



Company update

21 June 2016

Michael Elwood RIP



Michael retired in August after nearly 13 years at VGC.

He started as a rail delivery operator in 2002 and was promoted to supervisor, and then operations manager for the rail delivery fleet in 2007.

Welcome to new staff

Richard Wheeler HSQE manager



Lauren Wilson receptionist / administrator



George Farquhar contract supervisor
(north - Sellafield)



Promotions



Tommy Hunter



Julie Norris



Naomi Wakefield



Karim Elaoui

Promotions



Heena Chatrath



Anthony Iley



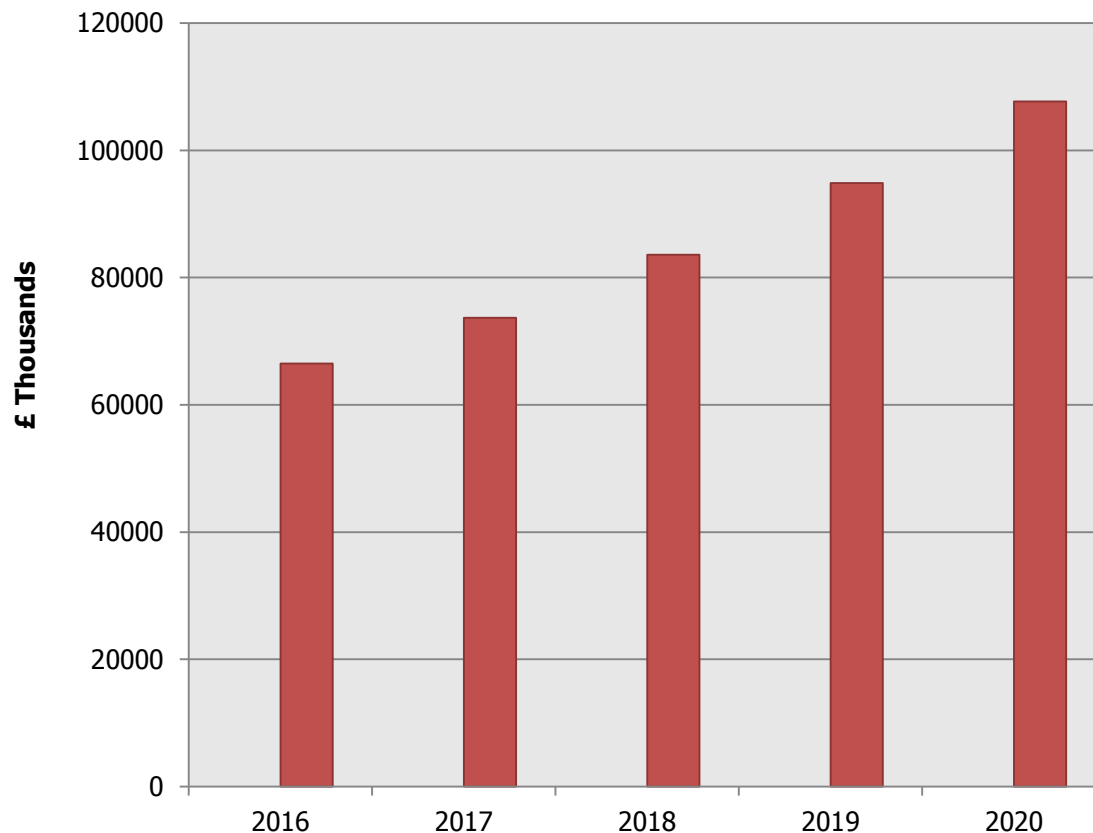
Donatas Jausica



Alice Dupree

The next five years

Forecast growth in sales 2016 - 2020



Based on average growth of 12.8% pa

Bond Street Crossrail

Costain Skanska JV safety award



- Every month in 2015
- First or joint first in all 2016 awards

- Eight new vans
- FORS recredited
- Updated website



Teamworking



Appendix F: Current framework - future opportunities

Framework Category	2015/2016 Accounts (Values £)				Client's estimated direct spend	Number of suppliers	Number of suppliers and direct cost	Current spend with VGC 2015 (Value £)	Opportunity including current VGC sales (Value £)	Length of VGC relationship (Years)
	CONSTRUCTION	OPERATIONAL	RAIL	OTHER						
RAF/RAF	1,000	2,000	100	100	100	100	100	100	100	
RAF/RAF	100	100	100	100	100	100	100	100	100	
RAF/RAF	100	100	100	100	100	100	100	100	100	
RAF/RAF	100	100	100	100	100	100	100	100	100	

Information from Client Statement, RAF/RAF Chief Estimate, on the period covered below:

- Paper Projects 37%
- Station Projects 12%
- Tunnel and Station 17%
- Network 22%
- Rail Infrastructure 12%

*Approximate 25 writers time/week = 1 full time

Appendix C: Senior management team

Sir Paul Brindley, Chairman

Responsible for the overall strategy and performance of the Group. He has been Chairman since 2011 and is a former Director of the House of Commons. He has extensive experience in the public sector and is a member of the House of Lords.

Mr. Andrew Smith, CEO

Responsible for the overall management and performance of the Group. He has been CEO since 2011 and has extensive experience in the public sector.

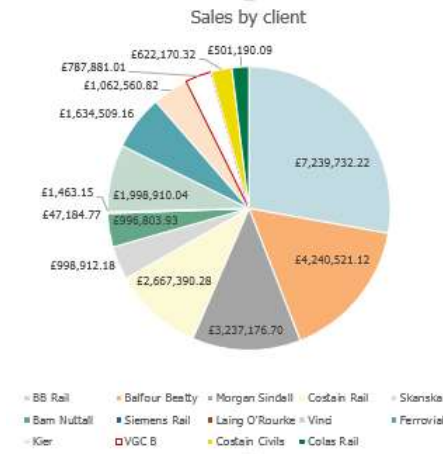
Mrs. Sarah Smith, CFO

Responsible for the financial management and performance of the Group. She has been CFO since 2011 and has extensive experience in the public sector.

