

BUREAU VERITAS

Certification and verification services

64

WENDEL / 2021



STAKE:

35.8% ⁽¹⁾

2020 SALES:

€4,601 million

AMOUNT INVESTED:

€397.3 million
since 1995 ⁽²⁾

(1) Capital held by Wendel as of 12/31/2020 net of treasury shares for 51.3% of theoretical voting rights.
(2) Amount invested by Wendel as of 12/31/2020.



Bureau Veritas is the world's second largest provider of inspection, certification and laboratory testing services, specializing in the fields of quality, health, safety, environmental protection and social responsibility, markets driven by long-term structural trends. A trusted, independent third party with recognized expertise, Bureau Veritas is driven by the strengthening of QHSE regulations and standards, the outsourcing of control and inspection activities, as well as by the voluntary steps taken by companies to control risks related to quality, health and the environment.

Wendel has gradually increased its stake in Bureau Veritas since 1995, making it the “flagship” of its portfolio. At the time of the initial investment, the company had revenue of less than €400 million. Twenty-five years later, the scope of Bureau Veritas has increased more than tenfold (revenues of €4.6 billion in 2020). Its very promising long-term prospects continue – in particular thanks to growth opportunities linked to sustainable development – and reinforce Wendel's choices.

Despite an exceptional context, Bureau Veritas held up well in 2020. Its resilient business model, due to its sectoral and geographic diversity, has limited the impact on revenue to only 6% on an organic basis. In the second half of the year, business recovered strongly.

Bureau Veritas has played a major role in the recovery of economic activity after lockdowns, all over the world: thanks to its service offering “Restart your business with BV” and the “SafeGuard” certification, the Group has supported more than 5,000 companies and administrations in the definition, deployment and audit of health protocols adapted to the pandemic situation, thus enabling them to welcome employees, customers and users in the best conditions of safety and hygiene.

This period also saw the acceleration of CSR awareness for companies and citizens. With the launch of its Green Line BV of services and solutions, Bureau Veritas supports its clients in their efforts to improve their performance and demonstrate the transparency and credibility of their actions, thus helping them to protect their brand and reputation.



“Today, all companies have a responsibility to act in order to have a positive impact on our planet and its inhabitants. Bureau Veritas stands alongside those who want to demonstrate their commitments through transparent, credible and effective actions.”

DIDIER MICHAUD-DANIEL,
CEO of Bureau Veritas

CONSTANTIA FLEXIBLES

Flexible packaging



“Being supported by Wendel over the long term gives Constantia Flexibles a stable structure and numerous development opportunities. It is also an advantage to be able to talk to Wendel’s teams on an ongoing basis and to have access to their network.”

PIM VERVAAT,
CEO of Constantia Flexibles

Constantia Flexibles is a global leader in flexible packaging. The group produces flexible packaging solutions for the consumer and pharmaceutical industries. Today, the group has approximately 8,300 employees in 16 countries. Constantia Flexibles’ business is not correlated to economic cycles because the group meets the non-compressible needs of end consumers.

In 2014, when it became the majority shareholder of this Austrian family-owned company, Wendel carried out a major transaction that was perfectly in line with its strategy as a long-term investor. Since then, the business segment has grown faster than the economy as a whole. Today, increased attention to health precautions should prove to be an additional growth driver. Constantia Flexibles will be able to continue to develop through organic and external growth in a still highly fragmented market.

In 2020, Constantia Flexibles’ revenue remained stable overall in organic terms (-0.4%). In addition to the resilience of its business, Constantia Flexibles has endeavored to improve its profitability by undertaking various cost-cutting measures over the last twelve months. Its margin (12.6%) was up by 50 basis points year-on-year. In addition, the company has abundant liquidity. The new Chief Executive Officer, Pim Vervaat, and his management team are working on the implementation of a new strategic plan, “Vision 2025”, which should refocus priorities on improving growth and profitability.



STAKE:

60.8 % ⁽¹⁾

2020 SALES:

€1,505.3 million

AMOUNT INVESTED:

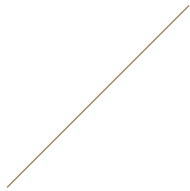
€565 million since 2015 ⁽²⁾

⁽¹⁾ Capital held by Wendel as of 12/31/2020.

⁽²⁾ Amount invested by Wendel as of 12/31/2020.

CRISIS
PREVENTION
INSTITUTE

Training
services



Crisis Prevention Institute (CPI), is the US leader in crisis prevention and aggressive behavior management training programs. For the past four decades, CPI training has focused on the education and health care sectors in the United States, but also on other areas of activity where the issue of risky behavior is an important topic. Thus, CPI has specialized in training trainers so that they in turn can pass on methods for managing aggressive behavior to the staff of their organization.

