



**GET TO  
KNOW US**





LLY Industriebouw  
AESSSENS



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**About us**





# About us

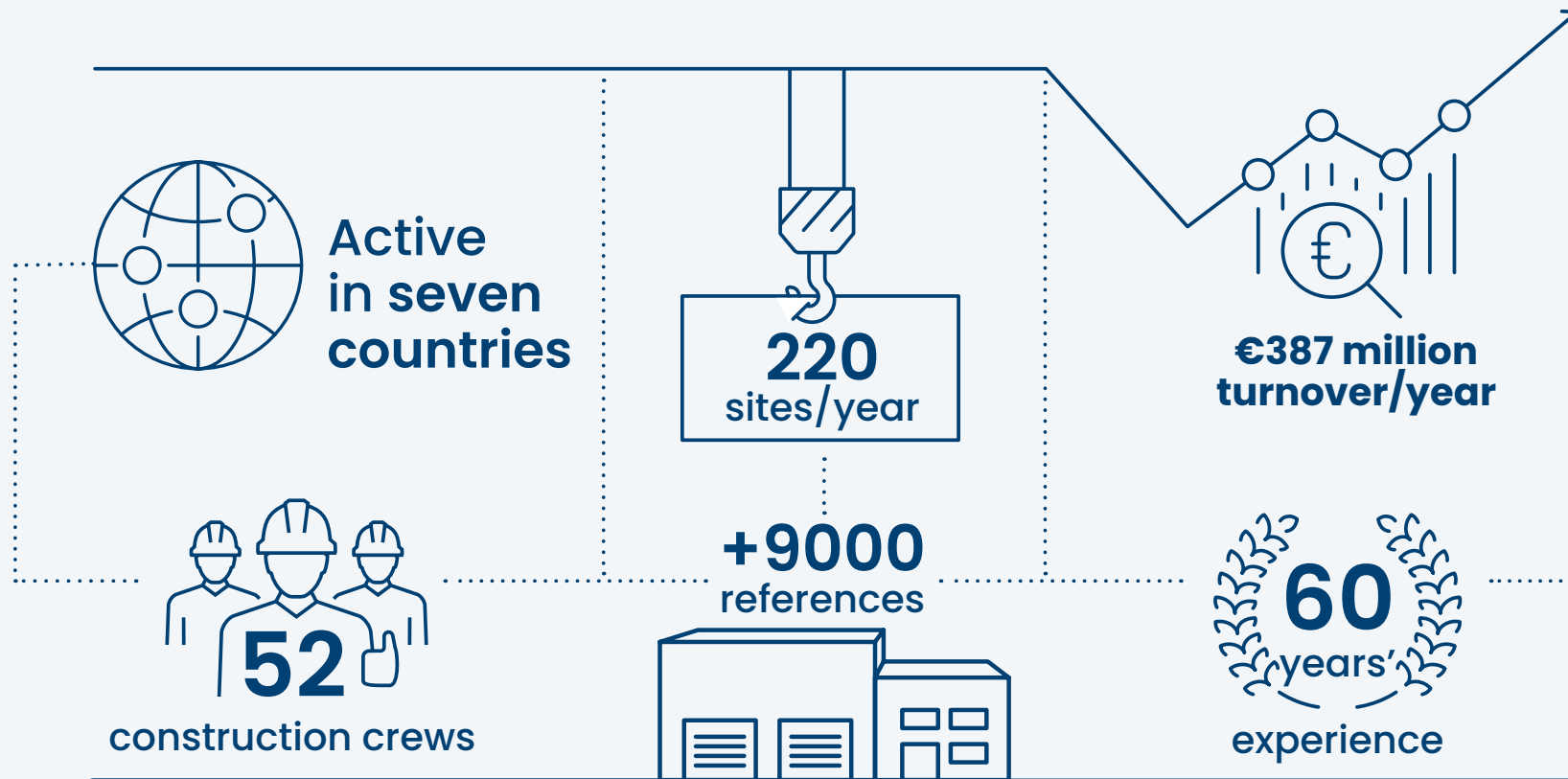
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With more than 30 companies operating in seven countries, the Willy Naessens Group is an international construction company that knows how to get things done. Around 220 sites are launched every year, which are completed and handed over in flawless condition thanks to our 60 years of experience and 52 construction crews. All resulting in a turnover of €387 million per year and 9,000 substantiated references!

