

# “Using biobased polymers; it’s all about time”



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DENKEN, ONTWIKKELEN, BOUWEN

# Agenda

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- **BAM in 6th gear**
- **LCC breakdown**
- **Innovation focus fields**
- **Some suggestions**
- **It's all about time**

# Key figures BAM

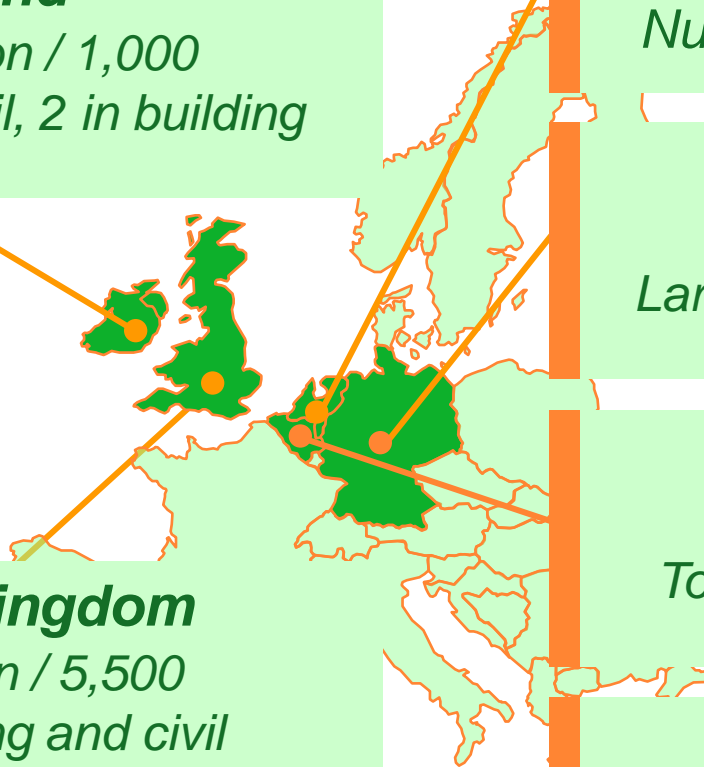
- Turnover \* €8.8 billion
- Net result \* €162 million
- Employees \* approximately 29,000
- Operating companies > 25
- Countries > 30 worldwide;  
five European home markets
- Shares 136 million

