



► Construction and Civil Engineering

Important market facts

- Construction and civil engineering markets involve equipment (investments) or maintenance (operations) and include building, industrial civil engineering, construction (roads, maritime works, railway lines, electrical networks, etc.).
- In 1983 these markets were valued at \$15.6 billion (27 per cent of total open markets).
- There is no significant foreign penetration because of the nature of the activity which is difficult to export, and because of the French firms' international position in this sector.
- Markets can be entered through adjudication (a method rarely used today), competitive bidding or negotiated contracts. Each of these legal procedures are publicized.

Market trends

- The most important activities are urban equipment, energy and roads.
- In the next five years, the sector will experience a very small rate of growth (1.6 per cent per year), particularly in the civil engineering sector where there will be no growth.
- There will be a marked reduction in the operations of national corporations (down 4.5 per cent until 1991), particularly those in the energy sector where demands should decrease by 7.5 per cent per year.
- Major projects planned for this sector over the next five years:
 - the reprocessing of nuclear fuels from The Hague;
 - building the English Channel tunnel;
 - the construction of the TGV (HIGH-SPEED TRAIN) Atlantic;
 - building treatment plants along the French coastline;
 - setting up cable video-communications networks.

Additional information

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Useful addresses

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