



**FAYAT**

**No.1** INDEPENDENT  
CONSTRUCTION GROUP **IN FRANCE**

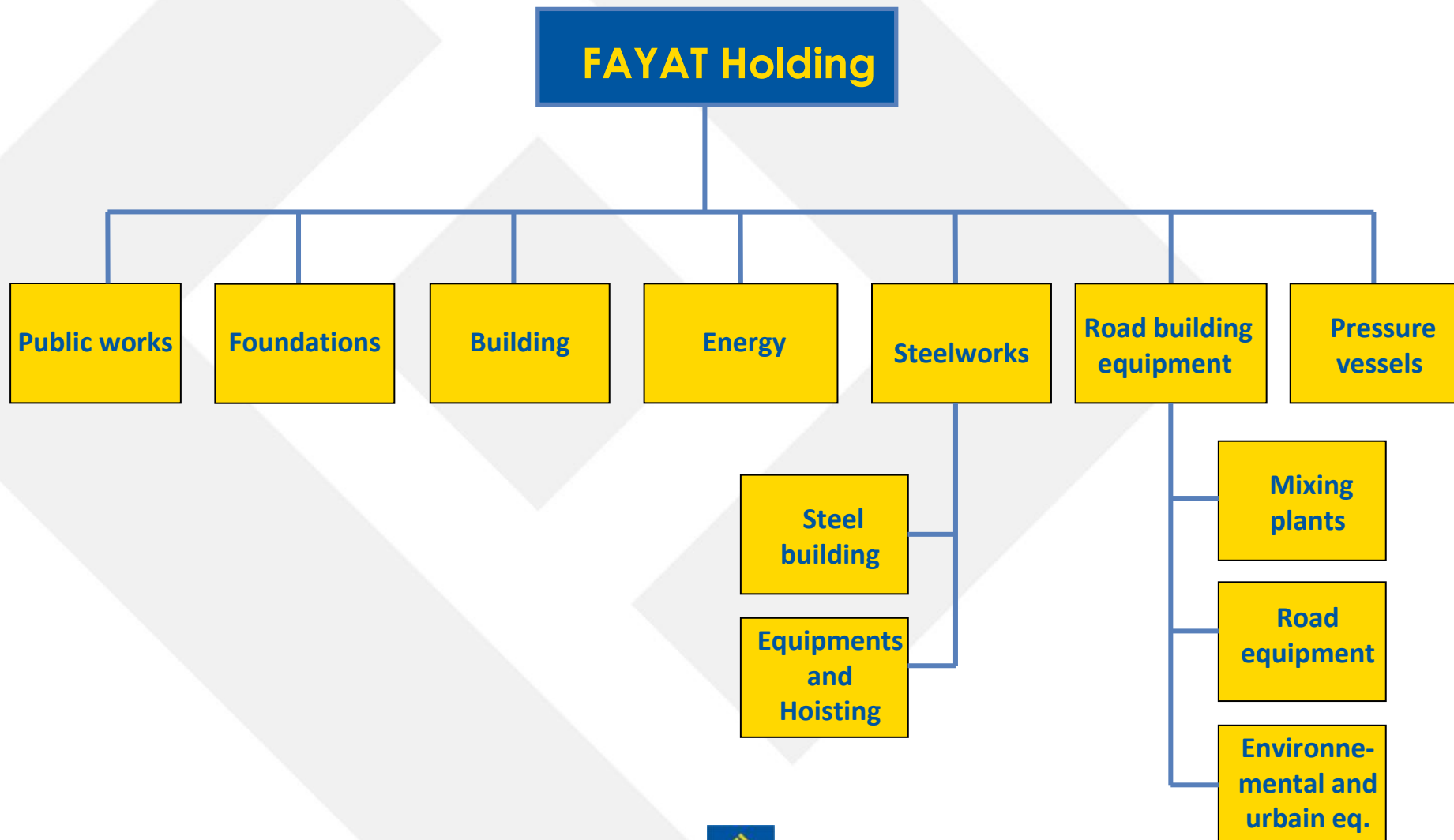
# A French family-owned group with international scope

- Founded in 1957 in the Bordeaux region by Clément FAYAT
- International, 100% independent Group
- Highly diversified, the group's 7 core businesses are:
  - Civil engineering and Foundations
  - Building
  - Steelworks
  - Energy
  - Road building equipment
  - Handling and hoisting equipment
  - Pressure vessels

