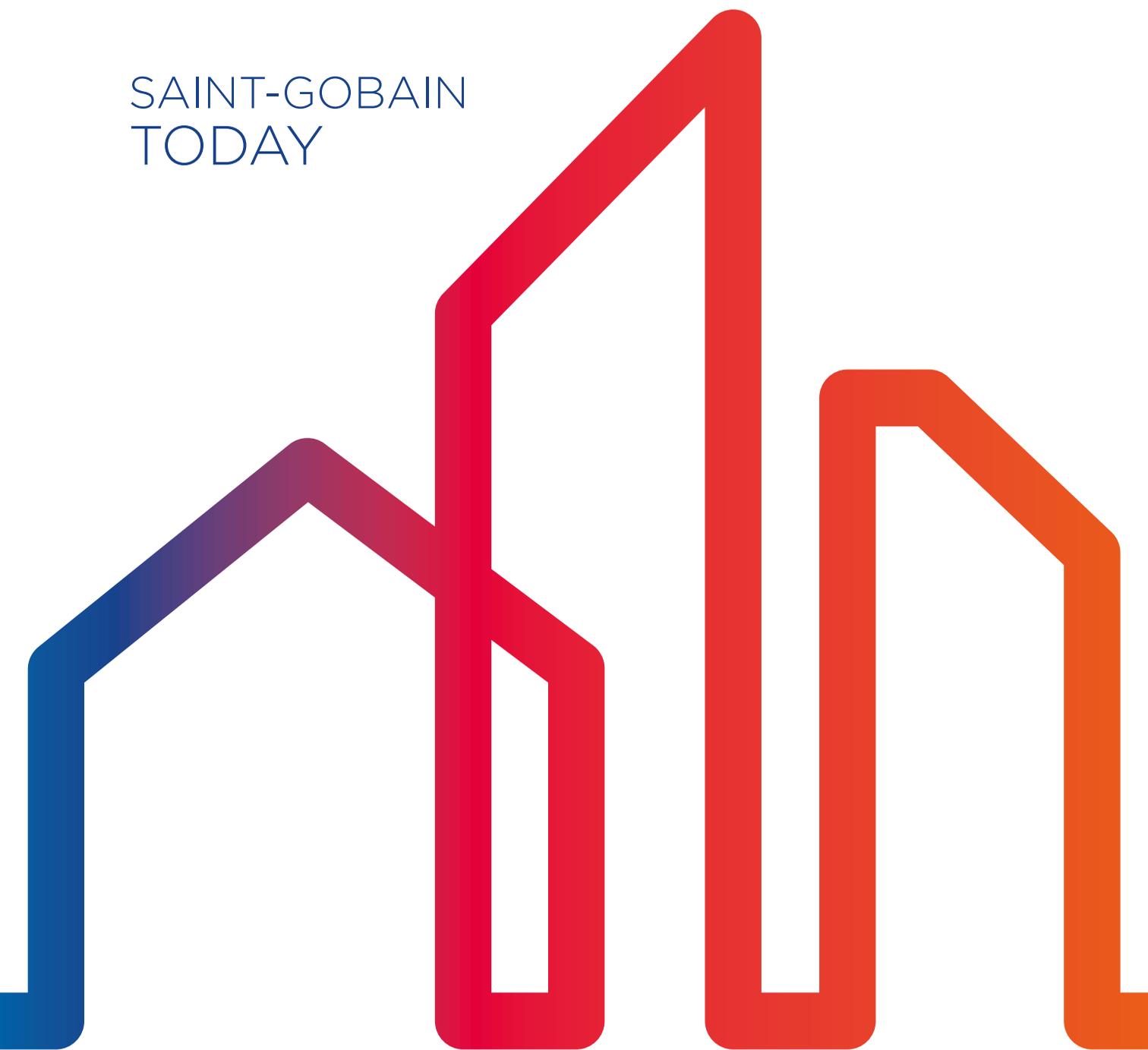


SAINT-GOBAIN
TODAY



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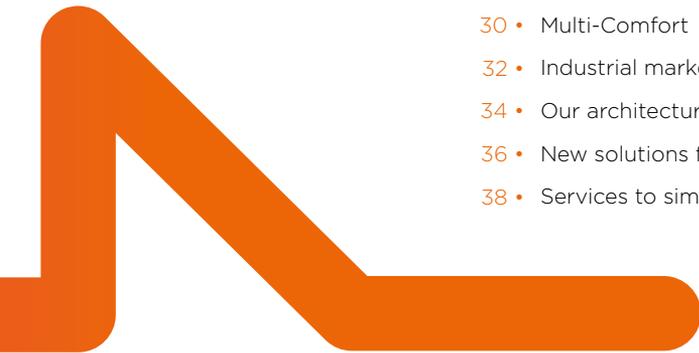
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SAINT-GOBAIN

BRIDGE

An emblem known by all and a symbol of our industrial strength

SUSTAINABLE HABITAT

Saint-Gobain provides solutions for the well-being of us all

350TH ANNIVERSARY

A key moment in our history

VITALITY

The beating heart of a Group forging ahead



Since its creation in 1665, Saint-Gobain has always conveyed the strong values of a major international Group renowned for its energy and capacity for innovation. Today, Saint-Gobain is adopting a new logo that brings the brand's identity into line with the image it conveys of a modern and innovative company.

The Saint-Gobain brand will now be known for its skyline symbolizing its strategy focused on living spaces and well-being.

