

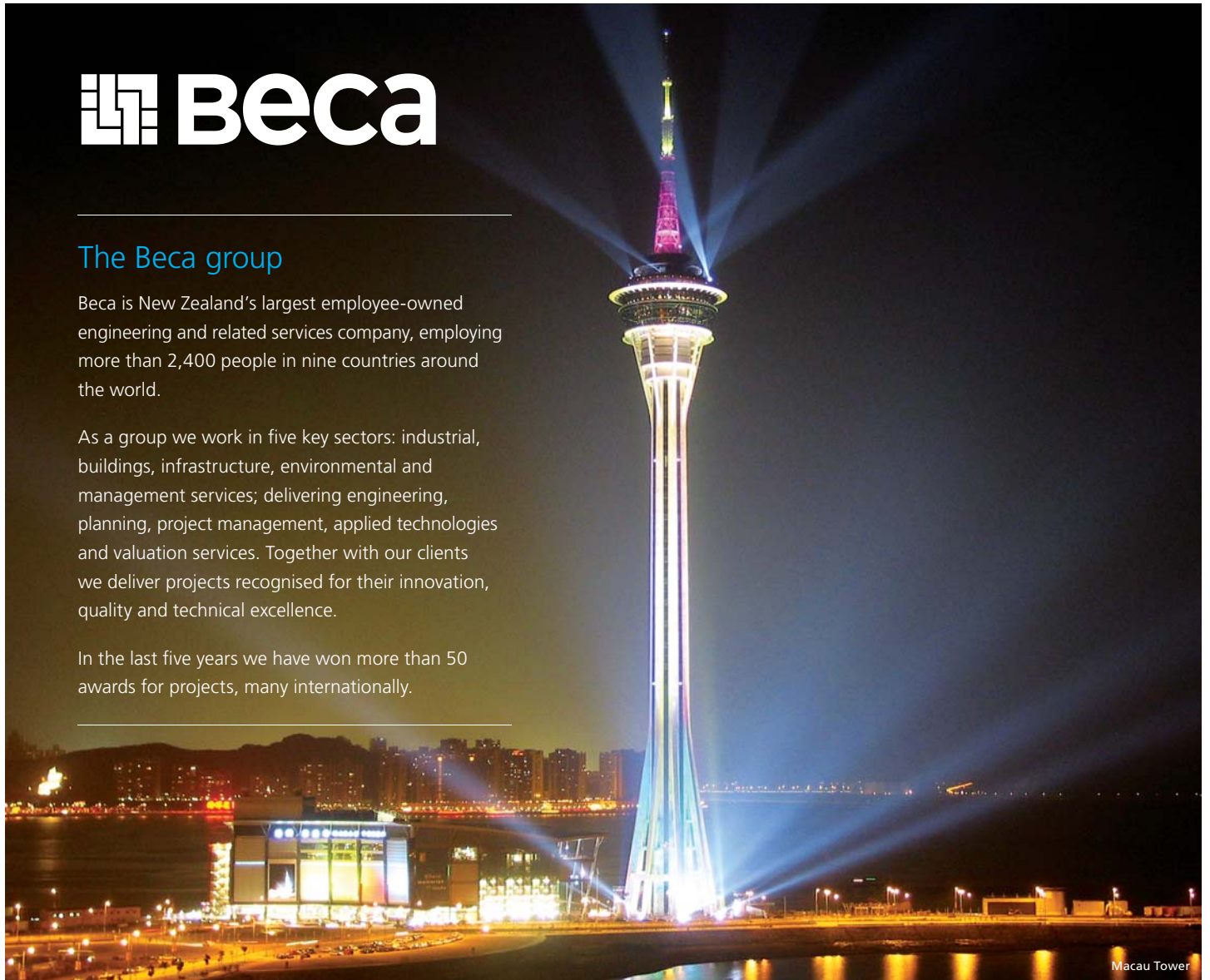


The Beca group

Beca is New Zealand's largest employee-owned engineering and related services company, employing more than 2,400 people in nine countries around the world.

As a group we work in five key sectors: industrial, buildings, infrastructure, environmental and management services; delivering engineering, planning, project management, applied technologies and valuation services. Together with our clients we deliver projects recognised for their innovation, quality and technical excellence.

In the last five years we have won more than 50 awards for projects, many internationally.



Macau Tower

Beca in China

Beca employs more than 100 staff members in China, based in offices in Beijing and Shanghai, as well as in satellite offices on project site locations as needed throughout the country. We have developed a strong local team, with a mix of expatriates and Chinese nationals, and a bi-lingual service is part of our approach. We have an in-depth understanding of the opportunities and challenges offered in this region, and we continue to invest in time and resource to ensure we can be responsive to the needs of the market.

We focus on meeting the requirements of our client through:

- efficient project delivery
- consistent standards and procedures
- maximising project outcome in time to market, lifetime cost and appropriate quality
- support from the wider Beca group.



