



LISBON

18 october 2017



DEME

Dredging, Environmental
& Marine Engineering

CREATING LAND FOR THE FUTURE



Who
are we?

What
solutions
and services do
we provide?

How
to grow
in a sustainable
way ?

Careers
@deme

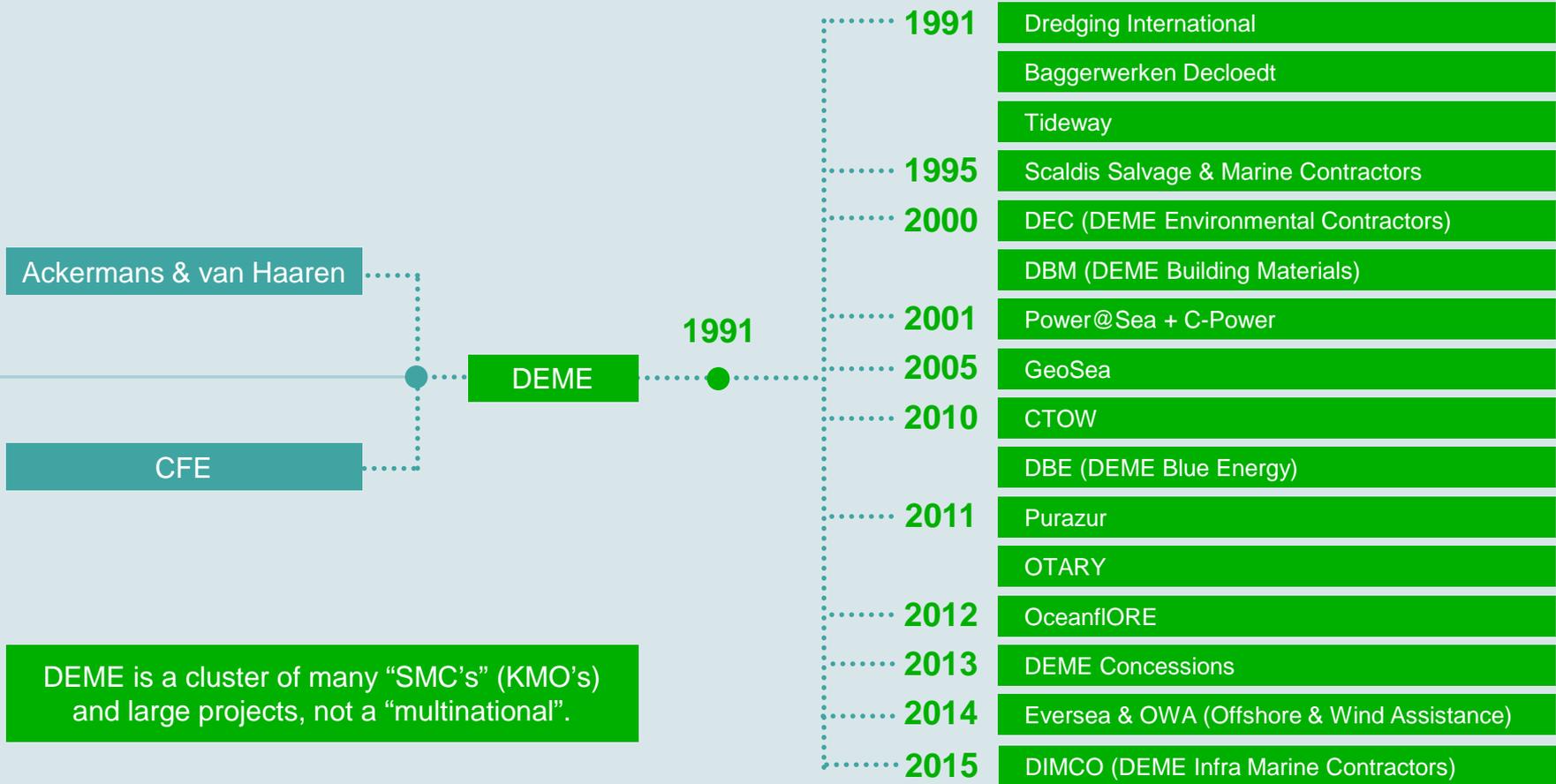


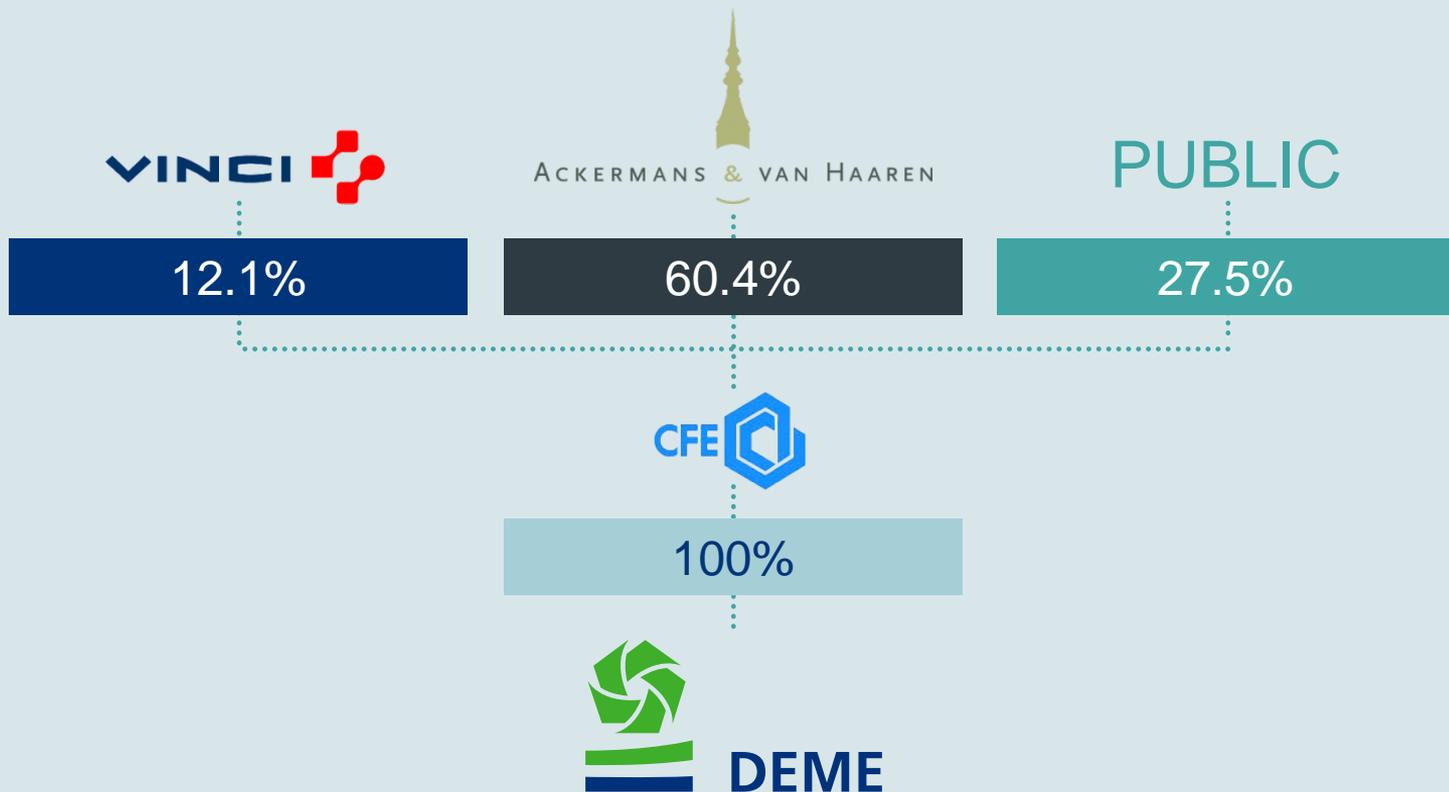


Who are we ?