\* 2008

# Solid European footprint

## Ireland

€ 467 million / 1,000  
Number 1 in civil, 2 in building



## United Kingdom

€ 2.1 billion / 5,500  
Top 3 building and civil

## Netherlands

€ 3.9 billion / 13,000  
Number 1 in building and civil

## Germany

€ 1.04 billion / 1,500  
Large player in building and civil

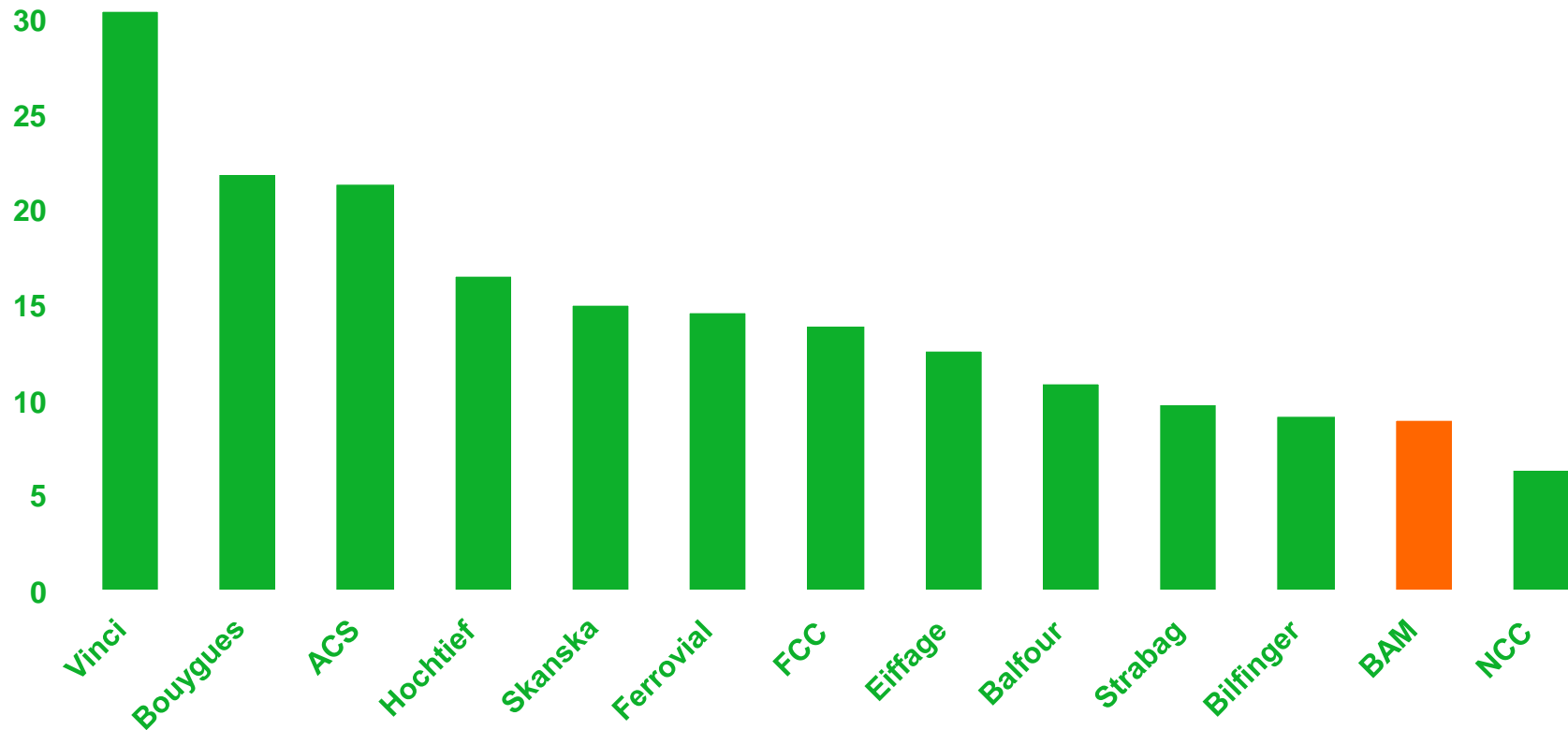
## Belgium

€ 749 million / 1,800  
Top player in building and civil

## Worldwide

€ 508 million / 5,100

## ... in the European top league



Turnover (construction + concession) 2007 (€ billion)

Student housing Casa Confetti,  
Utrecht (Netherlands)



Arena O<sub>2</sub> World,  
Berlin



Rodenrijse Zoom,  
Berkel en Rodenrijs (Netherlands)