Thanks to our vertical integration, the construction of commercial buildings, logistics buildings, distribution centres, offices, commercial spaces and utility buildings is completed in-house, from earthworks to finishing. Our construction formulas therefore determine our success and are the driving force behind our sites.



# Key figures





# History

**1962**

Establishment

60 years in 2022

**1982**

First takeover:  
Megaton, specialising  
in pre-stressed  
concrete

**1997**

Establishment  
of Seveton

**1998**

Acquisition  
of Tripan

**2000**

Establishment  
of Concreton

**2010**

Stake in Thibault Bâtiments  
Industriels

Joint venture

**2010**

Establishment of alu

**2008**

Establishment of Construct

**2003**

Acquisition of Alpreco

**2011**

Acquisition of Hendrik Maes  
(Infra department)

**2011**

Move to new head office

**2012**

Acquisition of Altaan

**2012**

Establishment  
of Megaton Coupure

**2013**

Stake in Mutec

Joint venture

**2015**

Establishment of  
Willy Naessens Netherlands

Joint venture



**2015**

Acquisition of Snoeck

**2016**

Acquisition  
of Structo

**2019**

Establishment of  
Willy Naessens Nordics



**2019**

Establishment of  
Willy Naessens Romania

Joint venture



**2017**

Establishment of  
Willy Naessens France



**2016**

Establishment  
of Interton

**2020**

Establishment of Technics

**2020**

Acquisition of D-glas

Joint venture

**2022**

New alu workshop  
CO<sup>2</sup>-neutral

**2023**

Head office  
extension







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Wij Helpen

BASE

VAN THUYNE

WEGENBOUY STADION  
VANDEN BUVERIE & Co

BOSSUYT

VERZEKERINGEN  
CARLIER

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RENSON

CAMFISC  
GAMERABEWAKING

ZCF www.CAMFISC.be

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Terra











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**Locations**



# Locations

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The apple does not fall far from the tree and certainly not in Wortegem-Petegem. In 2011, Willy built the Willy Naessens Group head office exactly where his father's mill had stood and so a space was created for the future. With nine locations, we are now firmly established in the construction world and have everything in-house to realise your construction projects from A to Z.





### Industrial Construction

- 01  Willy Naessens Industriebouw Wortegem-Petegem
- 02  Willy Naessens Industriebouw Tessenderlo
- 03  Snoeck Industriebouw Wielsbeke
- 04  Willy Naessens Bâtiments Industriels Bapaume
- 05  Thibault Bâtiment Industriel Foucarmont
- 06  Willy Naessens Industriebouw Nieuwkuijk
- 07  Willy Naessens Industrial Buildings Romania
- 08  Willy Naessens Industrial Buildings Denmark

### Agro

- 03  Snoeck Industriebouw Wielsbeke









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**Vision of  
excellence**





**Willy Naessens Industriebouw excels as an industrial contractor and presents itself as an integrated construction partner that puts clients first by taking care of all their concerns. This is possible solely thanks to our vision of excellence:**

## 3.1 Focus on human capital

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**Employees are our company's greatest asset.** Consequently, it is crucial to support and facilitate them wherever necessary. That is exactly what happens at Willy Naessens Industriebouw. For example, we pay a lot of **attention to training, guiding and motivating our staff.** There are endless opportunities and prospects for every employee. And job rotation within the group is also perfectly possible.

## 3.2 Sustainable business model

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**"Building for the future, that is sustainable building"**, a statement that Willy Naessens Industriebouw fully supports. We build for our customers, their children and even their children. There are plenty of projects that can still be seen after 20 years. **So solidity is definitely a trump card!**

In addition, circular construction also occupies a prominent place. During the construction process, Willy Naessens Industriebouw **uses raw materials and products in a sustainable way.** Moreover, the circular concept is integrated into the construction process right from the design stage. For example, **modular adjustments can be made even after 10 years,** meaning that a building can therefore be reorganised according to future needs.

## 3.3 Years of expertise and strong corporate culture

A construction project is a personalisation of your company, in which you, as an entrepreneur, are investing in the future. When doing this, it is better to work with a **partner with the expertise** and necessary drive. Thanks to our strong corporate culture, you can be sure of excellent implementation, guidance and after-sales service at all times.

