

The SGS perspective on Investor Relations

Turning business breadth into market trust

When you need
to be sure



Livia Baratta Deputy Head of Investor Relations

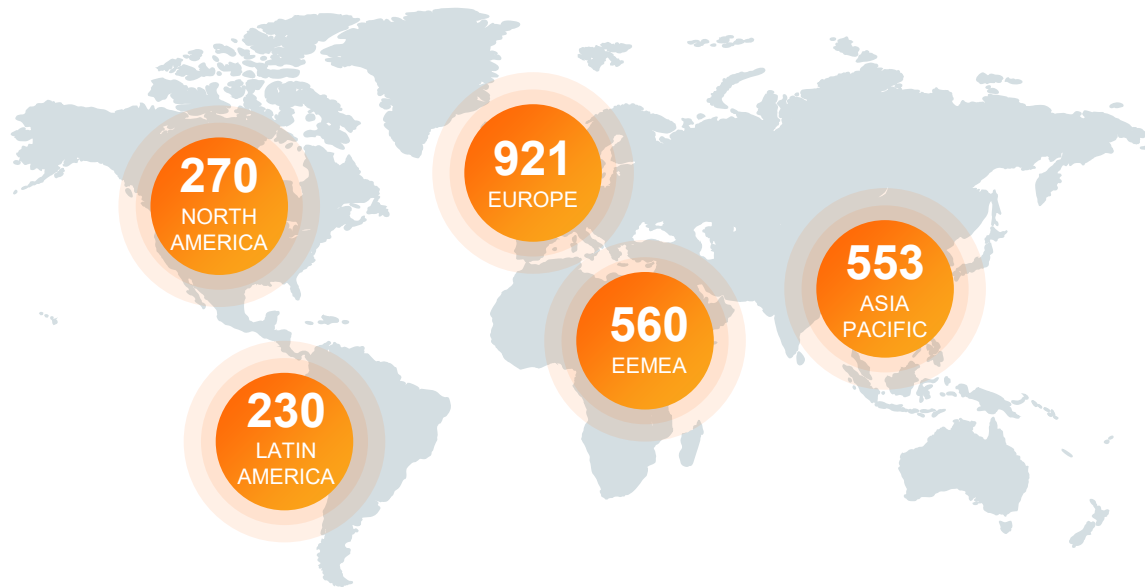
Best Practice Investor Relations Exchange | 22 June 2026



World's leading Testing, Inspection & Certification company

SGS is the point of reference “when you need to be sure”

SGS labs and business facilities | As of March 2026



- › 145+ years of history and scientific expertise
- › Largest service portfolio and global network
- › Top 3 in most activities
- › Strong pricing power



>100 000
Employees¹



2 500

Labs & business facilities



115

Countries



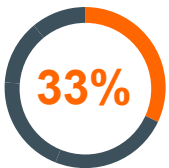
¹ As of March 2026

A simple core model across a wide range of end-markets



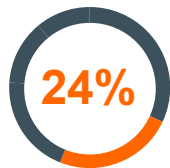
Industries & Environment

- › Environment
- › Safety
- › Projects & Advisory
- › Industrial Testing



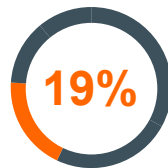
Natural Resources

- › Minerals
- › Agriculture
- › Oil, Gas, Chemicals



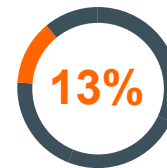
Connectivity & Products

- › Connectivity
- › Softlines
- › Hardlines
- › Government Services



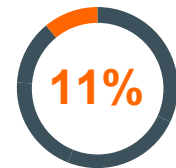
Health & Nutrition

- › Food
- › Pharma
- › Cosmetics



Business Assurance

- › Certification
- › Sustainability
- › Consulting



 of 2025 Group sales

Clarity means structure, not oversimplification

Key topics in investors' minds

**Drivers and durability
of growth**

**Diversification =
resilience**

**Swiss listing and
CHF reporting**

IR is a two-way bridge between management and markets

What IR should help management understand

What investors believe

versus

Which messages are landing

versus

Where the market debate is moving

versus

What investors doubt

Which messages are not well understood

What questions are likely to come next

- What makes IR work in practice

Preparation, trust, response

**Know the business
deeply and listen broadly**

**Build external trust
before you need it**

**Turn recurring questions
into opportunities**

Turning a recurring question into an opportunity

Why don't you report in EUR or USD instead of CHF?

Easy to dismiss as perception, not fundamentals

But it can distort how fundamentals are perceived



We treated it as worth addressing properly

We added a slide to the quarterly investor deck

We link CHF reporting back to the equity story

- What makes IR work in practice: case example

- FX impact

Q1 2026 sales growth comparison in EUR and USD

| in millions | CHF | EUR equivalent | USD equivalent |
|---------------------------------|---------------|----------------|----------------|
| Q1 2026 sales | 1 747 | 1 905 | 2 230 |
| Organic growth | +5.3% | +5.3% | +5.3% |
| Scope | +7.3% | +7.3% | +7.3% |
| Constant currency growth | +12.6% | +12.6% | +12.6% |
| Forex | -8.7% | -5.5% | +6.7% |
| Total Growth | +3.9% | +7.1% | +19.3% |

Average exchange rates:
 CHF / EUR Q1 2025 1.06, Q1 2026 1.09
 CHF / USD Q1 2025 1.11, Q1 2026 1.28



IR has to work harder to anchor the equity story



- The SGS perspective on Investor Relations – closing remarks

Trust is built over time

Good IR does not make a company more attractive than it is. **It makes sure the market understands what truly drives its value.**

What has been working at SGS

1

Treat recurring questions as market intelligence and turn them into opportunities

2

Keep the equity story clear, visible and consistent between reporting dates

3

Address perception gaps before they become valuation issues



Q&A



When you need to be sure