We create trust

Kiwa in 2021

Partner for Progress
Dear reader,

For over a year now, we have been in a global crisis that hits the world on a scale most of us haven’t experienced before. Who could have predicted that our daily lives could change so profoundly as they have since Covid-19 measures were set in countries one after the other? For sure, the years 2020 and 2021 will be remembered for the profound impact Corona had on our lives.

But even so, life goes on. Humankind adapts. Copes. Searches for solutions. We at Kiwa have customers to service, and fortunately we still can, thanks to colleagues that adapt to these unique circumstances. They perform remote audits. Make sure inspections and tests go on uninterrupted while keeping social distance. Work hard from their homes. That’s something to be proud of – and I am.

Still, 2021 is and will be a year of challenges for many people and many companies, and Kiwa will be no exception. But we are in a strong position to survive, to defy the waves we have to navigate, to move along with economic developments, even when adverse. And that’s because we have a solid base to rely on. We have proved that in 2020.

This brochure highlights Kiwa as a company: who we want to be, how we aim to work, what we want to accomplish together with our customers and other stakeholders. It all shows a strong, healthy, ambitious, reliable, engaged and expanding company. An international TIC leader with widespread activities, set to decide its own independent course – even, or indeed even more, during adverse times.

Over 5,000 professionals across the globe stand tall to make it happen - now including North America. We are highly motivated to realize our new Kiwa Route 2025 strategy and achieve our goals, together with all our customers, employees and other stakeholders. We are Kiwa.
This is us

We are Kiwa, a global leader in Testing, Inspection and Certification (TIC). With our certification, inspection, testing, training, consultancy and data services, we create trust in our customers’ products, services, processes, (management) systems, personal capabilities and environmental performance. Ambitious, reliable and engaged. Thus, we help them to improve their businesses.

As a Partner for Progress, we do so in many industry sectors and market segments, ranging from (drinking) water and renewable energy, construction and industry assets to medical devices, food, feed & farm, radio and wireless and fire safety. We support customers in manufacturing and process industries, (business) services, public and private utilities, governments and international institutions.
Kiwa at a glance

Key figures

Operating income

<table>
<thead>
<tr>
<th>Year</th>
<th>€ million</th>
</tr>
</thead>
<tbody>
<tr>
<td>2020</td>
<td>563</td>
</tr>
<tr>
<td>2019</td>
<td>522</td>
</tr>
<tr>
<td>2018</td>
<td>487</td>
</tr>
<tr>
<td>2017</td>
<td>477</td>
</tr>
<tr>
<td>2016</td>
<td>435</td>
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Growth

<table>
<thead>
<tr>
<th>Year</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>2020</td>
<td>7.8</td>
</tr>
<tr>
<td>2019</td>
<td>7.1</td>
</tr>
<tr>
<td>2018</td>
<td>2.1</td>
</tr>
<tr>
<td>2017</td>
<td>9.7</td>
</tr>
<tr>
<td>2016</td>
<td>31.2</td>
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EBITDA

<table>
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<tr>
<th>Year</th>
<th>€ million</th>
</tr>
</thead>
<tbody>
<tr>
<td>2020</td>
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<tr>
<td>2019</td>
<td>77.4</td>
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<tr>
<td>2018</td>
<td>73.8</td>
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<tr>
<td>2017</td>
<td>62.5</td>
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<tr>
<td>2016</td>
<td>53.4</td>
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Margin

<table>
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<tr>
<th>Year</th>
<th>%</th>
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</thead>
<tbody>
<tr>
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<td>17.0</td>
</tr>
<tr>
<td>2019</td>
<td>14.8</td>
</tr>
<tr>
<td>2018</td>
<td>15.2</td>
</tr>
<tr>
<td>2017</td>
<td>13.1</td>
</tr>
<tr>
<td>2016</td>
<td>12.3</td>
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Excluding Shield Group (divested March 2019)
2016-2018: like-for-like estimation for IFRS16

Colleagues

<table>
<thead>
<tr>
<th>Year</th>
<th>Head count (at year end)</th>
</tr>
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<tbody>
<tr>
<td>2020</td>
<td>5,336</td>
</tr>
<tr>
<td>2019</td>
<td>4,526</td>
</tr>
<tr>
<td>2018</td>
<td>4,809</td>
</tr>
<tr>
<td>2017</td>
<td>4,762</td>
</tr>
<tr>
<td>2016</td>
<td>4,694</td>
</tr>
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</table>
Company structure

Internal expertise,
assets, colleagues

We create trust 2021

International presence

Americas
Brazil, Chile, Colombia, Costa Rica, Dominican Republic, Ecuador, Guatemala, Netherlands Antilles, Mexico, Paraguay, Peru, Surinam, United States of America

Europe
Belgium, Denmark, Estonia, Finland, France, Germany, Italy, Latvia, Lithuania, The Netherlands, Norway, Poland, Portugal, Spain, Sweden, Turkey, United Kingdom

