



£3.6bn

Value of new work won by Balfour Beatty in 2007

Balfour looked comfortably in the lead in November, but Laing's £1.8bn Heathrow East job catapulted it to within spitting distance of Balfour.

Balfour's busy year

CJ50 2007 overall winner Balfour Beatty enjoyed a record year in 2007, with an order book approaching £11bn by the year end. This represents a rise of 20% on the previous year.

Acquisitions in the UK and overseas contributed to the rise along with the conversion of several PPP contracts from preferred bidder status to financial close, major contract wins in the Far East and other new long-term contracts with key clients.

The group's role in the US has been significantly expanded with the addition of Centex, now renamed Balfour Beatty Construction US. Over £730m of new orders were announced in August. This included the first contract under the Base Realignment and Closure Programme (BRAC) for the US Army and sizeable contracts for Disney and the Bank of America.

Adding Cowlin, a south west England and Wales-based builder, has expanded the Group's regional coverage, while the purchase of integrated services company Covion improved coverage in the facilities management market.

The acquisition of Exeter airport, one of the fastest-growing regional airports in the UK, realised the group's ambitions to build a UK asset investment portfolio at the beginning of the year.

Preferred bidder positions on PPP hospital projects at Pontefract and Pinderfields, Tameside and Salford, a major schools project at Knowsley on Merseyside and the Derby streetlighting project were converted to contract in the year, adding more than £700m to the orderbook.

Positions in Balfour Beatty's principal markets of healthcare, education, road and rail transport, utility systems, privately financed projects and social housing were further strengthened during the year, with long-term contracts secured with British Energy, National Grid, Network Rail, the University of Hong Kong, the Venetian Orient in Macao, US Department of Defense and the US Federal Bureau of Prisons.

Overseas contracts are not included in the CJ50

CJ50 New work winners: Total value of new orders won for 2007 (£m)

