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FY 2018

WORKED IN
120
COUNTRIES

7 
CONTINENTS

Publicly traded
on NASDAQ as



\$4B Value

\$2.96 billion
ANNUAL REVENUE

WORKED ON
64,000
PROJECTS



412 OFFICES
WORLDWIDE



15,400
CLIENTS

More than **17,000** ASSOCIATES 

Markets

- Infrastructure
- Energy
- Water
- Environment
- Waste Management
- Education
- Climate Resilience
- Smart Cities

Project Snap Shots

Strengthening Project Preparation Capacity in Asia and the Pacific - Supporting Preparation of Infrastructure Projects with Private Sector in Asia Pacific, Samoa, ADB

Third Education Sector Development Project, ADB

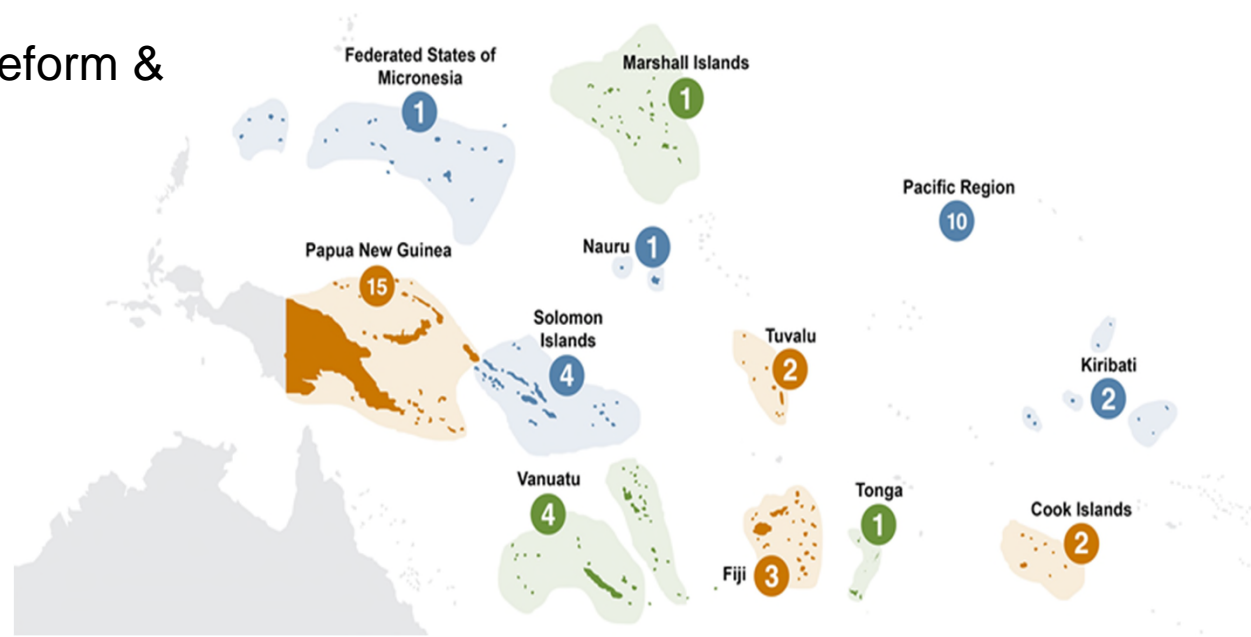
Micronesia Energy Sector Reform & Investment, ADB

Incentive Fund, Papua New Guinea, DFAT

Jharkhand Power System Improvement Project for India, World Bank

Fiji Program Facility Support, DFAT

Cambodia Enhancing Education Quality Project, ADB



Project Snap Shots

Kiribati Education Improvement Program, DFAT

Pacific Readiness for Investment in Social Enterprise, DFAT

Partnering for Impact: Negotiated Partnerships Design, MFAT

Mei Te Vai Ki Te Vai (MTVKTV) Wastewater Project, MFAT

World Bank, Afghanistan Reconstruction Trust Fund Third Party Monitoring

World Bank, Technical Assistance to Strengthening the Legal, Institutional, and Regulatory Framework for Privatizations and Public Private Partnerships (PPPs), Saudi Arabia



Observations for working successfully!

- Invest the time to build relationships – Manila, in-country
- Regional and national experts are critical to success and being cost competitive
- Research is your friend. Understand the country plan, track opportunities, identify relevant experts
- Take the time to understand CMS. Resource accordingly.
- Look for individual consulting opportunities to build experience and capability. Be part of a Firm's team before bidding in own right.
- Seek feedback as often as you can – what went well, what less so