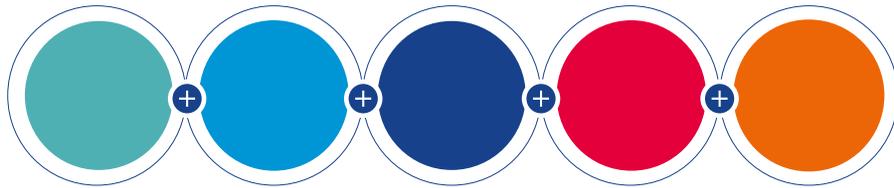
Its iconography, colors, typefaces and editorial style will underscore these ideas. They give a tangible form and meaning to all the brand's messages and contribute to projecting this positive notion of change.

GETS A FACELIFT

AN ENVIRONMENTAL
OUTLOOK

TECHNOLOGY
AND INNOVATION

WARMTH, COMFORT
AND WELL-BEING



Saint-Gobain's new identity reflects its commitment to strengthening the brand's visibility and creating a more emotional connection with the public.

The logotype illustrates its multi-cultural vision and translates the diversity of living spaces around the world along with Saint-Gobain's major architectural achievements.

A lively graphic environment supports and symbolizes the energy of Saint-Gobain, one of the world's most innovative companies.



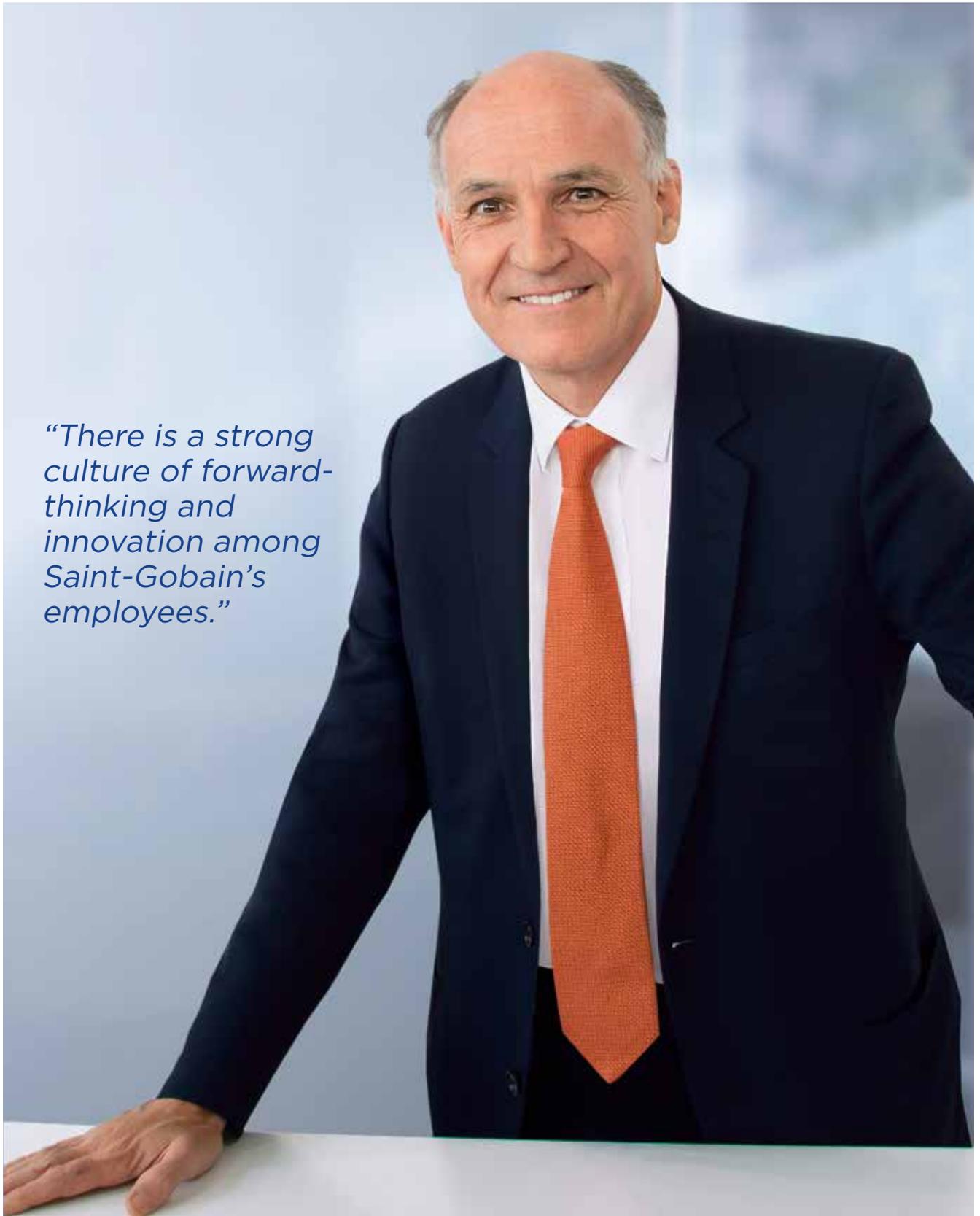
Saint-Gobain designs, produces and distributes materials and solutions for the well-being of each individual and the future of us all. These materials are found in our living spaces and our everyday lives: buildings, transportation, infrastructure, and in numerous industrial applications. They provide comfort, performance and safety as well as solutions to the challenges of sustainable construction, efficient resource management and climate change.

OVERVIEW OF THE GROUP

**SAINT-GOBAIN, WORLD LEADER
FOR HABITAT**, is present in 66 countries
with more than 170,000 employees.
The Group reported 2015 sales of €39.6 billion.



