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Agenda

HIGHLIGHTS

BUSINESS REVIEW

Q&A
April 29, 2014

Q1 2014 TRADING UPDATE

HIGHLIGHTS

Sami Badarani
Chief Financial Officer
Revenue growth

(EUR millions)

Q1 2013: 930.6

Organic: +2.7%

Scope: +4.2%

Currencies: (7.0)%

Q1 2014: 929.4

+6.9%
**Gradual increase in Organic growth**

### KEY HIGHLIGHTS

<table>
<thead>
<tr>
<th></th>
<th>Q4 2013</th>
<th>Q1 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Marine</td>
<td>(0.3)%</td>
<td>9.8%</td>
</tr>
<tr>
<td>Commodities</td>
<td>(4.4)%</td>
<td>0.7%</td>
</tr>
<tr>
<td>GSIT</td>
<td>(11.3)%</td>
<td>(8.0)%</td>
</tr>
<tr>
<td>IVS</td>
<td>4.8%</td>
<td>5.5%</td>
</tr>
<tr>
<td>Industry</td>
<td>3.7%</td>
<td>3.8%</td>
</tr>
<tr>
<td>Certification</td>
<td>(2.3)%</td>
<td>(2.0)%</td>
</tr>
<tr>
<td>Consumer Products</td>
<td>10.7%</td>
<td>6.0%</td>
</tr>
<tr>
<td>Construction</td>
<td>7.7%</td>
<td>2.9%</td>
</tr>
<tr>
<td><strong>Total Group</strong></td>
<td>1.6%</td>
<td>2.7%</td>
</tr>
</tbody>
</table>

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Q1 2014 TRADING UPDATE

BUSINESS REVIEW

Didier Michaud-Daniel
Chief Executive Officer

April 29, 2014
Marine

Q1 2014 HIGHLIGHTS

- In-service (57% of revenue)
  - Fleet up 5.4% in GRT
  - Market share gains
- New construction (43% of revenue)
  - Order book increase
  - Surge in equipment certification
  - Favorable basis of comparison

BUSINESS REVIEW

Q1 2014 TRADING UPDATE

REVENUE EVOLUTION

(EUR m)

<table>
<thead>
<tr>
<th>Q1 2013</th>
<th>Organic</th>
<th>Currencies</th>
<th>Q1 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>69.0</td>
<td>+9.8%</td>
<td>(4.9)%</td>
<td>72.4</td>
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</tbody>
</table>

KEY INDICATORS

in GRT (millions of gross tons)

<table>
<thead>
<tr>
<th>March 2013</th>
<th>March 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>15.2</td>
<td>17.5</td>
</tr>
<tr>
<td>1.5</td>
<td>3.3</td>
</tr>
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2014 OUTLOOK

- Continued in-service growth
- Gradual new construction increase
- Development in offshore/LNG

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Commodities

REVENUE EVOLUTION
(EUR m)

<table>
<thead>
<tr>
<th></th>
<th>Q1 2013</th>
<th>Organic</th>
<th>Scope</th>
<th>Currencies</th>
<th>Q1 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013 FY</td>
<td>157.8</td>
<td>+0.7%</td>
<td>+6.5%</td>
<td>(10.3)%</td>
<td>162.8</td>
</tr>
</tbody>
</table>

Q1 2014 HIGHLIGHTS

- Sustained O&P growth across the board
- No further deterioration in M&M
- Australia slowdown in Coal
- North America expansion in Agri
- Maxxam/OTI acquisitions

2014 OUTLOOK

- Continuous growth in O&P: leveraging Maxxam & New services
- Easing H2 comparables for M&M

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**Government Services & International Trade**

**Q1 2014 HIGHLIGHTS**
- Strong growth in Verification of Conformity, General Trade & Auto
- New Automotive Single Window contract in Armenia
- Unfavorable comps in Angola, Ivory Coast

**REVENUE EVOLUTION**

<table>
<thead>
<tr>
<th></th>
<th>FY 12</th>
<th>FY 13</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1 2013</td>
<td>70.1</td>
<td></td>
</tr>
<tr>
<td>Organic</td>
<td></td>
<td>(8.0)%</td>
</tr>
<tr>
<td>Currencies</td>
<td>(9.4)%</td>
<td></td>
</tr>
<tr>
<td>Q1 2014</td>
<td>57.9</td>
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</table>

**REVENUE BREAKDOWN**

- 34% General Trade & Auto
- 36% Government contracts
- 30% Verification of Conformity

**2014 OUTLOOK**
- Ramp up of new contracts in Q3/Q4
- Verification of Conformity and Single Window opportunities
- Automotive diversification: leverage Quiktrak acquisition
In-Service Inspection & Verification

Q1 2014 HIGHLIGHTS
- Improved organic growth in Europe
- US impacted by weather conditions
- Strong growth in the Middle East, Latin America and Asia
- Scope: Maxxam environment

