

## Bureau Veritas: 2014 first half results

- Revenue of EUR 1,967 million, +7% on a constant currency basis:
  - Organic growth of 1.8%: unfavorable economic climate in Europe, notably in France, and below-expectation performance from the Metals & Minerals business,
  - Contribution from acquisitions of 5.2%: increase in exposure to strategic markets in North and South America,
  - Exchange rate impact of -6.5%: most currencies fell against the euro;
- Adjusted operating profit of EUR 310 million, +8% on a constant currency basis, thanks to operational excellence initiatives;
- Adjusted net profit of EUR 177.5 million, +3.7% on a constant currency basis.

**Didier Michaud-Daniel, CEO of Bureau Veritas, stated:**

*"The Group expects organic growth improvement in H2 2014 from a more favorable comparison base, the start of new contracts, a catch-up of delayed contracts and despite continuous softness in Europe and pending Metals & Minerals recovery. 2014 revenue growth on a constant currency basis should be above 9% with a strong contribution from acquisitions. To date, we have completed 7 acquisitions representing close to EUR 290 million in annual revenues. Profitability should continue to improve on a constant currency basis.*

*The Group confirms the objective to achieve revenue growth above 9% per year on average over the 2012-2015 period, at constant exchange rates, but with a different mix than the one initially contemplated:*

- *Due to weakness in Metals & Minerals and European markets, the average organic growth should be lower than +6%.*
- *Based on the current pipeline and acquisitions already carried out, the average external growth should be higher than +4%.*

*The Group could achieve its objective of a 100 basis points margin improvement in 2015 compared with 2011, but has decided recently to invest part of the profitability gains, generated notably through Excellence@BV, in commercial initiatives to accelerate its future organic growth. As a consequence, the 2015 adjusted operating margin will be around 17%.*

*In this context, the average growth of adjusted EPS for the period 2012-2015 should be in the +5-7% range per year, due notably to tax rates increase and currency headwinds."*

## Main consolidated financial items on June 30

The Board of Directors of Bureau Veritas met yesterday and approved the financial statements for the first half of 2014.

<i>(in millions of euros)</i>	<b>H1 2014</b>	<b>H1 2013</b>	<b>Chg.</b>	<b>Chg. at constant currencies</b>
<b>Revenue</b>	<b>1,967.4</b>	<b>1,957.5</b>	<b>+0.5%</b>	<b>+7.0%</b>
<b>Adjusted operating profit<sup>(a)</sup></b>	<b>310.0</b>	<b>313.2</b>	<b>(1.0)%</b>	<b>+8.0%</b>
<i>as a % of revenue</i>	<i>15.8%</i>	<i>16.0%</i>	<i>(0.2) point</i>	<i>+0.1 point</i>
<b>Operating profit</b>	<b>278.5</b>	<b>283.1</b>	<b>(1.6)%</b>	<b>+7.6%</b>
Net financial expense	(40.5)	(33.7)		
Income tax	(77.1)	(73.0)		
<b>Attributable net profit</b>	<b>154.0</b>	<b>170.2</b>	<b>(9.5)%</b>	<b>+2.5%</b>
<b>Attributable adjusted net profit (a)</b>	<b>177.5</b>	<b>192.5</b>	<b>(7.8)%</b>	<b>+3.7%</b>
Operating cash flow <sup>(a)</sup>	176.1	221.5	(20.5)%	
Adjusted net financial debt <sup>(a)</sup>	1,985.5	1,386.0		

(a) Financial indicators not defined by IFRS accounting rules presented in Appendix 3

## Acquisitions in North and South America

Since the beginning of the year, the Group has carried out seven acquisitions, mainly in North and South America. These acquisitions will increase the Group's exposure to the petroleum, offshore, automotive, construction and food sectors:

- Maxxam Analytics (January), the market leader in testing, inspection and certification in Canada;
- Jyutaku (April), a Japanese company specializing in construction conformity assessment services;
- Quiktrak (April), a US company specializing in vehicle and agricultural machinery stock audit services;
- Andes Control (April), a Chilean company specializing in chemical analytical and testing services related to food and environmental safety;
- DTI (June), a US leader in the inspection of offshore subsea and completion equipment used in drilling operations;
- Sistema PRI (July), a Brazilian company specializing in project management assistance for construction, infrastructure and energy projects;
- Analysts Inc. (August), a US company specializing in oil condition monitoring.