The SageGlass®
roof at the Mall of
America®,
one of the largest
shopping malls
in the United States,
near Minneapolis,
Minnesota. June 2015.



“There is a strong culture of forward-thinking and innovation among Saint-Gobain’s employees.”

A WORD FROM PIERRE-ANDRÉ DE CHALENDAR

Throughout 2015, in our daily operations, during the celebrations for our 350th anniversary, and in the committed position we adopted prior to COP21, Saint-Gobain has asserted its identity loud and clear and remained focused on its strategic aims: reinvent habitat and improve everyday life.

Reinventing habitat means providing well-being to everyone, wherever they live, by meeting their comfort, performance, safety and even accessibility expectations. It also means providing solutions to the major challenges facing the world. Aware of its responsibilities as an emitter of greenhouse gases and provider of energy efficiency solutions, Saint-Gobain can transform the issues attributable to the world's urbanization and industrialization into growth opportunities.

Reinventing habitat also means continuing to refocus Saint-Gobain's strategy and to strengthen it in response to the short-term uncertainties facing the construction market. In 2015, the Group made changes to its portfolio of businesses with the sale of Verallia, under excellent conditions, and continued with its initiative to acquire control of Sika, the world's leader in construction chemicals. It also persevered with its efforts to improve operational excellence.

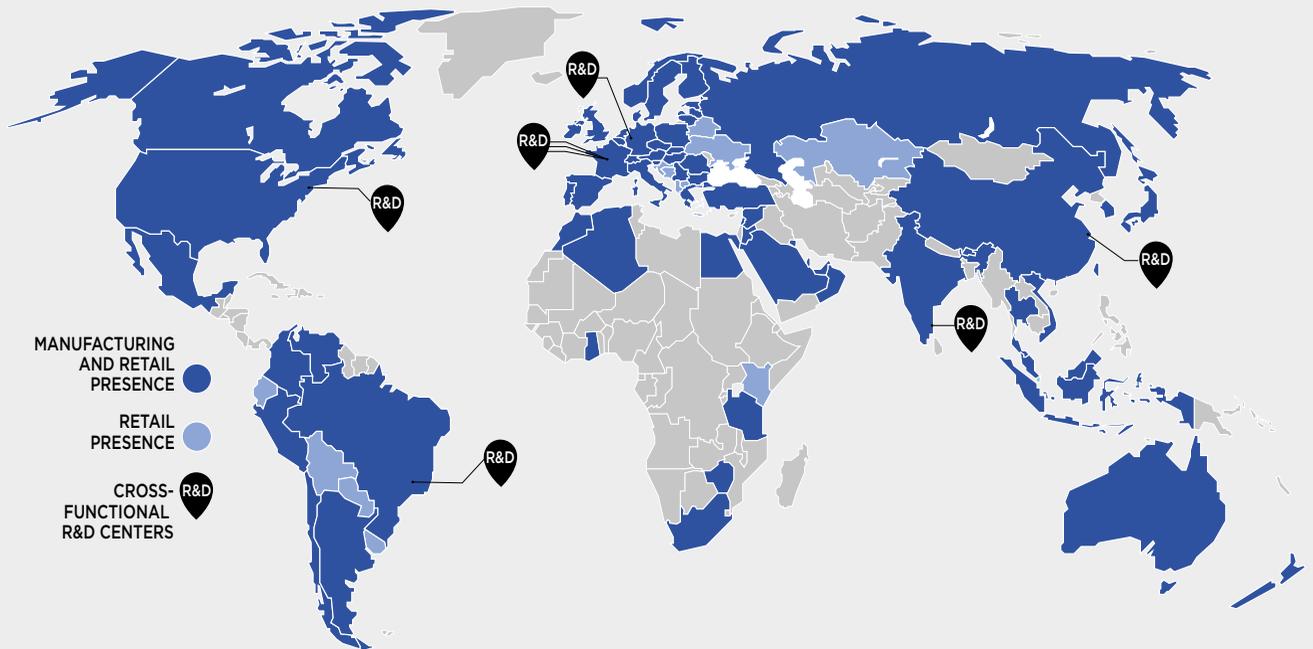
To achieve our goals, we have substantial advantages: unique expertise in materials; solid research and innovation capabilities throughout the value chain; a culture of open management encouraging an entrepreneurial spirit to work ever more closely with our customers; and a development model based on the responsible management of our businesses.

Our priorities for 2016 and the years ahead are focused on differentiating our solutions through our R&D efforts, progressing in the area of Corporate Social Responsibility, strengthening Saint-Gobain's presence in new countries and developing increasingly innovative online services. The digital transformation is impacting on our internal organization, speeding up the circulation of ideas and collaborative working methods. It is above all with regard to our customers that the changes are most visible: in habitat, the boundary between professionals and homeowners is increasingly less evident, and the end users of our products will play a growing role in the choice of materials used. Homeowners are becoming key stakeholders in the construction market.

It is for this reason that we have strengthened the position of the Saint-Gobain brand and decided to change our logo. More focused on our core business and our reference market, full of movement and color, we wanted a logo that reflected who we are. Because even with more than 300 years under its belt, Saint-Gobain has never been as young and agile as it is today.