Moreover, the DNA of a **family business** remains tangibly present to this day. In specific terms, this translates into **personal contacts, short lines of communication, customer-oriented advice and individual guidance and support**. Commitment and trust are the building blocks of our successful partnership with you. 60 years of expertise, that counts for a lot.



## 3.4 Reliable and steady partner

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“Our word is our word” and that is reflected in the **more than 9000 references** that Willy Naessens Industriebouw has generated over the years. Our experienced project leaders monitor the execution of a construction project from assignment to completion and guide you through the construction process. **Commitment and trust are therefore also the building blocks of successful cooperation.**

As an established value, we are also in excellent financial health. As such, we take responsibility today, tomorrow and in the future, investing in people, machines and buildings on an ongoing basis.

## 3.5 Market leader, innovator and pioneer

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The concrete story of Willy Naessens Industriebouw started in 1982. This makes us **one of the absolute pioneers in the area of prefabricated concrete.** Since then, we have built up a unique reputation and know-how year after year. With more than 9,000 successful projects, we are therefore the **market leader for the construction of industrial premises and buildings.**

In our **own engineering office**, where both the stability of a building and the techniques are calculated, experts from our R&D team subject the existing production processes to constant examination. In this way, they develop products based on the latest insights to ensure that you always have state-of-the-art construction projects at your disposal.



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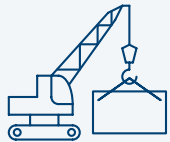


# Our construction formulas

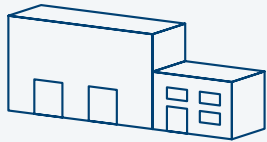


# Our construction formulas

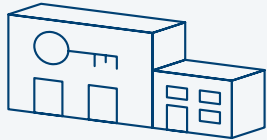
Building with Willy Naessens Industriebouw means building according to different construction formulas. After all, every project requires a tailor-made approach and, thanks to our prefab, shell, turn-key or design & build options, we are always able to provide our customers with the best possible service. In addition, there is just one point of contact for each project to ensure that everything is coordinated with the various areas of knowledge and expertise.