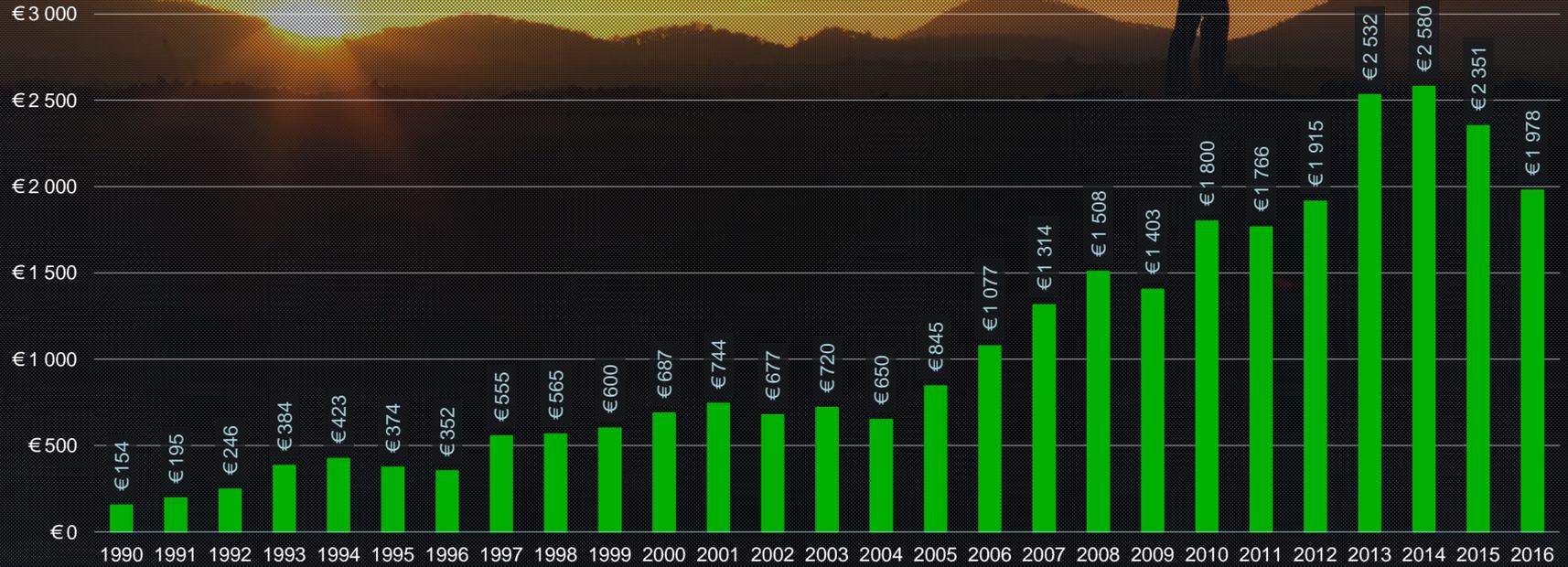


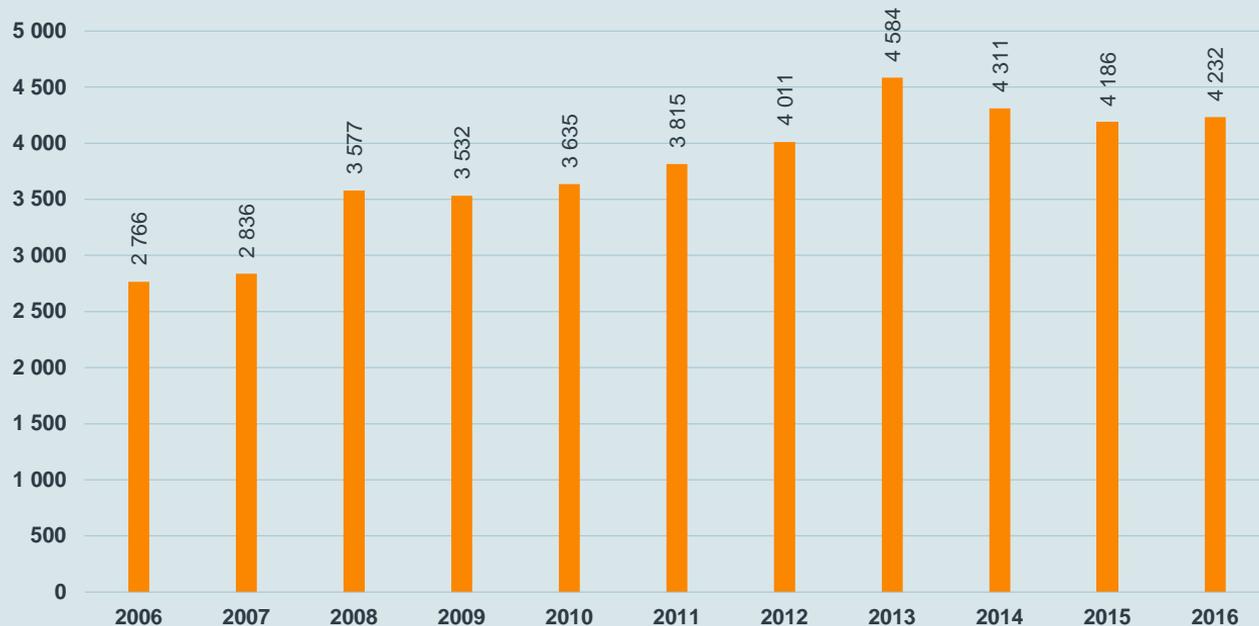
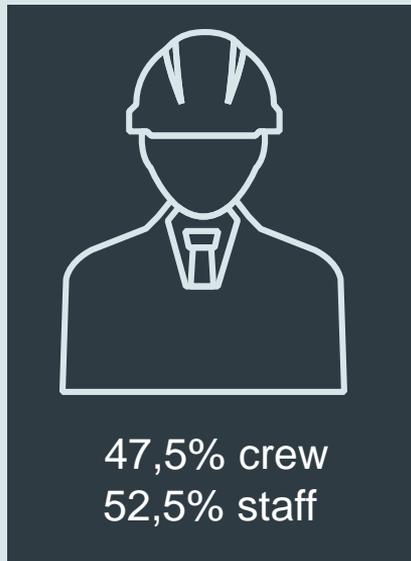