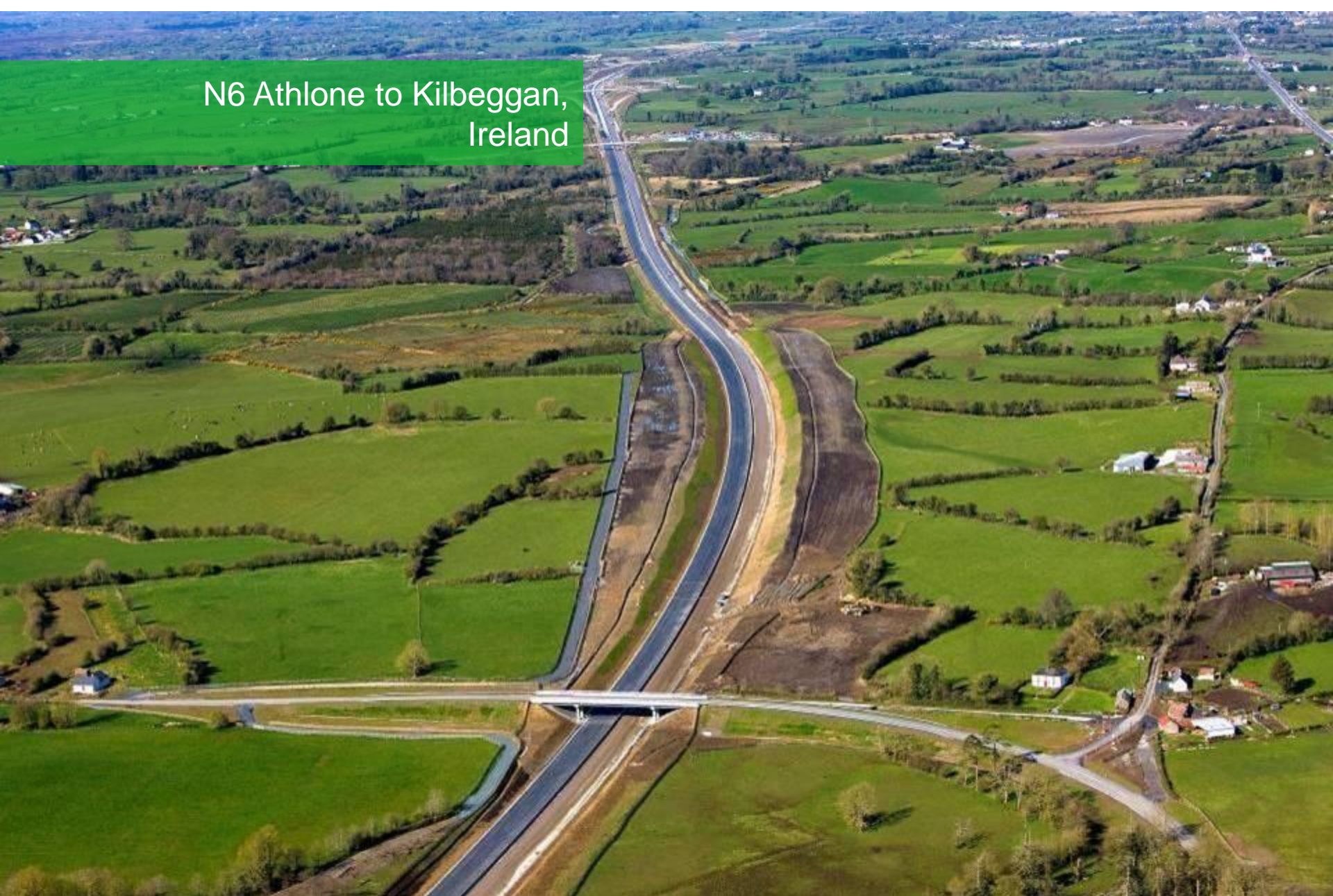




Office Metro,  
Manchester



N6 Athlone to Kilbeggan,  
Ireland



Pumping station  
Eupen, België



PPP schools Solihull  
(near Birmingham)



The  
Archbishop Grimshaw  
Catholic School

Headteacher: Mr. M Corrigan

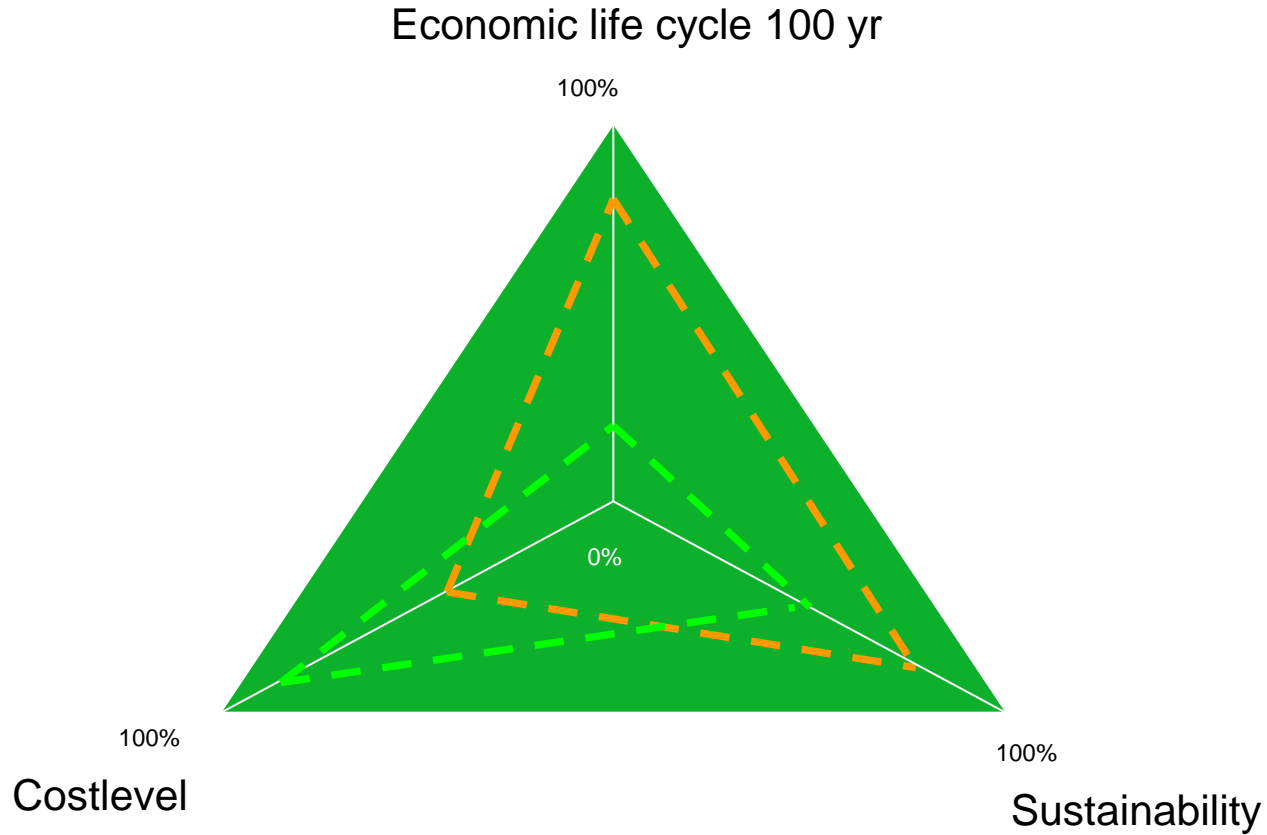
Nelson Mandela Bay Stadium,  
Port Elizabeth, South-Africa



