



**BUREAU
VERITAS**

MAY 2018 | GROUP PRESENTATION

SHAPING A WORLD OF TRUST

A GLOBAL LEADER IN TESTING,
INSPECTION & CERTIFICATION SERVICES



A BUSINESS TO BUSINESS TO SOCIETY COMPANY, CONTRIBUTING TO TRANSFORMING THE WORLD WE LIVE IN

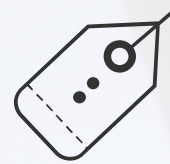
Bureau Veritas' mission is to reduce risk,
improve clients' performance and help them to innovate
to meet society's challenges with confidence

A LEADER OF THE TEST, INSPECTION AND CERTIFICATION MARKET

COST
control



BRAND
reputation



SAFETY
and reliability



TRADE
facilitation



MARKET
access



LICENSE
to operate



BUREAU VERITAS IN KEY FIGURES



c. **€4.7** billion

Revenue in 2017



75,000

employees



400,000

clients



1,400

offices
& laboratories



3,500

accreditations
& agreements

BUREAU VERITAS

SOME REFERENCES



FOCUS ON CLIENTS DRIVEN BY SOCIETY

1828
INDUSTRIAL
REVOLUTION
TRUTH

1980
GLOBALIZATION
& STANDARDIZATION
COMPLIANCE

2010
TRANSPARENCY
(VS SCANDALS)
TRUST

2018
SOCIETAL
AWARENESS
**SOCIETY
BENEFIT**

& BEYOND

BUREAU VERITAS IN ITALY

Since
1839

IN ITALY

783

EMPLOYEES

16

OFFICES

€101,8
M

REVENUE

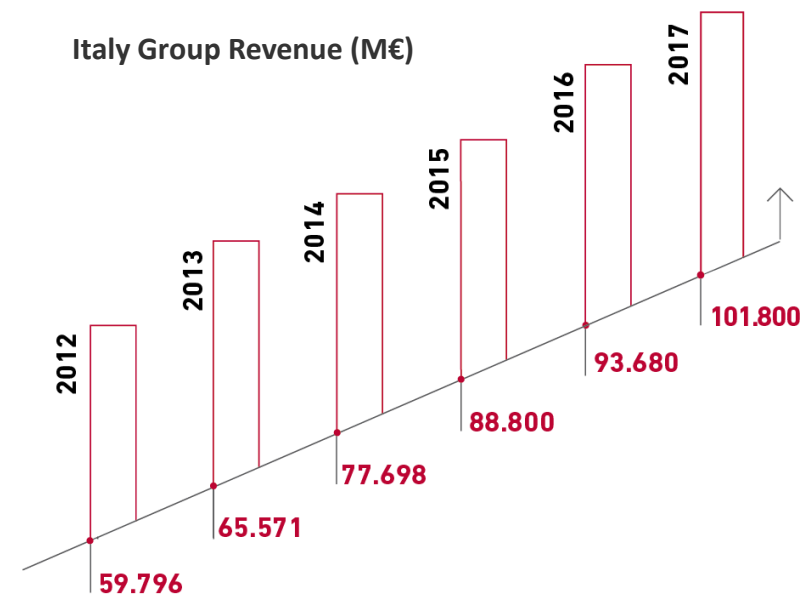
More than
20.000

CLIENTS

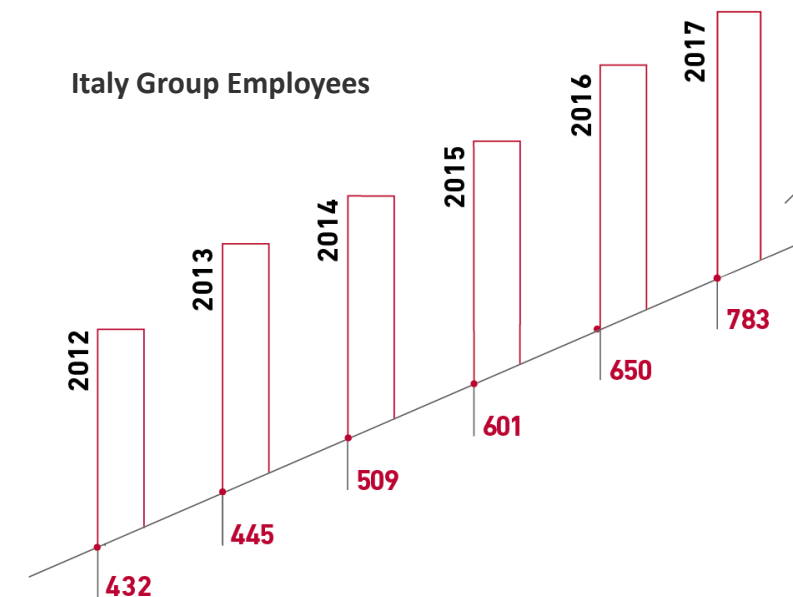
More than
650

EXPERTS & AUDITORS

Italy Group Revenue (M€)



