

The group now obtains more than half its income from the technology and services fields.

## Soriguē agrees to purchase CLD and Constraula to grow and diversify

- **The operation falls within the Strategic Plan of the corporate group, in a bid for sustainable growth through diversification, innovation, development and attracting talent.**
- **Through these operations, the firm is to increase its staff by more than 50% and its presence in the city of Barcelona.**
- **These acquisitions allow Soriguē to increase its EBITDA by more than 10 million euros this year.**
- The agreement to purchase CLD between Soriguē and Comsa Medio Ambiente is pending fulfilment of a series of suspension conditions, among which there is exercise of pre-emptive acquisition by the minority shareholders. Acquisition of Constraula was completed last December.

Barcelona, 14th January 2016. Soriguē has acquired the company Constraula and has agreed to buy CLD, an agreement that it is due to conclude in the coming months within its business diversification strategy. The Managing Director of Soriguē, Luis Villena, considers these acquisitions “will allow us to provide our clients more and better services on markets that are aligned with our business, and to grow in related sectors with recurring revenue”.

These operations shall amount to an increase of more than 50% in the present staff of Soriguē and will allow the group to grow sustainably in sectors that add to the company’s business. Since it was founded in 1954, Soriguē has undergone a constant expansion both organically as well as by acquisition of other companies, as well as inclusion of the company Acsa, Obras e Infraestructuras, S.A.U. in 2006.

This process of continuous sustainable growth, along with increased turnover, staff and production resources has allowed Soriguē to increase its geographic range of action, as well as to extend its work to other construction related sectors.

In 2015, Soriguē set up a Strategic Plan for the next two years in order to consolidated growth that it foresees shall exceed 10% in 2017. Luis Villena considers “the intention the has is to anticipate the future of the sector by encouraging innovation, developing talent and optimising its positioning”.

### **The acquisitions**

**CLD** had a turnover of 58.1 million in 2014. The firm Comsa Corporación held 73.3%, while the remaining 26.7% is held by a private shareholder group. The purchase agreement is pending



fulfilment of a series of suspension conditions, among which there is exercise of pre-emptive acquisition rights by the minority shareholders.

CLD was originally a co-operative, the origin of its acronym being *Cooperativa de Usuarios del Servicio de Limpieza Pública Domiciliaria de Barcelona*. Among other concessions, CLD has been awarded cleaning of the Horta-Guinardó and Nou Barris districts of the capital of Catalonia.

**Constraula Enginyeria i Obres** is a family company founded in 1985 and its field of activity concentrates on three segments: street maintenance, building maintenance and urban civil engineering works.

### **Increased turnover and staff**

Acquisition of CLD and Constraula shall amount to an increase of more than 50% in the present staff of Sorigué, that is now formed by about 1,800 people, and that will allow it to better pursue its aim to increase its activities in the service sector. Sorigué already obtains more than half its revenue from this field and the technological sector.

With both acquisitions, the group will increase its EBITDA by more than 10 million this year.

### **Ready to anticipate the future**

As part of its strategy, Sorigué invests in start-up projects, both in sectors related to the company activities, as well as in other scopes, with differential and unique products and services, that may provide added value to the group.

The corporate expansion also includes internationalisation by exploring opportunities that arise through activities that are already being performed in other countries.

Within the setting of its Strategic Plan 2015-2017, Sorigué recently established an Innovation Advisory Council, formed by outstanding R&D&i professionals: Rolf Tarrach, Chairman of the European Association of Universities; Lluís Torner, Director of the Institute of Photonic Sciences (ICFO); Núria Sebastián; Vice-Chairlady of the Scientific Board of the European Council for Research (ERC); Marcos Urarte, Strategic Consultant and Expert in Innovation; and Ana Vallés, Chairlady of Sorigué.

In that same sense, the company is developing research projects with new products and materials, some of which are related to Smart Cities, in collaboration with relevant figures in diverse fields, such as the Architect Francisco Mangado.

### **Sorigué, corporate group with 60 years of experience**

Sorigué is a solvent, dynamic corporate group, a benchmark in the construction, service, technology and water engineering sectors, that clearly bids for innovation and has a vocation to provide society returns.

Since it was founded in 1954, it has undergone constant expansion that, along with increase in turnover, the staff team and its resources, has led to diversification of its areas of activity.



In these 60 years, the group has known how to evolve, responding to the demands of the market, maintaining solvent relations with its clients and providers, which has allowed it, in turn, to perform constant reinvestment of its technical and human resources.

The company maintains an avant garde position both in new product development as well as in production methods: a constant evolution in order to create value in each process and constantly innovate through excellence.

Sorigué has developed a comprehensive business model, has branches in the main Spanish cities and performs its activity nationwide. It has also executed major international projects.

**More information and contact:**

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