

Buildings & Infrastructure

AZL - Market and Technology Study

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Buildings & Infrastructure (B&I) Market*:

- **34%** of Glass Fiber Market is B&I
- **23%** of Carbon Fiber Market is B&I
- B&I Market in Europe: **8 – 10 Bill. EURO**
- Overall Market in Europe: approx. 30 Bill. EURO



Approx. 30% of overall Market in Europe is B&I

Reasons for Composite Applications:

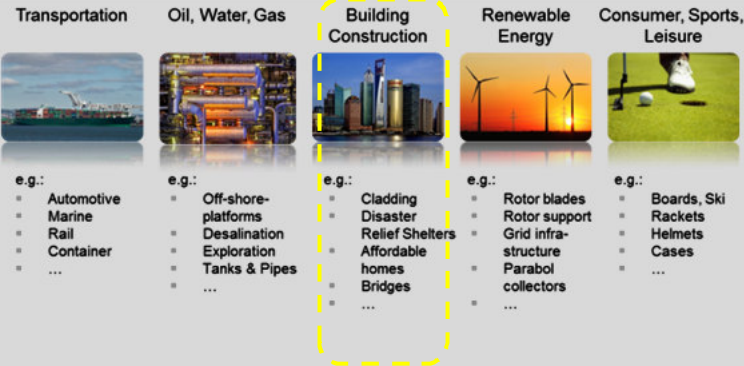
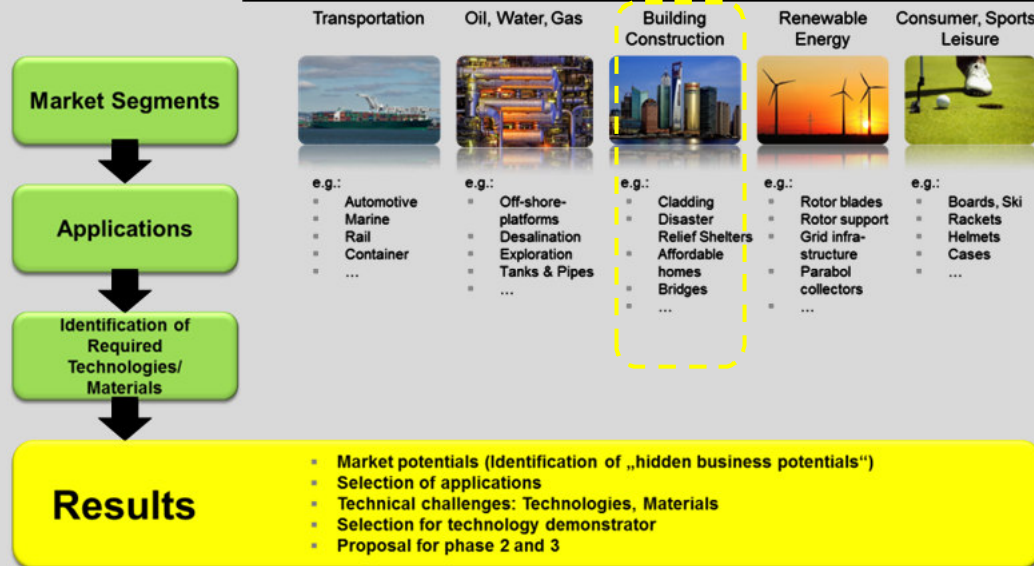
- Lightweight Design
- Corrosion Resistance
- Thermal/ Electr. Insulation
- Freedom of Design (especially for Large structures)
- Low Invest Cost

Buildings & Infrastructure will be one of the most attractive Growth Markets for Composite Applications

*Market Report AVK 2015

Background and Motivation

Background: AZL Market and Technology Study (2013 - 2014)



- Start of project: March 2013, duration: 12 months
- International industrial consortium with 33 companies
 - 14 Material Suppliers, 6 OEM, 7 Tier 1/2, 6 Equipment Provider



Final Study Results (2014)

- Identified **450 attractive components/** applications within the 5 key segments
- **Technology analyses** of **50 highlight components** incl. market size and development, technological maturity, competitors etc.
- **12 detailed business cases** including comprehensive profitability, technology analyses and concept development for new profitable production chains

New Request from our industrial AZL-Partner-Network:

- New Market and Technology Study with Focus on „**Buildings & Infrastructure**“:
 - Update/ enlargement of component identification and analysis in this segment
 - Detailed technology and supplier analyses
 - Concept development for efficient profitable production technologies (process chains) incl. cost engineering analysis

New Study (2016)

Markets



&



Buildings

Infrastructure

Market Segments (Examples)



Residential



Non-residential

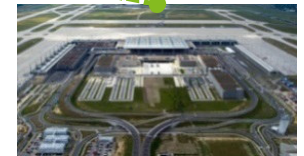
...



Energy supply



Water constr.



Special constr.

...

Applications/ Components (Examples)



Ultrathin window frames



Sun Protection



Room units



Expandable shelters

...



High voltage pylons

...



Flexible pipelines



Non-corrosive pipeline joints

...



Underwater construction components

...

AZL – Market and Technology Study

Systematic Approach

Systematic structuring approach:*

Example:

»Level 0« - Markets

- Buildings
- Infrastructure



Pilot Study

»Level 1« - Market Segments

- Structure for example based on value-added steps, final products or technologies
- Result: »segments«

e.g. Residential,
Water Supply,
Energy Supply

»Level 2« - Applications

- Key applications and services within the identified market segments
- Result: »applications« and »services« probably offering hidden business potentials**

Electrical Transmission,
Water Transmission,
Building Components

»Level 3« - Components

- Breakdown on system and component level
- Result: required »components« in order to address above mentioned business opportunities

Pipes, Ducts etc.

Required technologies, materials and services

- Identification of key enabling technologies, materials or services based on application/ component requirements

Detailed business cases and technology evaluation

- Detailed assessment of selected business opportunities
- **Overall target:** Uncovering/ Evaluating economically attractive and technologically feasible hidden business potentials

