



ACTIVITY

**World benchmark
in construction and structural
repair**

Post-tensioning, construction methods, cable-stayed structures, structural accessories, structural reinforcement, concrete repair, reinforcing steel protection, earthquake protection and specialised maintenance - Freyssinet makes its specialist services available in two major fields: construction and structural repair.

SPECIALITY

CONSTRUCTION & REPAIR

REVENUE

€715m

EMPLOYEES

8,200

ORDER INTAKE

- Reinforcement of the P2 bridge at Orly Airport, France
- Refurbishment of the Kpémé wharf, Togo
- Ihsaniye and Kalyon viaducts, Turkey
- Rogun Dam, Tajikistan
- Phuoc Khanh and Binh Khanh cable-stayed bridges, Vietnam
- San Martin Viaduct, Argentina

**INNOVATION,
CLIENT
FOCUS,
PROACTIVE
APPROACH**

Repair of the Mesches Dam, France



Repair of the Aconcagua and David Garcia bridges over the Aconcagua River, Chile



From: **Patrick Nagle, Chief Executive Officer**
Subject: **Three questions for...**

What were the main changes in your markets in 2017?

The overall revenue of the Group remained stable, but a number of geographic areas were particularly buoyant – especially the United States and above all Asian markets such as Hong Kong, Indonesia, and Malaysia, where we generated record revenue in 2017. In Europe, we did well in France, where repairs account for 90% of our business volume. Strong regional locations, detailed market analysis and robust marketing were the key thrust of the strategy that generated strong growth. In Latin America, new markets are opening up in Peru, Argentina and Chile.

What proportion of Freyssinet's business volume does the repair activity account for?

A bit more than 40% worldwide. Our activity is concentrated on new construction and structural repair. In terms of overall growth, the repair activity is expected to increase substantially. Freyssinet also stresses client service and our proactive sales and marketing work provides real added value. Freyssinet is also expanding in areas related to major global issues such as wind energy and earthquake protection, where we have innovative solutions to offer.

What are your priorities in 2018 and afterwards?

One of Freyssinet's strengths is its teams' ability to go outside their technical comfort zone and to take controlled risks. We need to continue to do that because there are enormous challenges in the construction sector that need to be addressed. Prestressing, cable stay protection, new materials and digital analysis are some of the areas in which our R&D teams are coming up with innovative solutions. We also want to work more closely with our clients, listen to them, better understand their needs and build suitable solutions together with them.