Asia-Pacific
Australia, China, India, South Korea, Taiwan
Kiwa
then, now & tomorrow

Kiwa then
Present-day Kiwa consists of three independent Service Lines: Kiwa Assurance, Kiwa Information and Kiwa Asset Health. As distinctive as they are in their services, they share a common heritage in that they once were founded as national, partly (semi-) governmental bodies with a mandate to guard quality and safety in a specific market segment. Kiwa was founded by the Dutch Water Works in 1948 as a not-for-profit product certification company to safeguard the quality of drinking water appliances and materials. For similar reasons, the Dutch gas utilities sector established Gastec (now Kiwa Technology) even earlier, in 1929. Inspecta, now the core of Kiwa Asset Health, was born in 1975 when Finnish State founded the so-called Technical Inspection Centre for power plants, just like Swedish State founded the roots of Inspecta Sweden in 1977 with the National Test Facility. Over the years, our activities have expanded to include many other markets. Kiwa became part of ACTA* Holding in 2006 after a management buyout and transfer of shares to ABN AMRO Participaties. Since 2011, NPM Capital supports ACTA* development as main investor. Inspecta joined ACTA* in 2015.

Kiwa now
Kiwa is an international leader in Testing, Inspection and Certification (TIC). Nowadays, all companies operate under the Kiwa brand, united under the Kiwa beaver logo. We provide expert services in areas such as building materials, oil, gas & chemicals, management systems, transport & mobility, retail, agri-food and utilities. We are a robust and recognizable international quality organization with a complete TIC portfolio, including training, data and consultancy services, creating trust in international markets for many thousands of customers. For size and footprint, we are part of the global TIC top 20 and we are a Global Board member of the international TIC Council.

1895
First mentioning of the drinking water quality activities of what will become Kiwa

1929
Dutch utilities sector establishes Gastec, now Kiwa Technology

1948
Dutch drinking water companies formally establish Kiwa NV

1975
Finnish State founds Technical Inspection Centre, predecessor of Inspecta

1977
Swedish State founds National Test Facility, a predecessor of Inspecta
We create trust.

Kiwa tomorrow: Route 2025

Thanks to the customer focus, expertise, energy and creativity of all Kiwa employees in our Kiwa Family, we are convinced that our successful approach will ensure robust growth and solid results in years to come. To achieve this, we have formulated a strong ambition in our new Kiwa Route 2025 strategy concerning size, strengths, leadership, reputation, financial performance and customer orientation. Addition of companies and alliances in various niches and several countries will drive accelerated growth. Kiwa will retain a center of gravity in Europe but will spread to and strengthen its position on other continents as well, including North America. We will follow developments in rapidly evolving Manufacturing and Exporting Countries, like Latin America and in the Asia-Pacific region, and those of international corporations and trading partners.

We decided to accelerate Kiwa’s growth rate to provide our customers with the best possible services and to achieve our ambition of being a leader in targeted niche markets. This ambition for relevance is the driving force behind our customer-centered services, operational efficiency and profitability. In order to realize these objectives, we have assembled the necessary blend of expertise, quality of service provision, excellent reputation, and a strong market position.
Our achievements in 2020 and the first part of 2021

Organizational development
We made considerable efforts to achieve organic growth over the past years and did so in 2020 and the first part of 2021 as well. Our growing geographic spread of activities across various market segments contributed well. Our emerging countries maintained their growth rate while new operational units considerably contributed to our growth ambitions. We continued building upon our established corporate framework for all Kiwa entities around the world to strengthen ties within the Kiwa Group. This framework includes new ways for digital cooperation, both among colleagues and with customers, a strong website structure, customer support and business processes alongside tools to improve day-to-day operations.

New Kiwa companies
In 2020, several companies decided to join Kiwa including BCC for system certification in China, RMG fire safety inspections in Denmark, KVVM for warehouse inspections as well as AQS Nederland for agricultural inspections in the Netherlands. Stakes in Compass for system certification in Australia and the testing laboratory CreiVen in Italy were increased. Thereby, service offering to our customers was broadened again in line with our Kiwa Route 2025 plans. Divestments concerned ExVision (ATEX services) in the Netherlands and Electricity Grid Inspections in Finland who had both become subcritical. In 2021, additions to Kiwa so far included PVEL in the USA (solar), DARE!! Services (EMC, radio/wireless and medical devices testing) and Hudson Cybertec (cyber security) in the Netherlands, Wijnveld (fire safety) in Germany and IFC Group (fire safety) in the UK. We expect to continue growth in 2021 by further developing Kiwa’s fire safety services in several countries and strengthening our international position in wireless communication, IT security and the renewable energy area.