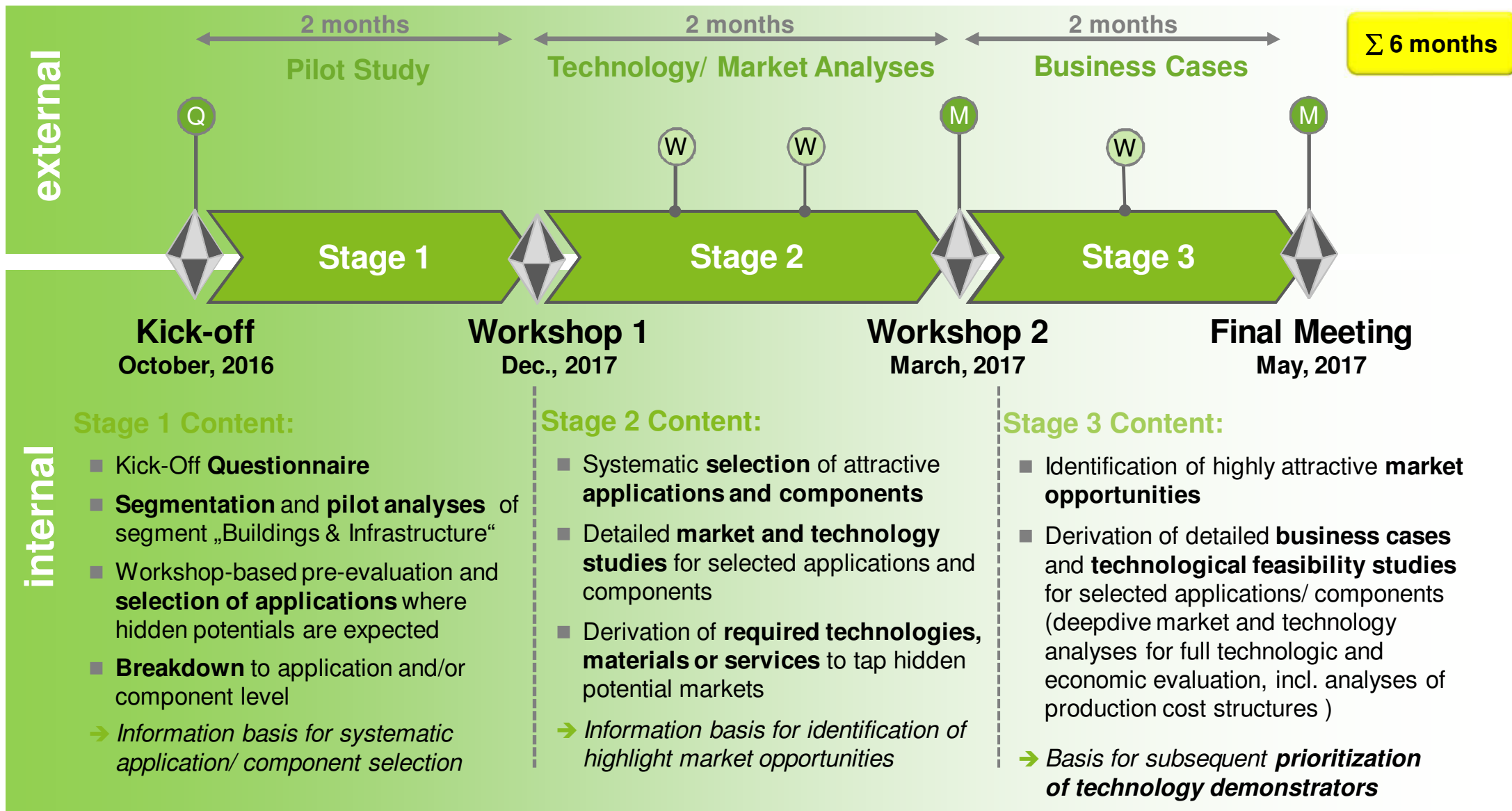
- * This diagram only represents the schematic conceptual approach of the market study. The final structure might deviate due to the characteristics of the technology fields at hand.
- ** business potentials are to be found either in the form of lightweight components, technological capabilities, new materials or new services

Systematic Selection Process

Detailed Analysis

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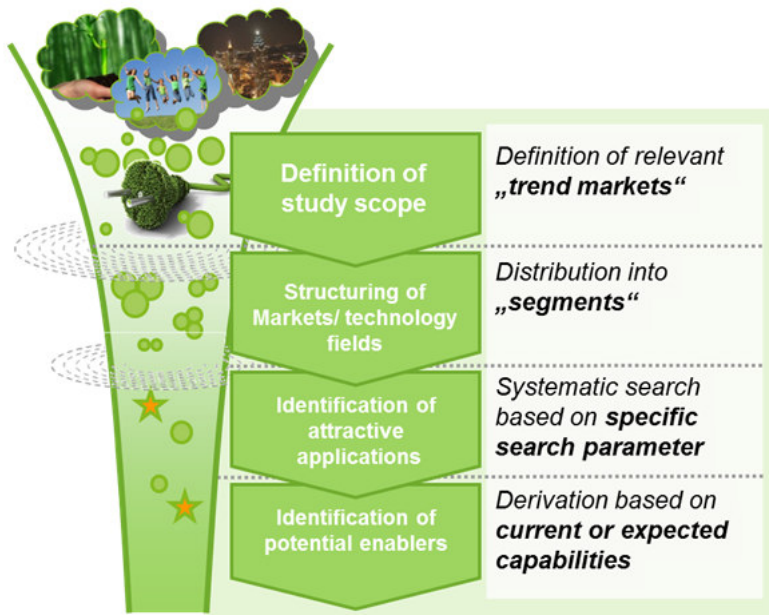
„Lightweight Composite Structures for Buildings & Infrastructure“: Project Frame



Exemplary Proceeding

From 100 Technologies to 10 Highlights

Systematic approach:



Exemplary results:

»Level 0« - Markets

- Buildings
- Infrastructure

»Level 1« - Market Segments

- Derivation of **12 market segments**
- Selection of **6 attractive key market segments** based on pilot segment studies

»Level 2« - Applications

- Derivation of **~100 attractive technologies/ applications** within the key market segments
- Pre-evaluation based on basic technology and market criteria

»Level 3« - Enablers

- **~ 25 technology analyses** including market size and development, technological maturity, competitors etc.
- Selection of **10 Highlight enabling-technologies** based on market and technology fit criteria

Kick-Off Meeting

Workshop 1

Criteria-based (market and technology) prioritization of market segments

(selection by participants)

Workshop 2

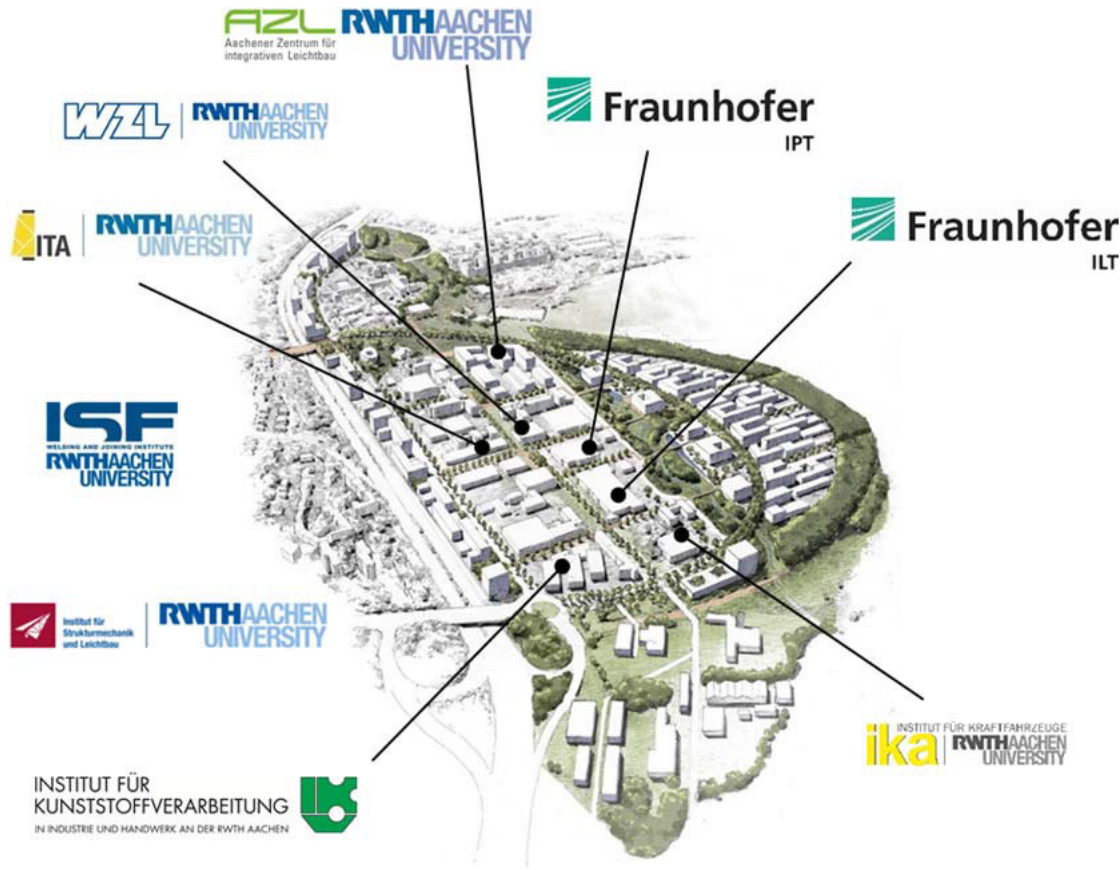
Criteria-based (market and technology) prioritization of applications/ components