Position	Previous	Movement	Contractor	No of contracts	Total	January 07	February 07	March 07	April 07	May 07	June 07	July 07	August 07	September 07	October 07	November 07	December 07
1	1	-	Balfour Beatty	738	3,610.14	137.14	646.77	242.00	255.30	111.44	580.10	92.90	166.40	316.90	200.50	175.60	685.10
2	5	+3	Laing O'Rourke *	43	3,191.90	26.00	116.60	108.00	221.00	290.00	284.00	117.00	63.50	-	28.80	137.00	1,800.00
3	12	+9	HBG Construction	129	2,336.45	312.42	285.20	70.50	159.90	82.66	229.90	207.70	117.65	270.00	185.52	243.00	172.00
4	3	-1	Kier	495	2,279.03	68.10	287.90	156.00	146.69	130.90	298.60	391.01	129.80	198.93	148.85	176.90	145.35
5	4	-1	Bovis Lend Lease	21	1,871.32	450.60	8.20	341.50	319.30	407.00	3.62	-	44.70	36.40	260.00	-	-
6	7	+1	Morgan Sindall	477	1,682.30	192.56	164.32	293.60	64.50	64.50	72.69	280.65	100.47	227.34	57.66	111.25	52.77
7	2	-5	Skanska	156	1,468.39	93.30	64.98	22.37	116.36	53.26	28.19	149.00	184.10	34.87	477.26	189.04	55.66
8	13	+5	Bowmer & Kirkland	114	923.14	103.07	52.74	42.96	74.90	142.80	52.79	81.23	108.33	72.96	46.07	117.03	28.26
9	9	-	Rok	321	921.58	39.59	36.15	306.65	94.37	22.39	76.03	80.58	52.72	65.23	40.82	63.32	43.72
10	6	-4	Carillion	192	870.10	28.60	219.50	88.60	63.90	14.80	75.40	105.70	8.40	38.10	92.30	-	134.80
11	8	-3	Sir Robert McAlpine	21	855.70	150.00	29.60	1.20	-	27.20	-	248.00	61.00	-	-	331.00	7.70
12	11	-1	Wates	217	855.68	129.61	141.67	37.42	90.33	82.89	33.09	105.11	72.08	19.35	59.51	64.85	19.77
13	14	+1	Galliford Try	147	764.60	44.70	76.00	71.00	97.30	37.90	60.90	100.50	44.10	68.60	1.80	36.00	125.80
14	23	+22	Edmund Nuttall	114	732.78	212.57	28.41	-	18.12	19.73	238.30	108.14	15.12	24.48	30.87	18.92	18.12
15	17	+2	Interserve Projects	249	623.46	29.48	56.87	35.11	116.67	166.10	31.31	22.61	24.95	22.88	28.53	13.65	75.30
16	18	+2	ISG Interior Exterior	165	617.96	59.44	53.13	23.80	37.28	31.59	37.50	101.11	7.78	58.70	83.92	115.35	8.36
17	41	+24	Apollo	111	572.09	160.06	151.02	55.54	20.92	27.10	13.90	-	53.20	19.85	21.85	16.75	31.90
18	16	-2	Miller	33	541.13	126.01	23.95	20.13	43.33	20.15	39.92	7.71	14.31	61.58	31.57	46.19	106.29
19	10	-9	Taylor Woodrow	52	532.05	-	-	107.58	86.52	195.51	5.66	-	82.32	-	27.50	17.66	9.29
20	21	+1	Willmott Dixon	68	434.28	15.18	26.90	17.74	45.87	13.58	35.66	29.41	100.35	47.01	26.55	30.10	45.92
21	24	+3	Leadbitter	77	428.60	-	29.55	-	113.07	-	14.79	16.91	63.17	138.02	40.64	12.45	-
22	15	-7	Norwest Holst	56	415.55	31.40	19.90	33.00	100.70	62.30	54.60	56.80	-	-	19.05	-	37.80
23	22	-1	Costain	46	406.84	18.39	-	78.97	43.34	47.10	16.08	32.34	16.54	62.08	70.52	-	21.48
24	43	+19	Inspace	50	405.90	192.60	17.60	18.00	29.00	-	43.00	48.70	-	16.70	10.10	-	30.20
25	19	-6	Morrison	56	361.51	2.23	31.98	216.39	4.70	7.33	5.50	67.32	-	17.67	8.38	-	-
26	30	+4	Styles & Wood	95	311.70	51.06	14.06	-	21.94	30.22	33.93	21.97	22.59	24.12	-	51.35	40.46
27	-	New	Mulalley & Co Ltd	27	293.65	25.20	6.50	1.40	6.80	4.90	20.00	81.88	33.90	-	113.07	-	-
28	29	+1	Renew	118	288.79	26.56	21.32	40.22	36.22	5.99	16.08	7.77	4.93	-	-	-	129.70
29	-	New	Lakehouse Contracts	69	276.04	4.41	3.50	194.40	-	1.70	-	-	8.50	-	-	16.02	47.50
30	28	-2	Fitzpatrick	56	272.50	4.90	54.40	3.70	23.40	4.50	59.00	6.20	44.20	28.90	8.50	12.20	22.60
31	-	New	FM Conway	53	264.99	-	-	146.73	10.29	21.60	18.30	60.00	-	-	8.07	-	-
32	39	+7	Midas	103	259.09	32.20	12.67	15.37	28.59	29.51	44.60	23.33	23.64	8.61	14.51	24.28	1.78
33	40	+7	Higgins	16	246.22	9.17	37.80	8.50	2.00	140.00	5.40	-	11.85	7.60	-	-	23.90
34	32	-2	Durkan	30	233.01	-	40.88	56.17	-	-	-	-	-	135.95	-	-	-
35	27	-8	Sisk	22	232.72	-	-	70.67	-	-	-	95.54	22.40	4.41	18.19	21.52	-
36	26	-10	Osborne	80	226.65	3.37	5.48	7.23	10.33	1.14	65.00	31.23	17.65	23.68	33.43	4.11	24.00
37	-	New	Gleeson Building	15	198.30	-	-	-	14.40	40.60	30.70	-	-	22.90	89.70	-	-
38	31	-7	Birse	57	190.60	25.90	21.40	0.80	27.90	12.20	3.10	14.60	4.70	3.60	24.40	24.80	27.20
39	36	-3	Dean & Dyball	117	188.76	13.63	15.58	11.24	17.67	17.61	23.21	11.91	9.75	11.86	9.93	13.87	32.50
40	42	+2	North Midland	70	167.48	-	25.49	-	16.27	-	31.91	-	30.66	-	34.83	28.32	-
41	45	+4	Thomas Vale	112	159.38	11.44	22.84	22.82	10.94	13.29	10.73	16.22	-	14.85	11.00	13.77	11.48
42	46	+4	Crispin & Borst	57	147.87	15.80	4.37	9.47	-	36.73	23.51	9.79	9.53	10.95	13.52	7.23	6.96
43	-	New	Buckingham	39	142.46	34.50	9.85	-	17.70	7.65	16.90	8.86	3.34	9.94	-	16.43	17.29
44	44	-	Eric Wright	54	139.68	-	20.47	-	19.25	20.42	-	17.04	4.58	41.59	5.26	-	11.07
45	38	-7	Tolent	54	135.94	18.50	23.87	15.79	10.01	0.15	38.61	3.40	5.23	0.92	15.88	3.59	-
46	34	-12	Pearce	47	135.68	2.99	8.88	8.63	13.62	41.59	15.97	2.96	7.34	5.64	12.64	15.42	-
47	48	+1	Haymills	26	129.14	11.75	8.60	5.30	5.40	6.41	1.54	43.89	7.00	3.00	13.00	13.40	9.85
48	37	-11	Watkin Jones	17	127.82	1.10	-	2.75	3.00	6.00	2.45	5.82	30.00	24.90	34.55	9.30	7.95
49	-	New	Warings	20	119.70	-	-	-	-	20.80	24.80	22.20	-	-	34.60	-	17.30
50	20	-30	Barr	22	119.10	18.20	24.40	25.30	14.30	36.90	-	-	-	-	-	-	-
TOTALS FOR JANUARY 2007 - DECEMBER 2007				5,524	32,709.75	2,933.71	2,951.30	3,034.57	2,673.39	2,558.14	2,817.29	2,935.05	1,832.77	2,201.06	2,493.67	2,191.67	4,087.13
TOTALS FOR JANUARY 2006 - DECEMBER 2006				5,481	26,833.18	1,612.86	2,439.68	2,327.35	2,960.83	2,849.31	2,243.74	2,167.45	2,608.75	1,720.25	2,286.79	1,670.29	1,945.88