

Corporate Presentation

October 2022

COTECCNA



GENERAL OVERVIEW

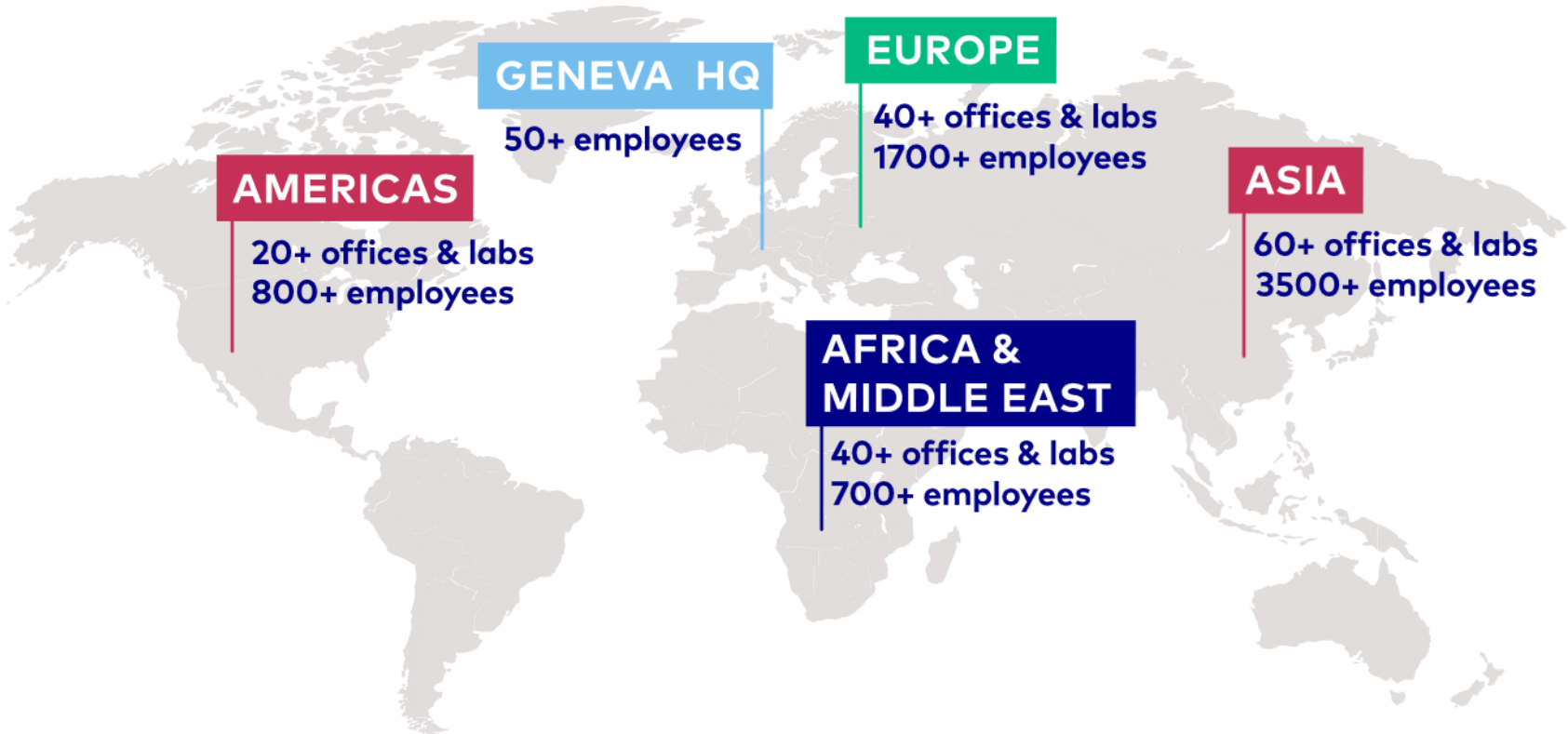
Cotecna is a leading provider of Testing, Inspection and Certification services.

We bring trust to **supply-chains** and allow them to be **efficient & sustainable**.

Our global network of professionals and certified laboratories provides proven expertise across **five key sectors**.



