

AN AWARD-WINNING YEAR

Wates is committed to the long-term future of the built environment. Our vision is to be the most trusted partner in the industry, leaving a positive legacy for the communities in which we work and live.



FOURTH GENERATION OF FAMILY OWNERSHIP

Founded in 1897, Wates is one of the largest privately-owned construction, development and property services companies in the UK.

OUR COMMITMENT TO LONG-TERM SUSTAINABILITY IS TRULY INTEGRATED INTO OUR BUSINESS AND IS A VITAL INGREDIENT TO OUR SUCCESS.

James Wates, CBE
Chairman

PEOPLE

Wates employs around 4,000 people and works with more than 10,000 supply-chain operatives and partners to successfully deliver our projects throughout the UK. Our people are at the heart of our success and we are committed to investing in their continued development.

RESHAPING TOMORROW

Everything we do is underpinned by our award-winning corporate social responsibility and sustainability programme, 'Reshaping Tomorrow', which shapes our ethos that business should be a force for good. We take a long term view and are committed to strengthening the communities in which we work.

ZERO HARM

At the heart of everything we do is an absolute commitment to health and safety. Following the introduction of our 'We're Safer Together' Zero Harm programme in 2016, Wates now has one of the best health and safety records in the industry.



We were awarded the Queen's Award for Enterprise: Sustainable Development for the second consecutive time. The award was presented by HRH The Princess Royal.



MAJOR CONTRACTOR OF THE YEAR (OVER £300m)
In 2016 we received two awards from Building – the award for major contractor of the year, as well as CEO of the year for Andrew Davies, Chief Executive of the Wates Group.



We are proud of our recognition as an Investors in People Gold organisation, which puts us within the top 2% of IiP accredited companies. Our employees know they are working for an organisation with a clear business strategy with people management and development activities in place to support this.



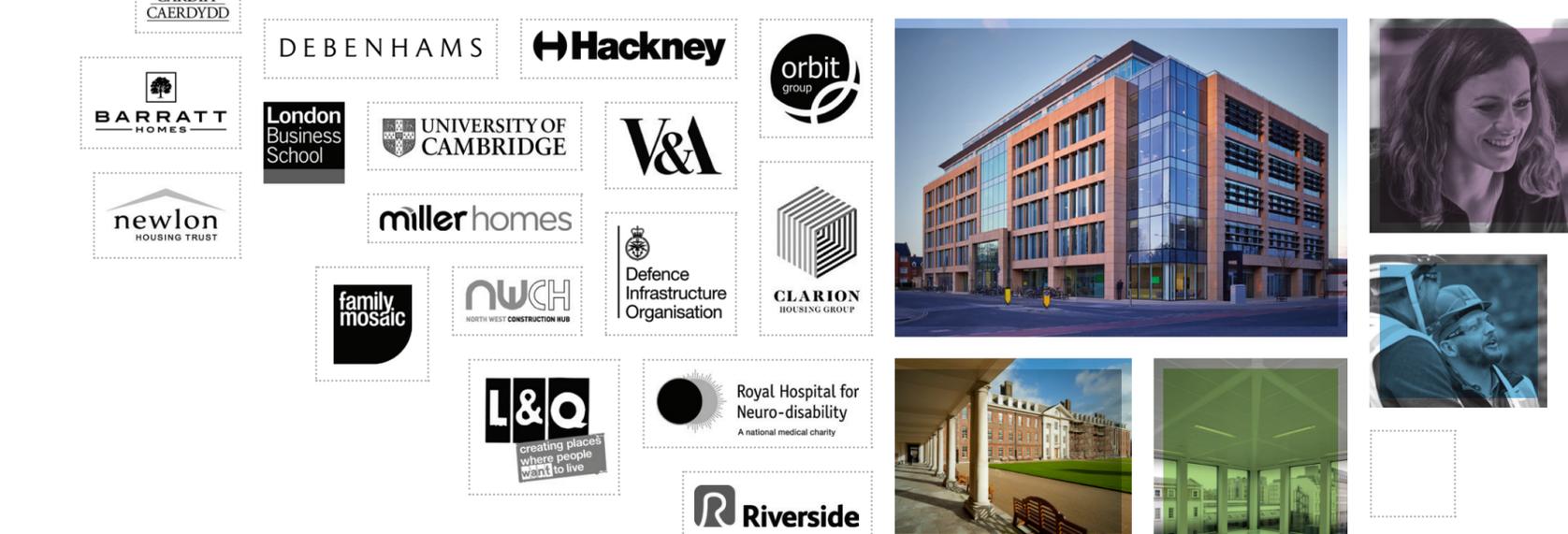
We retained our Gold Diversity Assured Accreditation status from Committed to Equality (C2E) reflecting our commitment to attracting, recruiting and retaining the best people regardless of their background.