(Selection by Participants)

Final Meeting

Project Team Background: Competence Campus in Aachen

AZL Aachen GmbH *The project will be managed by AZL Aachen GmbH and conducted in cooperation with AZL partner institutes*

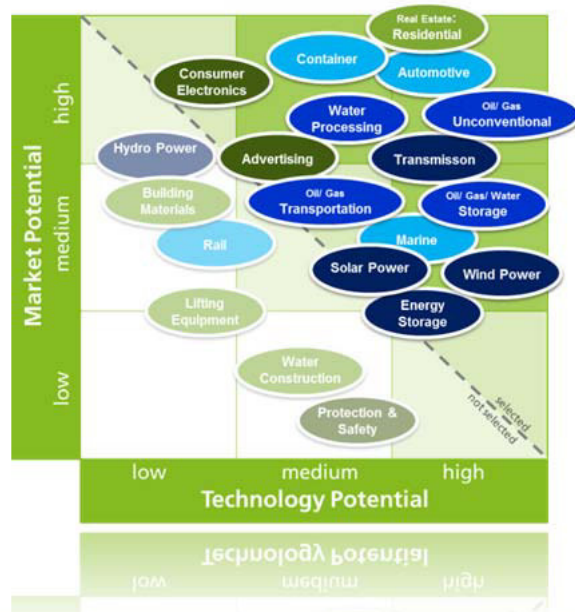


Composite competences and cooperation since more than 25 years

- Textiles (ITA)
 - Plastics and Composites (IKV)
 - Production Technology (AZL, WZL, IPT, ILT, ISF)
 - Quality Assurance (WZL)
 - Lightweight Design (IKV, SLA)
 - Automotive (ika)
-
- 9 Institutes
 - More than 750 scientists
 - More than 1.100 student workers

Exemplary Proceeding

Stage 1 – Pilot Study



Market Segmentation

- Structured overview on market segments within „Buildings & Infrastructure“, market structure and overall market volume

Segment Analysis

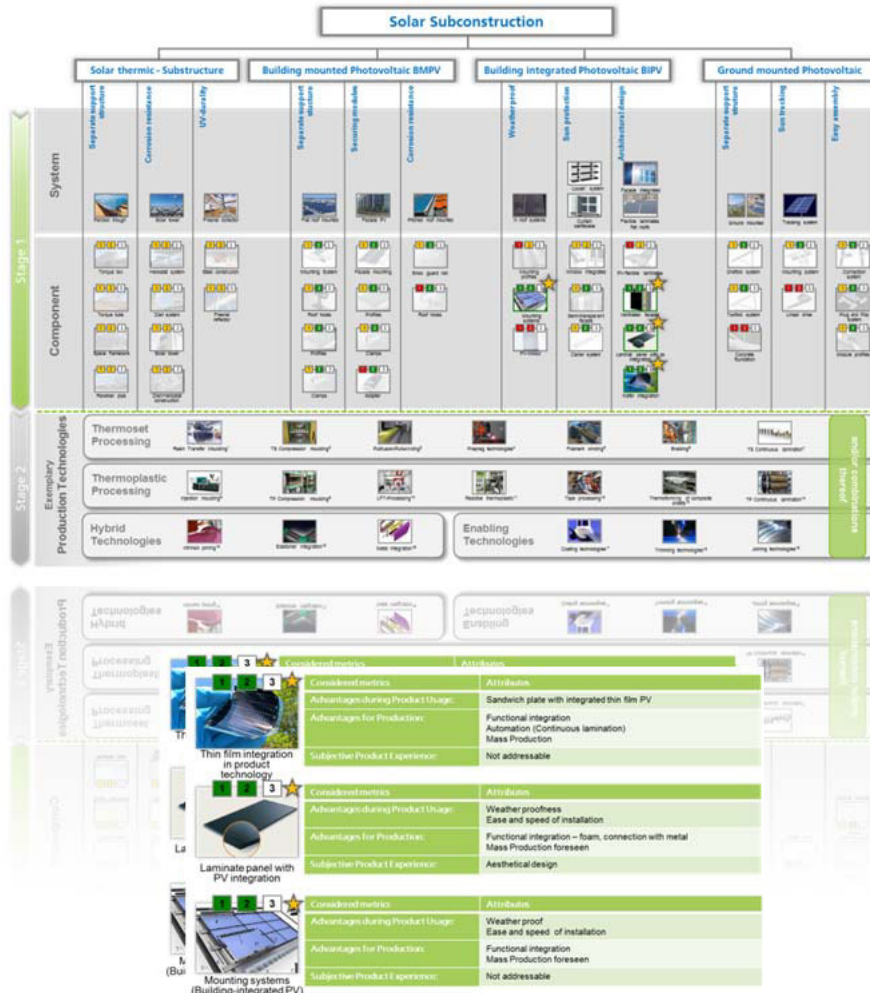
- Overview on high level chances, risks
- Technology and market trends

Segment Evaluation

- High level aggregation of market and technology intelligence
- Selection of most promising segments based on expert knowledge (interviews) and appraisal of the steering committee

Exemplary Proceeding

Stage 1 – Pilot Study



Segment Sub-structure

- Overview on technology fields within the market segment at hand

Detailed Segment Analysis

- Derivation of major challenges within these sub-segments in order to enable a focussed selection of growing or developing marketsegments

»Technology Tree«

- Market requirement-based breakdown of relevant sub-segments into systems and components
- Criteria-based (market and technology) prioritization of applications/ components

Exemplary Proceeding

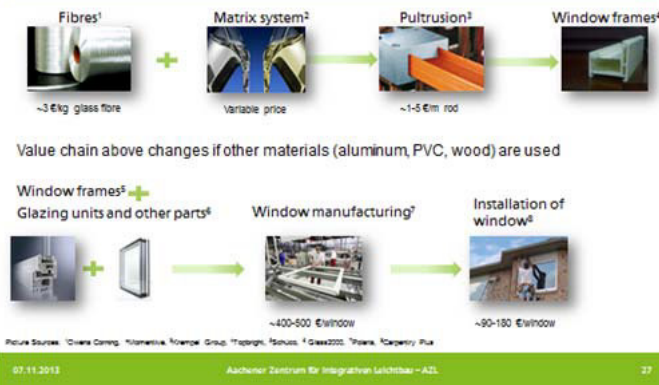
Stage 2 – Detailed Analysis



Value-Chain Overview

- Connected and/or synergetic technologies within the value-chain of the component at hand
- Visualization and quantification of added value steps and derivation of future requirements regarding material, process chains and production systems

Detailed Description Value Chain Overview



References

Window frames

Detailed Description Windows frames

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Value Chain Window frames

Technology: Use of high thermal and high thermal expansion material (GFRP) instead of aluminum (Al) until 2020 is used in the market.

