



FLANDERS CLEANTECH INTERNATIONALISATION AWARDS



THE SNIFFERS

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INTERNATIONAL SUSTAINABLE IMPACT : The Sniffers is an independent service provider which identifies current and future leaks in pipelines and installations in the oil & gas industry, petrochemical & chemical plants and provides advice on how to reduce emissions, energy losses and maintain pipeline network integrity.

Its services are essential to reduce GHG and ozone, minimize Carbon Footprint and to improve air quality. Its knowledge and experience build up in the past 25 years in Flanders on this particular subject is outstanding when talking to international customers.

The Sniffers supports customers in realizing their objectives for safety, health, environment, energy and output.

ABILITY TO EXECUTE IN FUTURE – ENABLERS & INHIBITORS : Several socio-economic and environmental trends in the international marketplace drive the growth for The Sniffers:

1. Continued focus on quality of breathing air for humans: air pollution in cities or industrial areas are a major concern of several countries.
2. Increased focus on GHG that contribute to Global Warming: reducing emission of VOC's in the air, limiting CO₂ exhausts
3. Increased pressure from the public and lobby groups for both subjects is transferred into legislation and obligations for companies in the Oil & Gas, Petrochemical and Chemical Industry.

The Sniffers business benefits from these trends.

INTERNATIONAL MARKET TRACTION

Turnover – in EURO

| | |
|-------------------------------|------------|
| Total turnover (EURO) in 2013 | 10.118.226 |
| Total turnover (EURO) in 2014 | 8.118.265 |
| Total turnover (EURO) in 2015 | 8.518.295 |

Geographical market(s) – in %

| | |
|---|-----|
| - Belgium | 41% |
| - Europe EU – neighbouring countries (GE, FR, LU, NL, UK) | 20% |
| - Asia | 7% |
| - Middle East | 28% |
| - The Americas | 4% |

CONTACT

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More information: <http://www.the-sniffers.com/>