Turnover

Millions







Non-accessible market due to protectionism

50% (USA, Japan, Canada, China, partially India, France, ...)

Free accessible market = 10 à 11,000 Mio EUR

40% The Netherlands: Van Oord (family owned company), Boskalis (stock exchange)

Belgium: **DEME** (indirectly quoted on stock exchange through stakeholders), Jan De Nul (family owned company)

10% European competitors: Rohde Nielsen, Möbius, De Boer, ...

International competitors: Chinese CCCC, Korean Hyundai, Japanese Penta-Toyo, ...

50% Free accessible



50% Non-accessible





Highly competitive and high-tech niche market

We are working world-wide like a local “SME”

(small or medium sized enterprise)

We are not a “multinational”!





- Almost **175 years** of experience in its core dredging and land reclamation activities
- A global player active in **+90** different countries and a fleet of **+100** main vessels backed by a broad range of auxiliary equipment
- Advocating a consistent **partnering** philosophy
- Priority issues Quality, Health, **Safety** and Risk Management
- Promoting **sustainable development** as a strategic driving force
- Making the difference through high-tech **innovation**





Our vision & mission

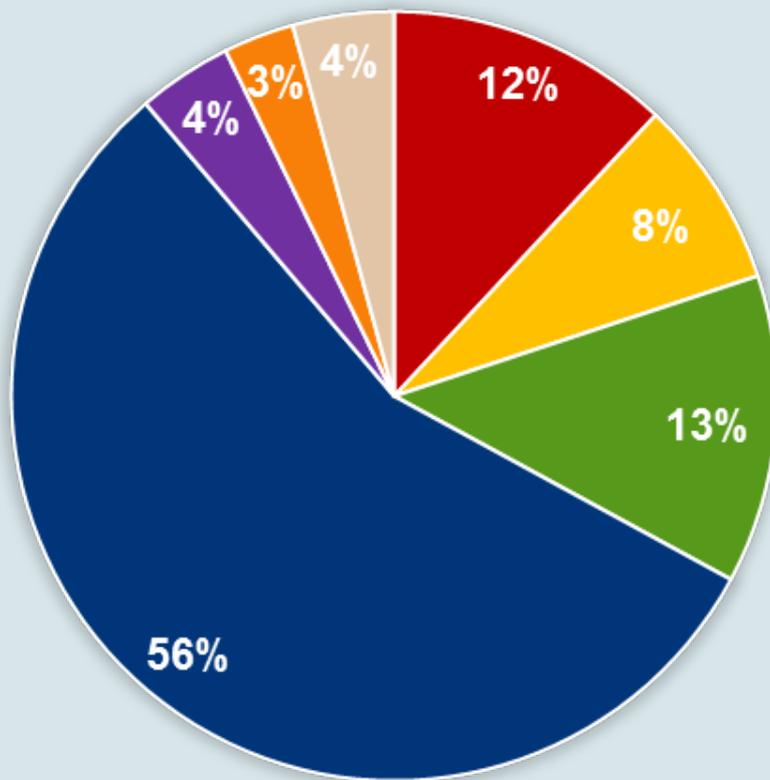


Safety	Technical Leadership	Respect & Integrity	Innovation	Value creation	Environment
S	TL	R	I	V	E





