



ACTIVITY

World leader in retaining structures

The Terre Armée Group, which introduced the Reinforced Earth® technique, has unrivalled experience in reinforced backfill and soil-structure interaction. Its techniques are applied in projects ranging from roads and motorways to railways, industry, the environment and water engineering.

SPECIALITIES

RETAIN, CROSS, PROTECT

REVENUE

€228m

EMPLOYEES

890

ORDER INTAKE

- Christchurch Northern Corridor, New Zealand
- Slope stabilisation and road reconstruction, Tindharia, India
- Reinforced Earth® access ramps, Kearsarge Extension Project, Canada
- Stone Oak Parkway project, Texas, United States
- İkitelli Integrated Health Campus, Istanbul, Turkey
- TER access ramps and retaining structures, Dakar, Senegal

HEAVY INVESTMENT IN OUR INDUSTRIAL ACTIVITY



Reinforced Earth® walls along the Paris-Bordeaux high-speed rail line, France



Danang – Quang Ngai expressway,
Vietnam



Customised facing panels for Reinforced Earth® walls along
the Horseshoe motorway, Dallas, Texas, United States



Interchange, Macleod Trail and 162nd Avenue,
Calgary, Canada



From: **Vincent Oudin, Chief Executive Officer**
Subject: **Three questions for...**

How did business develop at Terre Armée in 2017?

Business volume grew in all the world regions where we operate, with the exception of Europe. This goes for all three business activities. The Retain solutions that account for more than 80% of our overall volume and the Cross solutions that account for more than 10% were driven by the buoyant global infrastructure construction market. Protect – i.e. protection from environmental risks such as rockfall, avalanches, coastal and river erosion, etc. – is an area where the need for investment is growing rapidly and where Terre Armée has a strong position. On all three markets, we have set our sights high in terms of diversification and geographical locations.

Within that strategic framework, what were your priorities?

Above all, to make the most of our global leadership, our presence in some 40 countries and our collective expertise in order to better meet the expectations of our clients across all countries. We are working to organise a global innovation network, to optimise our engineering and purchasing tools and methods and make them uniform and to set up more interactive communication with our clients and partners. All these "projects" are closely related to the digital transformation of our company. A fourth focus is the industrial dimension of our activity. We are increasingly fabricating the materials we use on our sites and are planning to invest heavily in extending our existing factories and opening new ones starting in 2018.

How does Terre Armée's range of solutions and services stand out from the competition?

We create value by proposing and implementing solutions that are as comprehensive as possible. Clients do not come to us to buy off-the-shelf products but rather to seek solutions that include products, services and engineering. Value engineering is a big part of our business. To address a problem, we optimise the solution for the benefit of the client. That is probably where the Terre Armée teams really come into their own.