

NES Press Pack

ENGINEERING GLOBAL SOLUTIONS



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Company Overview

The NES Group is a global technical, engineering, rail & IT staffing services provider. We offer a broad range of staffing services including contract and permanent personnel on an international basis; local orientation and legislative assistance; ad-hoc and complete turnkey solutions for entire projects; and other employment-related services.

With 27 offices worldwide, the Group is ideally placed to service client needs anywhere throughout the globe. The Group provides staffing services from 27 worldwide offices. Core sectors that include: oil and gas, construction, infrastructure, rail, power generation, and IT and has staff working in over 40 different countries.

The primary disciplines that we focus on are:

- Food & Drink
- Infrastructure
- IT
- Life Sciences
- General Chemicals
- Oil & Gas
- Power
- Rail
- Water & Wastewater Treatment

Business Overview

The four businesses that comprise the Group provide permanent and contract staff for both ad-hoc and entire projects and whatever the requirement, NES is well positioned to provide a complete solution. The Group currently has over 3,500 contract personnel on assignment across the world and fills in excess of 600 permanent vacancies on an annual basis. With over 30 years of history, that vital client prerequisite of stability and continuity of service is well supported.

Group Vision

Our vision is that by 2012, The NES Group will have become the "800 pound gorilla" in its chosen, global market sectors and disciplines.

In other words, we will seek to dominate our chosen sectors and disciplines and hold a market position ahead of our competitors in these areas.

Group Mission

Our mission is to deliver shareholder value to our investors and employees and commercial value to our customers. We will focus on accurately matching our client's requirements on every occasion and via the most tailored and specific solutions available in the marketplace. Confidence in our service and adherence to the above deliverables will allow us to work with clients who are happy to give us fair reward for the value we add to their business.

Value Proposition

NES has a number of different customers - including clients, jobseekers and also its internal personnel. The NES Value Proposition is a clear statement about what we are here to do and what it is that clearly differentiates NES from the other recruitment consultancies in our market:

Guaranteed recruitment solutions, engineered from the global talent pool by discipline specific consultants.



Board of Management

Stephen Ross, Non-Executive Chairman

Stephen joined the NES Board following the £86m management buyout supported by Graphite Capital, having previously worked at 3i and as an ex-founder of Springboard plc.

Neil Tregarthen, Chief Executive Officer

Neil joined NES in 2004 from Hays PLC where he was Managing Director of DX Services a £50m profit business-to-business mail operation. Neil has successfully changed the Group's culture, disciplines and focus to ensure 'step' increases in NES fee income and operating profits.

Simon Coton, Managing Director, NES Global

Simon Coton joined NES as a recruitment consultant in 1995 after obtaining a law degree. He was appointed as a director of NES Global in 2002 and after being responsible for the two most profitable offices in Manchester and Houston, he was appointed as Managing Director in March 2008.

Steve Buckley, Group Finance Director

Steve joined NES in 2007, having previously working at the Funding Corporation as their Group Finance Director. Steve is an Oxford graduate and, having worked at Andersen's for 14 years, became their youngest partner in 1999. Steve is involved in the strategic development of the Group, where he employs his extensive previous experience and Manchester Business School MBA knowledge.

Geoff Lloyd, Non-Executive Director

Geoff is a co-founder of the NES Group and after growing the business since its inception, initially as Chief Executive and more recently as the Group's Non-Executive Chairman, he is now a non-executive director of the main Group Board.

**High resolution photographs of the above are available upon request.*

Contact Information

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FAQs

1. *What does NES stand for?*
2. *Who should I contact for further information?*
3. *Where can I find out about NES' organisational structure?*
4. *How many personnel does NES employ?*
5. *How many contractors does NES currently have placed?*
6. *How many contractors does NES have on its database?*
7. *When was NES founded?*
8. *How many offices does NES have?*
9. *What is the company's annual profit/turnover?*
10. *What plans does NES have for the future?*
11. *What disciplines does NES specialise in?*
12. *What are the main sectors that NES provides a service to?*

1. *What does NES stand for?*

Since NES was founded in 1978, the branding, company name and trading style of the organisation and its subsidiary companies have all existed under the NES umbrella. Originally, the initials stood for Northenden Engineering Services, but it was NES that represented the public face of the firm.

2. *Who should I contact for further information?*

Kath Finney, Press Officer at NES can be contacted with any enquiries.

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3. *Where can I find out about NES' organisational structure?*

An organisational diagram is available on request.

4. *How many personnel does NES employ?*

NES employs over 350 staff throughout its network of worldwide offices.