Good regional spread

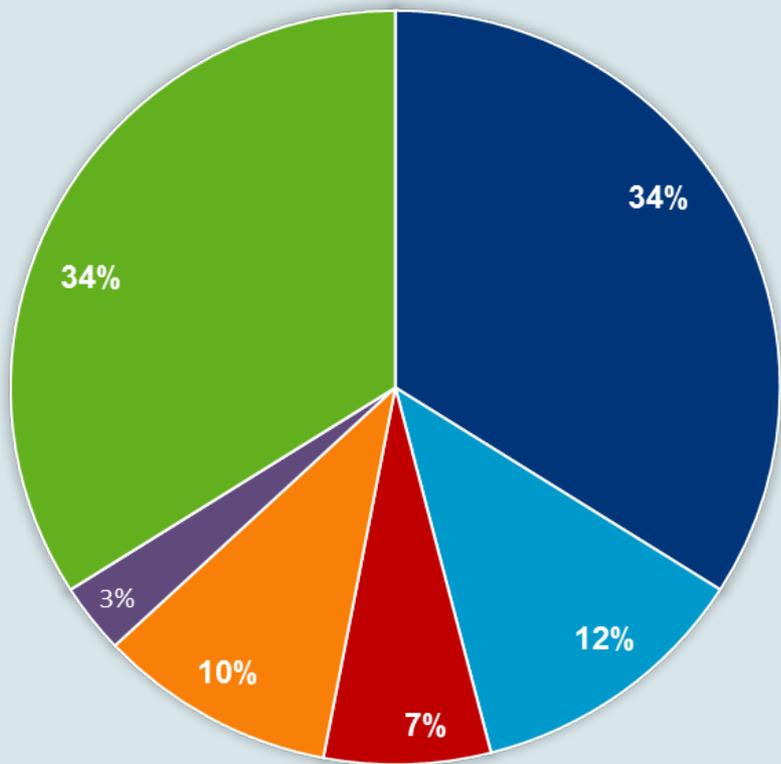


- Africa
- America
- Asia & Oceania
- Europe - EU
- Europe - non EU
- Middle East
- India, Pakistan,...