**FAYAT: a presence in 120 countries**



# An organisation with 7 major core businesses



# Locations in France



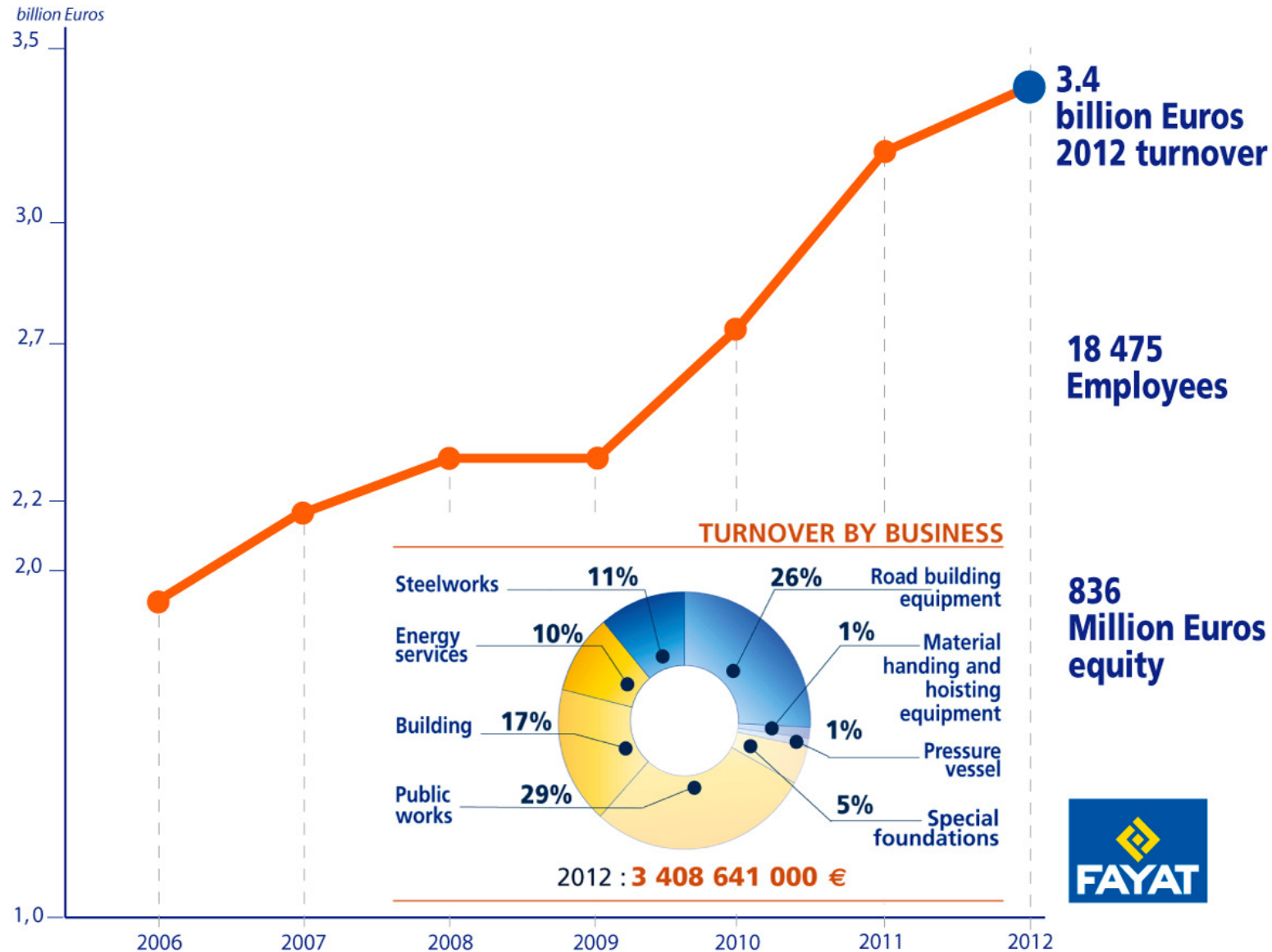
# Locations in Europe



# Worldwide presence



# FAYAT's continuous growth in figures



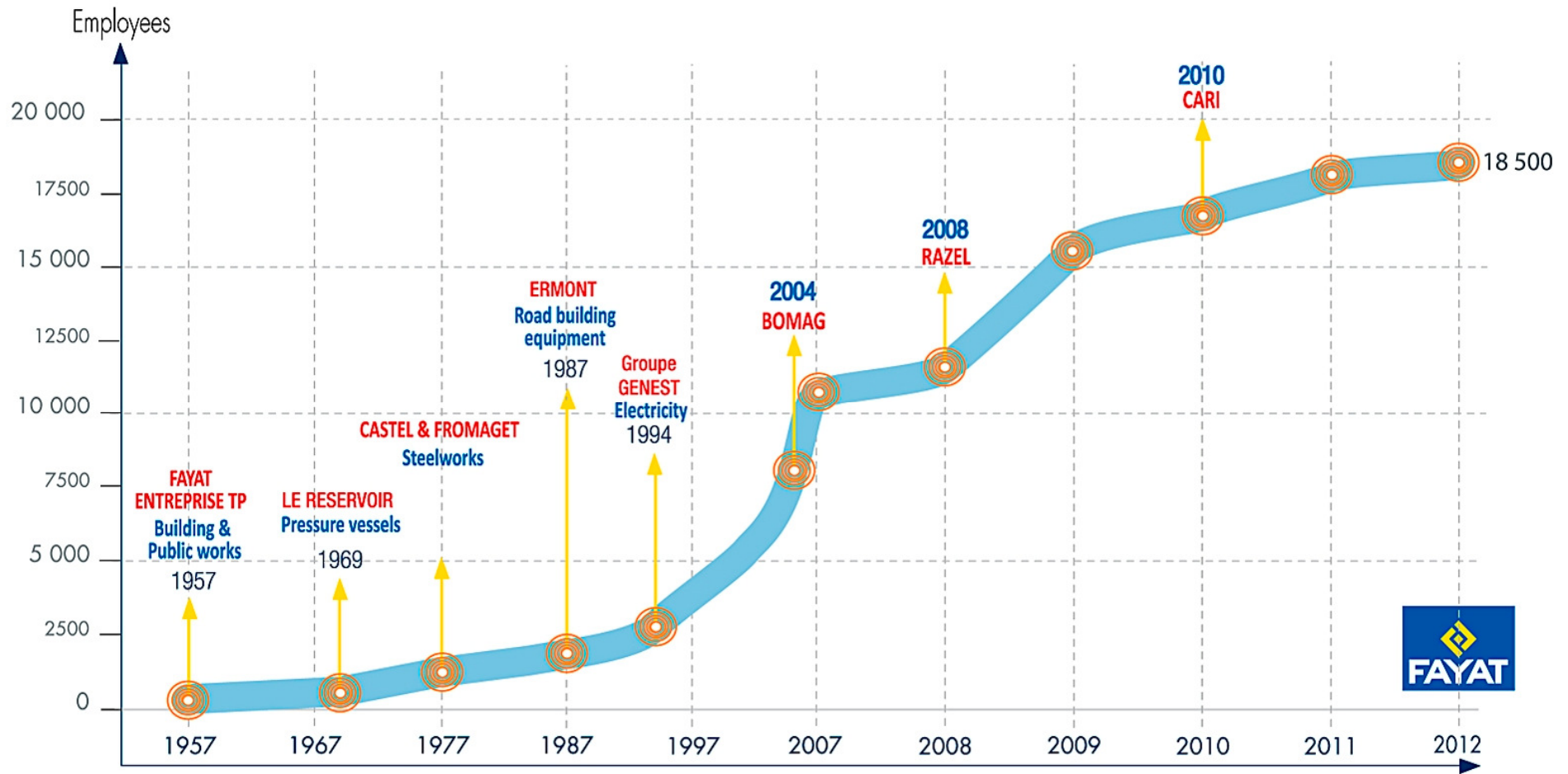
**3.4 billion Euros  
2012 turnover**

**18 475  
Employees**

**836  
Million Euros  
equity**



# A constant development strategy





# Public works and foundations

**1<sup>st</sup> independent group in France**



*High-speed line Rhin-Rhone – Razel-Bec*



*Foundations – Franki Sud*



*Koudiat Acerdoune dam, Algeria – Razel-Bec*



*Tramway de Bordeaux – Fayat TP*



*Tunnel du Fréjus France-Italie – Razel-Bec*



*Réacteur Jules Horowitz – Razel-Bec*

