

Royal Boskalis Westminster



“Drive, Professionalism, Teamwork”

Agenda

- *Profile of Boskalis*
- *The project cycle*
- *Why work abroad?*
- *“Economic development means business”*

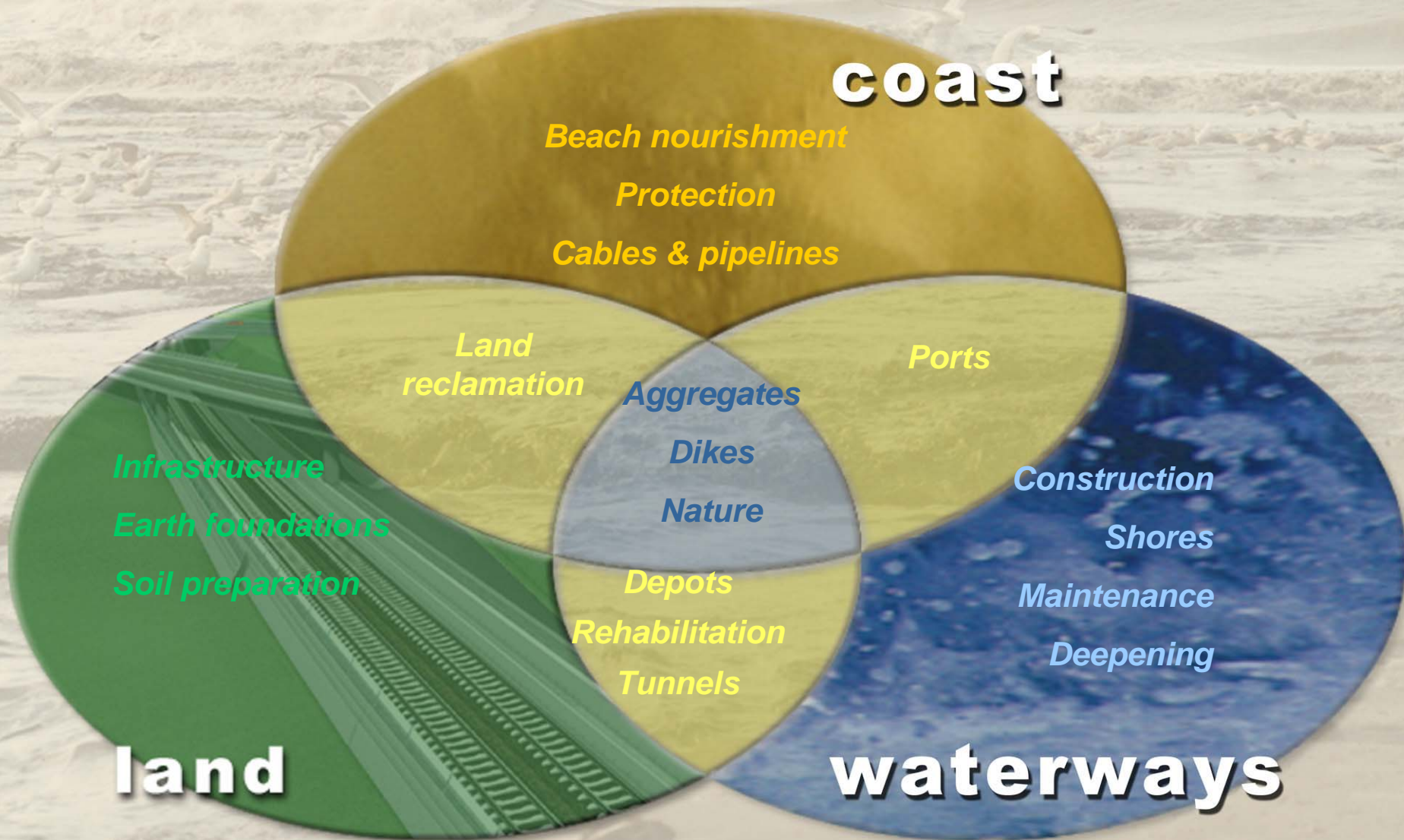


Boskalis - Making the difference....

