



Marshall's

New Product Developments





Marshalls

Creating Better Spaces

Mega Trends

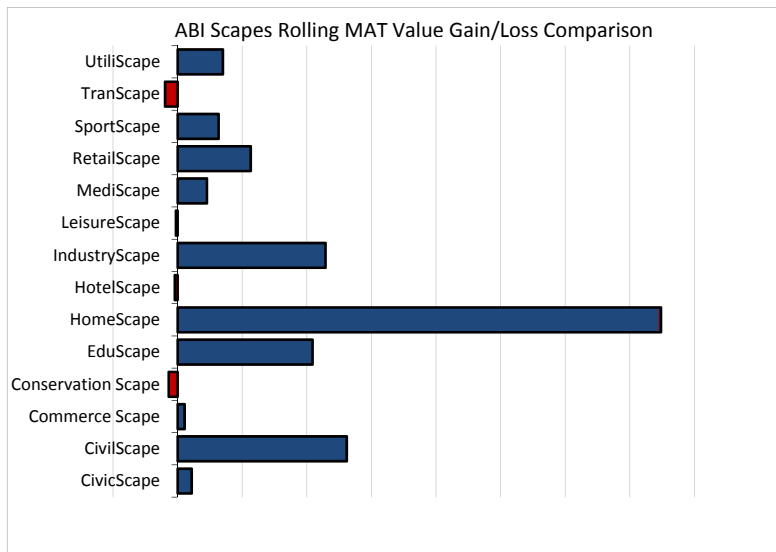




Marshall's

Creating Better Spaces

Trends



Business Analysis & Market Insight

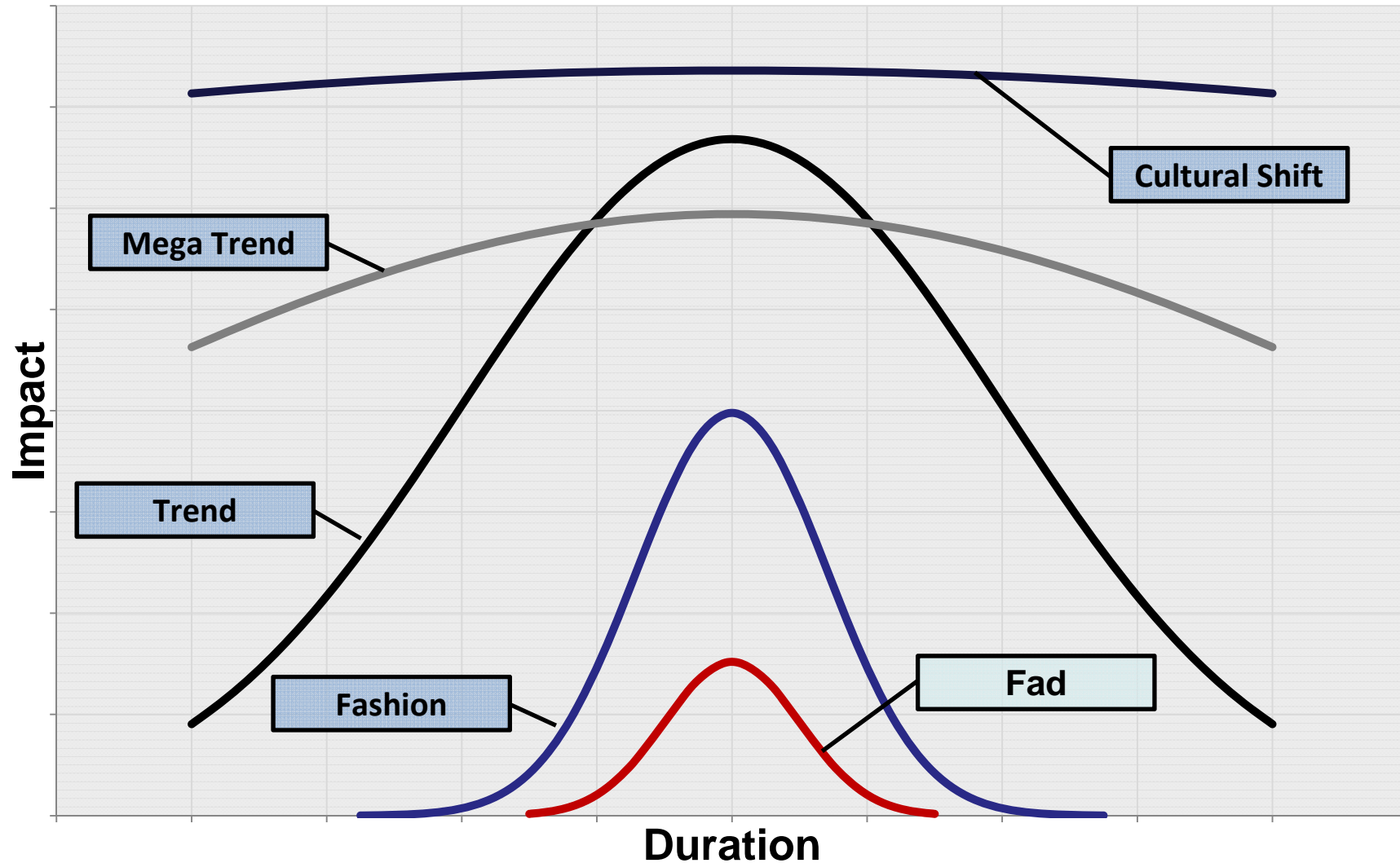




Marshalls





Creating Better Spaces

BUT Fads ... Fashions ... Trends





Marshall's NPD Process ... Idea Evaluation ...

1. ANALYZE

| | |
|--|--|
| <p> Basic Needs</p> <p>Which deep consumer needs & desires does this trend address?</p> | <p> Drivers of Change</p> <p>Why is this trend emerging now? What's changing?</p> <p>Shifts: Long term, widespread macro changes Triggers: Recent, short term changes or technologies</p> |