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OUR CREDENTIALS



wates.co.uk

2016 AT A GLANCE...

The Wates Group, established 120 years ago, is one of the leading privately-owned, construction, development and property services companies in the UK. We employ around 4,000 people, working with a wide range of clients from across both the public and private sector. In 2016, we reported increased turnover and profits and were named Major Contractor of the Year. We were also awarded the Queen's Award for Enterprise: Sustainable Development for the second time.

£191.6m
GROUP CASH
↑50.4%

72 PROJECTS COMPLETED
AND 6,500 HOURS VOLUNTEERED DURING WATES COMMUNITY WEEK



92
APPRENTICES



£172k
RAISED TO DATE FOR OUR CHARITY PARTNER THE PRINCE'S TRUST

£1m
INVESTMENT

IN LEARNING AND DEVELOPMENT, DELIVERING OVER 4,000 TRAINING DAYS

2,500 HOMES UNDER CONSTRUCTION

>500,000 HOMES MAINTAINED FOR HOUSING ASSOCIATIONS AND LOCAL AUTHORITIES

74% SITES USING SOCIAL ENTERPRISES

£2.13m SPENT WITH THE SOCIAL ENTERPRISE SECTOR

£3.6bn FORWARD ORDER BOOK

3,931 PEOPLE
(AS AT 31 DECEMBER 2016)

980 NEW EMPLOYEES (INCLUDING 350 TRANSFERRED UNDER THE BIRMINGHAM CITY COUNCIL HOUSING MAINTENANCE CONTRACT)

50% IMPROVEMENT IN ACCIDENT FREQUENCY RATE (AFR) (2015-2016)

