

SURVEY OF LEADING INTERNATIONAL CONTRACTORS AND DESIGN FIRMS

For publication in Engineering News-Record Please read the attached guidelines and definitions before filling out this survey form.

You have come to the right place to participate in the Engineering News-Record's annual survey of the industry's leading contractors and design firms. Results of this survey will appear in our rankings of **The Top 250 International Contractors, The Top 250 Global Contractors, The Top International Design Firms and the Top 150 Global Design Forms** lists, and in ENR's Global sourcebook.

To ensure that your company is considered for these prestigious lists, enter your Company ID and Password below, then complete the survey form. If you have not participated in previous surveys but wish to do so, please obtain a Company ID by sending an e-mail to <u>kellerj@enr.com</u>.

The deadline for completing and submitting survey information is June 26, 2023. You may come back to this form and revise your information until that time. If you have questions about this survey, please contact:

Jon Keller Associate Editor Engineering News-Record BNP Media Inc. 350 Fifth Avenue, Suite 6000 New York, NY 10118 Phone: **646-849-7136** Email: <u>kellerj@enr.com</u>

IMPORTANT: HOW SHOULD YOUR COMPANY'S NAME AND LOCATION BE LISTED ON ENR'S TOP LISTS AND DIRECTORIES?

Company name []
Address []
City, State, Postal code []
Country []	
Main E-Mail[] Home page []
Main phone #	[] Main fax # []

1. In what year was your company founded? [

2. Is your company's revenue from construction contracting or design services (check one):

	for	cal	lendar	year	2022	(1	preferred)

for fiscal year ending (Month) [] (Year)

CONSTRUCTION - Top 250 International Contractors

Fill out this section if your firm had any CONSTRUCTION contracting revenue in 2022. **Important—-No Double Counting**: Exclude ANY revenue from divisions or subsidiaries that will be allowed to participate on the Top 250 International Contractors, Top International Design Firms or Top International CM Firms. DO NOT include the following in Question 3:

Design revenue if also reported in Question 5 covering Design Firms

CM-for-Fee revenue from Question 6(B) for Agency CM Ranking or Program Management fees from Question 6(C). But CM-at-Risk Revenue from Question 6(A) should be included with your Construction revenue in Question 3.

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3. What was your firm's gross revenue (in § millions) from general contracting in 2022?

A. Domestic	\$ []
B. International (see page 4 for countries in each region):		
(1) Canada \$ []		
(2) United States \$ []		
(3) Latin America\$ []		
(4) Caribbean Islands \$ []		
(5) Europe \$ []		
(6) Middle East \$ []		
(7) Asia \$ []		
(8) Australia/Oceania \$ []		
(9) North Africa \$ []		
(10) Central and Southern Africa \$ []		
(11) Antarctic/Arctic \$ []		
TOTAL INTERNATIONAL \$[]		
C. TOTAL FOR RANKING PURPOSES (3A + 3B)	\$[]

D (1). How much of this contracting revenue reported in Question 3(C) comes from projects using design-build as the delivery system? (Report design revenue from design-build contracts in Question 5. <u>Important:</u> If you enter into a design-build contract and subcontract the design portion of the contract to third parties, report the total of the revenue from the design-build contract here. See Guidelines.)

Domestic	\$ []	
International	\$ []	
TOTAL	\$[]

E. How much of your 2022 domestic and international gross construction contracting revenue, including construction management contracts at-risk (Question 6A) was in the market categories below? This question must be answered by all firms with construction revenue. IMPORTANT: YOUR ANSWERS IN EACH OF THESE MARKET CATEGORIES SHOULD SERVE AS A STARTING POINT FOR FILLING OUT THE MARKET SECTOR QUESTIONS ON THE ENR 2023 GLOBAL SOURCEBOOK SURVEY FORM, ENCLOSED WITH THIS SURVEY.