| <p> Emerging Consumer Expectations</p> <p>What new consumer needs, wants and expectations are created by the changes identified above? Where and how does this trend satisfy them?</p> | |
| <p> Inspiration</p> <p>How are other businesses applying this trend?</p> | |

2. APPLY

| | |
|--|---|
| <p> Innovation Potential</p> <p>How and where could you apply this trend to your business?</p> | <p>Potential Product Application</p> |
| <p> Who</p> <p>Which (new) customer groups could you apply this trend to? What would you have to change?</p> | |



Marshall's

Creating Better Spaces



Domestic / Consumer New Products 2014



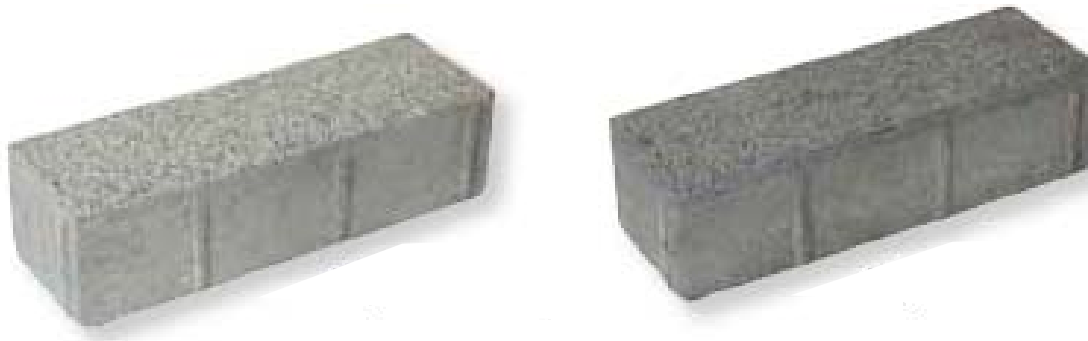
DriveSys Patented Split Stone Driveway System

- Using the Marshall's NV Patents
- Contemporary extension of the Original Cobble
- 50% faster to install
- Technically superior
- Systems approach