28% REDUCTION TO TIME LOST DUE TO INJURY

1,029 YOUNG PEOPLE COMPLETING OUR BUILDING FUTURES PROGRAMME

40 CCS AVERAGE SCORE

42... NUMBER OF CONSIDERATE CONSTRUCTORS' AWARDS

£1m PROVIDED BY Wates GIVING

TO SUPPORT 278 GOOD CAUSES

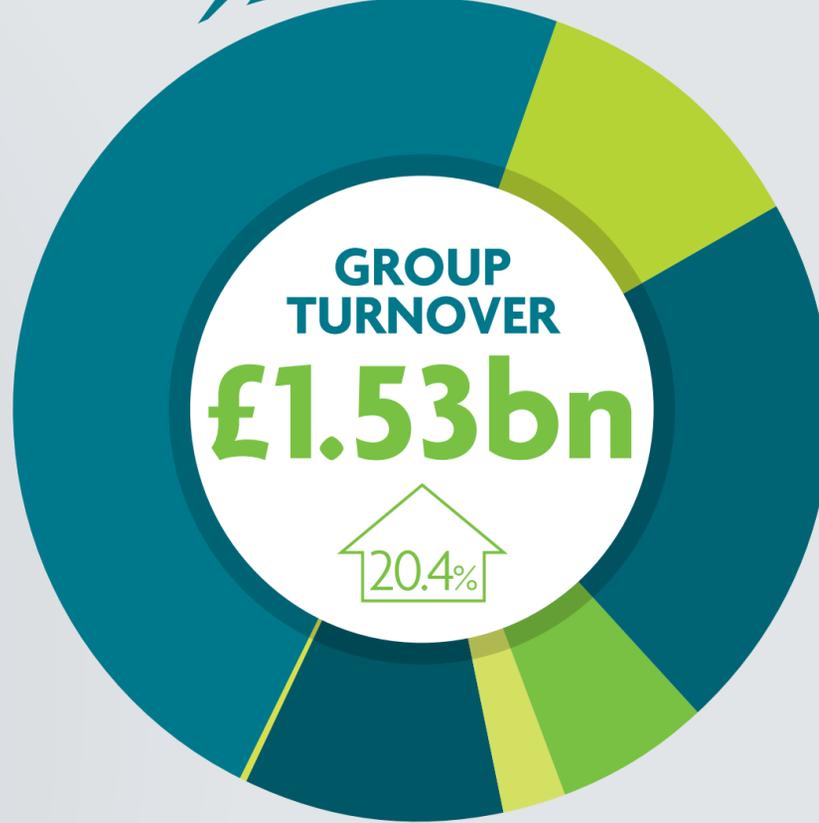
56% PARTNERS (OVER £500k) WHO ARE MEMBERS OF THE SUPPLY CHAIN SUSTAINABILITY SCHOOL

97.4% WASTE DIVERTED FROM LANDFILL

OPERATING PROFIT (EBITDA) £45.5m

INVESTORS IN PEOPLE GOLD AWARD

£35.5m PROFIT BEFORE TAX ↑17.1%



WATES CONSTRUCTION

Group MD: Paul Chandler

Employees: 1,060

Wates Construction designs and builds projects for Government and public sector, education, defence, commercial customers, and urban regeneration. The business has a growing presence in residential development, notably high-density city housing, student accommodation and senior living. We also specialise in heritage projects, and are responsible for restoring many of the nation's most iconic buildings. As much as 80% of our business is from repeat customers and we operate nationally through a network of strategically-placed local offices, and through a number of national and regional frameworks.

SES ENGINEERING SERVICES

Group MD: Paul Chandler

MD: Andy Wall

Employees: 677

SES is the UK's pre-eminent design-led M&E provider, delivering for our customers in a wide range of environments. We operate an exceptional level of technical authority and deliver bespoke solutions optimised for the whole construction team, maximising off-site manufacture in our production facility, PRISM. We are the first Mechanical, Electrical and Plumbing (MEP) contractor to achieve Building Research Establishment BIM Level 2 Certification.

WATES RESIDENTIAL DEVELOPMENTS

Group MD: David Brocklebank

Employees: 211

Wates Residential Developments Group comprises Wates Developments and Wates Residential. Wates Developments specialises in land, planning and residential development throughout Southern England, with a large and growing portfolio of potential residential development land. Wates Residential develops mixed tenure housing schemes in partnership with both public and private sector organisations, with a long-term commitment to deliver more and better homes – helping to tackle the UK's urgent need for new housing. As well as building and selling homes to the public we also provide affordable homes for social landlords, such as local authorities.

WATES LIVING SPACE

MD: David Morgan

Employees: 1,475

Wates Living Space is a leading national provider of planned and responsive maintenance services in the social housing sector, maintaining over 500,000 homes nationwide every year. We deliver a broad range of services for local authority and housing association partners, supporting the regeneration of disadvantaged communities and improving standards of living for residents by renewing existing housing stock.

WATES SMARTSPACE

MD: Helen Bunch

Employees: 415

Wates Smartspace delivers high quality fit-out, refurbishment and maintenance services nationally, which are designed to optimise our customers' operating environments. Our customers include commercial offices, retail, airports, developers, public sector, distribution centres and banks.

NEEDSPACE?

MDs: Charles Wates & Richard Trimming

Employees: 10

Needspace? provides quality managed workspace to the growing number of small businesses in Greater London and the South East. We offer a range of office, workshop and studio units to small businesses looking to grow in an entrepreneurial environment. Our aim is to provide a series of entrepreneurial communities that encourage businesses to network, thrive and support each other.