	Dom	estic	Internati	onal
	[From Q	uest.	From Q	uest.
	3 (A)		3 (B)]	
E (1) General building (commercial bldgs., offices, stores, education, residential, hos	spitals, etc.)			
	\$ []	\$[]
E (2) Industrial process (pulp and paper, steel, non-ferrous metal refineries, etc.)	\$[]	\$[]

E (3) Manufacturing (manufacturing production facilities such as auto assembly pl	ants,			
electronic assembly, etc.)	\$ []	\$ []
E (4) Water supply (dams, reservoirs, water transmission lines, aqueducts, etc.)	\$ []	\$ []
E (5) Sewerage/solid waste disposal (sanitary/storm sewers, treatment plants, land	fills, etc.) \$ []	\$ []
E (6) Transportation (airports, bridges, highways, roads, canals and locks, etc.)	\$ []	\$ []
E (7) Hazardous waste (chemical, nuclear, asbestos, lead, etc.)	\$ []	\$ []
E (8) Power (thermal, hydroelectric, waste-to-energy plants, wind, solar, transmiss	ion lines, etc.)			
	\$[]	\$ []
E (9) Petroleum (refineries, natural gas, petrochemical, offshore, pipelines, etc.)	\$ []	\$ []
E (10) Telecommunications (transmission lines, cabling, towers/antennae, data cer	nters, etc)			
	\$[]	\$ []
E (11) Other (specify)	\$ []	\$ []
TOTAL	\$ []	\$ []
4. What is the value of new construction contracts (in § millions) awarded to your firm	m in 2022 (see §	guidel	ines)?	

	× .	•		
Domestic		 \$ []	
International		 \$ []	
TOTAL		 \$ [⁻	-]

DESIGN-Top 225 International Design Firms

Fill out this section if your firm received revenue from any design services in 2022.

Important—-No Double Counting: Exclude ANY revenue from divisions or subsidiaries that will be allowed to participate on the Top 250 International Contractors, Top 225 International Design Firms or Top International CM Firms. **DO NOT include the following in Question 5**:

a. Revenue from program management contracts for services managing or coordinating multiple projects for a single owner. Report this program management revenue in 6(C).

b. CM and project management work provided on a fee-only basis, which is covered in Question 6(B).

c. Contracting revenue reported in Question 3 or the contracting portion of design-build contracts covered in Question 3(D).

5. What was your revenue for design services (in \$ millions)	performed in	2022?			
A. Domestic			\$ []	
B. International (see page 4 for countries in each reg	ion):				
(1) Canada	\$ []			
(2) United States	\$ []			
(3) Latin America	\$ []			
(4) Caribbean Islands	\$]			
(5) Europe]			
(6) Middle East]			
(7) Asia	\$ [1			
(8) Australia/Oceania		1			
(9) North Africa		1			
(10) Central and Southern Africa		1			
(11) Antarctic/Arctic		1			
TOTAL INTERNATIONAL	\$ [Ì			
C. TOTAL FOR RANKING PURPOSES (5A + 5B))		\$[]	
D. What amount of your total design revenue was pa	ussed through (directly to other desi	gn firms (or subconsultants?	?
Domestic	\$ [Ì	-		
International	\$ <u>[</u>]			
TOTAL	\$ []			

DESIGN PORTION OF DESIGN BUILD

E.(1) How much of your total design revenue in Question 5(C) comes from projects using design-build as the delivery system where your firm assumes part of the project risk? (Report any construction revenue from design-build contracts in Question 3(D))

Domestic	\$[]
International	\$[]
TOTAL	\$ []

ARCHITECTURAL REVENUE

E.(2) How much of your design revenue in Question 5(C) comes from architectural services (including passthroughs to other design firms)?