**Prefab**



**Shell**



**Turn-key**



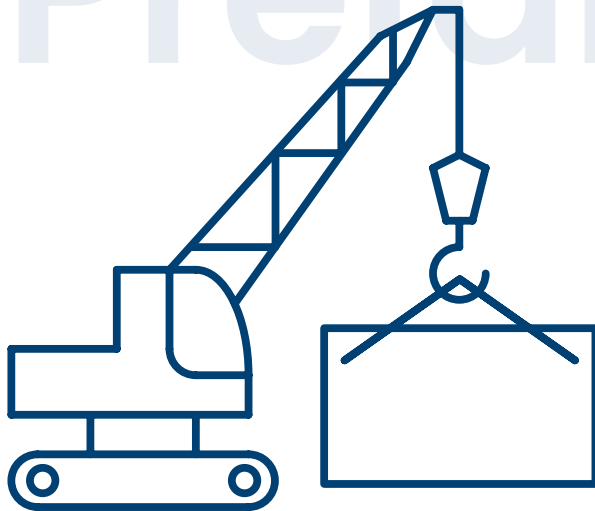
**Design & build**







# Prefab

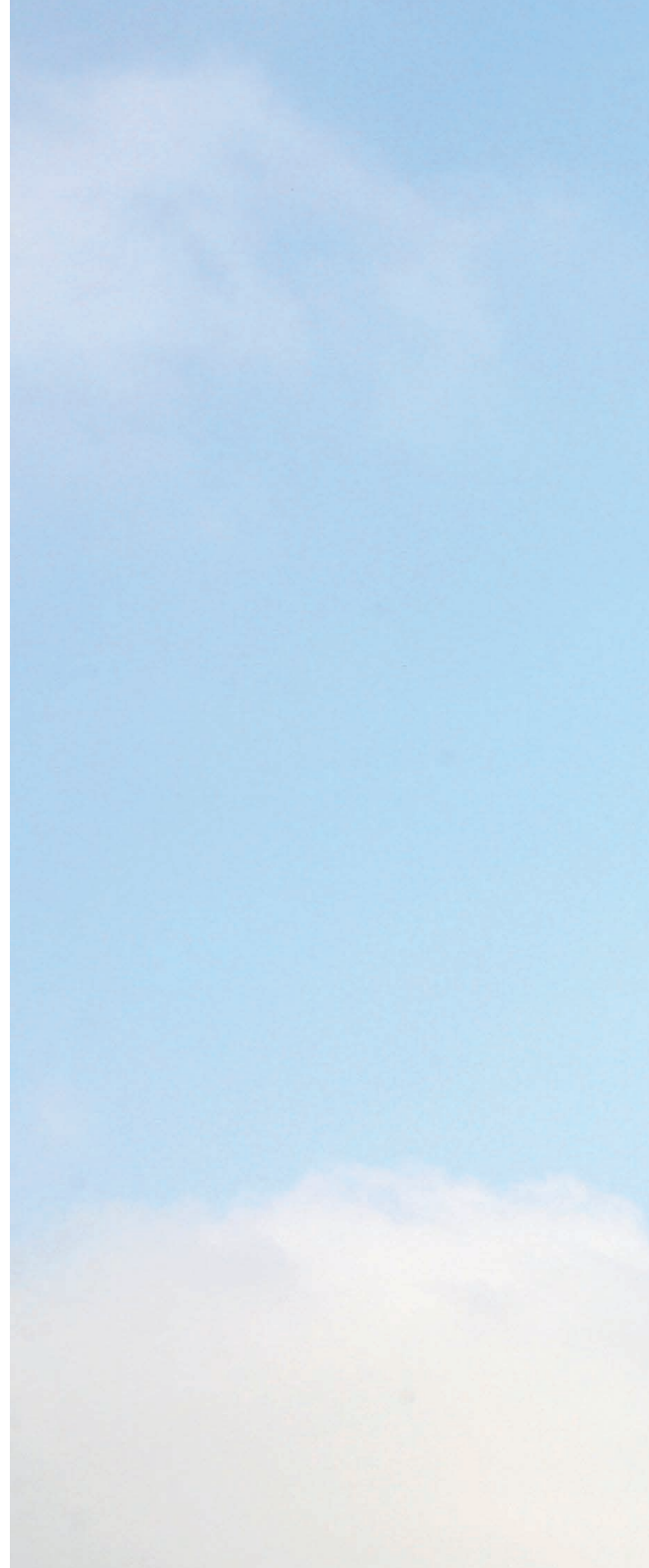


Willy Naessens Industriebouw offers an **optimised range of construction components and techniques**. All structural units for your project are **produced and assembled in-house**.













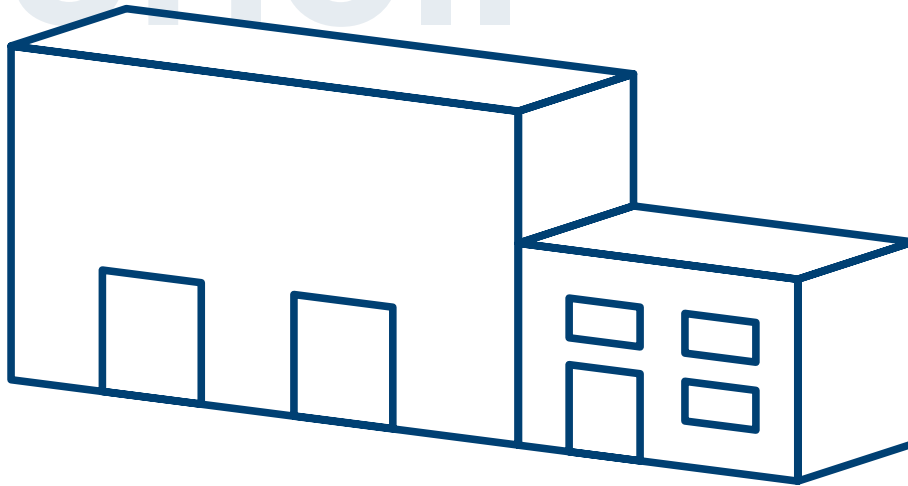




  
**KENTUCKY**



# Shell



For a shell project, Willy Naessens Industriebouw takes care of both the **load-bearing structure and the exterior finish**. This includes the roof and joinery work. This ensures you have a wind and watertight building.