Italy Group Employees



190 YEARS OF HISTORY



18
28

ORIGINS

Foundation
of the “**Information
Office for Maritime**”



19
20'

MODERN INDUSTRIAL REVOLUTION

New activities to accompany
industrial expansion



19
60'

TECHNICAL PROGRESS

**Active role in modernizing
ship building** standards
for **classification of vessels**

Reinforcement of expertise
in construction and energy
efficiency



19
90'

GLOBALIZATION

Development of **Certification
& Government services**

Reinforcement of the network
with new offices in Africa, China,
the US and in Europe



20
10'

TECHNICAL PROGRESS

**Inspectorate and Maxxam
joined BV group** to develop
the **Commodities business**
and in **high-potential markets**

**Expansion of the geographical
footprint** in the construction
and consumer products industries
in China

**Massive
Urbanization**

**Global demand
for energy**

**Booming
spread of IoT**

**Accelerating
demographics**

**Always
innovating
to answer
world
challenges**

REVENUE BREAKDOWN BY GEOGRAPHY

14%

NORTH AMERICA

7,000 PEOPLE

34%

EUROPE

17,800 PEOPLE

31%

ASIA PACIFIC

29,000 PEOPLE
*including 14,000
in China*

11%

LATIN AMERICA

13,500 PEOPLE

10%

AFRICA
& MIDDLE EAST

6,100 PEOPLE

STRONG POSITIONS



TOP 2

MARINE & OFFSHORE

8%*

Provide ship & offshore platform classification services and technical expertise to assess and manage risks as well as improving performance



#1

INDUSTRY

23%*

Maintain the safety, reliability and integrity of industrial assets and assess compliance with national, international and voluntary QHSE standards



#1

BUILDINGS & INFRASTRUCTURE

24%*

Provide assurance buildings & infrastructure in use or under construction are compliant and energy-efficient
Assess safety and performance of in-service facilities



TOP 2

CERTIFICATION

8%*

Certify that quality, health, safety and environmental management systems comply with international, national, industry or company-specific standards



TOP 3

AGRI-FOOD & COMMODITIES

23%*

Improve transparency and verify the composition, quality and quantity of commodities throughout the value chain, from drilling to trading, and from farm to fork



TOP 3

CONSUMER PRODUCTS

14%*

Test and verify consumer product compliance, quality, safety and performance and improve supply chain efficiency



* Percentage of 2017 revenue

BUREAU VERITAS 3 ABSOLUTES

A NON-NEGOCIABLE PRIORITY

Every day around the world, Bureau Veritas employees are facing the **growing challenge of delivering high level service to our clients**

OUR FOUNDING VALUE

One of the most important assets of Bureau Veritas is its **reputation as an independent and impartial service provider**. For that reason, ethical conduct in the performance of our duties must be a daily preoccupation of each and every Bureau Veritas employee

OUR PERMANENT COMMITMENT

Financial controls are used by Bureau Veritas managers to track progress and evaluate financial results and are the most important tools for an objective measurement of company performance

