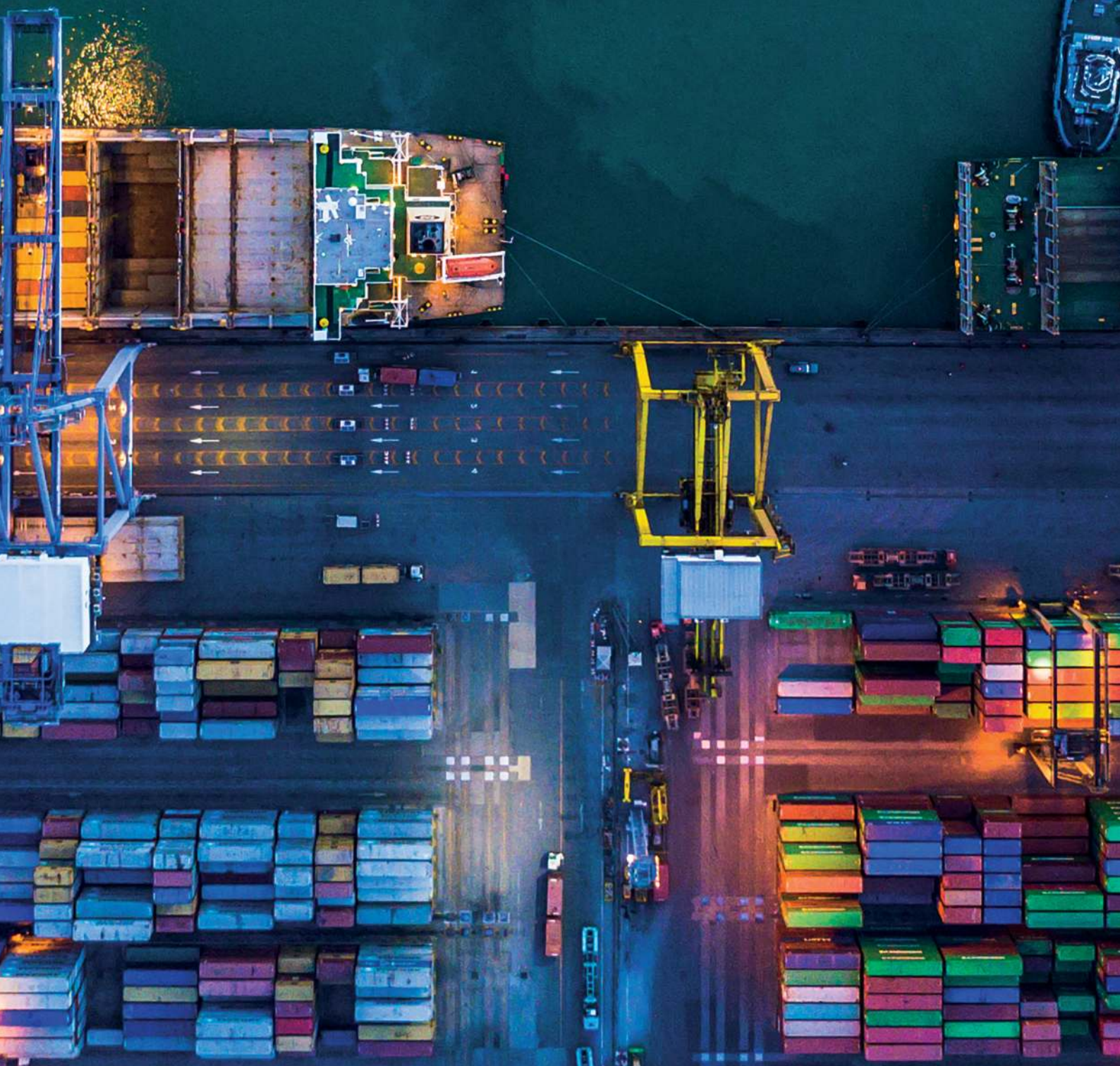


# TRUST FOR MOVING WORLD

COTECNA 









## Message from our CEO

In 2017, Cotecna embarked on a significant journey in order to position itself as a more dynamic challenger in the Testing, Inspection and Certification (TIC) industry. Our company has always been known for its people, its technical expertise and its human size.