Market: Increasing thermal efficiency and reduction of weight (GFRP) in the market. GFRP is used in the market.

Dimensions: Glass 28 mm and in the market is used in the market. GFRP is used in the market.

Detailed Description Window frames

Technology: Use of high thermal and high thermal expansion material (GFRP) instead of aluminum (Al) until 2020 is used in the market.

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Overview Frames/Profiles for windows

Technology: Use of high thermal and high thermal expansion material (GFRP) instead of aluminum (Al) until 2020 is used in the market.

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OVERALL COMPONENT RATING

Technology: Use of high thermal and high thermal expansion material (GFRP) instead of aluminum (Al) until 2020 is used in the market.

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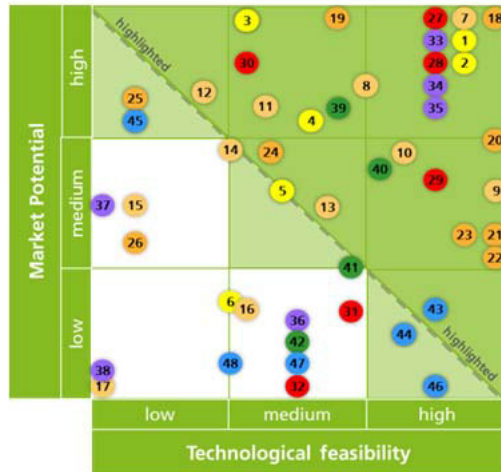
Dimensions: Glass 28 mm and in the market is used in the market. GFRP is used in the market.

Detailed Technology and Market Analyses

- Detailed Aggregation of relevant technology- and market-related information
- Executive Summary for quick evaluation
- Information basis for selection of highlight components/ applications

Exemplary Proceeding

Stage 3 – Business Cases

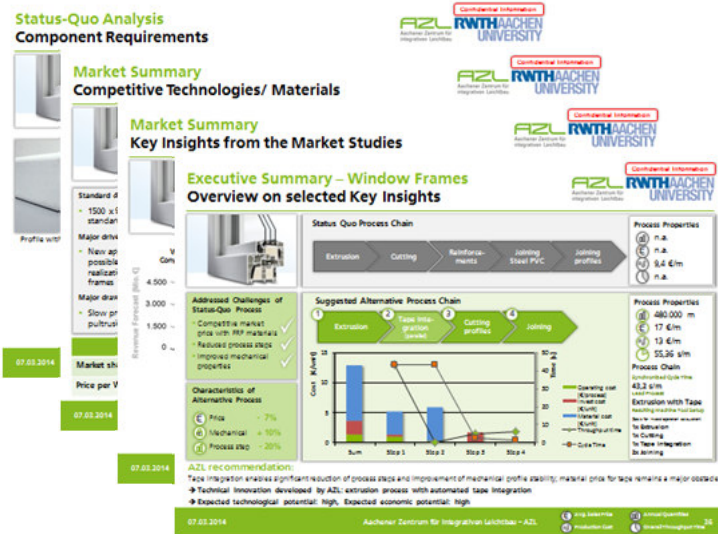


Application/ Component Selection

- Criteria-based portfolio analysis of remaining applications and components
- Final selection of 10 most promising highlight applications

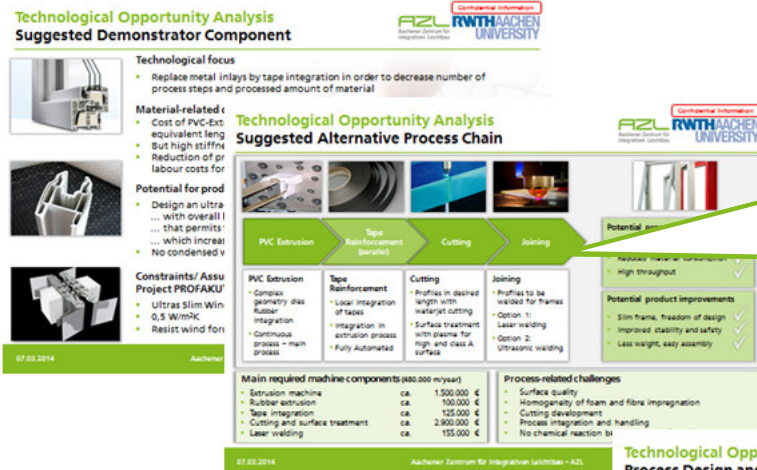
Business Case Analyses of selected Components

- Highly detailed calculation of business cases for the selected highlight applications/ components
- Derivation of relevant required technologies, materials and/or services to address these highlights
- Selection of most attractive components for further consortial projects and implementation



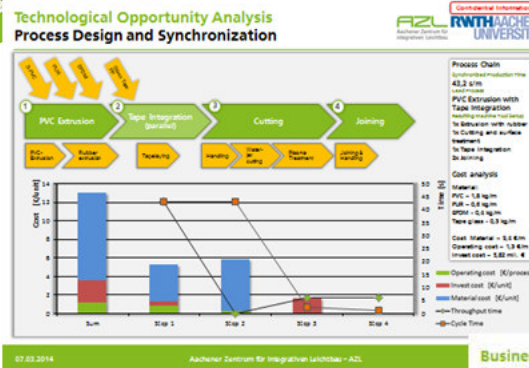
Exemplary Proceeding

Stage 3 – Business Cases



Part 4 – Suggested Alternative Demonstrator Process Chains

Detailed Description of a technologically feasible **demonstrator component** based on market requirements also considering potential improvements in product performance & component-related derivation and description of an **innovative process-chain**



Part 5 – Process Design

Description of the proposed process-chain including **process synchronization**, **machine tool set up** and **throughput analysis**

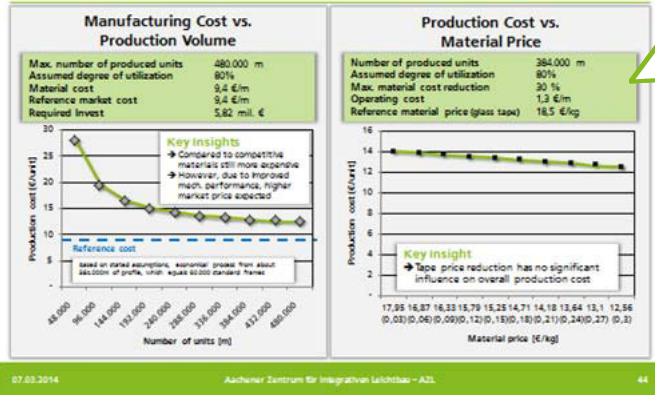
Part 6 – Resources

- Business Case Resources**
- Calculation based on the study of Michael A. LaGault: *Pushed Window Rising High?* Composites World. URL: <http://www.compositesworld.com/articles/pushed-window-rising-high>
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 - Forschungsinstitut Zukunft Bau (Research Institute Structures in Future), 2012: *PROFAKU*
 - Pressemitteilung VFF, 2012: *Deutscher Fenster- und Haustürenmarkt: Krisen lassen die Branche kalt*