The combined annual revenue for these acquisitions is close to EUR 290 million, equivalent to more than 7% of the Group's 2013 revenue.

## Analysis of the Group's results and financial position

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### 1 – Revenue up 7% on a constant currency basis

Revenue for the first half of 2014 (H1 2014) totaled EUR 1,967.4 million, an increase of 0.5% compared with the first half of 2013 (H1 2013).

- Acquisitions contributed 5.2% to growth. This included the companies acquired in H1 2014, i.e. Maxxam (IVS/Commodities/Consumer Products), Quiktrak and Andes Control (GSIT), DTI (Industry) and Jyutaku (Construction), as well as those acquired in 2013 and consolidated for the full year: Sievert and LVQ-WP (Industry), KBI and CKM (Construction) and OTI (Commodities).
- Organic growth in H1 2014 was 1.8%. It was 0.9% in the second quarter, a level below the Group's expectations for three reasons:
  - The unfavorable economic climate in Europe, particularly in France, had a stronger than expected impact on the Industry (organic growth at +3.6% in H1 2014), In-Service Inspection & Verification (+3.5%), Construction (+1.7%) and Certification (-1.0%) businesses;
  - Organic growth in the Commodities business was negative in H1 2014, at -1.3%. The good level of growth in Oil & Petrochemicals (+8.9%) and Agriculture (+11.7%) has been more than offset by a lower than expected "seasonal" recovery in the Metals & Minerals business.
  - Toys and textiles testing activities were affected by low levels of demand from US client-retailers. Nevertheless, the Consumer Products business delivered organic growth of 5.4% in H1 2014, driven by the Electrical & Electronics segment (+9.6%), which benefited from strong demand for wireless technologies.

As expected, there was a further contraction in the Government Services & International Trade (GSIT) business (organic growth of -8.4% in H1 2014). The comparison base is unfavorable owing to two contracts (Angola and Ivory Coast) that came to an end in H2 2013. The verification of conformity activity has been disrupted recently due to the conflict in Iraq.

The Marine business posted strong organic growth of 7.8% over the period, in both the ships-in-service and new construction segments.

- Currency fluctuations had a negative impact of 6.5%. Most currencies declined in value against the euro, particularly those of Latin American countries (Brazil, Argentina, Colombia, Chile) and other major countries (Australia, Japan, Canada, United States).

### 2 – Adjusted operating profit up 8% on a constant currency basis

Adjusted operating profit was EUR 310 million, down 1% compared with H1 2013, but up 8% at constant currencies.

The adjusted operating margin was 15.8% in H1 2014, an increase of 10 basis points at constant currencies compared with H1 2013. The negative impact of exchange rates was 30 basis points.

On a constant currency basis, the adjusted operating margin improved in most of the divisions, i.e. in the Marine, Consumer Products, Industry, Construction and IVS businesses. It mainly benefited from the operational excellence initiatives and improvements in the activity mix. The margin contraction in the Certification, Government Services & International Trade (GSIT) and Commodities businesses was due to a reduction in volumes.

Other operating expenses totaled EUR 31.5 million, compared with EUR 30.1 million in H1 2013:

- EUR 30.2 million for the amortization of acquisition intangibles (up from EUR 26.4 million in H1 2013), following the acquisition of Maxxam;
- EUR 1.5 million for impairment of *goodwill* relating to the IVS business in Portugal.

In H1 2013, the disposal of the Infrastructure business in Spain and the related restructuring process generated EUR 3.5 million of exceptional expense.

After taking into account other operating expenses, operating profit came to EUR 278.5 million, a 1.6% decrease compared with H1 2013, and up 7.6% on a constant currency basis.

### **3 – Adjusted net profit up 3.7% on a constant currency basis**

The EUR 6.8 million increase in net financial expense to EUR 40.5 million was attributable to the rise in finance costs. The total amount of debt increased (financing for acquisitions), while the average interest rate fell.