International		\$ [\$ [\$ []]]	
F. What type of design organization is yo Architect Geotechnical engineer Geospatial Planner	ur firm (check all that apply)? Engineer Consulting engineer Other (specify)	Environmer Engineer-co		
G. What type of work does your staff do?	,			
Architectural Construction management Electrical	Mechanical Structural Transportation	Civil Planning (t]

H. How much of your 2022 design revenue from Question 5 (A) and 5(B) was derived from projects in the following categories? This question must be answered by all firms with design revenue. IMPORTANT: YOUR ANSWERS IN EACH OF THESE MARKET CATEGORIES SHOULD SERVE AS A STARTING POINT FOR FILLING OUT THE MARKET SECTOR QUESTIONS ON THE ENR 2022 SOURCEBOOK SURVEY, WHICH IS ENCLOSED WITH THIS SURVEY FORM.

	Domes	stic	Interna	ational
[From	Quest. 5 (A)][Fro	m Ques	t. 5 (B)
H(1) General building (commercial bldgs., offices, stores, education, residential, how	spitals, etc.)	/		
	\$[]	\$ []
H(2) Industrial process (pulp and paper, steel, non-ferrous metal refineries, etc.)	\$ []	\$ [\$ []
H(3) Manufacturing (manufacturing production facilities such as auto assembly plan	nts,			
electronic assembly, etc.)	\$ []	\$ []
H(4) Water supply (dams, reservoirs, water transmission lines, aqueducts, etc.)	\$ []	\$ [\$ []
H(5) Sewerage/solid waste disposal (sanitary/storm sewers, treatment plants, landfil	ls, etc.)			
	\$ []	\$ []
H(6) Transportation (airports, bridges, highways, roads, canals and locks, etc.)	\$ []	\$ []
H(7) Hazardous waste (chemical, nuclear, asbestos, lead, etc.)	\$ []	\$ []
H(8) Power (thermal, hydroelectric, waste-to-energy plants, wind, solar, transmissio	n lines, etc.))		
	\$[]	\$ []
H(9) Petroleum (refineries, natural gas, petrochemical, offshore, pipelines, etc.)	\$ []	\$ [\$ []
H(10) Telecommunications (transmission lines, cabling, towers & antennae, data ce	nters, etc.)			
	\$ []	\$ []
H(11) Other (specify)	\$ []	\$ []
TOTAL	\$ []	\$ []

CONSTRUCTION MANAGEMENT/PROGRAM MANAGEMENT

Fill out this section if your firm provided construction management and/or program management services in 2022 (see guidelines). Please note the distinction between construction management, which is directed to a single project, and program management, which involves conceptualizing, planning and supervising multiple projects for a single owner.

CONSTRUCTION MANAGEMENT AT-RISK

6. A. What revenue (in \$millions) did your firm receive from CM-at-risk projects in 2022 (i.e., CM work included in Quest. 3(C)?

Domestic	\$[]
International	\$[]
TOTAL	\$[

CONSTRUCTION MANAGEMENT FOR FEE ONLY

6. B. What were your gross fees (in \$ millions) in 2022 for CM, or project management services provided on a fee-only basis? [Exclude program management fees that belong in 6(C) below.]Please include only your fees for professional management services and NOT revenue or passthroughs from design or construction of the project itself.

Domestic	\$[]	
International	\$ []
TOTAL	\$ []

PROGRAM MANAGEMENT FEES

6. C. What were your gross fees (in \$ millions) in 2022 from program management contracts for services managing or coordinating multiple projects for a single owner? Please include only your fees for professional management services and NOT revenue or pass-throughs from the design or construction of the project itself.

Domestic	U	\$ []
International		\$ []
TOTAL		\$[

INTERNATIONAL WORK

Fill out this section if your firm did any construction or design work outside of its home country in 2022.

7. In the following list of countries, check those in which your company had construction work under way in 2022 or in which your firm provided design and design-related services in 2022.