As an “absolute reference” in its field of intervention, CPI presents, thanks to its expertise and the quality of its services, a great potential for growth in adjacent markets and internationally. CPI’s model has a net revenue retention rate of over 100% and a strong network with its top 500 customers. For Wendel, it makes sense to join the CPI’s mission to reduce conflict and violence. This project is perfectly consistent with the Group’s Code of Ethics.

In 2020, a particularly challenging year for an activity that requires the presence of participants, CPI demonstrated exceptional adaptability and resilience. The number one provider of training to prevent aggressive behavior has accelerated its digitalization and switched a large part of its catalog to “distance learning”. The strong rebound in activity following the vaccination campaigns and stimulus packages should benefit from the many educational innovations introduced to deal with the crisis.



“At CPI, we are dedicated to reducing conflict for the Care, Welfare, Safety, and Security of everyone. It’s a philosophy that is central to everything we do, and traces back to our beginning. Wendel’s guidance and partnership enables us to reach even more people – teaching life skills that positively impact the world.”

TONY JACE,
CEO of Crisis Prevention Institute



STAKE:

96.1 % ⁽¹⁾

2020 SALES:

\$63.8 million

AMOUNT INVESTED:

\$569 million since 2019 ⁽²⁾

⁽¹⁾ Capital held by Wendel as of 12/31/2020.

⁽²⁾ Amount invested by Wendel as of 12/31/2020.

CROMOLOGY

Decorative
paints

cromology



STAKE:

95.4 % ⁽¹⁾

2020 SALES:

€627.6 million

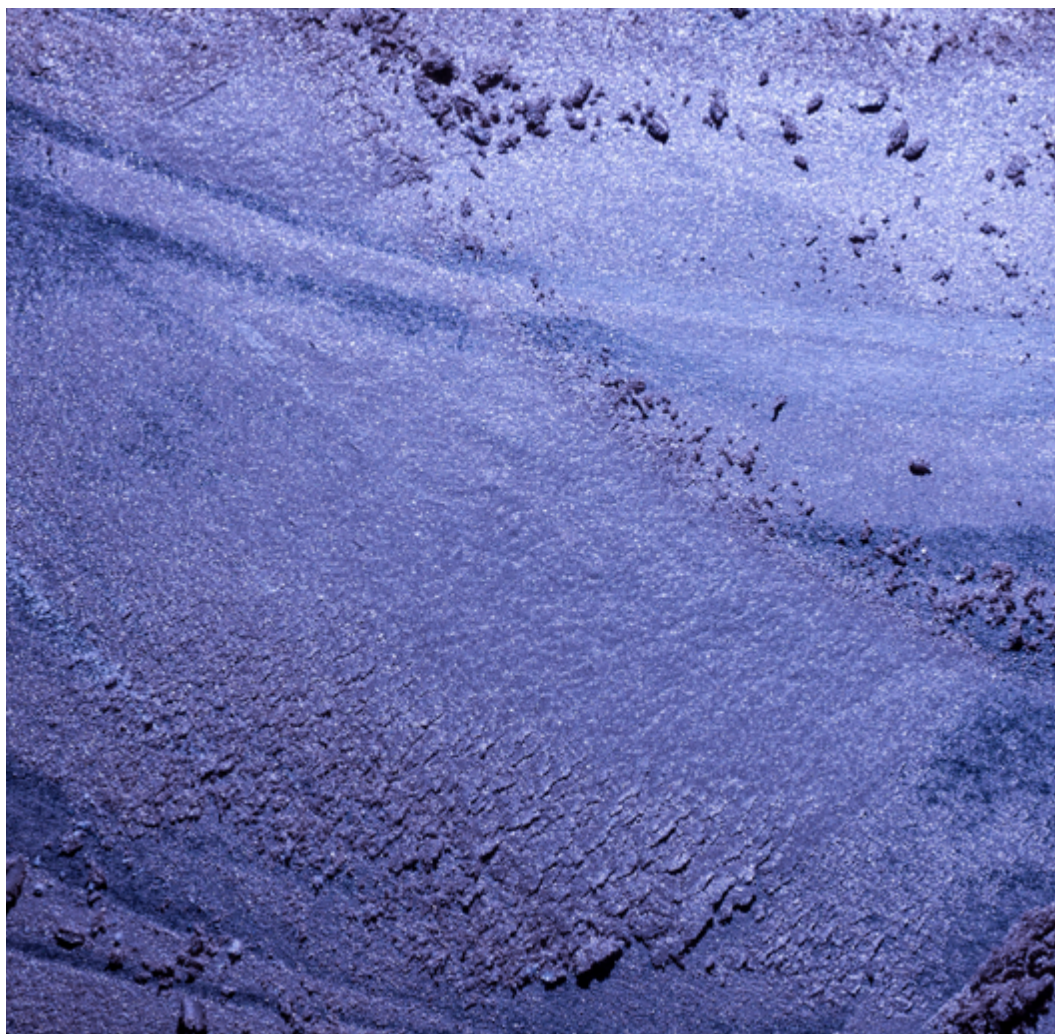
AMOUNT INVESTED:

€550 million

since 2006 ⁽²⁾

⁽¹⁾ Capital held by Wendel as of 12/31/2020.