SAFETY

ETHICS

FINANCIAL CONTROL



BUREAU
VERITAS



OUR 2020 STRATEGIC PLAN

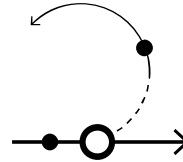
OUR 2020 AMBITION IN FIGURES



**Add c.€1.5bn
of incremental revenue**

Half organic
Half through external growth

**5-7% organic revenue growth
by 2020**



**Above 17%
adjusted
operating margin**



**Continuous high
free cash flow generation**

2020 STRATEGIC PLAN HIGHLIGHTS

Expanded **market**
coverage

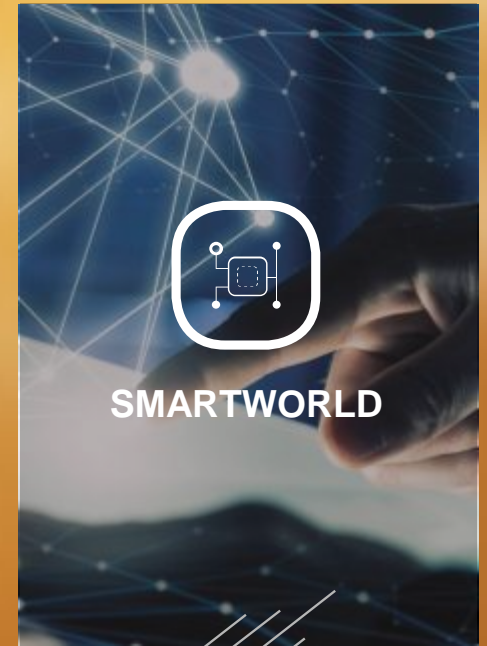
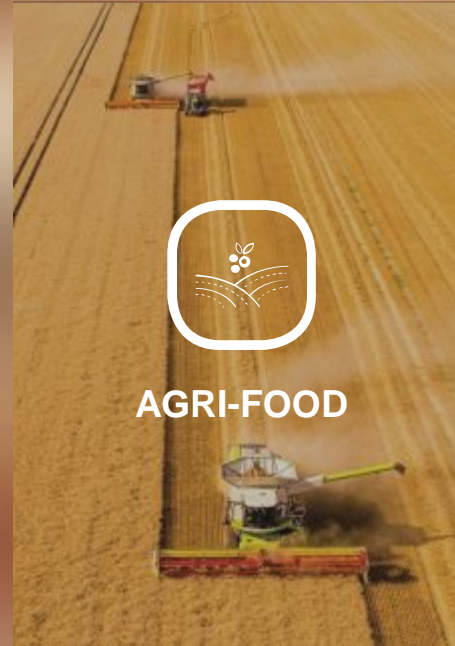
Large **companies'**
partner of choice

Excellence
@BV

Balanced global
footprint

Leading role in
consolidation

5 GROWTH INITIATIVES: GAINING MOMENTUM



OUR BEST ASSET IS
OUR 75,000 EXPERTS
AROUND THE WORLD

—
COMMITMENT
DEDICATION
EXPERTISE





MARINE & OFFSHORE

BV'S ROLE

Verifying the conformity of ships (under construction and in service) to classification rules and standard that mainly concern structural soundness & reliability of machinery on-board

Service type

FOR

Asset type

Design review
Seaworthiness checking
Periodical inspections
Subsea certification

Passenger ships
Trade-related ships
Floating & Fixed units
Marine Renewable units

Competitive advantage

Global network in 90 countries – 18 local design offices + 180 control stations

Strong expertise in niche market built through M&A

Digitalization – Dassault partnership, connected surveyors, sensors, ...

CLIENTS

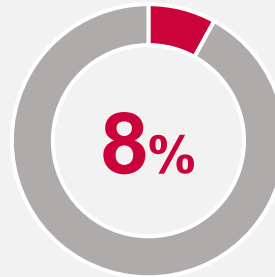
Shipyard / shipbuilders / ship owners

Equipment /component manufacturers

Oil companies / EPC

Insurance companies, P&I clubs, lawyers

GROUP REVENUE





OIL & PETROCHEMICALS

BV'S ROLE

Providing inspections and laboratory testing services for all oil & petrochemicals products

- Inspection: mainly during their transfer from production sites to the world's major oil refining and trading centers
 - Lab testing for oil refineries, pipeline managers

Service type

FOR

Asset type

Product sampling	Crude oil
Oil condition monitoring	Gasoline
Pipeline contamination	Light / Heavy distillates
Cargo inspection	Petrochemicals

Competitive advantage

Physical presence in every key O&P locations –
Houston, London, Moscow, Rotterdam, Singapore...

Major strategic acquisitions – Inspectorate, Maxxam

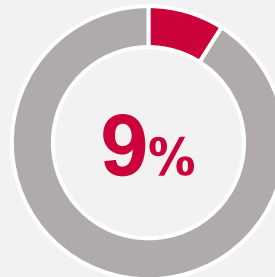
CLIENTS

Production
& Extraction companies

Refineries

Trading companies

GROUP REVENUE





METALS & MINERALS

BV'S ROLE

Providing inspections and laboratory testing services, covering all minerals and metals during:

- Exploration and production phases (upstream)
- Trade - quality, quantity

Service type

FOR

Product type

Sample preparation
Geoanalytical testing
Shipment certification
Non-Destructive testing

Iron Ore
Gold / Precious
Coal
Copper / base
Other

Competitive advantage

Worldwide network – Recognition from global mining leaders

High-level technical capabilities in key locations – Australia, Canada, Latin America

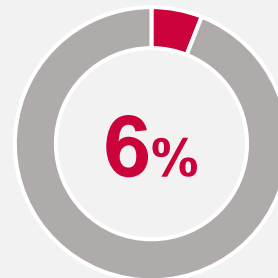
CLIENTS

Exploration & Mining companies

Manufacturers

Traders

GROUP REVENUE





AGRI-FOOD

BV'S ROLE

Providing inspections and testing on all agro-commodities and fertilizers in every form (dry, liquid, bulk, bagged) to maximize control at every link in the supply chain

Service type

FOR

Product type

Product inspections
Food safety inspections
Seed & Soil testing
Residue testing

Fertilizers
Biofuels
Food products
Agro-commodities

Competitive advantage

50 Food Testing Labs – ISO 17025 Accredited

1,500 Food Inspectors / Auditors –
Certification GFSI, ISO, ...