OUR PRESENCE



KEY FACTS



1974

Founded in
Switzerland



5,000+

Employees
Worldwide



40,000+

Clients



50+

Countries



140+

Offices & Labs

BOARD & EXECUTIVE COMMITTEE



Frank PIEDELIÈVRE
Chairman of the Board



Robert MASSEY
Director of the Board



Sébastien DANNAUD
Chief Executive Officer



Mathieu GOURLET
Chief Human Resources Officer



Romain PETIT
Chief Operating Officer

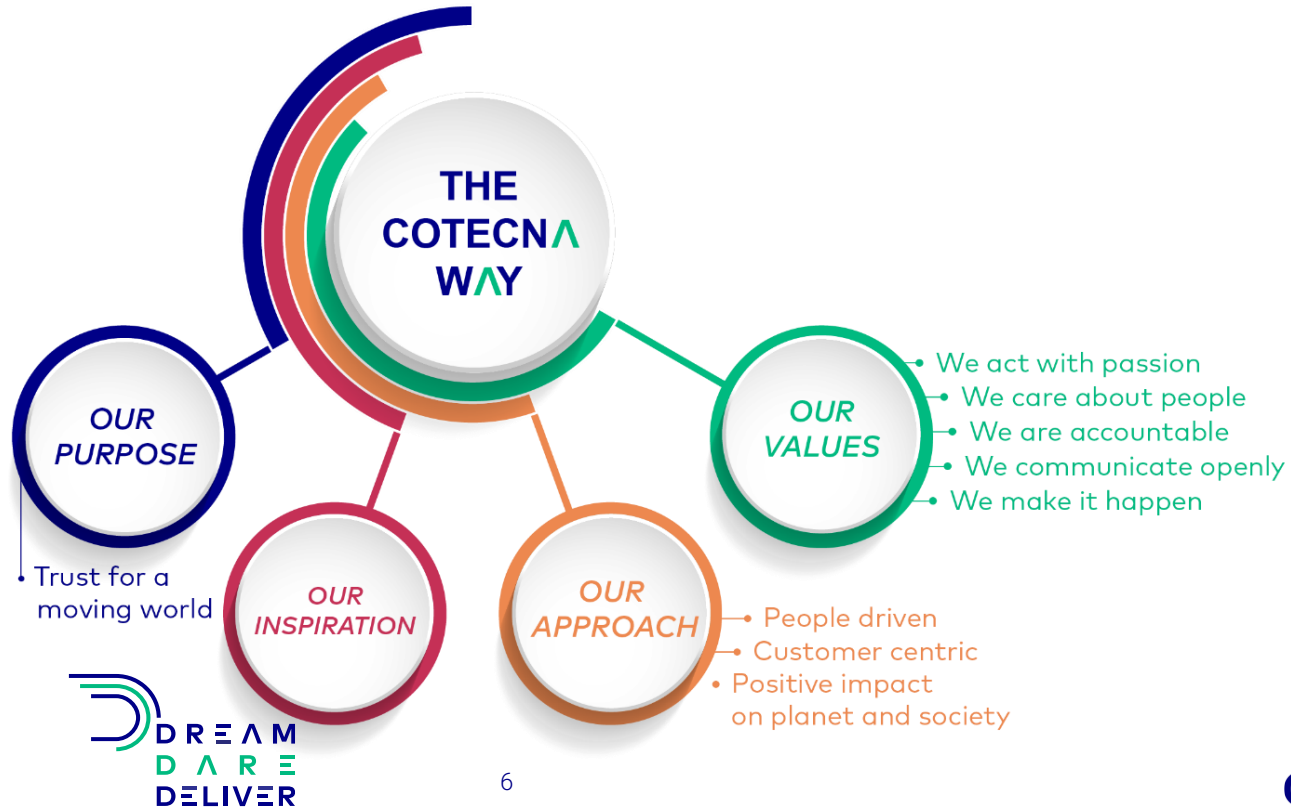


Edouard DE VERGERON
Chief Financial Officer

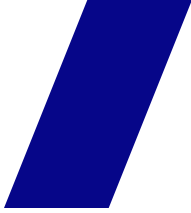


Guido DORI
Chief Development Officer

THE COTECNA WAY



OUR INSPIRATION



We aim to be your **essential partner** for TIC services. We differentiate through technical expertise, innovation, proximity and reactivity.

We behave as **challengers**. We take risks to build our company and offer you solutions tailored to your needs.

Our credibility lies with our ability to respond to **our customer promise** and execute our development plan.