**6 750 employees**  
**29 % of the turnover**

**Civil engineering - Foundations**  
**Underground works - Earth works**



# Public works and foundations

## More references



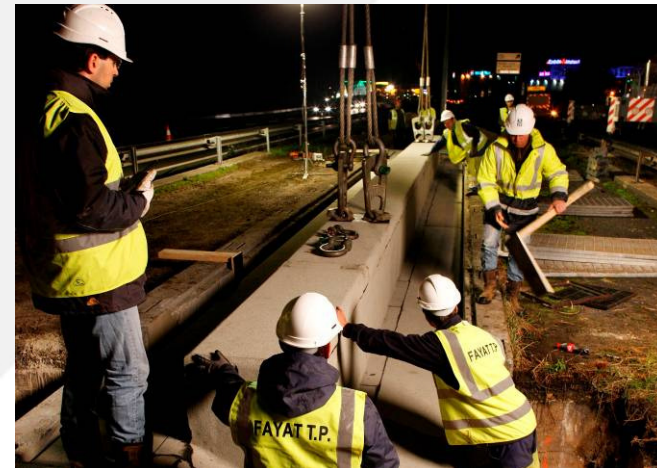
Road in Cameroun – Razel-Bec



Paris metro - Urbaine de Travaux



Massy Campus – Sefi-Intrafor



Bordeaux ring road – Fayat TP

# Building

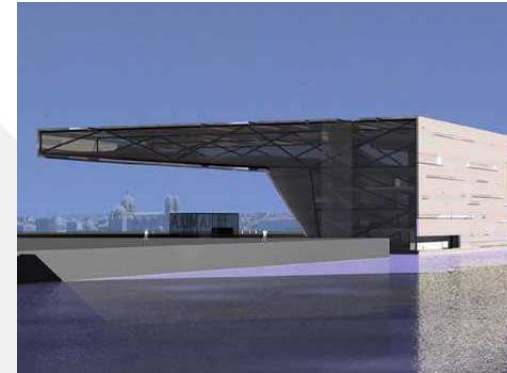
## 4<sup>e</sup> player in France



Montpellier city hall – Bec Languedoc



Gap hospital – Bec Provence



Centre Régional Méditerranée – Bec Provence



Housing in Orgeval – Fayat Bâtiment



Necker hospital Paris – Urbaine de Travaux



Bordeaux Management School – Seg-Fayat

**2 500** employees  
**17 %** of the turnover

**Building - Urban development**  
**Design and build, Public-private partnerships**



# Steelworks

**1<sup>st</sup> French steel structure maker**



*Recouvrance bridge Brest – Joseph Paris*