Exemplary Proceeding

Stage 3 – Business Cases – Cost Analysis

Technological Opportunity Analysis Cost Analysis



Part 7 – Cost Analysis

Visualization of relevant dependencies of production cost with production volume and material price for a representative Business Case

(mass production conditions: 3-shift 24h production, 240 productive days, 80% utilization, etc. – case-specific exceptions)

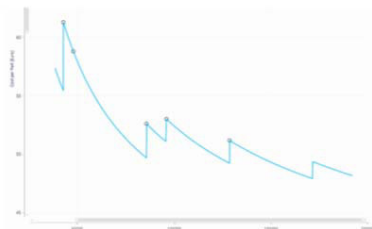
Detailed Process Cost Modelling for selected Business Cases (Cost, Cycle Times)

Sensitivity Analysis of Process Chain for selected Business Cases

Cost Analysis

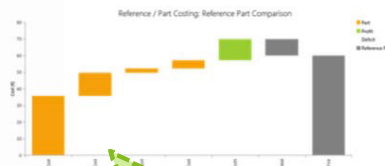
Scale-Up Scenarios for selected Business Cases

scale-up analysis

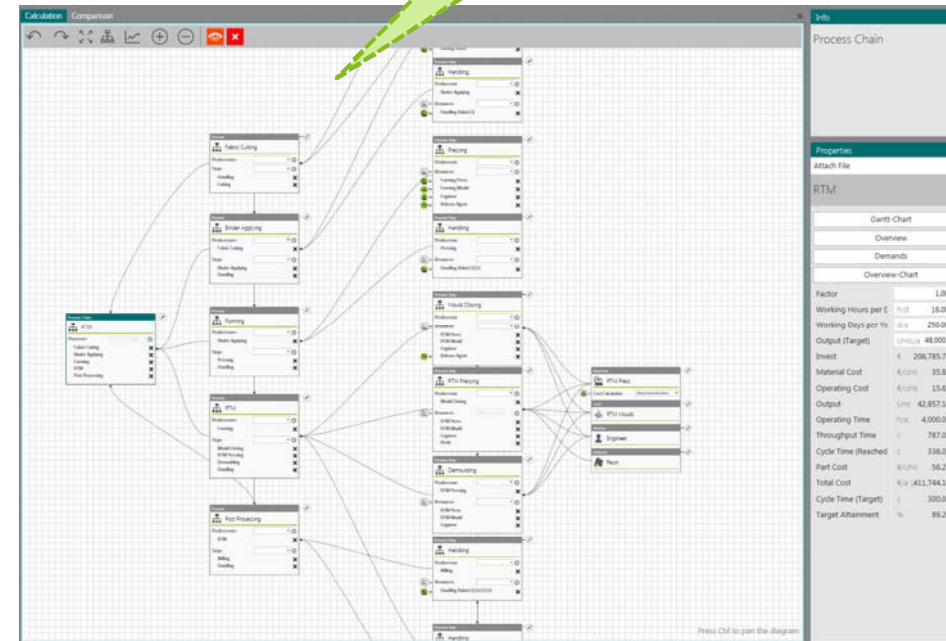


Sensitivity Analysis - Part Cost

Amplification Factors	
Fibres - Price	55%
Fibres - Consumption	55%
Fibres - Factor	48%
RTM Pressing - Operating Time	39%
RTM Pressing - Overall Equipment Effectiveness	29%
Fibres - Wastage	14%
RTM - Working Days Per Year	9%
RTM - Working Hours Per Day	9%