5. *How many contractors does NES currently have out on assignment?*

The NES Group currently has over 3,500 contractors working on assignment for clients worldwide and fills in excess of 600 permanent placements annually.

6. *How many contractors does NES have on its database?*

NES has a database of 380,000 skilled personnel on its database. The database is further segmented by sectors, skills and locations. More details are available on request.

7. *When was NES founded?*

The NES Group was founded in 1978.

8. *How many offices does NES have?*

NES has 8 offices in the UK, with its Head Office based in Manchester and offices in Aberdeen, Glasgow, Leeds, Newcastle, Birmingham, London and London City.

It also has 19 international offices in Africa, Australasia, The Far East, India, The Middle East, Russia and the USA & Canada.

9. *What is the company's annual profit/turnover?*

In 2009, annual turnover was £287m.

Audited accounts for 2009, 2008, 2007, 2006, 2005 and 2004 are available to download from our website.

10. *What plans does NES have for the future?*

It seeks to dominate its chosen sectors and disciplines and hold a market position ahead of any other non-publicly quoted competitors in those spaces.

11. *What sectors does NES specialise in?*

The main sectors covered by NES are: Food & Drink; Infrastructure; Life Sciences; General Chemicals; Oil & Gas; Power; Rail; Water & Wastewater Treatment.

NES Track Ltd provides recruitment and training services to the UK rail industry.

NES IT Group Ltd specialises in IT recruitment services throughout the UK.

NES AIM Academy delivers project and programme management training.

Articles Published

NES has had numerous articles published since the company was established. Below is a summary of the most recent pieces:

Date	Publication	Article
Jan 2009	<i>The Chemical Engineer</i>	Creating your career year plan
Jan 2009	<i>Building Services Journal</i>	Career planning in a recession
Oct 2008	<i>Building Services Journal</i>	Identifying and selling your soft skills
July 2008	<i>Nexus Magazine</i>	Reducing your risk profile
July 2008	<i>Building Services Journal</i>	Career planning
April 2008	<i>Building Services Journal</i>	Salary & benefits package negotiation
April 2008	<i>The Chemical Engineer</i>	Older & Wiser? - Job seeking for the experienced engineer.
Jan 2008	<i>Building Services Journal</i>	Interview preparation
Nov 2007	<i>The Chemical Engineer</i>	10 things uni didn't teach me
Nov 2007	<i>Building Services Journal</i>	Telephone interviews
Oct 2007	<i>Building Services Journal</i>	Job hunting tips
Oct 2007	<i>Nexus</i>	Top 5 most common CV errors
Sep 2007	<i>Building Services Journal</i>	Your CV: your personal marketing tool
Aug 2007	<i>The Chemical Engineer</i>	Attracting the right candidate
July 2007	<i>British Computer Society</i>	Top five most common CV errors
July 2007	<i>Building Services Journal</i>	'Making the right catch' – attracting the right candidate
Jun 2007	<i>Rail Staff</i>	'Royal dynamic for NES' – Queen's Award for Enterprise
May 2007	<i>Building Services Journal</i>	'Reviewing the situation' – conducting an interview review
Apr 2007	<i>The Chemical Engineer</i>	'Going contract' – the pros and cons
Feb 2007	<i>The Chemical Engineer</i>	'Constructive criticism' – using interview feedback and appraisals
Dec 2006	<i>Architype</i>	'Any questions...?' – job interviews and post interview feedback
Dec 2006	<i>Engineering Management</i>	'Making Connections' – how to be productive when networking
Nov 2006	<i>The Chemical Engineer</i>	'Eye on the Goal' – planning for a long-term career
Aug 2006	<i>The Chemical Engineer</i>	'Land of opportunity' – chemical engineering in Malaysia
Jun 2006	<i>Architype</i>	'Ring my bell' – the art of telephone interviews
May 2006	<i>The Chemical Engineer</i>	Maximise your earning potential
May 2006	<i>The Chemical Engineer</i>	Changing tracks: a guide for Chemical Engineers
Apr 2006	<i>Engineering Management</i>	Choices, choices...how to job search and prepare for the interview
Apr 2006	<i>Engineering Management</i>	Next...how to avoid recruitment disasters
Apr 2006	<i>The Chemical Engineer</i>	Networking – what is it good for?
Mar 2006	<i>Rail Staff</i>	NESTrack – Training for Tomorrow
Mar 2006	<i>Contract Journal</i>	'Getting it Right' - Overview of Recruitment in pre-planning professions
Feb 2006	<i>Architype</i>	'The Soft Touch' - Soft skills for the graduate
Nov 2005	<i>Building Magazine</i>	'Get the Job' - Preparation for a telephone interview
Nov 2005	<i>The Chemical Engineer</i>	'The Soft Touch' - Identifying and selling your soft skills
Aug 2005	<i>RIBA</i>	'Golden Goal' - Creating a career plan
Aug 2005	<i>The Chemical Engineer</i>	'How to Interview Effectively' - From a manager's perspective
Jun 2005	<i>Building</i>	'Salaries and Negotiation' - Negotiating salaries and benefits packages

