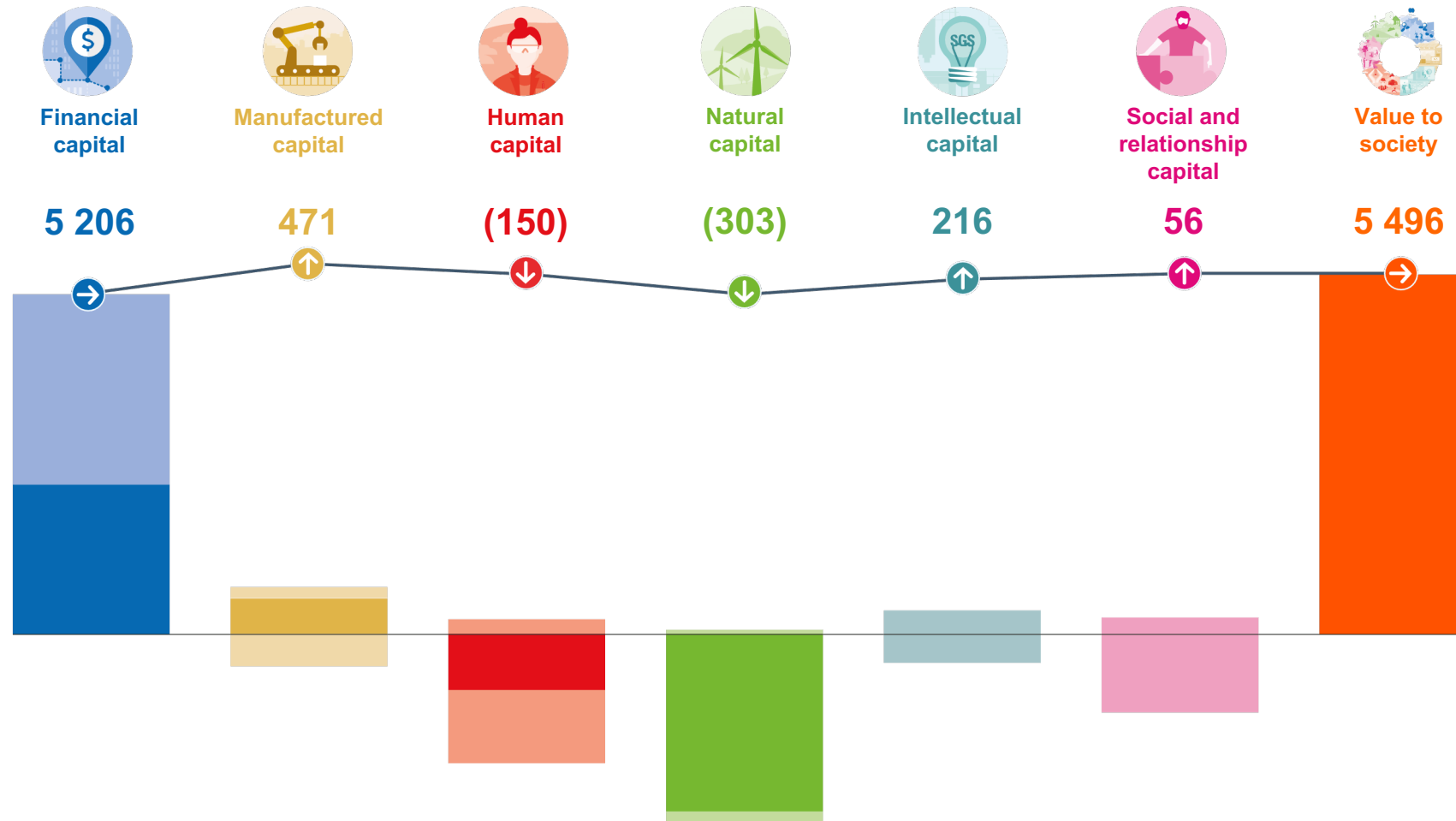
# Our progress so far: 2023 objectives and our performance



\* Findable, Accessible, Interoperable, Reusable

# Our purpose drives value to society for all our stakeholders

## 2021 SGS value to society (CHF MIO)<sup>1</sup>



# Thank you