⁽²⁾ Combined amount of equity invested by Wendel in Materis Paints and Cromology. €125 million of additional capital injected in Cromology in 05/13/2019.





As one of Europe's leading players in decorative painting, Cromology designs, manufactures and distributes some 30 recognized brands to the professional and consumer markets. Present in eight European countries, Cromology employs over 3,000 people. Important point: Cromology has five Research and Development laboratories and nine production sites close to its customers. The group has always pursued a policy of innovation, in particular with the development of eco-labeled products: each year, approximately 25% of its sales are made with products less than three years old. Cromology is also expanding into the promising market for external thermal insulation, which represented approximately 6% of its business in 2020.

Wendel acquired the Materis group in 2006. On July 7, 2015, Materis Paints becomes Cromology and has new ambitions. In May 2019, Wendel invests €125 million in equity alongside the new management team to strengthen the group's financial structure and enable it to implement its transformation and investment plan.

In 2020, Cromology's revenue amounted to €627.6 million (down by 6% due to the strict lockdown measures introduced in Europe in the first half). However, the recovery was faster than expected, with an increase in revenue of 5.7% in the second half. Cromology's efforts are now focused on pursuing transformation plans and prioritizing value creation levers. The company is also monitoring its production line, due to tensions over raw material supplies. With its solid financial structure, Cromology has the means to explore external growth opportunities.

“Cromology places Corporate Social Responsibility (CSR) at the heart of its strategy, alongside profitable growth and operational excellence. Performance and impact are now inseparable. As such, we have drawn up a roadmap for the period from 2020 to 2023.”

LOÏC DERRIEN,
CEO of Cromology

IHS TOWERS

Telecoms
infrastructure



IHS Towers builds, leases and manages telecommunications towers that it owns or that are owned by others. With around 28,000 towers in the portfolio as of December 31, 2020 ⁽¹⁾, the group is one of the largest independent owners, managers and operators of telecom towers in the world. IHS Towers is very well positioned to benefit from the strong growth in infrastructure needs in Africa, Middle East and Latin America. IHS Towers's customers include operators such as Airtel, MTN, Orange and 9mobile to whom it provides access to a high quality outsourced turnkey service.

For Wendel, IHS Towers is a robust support that allows it to gain positive exposure to the dynamism of emerging countries. By improving the quality and availability of telecom infrastructure, IHS Towers' investments help connect consumers, businesses, and governments. In doing so, it facilitates development opportunities for growing countries.

In 2020, IHS Towers performed well despite the global context. Organic growth for the full year was 16.3%, driven by new tenants and new amendments to existing contracts. The company has rationalized its tower fleet and maintained strict control of its operating costs.



STAKE:
21.4 % ⁽²⁾

2020 SALES:
\$1,403.1 million

AMOUNT INVESTED:
\$830 million since 2013 ⁽³⁾

(2) Wendel holds, with its co-investors, 28.9% of the voting rights as of 12/31/2020.
(3) Amount invested by Wendel as of 12/31/2020.

(1) Tower count excluding managed services and towers under construction as of 12/31/2020.

STAHL

High-performance coatings and leather finishing products



Stahl is the world's leading manufacturer of chemical treatments for leather, and also produces high-performance polymers and coatings for various substrates such as textiles, paper, plastics, rubber and wood. Stahl's products and services are used in the automotive, footwear, apparel and fashion accessories industries.

For Wendel, Stahl has sustainable growth potential, as well as a strong capacity to generate cash. Its know-how, its long-term relationships with its customers and the very high level of qualification of its technicians are all entry barriers that secure its activities. The growth of the global leather consumer markets (especially in Asia), as well as the rapid development of niche markets in high-performance coatings, provide Stahl with very good prospects.

In 2020, Stahl's revenue (€669.4 million) decreased by 17.2%. However, the first signs of recovery were observed in June, thanks to the gradual reopening of customer sites and a return of sales in China to their levels of the previous year. Stahl returned to organic growth in the fourth quarter of 2020 (+3.6%), while the order backlog has been steadily positive since the beginning of July. Despite an unusual year, Stahl remains buoyed by solid long-term trends, such as the shift in its markets towards emerging countries. In addition, environmental regulations benefit Stahl, given its edge in these areas.

"I am pleased to be joining Stahl to lead this highly successful company and look forward to working with its talented teams. Together, we will build on Stahl's success and strengthen its position as a global leader in leather finishing products and high-performance coatings."

MAARTEN HEIJBROEK,
CEO of Stahl



stahl



STAKE:

67.8% ⁽¹⁾

2020 SALES:

€669.4 million

AMOUNT INVESTED:

€221 million since 2006 ⁽²⁾

⁽¹⁾ Capital held by Wendel as of 12/31/2020.

⁽²⁾ Amount invested by Wendel as of 12/31/2020.