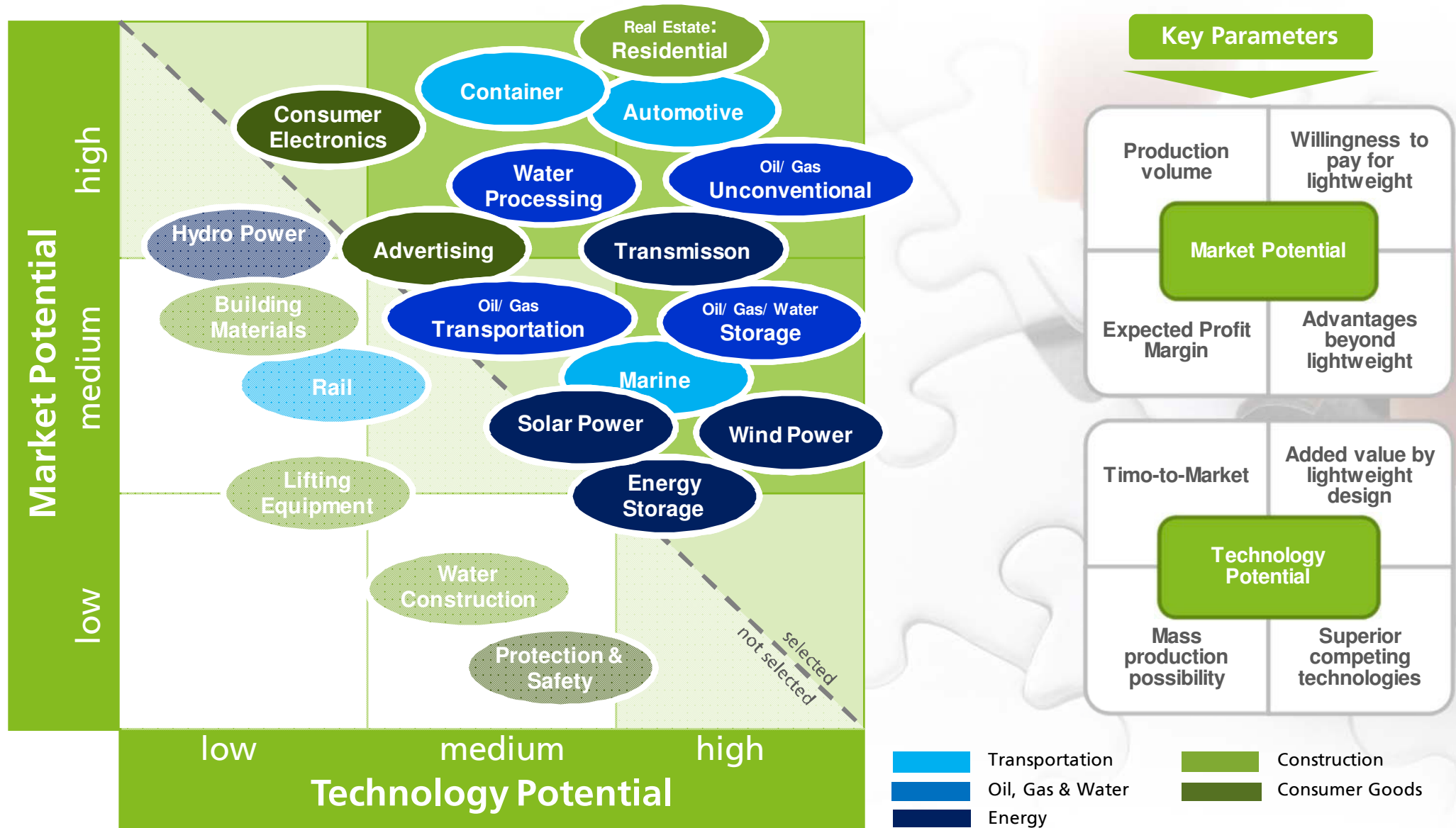


Detailed Analysis of the Cost Structure



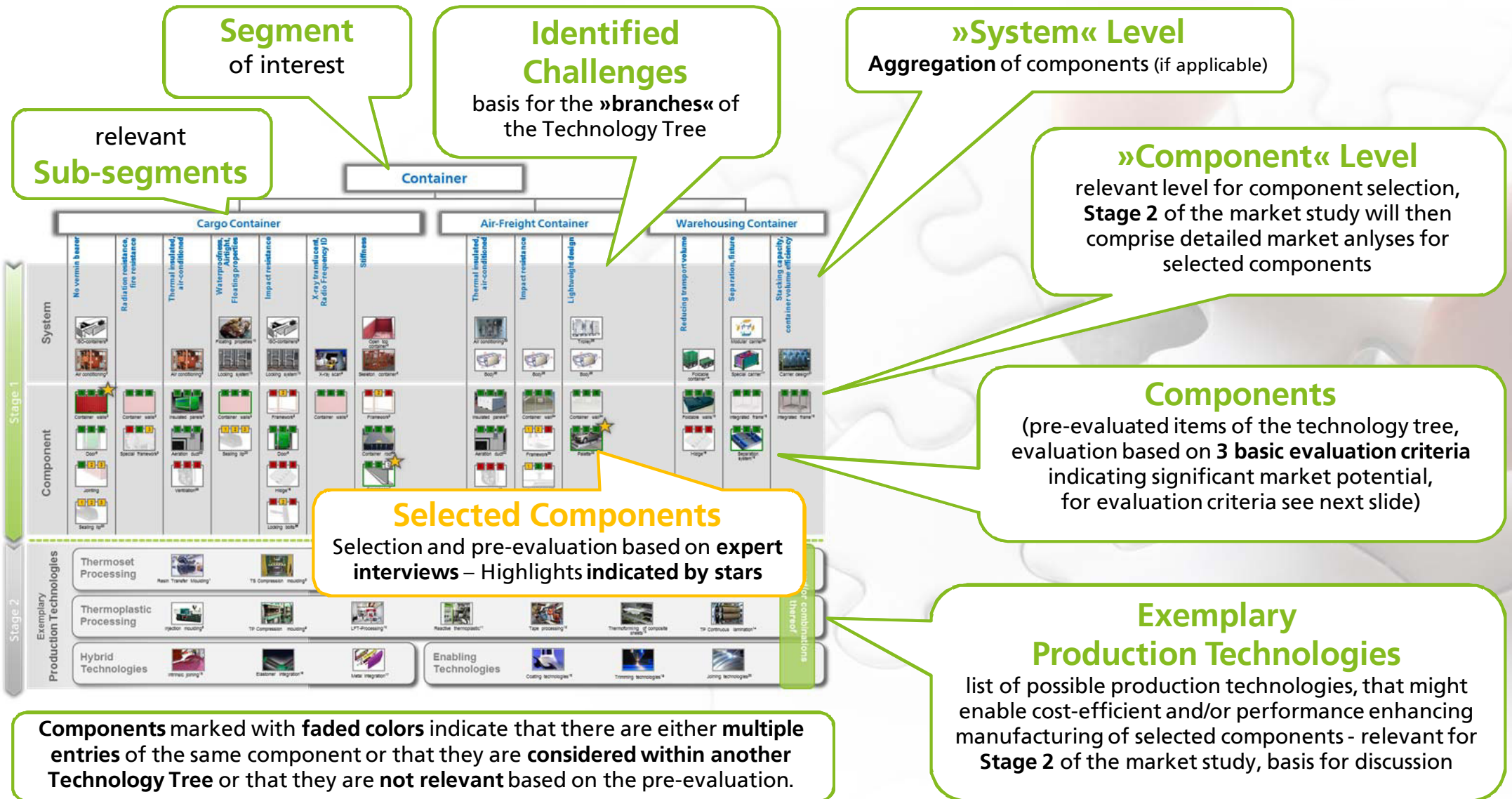
»Worldwide Market Study for Lightweight Applications«

Highlight-Segment Evaluation Portfolio



How to read the »Technology Tree«

Overall Structure



How to read the »Technology Tree«

Evaluation Logic

Potentials regarding:
(lightweight design,
material properties)

1

Advantages during Product Usage

- **Mechanical**
(e.g. increased load capacity,
light weight performance,
lower temperature warpage)
- **Chemical**
(e.g. better corrosion
properties, increased
chemical resistance,
biological compatibility)
- **Electrical**
(e.g. tailored electrical
properties)
- **Optical**
(e.g. tailored optical structure
and design surface)

2

Advantages for Production

- **Freedom of Design**
(e.g. load adapted design)
- **Manufacturability**
(e.g. estimated improved
design/performance by
local reinforcements)
- **Process**
(e.g. shorter cycle times,
increased process robustness,
automation possibility,
possible mass-production)
- **Costs**
(e.g. estimated performance
gain over substitutional
material/ design going along
with higher margin etc.)

3

Subjective Product-Experience

- **Subjective value**
(e.g. willingness to pay more
for the knowledge of utilizing
lightweight components or
innovative materials, prestige
thinking)
- **Performance optics**
(e.g. customer is willing to pay
more for lightweight design
like optics without real
performance gain)
- **Perceived quality**
(e.g. customer is willing to pay
more for lightweight design
like haptics, customer trust in
high-performance etc.)

1 2 3

Advantages during Product Usage

Advantages for Production

Subjective „Product-Experience“

high
medium
low

Elements not relevant for
Evaluation (e.g. no subjective
product value imaginable)
will be left plain white

Construction - Selected Segments

Building Materials



Construction Equipment



Earthmoving



Lifting



Compacting



Transporting*

Civil Engineering



Road/Rail



Supply**



Water constr.



Special constr.

Real Estate



Residential



Non-residential



Industry

Facility Equipment



Water, Gas***



HVAC



Elevator****

- * Considered in Transportation
- ** Considered in Energy and Oil, Water Gas
- *** Considered in Oil, Water, Gas
- **** Considered in Transportation

Civil Engineering: Residential

Evaluation Logic:

Potentials regarding:
(lightweight design, material properties)