2014 OUTLOOK
- Steady organic growth
- Further development in Latin America (Colombia, Brazil), Middle East and Asia
Industry

Q1 2014 HIGHLIGHTS

- Double-digit growth in North America, Asia, the Middle-East, Latin America excluding Colombia
- Softness in Europe
- High comps in South Africa

2014 OUTLOOK

- Organic growth gradual improvement
- Geographic expansion of new services: shale gas, drilling
- OPEX development
- Significant ongoing bids in Oil&Gas capex: in North America, Asia, Africa and the Middle East
## Certification

### Q1 2014 HIGHLIGHTS
- End of the Kyoto Protocol Program
- EC recognition for Timber supply chain certification
- NSQ-100 Recognition to certify the Nuclear Supply chain

### 2014 OUTLOOK
- Organic growth progressive recovery
- Re-certification cycle for QHSE standards as of H2 2014
- Development in new markets: nuclear, timber supply chain, medical devices

### REVENUE EVOLUTION

<table>
<thead>
<tr>
<th></th>
<th>FY 12</th>
<th>FY 13</th>
<th>Q1 2013</th>
<th>Organic</th>
<th>Currencies</th>
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<tbody>
<tr>
<td></td>
<td>73.9</td>
<td>79.4</td>
<td>(2.0)%</td>
<td>(4.9)%</td>
<td>73.9</td>
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<table>
<thead>
<tr>
<th>Region</th>
<th>FY 12</th>
<th>FY 13</th>
<th>Q1 2013</th>
<th>Organic</th>
<th>Currencies</th>
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</thead>
<tbody>
<tr>
<td>Europe</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>59%</td>
</tr>
<tr>
<td>Asia Pacific</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>18%</td>
</tr>
<tr>
<td>Middle East, Africa, Russia</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>9%</td>
</tr>
<tr>
<td>Latin America</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>11%</td>
</tr>
<tr>
<td>North America</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>3%</td>
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Consumer Products

Q1 2014 HIGHLIGHTS

- E&E strong growth (Mobile/Wireless)
- Stable Toys & Hardlines
- Softlines growth driven by inspection
- Strong growth in Food
- High basis of comparison

REVENUE EVOLUTION

(Q1 2013 Organic Scope Currencies Q1 2014)

107.2 +6.0% +4.4% (4.6)% 113.4

2014 OUTLOOK

- High single digit organic growth
- New capabilities and markets (SmartWorld, Automotive)
- Leverage Maxxam food expertise

REVENUE BREAKDOWN

24% Toys & Hardlines
32% Electrical & Electronics (E&E)
37% Textiles & Softlines
7% Food testing*

* Maxxam+reclassed labs in South America from IVS

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Construction

Q1 2014 HIGHLIGHTS

- France not yet recovering
- US impacted by weather conditions
- Strong organic growth in China, India
- KBI/CKM acquisitions

2014 OUTLOOK

- Organic growth improvement
- Increased new sales in France, Grand Paris Project
- Accelerated development in China
- Infrastructure opportunities in the Middle East

REVENUE EVOLUTION

(EUR m)

<table>
<thead>
<tr>
<th></th>
<th>Q1 2013</th>
<th>Organic</th>
<th>Scope</th>
<th>Currencies</th>
<th>Q1 2014</th>
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<tbody>
<tr>
<td>FY 12</td>
<td>105.3</td>
<td>+2.9%</td>
<td>+0.5%</td>
<td>(3.3)%</td>
<td>105.3</td>
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<td>Q1 2013</td>
<td>105.2</td>
<td>52%</td>
<td>10%</td>
<td>9%</td>
<td>105.3</td>
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<tr>
<td>o/w 52% France</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>13% USA</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>12% Other fast growing</td>
<td></td>
<td></td>
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<tr>
<td>9% Japan</td>
<td></td>
<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>56% Europe o/w 52% France</td>
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<td></td>
</tr>
<tr>
<td>10% China</td>
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Quiktrak

HIGHLIGHTS

- Founded 1991
- Headquartered in Oregon
- 90 employees, vast network of inspectors
- Revenues of EUR 11m in 2013

ASSETS

- Strong footprint in vehicle inspections in North America
- Revoquest™ software: leading-edge technology in risk management

RATIONALE

- Growth in car/agricultural machinery
- Opportunity in fast growing countries
- Expansion in North America
- Leverage technology

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Andes Control

HIGHLIGHTS

- Founded 2003
- Headquartered in Santiago
- Over 50 employees
- Operations in Chile, Peru, Ecuador
- Revenues of EUR 3.5m in 2013

ASSETS

- Technical expertise in detection of chemical residues (pesticides, antibiotics, colorants…) in food
- State of the art equipment
- Strong customer base of wine and food producers and exporters

RATIONALE

- New market in food pesticides screening
- Increased footprint in Latin America
Q1 2014 TRADING UPDATE

Q&A

April 29, 2014