

# Fact sheet

Galliford Try is a leading construction group, carrying out building and infrastructure works across the UK



## Our purpose

Our purpose is to improve people's lives through building the facilities and infrastructure that communities need, providing opportunities for our people to learn, grow and progress, working with our supply chain to promote the very best working practices and caring for the environment.

## Our business

Operating as Galliford Try and Morrison Construction, our work for public and private sector clients is well balanced and extensive.

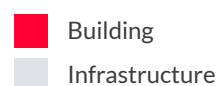
We are focused on the health, education, defence, custodial, highways and environment sectors, where we have core and proven expertise, and a strong pipeline supplemented by our acquisitions (nmcn water, Lintott, MCS Control Systems and Ham Baker Engineering), as well as our growing capabilities in FM and the Private Rented Sector.

At 31 December 2022, we had 3,700 employees, with 6.3% of them in graduate, apprentice or trainee roles.

## Key strengths

- Well-capitalised and debt-free.
- Disciplined approach to project selection and rigorous risk management.
- Strong, long-term, collaborative client and supply chain relationships.
- Public and regulated sector investment is driving robust demand in our chosen markets, where we are on key frameworks.
- Our investment in technical capability and digital tools is delivering greater efficiency for our clients, while driving down carbon.

## Revenue<sup>1</sup>



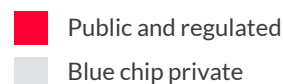
<sup>1</sup>Financial year to 30 June 2022.

## Average month-end cash<sup>2</sup>

# £154m

<sup>2</sup>Six months to 31 December 2022.

## Order book<sup>3</sup>



## Order book by sector<sup>3</sup>

Building	Total £2.1bn
Education	£620m
Defence and custodial	£520m
FM	£360m
Health	£170m
Commercial & other	£420m
Infrastructure	Total £1.4bn
Highways	£550m
Environment	£840m

<sup>3</sup>As at 31 December 2022.

# Sustainable Growth Strategy

Our strategy sets objectives which align profit with purpose. Sustainability, driven by digitalisation, decarbonisation and social value, is at its heart, responding to stakeholder needs and increasing the long-term operational and financial performance of our organisation.



## Our sustainability commitments

KPIs for our strategy period to 2026 are measured on a full year basis.



Strategic priorities	Sustainability pillars	Objective	FY22	2026 ambition
Progressive culture	Health and safety	Accident Frequency Rate	0.06	No harm
		Lost Time Incident Rate	0.26	No harm
	Our people	Early careers as % total employees	6.1%	>8%
		Women as a % of total employees	21.2%	YoY increase
Socially responsible delivery	Environment and climate change	Employee advocacy	85%	>80%
		Scope 1 and 2 carbon emissions (CO <sub>2</sub> e tonnes)	10,795	Net zero by 2030
		Scope 3 carbon emissions (CO <sub>2</sub> e tonnes)	6,040	Net zero by 2045
	Communities	Waste intensity (tn/£100K revenue)	20.96	YoY reduction
		% of completed projects delivering >25% of Social and Local Economic Value as % of contract value	50%	60%
		CCS performance	41.8 (industry ave 39.0)	>38 and above industry ave
Quality and innovation	Clients	% of repeat business in order book	94%	>80%
		% full year planned revenue secured at start of the financial year	90%	>85%
	Supply chain	% business unit core trades spend with Aligned subcontractors	60%	70%-80%
		Prompt payment – % of invoices paid within 60 days	98%	>95%
Objective			FY22	2026 target
Sustainable financial returns	Focus on bottom line margin growth.		2.4%	Divisional operating margin growth to 3.0%.
	Disciplined contract selection and sustainable revenue growth.		£1,237m	Revenue growth towards £1.6bn.
	Maintain strong balance sheet.		Average month-end cash £174m	Operating cash generation.
	Sustainable dividends.		Dividend cover of 2.0x	Dividend cover of 2.0x.

## Risk management

Assessing and managing risks and uncertainties is the central element of our process and business strategy. Commercial control and rigorous risk management are an integral part of our strategy. We achieve this through our:

- Focus on margin improvement as we grow.
- Disciplined approach to project selection including:
  - Ensuring appropriate terms and conditions for each project.
  - Employing margin thresholds.
- Peer reviews of bids and contract reporting.
- Board approval for all bids with specific risk factors or with a value of over £25m.
- Aligned and informed supply chain.
- Clear management reporting lines.

More information:

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