Mr. John Smith, MD

Responsible for the operations and performance of the Group. He has been MD since 2011 and has extensive experience in the public sector.

Client	Client lifecycle stage	ABC Customer Analysis	Squeezing the lemon opportunities
Morgan Sindall	Maturity	A	H
Enbair Energy Rail	Maturity	A	H
Costain Rail	Introduction	A	H
Siemens B Smalling	Growth	A	H
Bam Nuttall	Maturity	A	H
Laing O'Rourke	Introduction	A	H
Vind	Introduction	A	H
Ferrovial	Growth	A	H
Kier	Growth	A	H
Skanska	Maturity	A	H
Costain Civils	Introduction	A	H
Colas Rail	Introduction	C	M
Place	Introduction	C	L
Manjay	Introduction	B	H
OCFC	Introduction	C	L
Mitsubishi	Introduction	B	L
Costain	Growth	C	L
Colas	Introduction	C	L
TSP Rail	Introduction	H	M



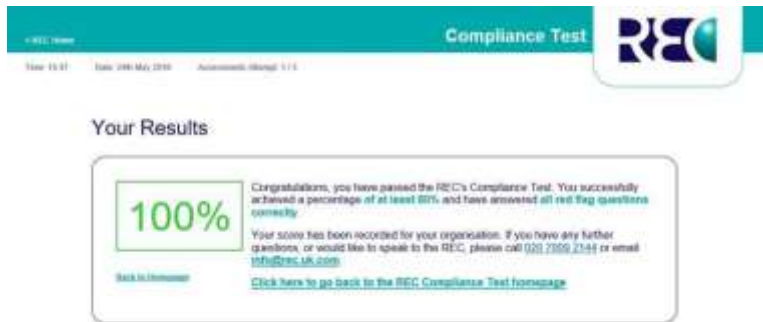
	31/12/2011	31/12/2012	31/12/2013	31/12/2014	31/12/2015
1. Total	27,303,859	28,100,172	28,832,307	35,423,476	41,588,750
2. Cost of Sales	(15,515,815)	(17,152,264)	(14,891,880)	(16,452,947)	(18,722,385)
3. Operating Profit	11,788,044	10,947,908	13,940,427	18,970,529	22,866,365
4. Net Profit After Tax	844,211	448,622	1,027,767	1,171,176	1,083,181
5. Additional P&L	688	380	520	800	750
6. Direct Wage Costs					
7. Interest Paid/Received on Finance Charges					
8. Depreciation Charge	(20,711)	(22,166)	(18,343)	(16,138)	(14,575)
9. Balance Sheet	233,483	238,128	211,167	192,630	176,403
10. Current Assets	12,511,442	13,542,257	14,111,881	12,068,707	11,421,188
11. Current Liabilities	(4,415,861)	(5,054,416)	(7,081,880)	(5,100,799)	(3,787,211)
12. Shareholders' Funds	(6,689,816)	(6,556,478)	(7,051,233)	(8,132,812)	(8,823,188)
13. Additional Info					
14. Net Trade (Member) Debit	(4,162,131)	(2,032,340)	(4,916,944)	(7,702,141)	(8,242,803)
15. Cash / (Short Term Debt)	1,845,911	1,448,004	1,372,981	1,000,416	4,174,247
16. All Trade Related Creditors	65,622	37,148	249,176	492,028	277,859
17. Total Long Term Debt (see notes)					
18. Other	238,700	(774,562)	(37,008)	(315,388)	(25,200)
19. Total					
20. Balance Sheet					

Graduates and apprentices

- Now recruiting



External recognition



HSQE

- See it, share it
- Prize draw
- Key influencer refresher
- Manual handling training



Client appreciation...



"appreciation and gratitude for your great effort and commitment"

"All work was carried out to the highest standard and in a timely manner."

... client appreciation



“exceptional performance”
“collaborative safe attitude”
“hard work and dedication”

Network Rail thanks

Network Rail phoned to thank Carl Dent for refusing to do work that was not set out in the safety brief.



Always get a brief before you start work

BE SAFE ✓

Make sure you understand what you are going to do. **Always ask** if you are not sure.

The Be Safe rules

1. Do fit for work.
2. Always receive a brief before you start work.
3. Report all unsafe acts and near misses.
4. Stop work should anything change.



Client awards to VGC people



Bill Braiden



Jaskaran Singh



Adrian Iliuta



Jesus Antonio Abaitu



Mohammed Hasan



Michelle Jones

Social media awareness

If VGC or a client has a problem:

- don't answer any questions relating to VGC or our clients on social media - or email or phone
- don't tweet or share anything about it
- refer all enquiries to the head office communications team

Please think before you share anything on social media. Don't post anything that could bring VGC or our clients into disrepute.

vgcgroup.co.uk/social



Charity fundraising

- Golf day
- Edinburgh marathon
- Charity week: Sept 2016

Bloodwise total to date:

£9,816.49

- 2016 target: £10,500



Weddings



Daniel and Ebony Cooke



Craig and Lisa Cronin



Tommy and Ali Hunter

Babies



Jacques-Francois and
Xavier Kriel



Dolcie Barnard



Holly Mai Dalton

Long service awards

- Simon Clamp – 5 years
- Tommy Hunter – 5 years
- Nirvana Murray – 5 years



Long service awards

- Elaine Ryan – 10 years
- Gary Stanley – 10 years