Building on these solid foundations we laid over 40 years ago, we are currently investing in a number of different areas



**Our ambition is to provide best-in-class services to our clients. We look to constantly broaden our skills and our geographical network to better address their needs.**

with the view of constantly improving our capacity to best serve our clients. More specifically, we are increasing our geographical coverage, reinforcing our teams and expanding our

portfolio of services, especially within the agriculture, food, minerals and government sectors.

We have already achieved some significant milestones since our business transformation began. We acquired three companies in the last 24 months that will help us further strengthen our expertise and presence across Europe and India.

In parallel, we introduced our new brand. "*Trust for a Moving World*" reflects the essence of who we are today: a company whose clients can rely on to control their products, at a time when supply chains are becoming increasingly complex.

Our shareholding structure also evolved in 2018. Mr Frank Piedelièvre became majority shareholder while the Massey family continues to hold the remainder of the company's capital. This new chapter in Cotecna's history confirms a desire and commitment from both shareholders to build on past successes and further strengthen the company's profile and attractiveness in the long term.

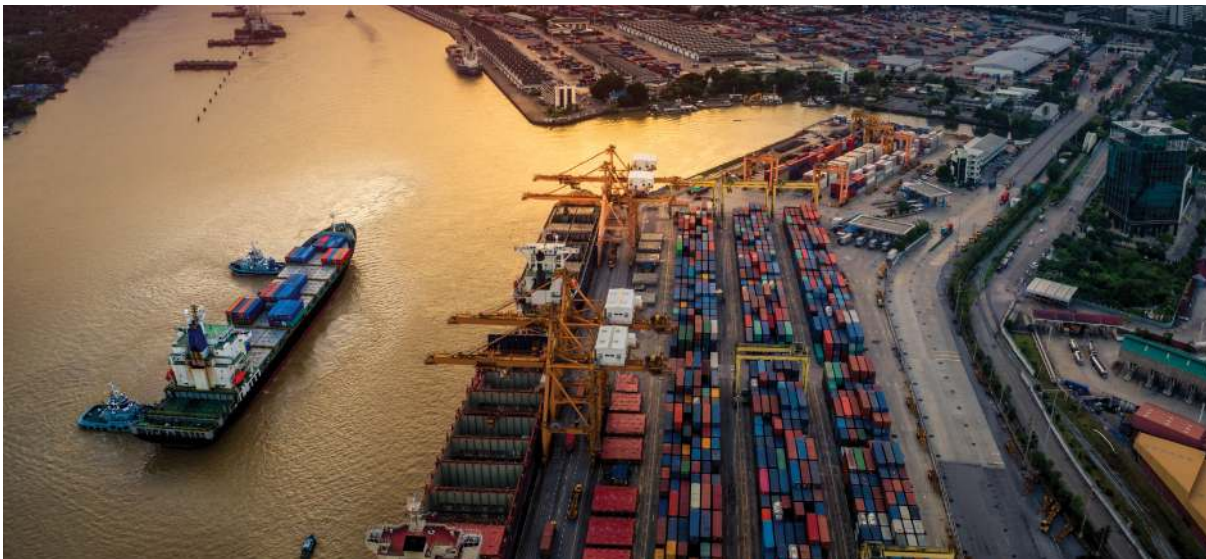
Today, our focus is to deliver best-in-class services to our clients by being reactive and providing them with innovative solutions. Thanks to our family background, long-term horizon, nimble size yet global presence, we are in a unique position amongst our industry peers. And while we continue to evolve, I have no doubt that we are well positioned to fulfil our ambition, which is to double our size in the next 5 years.

A handwritten signature in blue ink, appearing to read 'Sébastien Danaud'.

Sébastien Danaud  
CEO

**Cotecna is a global  
provider of testing,  
inspection and  
certification services.**





## Trust for a moving world

We offer solutions to facilitate trade and make supply chains safer and more efficient for our clients. Our technical expertise combined with the superior quality of our services and our ability to anticipate our clients' needs is what sets us apart.

