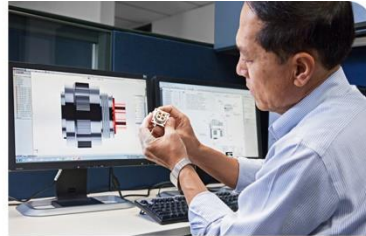


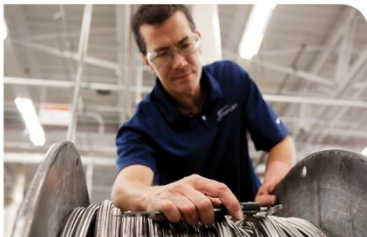
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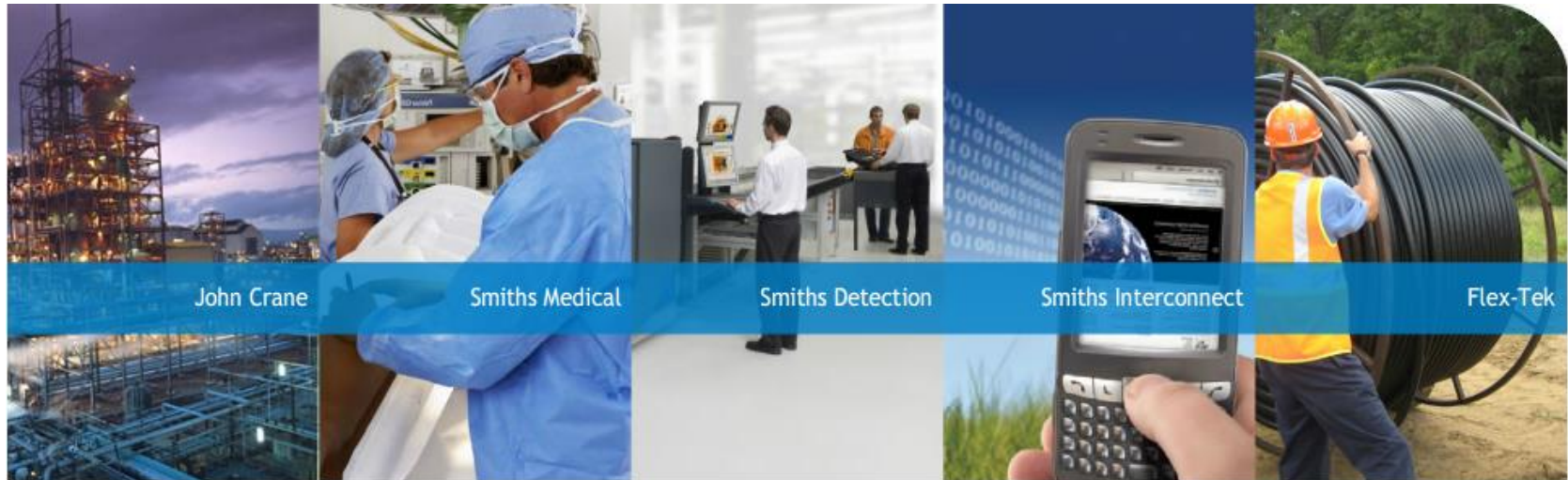
## Bringing technology to life



## Managing a Global Team: Staffing, Structuring and Maximizing Your Impact Abroad September 29, 2016



# Who is Smiths Group?



John Crane

Smiths Medical

Smiths Detection

Smiths Interconnect

Flex-Tek

**John Crane** is a leading provider of products and services to global energy services customers. Our solutions help ensure the reliability of mission-critical equipment in challenging operating environments.

**Smiths Medical** is a leading supplier of specialist medical devices, consumables and equipment for global markets.

**Smiths Detection** is a world-leading designer and manufacturer of sensors that detect and identify explosives, weapons, chemical agents, biohazards, nuclear and radioactive material, narcotics and contraband.