- *World market leader*
- *Largest fleet in the industry*
- *Strong track record in environmental dredging*
- *Leader in technology and innovation*



A broad range of activities



Port development & economic growth



Flood protection



*Housing and
space to live*



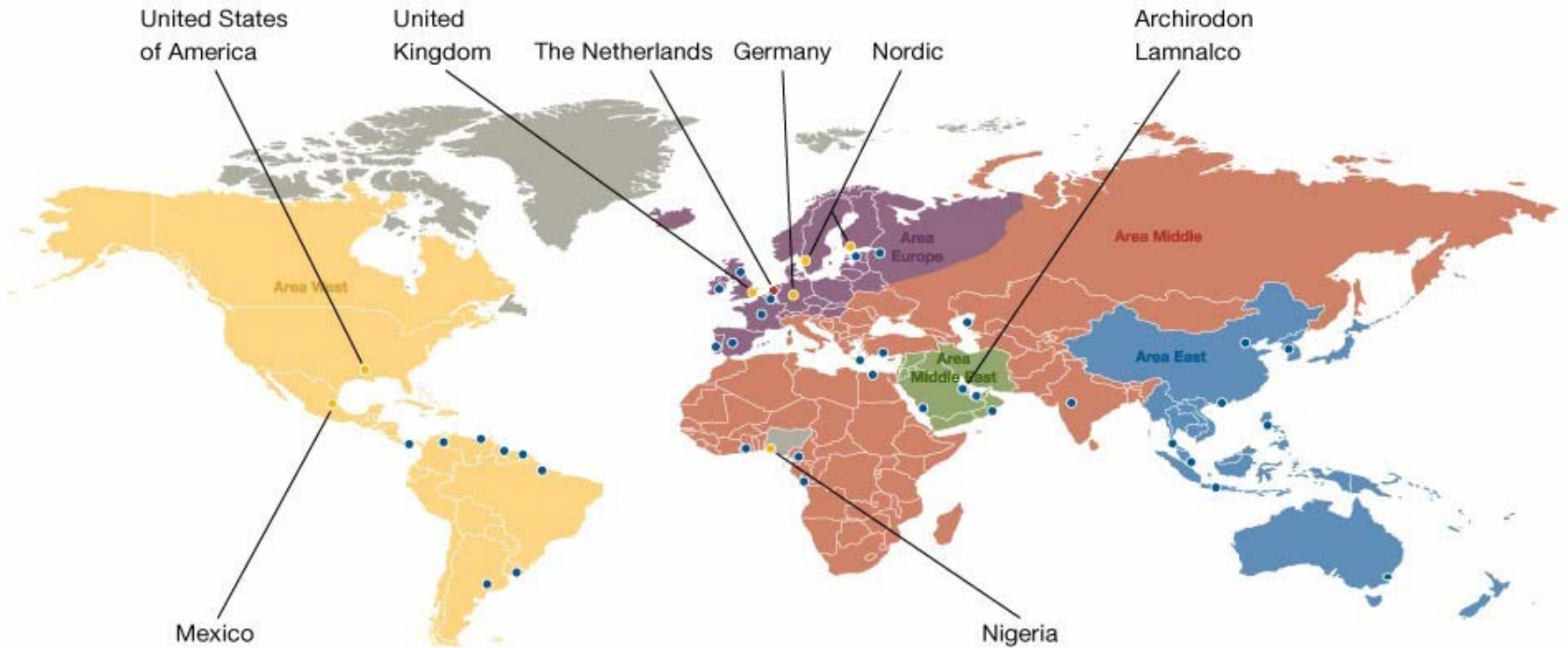
Care for the environment



***Sourcing of
base materials***



Broad worldwide market positioning



● Head office/Home market

● Home markets

● Offices of Boskalis

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The project cycle

Start: identified need for infrastructure

Conceptual design

Project financing

Detailed design

Environmental studies

Tender

Permits

Contract negotiations + award

Leadtime 1-20 years

Detailed cost calculation and work preparation

Mobilization

Execution

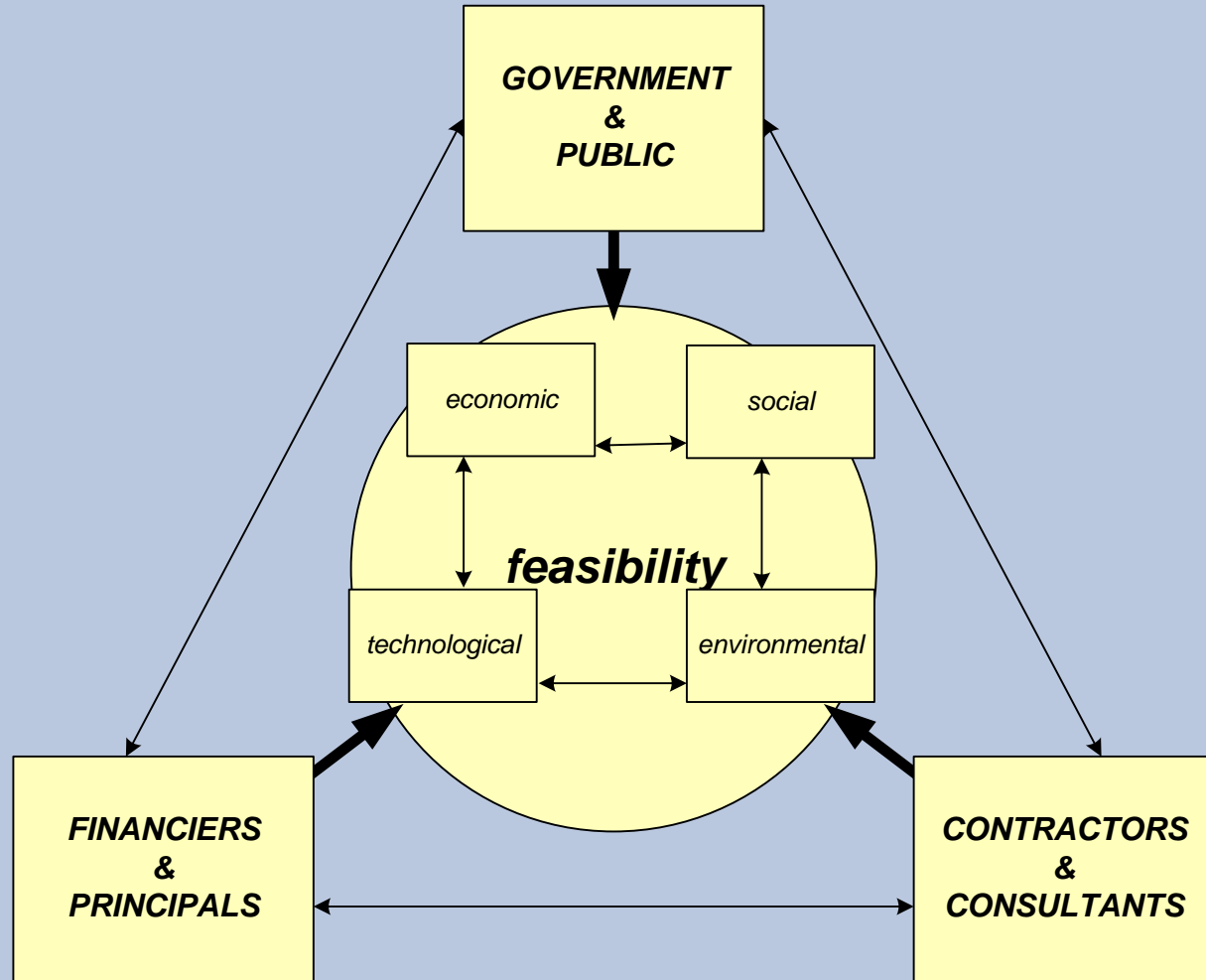
Completion

Demobilization

Leadtime up to 2 years



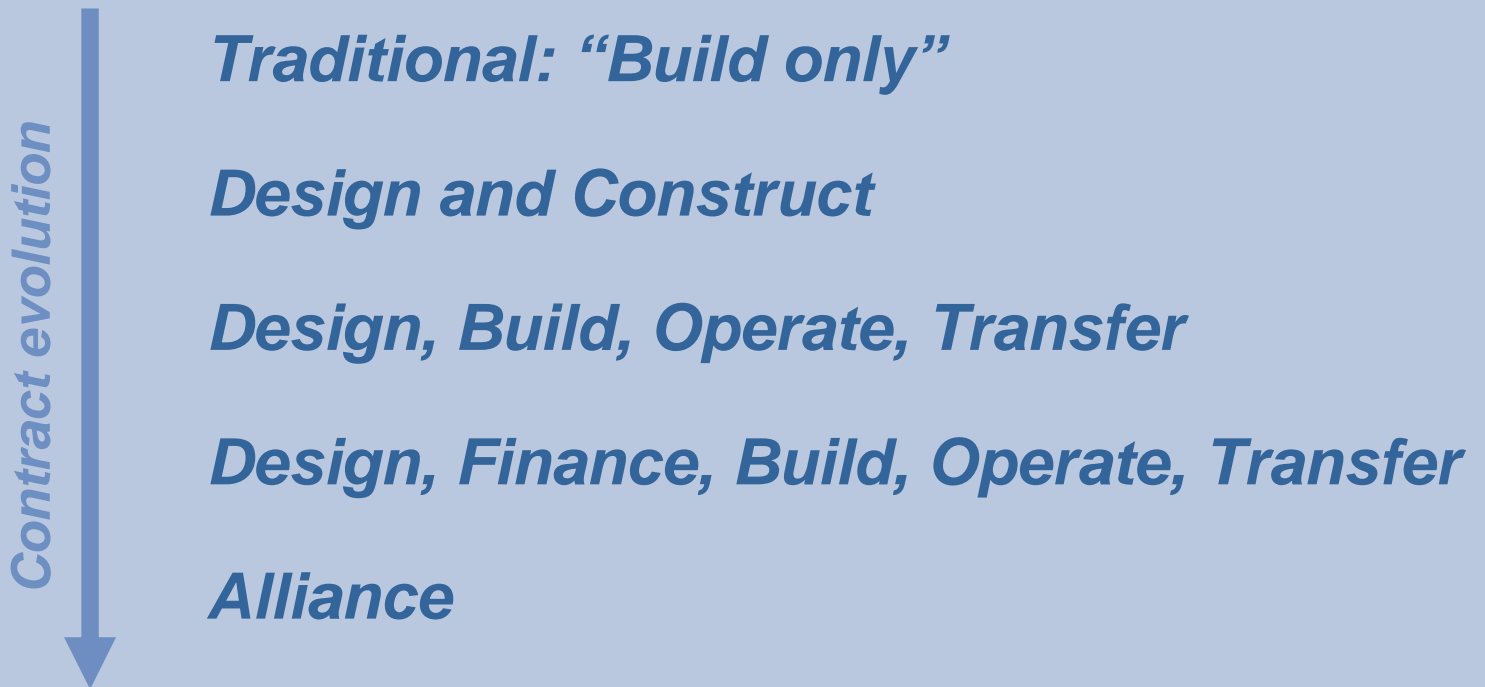
Optimized maritime development through shared expertise



A changing world

Shared expertise, innovative contracts

Contract evolution focused on common interest:



Central expertise, locally available

Over 200 technical experts available in:

- *Dredging Department, unique soil group*
- *Hydronamic Engineering Department*
- *Dredging Development Department*
- *Survey Department*