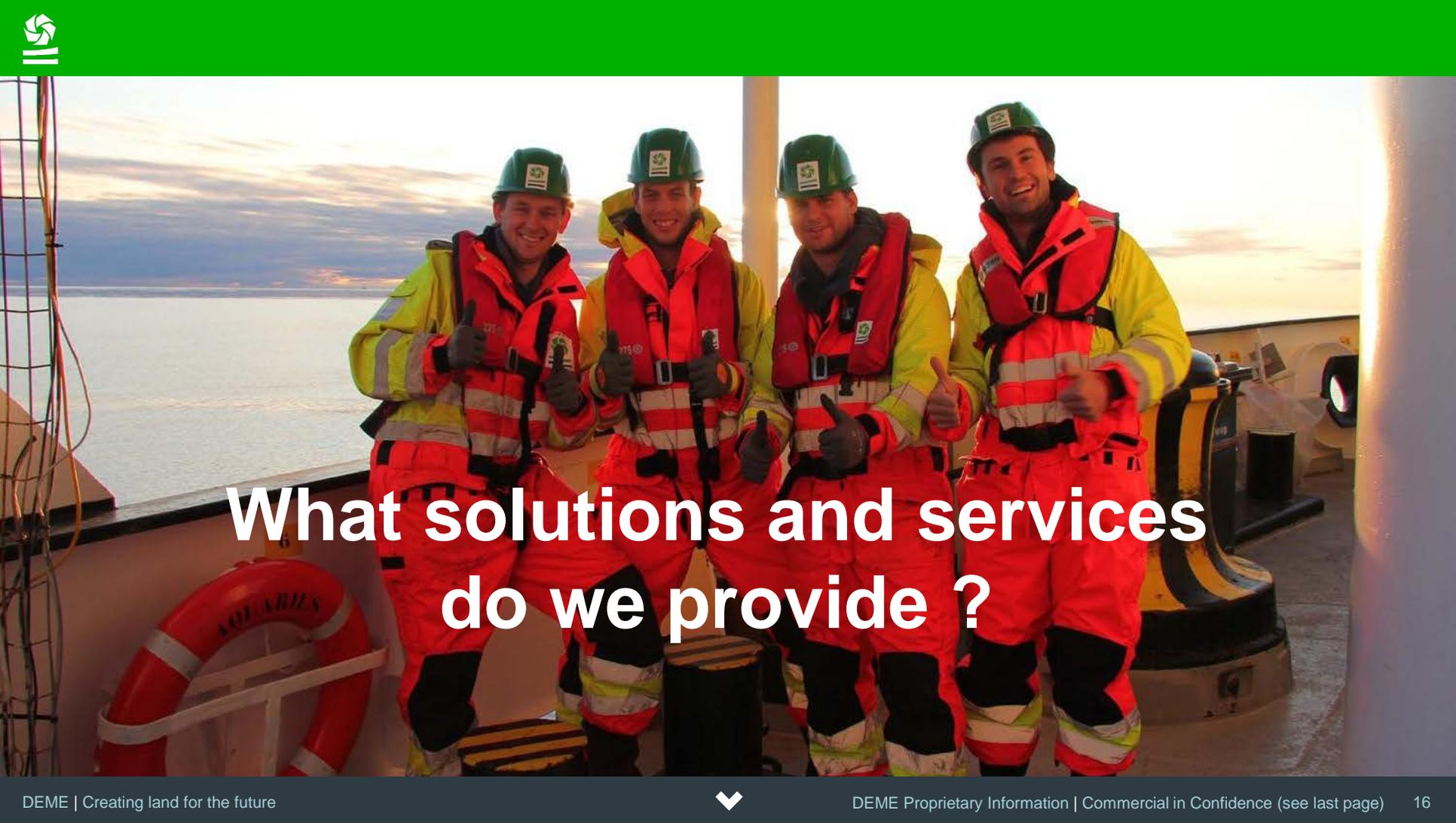


Good spread in activities



- Capital Dredging
- Maintenance Dredging
- Fallpipe and landfalls
- Environmental
- Civil works
- Marine works





What solutions and services do we provide ?





Panama

Widening
and deeping
New
Panama
Canal





Egypt

Widening
and
deepening
New Suez
Canal





Singapore

Tuas Terminal
Fase 1





Qatar

New Hamad
Port Doha





Nigeria

Eko Atlantic
City





Nouvelle
Route du
Littoral

La Réunion



12 km long coastal road





Australia

2 km long
jetty,
Haypoint





e.g. C.C.C.: Central Competence Centre
e.g. Project Finance Department





How to grow in a sustainable way ?



**Offering
solutions for
global
challenges**

**Investing in
Innovation**

**Sustainable
entrepreneurship:
A way of life**





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How to grow in a sustainable way ? | Offering solutions for global challenges