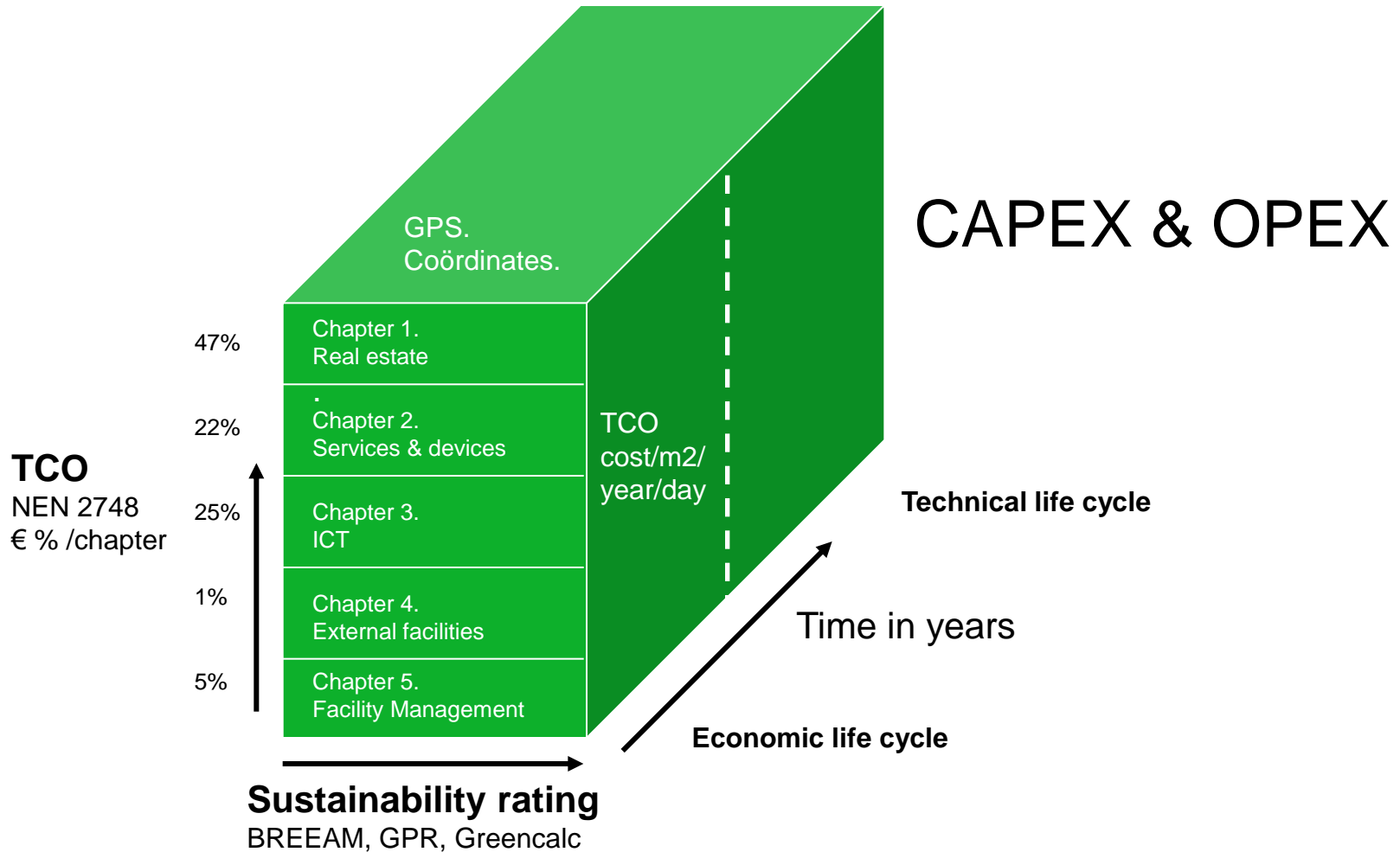
# LCC breakdown => materials =>time=>targets