Income tax expense stood at EUR 77.1 million in H1 2014, compared with EUR 73.0 million in H1 2013. The effective income tax rate was 32.4% for the period, compared with 29.3% in H1 2013. The adjusted effective tax rate was 31.6%. The increase relative to the previous year is mainly attributable to the increase in taxes payable in France.

The Group's attributable net profit for the period was EUR 154.0 million, down 9.5% compared with H1 2013, but up 2.5% on a constant currency basis. Net earnings per share stood at EUR 0.35, compared with EUR 0.39 in H1 2013.

Adjusted attributable net profit totaled EUR 177.5 million, up 3.7% on a constant currency basis. Adjusted earnings per share stood at EUR 0.41 in H1 2014, a decrease of 6.8% compared with H1 2013. On a constant currency basis, it increased by 4.5%.

### **4 – Operating cash flow and financial position**

Cash generated from operating activities (operating cash flow) stood at EUR 176.1 million in H1 2014, compared with EUR 221.5 million in H1 2013. This decrease was attributable to the increase in working capital requirements notably attributable to acquisitions, and higher tax payments.

- On June 30, 2014, WCR stood at EUR 453.8 million, or 11.1% of revenue over the past 12 months including acquired entities, compared with EUR 361.3 million in June 2013. The deterioration was attributable to acquisitions, currency fluctuations and unfavorable timing effect on certain items.
- The EUR 37.8 million increase in tax payments was due to the higher rates applicable in France and the extension of payment and refund periods.

The amount spent on the purchase of property, plant and equipment and intangible assets, net of disposals, was EUR 63.2 million in H1 2014. The Group's capex-to-revenue ratio stood at 3.2%, slightly below the 2013 level.

Levered free cash flow was EUR 71.2 million in H1 2014, compared with EUR 111.5 million in H1 2013.

At June 30, 2014, adjusted net financial debt was EUR 1,985.5 million, i.e. 2.48x EBITDA as defined in the calculation of banking covenants, compared with 1.71x at December 31, 2013. More than 95% of the Group's financing are maturing from 2017 onwards.

The increase in adjusted net financial debt of EUR 657.1 million versus December 31, 2013 (EUR 1,328.4 million) was due to:

- levered free cash flow of EUR 71.2 million;

- dividend payments totaling EUR 213.6 million;
- acquisitions, accounting for EUR 479.9 million;
- share buybacks net of the capital increase, carried out to cover the stock option plans, in the amount of EUR 23.1 million;
- other items that added EUR 11.7 million to the Group's debt.

## Conference call

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Wednesday, August 27, 2014 at 6:30 p.m. CET

The conference call in English will be broadcast live and after the event on the Group's website: <http://finance.bureauveritas.com>. The presentation document will also be available on the website.

## 2014 half-year financial report

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The 2014 half-year financial report is to be filed with the French Financial Markets Authority (AMF) today and can be consulted on the Bureau Veritas website at the following address: <http://finance.bureauveritas.com>.

## 2014 financial calendar

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October 29, 2014: publication of Q3 2013 information (after trading)

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### About Bureau Veritas

*Bureau Veritas is a world-leading provider in testing, inspection and certification. Created in 1828, the Group has more than 65,000 employees in around 1,330 offices and laboratories located in 140 countries. Bureau Veritas helps its clients to improve their performance by offering services and innovative solutions in order to ensure that their assets, products, infrastructure and processes meet standards and regulations in terms of quality, health and safety, environmental protection and social responsibility.*

*Bureau Veritas is listed on Euronext Paris and belongs to the Next 20 index.*

*Compartment A, code ISIN FR 0006174348, stock symbol: BVI.*

*For more information, visit [www.bureauveritas.com](http://www.bureauveritas.com)*

This press release (including the appendices) contains forward-looking statements, which are based on current plans and forecasts of Bureau Veritas' management. Such forward-looking statements are by their nature subject to a number of important risk and uncertainty factors such as those described in the registration document filed by Bureau Veritas with the French Financial Markets Authority that could cause actual results to differ from the plans, objectives and expectations expressed in such forward-looking statements. These forward-looking statements speak only as of the date on which they are made, and Bureau Veritas undertakes no obligation to update or revise any of them, whether as a result of new information, future events or otherwise, according to applicable regulations

## Appendix 1: Results by business

The Group's performance in terms of revenue and results by business is described in the half-year financial report.

