



ACTIVITY

## World benchmark in foundations and soil technologies

Soletanche Bachy delivers comprehensive main contracting capabilities for large infrastructure projects as well as the complete range of specialist capabilities in geotechnical processes, special foundations, underground works, marine facilities and ground improvement.

SPECIALITY

### FOUNDATIONS

REVENUE

€1,517m

EMPLOYEES

10,215

ORDER INTAKE

- Portage Lakes Dam, Ohio, United States
- Highway A019, Córdoba, Argentina bypass
- Light rail section between the Pont de Sèvres and Fort d'Issy – Vanves – Clamart stations, France
- Trans Adriatic Pipeline, Albania
- High-speed train and metro station for the new airport in Istanbul, Turkey
- Parramatta Square urban renewal project, Australia



City Rail Link,  
Auckland, New Zealand



ALTO tower,  
La Défense – Paris, France



Port of Brighton, Trinidad and Tobago

From: **Christophe Dauchy, Chief Executive Officer**  
Subject: **Three questions for...**

### **What were your markets like in 2017?**

More or less everywhere, economic growth and expanding urbanisation supported demand for residential buildings and industrial and commercial infrastructure. Furthermore, for several years now large metropolitan areas have been focusing on mobility, which has prompted the development of new metro and light rail lines. Against this backdrop, the Soletanche Bachy teams focused in 2017 on proposing innovative and suitable solutions to meet the expectations of their clients. The Group's revenue increase reflects their success. Activity was particularly strong in large infrastructure projects such as the iconic Grand Paris programme and the Hong Kong airport extension project, to mention only two.

### **Does the combination of major projects and local contracts constitute one of the keys to the Group's strength?**

We try to make sure our order book is balanced and reflects our strategic model, which is based on a local/global approach. It is supported by the two pillars of our organisation. On the one hand we have our local subsidiaries, which often handle "small" projects; they are firmly rooted in their markets and operate close to their clients. On the other, we have Soletanche Bachy International, which carries out major projects around the world and focuses on expanding into new activities such as marine works and into certain market segments such as dams and nuclear engineering. These two pillars complement each other and give our model its strength.

### **What is THE priority for 2018 and thereafter?**

One of our priorities is to strengthen and improve our relationships with our clients. We must see to it that we get to know them better and understand them better in order to better meet their expectations. Digital tools can help us do that, but client relations are above all a matter of client experience, which we must all work to cultivate and improve. It is central to our focus.



Rivière des Galets Bridge,  
Reunion Island, France



Whitechapel Station, London,  
United Kingdom

**OUR  
CENTRAL  
FOCUS:  
THE CLIENT  
EXPERIENCE**