AN INTERNATIONAL GROUP

PRESENCE AND CROSS-BUSINESS R&D CENTERS



66 COUNTRIES

- | | | | | | | |
|-----------|----------------|-----------|-------------|--------------|--------------|----------------|
| ALGERIA | CHINA | GREECE | LITHUANIA | POLAND | SLOVENIA | UKRAINE |
| ARGENTINA | COLOMBIA | HUNGARY | LUXEMBOURG | PORTUGAL | SOUTH AFRICA | UNITED ARAB |
| AUSTRALIA | CZECH REPUBLIC | INDIA | MALAYSIA | QATAR | SOUTH KOREA | EMIRATES |
| AUSTRIA | DENMARK | INDONESIA | MEXICO | REPUBLIC OF | SPAIN | UNITED KINGDOM |
| BELGIUM | EGYPT | ITALY | MOROCCO | IRELAND | SWEDEN | UNITED STATES |
| BHUTAN | ESTONIA | JAPAN | NETHERLANDS | ROMANIA | SWITZERLAND | VENEZUELA |
| BRAZIL | FINLAND | JORDAN | NEW ZEALAND | RUSSIA | SYRIA | VIETNAM |
| BULGARIA | FRANCE | KUWAIT | NORWAY | SAUDI ARABIA | TANZANIA | ZIMBABWE |
| CANADA | GERMANY | LATVIA | OMAN | SERBIA | THAILAND | |
| CHILE | GHANA | LEBANON | PERU | SLOVAKIA | TURKEY | |

HUMAN RESOURCES



MORE THAN
170,000

EMPLOYEES
WORLDWIDE



99

NATIONALITIES



27,576

EMPLOYEES RECRUITED
IN 2015



MORE THAN
4.4 MILLION

HOURS OF TRAINING PROVIDED
THROUGHOUT THE GROUP

R&D

8

CROSS-FUNCTIONAL
RESEARCH CENTERS

GERMANY HERZOGENRATH	BRAZIL CAPIVARI	CHINA SHANGHAI
UNITED STATES NORTHBORO	FRANCE AUBERVILLIERS CAVAILLON CHANTEREINE	INDIA CHENNAI



NEARLY
350
PATENTS
FILED IN 2015

PRODUCTS



ABOUT

950

PRODUCTION
SITES



1 PRODUCT OUT OF **4**

SOLD BY SAINT-GOBAIN
DID NOT EXIST
FIVE YEARS AGO



85%

OF SALES
IN THE HABITAT
MARKET



NEARLY

4,100

SALES OUTLETS

KEY FIGURES

2015 FINANCIAL RESULTS

NET SALES

€39.6 BN

RECURRING NET INCOME

€1.2 BN

SALES BY SECTOR

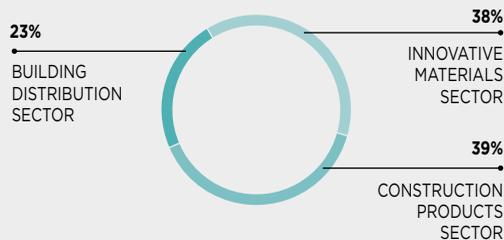


NET SALES

SALES BY GEOGRAPHIC REGION



NET SALES



OPERATING INCOME



OPERATING INCOME

THE SAINT-GOBAIN SHARE

THE SHARE IS LISTED ON Euronext Paris Compartment A (ISIN code FR 0000 125007), where, at December 31, 2015, it was the 27th largest market capitalization in the CAC 40 index (€22,352 million) and the 17th most active stock on this market with an average of 2,325,017 shares traded daily in 2015.

THE SAINT-GOBAIN SHARE is also traded on the major European stock exchanges: Frankfurt, London and Zurich (since 1987), Amsterdam and Brussels (since 1988).

ALSO, the Saint-Gobain share is included in:
 > **the Dow Jones index of the 50 European shares** (“DJ Euro Stoxx 50”) and the “The Global Dow” index of 150 companies in traditional and innovative sectors;
 > **the sustainable development and corporate social responsibility indices:** MSCI Global Sustainability Indexes, STOXX® Global ESG Leaders, Euronext-Vigeo Europe 120, Euronext Vigeo Eurozone 120, ESI Excellence Europe d’Ethibel and FTSE4Good.

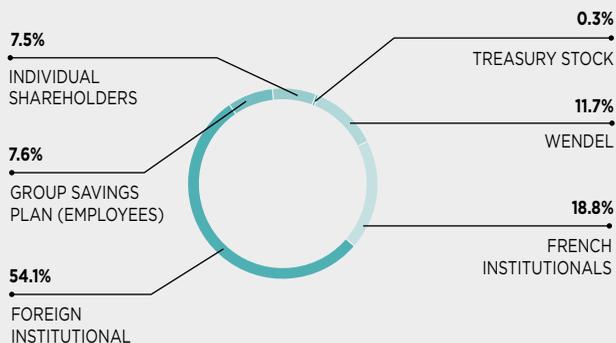


TOTAL NUMBER OF SHARES (as of December 31, 2015)

560,943,439

SHAREHOLDER BASE

(at December 31, 2015)



For further information:
www.saint-gobain.com

Financial communications:
actionnaires@saint-gobain.com
 +33 (0)1 47 62 33 33



Scan to download the Saint-Gobain Shareholder app

OUR BUSINESSES



COMPLEMENTARY STRATEGIC POSITIONS

IN CONSTRUCTION MATERIAL TECHNOLOGY

SAINT-GOBAIN HAS
THREE SECTORS



14 GENERAL DELEGATIONS

REPRESENT THE GROUP
IN THE COUNTRIES
WHERE IT OPERATES
AND COORDINATE THE ACTIONS
OF ITS VARIOUS COMPANIES.