Vecta Driveway

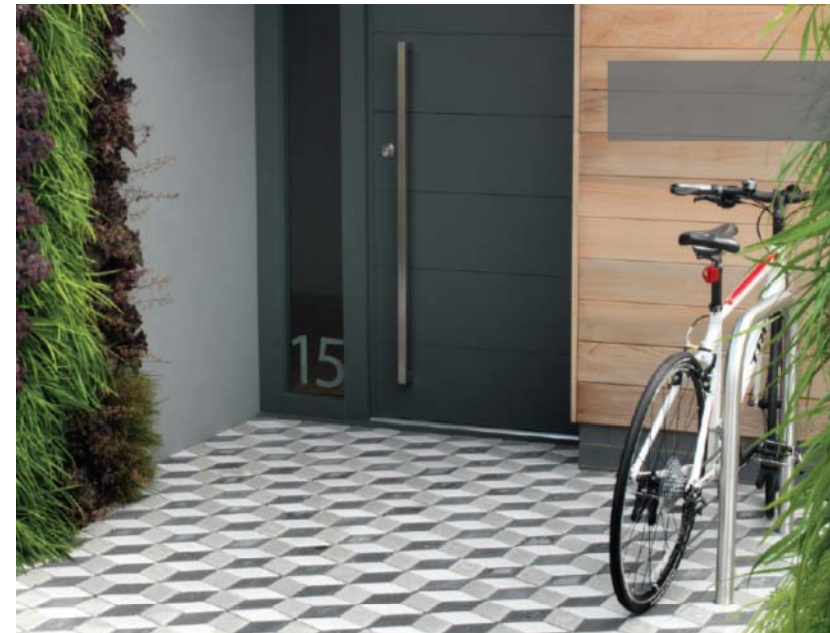
- Contemporary linear paving
- New format in domestic driveways
- Perfect for garden designers and modern housing



STONEMARKET

Rhombix Driveway

- Unique designed to help make small spaces look bigger
- Single size block and 3 colorways to enable a multitude of designs.



STONEMARKET

Wildwood Paving

- New contemporary paving that combines a new blend of softly toned, natural stones
- Unique-to-Marshall's brushed finish for a superb tactile finish, brilliant underfoot.





Marshall's

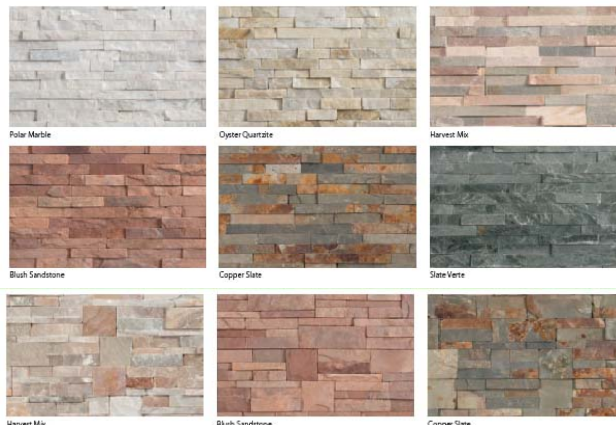
Creating Better Spaces

New to Market Stones and Finishes



Stoneface Walling

- A natural stone walling system with outstanding looks, ease of installation and unbeatable cost effectiveness.
- The walling panels are veneers of real stone that can be quickly and easily installed onto new or existing walls





Marshall's

Creating Better Spaces



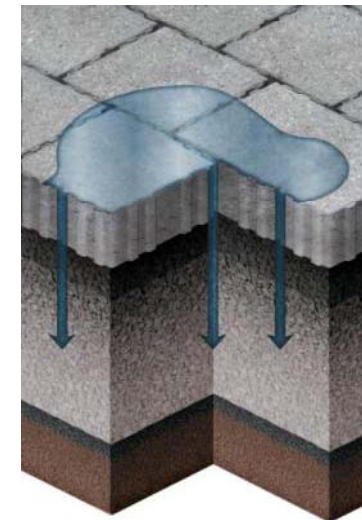
Commercial New Products

2014



Priora Flag Conservation

- Flag sized permeable paving
- Ideal for pedestrian areas, but tested and engineered to withstand occasional heavy loading



Combined Kerb & Drainage Mono Beany

- A one piece combined kerb and drainage system,
- Speeds up installation
- Reduces cost of installation
- Manufactured in M-Tech, Marshalls high strength concrete surrounding a recycled plastic core
- Carries the British Standard Kitemark



