



WHY A COMMON APPROACH IS KEY FOR THE MARKET

GIANLUCA CAVALLONI
ADVOCACY & BIM MANAGER HABITAT

KEY FIGURES

Created more than
350 years ago

Present in **67**
countries

More than
170.000
employees and
98 nationalities
represented

Around **4.100**
sales outlets

More than
80% of sales
are made in the habitat
markets: construction,
renovation,
infrastructures and civil
engineering

2016 net sales
€39,1 BN

One of the top **100**
industrial groups in the
world with around **950**
production sites



INNOVATION MINDSET

3,700
people

8 cross-business
R&D centers

**1 product
out of 4**
sold by Saint-Gobain
today didn't exist
5 years ago

Close to **390**
patents filed in 2016

About **100**
development centers

One of the top **100**
global innovators*

3 months on average: the
usage time it takes for our
insulation solutions to offset the
CO₂ emissions attributable to
their production

Partnerships with universities
and start-ups



* Source: Thomson Reuters



SAINT-GOBAIN'S SECTORS



INNOVATIVE
MATERIALS



CONSTRUCTION
PRODUCTS



BUILDING
DISTRIBUTION

A GLOBAL COMMITMENT TO SUSTAINABILITY

WE CERTIFY THE SUSTAINABILITY OF OUR PRODUCTS THANKS TO EXTERNAL AUTHORITIES

WE SUPPORT THE ASSOCIATIONS PROMOTING SUSTAINABLE BUILDINGS:



BUILDINGS ARE A KEY ISSUE

ENVIRONMENTAL IMPACTS



40%

ENERGY CONSUMPTION



36%

GREENHOUSE GAS EMISSIONS



20%

WATER CONSUMPTION



40%

SOLID WASTE STREAMS



WE SPEND UP TO **90%** OF OUR TIME INDOORS
(LIVING, WORKING, LEARNING AND PLAYING)

WE HELP TO CREATE GREAT LIVING PLACES *and* IMPROVE DAILY LIFE BY COMBINING

COMFORT

WHICH ANSWERS TODAY'S
INDIVIDUAL NEEDS

(PERFORMANCE, SAFETY, ADAPTABILITY,
ACCESSIBILITY, BEAUTY)



SUSTAINABILITY

WHICH ADDRESSES
TOMORROW'S COLLECTIVE
CHALLENGES

(SUSTAINABLE BUILDING, BETTER MOBILITY,
RESOURCE EFFICIENCY, DEMOGRAPHIC
GROWTH, CLIMATE CHANGE)



TO ENHANCE THE WELLBEING
OF PEOPLE EVERYWHERE

A CLEAR AMBITION ON HABITAT MARKETS

“Saint-Gobain aims to **become the benchmark in the Sustainable Habitat market**. For us, sustainable development represents both a fantastic opportunity for growth and a daily responsibility.”



A handwritten signature in black ink, appearing to read 'P. de Chalendar'.

Pierre-André de Chalendar
*Chairman
and Chief Executive Officer*

Saint-Gobain Sustainable
Development report - 2010

MAJOR OBJECTIVES



**TOGETHER, TOWARDS MORE
SUSTAINABLE CONSTRUCTION**



**WE DEVELOP THE SUSTAINABLE
CONSTRUCTION MARKET**



**BETTER SOLUTIONS FOR
SUSTAINABLE BUILDINGS**



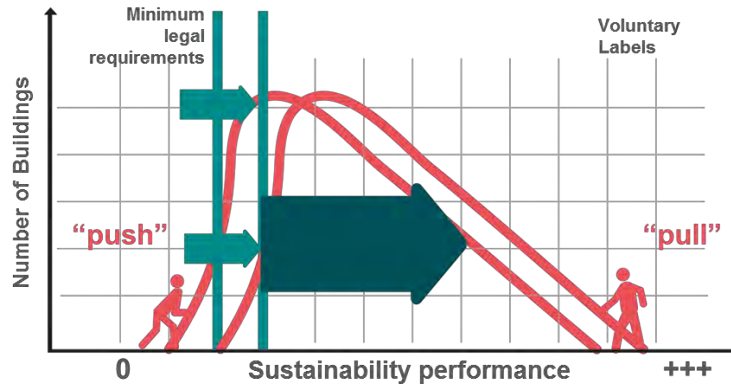
**WE ARE A KEY PARTNER FOR
SUSTAINABLE CONSTRUCTION**



TOGETHER, TOWARDS MORE SUSTAINABLE CONSTRUCTION

The market is **pushed**
by regulations

We contribute to
developing policies



The market is **pulled** by
voluntary schemes and
good practice examples

We engage with
trendsetters

We lead by example



BREEAM®



MULTICOMFORT BY SAINT-GOBAIN

Developed by Saint-Gobain, the **MULTICOMFORT** program is a way of experimenting in the built environment to find new ways of improving the health and wellbeing benefits of many different types of buildings.