24%
of sales

INNOVATIVE MATERIALS

Combining Flat Glass and High-Performance Materials (HPM), the Innovative Materials Sector holds a unique portfolio of materials and processes for the habitat, transportation, health and industrial markets.

It is the technological and industrial pillar of the Saint-Gobain Group.

FLAT GLASS

No. 1 IN EUROPE
No. 2 WORLDWIDE

Active in 42 countries
Approximately
32,000 employees

HIGH-PERFORMANCE MATERIALS

No. 1 WORLDWIDE

Active in 45 countries
Approximately 27,000 employees



28%
of sales



48%
of sales

CONSTRUCTION PRODUCTS

The Construction Products Sector offers interior and exterior home improvement solutions to enhance the comfort of buildings and homes: plasterboard, acoustic and thermal insulation, siding products, roofing and pipes.

No. 1 WORLDWIDE

- Plasterboard and plaster
- Insulation (all insulation materials combined)
- Tile adhesives
- Industrial mortars
- Ductile iron pipes

No. 1 IN EUROPE

- Siding products

No. 2 IN THE UNITED STATES

- Siding products

Active in 61 countries
Approximately
47,000 employees

BUILDING DISTRIBUTION

The contribution of the Building Distribution Sector to the Group is an intimate knowledge of the needs of its customers, whether building professionals, private project owners or large companies. It serves the new construction, renovation and home improvement markets.

No. 1 IN EUROPE

- Construction materials distribution

Active in 24 countries
Approximately 61,000 employees

GENERAL MANAGEMENT

(at March 12, 2016)



PIERRE-ANDRÉ DE CHALENDAR

Chairman and Chief Executive Officer



CLAUDE IMAUVEN

Chief Operating Officer



BENOIT BAZIN

Senior Vice President in charge of the Construction Products Sector



JOHN CROWE

Senior Vice President, General Delegate for North America



KÅRE MALO

Senior Vice President in charge of the Building Distribution Sector



CLAIRE PEDINI

Senior Vice President in charge of Human Resources



JEAN-FRANÇOIS PHELIZON

Senior Vice President in charge of Internal Audit and Internal Control



GUILLAUME TEXIER

Chief Financial Officer



ANTOINE VIGNIAL

Corporate Secretary in charge of Corporate Social Responsibility



PATRICK DUPIN

President, Flat Glass Activity (Innovative Materials Sector*)



LAURENT GUILLOT

President, High-Performance Materials Sector (Innovative Materials Sector*)



FABRICE DIDIER

Vice President, Marketing



DELPHINE GENY-STEPHANN

Vice President, Corporate Planning & Strategy



CHARLES HUFNAGEL

Vice President, Communications



BENOIT D'IRIBARNE

General Delegate for Germany, Austria and Benelux



DIDIER ROUX

Vice President, Research & Development and Innovation

*Pierre-André de Chalendar supervises the Innovative Materials Sector.

GOVERNANCE

BOARD OF DIRECTORS

(at January 1, 2016)

PIERRE-ANDRÉ DE CHALENDAR

Chairman and Chief Executive Officer of Compagnie de Saint-Gobain

ISABELLE BOUILLOT

President of China Equity Links

ALAIN DESTRAIN

Employee Director

JEAN-MARTIN FOLZ

Company Director

BERNARD GAUTIER

Member of Wendel's Supervisory Board

ANNE-MARIE IDRAC

President of the Supervisory Board of Toulouse-Blagnac Airport

SYLVIA JAY

Company Director

PAMELA KNAPP

Company Director

PASCAL LAÏ

Employee Director

AGNÈS LEMARCHAND

Company Director

FRÉDÉRIC LEMOINE

Chairman of Wendel's Supervisory Board

JACQUES PESTRE

Senior Vice President of Saint-Gobain Distribution Bâtiment France, in charge of the POINT.P brand, and Director representing the employee shareholders

OLIVIA QIU

Vice President Innovation at Philips Lighting, Executive Vice President of Philips

DENIS RANQUE

Chairman of the Board of Directors of Airbus Group

GILLES SCHNEPP

Chairman and Chief Executive officer of Legrand

JEAN-DOMINIQUE SENARD

Chief Executive Officer of Michelin

PHILIPPE VARIN

Chairman of the Board of Directors of Areva

Board Secretary:

ANTOINE VIGNIAL

Corporate Secretary of Compagnie de Saint-Gobain

GENERAL DELEGATES

DAVID ANDERSON

General Delegate for Sub-Saharan Africa

DOMINIQUE AZAM

General Delegate for Mexico, Central America, Venezuela, Colombia, Ecuador and Peru

MIKE CHALDECOTT

General Delegate for the United Kingdom and Republic of Ireland

JOHN CROWE

General Delegate for North America

ERWAN DUPUY

General Delegate for Russia, Ukraine and the C.I.S.

JAVIER GIMENO

General Delegate for the Asia-Pacific region

THIERRY FOURNIER

General Delegate for Brazil, Argentina and Chile

BENOIT D'IRIBARNE

General Delegate for Germany, Austria and Benelux

THIERRY LAMBERT

General Delegate for the Nordic Countries and Baltic States

ANAND MAHAJAN

General Delegate for India, Sri Lanka and Bangladesh

FRANÇOIS-XAVIER MOSER

General Delegate for Poland, Bulgaria, Romania and Turkey

HADY NASSIF

General Delegate for the Middle East

TOMÁŠ ROSAK

General Delegate for the Czech Republic, Slovakia, Hungary and the Eastern Adriatic countries

GIANNI SCOTTI

General Delegate Mediterranean (Spain, Italy, Portugal, Greece, Morocco, Algeria, Tunisia and Libya)

OUR STRATEGY AS THE WORLD LEADER IN HABITAT

THE GROUP MOBILIZES ITS COMPANIES' EXPERTISE

and provides a range of solutions for buildings that are comfortable, more energy efficient and more pleasant to live in every day, while meeting the challenges of climate change and environmental conservation.