# Turn-key



Turn-key is a concept in which the building is delivered completely ready for use. In addition to the structure and exterior finish, Willy Naessens Industriebouw is **also** responsible for the **earthworks, engineering and interior finishing.**











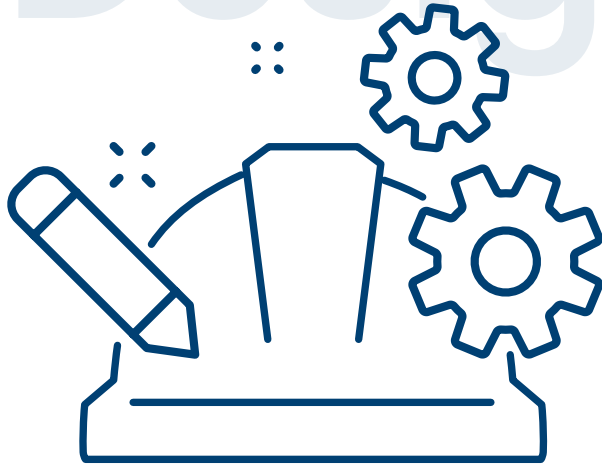








# Design & build



With a Design & Build project, there is close cooperation with the customer, the architect and Willy Naessens Industriebouw from the very outset. Because the **design and construction phases overlap**, a synergy is created. This results in **smooth execution of the works**.



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# Vertical integration





**“ Vertical integration is the  
common thread throughout  
our Group. ”**

Dirk Deroose  
CEO Willy Naessens Group.







One single point of contact for your entire construction project? That is exactly what our vertical integration makes possible. Our projects are carried out in-house, which means that you, as the customer, reap all the benefits of a partner who has everything under control. From qualified people to production quality and speed, as well as planning. We have all the expertise in-house to bring your construction project to a successful conclusion.

The 'everything under one roof' principle largely determines the success of the Willy Naessens Group, where virtually everything is done in-house. For example, Willy Naessens Industriebouw has its own research section, an earthworks company, 11 concrete factories, a roofing company, an aluminium joinery, construction teams and all necessary transport facilities.









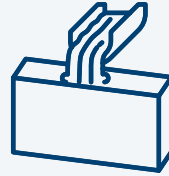
**01**



**Own design and engineering department**

"From stability to techniques"

**02**



**Own prefabrication facility**

"12 own factories"

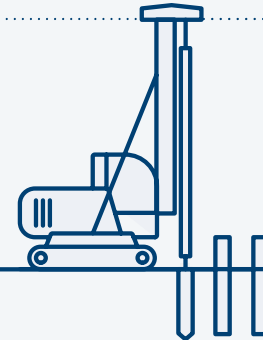
**03**



**Own ground and environmental works**

"From preparation to finish"

**04**



**Own foundation and pile-driving teams**

"The necessary support for your construction project"

**05**



**Own transport**

"Just-in-time"



06



**Own construction teams**

"In-house expertise makes the difference"

07



**Own roofing company**

"From A to Z and from foundation to roof"

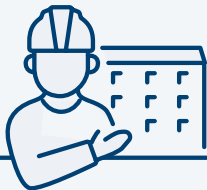
08



**Aluminium joinery**

"For short delivery times and expert installation"

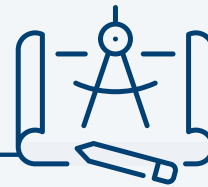
10



**Own after-sales**

"For excellent after-sales service"

09



**Own technics department**

"25 years' BIM experience"







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# Digital construction



# Digital construction

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After 15 years of practical application, BIM or building information modelling is certainly not a buzzword for Willy Naessens Industriebouw. The fully digital building model, in which the geometry of the project in 3D and information are linked together, brings all the elements of your building project together down to the last detail in one master model. Which allows us to track all your components down to the smallest detail. Each unique element is assigned a number and this is used throughout the entire project duration. Both in the production facilities and on the construction sites. This is not only a bonus at the time of production, it is also important for the future. If tracking is necessary, BIM makes it perfectly possible to find out when an element was produced, what reinforcement is in it, when it went to the construction site and when it was installed.

Thanks to our vertical integration, we can also send all elements directly to the production facility from the BIM model and immediately cast them there as drawn by our engineers. This reduces the chance of errors and ensures a hassle-free and fast production process.