MULTICOMFORT BY SAINT-GOBAIN



Residential



MULTICOMFORT BUILDINGS

Training Center



School



BETTER SOLUTIONS FOR SUSTAINABLE BUILDINGS



ECO-INNOVATION:

- **Eco-Innovation** aims to **bring differentiating value** to our customers by developing and distributing innovative products and solutions that help reduce the **environmental impact** of buildings and infrastructure over their whole life cycle

ECO = ECONOMY & ECO = ECOLOGY



EXAMPLES OF ECO-INNOVATION: PRODUCTS

HEALTH & WELL BEING: IMPROVING INDOOR AIR QUALITY

➡ REDUCING VOC EMISSIONS

Very low Formaldehyde and VOC emitting glass wool products (new binders)

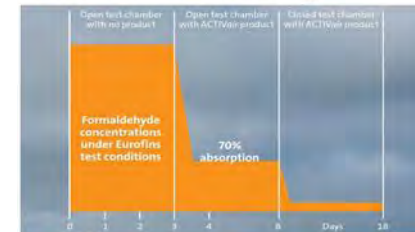


➡ REDUCING VOC CONCENTRATION

Innovative gypsum boards taking harmful volatile organic compounds (VOCs) out of the air and converting them into safe, inert compounds that are captured in the board.



The effectiveness of ACTIVair technology



EXAMPLES OF ECO-INNOVATION: SERVICES

Profitable offer through our industrial and distribution activities:
we develop waste management services and increase the recycled content in our products



The first gypsum waste management system in Italy – developed by Saint-Gobain within the Gypsum Industry – in synergy with existing mining operations, finalized to valorize a waste in a “new raw material”, preserve natural resources, reduce landfill environmental impact and costs for waste disposal.



- A national network to collect jobsite waste
- Secondary raw material into new gypsum boards

ENVIRONMENTAL PRODUCT DECLARATIONS (EPD)

Dichiarazioni Ambientali di Prodotto (EPD)

Prodotto

Rigidur (EPD di settore)
 Cyptone lastre 1.200 mm x 2.400 mm
 Cyptone Ceiling Tiles 10 mm
 Cyptone Quattro 20 E15
 Cyptone Sixto 60 (studio LCA)
 Aquaroc (studio LCA)
 Rigitone TM 8/18
 Rigitone TM 12/25
 Rigitone TM ActivAir® 8-15-20 Super
 Rigitone TM ActivAir® 8-15-20
 Rigitone TM ActivAir® 8/18
 Rigitone TM ActivAir® 12-20/66
 Wallboard (studio LCA in fase di completamento)
 Hydro (studio LCA in fase di completamento)
 Duragyp (studio LCA in fase di completamento)
 Fireline (studio LCA in fase di completamento)

SAINT-GOBAIN
GYPROC

ISOVER CAPP8 G3 sp 100 mm
 ISOVER E100 S sp 80 mm
 ISOVER E60 S sp 100 mm
 ISOVER EKOSOL sp 20 mm
 ISOVER IBR K sp 100 mm
 ISOVER IBR K sp 200 mm
 ISOVER MUPAN sp 100 mm
 ISOVER PAR sp 70 mm
 ISOVER SUPERBAC N ROOFINE G3 sp 100 mm

SAINT-GOBAIN
ISOVER
(studio LCA)



We started with LCAs for our products already in the early 90's.

Today we are able to offer verified EPD for more and more products:

- ❑ 27 EPD by product
- ❑ 1 EPD by sector
- ❑ 11 LCA by product

SAINT-GOBAIN GLASS

SGG CLIMAPLUS
 SGG CLIMAPLUS 4S
 SGG MIRALITE® REVOLUTION
 SGG STADIP PROTECT®
 SGG STADIP SILENCE®
 SGG ANTELIO®
 SGG DECORGLASS®
 SGG MASTERGLASS®

SAINT-GOBAIN GYPROC-Eurocoustic

TONGA A

SAINT-GOBAIN ECOPHON (in fase di completamento)

ECOPHON Advantage™
 ECOPHON Focus™
 ECOPHON Master™
 ECOPHON Gedina™
 ECOPHON Solo™

DISSEMINATION AND PROMOTION

RAISE AWARENESS OF THE MARKET
ABOUT SUSTAINABLE BUILDING
AND **PROMOTE THE BENEFITS** OF
OUR **PRODUCT RANGE**



WHY A COMMON APPROACH IS KEY FOR THE MARKET

SUSTAINABILITY

COMFORT

LCA

ECO-INNOVATION

MULTI COMFORT PROGRAM

➡ Very much in line with the indicators in **LEVEL(S)**



The next step for LEVEL(S) is the implementation of a test phase: in Saint-Gobain, we are fully committed to contribute, directly and through our trade associations

WHY A COMMON APPROACH IS KEY FOR THE MARKET

We cannot miss this unique opportunity to create and implement an ambitious long-term vision for a better sustainable built environment in Europe.

