



MEDIA RELEASE

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## **Wates wins Major Contractor of the Year Double**

Wates has secured a rare double, winning the Major Contractor of the Year prize for a second consecutive year at Building Magazine's awards ceremony, held last night in London.

Following on from last year's success, the judges said: 'Wates has pulled off the rare feat of winning this category for the second year in a row, thanks to an equally rare combination of commercial and management skills.'

'Wates ended the decade with five years of consistent profit growth and year-on-year improvements in customer loyalty - which goes a long way to explaining why it scooped this award for the second year in a row. A combination of good commercial performance and a committed approach to sustainability and customer service resulted in some truly great buildings, 98% of which were delivered on time and to budget.'

Paul Drechsler, Chairman and Chief Executive of Wates Group said; 'To win this award for the second year in a row is a massive achievement for Wates, particularly against such a challenging market backdrop. Our simple focus on building long term relationships, supporting the communities we work within, and delivering innovative and increasingly sustainable solutions is proving successful and it is fantastic to see that recognised by our industry.'

'However, none of this is possible without the great people that work throughout the Wates Group. They must all take enormous credit for helping the Company to achieve this major award for the second time in a row.'

Examples of key projects successfully delivered in the year were the £45m refurbishment of the former Allders building in Leeds' city centre, a £7m flagship Waitrose store in Altrincham and the refurbishment of six 22-storey tower blocks in Westminster.

Customers clearly appreciate these qualities too, as 80% of Wates' business is for existing clients such as John Lewis and Marks & Spencer, and £400m of its projects last year were procured through public sector frameworks.

Furthermore, Wates is the first UK company to make innovative use of risk management insurance to give customers and the supply chain greater protection and security. It also invests nearly £6m every year on new technology and processes to improve the quality of its products, and ensure its clients are constantly receiving the best service.

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## Notes to Editors

1. Wates is one of the UK's largest family-owned construction services and development companies. Established in 1897, it remains privately owned by the Wates Family. Wates employs over 2000 people and had a turnover of £945 million in 2009.

The company works across a range of sectors, including education, prisons, affordable housing, retail fit out and refurbishment, office interiors, land development and commercial buildings.

Wates has three areas of Corporate Responsibility focus: to reduce the impact of CO2 emissions from our activities; Target Zero of eliminating all non-hazardous waste to landfill by 2010; and boosting skills and employability in areas of most need. Wates was awarded Gold status in the Business in the Community Responsible Business index in 2009.

Safety is a top priority within the Wates Group, and the excellent safety record has resulted in RoSPA Gold Awards for Occupational Safety and the British Safety Council Awards for the past seven years.

2. Wates was recognised externally in a variety of ways during the year including:
  - Major Contractor of the Year by Building Magazine
  - RoSPA gold medal for safety and health for the seventh year in succession
  - Housing Excellence and Sustainable Contractor of the Year awards
  - Two CIOB gold awards for Construction Manager of the Year

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