

HEB TOP 225 INTERNATIONAL DESIGN FIRMS - ENR

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ENR THE GLOBAL SOURCEBOOK

Big-Picture Challenges Are Changing Project Priorities

A world leaders look to address the growing urgency of an energy transition, climate change and decarbonization goals. Top 225 International Design Firms say resilient design is a bigger priority for projects.

"We know that resilience continues to be a key request for our global teams," says StarTech President and CEO Gord Johnston. "This includes prevention and recovery-related services that are tied to extreme weather events."

With an uptick in conversations around design resilience, firms are also looking to grow their teams to meet service demands. Al Dewan Architects + Engineers, CEO Asem Al Assam says that climate resilience has always been a part of the firm's portfolio.

Still, a greater awareness of environmental and energy-specific ratings systems have changed the depth of the firm's work. "More regulations are still needed for widespread effectiveness," he adds.

As climate change effects compound on a global scale, "construction faces a pivotal moment," says Surbana Jurong Group CEO Sean Chian.

"Rising temperatures threaten essential materials such as concrete and steel during transport, prompting an urgent need for innovative solutions," he points out. "Embracing the call to 'build back better,' the

Revenue numbers for Top 250 International Contractors also increased last year. Their home country revenue rose 7.7% to \$428.5 billion—despite a challenging storm of inflation, skilled labor shortages and supply chain gaps. Amid severe winds of change, firms say budgets are steady thanks to relationships they have cultivated overseas.

In a market plagued by uncertainty, having established local relationships abroad can be a competitive edge, says M. Engin Güntürk, director of business development at FEKA İnşaat ve Sanayi Ticaret A.Ş. For many contractors, those relationships begin in their home countries.

"Providing solutions that ensure the functionality of the project without compromising quality or technical requirements, and striving to achieve the utmost effort within contract boundaries to satisfy our clients is the best response we can give to the question, 'Why FEKA?'" he says.

Every market can have its own unique entrance parameters, so contractors should be selective, explains Waleed Lotfi, Petrojet chairman and managing director. "In-depth market study is definitely key in realizing a sustainable and profitable presence in any new market," he says, which can include a study of local laws, regulations and culture.

Cultural integration has enabled TAV to expand its airport business, says Chairman M. Sami Şener. "In today's world, you can transfer capital, goods and know-how between geographies, but you can't transfer culture," he says. "You can only integrate cultures, crucial for business success."

By Emmet Adolphus and Jonathan Keller



design Demands Grow

sustainable solutions to blistering temperatures, ty demand, firms say resilient design is key.

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- ENR is regarded as one of the construction industry's most authoritative publications and considered by many to be the "Bible" of the industry.
- Consistently Excelling: HSS Engineers Berhad, has been ranked as Engineering News-Record (ENR)'s Top 225 International Design Firms for Two Consecutive Years 2022 – 2023.
- Expanding Horizons: HEB achieves yet another milestone, securing a distinguished position in the prestigious Engineering News-Record (ENR) Top Global Sourcebook 2023, specifically recognized among the Top International Design Firms in the manufacturing category.
- Malaysia's First and Sole Representative.

ENR			#207	HSS ENGINEERS signed a preferred partner deal with CTI Engineering International Co., its fifth such link with a Japanese design firm since 2022.
RANK	2023	2022	FIRM	
207	213		HSS ENGINEERS BERHAD, Kuala Lumpur, Malaysia[†]	
208	164		TEKFEN MUHENDISLIK AS, Istanbul, Turkey	

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