# 6.1 How do we BIM at Willy Naessens Group?

## **PREPARATION TOOL**

In a first phase, BIM is used to design a building in 3D. This gives not only us, but also our customer, a clear view of how the project will be built.

## **DIGITAL BUILDING MODEL**

We then start working with the general building model and each element is estimated in detail as a separate component. In this way, details and interfaces are viewed and discussed at an early stage.

## **EXCHANGE TOOL**

By exchanging the models between the various stakeholders, we always work with the most recent version of the plans.

## **ERROR DETECTION TOOL**

Clash detection allows us to perform detection between all models. This also creates interaction between the different departments (structural work, engineering, environmental works, etc.).

## **PLANNING TOOL**

Certain phases can be visualised and organised in an insightful way via BIM. This makes installation on site much smoother.

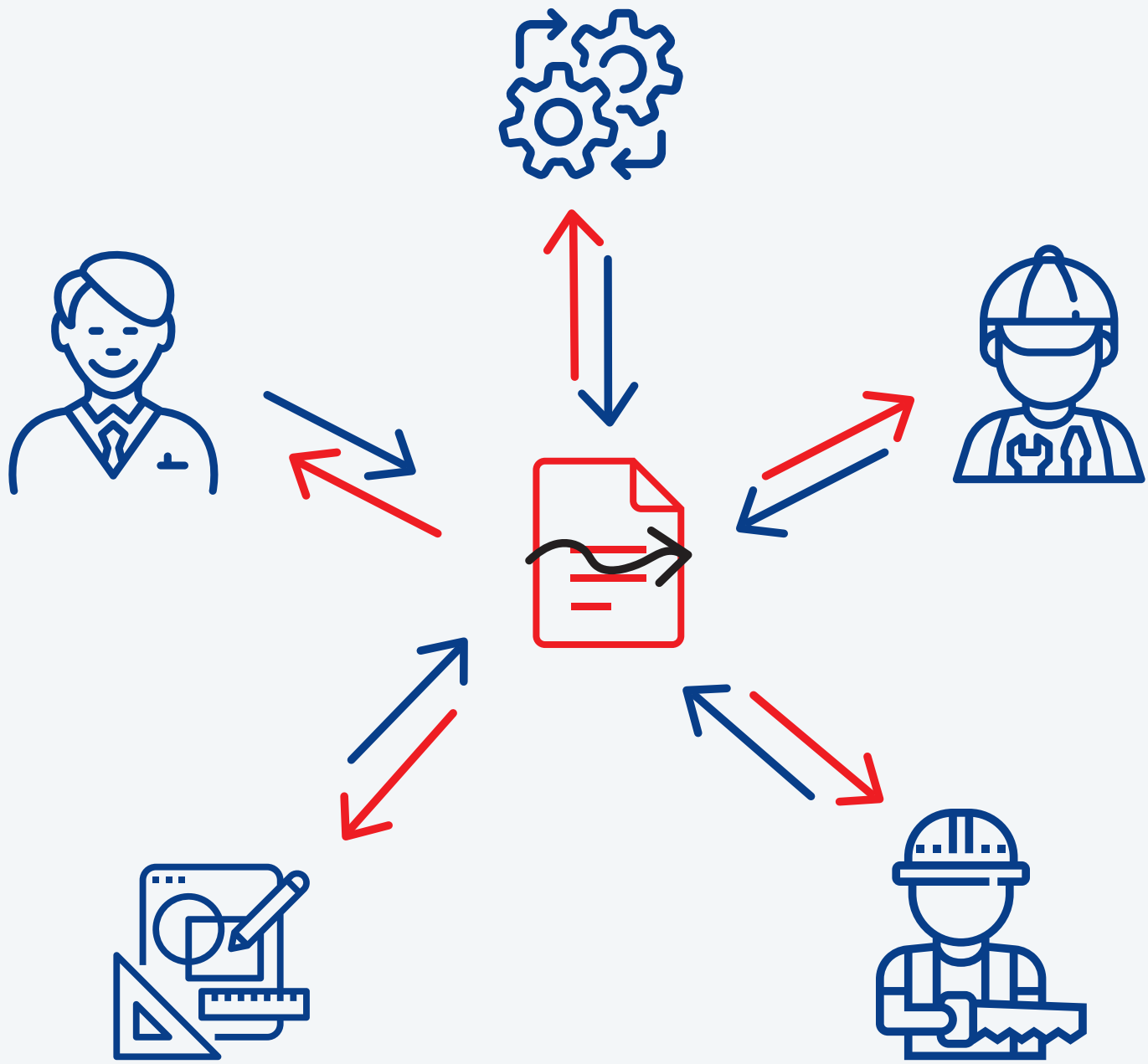
## **QUALITY CONTROL**

The traceability of the building materials provides insight into the entire quality process. Our vertical integration also ensures a major quality brand. This way you are always assured of a high-quality structure.