OUR JOURNEY SINCE 2016

Transforming our portfolio



#3 global
position in
Agriculture
services



A leading player
for Food Safety
services in
Europe



Reshuffled and
streamlined
Government
Services activity



Developing
Certification
activity

SERVICES & NETWORK ORGANISATION

A high growth global TIC platform

A balanced and dynamic portfolio of services focused on supply-chains



OUR JOURNEY SINCE 2016

Building the **team** and **core processes**



Strong and stable management

Increased capacity to engage and grow people

Strengthened Health and Safety

Robust control and IT processes

Accountability and entrepreneurship mindset

Customer-centric & agile organization

OUR ACQUISITIONS



OUR AMBITION



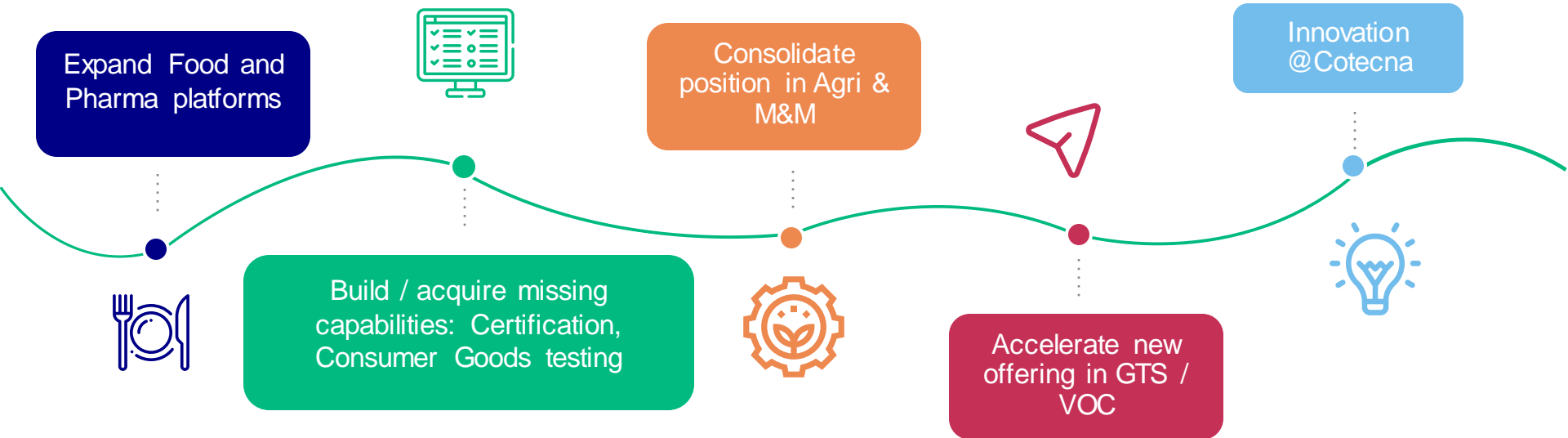
Trust for a **responsible Agri-Food supply chain**
(agri inspection, food testing, traceability solutions,...)

Preferred partner for Emerging Markets seeking innovative solutions for **trade facilitation and consumer protection**

Global leader for Minerals with balanced exposure between coal and energy transition products

New business line to support the **evolution of consumer products** supply chains

OUR STRATEGIC ROADMAP



OUR EXECUTION PLATFORM



Experienced
leadership team



Capacity to attract
and retain talent



Financial resources
to execute the plan



Entrepreneurial
spirit



Track record in
managing growth and
margin improvement

AGRICULTURE

Inspected & Tested Products

- > Grains
- > Oilseeds & By Products
- > Soft Commodities
- > Pulses

Main Countries

- > Brazil / Argentina
- > Ukraine / Russia
- > Romania
- > Thailand / Vietnam
- > USA / Canada
- > India
- > The Netherlands

Industries

- > Agro-Science
- > Farming
- > Traders
- > Transporters
- > Financial Institutions
- > Insurers
- > Government Organisations

Market Position

- > Top 3 globally

WE ARE PRESENT
THROUGHOUT THE
ENTIRE SUPPLY-CHAIN



Inputs



Logistics



Production

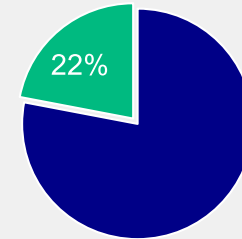


Industry



Trade

2021 Revenues



FOOD & PHARMA

Products

- > Foodstuff
- > Baby Food
- > Food Ingredients
- > Food Supplements
- > Food Contact Materials
- > Feed
- > Pharma

Key Laboratories

- > Neutron (Italy)
- > NofaLab (Netherlands)
- > Fitosoil (Spain)
- > Baier (China)
- > Shiva Analyticals (India)
- > Wimpey Laboratories (UAE)

Analytical Portfolio

- > Contaminants
- > Food Contact Materials
- > Nutritionals
- > Additives
- > Microbiology
- > GMOs
- > Allergens