Coastal protection



Scarcity of mineral resources



Polluted soils and water



Reduction of CO₂ emissions





The Netherlands

Coastal protection
Waterdunen
due to rising sea level





Hulhumalé,
Maldives

Need for
land
reclamation
due to rising
sea level





Sweden

Remediation
Valde-
marsvik
fjord





Belgium

Terranova
Zelzate

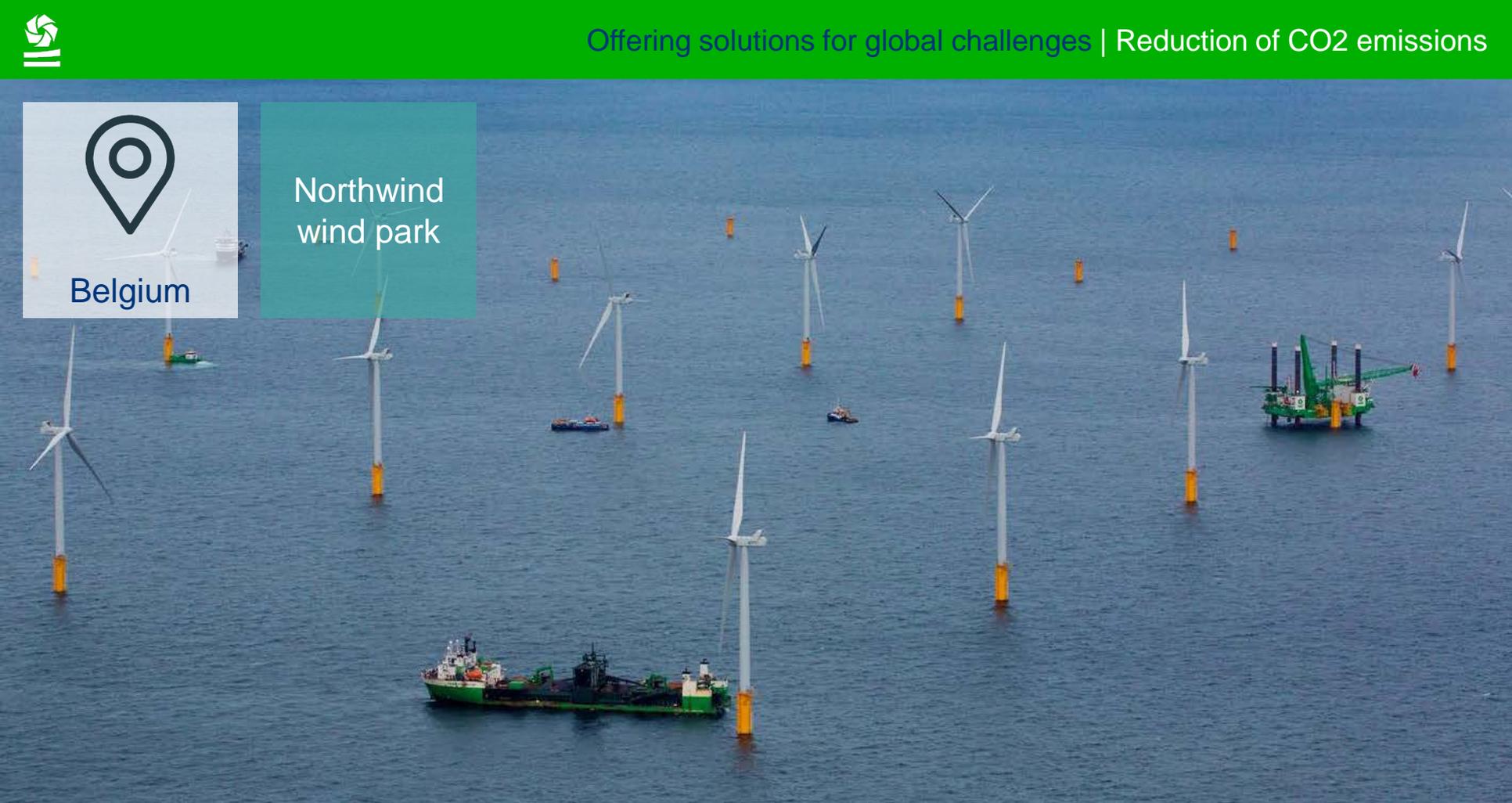
Innovative project financing





Belgium

Northwind
wind park





UK

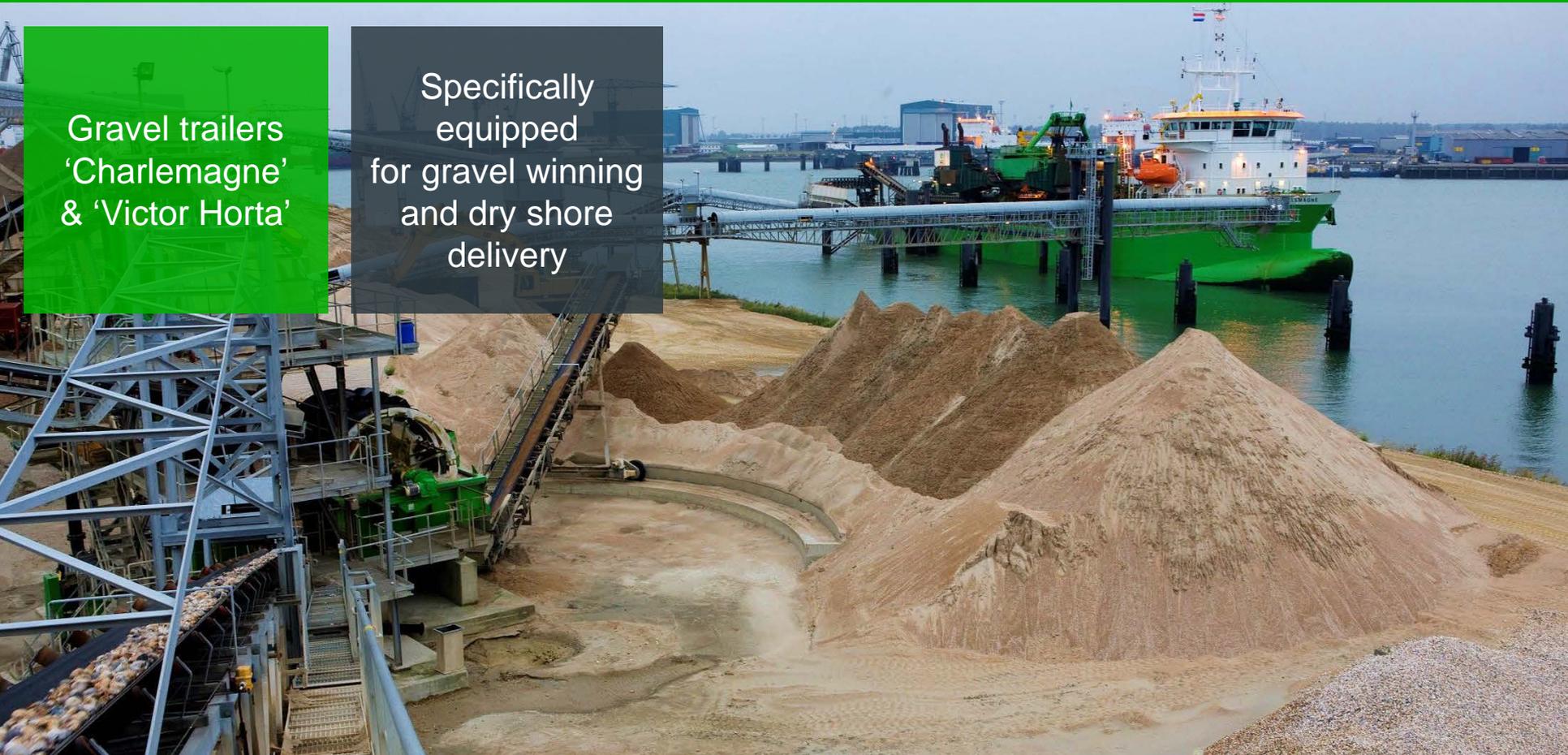
Westermost
Rough wind
park





Gravel trailers
'Charlemagne'
& 'Victor Horta'

Specifically
equipped
for gravel winning
and dry shore
delivery





What about scarcity of land-mined minerals?



- Land-mined raw minerals become scarcer
 - > Building materials (clay, sand, gravel) and other minerals
 - Growing demand for minerals
 - 71% of the earth is covered with water
- Innovative and sustainable solutions for harvesting of minerals on the seabed





**Offering
solutions for
global
challenges**

**Investing in
Innovation**

**Sustainable
entrepreneurship:
A way of life**





'Apollo'

.....
Self-propelling DP2
Jack-up vessel

4 New hopper dredgers

.....
First dual fuel
dredgers
on LNG

'Living Stone'

.....
Living Stone,
multi-purpose and