We adapt and adjust to circumstances to move on.
After quadrupling in size between 2006 and 2013 and again having doubled our size between 2013 and 2018 while keeping our high level of quality and customer service, we are in an excellent position to survive. While no one can predict the outcomes of the current unique situation, we look at Kiwa’s future prospects with confidence.
We aim to be top of the class in expertise, quality, innovation, and customer orientation

**Future prospects**

International presence, independence, further growth and brand recognition are the prerequisites for the continuity of Kiwa’s global service provision to clients. We aim to achieve this goal by being top of the class in expertise, quality, innovation, and customer orientation. We will keep developing ourselves as a solid Partner for Progress.

Kiwa’s markets evolve rapidly. Customers seek trust and at the same time require innovative services, reliability and value for money. For Kiwa, these developments offer ample opportunities for further growth. At the same time, we face the reality of consolidation and competition and the consequences of a global crisis due to the Corona virus. We adapt and adjust to circumstances to move on. After quadrupling in size between 2006 and 2013 and again having doubled our size between 2013 and 2018 while keeping our high level of quality and customer service, we are in an excellent position to survive. While no one can predict the outcomes of the current unique situation, we look at Kiwa’s future prospects with confidence.

2017

Company-wide rebranding to Kiwa; close cooperation with NIBE (Netherlands); expansion in France, Finland and Australia.

2018

Expansion into Portugal; further expansion in the UK, Germany and Finland.

2019

Acheta (UK), AQS (France, Poland), FORCE (Sweden), Hobéon (Netherlands), Kalibra (Turkey), Moroni & Partners (Italy), QMSI (Germany, Netherlands) added; Shield Group chooses new course outside of Kiwa.

2020

Expansion via BCC (China), KvVM, AQS (Netherlands), RMG (Denmark), Compass (Australia), CreiVen (Italy); divestment of Extend (Norway), ExVision (Netherlands), Electricity Grid Inspections (Finland).

2021

PVEL (USA), DARE!! Hudson Cybertec (Netherlands), Wijnveld (Germany) and IFC Group (UK) join Kiwa.
At Kiwa, our purpose is to be a ‘Partner for Progress’ for our customers, their customers and all our other stakeholders. We are an impartial, innovative and engaged partner that aims for long-term relationships based on professional equality. We create trust in the quality, safety and sustainability of our customers’ products, processes and services.

Independence
Kiwa operates as a strictly independent expert. We understand the crucial importance of objectivity and impartiality and we are not involved in any production, trading, distribution or other activities that might compromise it. There is a strict separation between our certification services and activities like training courses and technological consultancy. Decisions and reports connected to our operational activities, such as certification, testing, inspection, technology and research, are made without any external influence. We regularly analyze our activities to preserve our objectivity and impartiality and to identify any potential conflicts of interest. Our activities are being reviewed by governmental control bodies and by various accreditation institutions, who are audited by external organizations and awarded hallmarks by national and international governmental bodies.

Read our Independence statement here:
How we service Corporate Social Responsibility

Kiwa operates at the heart of society: our aim is to create trust in quality, health, safety and sustainability in our daily lives at work and at home. We verify that products, processes, organizations, living and working environments are as clean, healthy, safe and sustainable as possible. In doing so, we create trust, transparency and a level playing field for all parties involved, both private and public. Thus, we aim to improve and sustainably develop society, both globally and locally, for the benefit of all. Corporate Social Responsibility (CSR) is in the very core of these activities, but we strive for more. In our CSR Route 2022, we have formulated goals and focal points for the coming years. They include adherence to the CSR Performance Ladder, shrinking our CO₂ footprint, further improving our employees’ health, safety and satisfaction, intensifying stakeholder voice and enlarging the impact of our services on sustainability, including embedding the UN’s Sustainable Development Goals (SDGs) into our activities.


Kiwa Code of Conduct and Compliance

The Kiwa Code of Conduct and Compliance is a frame of mind for employees and an 8-fold statement towards all Kiwa stakeholders. It’s about acting professionally and doing business with integrity. About upholding our clients’ reputations as well as our own. About treating people and the environment honestly and with respect. About working together and considering the ethical dimensions of our actions. Thus, it sets out the basic principles that guide our activities and the activities of the parties we work closely together with.

The Kiwa beaver

Kiwa companies are as varied as the markets and customers they serve. Still, they are all part of one Kiwa Family and therefore share the same look and feel.

Our mascot, the beaver, plays an important role in our corporate identity. It distinguishes us from other companies in the TIC sector. But there is more. The beaver is inextricably linked to our origins in the water and construction sectors, and to many of our values. It ensures a safe shelter for other creatures: a tree gnawed by a beaver can protect and feed many animals. At Kiwa, we aim to guard people’s health and safety in all we do. The beaver’s work ethic is unparalleled; it works hard, efficiently, in teams, thorough and meticulously – just like us. A beaver will only be found in a healthy natural environment, which is exactly what Kiwa provides many services for. And the beaver is nature’s architect: the trees he takes out make room for new flora and his dams provide a living environment for water life. He brings about progress. Just like us at Kiwa.