Founded in Switzerland in 1974, Cotecna started off as a family business and has now grown to become a world-class international player with over 3,000 employees in more than 100 offices across approximately 50 countries. Today our trusted network of professionals and certified laboratories apply industry approved standards and provide proven expertise to help clients across four key sectors:

### Agriculture and Food

Safeguarding the integrity and safety of agriculture and food products is critical at every stage of the supply chain. Our inspection and testing services enable clients to mitigate risk and verify product conformity.

### Government and Trade

Governments face an increasing challenge to control legitimate trade whilst maintaining effective cross-border security. We offer them tailored

solutions and know-how in order to facilitate trade and help them boost their revenues.

### Minerals and Metals

Poor quality metals and minerals can be costly and damaging, both for the industry and the environment. Our highly reactive network of experts and laboratories enable our clients to verify product conformity and reduce risk.

### General Cargo

While manufacturing supply chains are becoming more and more complex, a business's reputation is increasingly reliant upon a fast-moving and adaptable inspection team. We offer a full range of services for general cargo, consumer goods and all types of manufactured products, including marine services, product inspection and testing, as well as technical assistance.

# Past and future pioneers

Since 1974, we have been innovating and expanding our network and service offering for businesses and governments worldwide. Some key highlights include:



## 1970s

Elie Georges Massey founded Cotecna in Switzerland in 1974.

## 1980s

Cotecna was selected by the Nigerian government to carry out a 'comprehensive import supervision scheme', which later became known as Pre-Shipment Inspection (PSI).

We partnered with United Nations agencies to inspect purchases of medical equipment and medicine.

## 1990s

We launched our first scanner and pioneered "destination inspection" in Ghana: a tailor-made verification and capacity building service to assist customs with the inspection of targeted imported goods upon arrival in a country.





## 2000s

New contracts were signed with governments in Angola, Burkina Faso, Republic of the Congo, Côte d'Ivoire, Mali, Nigeria, Senegal, Tanzania and Togo.

Expansion of our products and services offering, with the launch of risk management solutions, scanners, laboratory and certification services, cargo tracking and cargo superintending.

## 2010s

Our global network of offices became ISO 17020 accredited.

We consolidated our leadership position in the provision of non-intrusive inspections for customs, operating more than 70 scanners worldwide.

Cotecna's commercial arm continued to grow through the acquisition of new operations and became one of the top four players in the agricultural sector.

First two Verification of Conformity (VOC) contracts won, in Nigeria and Iraq.

## TODAY

In 2017, Sébastien Danaud took over from Robert Massey as CEO.

In June 2018, Frank Piedelièvre became majority shareholder and Chairman of the Board, while the Massey family maintains the remainder of the company's capital.



### What next...

Since 2017, Cotecna has been spearheading an important business transformation programme. We have significantly increased our global platform by investing in new laboratories and acquiring key companies, such as Timex Surveyors, NofaGroup and Shiva Analyticals.

Looking ahead, our strategy consists in further expanding our network through organic growth and acquisitions. We aim to:

- Reinforce our position as a global challenger in key TIC markets across various sectors such as agriculture and mineral testing and inspection, food safety services, consumer goods, and certification.
- Continue to drive the evolution of our Government & Trade Solutions portfolio and introduce new, pioneering technologies.

# What sets us apart

Building on the past 40 years of great achievements, we are now investing in and transforming the company for continued success in the future.

## OUR VISION

**We strive to be recognised as the most reliable and customer focused provider of testing, inspection, and certification services in our markets.**

We measure ourselves by the value we add, and by our ability and willingness to go the extra mile in delivering solutions for our customers.

Cotecna is a place where people, as entrepreneurs, find, create, and capture opportunities. This is how we develop our business. This in turn makes Cotecna a great place to grow for everyone.

## OUR MISSION

**We are determined to build a more efficient service delivery platform to better fulfil our customers' needs, in a continuously changing market environment.**



**We want to be reputed for our service quality, for our people, and their ability to use technical expertise and creativity to anticipate the needs of our customers. This is what makes Cotecna different.**

We invest to broaden our geographical network and expand our range of technical capabilities and skills. This allows us to offer a portfolio of services which is evolving along with our customers' needs.