Market Position

- > #6 in Europe
- > Network & Specialty Laboratories
- > Growing International Platform

WE ARE PRESENT
THROUGHOUT THE
ENTIRE SUPPLY-CHAIN



Farming



Distribution



Processing

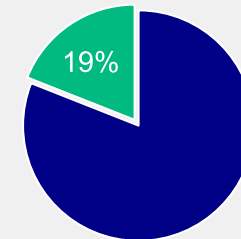


Retail



Packaging

2021 Revenues



MINERALS & METALS

Inspected & Tested Products

- > Energy Minerals
- > Nickel
- > Ores and Concentrates
- > Steel or other Ferrous & Non-Ferrous Metals
- > Fertilisers

Main Countries

- > India
- > China
- > Philippines
- > South Africa
- > Peru
- > USA
- > Russia / Ukraine

Industries

- > Mining
- > Mineral Processing
- > Traders
- > Smelters
- > Refineries
- > End-Users
- > Fertilizers Companies
- > Insurers

Market Position

- > #6 Globally

WE ARE PRESENT
THROUGHOUT THE
ENTIRE SUPPLY-CHAIN



Mining



Logistics



Storage

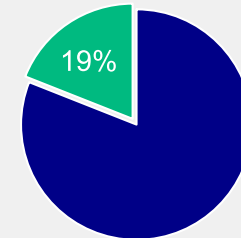


Industry



Trade

2021 Revenues



PRODUCT & CONFORMITY ASSURANCE

Inspected & Tested Products

- > Tyres
- > Building Materials
- > Cooking Ware
- > Softlines
- > Hardlines
- > Toys
- > Electrical & Electronics

Services

- > Verification of Conformity
- > Product Certification
- > Technical Verification
- > Pre-Shipment Inspection

Programmes

- | | |
|-----------------|----------------|
| > Algeria | > Indonesia |
| > Congo | > Nigeria |
| > Côte D'Ivoire | > Saudi Arabia |
| > Egypt | > Sudan |
| > Ethiopia | > Somaliland |
| > Gabon | > Zimbabwe |
| > Philippines | |