cable layer ship

'Rambiz 4000'

.....
Seagoing shearlegs
4,000 ton
lifting capacity



'Apollo'
self-propelling DP2 jack-up vessel



3 new hopper dredgers
first dual fuel dredgers on LNG



'Living Stone'
multi-purpose and cable layer ship



'Gulliver'
seagoing sheerlegs 4,000 ton
lifting capacity



'CTOW Bieke' & 'CTOW Lala'
tugs



'Blanew'
electric CSD





Careers @ DEME





- National & International assignments
 - Project Engineer
 - Superintendent
 - Project Engineer
 - Vessel Maintenance
 - Desk Engineer
 - Estimator
 - QHSE Engineer
 - Surveyor
 - ...



Rotation scheme for working on sites worldwide

- Europe : 4 weeks work – 2 weeks leave
- Rest of the world : 2 months work – 1 month leave

Facilities on-site

- Housing, transport, food, laundry
- Insurance, medical expenses, ...





- Extensive introduction & training programme
 - Introduction into our activities
 - Specialised dredging course
 - Basics 4 Starters
 - On the job training



- Vacancies on www.deme-group.com
- Apply online on www.deme-group.be/jobs
- Interview process
 1. 1st general interview HR
 2. 2nd interview with management
 3. Contract offer
 4. Total process: about 6 – 8 weeks





ENERGY
@DEME
platform

Well-being of people



Thank you

