WHY A COMMON APPROACH IS KEY FOR THE MARKET

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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

SAINT-GOBAIN
INNOVATION MINDSET

3,700 people

About 100 development centers

One of the top 100 global innovators*

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

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
“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.”

Pierre-André de Chalendar
Chairman and Chief Executive Officer
Saint-Gobain Sustainable Development report - 2010
MAJOR OBJECTIVES

1. TOGETHER, TOWARDS MORE SUSTAINABLE CONSTRUCTION
   WE DEVELOP THE SUSTAINABLE CONSTRUCTION MARKET

2. 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
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

MULTICOMFORT BUILDINGS

Residential

Training Center

School
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.
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
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
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.