*Toulouse carpark – Castel et Fromaget*



*Turkmenistan bridge - BCES*



*Airbus sheds – Castel & Fromaget*



*Centre aquatique Agde - ACML*



*Photovoltaic panels supports - Vilquin*

**1 640 employees**  
**11% of the turnover**

**Industrial buildings - Service-industry buildings**  
**Agricultural buildings - Engineering structures**  
**Complex structures**



# Energy services

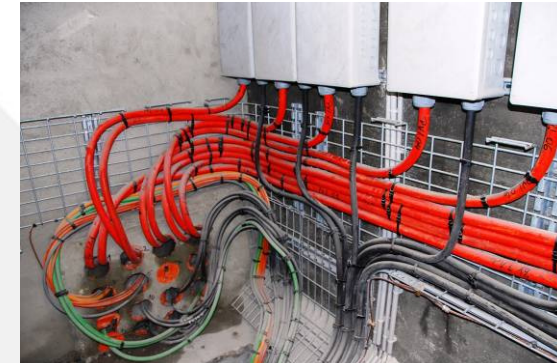
Expertise developed in land development, service sector & industry



Paris lightning



Radars installation



Security equipments



Network control



Landy tunnel



Centre Pompidou Metz

**2 480** employees  
10% of the turnover

Energy networks - Outfitting service-industry buildings - Outfitting industrial buildings  
Systems integration - Three-colour signage lights