- *Plant Department*

Supported by consultants & technical institutes



Solutions for problems

Practical solutions that benefit customers

- *Project design driven by customer needs*
- *Tailor-made environmental solutions*
- *Innovative engineering, fit for purpose solutions*
- *Risk management and maintenance responsibility*



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Why work abroad?

It's good fun!

- *Entrepreneurship, adventure, discover the world*
- *Get the job done with teamwork, far away from home*
- *Apply technical creativity in varying environments*



Why work abroad?

Be a global citizen

- *Develop non-technical skills in different environments*
- *Adopt multi-cultural behaviour*
- *Contribute to the development of emerging economies*



Why work abroad?

Enrich your personal life

- *It's a unique (family) learning curve*
- *Build a wealth of experience*
- *Strengthen ability to deal with 'issues' in life*



Why work abroad?

Build your career

- Global experience is highly valued*
- Benefit from opportunities offered by the company*

Use professional development and commercial opportunities to realize personal goals & ambitions



Why join Boskalis?

Discover the world, it's our workplace

Put your ideas into practice, see the result

Challenge technological boundaries

Develop your own career (specialistic/generalistic)

Work in the winning team

“Drive, Professionalism, Teamwork”

Opportunities to join

Internships: 10-15 per annum

Graduate students: 5-10 per annum

Ph D students: currently 2

Intake TU graduates: 3-5 per annum

A wide variety of sciences

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Poverty reduction and infrastructure

The connection

Poverty Reduction



Economic Growth, Free Trade



Access to World Markets



Infrastructure



Maritime infrastructure

- ports***
- waterways***
- land reclamation***
- coastal protection***



(Maritime) development calls for sharing expertise

“The problem confronting public policy makers when they take up the challenges of port reform is not a lack of information, but rather a lack of useful knowledge which they can use to support their own process of reform”

(World Bank Port Reform Toolkit)

This is where Boskalis comes in!



Economic development means business

- *Development aid often requires economic reform*
 - *enforced by donating governments and development banks*
- *Development aid should focus on sustainable growth*
- *Local issues are responsibility of local government:*
 - *environmental dilemma's*
 - *human rights*
 - *economic / political reform*
- *Boskalis follows its own code of conduct*
- *We're not talking charity*

