



Company update

22 June 2017

Welcome

Sean Fitzpatrick
VGC Group chairman



Six-monthly update

- Update on the business
- Opportunity to ask questions
- Thank you for your contribution in the past six months

Welcome to new staff

Melanie Clark – accounts and procurement assistant

Diane Searle – training and assessment assistant

Raj Tekemal – management accountant

David McCracken – operations manager - Scotland

Gemma Fry – operations administrator - Bridgwater

Peter Bradley – project manager, VGC Rail Projects

Asif Nomani – quantity surveyor, VGC Construction

James Downing – operations administrator, VGC Personnel

Mariam Meskin – resourcer, VGC Personnel

Marta Kwiecinska – rental agent, VGC Cole Hire

Promotions

Jana Romanova – senior resourcer



Bobby Hayre – section engineer



Lewis Mould – recruitment support coordinator



Group company highlights

Laurence Mckidd

VGC Group managing director



2017 so far...

- Healthy sales in first six month of 2017
- Particularly strong performance from
 - Labour south
 - Rail Projects
 - Construction



ISO 9001 2015

- Achieved accreditation of new standard in January 2017
- Improve the way we manage our business
- Greater staff involvement in identifying all risks
- Focuses on external risks as well as internal
- Will drive continual improvement and innovation

HS2

- **Next phase in Queen's speech (W Midlands to Crewe)**
- VGC well placed to win significant work
- Will have big impact on VGC due to its huge scale

VGC Personnel - successes

- Opened the door at HS2 – first placement has started and multiple people on final stage.
- Exciting prospects as we are present at the start of projects such as HS2, Gatwick and Birmingham tram



VGC Personnel - challenges

- Finding good staff is a significant challenge. Fortunately for us, we recently welcomed:
 - James Downing on placement from Brunel
 - Mariam Meskin for three months as a resourcer
- Tough start to the year: reduced market confidence with delays to contracts being awarded



VGC Construction - successes

- High standard of safety performance
- Healthy sales in first six months of 2017
- Secured four new clients and five additional frameworks
- Capabilities increased to include more areas of civil engineering
- First principal contractor role awarded
- Strong and growing delivery team
- Good progress with business growth plan



VGC Construction - challenges

- Long-term work pipeline
- Managing political and economic changes
- Key relationships with decision makers
- Maintaining safety standards and culture as we grow
- Successfully delivering larger projects
- Expanding the expertise of staff and workforce



VGC Rail Projects - successes

- Ongoing HSQE excellence
- Ahead of 2017 budgeted sales
- Successful project delivery
- Secured new work
- Developed relationships with key suppliers



VGC Rail Projects - challenges

- Continuous business improvement
- Increasing our geographical capacity and capability
- To continue development and upskilling of our directly employed, multi-skilled workforce



Lewis Horne



James Piercy



Mihai Gligor

Labour Solutions Scotland - successes

- Maintained a large presence on EGIP contract
- Strong team in place
- Office established in Glasgow



Labour Solutions Scotland - challenges

- Continuity of work, especially after EGIP finishes
- Developing a strong client base



Labour Solutions north - successes

- Restructured - two operations managers
- New office in Salford
- Secured ongoing work with major clients



Labour Solutions north - successes

- Secured labour contract for the Birmingham tram
- Continue to grow our profile as key supplier at Sellafield



Labour Solutions south - successes

- Won A14 highways project
- Currently sales ahead of budget
- Won 13th and final Crossrail project at Plumstead depot
- Became member of the Connect HS2 alliance forming Connect people – launch 28 June 2017



Labour Solutions south - challenges

- Replacing turnover from Crossrail
- Winning work on HS2
- Consolidating the business in the south west





Cole Hire

- Challenging start to rental market in 2017
- Focus on new and existing sales – upturn from May onwards
- New customers secured
- Lutons and fridges fully booked until late July
- Record number of deliveries to customers
- Fleet management for VGC needs a full review



Group Services support

Ciara Pryce

VGC Group Services director



£500k investment in new technology

Salesforce

- Customer relationship management software
- Labour and training database
- Resourcing system

EQUE2

- Timesheet system
- Finance systems upgrade



Cranfield University

Essential management course: Ciara Pryce

“The course has allowed us to be more structured and analytical in the way we deliver investments in the business.”

Key account management course: David McCracken,
Chris **O’Sullivan** and **Simon** Clamp

“The course focussed on learning to think like our clients. We learned skills around relationship mapping, critical success factors and influencing decision makers.”

IT security

- Audit commissioned to review server security
- All staff are responsible for security:
 - Be careful opening attachments or downloading files
 - Type the url into the address bar rather than clicking on links
 - If in doubt, contact IT



Equality, diversity and inclusion

Three-year plan being prepared

- Diversity survey (270 responses to date)
- Women in construction
- Schools liaison (STEM)
- Local colleges
- BuildForce
- Kimberley McGinty leading initiatives



Awards

- Costain Blue
- Crossrail Anglia subcontractor of the month shield March, April
- Shortlisted for Construction News diversity award



Monthly staff enews

- Our chosen charity – Samaritans
- HSQE
- Apprentices and training
- Outperformance awards
- Client awards
- Sponsorship



Long service awards

- Nick Wells – 5 years
- John Hannan – 5 years
- David Russell – 5 years
- Bob Webb – 5 years
- Stephen Langford – 5 years
- Lisa Cronin – 10 years

Thank you