## 6.2 BIM protocol

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To ensure that all BIM activities run smoothly, we have also drawn up a BIM protocol. This guarantees good cooperation between both Willy Naessens Industriebouw, on the one hand, and its suppliers, subcontractors and other collaborating parties, on the other hand. The BIM protocol sets down all the rules needed for an unambiguous and clear way of working together.

### **THESE RULES RELATE, AMONG OTHER THINGS, TO:**

- The 'project base point' or origin of the project coordinate system.
- Use of names for the different elements in the model.
- File names used for exchanging the models between the different parties
- The protocol used to guarantee each party's access to the latest model.
- The level of development (LOD) of the models in the different phases of the project.
- Clash control









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7

**Sustainability**





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Sustainability is an enduring thing. It is the key to long-term resilience and is central to our corporate vision. Our strategy and focus on sustainability have therefore been further refined and is aimed at us remaining pioneers in the sector. In this way, we extend the concept in all departments of our Group.

# 7.1 Environment

As the long-term consequences of exponential industrial growth and energy consumption become apparent, we need to take action to reverse these effects and prevent further damage. After all, future generations also have the right to a healthy living environment. We do this through, among other things, a circular economy and a sustainable transport system.

## **CIRCULAR ECONOMY**

The environmental impact of concrete has been in the spotlight for years. After all, it is the second most used resource on Earth. Advances in pre-cast technology have focused not only on reducing the environmental impact of concrete, but also on making concrete a sustainable choice for construction. Willy Naessens Group is also one of the few manufacturers with an established cradle-to-cradle process for waste reduction, in which all components of our end products are recycled without loss of quality.

## **SUSTAINABLE TRANSPORT SYSTEM**

Vehicle emissions have a significant impact on the environment and climate change. With sustainable transport systems, we aim to make a positive contribution to the environmental, social and economic sustainability of the communities we serve.















## 7.2 Governance

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Regulatory compliance is a core responsibility, but this alone is not enough. Organisations today must strive for a positive culture in which everyone wishes to do the right thing and also knows how this is achieved.

### **FIRMLY ANCHORED SUSTAINABILITY**

Our compliance team has established clear rules and responsibilities to help us make responsible decisions on a daily basis. We wish to be an honest, reliable and credible partner and we take our commercial and social roles very seriously.

### **CREATING LONG-TERM VALUES**

We fully realise that the full integration of sustainable development in our company is something that is essential. This is needed to create long-term value while maintaining a profitable market share.



## 7.3 Social

Willy Naessens Group recognises the importance of social sustainability and therefore does everything possible to improve relationships with customers, communities and society on a daily basis.

### **SUSTAINABLE WORKPLACE**

First and foremost, we wish to construct a positive and healthy workplace with satisfied employees. We can achieve this only with the skill, experience and commitment of our staff. A goal to which we commit ourselves every day.

### **SAFETY FIRST**

On our 'safety day', we make our employees aware of all safety protocols and measures in order to prevent accidents. We are convinced that prevention is always better than cure.















## 7.4 Economic

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Achieving a low-carbon, circular economy in which every person has a quality standard of living requires innovative and collaborative thinking.

### **R&D AND INNOVATION**

Our customers increasingly wish to work with a company that can meet their needs and this is more and more about sustainable development. That is why we do everything we can to achieve a durable improvement in our products and processes in collaboration with our R&D department.

### **REASSURE THE CUSTOMER**

Just like us, many of our customers verify that their suppliers meet or exceed their strict environmental and social standards. We see this as a great opportunity to assure our customers that we manage our own operations and our supply chain in an active and effective manner.







**“Wish to work together?  
So do we!”**

Willy Naessens

Willy Naessens Group founder and Chairman of the Board of Directors