### H1 REVENUE BY BUSINESS

<i>(in millions of euros)</i>	2014 <sup>(a)</sup>	2013 <sup>(b)</sup>	Overall	Growth		
				Organic	Scope	Currency impact
Marine	77.9	76.3	+2.1%	+6.1%	-	(4.0)%
Industry	239.6	242.5	(1.2)%	+3.4%	+4.6%	(9.2)%
In-Service Inspection & Verification	136.0	112.7	+20.7%	+1.6%	+20.8%	(1.7)%
Construction	108.3	108.1	+0.2%	+0.6%	+2.6%	(3.0)%
Certification	86.5	90.8	(4.7)%	(0.2)%	-	(4.5)%
Commodities	172.9	178.0	(2.9)%	(3.1)%	+8.7%	(8.5)%
Consumer Products	148.9	142.0	+4.9%	+4.9%	+4.8%	(4.8)%
Government Services & International Trade	68.3	76.5	(10.7)%	(8.7)%	+4.9%	(6.9)%
<b>Total 2nd quarter</b>	<b>1,038.4</b>	<b>1,026.9</b>	<b>+1.1%</b>	<b>+0.9%</b>	<b>+6.2%</b>	<b>(6.0)%</b>
Marine	150.3	145.3	+3.4%	+7.8%	-	(4.4)%
Industry	458.8	465.6	(1.5)%	+3.6%	+5.0%	(10.1)%
In-Service Inspection & Verification	265.5	226.5	+17.2%	+3.5%	+15.4%	(1.7)%
Construction	213.6	213.3	+0.1%	+1.7%	+1.5%	(3.1)%
Certification	160.4	170.2	(5.8)%	(1.0)%	-	(4.8)%
Commodities	330.7	340.8	(3.0)%	(1.3)%	+7.6%	(9.3)%
Consumer Products	261.9	249.2	+5.1%	+5.4%	+4.4%	(4.7)%
Government Services & International Trade	126.2	146.6	(13.9)%	(8.4)%	+2.5%	(8.0)%
<b>Total 1<sup>st</sup> half</b>	<b>1,967.4</b>	<b>1,957.5</b>	<b>+0.5%</b>	<b>+1.8%</b>	<b>+5.2%</b>	<b>(6.5)%</b>

(a) Following a change in consolidation method for two entities, for which the Group has chosen the equity method, revenue for the first quarter of 2014 was restated by EUR -0.4 million.

(b) The 2013 figures by business have been restated following the reclassification of the activity of two food analysis laboratories from the IVS to the Consumer Products business.

## CHANGE IN ADJUSTED OPERATING PROFIT BY BUSINESS

<i>(in millions of euros)</i>	Adjusted operating profit			Adjusted operating margin		
	H1 2014	H1 2013 <sup>(a)</sup>	Change (%)	2014	2013 <sup>(a)</sup>	Change (point)
Marine	40.2	39.5	+1.8%	26.7%	27.2%	(0.5)
Industry	67.9	67.9	-	14.8%	14.6%	+0.2
In-Service Inspection & Verification	30.3	23.6	+28.4%	11.4%	10.4%	+1.0
Construction	27.8	25.4	+9.4%	13.0%	11.9%	+1.1
Certification	26.6	30.4	(12.5)%	16.6%	17.9%	(1.3)
Commodities	36.9	39.7	(7.1)%	11.2%	11.6%	(0.4)
Consumer Products	59.9	56.7	+5.6%	22.9%	22.8%	+0.1
Government Services & International Trade	20.4	30.0	(32.0)%	16.2%	20.5%	(4.3)
<b>Total Group</b>	<b>310.0</b>	<b>313.2</b>	<b>(1.0)%</b>	<b>15.8%</b>	<b>16.0%</b>	<b>(0.2)</b>

(a) The 2013 figures by business have been restated following the reclassification of the activity of two food analysis laboratories from the IVS business to the Consumer Products business.

