SGS INVESTOR DAYS 23-24 SEPTEMBER 2010, ROUEN

INTRON@SGS

Dirk Hellemans – COO, Central & North West Europe

Gert van der Wegen – SGS INTRON

September 2010

WHEN YOU NEED TO BE SURE

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INTRON ACQUISITION



- General:
  - Acquired on January 14th 2010
  - INTRON is a Dutch inspection, consulting, testing and certification firm specialised in building materials
  - 2 locations: Sittard and Culemborg in The Netherlands
  - 110 FTE employees - Revenu of 13.5 M€ – EBIT margin 16.5 %
- Rationale:
  - Entry into the European construction and building materials inspection, consulting, testing and certification business
  - Further diversification of Industrial Services activities in the Netherlands
  - Opportunity for expansion of services globally
  - Strong management and second tier staff

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INTRON & SGS



- INTRON serves the Dutch construction market and is known as the leading and unique centre for building material expertise, with increased recognition internationally
- SGS and INTRON:
  - INTRON significantly strengthens SGS capabilities and knowledge in the building materials market
  - INTRON will operate as a competence centre for the SGS Industrial Services business line in the Infrastructure and Buildings sector and will play a key role in the international development
- Former owners continue their management role in the organisation and are leading the international development of the business:
  - Gert Van der Wegen, Managing Director
  - Rico Van Selst, Director Business Development

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INTRON KEY COMPETENCES



PERFORMANCE OF BUILDING MATERIALS

- The behaviour of materials in their applications
- User requirements ⇒ performance requirements ⇒ materials requirements

TECHNICAL CONSULTANCY

- Development of new products and/or applications
- Damage assessment and repair strategies

RISK MANAGEMENT

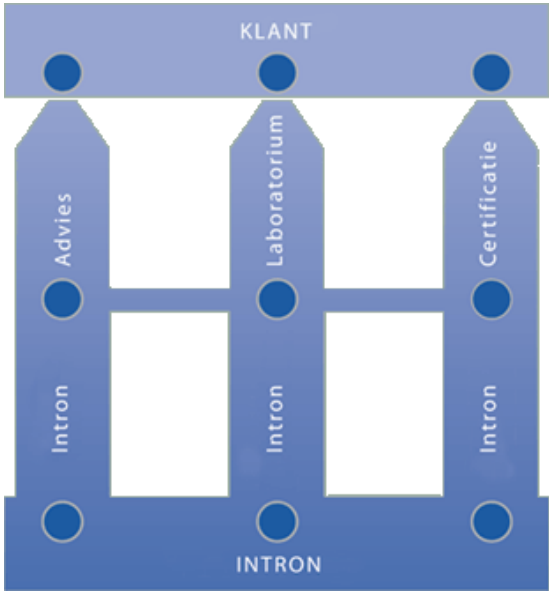
- Assessing risks during design, construction and operation
- Managing technical, environmental, economical and logistic risks
- Methodology of quality assurance
- Inspection and auditing

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INTRON ORGANIZATION

- Laboratory Services
- Consulting Services
- Certification Services

⇒ The strength of INTRON is a perfect synergy between these sectors



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GLOBAL DEVELOPMENT OF INTRON
KEY MARKET DRIVERS



- Benefit from increasing demand for knowledge of the performance of building materials
  - More Public/Private partnerships identifying remaining lifetime as critical in infrastructure and building projects
  - Complexity of Strategic building projects
- Benefit from the increasing environmental awareness of the market
  - Upcoming sustainability legislation for the construction industry – EU CPR
  - Increasing restrictions related to landfill of waste materials
- Growing dominance of global and multi disciplinary players
  - Demand for international presence

⇒ SGS INTRON – A SMART COMBINATION TO ADDRESS THESE DRIVERS

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EXAMPLES OF KNOWLEDGE OF THE PERFORMANCE OF BUILDING MATERIALS

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MARMARAY PROJECT
ISTANBUL, TURKEY 2008







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QATAR BAHRAIN CAUSEWAY,2009 - QBC (VINCI – CCC – HOCHTIEF – COWI)

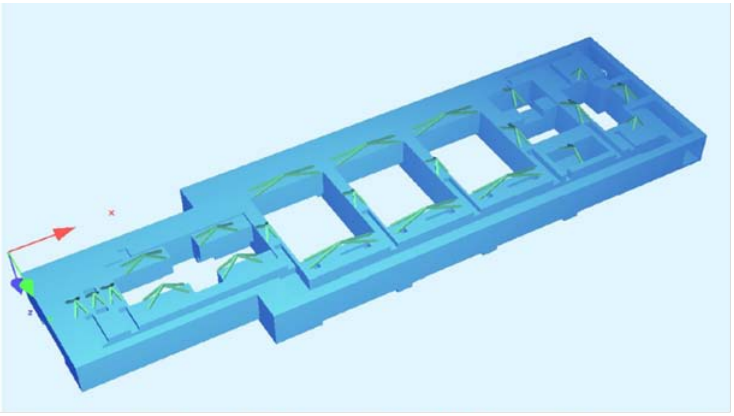


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E.ON POWER PLANT ROTTERDAM

- LARGEST CONCRETE POUR IN EUROPE: 24.000 M³ - 4 M THICK FOUNDATION









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SOLID RESIDUES & CARBON DIOXIDE

⇒ 2 largest waste products from thermal processes

⇒ URGENT issue for Industry & Society

- INTRON developed construction products where cement is replaced by fly ash from thermal energy production facilities



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EXAMPLES OF SUSTAINABILITY PROJECTS

- What if there was a solution to help big Oil refiners create a product allowing them to sell their 21 million tonnes of stored Sulphur residues, knowing that the production of this waste will have risen as high as 60 million tons in 2015?
- Shell Global Solutions awarded INTRON a contract to develop (concrete) products based on Thiocrete®





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SUMMARY

- The construction industry asks for new solutions
- SGS INTRON sells high end knowledge to the construction industry in regards to building materials
- SGS offers a network to exploit this on a global scale






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2014 FOR THE COMPLETE PICTURE

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