

News Release



Forward-looking biomass balance approach raises the renewables share in construction products

- **BASF customer Falk presents innovative sandwich panels produced with BASF's new biomass balance approach**
- **Cooperation to cut fossil resources in the construction sector**

More and more companies are committed to greater sustainability and efficient resource use in production. A manufacturer of sandwich panels, BASF customer Falk Bouwsystemen B.V., Netherlands, also endeavors to supply its customers with products contributing to the use of renewable resources. To promote sustainable production throughout the value chain, BASF has developed the biomass balance approach and thus supports customers' innovation and performance efforts. At the International BouwBeurs construction show in Utrecht, Netherlands, Under the trade name FIBON Falk is now unveiling a continuously produced sandwich element manufactured with the biomass balance approach. Peter Hoekman, Managing Director at Falk, is convinced of the benefits of the innovative method: "I'm delighted that we have succeeded in cooperation with BASF in developing a new product that makes a real contribution to greater sustainability. We therefore show that we're taking the subject seriously and are able to offer our customers modern, efficient products."

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How it works: The biomass balance in practice

The principle is comparable to that of green electricity. The basic idea involves using renewable resources, such as biogas or bio-naphtha, together with fossil resources in production. The bio share is then arithmetically assigned to certain products using a method certified by the TÜV SÜD technical control board. The share can range from 25 to 100 percent, depending on customer wishes. And with product characteristics absolutely identical to those of the fossil equivalent. "There are no differences in quality or properties. The chemical components derived from renewable and fossil resources are indistinguishable. This means that the construction elements containing our Elastopir® systems always meet the same superlative standards," says Roel Gunnink, Segment Manager Commercial, BASF Performance Materials.

Joint show of strength

Sustainable action is growing increasingly into a competitive factor that can tip the balance when the customer takes his or her purchase decision. "Each purchase of biomass-balanced products drives the substitution of the relevant quantities of fossil resources with their renewable equivalents at BASF," explains Jesper Bjerregaard, Head of Marketing at BASF Performance Materials. Ecological responsibility, the conservation of fossil resources, and cutting greenhouse gas emissions go hand in glove with commercial success. BASF helps its customers to adopt innovative methods and exploit new business openings.

Visit the Falk booth at the International BouwBeurs show in Utrecht, Netherlands, Hall 11, Stand F080, from February 6-10, 2017

About BASF

At BASF, we create chemistry for a sustainable future. We combine economic success with environmental protection and social responsibility. The approximately 112,000 employees in the BASF Group work on contributing to the success of our customers in nearly all sectors and almost every country in the world. Our portfolio is organized into five segments: Chemicals, Performance Products, Functional Materials & Solutions, Agricultural Solutions and Oil & Gas. BASF generated sales

of more than €70 billion in 2015. BASF shares are traded on the stock exchanges in Frankfurt (BAS), London (BFA) and Zurich (BAS). Further information at www.basf.com.

About BASF's Performance Materials Division

BASF's Performance Materials division encompasses the entire materials know-how of BASF regarding innovative, customized plastics under one roof. Globally active in four major industry sectors - transportation, construction, industrial applications and consumer goods – the division has a strong portfolio of products and services combined with a deep understanding of application-oriented system solutions. Key drivers of profitability and growth are our close collaboration with customers and a clear focus on solutions. Strong capabilities in R&D provide the basis to develop innovative products and applications. In 2015, the Performance Materials division achieved global sales of €6.7 bn.

Further information on the Internet at:

www.performance-materials.basf.com

www.polyurethanes.basf.de

www.falkbouwsystemen.nl

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