Testimonials

Shell International Exploration and Production Inc:

“NES Overseas are one of Shell International Exploration and Production’s (SIEP) suppliers of manpower to projects located around the world. SIEP have held a contact with NES Overseas since 1st March 2004. Shell currently has more than 30 personnel deployed through NES in the US, Netherlands and Nigeria, in support of various projects.

NES Overseas has proven to be a reliable supplier of quality personnel and has provided a high level of support in remote locations such as Nigeria. SIEP view NES Overseas as a key supplier of personnel to projects.”

Manrochem Ltd:

“We would like to take this opportunity to express our thanks to all of your team...We continue to be impressed with the service provided by the Manchester office for all disciplines and trust that our relationship can be further enhanced over the coming years.”

Parsons E & C:

“NES have always strived to meet our targets and objectives and have introduced a number of technically competent and professional personnel to our organisation. We have no hesitancy in recommending NES to any prospective clients and we continue to be impressed by the professionalism and friendliness of their consultants.”

Saipem UK:

“The NES Group has been a vital part of Saipem UK and Saipem Energy’s international recruitment strategy for many years. They have always delivered to us a high level of service in a professional and efficient manner. They offer continued commitment to tailoring their service to match our organisational needs and procedures.”

Intercytex:

“Intercytex has recently used the services of NES International in the recruitment of a Validation Engineering Specialist.

This has been a particularly difficult position to fill and the vacancy was with a number of recruitment agencies for some time before NES suggested that it could undertake a managed advertising campaign.

I was impressed by their professional approach to this campaign, from meeting with us personally to gain a complete understanding of our precise requirements, to the design and layout of the advertisement and finally the review of the applications before selecting 4 or 5 suitable candidates for us to interview. It was also, I believe, helped by raising our profile in the NES Process Newsletter, particularly the company in focus pages, which gave us an excellent opportunity to market Intercytex as an employer of choice.

The managed advertising campaign was successful and we recruited an excellent candidate. I would highly recommend this as a recruitment tool and NES International as a preferred recruitment company.”

Michael Broady, RC Detailer:

"I was introduced to NES when they were the preferred supplier to the company I got the job with. From a candidate's perspective, the payments side is excellent. It really is very well organised and efficient."

Richard Ferrar, CAD Co-ordination Draughtsman:

"NES have a very good understanding of my requirements. I have used other agencies in the past and NES are much better at keeping in touch. They don't just contact you when they want to fill a post; they call me when they know I am in work to see how things are going, which is more personal, much more sincere. They really do have their finger on the pulse."

Barry Thompson, Architectural Technician:

"I continue to use NES because the service delivered is exceptionally professional and they are generally much more efficient than a lot of other agencies I have used in the past. I am very happy with every aspect of the service provided."

Andy Oliver, Quantity Surveyor:

"I use NES because the managers at their Newcastle office are all friendly and down to earth people and offer a good service. They listen to my employment requirements with great attention to detail, thus providing me with the most suitable employment."

Andrew Jensen, Senior Technician:

"I work through NES because I have a good relationship with my consultant and salary negotiation has been spot on – they are up front and I am confident that they can be trusted to negotiate on my behalf."

Howard Cliff, Senior Design Technician:

"I am very happy with the deal I got and I like the fact that NES keep in regular contact with me – keeping me updated with vacancies that come up and checking that I'm ok where I'm placed. Everything just runs smoothly with NES."

John Carslake, Civil Engineer:

"I have been working through NES for a number of years. They deliver a professional service and I am very happy with the working relationship we have."

Michael Slater-Patterson, Architectural Technologist:

"I have been working through NES for around eight years on and off. The main reason for using them is that they always find me work promptly. On a first-come-first-served basis they are always the ones that get back to me with suitable positions the quickest."

Neville Russell, Building Surveyor:

"NES provide a much better service than some of the other agencies I have used – they contact me regularly, which keeps me happy!"

Paul Morley, Senior Civil Designer:

"I approached NES two and a half years ago after they were recommended by Northumberland County Council. They take into account my own requirements and I know that if I did have any problems they would be taken care of."