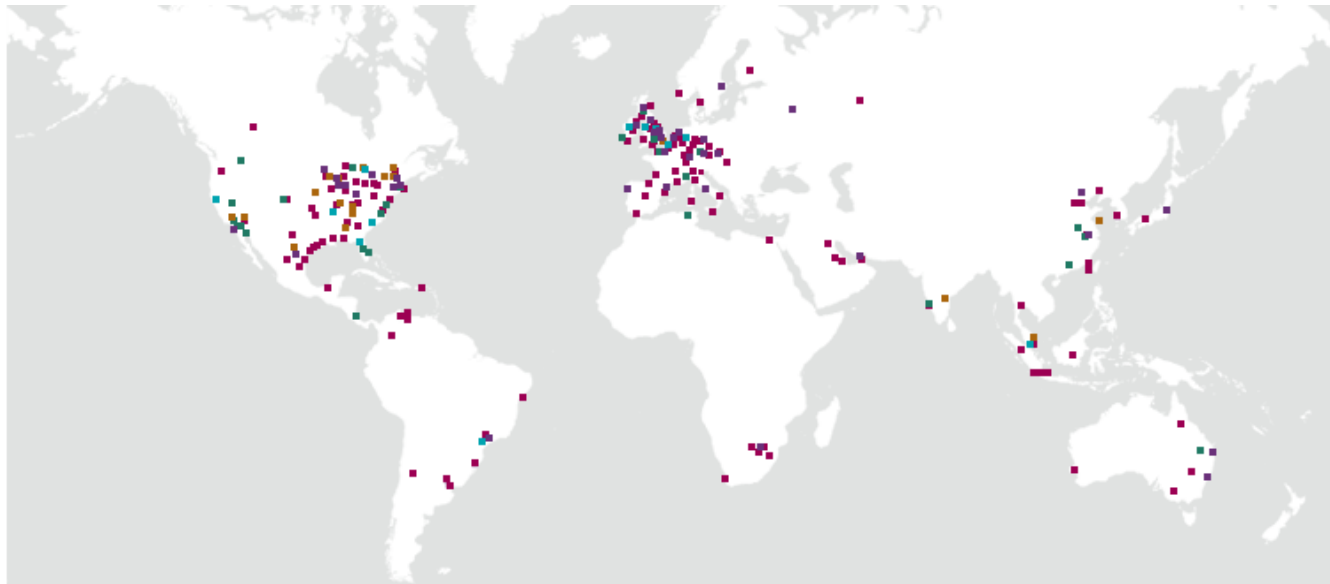
**Smiths Interconnect** is a recognized leader in technically differentiated electronic components and sub-systems providing signal, power and microwave solutions.

**Flex-Tek** is a global provider of engineered components that heat and move fluids and gases for the aerospace, medical, industrial, construction and domestic appliance markets.

## Where is Smiths Group Located?

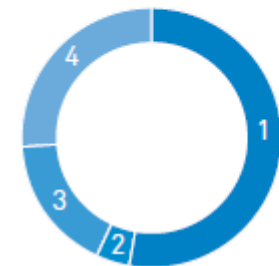
Countries with direct operations	Countries our products and services reach	Employees worldwide	Percentage of revenue from emerging markets
<50	<200	23,250	16%

We have operations in more than 50 countries, with a network of dealers and distributors in many more. North America accounts for more than half our revenue and around a third of our employees, and we are investing to grow our presence in high-growth, emerging markets.



### Group revenue by destination

1. North America 53%
2. United Kingdom 4%
3. Europe other 17%
4. Rest of World 26%



# Smiths Group Global Government Relations Team

Chris Swonger, SVP Global Government Relations

Lisa Ceglia, VP U.S. Government Relations

Kevin Schmidt, VP U.S. Government Relations

Sarah Fitzmaurice, Manager Services and Programs U.S. Government Relations

Hannah Cooper, Grassroots & Advocacy Coordinator U.S. Government Relations

Taylor Bannister, PAC Administrator U.S. Government Relations

Perrine Gueroult, Vice President, Government Relations Europe

Liene Laimina, Policy Officer Europe Government Relations

Luc Hardy, Policy Officer Europe Government Relations

Jaime Mijares Noriega, VP Government Relations and Business Development, Latin America

Martin Hutagalung, VP for Government Relations and Business Development, APAC

OPEN, VP Government Relations & Business Development, China



## Our Mission

- Alignment with business priorities
- Protect value and generate value; create market access opportunities
- Identify global market access initiatives, mobilizing regional assets



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The logo for Smiths, featuring the word "smiths" in a bold, blue, lowercase sans-serif font.

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Government Relations Objective:

**PROTECT and GENERATE VALUE**

# Challenges and Best Practices, Key Issues, and Opportunities

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## Challenges and Best Practices:

- Align with business priorities
- Identify public policies to create market access opportunities
- Partner with regional Division leadership
- Leverage Smiths footprint
- Apply U.S. government relations practices in regional markets

## Key Issues:

- Limited resources internationally
- Work closely with embassies (UK and US)
- Leveraging Trade Associations and NGO's
- Compliance

## Opportunities:

- Identify global platform opportunities to work cross collaboration with government relations and management
- Share learnings across regions



# Managing and Personnel

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## Managing / “Way of Working”

- Annual Global Government Relations Meeting – use as a platform to bring in Company leadership (business-led)
- Monthly 1:1
- Monthly engagement reports to leadership (raise internal awareness)
- Global Newsletter – sent quarterly to global senior leaders (raise internal awareness)

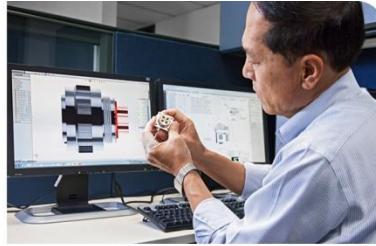
## Personnel

- Be culturally sensitive while applying standard government relations practices that are effective everywhere
- Identify leadership skills and aggressiveness – business-led
- Hire employees that have the 4 “E’s” and the 4 “C’s”
  - Energy
  - Edge
  - Engagement
  - Energizing
  - Character
  - Confidence
  - Competency
  - Capacity

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## Bringing technology to life



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