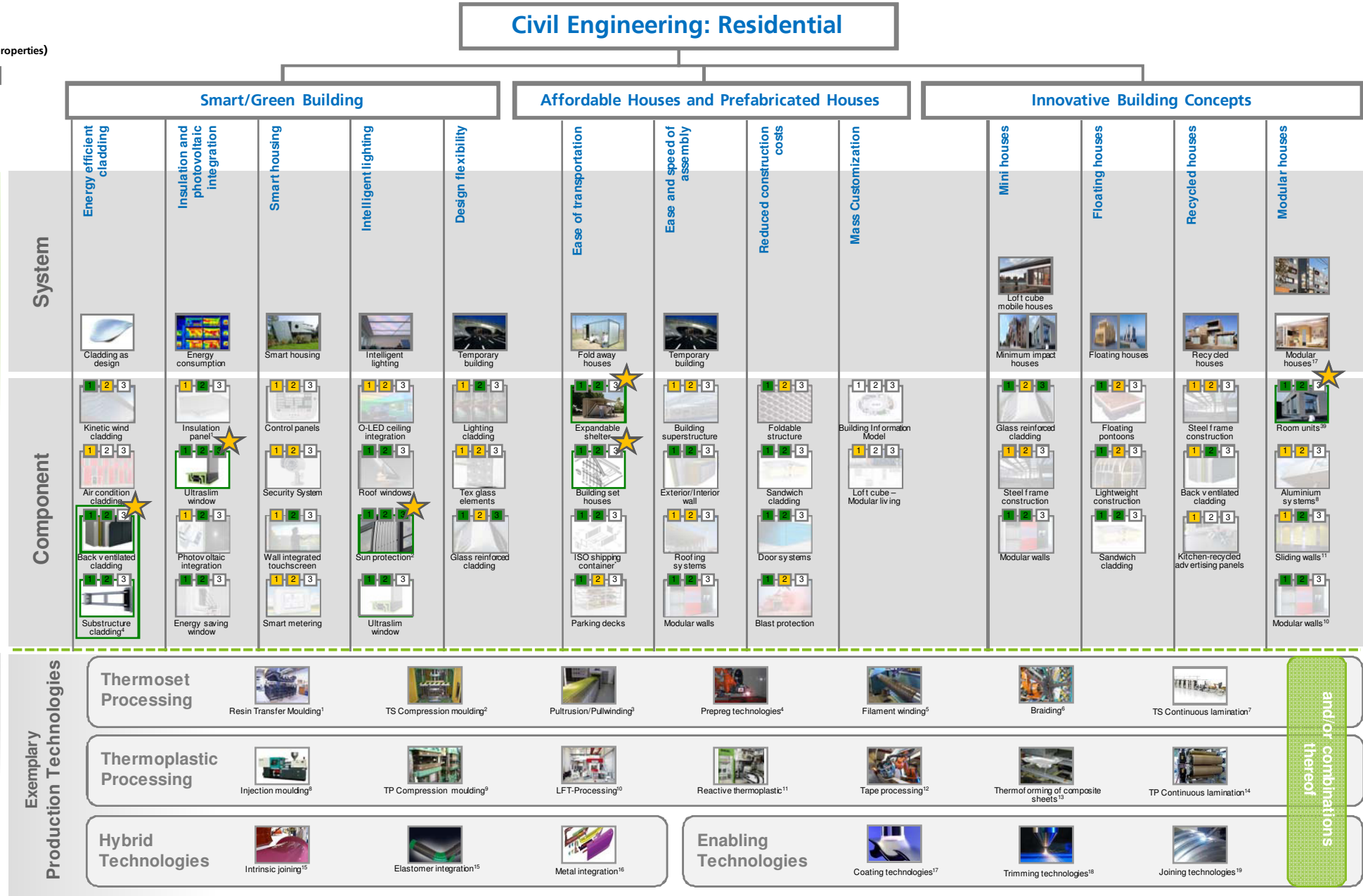
1 2 3
Advantages during Product Usage
Advantages for Production
Subjective „Product-Experience“

high
medium
low

Technology Tree

Stage 1

Stage 2



Oil, Gas and Water – Selected Segments

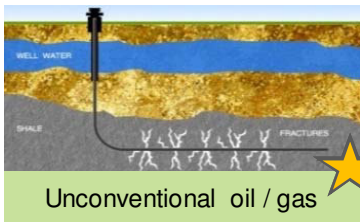
Transportation



Oil/gas production



Conventional oil / gas



Unconventional oil / gas

Processing



Oil, gas processing



water processing

Storage for usage



High pressure applications

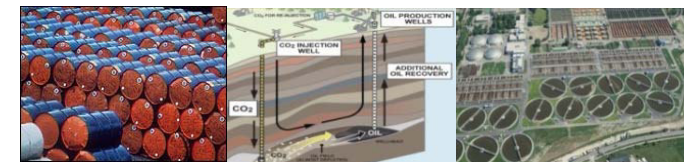


Applications for chemicals

Usage



Recycling & Disposal



Transportation and **Storage** are combined in one technology tree due to large application similarities (mainly pipes and tanks)

Technology Tree

Advantages during Product Usage	1	2	3			
Advantages for Production				high	medium	low
Subjective „Value-Experience“						

Stage 1

Stage 2

Components/ Systems

Exemplary Production Technologies

Onshore Pipeline

Storage for Oil and Gas

Storage for Water



Unconventional Oil and Gas (Extraction and Production)

Evaluation Logic:

Potentials regarding:

(lightweight design, material properties)

1 2 3

Advantages during Product Usage

Advantages for Production

Subjective „Value-Experience“

high medium low

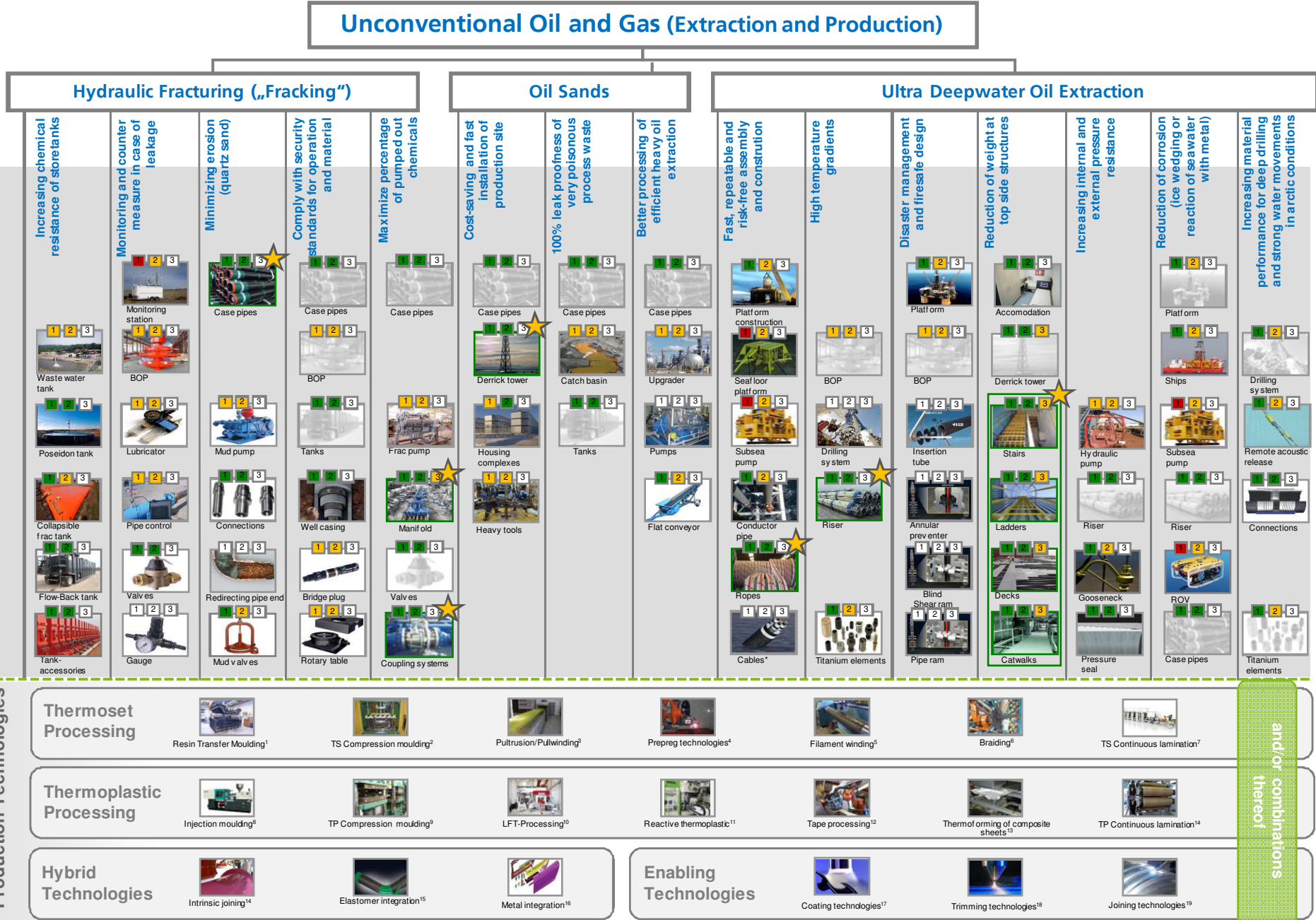
Technology Tree

Stage 1

Stage 2

Components/ Systems

Exemplary Production Technologies



and/or combinations thereof

Seawater Desalination

Evaluation Logic:

Potentials regarding:
(lightweight design, material properties)

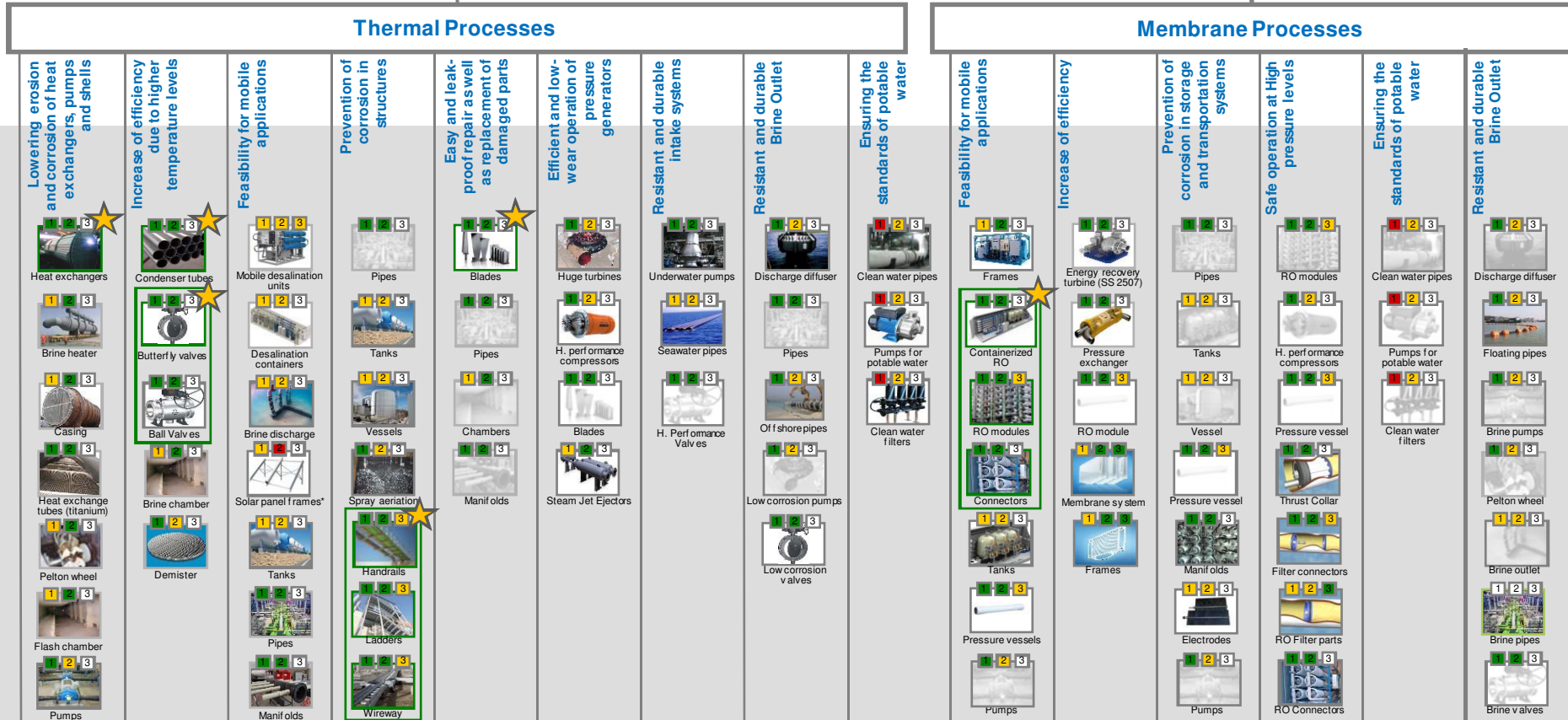
1 2 3

Advantages during Product Usage
Advantages for Production
Subjective „Value-Experience“

high
medium
low

Stage 1

Components/ Systems



Stage 2

Exemplary Production Technologies

Thermoset Processing

Resin Transfer Moulding¹

TS Compression moulding²

Pultrusion/Pulwinding³

Prepreg technologies⁴

Filament winding⁵

Braiding⁶

TS Continuous lamination⁷

Thermoplastic Processing

Injection moulding⁸

TP Compression moulding⁹

LFT-Processing¹⁰

Reactive thermoplastics¹¹

Tape processing¹²

Thermoforming of composite sheets¹³

TP Continuous lamination¹⁴

Hybrid Technologies

Intrinsic joining¹⁴

Elastomer integration¹⁵

Metal integration¹⁶

Enabling Technologies

Coating technologies¹⁷

Trimming technologies¹⁸

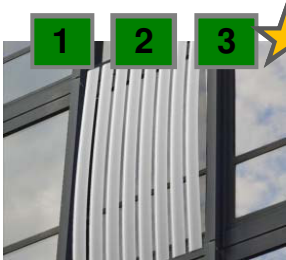
Joining technologies¹⁹

and/or combinations thereof

Technologically similar components are summarized to according groups (e.g. valves)

Technology Tree

Highlights - Residential



Sun Protection

Considered metrics

Attributes

Advantages during Product Usage:

Due to anisotropy – adaptable without propulsion
Easy and light assembly

Advantages for Production:

Freedom of design
Improved performance by local reinforcement

Subjective Product Experience:

Unexpected performance
Aesthetic design



Expandable shelter

Considered metrics

Attributes

Advantages during Product Usage:

Easy and fast assembly, less space in transport needed
corrosion resistance

Advantages for Production:

Functional integration of connection system
Thermal and accoustic insulation
Local reinforcement of panels etc

Subjective Product Experience:

Not addressable



Room units

Considered metrics

Attributes

Advantages during Product Usage:

Ease of transport and assembly
High mechanical strengths

Advantages for Production:

Freedom of Design
Functional integration

Subjective Product Experience:

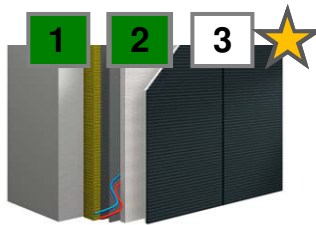
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Highlights - Residential



Ultraslim window

Considered metrics	Attributes
Advantages during Product Usage:	Small frame brighter glass area similar thermal expansion to glass
Advantages for Production:	Functional integration – foam, connection, Automation possible
Subjective Product Experience:	Small frame as subjective value Customer trust in high performance of material



Considered metrics	Attributes
Advantages during Product Usage:	Easy and light assembly, corrosion resistance
Advantages for Production:	Freedom of design – architectural application Functional integration of e.g. PV wafer
Subjective Product Experience:	Aesthetical design



Back ventilated
cladding with
substructure



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