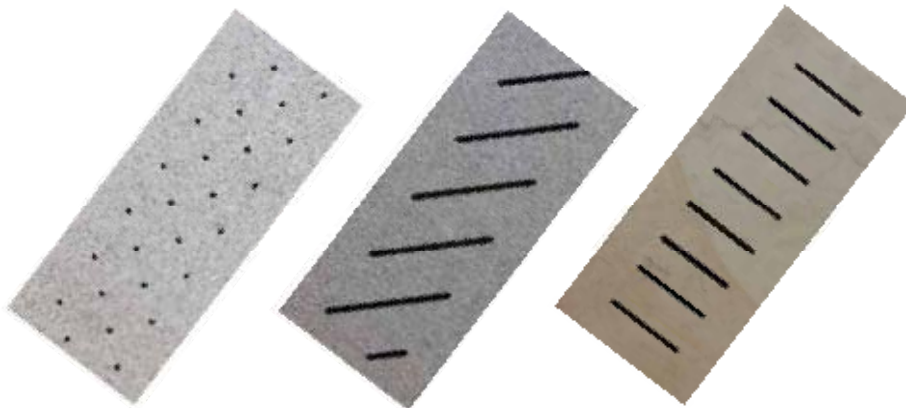


Marshalls

Creating Better Spaces

Pave Drain

- Combines paving and drainage for a unique system
- Manufactured in M-Tech, Marshalls high strength concrete



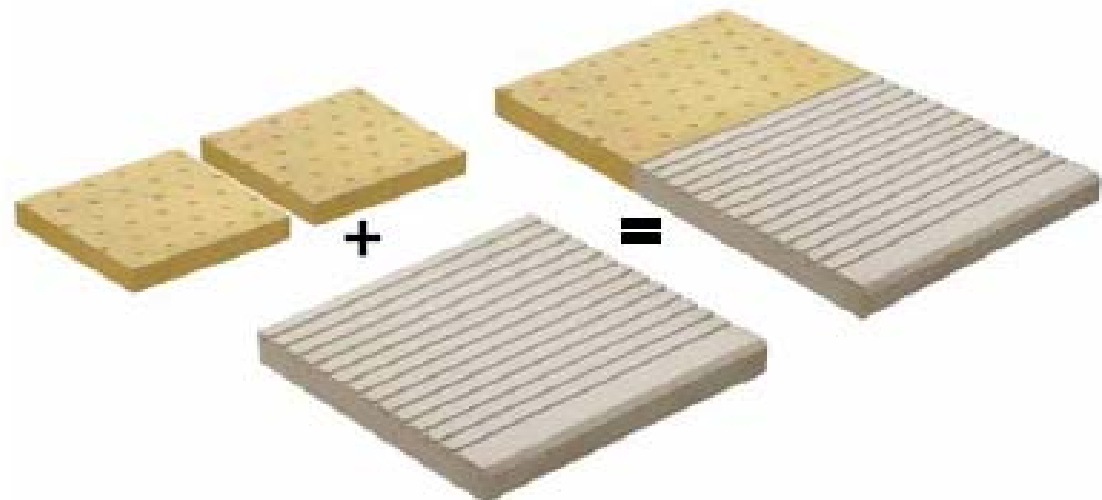
Metre ² Paving

- Manufactured using M-Tech Marshall's high strength concrete
- Significantly reduces installation time and costs
- Trafficable – occasional traffic delivery and emergency vehicles



Railway Platform Coping PC40

- Easier and quicker to install
- Negates requirement for steel preparation works under platform
- Dual pour concrete technology creates single unit
- DDA compliant



Railway Platform Paving St. George

- Uses our extensive concrete knowledge and experience to develop internal paving
- First developed for London Underground
- High SRI values
- Tighter tolerances result in consistent installation aesthetics