We also invest to develop an agile organisation. An organisation that enables people to respond fast, take ownership, make decisions, and achieve results.

Cotecna is a people business, and together we create an environment that is inclusive, where great people can engage and grow.

## OUR VALUES

**Our core values are inspired by our family spirit and they guide our behaviour for future success.**

### We Act With Passion

We make sure to understand our customers, we build trust and we help them do their business better. We help each other to reach our goals, and we celebrate success together.

### We Care About People

We treat everyone with the highest level of respect and courtesy. We listen, we are responsive, available, and friendly. We create the right conditions for everyone to be engaged and take part in our journey.

### We Are Accountable

We take ownership to drive the business forward. We are not afraid to take risks. We make decisions and follow up on the execution. The way we act and behave according to our values defines good performance.

### We Communicate Openly

We speak honestly. We listen and respect different opinions, and we bring issues into the open. We ask for feedback to help us improve and we give feedback with the genuine intention to help.

### We Make It Happen

We are pragmatic and simple. We do what it takes to fulfil our promises. We prioritise carefully and dare to say no when needed. We learn from successes and failures, and we do this together with our customers.





## BUSINESS ETHICS

**Integrity is fundamental to the way we do business and is a key element of how we build our company.**

### Corporate Social Responsibility (CSR)

By supporting government agencies and businesses in controlling and monitoring different products and goods, Cotecna makes an effective contribution to the economic and social development of the countries in which we operate. However, our social contributions extend beyond the Group's commercial activities.

Our commitments to CSR represent a natural extension of our corporate philosophy, based on integrity, confidentiality and transparency. We are committed to improving educational facilities, housing and sanitary amenities, as well as providing fresh water supplies and medical treatments to those in need.

Our employees are very involved in local CSR initiatives carried out by their respective offices. These may vary from visiting schools or centres for disabled people, to taking part in fundraising events or helping build shelters for the disadvantaged.



# Our offering

## Commercial Services

Our aim is to provide the market with expert and independent assessments of the nature, condition, quantity and quality of certain goods, often measured against agreed contractual specifications or standards.

We offer bespoke services along the whole supply chain across key sectors, in order to minimise risk and maximise value for our clients at every step of the production, trade and transformation processes.

We verify, monitor, audit, weigh, count, sample, test and certify agricultural and food, minerals and metals, and general cargo products along their respective supply chains, helping industries to:

- Ensure the contractual conformity of commodity products and other goods under commercial transactions
- Protect consumers by ensuring the contractual conformity of consumer goods
- Detect fraudulent or counterfeit merchandise
- Assist customers in minimising the possible shortage of goods
- Speed up the import process
- Assist borrowers and lenders by setting up financing structures



-  Agricultural and Food Product Inspection
-  Agricultural and Food Product Testing
-  Conformity Assessment
-  ISCC Certification
-  Trade Finance Support and Assurance
-  Training

### Agriculture and food products

The feed and food industries are built upon the principles of integrity, safety and sustainability. Therefore close monitoring of each is paramount to ensure business compliance.

At Cotecna, we provide testing, inspection and certification services throughout the agro-food supply chain. From agricultural inputs to animal feed and food products, we help agro-science organisations, farmers, traders, food producers, insurers, transporters, financial institutions, governmental organisations, and others, concentrate on their core business while preserving quality and mitigating risk.

Capitalising on our worldwide network of specialists and laboratories, we offer clients a complete set of quantitative and qualitative services designed to best fit their needs. Each service helps to reduce a business's exposure to risk and ensure contractual conformity and greater transparency by extension.







### Metals, minerals and fertilisers

Cotecna operates a global network of inspection teams and state-of-the-art accredited minerals testing laboratories in selected trade markets in addition to operating on-site testing facilities for top mining and industrial players.

Samples are collected from the cargo flows by our teams of dedicated and experienced inspectors for preparation and testing at accredited facilities or under our direct supervision. We provide services at mining sites, beneficiation and processing plants, storage and land transport facilities, and load/discharge ports.

We also specialise in the inspection of fertilisers, scrap metal, steel and other metal products in key emerging markets.