▼
The three “Multi-Comfort”
homes in Myklebust,
Norway, entirely built
using products supplied
by Saint-Gobain’s
Optimera and Dahl brands
in 2015.



ANTICIPATING GLOBAL CHALLENGES

Saint-Gobain anticipates and works with the trends that are reshaping the world, in particular those that are transforming the construction markets and distribution channels.

UNDERLYING TRENDS THAT ARE RESHAPING THE WORLD

CONSUMPTION MODES

- Comfort
- Personalization
- Self-employment
- Brand affinity

TECHNOLOGY

- New materials
- Co-development
- Simplification of organizations
- Digitalization of organizations
- Digital revolution

SOCIETY & DEMOGRAPHICS

- Urbanization
- Emerging middle classes
- Population growth
- Millennial generation
- Silver economy

ECONOMIC CHANGES

- Emerging competitors
- Commoditization
- Made in USA

ENVIRONMENT

- Exhaustion of natural resources
- Climate change

THE CHALLENGE OF CLIMATE CHANGE

Concern for climate change and diminishing natural resources are key challenges for the decades to come. Everywhere in the world, countries are implementing policies to reduce greenhouse gas emissions. At the COP21 meeting held in Paris in December 2015, the 195 Parties to the United Nations Framework Convention on Climate Change (UNFCCC) expressed their support for these goals. Thanks to its expertise and the synergies between its various businesses, Saint-Gobain is developing efficient and innovative solutions in both new construction and renovated buildings, in order to effectively address the challenge of improving building energy efficiency and changes in regulatory requirements. Saint-Gobain's Multi-Comfort design program combines energy efficiency and comfort in all forms (thermal and acoustic comfort, visual appeal, sanitation, modular comfort and safety, see pp. 30-31).

THE CHALLENGE OF DEMOGRAPHIC GROWTH AND URBANIZATION

The world's population is expected to reach 9.7 billion by 2050. This demographic growth is accompanied by increasing urbanization, which will be concentrated on the continents of Asia and Africa, resulting in an increasing need for housing and infrastructure. As a result of its global presence and extensive knowledge of local conditions, the Saint-Gobain Group is well positioned in this high-potential market, offering a range of solutions adapted to local needs in order to address the high demand for affordable and sustainable habitat.

THE CIRCULAR ECONOMY: THE CHALLENGE OF DWINDLING RESOURCES

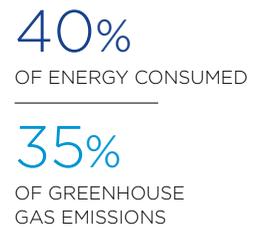
Consumption of natural resources could triple by 2050. Good resource management is increasingly focused on a life-cycle approach, which takes into account the building in its entirety, from the extraction of raw materials to demolition and recycling. Saint-Gobain promotes

a vision of responsible construction and is developing innovative solutions to conserve natural resources.

THE DIGITAL TRANSFORMATION: THE CHALLENGE OF MULTI-CHANNEL INTEGRATION AND THE "DIGITAL ENVIRONMENT"

Digital technology is redefining commercial exchanges at all levels. The digital integration of buildings is leading to technical changes in construction: Building Information Modeling (BIM), and home automation are increasing the demand for smarter materials. Since it listens to its customers and is anticipating the restructuring of the Group's markets as a result of new digital tools, Saint-Gobain is implementing a multi-channel digital strategy that enables it to differentiate its products and services, and to ensure visibility for its products and brands. ●