Marshall's

Creating Better Spaces

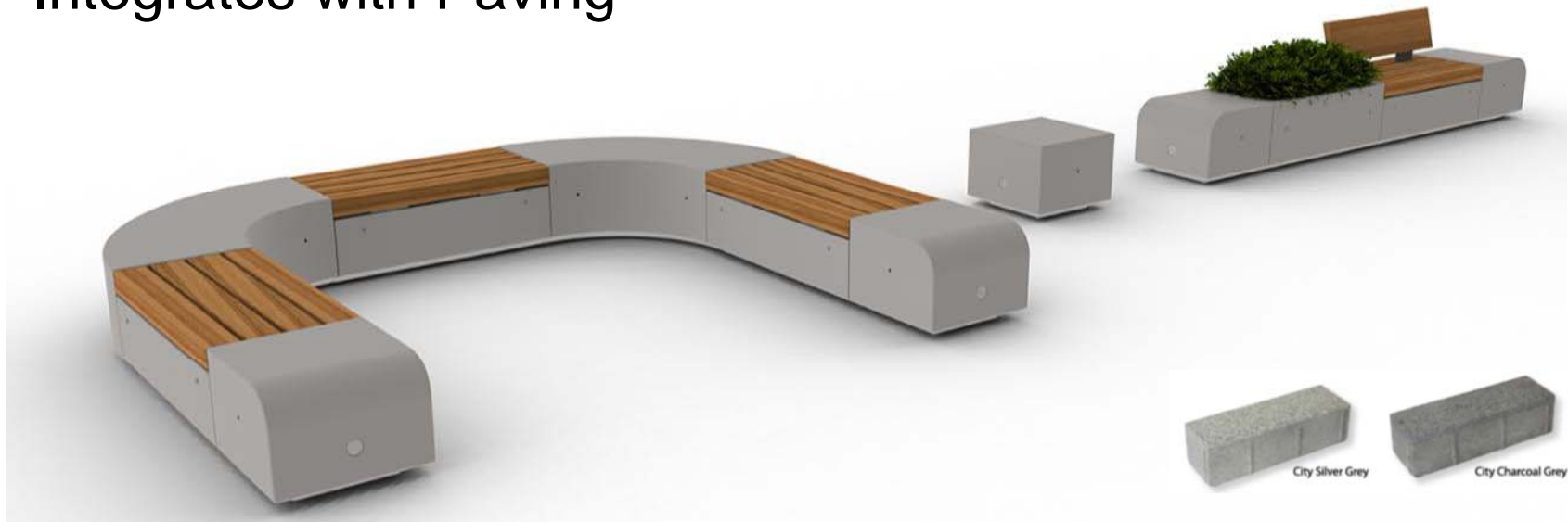
Stonespar

- New concept for stone paving
- 5 exclusive stones and 4 pre-designed mixes
- Pre-blended crates minimise on site space
- Carries a class 4 loading, ideal for occasional vehicle overrun
- Complementary street furniture



Metrolinia Integrated Street Furniture

- 11 unique components which can be used to create your seating configuration
- Planter modules available
- Integrates with Paving



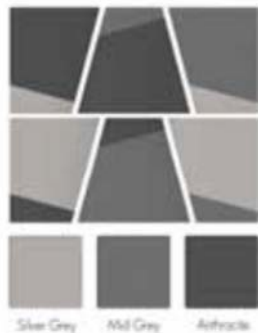


Marshall's

Creating Better Spaces

Coda

- Signature contrast and slash design details create identity that unifies the whole range
- FSC Iroko timber weathers naturally, is highly durable and virtually maintenance free





Marshall's

Creating Better Spaces

Loci

- Light, open and colourful
- Colour customisation enables matching to any corporate branding or colour scheme
- FSC Emeri timber offers durability and low maintenance





Marshalls

Creating Better Spaces

Waterside

- Ferrocast : Unique to Marshalls is the material for the modern environment – all the benefits of cast iron and non of the problems
- Available in any RAL colour to suit any project