- Cost effective building (s) (short term <-> long term)
- Sustainable buildings (low end <-> high end)
- Life Cycle awareness in buildings and materials
- DBFMO contract's up to 30 years
  
- Could you please support us,  
in reaching our targets !

# LCC, Customer value driven

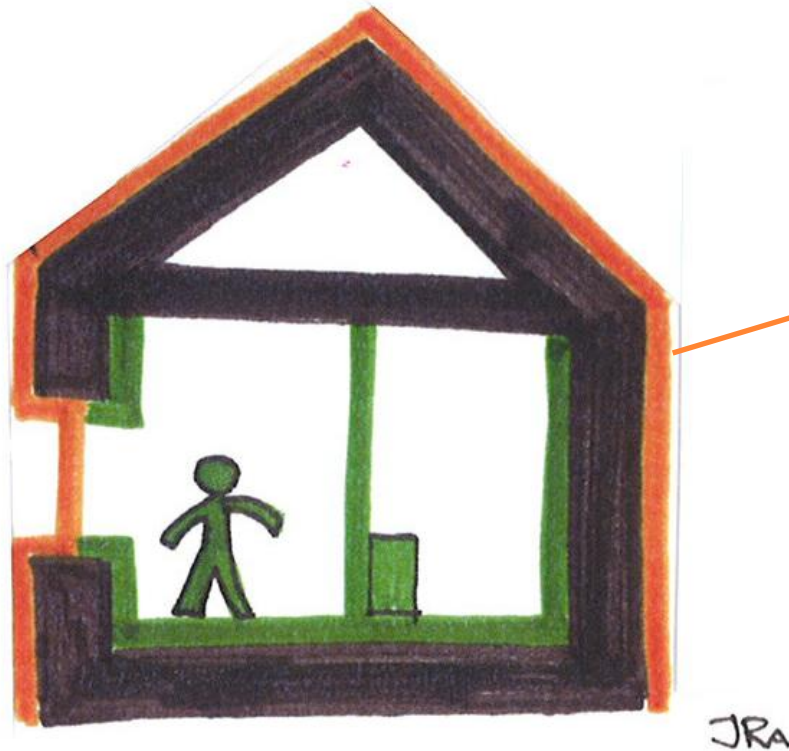


# LCC thinking and TCO





# LCC Costdrivers CAPEX



- Frame
- Cladding (mat %  
% glass)
- Installations  
(H&C&D)
- Interior
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# LCC Costdrivers OPEX, conform nen 2765



- Roofing
- Cladding
- Windows, Doors

- Carpets, floors
- Windows, Doors
- Installations

Heating, Cooling & Cleaning

# Product innovation focus fields

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- Costsaving, (CAPEX, OPEX)
- Productivity increase, (Ikea, automotive)
- Sustainability boosting (building, operating, demolishing)
- Flexible life cycle supporting,
- 99.9% proces control (MOTIQ<sub>R</sub>)
- Other image than competitors (innovative)

# Some Suggestions

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- Cement replacement, concrete or composite industry
- Steel replacement, excavations, lightweight frameworks
- Reversible polymers, coatings/paints, road concretes
- Intelligent carpets, dust measurement, oxygen production
- Zero cleaning claddings, windows, doors,
- Long lasting kit!!
- Biodegradable materials, packaging and building.
- Small test.....

# “Using biobased polymers, its all about time”



- how fast can you supply us?
- how long will the materials last in condition level a,b,c?
- how long will it take to replace or recondition?
- how long will it take to degrade into natural resource?
- how long will it take to start pilot projects?
- when will you contact me?

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# Let's discuss possibilities