Country	Const. Design	Country	Const.Design	Country	Const. Design
A. NORTH AMERIC	ĊA	C. CARIBBEAN ISLA	ANDS	59. Italy	
1. Canada		30. Cuba		60. Latvia	
2. United States		31. Greater Antilles ¹		61. Lithuania	
		32. Lesser Antilles ²		62. Moldova	
B. LATIN AMERICA	۱.	33. Puerto Rico		63. Netherlands	
10. Argentina				64. North Macedonia	
11. Bolivia		D. EUROPE		65. Norway	
12. Brazil		40. Albania		66. Poland	
13. Chile		41. Armenia		67. Portugal	
14. Colombia		42. Austria		68. Romania	
15. Costa Rica		43. Azerbaijan		69. Russia	
16. Ecuador		44. Belarus		70. Serbia	
17. El Salvador		45. Belgium		71. Slovakia	
18. Guatemala		46. Bosnia & Herzegov	ina 🗌 🗌	72. Slovenia	
19. Guyana		47. Bulgaria		73. Spain	
20. Honduras		48. Croatia		74. Sweden	
21. Mexico		49. Czech Rep.		75. Switzerland	
22. Nicaragua		50. Denmark		76. Ukraine	
23. Panama		51. Estonia		77. United Kingdom	
24. Paraguay		52. Finland			
25. Peru		53. France		E. MIDDLE EAST	
26. Suriname		54. Georgia		80. Afghanistan	
27. Uruguay		55. Germany		81. Bahrain	
28. Venezuela		56. Greece		82. Cyprus	
		57. Hungary		83. Iran	
		58. Ireland		84. Iraq	

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85. Israel			146. Somalia		
86. Jordan			147. Sudan		
87. Kuwait			148. Sub Sahara ³		
88. Lebanon			149. Tunisia		
89. Oman					
90. Pakistan			H. CENTRAL AND SOU	JTHEF	RN
91. Qatar			AFRICA		
92. Saudi Arabia			150 America		
93. Syria			150. Angola 151. Benin	H	H
94. Turkey			151. Benni 152. Botswana	H	H
95. United Arab Emirates			152. Botswana 153. Burkina Faso		H
96. Yemen			155. Burkina Faso 154. Burundi	H	H
			154. Burundi 155. Cameroon	H	H
F. ASIA				H	H
100. Bangladesh			156. Cape Verde Islands	H	H
101. Brunei			157. Congo Republic 158. Gabon	H	H
102. Cambodia			158. Gambia	H	H
103. China (P.R.C.)			160. Ghana	H	H
104. Diego Garcia			160. Guinea	H	H
105. Hong Kong (P.R.C.)				H	H
106. India			162. Ivory Coast	H	H
107. Indonesia			163. Kenya 164. Lesotho	H	H
108. Japan			165. Liberia	H	H
109. Kazakhstan			165. Liberia 166. Malawi	H	H
110. South Korea			167. Mozambique		H
110a. North Korea			*	H	H
111. Kyrgyzstan			168. Nigeria 169. Rwanda	H	H
112. Laos			170. Senegal	H	H
113. Macau (P.R.C.)			170. Sellegal 171. Sierra Leone		H
114. Malaysia			171. Siella Leone	H	H
115. Mongolia			172. South Africa 173. Swaziland	H	H
116. Myanmar (Burma)			175. Swaziland 174. Tanzania	H	H
117. Nepal			174. Talizalla 175. Uganda	H	H
118. Philippines			175. Oganda 176. D.R.Congo (Zaire)	H	H
119. Singapore			170. D.R.Congo (Zane) 177. Zambia	H	H
120. Sri Lanka			177. Zimbabwe	H	H
121. Taiwan			170. Zimbaowe		
122. Tajikistan			I. 180. ANTARCTIC/AR	СТІС	
123. Thailand					
124. Turkmenistan					
125. Uzbekistan			FOOTNOTES		
126. Vietnam			(1) Includes The Dominica	in Repi	ublic
			Haiti and Jamaica. (2) Inc	-	
F. AUSTRALIA/OCEAN	IA		Bahamas, The Leeward an		
130. Australia	Ц	Ц	Windward Islands, Trinida		
131. New Zealand	Ц		Tobago and the Virgin Isla		3)
132. Pacific Islands	Ц		Includes Chad, Eritrea, Ma	,	-)
133. Papua New Guinea			Mauritania, Niger, Somalia		outh
G. NORTH AFRICA			Sudan.		
140. Algeria					
141. Egypt	\square	\square			
142. Ethiopia					
143. Libya	Ē	\Box			
144. Morocco	Ē	\square			
145. Niger	\Box	\Box			

GENERAL BUSINESS

None of the information on this page, except for the subsidiaries list (Question 14), will be published. It will be kept strictly confidential and used for statistical purposes ONLY. Companies will not be identified.