# Road building equipment

World leader in compaction - The most complete range



Top Tower 3000 production plant - Marini



Cold milling machine - Bomag



Compactor BF800 - Bomag



Compactor BW 213 - Bomag



Compactor BW 174 - Bomag



Potholes repair machine Swift - Secmair

**3 650** employees  
26 % of the turnover

Asphalt production - Road machines  
Road maintenance - Sweeping



# Road building equipment

## More materials



*Sweeper - Mathieu*



*Vibrodrivers - PTC*



*Tractor Charlotte Manutention*

# Material handling and hoisting equipment

Standard or special products for the supply chain



Offshore structure – Joseph Paris



Special travelling cranes - ADC



Travelling cranes – Micha - Turkey

**250** employees  
1% of the turnover

Gantry cranes - Overhead travelling cranes  
Airport trucks - Special structures



# Pressure vessels

High-pressure tanks from 1 to 120,000 l



*Charlatte Réservoirs*



*Le Réservoir*



*Le Réservoir Massal*

**280** employees  
1% of the turnover

Pressure regulation vessels – Surge vessels  
Hydro-emulsifiers – Pressurised water

# **Development:**

## **latest growth operations**

- **In France : BP Construction and Laglasse & Ohmovere are strengthening the building and public works activity.**
- **Internationally :**
  - **The group acquires certain road building assets and operations from CMI TEREX Corporation, in Brazil and USA**
  - **Creation of Bomag subsidiary in Brazil**
  - **First contrat in Ivory Coast for Razel-Bec.**

# Development:

## new prospects with public-private partnerships (PPP)

FAYAT makes the contractual and financial arrangements for building, infrastructure and public lighting operations and manages these projects' design, construction, financing and maintenance.

Several projects already won:



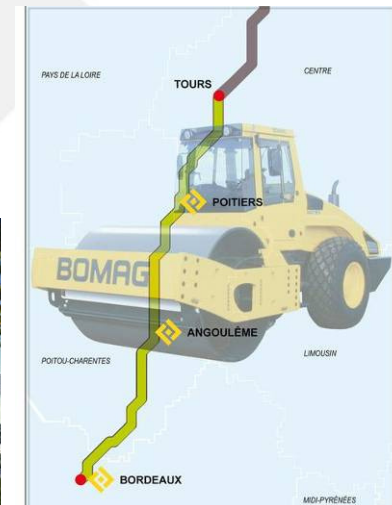
*High School Paris Region*



*Highway in Normandy  
(with NGE)*



*New Bordeaux Stadium  
(with Vinci)*



*Participation to the high-speed line SEA  
(with Vinci)*

# A strong group, human-sized companies

## FAYAT has been built up on strong values:

- **Autonomy** for the companies in the respect of their identity : developing a team spirit and trusting
- **Fulfilling commitments** : keeping our promises, managing our projects pragmatically, analysing uncompromising our performances
- **Audacity** : developing an entrepreneur spirit, taking risks

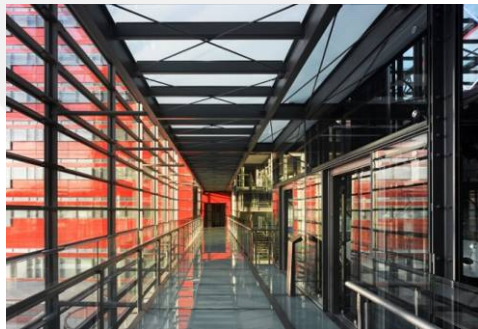
# Sustainable development, the group commitments

In both building and industry, FAYAT positioned itself very early on environmental aspects:

- Building **High Environmental Quality (HEQ)** and positive energy buildings.
- Creating **photovoltaic parks and plants**.
- **Developing eco-innovative equipment:** asphalt plants, rollers with eco-mode system, natural-gas sweepers, etc.

# Permanent innovation

**FAYAT Steelworks** an award winner in France and Europe: Steel award in 2008, European steelworks prize in 2009.



**FAYAT Matériel Routier** strong investments in R&D have been awarded by **7 consecutive medals** at the international Intermat show's.



**FAYAT Building & Public Works** has registered several patents for structures, materials and operating methods.



# Capitalising on the **transfer of knowledge** with an active **training policy**

- **44 “training institution” accredited centres dedicated to road technologies**, for both external and internal trainees.
- Partnerships with prestigious institutes and universities.
- **“FAYAT training schools”** for employees in electricity, steelworks and Building and Public Works.

# Clément FAYAT vineyards

**Excellence values living in vineyards of exception:**

- **60 hectares of vineyards** in the Bordeaux region
- **3 wines in three appellations contrôlées:**
  - Château la Dominique – Grand cru classé Saint Emilion
  - Château Clément Pichon – Haut Médoc cru Bourgeois
  - Château FAYAT – Pomerol







***A story on a human scale***