



A Focus on the UK

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UNITED
BY OUR
DIFFERENCE



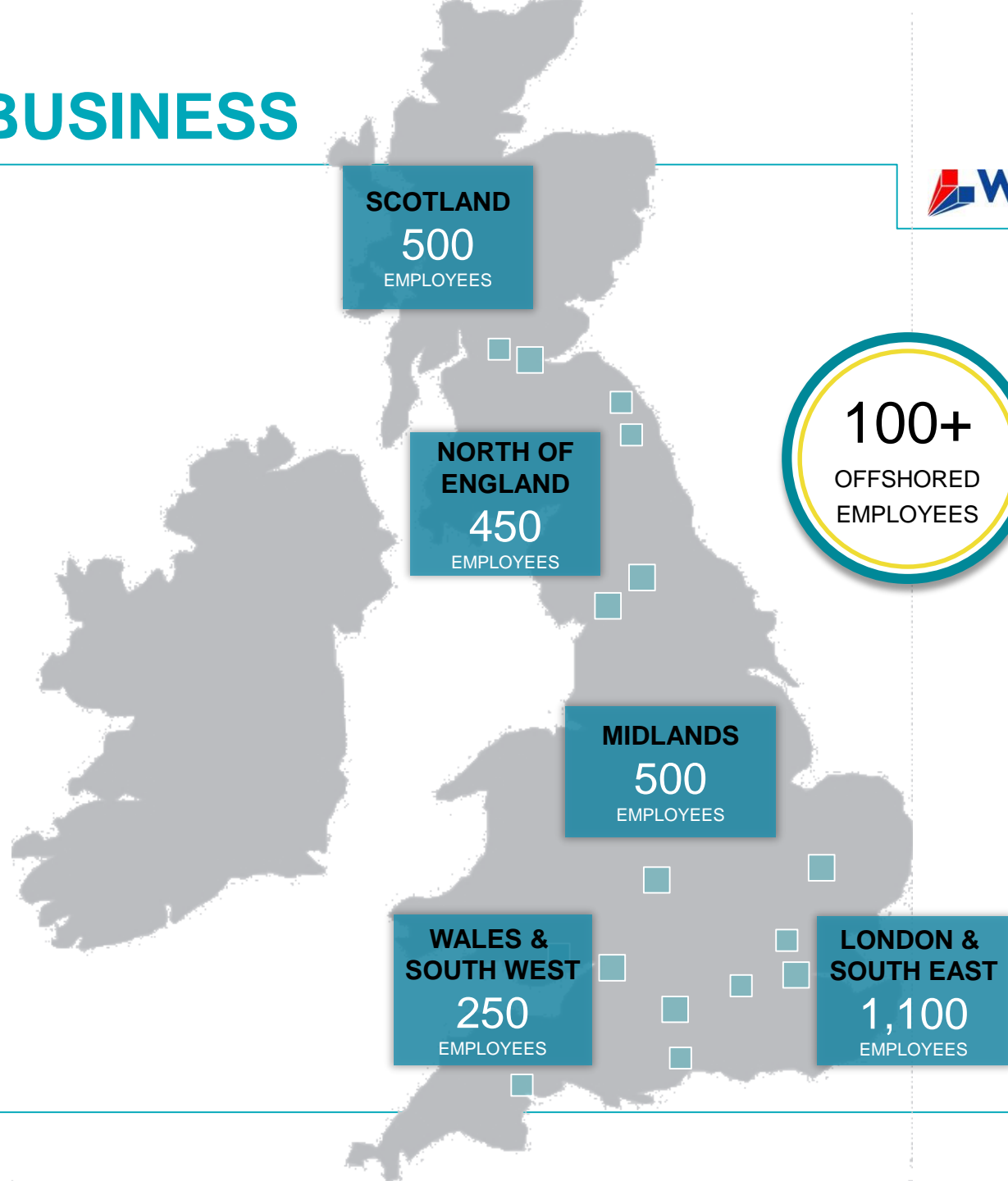
THE UK BUSINESS



2,500
EMPLOYEES

8
PRINCIPAL
OFFICES

\$300M
REVENUE



100+
OFFSHORED
EMPLOYEES

THE UK BUSINESS



Foster + Partners



LLOYDS
BANKING
GROUP



SKANSKA

Brookfield



SELLAR



SIEMENS



Taylor
Wimpey

DIAGEO



75%

UK PRIVATE

15%

UK PUBLIC

10%

INTERNATIONAL

2000

CLIENTS

5000+

ONGOING
PROJECTS

THE UK BUSINESS



2013 HAS SEEN SHARPEST RISE IN UK CONSTRUCTION MARKET FOR 6 YEARS



- Actual construction output is still lower than 2007 and competition remains fierce.
- Skill shortage is also an issue which is currently driving up costs but should drive up price in the medium term.
- Very positive and real signs in advisory and planning end of market which will carry momentum into the design stage of the lifecycle.
- Residential market is buoyant, off a very low base, providing planning opportunity.
- Rail and Roads infrastructure market should remain strong for 2 years.
- London generally remains a bright spot with some hope that the regions will 'catch-up' in the medium term.

OPPORTUNITY OVER AND ABOVE MARKET RECOVERY



- WSP has the DNA from working for private sector clients which can be a key competitive advantage to take market share in the public sector driven roads/rail markets.
- In a recovering planning and property market WSP will do well and through targeted recruitment will grow into adjacent markets e.g. Transport, Development and Environmental planning for new power plants.
- The UK has mature skills that have been ‘exercised’ hard during a long downturn, applying these hardened skills to selective International opportunities will create growth.
- Growth of our front end advisory capability, through acquisition and selected strategic recruitment, provides opportunity for higher margin, lower risk work and improved positioning for selling downstream services.