



Costain is an international engineering and construction group with a reputation for innovation and technical excellence founded on more than 140 years of experience. As one of the UK's premier engineering and construction companies, it is playing a key role in building a critical infrastructure for the nation's future.



**Market**

Costain is at the forefront of the construction industry's effort to meet the challenges facing Britain today. With a rapidly increasing and ageing population, Britain's frontline services, energy and transport infrastructure are being overhauled to provide the necessary capacity for future generations. Costain's ongoing success in securing numerous high-profile and sector critical projects, such as the £297 million Evaporator D project at Sellafield, one of the largest nuclear projects in the UK, and the £397 million Greater Manchester Waste contract, the largest waste service contract in Europe, continue to strengthen its brand and market position within this highly complex and competitive sector.

**Product**

Costain's primary markets are water, highways, rail, energy and processing, nuclear, waste management, health, education, retail, marine and airports. Costain anticipates future investment in major infrastructure, and environment-related projects and is well placed to seize the opportunities that will be presented by these, including Crossrail, high speed rail links, new nuclear power and waste schemes, and airport expansions.

Across all sectors the Costain product is defined by excellent design and the quality of its workmanship. Costain succeeds in delivering challenging projects through an uncompromising adherence to specification

and procedure and by utilising its experiences and extensive knowledge at all stages of a project. Innovation, initiative and teamwork combined with high levels of technical and managerial skills have kept the company ahead in a complex and competitive marketplace, ensuring that Costain has become 'the construction brand'.

**Achievements**

A strong performance in 2008 bolstered the Costain Group's market position providing a platform for further growth. A landmark set of results saw a profit before tax up 17 per cent to £23.1 million (2007: £19.8 million) and a record order book, up 25 per cent at £2.0 billion (2007: £1.6 billion) driven by 87 per cent repeat business

1865	1933	1951	1971	2007	2008
Richard Costain, a 26 year-old builder from the Isle of Man, sets up a construction business in Liverpool.	Costain floats as a public company, with a share capital of £600,000.	Costain builds the Skylon and Dome of Discovery for the Festival of Britain.	Costain becomes the first contractor to win the Queen's Award for Export Achievement.	St Pancras International station, a Costain joint venture project, is officially opened by HM The Queen.	St Martin-in-the-Fields church in Trafalgar Square is reopened by HRH The Prince of Wales after a major two-year renovation contract by Costain.

from existing customers, highlighting the success of Costain's 'Being Number One' strategy.

The signs of growth in 2009 were positive, with three major Highways contract wins and the securing of the Severn Trent Water AMP5 contract from 2010 to 2015.

The Costain Group was named 2009's Major Contractor of the Year by New Civil Engineer magazine, retaining the prestigious award that it had won the previous year. The Costain Group also won the Supreme Award at the Construction News 2009 Quality Awards which is given to the construction company that records the best overall Awards performance. Costain was short-listed six times and won two categories – Training and Corporate Social Responsibility.

As organisation's ethical and environmental credentials come under increasing scrutiny, Costain has embraced Corporate Responsibility (CR) as defining the way it does business. It has demonstrated its commitment towards CR through the continued work of its own CR committee and as a member of Business in the Community (BITC), a HRH Prince of Wales charitable organisation which inspires, engages, supports and challenges businesses to operate responsibly. In 2009 Costain achieved a Silver ranking in BITC's CR index with a score 15 per cent above the sector average.

**Recent Developments**

Costain has continued to successfully implement its 'Being Number One' strategy, which is centred on leadership through focus and excellence leveraging the Group's core brand values, to develop market-leading positions in its primary sectors. Nowhere is the success of this strategy better reflected than in the utilisation of its expertise in emerging markets such as waste management and highways maintenance. Costain's Riverside Resource Recovery Facility project at Belvedere, in London reached a significant milestone in 2009 with over one million man hours worked without a single reportable accident.

Costain has become the market leader in highways operations and maintenance in the UK and is now responsible for maintaining approximately a third of the UK's motorway



network. Significant highways projects which Costain is currently undertaking include the M25 Bell Common Tunnel refurbishment, the A34 Wolvercote Viaduct replacement and the M53 Bidston Moss Viaduct refurbishment.

Costain's energy and process division has continued to deliver specialist expertise in nuclear design, process modularisation, and underground gas storage at complex projects such as the Stublach Underground Gas Storage Facility in Cheshire.

**Promotion**

Costain utilises a variety of communication channels to promote itself ranging from advertising in key technical and business-focused publications, to sponsorship of industry related events and through its new online news service hosted at www.costain.com.

As part of Costain's ongoing brand awareness programme, the Group launched in October 2009 an industry leading online news service.

A continued commitment to enhancing the presentation of Costain's sites and deliver a consistent brand image remains a key promotional activity.



**Brand Values**

Costain's brand, corporate values and reputation are hugely important to the business. They set the standards by which Costain does business and have allowed the Group to attract quality customers, suppliers and people, enabling it to achieved continued growth. The company's seven brand values are – Customer focused; open and honest, Safe and environmentally aware, Team players, Improving continuously and therefore the Natural choice.

costain.com

**Things you didn't know about Costain**

**When complete, Costain's Greater Manchester Waste Authority contract will service one-twelfth of the UK population.**

**One million vehicles travel through Costain highway works every day.**

**Costain reduced its business mileage by 12 per cent in 2008.**

**St Martin-in-the-Fields church, in London's Trafalgar Square, was the subject of a major renovation and restoration project which was carried out by Costain and completed in 2008. In 2009 the project received five prestigious awards including the British Construction Industry Awards top prize in the Conservation category, the Heritage Award for Buildings from the Institution of Structural Engineers, the English Heritage Award for Sustaining the Historic Environment, The Royal Institute of British Architects Award 2009 and the Design for London – Public Space Award 2009.**