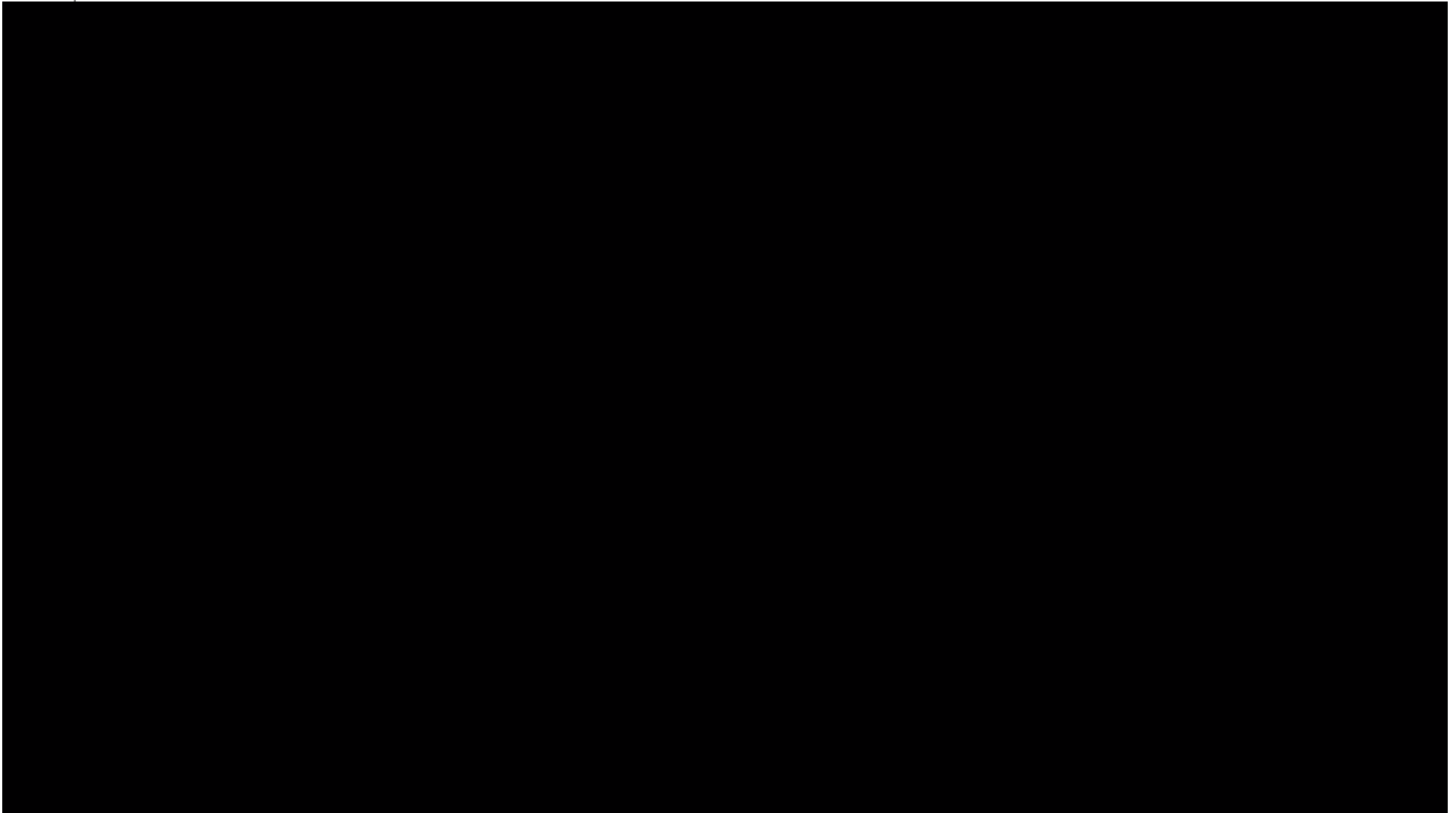




Marshalls

Creating Better Spaces

Developments in Street Furniture





Marshall's

Creating Better Spaces



Marshall's

Creating Better Spaces



Marshall's

Creating Better Spaces

Bloomberg Update



Marshall's



Stancliffe Stones

BRITISH & INTERNATIONAL STONES
FOR THE BUILT ENVIRONMENT



Marshalls

Creating Better Spaces

The Site





Marshall's

Creating Better Spaces

Dale View Quarry Derbyshire – Quarrying of Stanton Moor Sandstone Block



Production of Cladding Panels





Marshall's

Creating Better Spaces

Production of Bullnose Panels





Marshall's

Creating Better Spaces

Panel Selection



Complete set of hand-selected units ready for Precast



Complete Precast Beams and Columns



Bloomberg Construction Site London



1st Column being lifted into position





Marshalls

Creating Better Spaces