THE HOUSING SECTOR



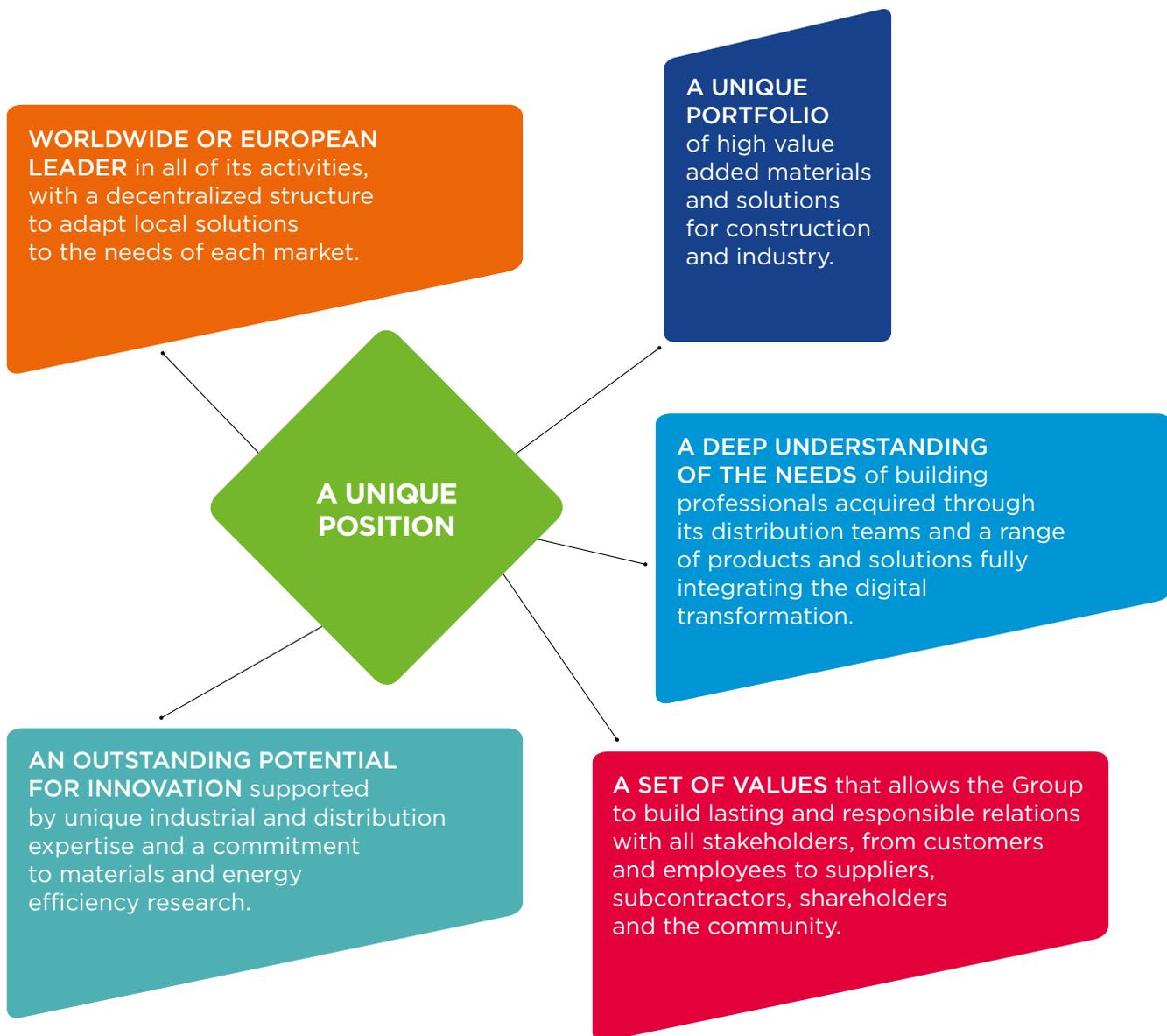
Source: Energy Union Package: A Framework Strategy for a Resilient Energy Union with a Forward-Looking Climate Change Policy, Communication presented by the European Commission, 2015.

THE CONSUMPTION OF NATURAL RESOURCES COULD **DOUBLE** OR EVEN **TRIPLE** BY 2050

Source: Climate Change 2014: Mitigation of Climate Change, contribution by Working Group III to the Fifth Assessment Report (AR5) of the Intergovernmental Panel on Climate Change (IPCC), 2014.

REINVENTING HABITAT

With more than 80 percent of its sales on the construction markets, Saint-Gobain is committed to providing a response to a major concern: enable each person to feel comfortable wherever they live, while also complying with the principles of sustainable development. The Group's solutions contribute to the well-being of each person at home, when working or traveling, and to the future of us all.



IN AN INCREASINGLY URBANIZED WORLD

in which we spend around 90 percent of our time inside a building or vehicle, it has become necessary to design and build more comfortable and efficient living spaces. A growing number of studies and data show to what point a more or less well adapted environment impacts on productivity in working spaces, cognitive capacity in learning environments, and more broadly our health.

This quest for well-being goes hand-in-hand with that for sustainable development. The impact of energy bills on people's purchasing power, the need to conserve natural resources and combat climate change are all concerns that Saint-Gobain places at the heart of its corporate approach.

TO ROLL OUT ITS STRATEGY, THE GROUP RELIES ON POWERFUL DRIVERS

First, a passion for materials that motivates Saint-Gobain's teams at its plants, research centers and sales outlets. In the forefront of innovation, combined with services that simplify customers' lives, Saint-Gobain's materials

are designed to meet the best quality standards throughout their entire life cycle.

INNOVATION, INTEGRAL TO THE GROUP'S DNA

For 350 years, Saint-Gobain has been part of all the industrial and technological revolutions the world has seen. Saint-Gobain places performance, comfort and safety issues at the center of its product development and also generates numerous cross-business projects, backed by a culture of partnership and co-development. The integration of digital technology into buildings, and more broadly all the services provided to our customers, are new challenges taken up by the Group through our many R&D, marketing, production, logistics and retail initiatives.

MORE EMOTIONAL CONNECTION WITH CUSTOMERS

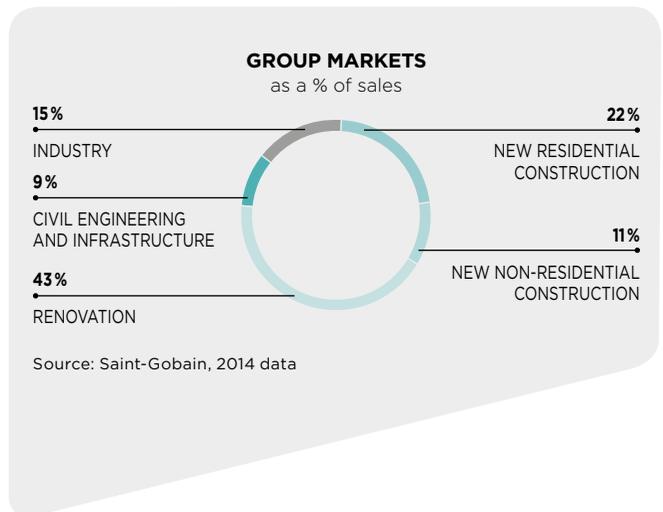
All Saint-Gobain activities implement actions to gain a better understanding of their customers, listen to their expectations and improve their level of satisfaction. The Group's network of distribution brands provides a privileged and close connection with professional customers

and end consumers, crucial to anticipating their needs and designing tomorrow's solutions.