SafeSupply – Data analytics for food
supply chain monitoring

#1 in rice inspection – #1 in Food services
in Canada (Maxxam)

CLIENTS

Producers

Traders

Processors

Brands

Retailers
& Hospitality

AGRI
FOOD

GROUP REVENUE

5%





GOVERNMENT SERVICES & INTERNATIONAL TRADE

BV'S ROLE

Providing merchandise inspection services for governments and public authorities in relation with international trade

Service type

FOR

Asset type

Pre-Shipment inspections

Finished products

Verification of conformity

Equipment

“Single Window” services

Commodities

Tax compliance

Financial transactions

Competitive advantage

Strong international presence

- **Scanner** – X-Ray scanning to fight illegal imports and terrorism
- **“Single Window”** – Electronic platform to optimize import/export flows
- **Recognized know-how and expertise** over more than 20 years

CLIENTS

Customers authorities

Port authorities

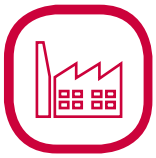
International organizations

Standard organizations

GROUP REVENUE

3%





INDUSTRY

BV'S ROLE

Providing industrial clients compliance assessments for assets equipment, throughout the life of industrial facilities

- Capex: assistance during the investment phase
- Opex: service related to production continuity

Service type

FOR

Asset type

Safety study
Regulatory inspections
Fugitive emission measure
HSE project management

Oil Refineries
Gas facilities
Nuclear installations
Other industries

Competitive advantage

Technical expertise / Breath of competences
Day-to-day operations and assistance
Global network

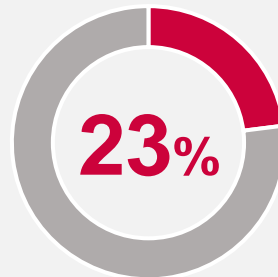
CLIENTS

Upstream
industrials

Midstream
industrials

Downstream
industrials

GROUP REVENUE





BUILDINGS & INFRASTRUCTURE

BV'S ROLE

Providing construction code compliance services, project management assistance, construction material testing, asset management, post-construction services...

Providing regulatory verification on technical installations (fire safety inspections, electrical assets...)

Service type

FOR

Asset type

Feasibility / risk analysis

Residential buildings

Material testing

Commercial buildings

Site inspection

Equipments

Periodical inspections

Infrastructure
(airport, rail)

Competitive advantage

Accreditations

Strong knowledge – expertise in local markets / regulations

Digitalization – Building in One, Maia, Building Information Modeling

CLIENTS

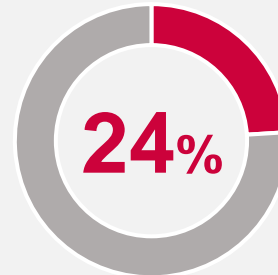
Project Developers

Designers (Studies)

Construction groups

Operators / Maintenance

GROUP REVENUE





CERTIFICATION

BV'S ROLE

As an independent certification body, BV certifies that the QHSE management systems utilized by clients comply with international standards, usually ISO norms, or with national, "industry-wide" segment or large company-specific standards

Service type

QHSE audits
Supply chain audits
Sustainability audits
Training

FOR

QHSE

Customized Solutions
& Training
Supply Chain
& Sustainability

Competitive advantage

90,000+ customers worldwide

6,400+ auditors

120,000+ certificates issued / year

70+ accreditations worldwide

CLIENTS

Small – medium –
large companies

&

Their suppliers

GROUP REVENUE





CONSUMER PRODUCTS

BV'S ROLE

Providing inspection services, laboratory testing, product certification, production sites and social responsibility audit to retailers, manufacturers and vendors of consumer products

Service type

FOR

Product type

Inspection services

Softlines

Laboratory testing

Hardlines / Toys

Social responsibility audit

E&E / Connected devices

Product certification

Cosmetics / Luxury goods

Competitive advantage

One of the top 3 consumer testing companies

30 laboratories in China

Deep penetration of the large US retailer market

Growing position in wireless through the SmartWorld GI

CLIENTS

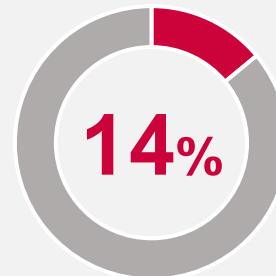
Designers & Developers

Manufacturers

Distributors

& Retailers

GROUP REVENUE





THANK YOU



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on social networks