WE ARE PRESENT THROUGHOUT THE ENTIRE SUPPLY-CHAIN



Manufacture



Logistics



Conditioning

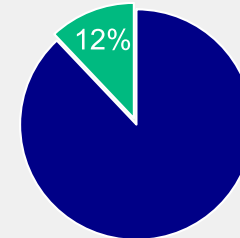


Warehousing



Retail

2021 Revenues



GOVERNMENT & TRADE SOLUTIONS

Customs Solutions

- > Scanning Solutions
- > Cargo Monitoring
- > Risk Management

Main Countries

- > Burkina Faso
- > El Salvador
- > Gabon
- > Ghana
- > Guatemala

Marking Solutions

- > Fuel Integrity Programmes

Market Position

- > Top 3 globally

WE HELP TO



Protect Revenue

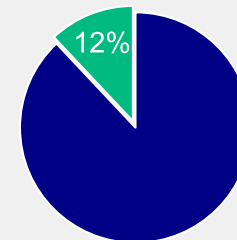


Facilitate Trade



Secure Borders

2021 Revenues



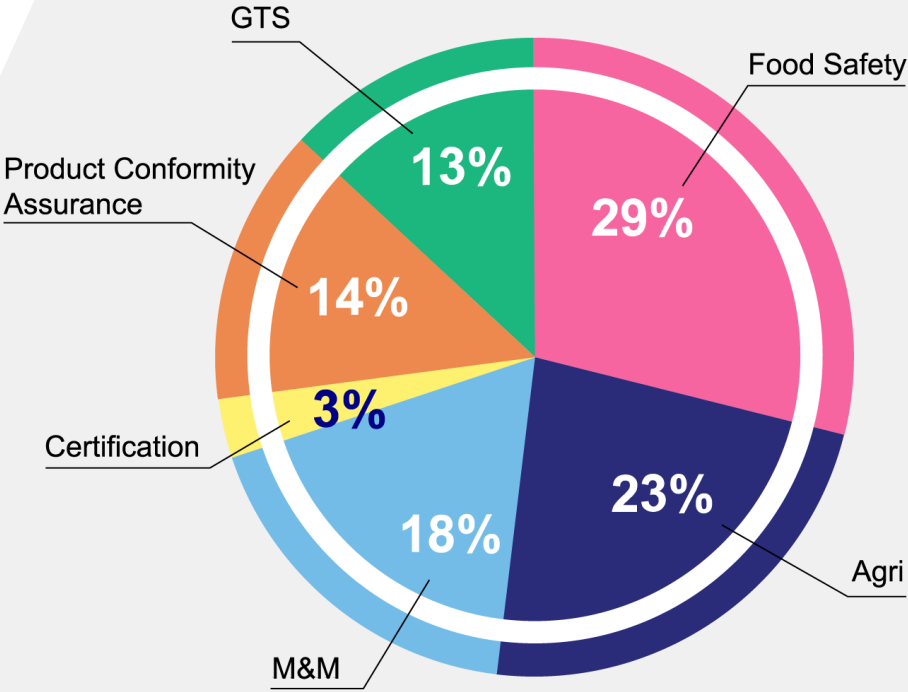
BUDGET 2022

8%

Organic Growth


16%

Total Growth



GTS = Government & Trade Solutions / M&M = Minerals & Metals / VOC = Verification of Conformity

SUSTAINABILITY



COTECNA SUSTAINABILITY POLICY

At Cotecna, our drive to be the essential TIC partner for our clients through the delivery of innovative, agile and efficient solutions, is built on our commitment to our people, the planet, and the communities in which we operate.

This commitment embeds sustainability in all aspects of our business through the implementation of our Sustainability Framework, which we operate throughout our organisation. The Framework sets out our policies and governance for sustainability, focused on six pillars:

- **Ethics & Governance:** our commitment to integrity and ethical business practices, as set out in our Business Ethics & Compliance Code.
- **Health & Safety:** our commitment to provide safe workplaces for our people and those who may be affected by our activities.
- **Fair Labour:** our commitment to empower and develop talents, promote diversity and inclusion, and implement fair labour practices.
- **Environmental Impact:** our commitment to have a positive impact on the planet, by minimising our carbon footprint, managing waste and emissions, and conserving energy and water.
- **Suppliers:** our commitment to ensure our suppliers and subcontractors to adapt and meet our Sustainability goals.
- **Communities:** our commitment to engage with and support our local communities in the areas of health, education, and inclusion.


Sustainability at Cotecna is measured by the Sustainability Committee comprising senior managers from across our organisation and chaired by the CEO. We use risk assessment, objective setting, and measurement to determine and monitor the areas of focus, aligned with our strategic goals, and through a process of continual improvement we use KPIs to measure our performance and set targets. All employees and managers receive training on our Sustainability Framework, and employee participation in the continual development of the Framework is actively encouraged.

As an agile and entrepreneurial organisation, we empower our teams across our international network to identify and engage directly in sustainability initiatives related to our Sustainability pillars. We believe that locally driven initiatives, supported by our global strategy and oversight, create the best opportunities to enable us to meet our Sustainability commitments and improve our performance.

To discover more about Cotecna's Sustainability Framework, please visit www.cotecna.com/sustainability.

Sébastien DANIHAUD
Chief Executive Officer

sustainability@cotecna.com and @cotecna
cotecna.com





About Cotecna

[Home](#) | [About](#) | [Sustainability](#)

Sustainability

At Cotecna, our drive to be your essential TIC partner to agile and efficient solutions, is built on our commitment to the communities in which we operate.

This commitment embeds Sustainability in all aspects of our business through Policy, which we operate throughout our organisation. Sustainability at Cotecna is measured by the Sustainability Committee comprising senior managers from across our organisation and chaired by the CEO. We use risk assessment, objective setting, and measurement to determine and monitor the areas of focus, aligned with our strategic goals, and through a process of continual improvement we use KPIs to measure our performance and set targets. All employees and managers receive training on our Sustainability Framework, and employee participation in the continual development of the Framework is actively encouraged.

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- RELATED DOCUMENTS

 - [Global Policy Sustainability EN](#)
 - [Global Policy Sustainability FR](#)

KEY PILLARS



**ENVIRONMENTAL
IMPACT**



**ETHICS &
GOVERNANCE**



COMMUNITIES



FAIR LABOUR



**HEALTH &
SAFETY**



SUPPLIERS

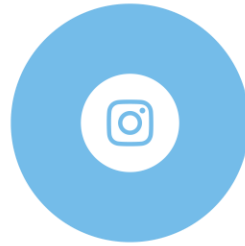
CONNECT WITH US



Cotecna Inspection



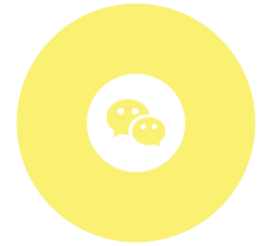
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THANK YOU