## Appendix 2: Extracts from the half-year consolidated financial statements

Extracts from the half-year consolidated financial statements audited and closed on August 26, 2014 by the Board of Directors. The audit procedures for the half-year accounts have been undertaken and the Statutory Auditor's report has been published.

### CONSOLIDATED INCOME STATEMENT

<i>(in millions of euros)</i>	<b>H1 2014</b>	<b>H1 2013</b>
Revenue	1,967.4	1,957.5
Purchases and external charges	(553.1)	(560.4)
Personnel costs	(1,030.4)	(1,018.0)
Taxes other than on income	(27.4)	(25.3)
Net (additions to)/reversals of provisions	0.3	(5.5)
Depreciation and amortization	(84.7)	(73.8)
Other operating income and expense, net	6.4	8.7
<b>Operating profit</b>	<b>278.5</b>	<b>283.1</b>
Income from cash and cash equivalents	0.7	0.6
Finance costs, gross	(38.3)	(30.7)
<b>Finance costs, net</b>	<b>(37.6)</b>	<b>(30.1)</b>
Other financial income and expense, net	(2.9)	(3.6)
<b>Net financial expense</b>	<b>(40.5)</b>	<b>(33.7)</b>
Share of profit (losses) of associates	-	(0.1)
<b>Profit before income tax</b>	<b>238.0</b>	<b>249.3</b>
Income tax expense	(77.1)	(73.0)
<b>Net profit</b>	<b>160.9</b>	<b>176.3</b>
Non-controlling interests	6.9	6.1
<b>Attributable net profit</b>	<b>154.0</b>	<b>170.2</b>
<i>Basic earnings per share (in euros):</i>		
<b>Net profit</b>	<b>0.35</b>	<b>0.39</b>
<b>Diluted earnings per share</b>	<b>0.35</b>	<b>0.38</b>



## CONSOLIDATED STATEMENT OF FINANCIAL POSITION

(in millions of euros)

	June 2014	Dec. 2013
Goodwill	1,663.1	1,412.1
Intangible assets	607.1	374.5
Property, plant and equipment	443.9	401.3
Investments in associates	2.6	0.8
Deferred income tax assets	129.0	122.2
Investments in non-consolidated companies	1.3	1.2
Other non-current financial assets	52.1	44.3
<b>Total non-current assets</b>	<b>2,899.1</b>	<b>2,356.4</b>
Trade and other receivables	1,261.3	1,122.5
Current income tax assets	50.9	40.7
Current financial assets	5.4	6.3
Derivative financial instruments	0.5	0.6
Cash and cash equivalents	176.8	190.6
<b>Total current assets</b>	<b>1,494.9</b>	<b>1,360.7</b>
<b>TOTAL ASSETS</b>	<b>4,394.0</b>	<b>3,717.1</b>
Share capital	53.1	53.0
Retained earnings and other reserves	855.2	903.1
<b>Equity attributable to owners of the Company</b>	<b>908.3</b>	<b>956.1</b>
Non-controlling interests	29.2	26.0
<b>Total equity</b>	<b>937.5</b>	<b>982.1</b>
Bank borrowings	1,933.3	1,407.1
Derivative financial instruments	21.2	22.5
Other non-current financial liabilities	1.7	1.8
Deferred income tax liabilities	150.3	85.8
Pension plans and other long-term employee benefits	138.3	125.6
Provisions for other liabilities and charges	64.5	71.4
<b>Total non-current liabilities</b>	<b>2,309.3</b>	<b>1,714.2</b>
Trade and other payables	807.5	787.9
Current income tax liabilities	72.7	80.9
Bank borrowings	222.8	104.2
Derivative financial instruments	2.2	5.6
Other current financial liabilities	42.0	42.2
<b>Total current liabilities</b>	<b>1,147.2</b>	<b>1,020.8</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>4,394.0</b>	<b>3,717.1</b>