Market sectors

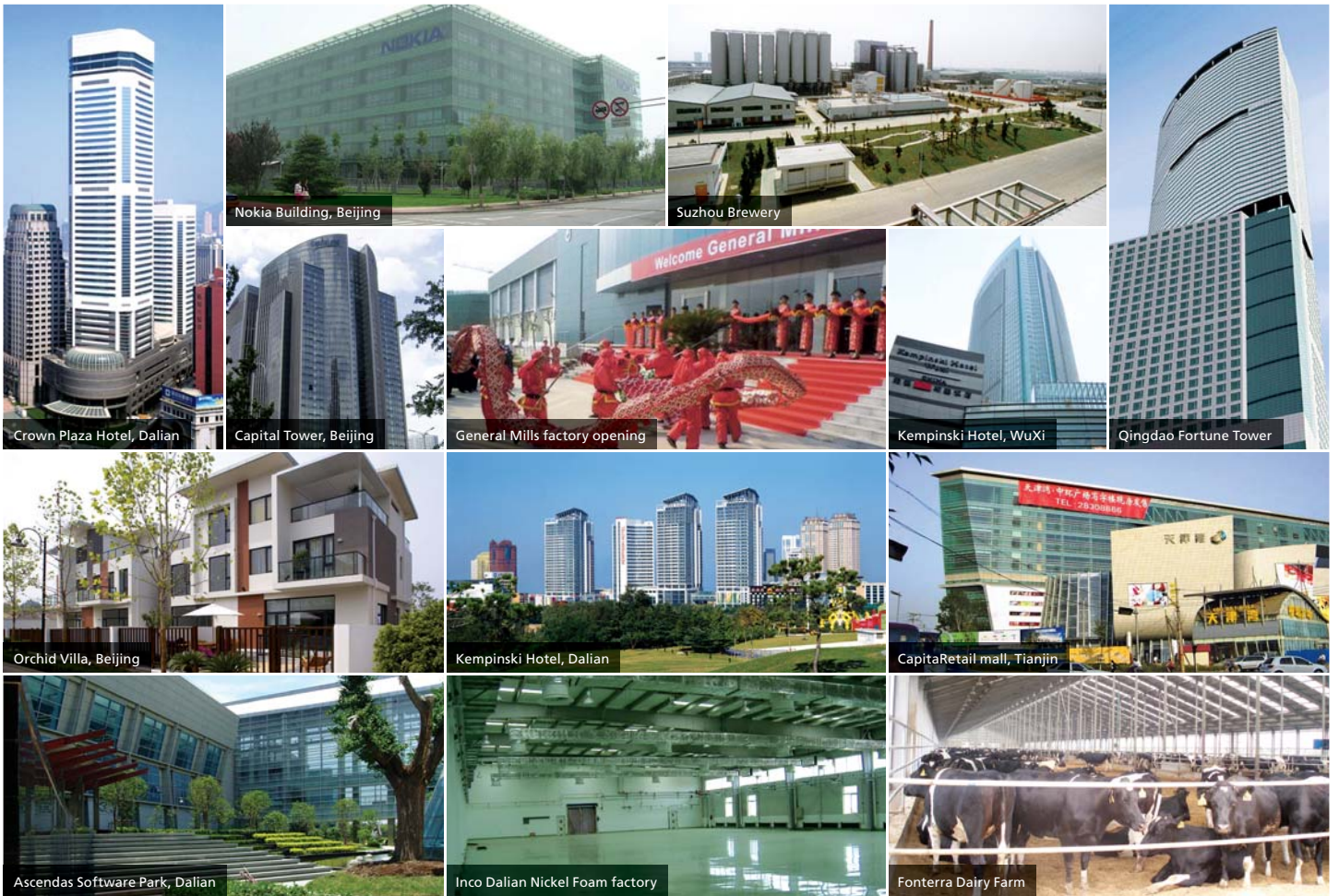
We have more than 15 years experience delivering a wide range of projects for multi-national clients all over China, and across three main business lines:

- Industrial
- Management Services
- Buildings

Our first project in China was the construction of a brewery for Lion Nathan in Suzhou on the outskirts of Shanghai in 1996. Since then we have continued to deliver projects in the Food and Beverage sector over the years, including cold storage facilities, and food processing factories and, more recently, stand-alone dairy farms.

We also expanded on our expertise gained in metals processing work from our long term relationship with international nickel producer Inco in Canada, Indonesia and New Caledonia, and have developed this relationship to assist in building all Inco's processing plants in China.

More recently, our biggest volume of work in the region is providing specialist buildings and building services advice to large developers and hotel chains.



Project Implementation

Our delivery model in China is to provide selected services (design management, project management, construction management and building services design) for selected multi-national clients who want an International standard of delivery with an understanding of the local environment. Wherever possible, our strategy is to complement our core skills with those of experienced local people.

Our key project success factors include:

Effective Design

Our team has access to a wide range of specialists within the Beca group and externally, for inputs at the design phase of any project. We support and make extensive use of Local Design Institutes to achieve the results clients are looking for.

Procurement

Our knowledge of materials availability, cost and quality within China, plus our understanding of customs and excise requirements, helps our clients make economic choices between local sourcing, importing and tender documentations.

Construction Management

We assemble site-based teams to suit each project, assisting with the selection and management of local contractors and sub-contractors, and interfacing with suppliers and the Local Design Institutes.

Project Management

Beca provides experienced project managers, proven procedures for reporting and careful control of cost and time schedules.

More information

Further information about our services and capabilities in China can be obtained from the following contacts:

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