8. Did your company make a net pre-tax, pre-bonus profit on gross revenue on your construction and/or design operations in 2022?

	our home country utside home country	☐ YES [☐ YES [r-end revenue r-end revenue		-	of year-end rever of year-end rever	
In	your company increase o our home country ternational office	r decrease its profess Increase [] % Increase [] %	Dec	2022? rease [] % rease [] %	Little or Little or			
С	npared to a year ago, wh onstruction esign	at is the status of you Higher Higher	ar firm's curi Low	er	`work? □ Same □ Same		nat percent?[nat percent?[]]
11.	A. Is your firm wholly of Wholly-owned YES Partly-owned YES	S DNO	ny another fi	rm?				
	B. If either answer in pa	art A is yes, what is t	he name of y	our corporate	parent firm a	nd its ci	ty and country?	
	Firm [State [] City] Coun	[try[]]	
	C. If either answer in pa of your revenue in it				g in ENR's s	surveys	and including an	у
12. Ho	w many employees do yo	ou have? []						
13. Wh	at are the three most cha	llenging and unique	projects that	your firm is cu	rrently work	ing on?		
a.								
	c	Project Name				7		

Project Name Project Location Project Owner Name Estimated Project Cost Construction Start Date Construction Estimated End Date

What makes this project unique/challenging?

Project Name	
Project Location	

	-

Project Owner Name Estimated Project Cost Construction Start Date Construction Estimated End Date

What makes this project unique/challenging?

Project Name Project Location Project Owner Name Estimated Project Cost Construction Start Date Construction Estimated End Date

What makes this project unique/challenging?

14. What are your firm's major operating subsidiaries (excluding branch offices) whose 2022 data you included in this survey? COMPANY LOCATION

LOCATION

Please double check:

• Totals should include domestic + international work unless specified otherwise.

• Do not include contracts for construction management on a fee-only basis (Question 6B) with either CM-at-risk (Question 6A) or gross revenue (Question 3C)

• Do not include design-related program management revenue (Question 5F) with your direct design revenue (Question 5A-C)

• Lines 3D + 6A should not exceed line 3C

• Lines 3C + 5C + 6B(2) + 6(C) should not exceed total company revenue reported in your corporate financial statement.

Who is your chief executive officer? Name [] Title []
Who is your chief operating officer? Name [] Title []
Who is your chief financial officer? Name [] Title []
Who is your business development officer? Name [] Title []
Who is your public relations officer? Name [] Title []
Who is your human resources officer? Name [] Title []

CONTACT INFORMATION

14. Would you, or someone at your company, be available to provide on-the-record comments for any ENR news story reporting the results of this survey? ***Required***

1. Yes

2. No

[IF 14=YES]15. Contact for Comments1.Name []2.Title []3.E-Mail []4.Telephone number[

5. Extension []

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16. VERY IMPORTANT: Who should be our main contact(s) for future survey notifications? *Required*

Name [] E-Mail address []
Title [] Telephone number[]
Company [] Fax number []
Address []
City, state, zip []

<u>Alternate</u> Name [] <u>Alternate</u> E-Mail address []
<u>Alternate</u> Title [] <u>Alternate</u> Telephone number []

VERY IMPORTANT: PERSONAL PLEDGE OF ACCURACY

Independent verification of my firm's construction revenue and/or billings is not available in time for ENR's deadline. As a result, I personally attest to the accuracy of the numbers reported.

(Signed)_

Chief executive officer

Date

<u>REMINDER:</u> THE DEADLINE FOR ONLINE SURVEY FILING IS JUNE 26, 2023