## CONSOLIDATED STATEMENT OF CASH FLOWS

<i>(in millions of euros)</i>	<b>H1 2014</b>	<b>H1 2013</b>
Profit before income tax	238.0	249.3
Elimination of cash flows from financing and investing activities	37.7	31.4
Provisions and other non-cash items	11.3	2.4
Depreciation, amortization and impairment	86.2	73.8
Movements in working capital requirement attributable to operations	(95.0)	(71.1)
Income tax paid	(102.1)	(64.3)
<b>Net cash generated from operating activities</b>	<b>176.1</b>	<b>221.5</b>
Acquisitions of subsidiaries	(477.9)	(60.2)
Proceeds from sales of subsidiaries	-	4.3
Purchases of property, plant and equipment and intangible assets	(64.4)	(71.8)
Proceeds from sales of property, plant and equipment and intangible assets	1.2	4.7
Purchases of non-current financial assets	(9.0)	(8.8)
Proceeds from sales of non-current financial assets	3.3	4.1
<b>Net cash used in investing activities</b>	<b>(546.8)</b>	<b>(127.7)</b>
Capital increase	2.2	1.3
Purchases/sales of treasury shares	(25.3)	(57.1)
Dividends paid	(213.6)	(207.6)
Increase in borrowings and other debt	693.5	258.8
Repayment of borrowings and other debt	(52.1)	(102.5)
Interest paid	(41.7)	(42.9)
<b>Net cash generated from (used in) financing activities</b>	<b>363.0</b>	<b>(150.0)</b>
Impact of currency translation differences	(3.7)	0.8
Impact of changes in methodology	(0.8)	-
<b>Net decrease in cash and cash equivalents</b>	<b>(12.2)</b>	<b>(55.4)</b>
Cash and cash equivalents at beginning of period	157.7	234.8
<b>Net cash and cash equivalents at end of period</b>	<b>145.5</b>	<b>179.4</b>
o/w cash and cash equivalents	176.8	226.1
o/w bank overdrafts	(31.3)	(46.7)

### Appendix 3: Financial indicators not defined by IFRS accounting rules

**Adjusted operating profit** is defined as Group operating profit before income and expenses relative to acquisitions and other non-recurring items.

<i>(in millions of euros)</i>	<b>H1 2014</b>	<b>H1 2013</b>
<b>Operating profit</b>	<b>278.5</b>	<b>283.1</b>
Amortization of acquisition intangibles	30.2	26.4
Goodwill impairment	1.5	-
Other acquisition-related expenses	0.1	(0.1)
Disposals and restructuring	(0.3)	3.8
<b>Adjusted operating profit</b>	<b>310.0</b>	<b>313.2</b>

**Attributable adjusted net profit** is defined as attributable net profit adjusted for other operating expense after tax.

<i>(in millions of euros)</i>	<b>H1 2014</b>	<b>H1 2013</b>
<b>Attributable net profit</b>	<b>154.0</b>	<b>170.2</b>
EPS <sup>(a)</sup> (EUR per share)	0.35	0.39
Other operating expenses	31.5	30.1
Tax effect on other operating expenses	(8.0)	(7.8)
<b>Attributable adjusted net profit</b>	<b>177.5</b>	<b>192.5</b>
Adjusted EPS <sup>(a)</sup> (EUR per share)	0.41	0.44

(a) Calculated using the weighted average number of shares of 437,061,389 in H1 2014 and 438,925,614 shares in H1 2013

"**Levered free cash flow**" is defined as follows:

<i>(in millions of euros)</i>	<b>H1 2014</b>	<b>H1 2013</b>
<b>Cash flow generated from operating activities (operating cash flow)</b>	<b>176.1</b>	<b>221.5</b>
Purchases of property, plant and equipment and intangible assets net of disposals	(63.2)	(67.1)
Interest paid	(41.7)	(42.9)
<b>Levered free cash flow</b>	<b>71.2</b>	<b>111.5</b>

"**Adjusted**" net financial debt is defined as net financial debt after currency hedging instruments as defined in the calculation of banking covenants.

<i>(in millions of euros)</i>	<b>H1 2014</b>	<b>H1 2013</b>
Gross financial debt	2,156.1	1,604.0
Cash and cash equivalents	176.8	226.1
<b>Consolidated net financial debt</b>	<b>1,979.3</b>	<b>1,377.9</b>
Currency hedging instruments	6.2	8.1
<b>Adjusted net financial debt</b>	<b>1,985.5</b>	<b>1,386.0</b>