



ACTIVITY

Key soil investigation, improvement and remediation provider

Menard develops foundation solutions based on ground improvement and reinforcement technologies. Its treatments eliminate the need for the deep foundations traditionally used to support surface structures. The Group also operates throughout the infrastructure life cycle, offering expertise in soil investigation and remediation through its ConeTec and Remea brands.

SPECIALITY

GROUND IMPROVEMENT

REVENUE

€320m

EMPLOYEES

1,200

ORDER INTAKE

- I-295 Direct Connection project, Camden County, New Jersey, United States
- Avenida del Rio project, Baranquilla, Colombia
- Port of Brest expansion, France
- South Spine project, Abu Dhabi, United Arab Emirates
- Sydney metro, Australia
- Soil remediation in Huningue, France

Highway TH169 – Nine Mile Creek project, Minnesota, United States



Latam storage area, Bogota, Colombia



Free Trade Zone in the East Port Said Industrial Area, Egypt





**OUR
STRONG
POINT: OUR
ABILITY TO
SIMPLIFY
COMPLEX
ISSUES**

New Palmas Altas shopping centre, Seville, Spain



From: **Marc Lacazedieu, Chief Executive Officer**
Subject: **Three questions for...**

Was 2017 a growth year for Menard?

I would say it was a very good organic growth year in Europe, the Middle East and Latin America and to a lesser extent in Asia and Australia. We marked time in North America after several years of outstanding results. In all these markets, our momentum was driven by several major projects and above all by the in-depth work we have done there. Our subsidiaries, which have strong local roots, ensure an ongoing volume of recurring projects.

How did your scope of activities change?

We made one major acquisition when we bought the Canadian ConeTec company, which specialises in geotechnical site investigation. We also boosted our positioning in remediation by setting up our Remea brand. Menard now has three complementary business lines. ConeTec carries out the geotechnical site investigations needed to design projects such as settling ponds for mine tailings. The company operates primarily in Canada, the United States and South America, but there is a potential market on all continents. Menard's longstanding business activity, ground

improvement, is provided by about 30 subsidiaries around the world. Lastly, the Remea remediation activity is set to expand in countries that have pollution remediation standards and regulations; outside France, we provide this service in Australia and Poland. We are pushing these three business lines beyond their current boundaries, via the Menard network.

What is the common added value of these business activities?

Our ability to simplify complexity. Ground characteristics can never be perfectly identified and qualified. We know how to manage this complexity and come up with simple solutions to enable our clients to cope with it. This is based on heavy investment in R&D. The Menard "hives", the collaborative innovation programme introduced in 2016, enabled us to identify several key topics last year that we are now working on, the goal being to round out our range of efficient, competitively priced techniques.