Inspection Services



Laboratory Testing



Conformity Assessment



Trade Finance Support and Assurance



Training



Product Inspection



Laboratory Testing



Conformity Assessment



Trade Finance Support and Assurance



Audits

### General cargo

Cotecna closely monitors changes in safety and quality standards for consumer goods and offers inspection and analysis services for the entire supply chain, from raw materials to finished products throughout the different stages of production and packaging. We operate on a wide range of products, from consumer goods to manufactured products and special purpose machinery.

With our worldwide network of inspectors and accredited laboratories, we are able to coordinate our activities among producers, distributors and retailers in different countries to ensure the quality and conformity of goods and compliance with health and safety standards.

## E-dox

Cotecna developed E-dox™, a state-of-the-art solution to issue e-documents that are fully compliant with eUCP-600 requirements.

The E-dox™ solution enables the transmission of e-certificates by email instead of the traditional paper certificates and significantly speeds up and secures the process of transmitting such documents.

## Our offering

### Government & Trade Solutions

In line with our objective to contribute to the development and modernisation of customs administrations and governments agencies worldwide, Cotecna has developed customised systems and services that are proven to enhance customs capacity to manage core functions in an effective and sustainable manner. Our services aim to:

- Facilitate world trade through tailor-made solutions.
- Speed up the customs clearance process.
- Ensure the application of the international regulations and directives in force.
- Secure and improve customs revenues.
- Provide capacity building for customs authorities through training and the transfer of skills and technology.
- Reduce the possibilities of fraud, tax evasion and tariff discrimination.
- Strengthen national security (ports, airports and border crossings).



### Verification of Conformity (VOC)

Cotecna's VOC programmes successfully verify that imported products are in compliance with the applicable norms and standards, national regulations and technical requirements of the importing countries prior to shipment.



### Transit Monitoring Solution – Cotrack®

Turnkey solution specifically designed for customs to enhance their capability to monitor goods in transit, combat fraud whilst facilitating trade.



### Integrated Valuation and Classification Centre – ValueQuest®

Innovative platform offering technology-based services designed to boost customs revenues through the set-up of a National Valuation Database.



### GSM Device Monitoring – MobiClear

Real-time monitoring solution that helps authorities combat mobile device fraud and enhance national security, while raising tax revenues.



### Cargo Scanning Services

We are pioneers in non-intrusive inspection services for customs & security authorities, ensuring trade facilitation and borders security.



### Inspection Management Platform – Coview

Innovative solution that connects non-intrusive inspection technologies for controlling events in the field in real time, thereby improving customs operational excellence.



### Automated Risk Management – CRMS®

Field-proven risk management solution designed to strengthen customs administrations' capabilities in order to fight illicit trade.



### Property Tax Solution – Atlas®

An integrated end-to-end solution designed to assist local governments in managing the entire value chain of the property tax system.

## Cotecna's Leadership Team



Cotecna's strategic development is guided by a highly experienced senior leadership team.

The company is led by Sébastien Danaud, who joined Cotecna in 2016 to drive the rapid expansion of the Commercial Division. He was appointed CEO in 2017.



**Sébastien Danaud**  
Chief Executive Officer



**Frank Piedelièvre**  
Chairman of the Board



**Robert Massey**  
Director of the Board



**Guido Dori**  
Chief Development Officer



**Fabrice Etienvre**  
Head of Government and Trade Solutions



**Mathieu Gourlet**  
Chief Human Resources Officer



**Romain Petit**  
Chief Operating Officer



**Jean-Frédéric Thomas**  
Chief Financial Officer



# Global network



## Accreditations

International Organization for Standardization:

- ISO 9001:2015
- ISO 17020:2012 – ANAB
- ISO 17025:2005
- ISO 17065:2012

## Memberships\*

- FOSFA Federation of Oils, Seeds and Fats Associations.
- GAFTA Grain and Feed Trade Association.
- IFIA International Federation of Inspection Agencies.
- ISCC International Sustainability and Carbon Certification. IFA International Fertilizer Association.
- SAL Sugar Association of London / RSA Refined Sugar Association. ICA International Cotton Association.
- FCC Federation of Cocoa Commerce.

\*Some of these memberships are country-specific.

[cotecna.com](http://cotecna.com)

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