A UNIQUE CULTURE OF OPENNESS AND RESPONSIBILITY,

both in our internal operation (decentralized decision-making, employer-employee dialogue, and policies designed to attract new talent), and with regard to our neighboring

communities. The Group bases its growth on its capacity to reinvent itself while remaining true to its values. Saint-Gobain sees the world from a long-term perspective, committed to transparent and sustainable management of its businesses. The Group does everything in its power to make sure it has a positive impact on people's lives in the regions where it operates. ●



INNOVATING FOR AND WITH OUR CUSTOMERS

For the fifth consecutive year, Thomson Reuters' Top 100 Global Innovators has ranked Saint-Gobain among the 100 most innovative organizations in the world. Innovation is part of the Group's DNA.

434

MILLION R&D BUDGET

3,700

APPROXIMATE NUMBER OF EMPLOYEES

APPROXIMATELY

900

RESEARCH PROJECTS

9

PARTNERSHIPS SIGNED WITH START-UPS IN 2015. MORE THAN 70 SINCE THE CREATION OF NOVA IN 2006 AND 3,100 START-UPS EXAMINED

R&D AT THE HEART OF THE GROUP'S STRATEGY

Research and Innovation are integral to Saint-Gobain's strategy. The Group's ongoing measures to develop its culture of innovation are bearing fruit. The Group will continue its efforts in coming years, in particular with regard to investments, in order to maintain and expand its Activities' lead positions and to maintain a high level of performance and operational excellence.

R&D PROGRAMS: GROWTH DRIVERS FOR THE GROUP

Saint-Gobain's research and development teams operate according to the logic of project management. This method of operation allows them to conduct research and development activities while looking as early as possible at considerations relating to markets, industrial property, production, respect for health and the environment. Close ties with marketing means

customers' needs can be anticipated and taken into account in advance. The main task of R&D is active and proactive support for the Group's numerous businesses through targeted research projects. Its second task is to contribute to the Group's development and growth through strategic R&D programs. The third task is to prepare the future of the Group's business lines and their development through cross-functional R&D programs that foresee the major changes in techniques and markets that lie ahead.

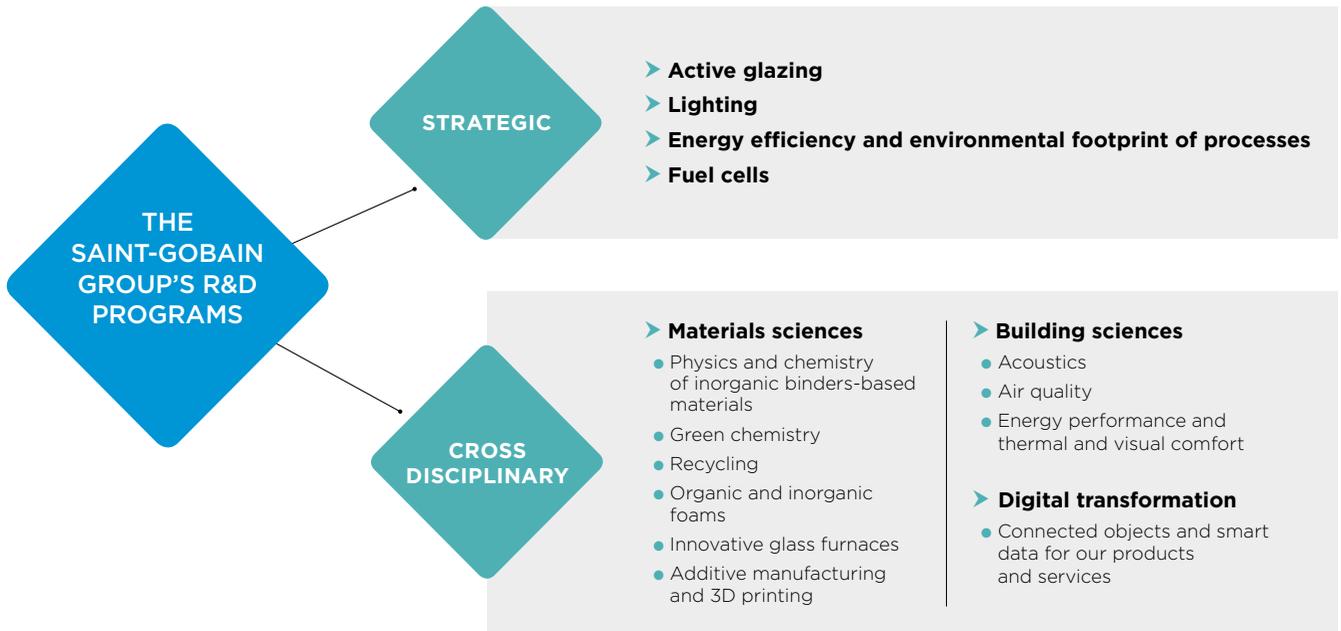
INNOVATING WITH OUR CUSTOMERS

Saint-Gobain's development strategy, and the progressive transformation taking place in the housing markets, position the Group in a dynamic of openness and attentiveness to its customers' needs. To address current expectations and anticipate those of the future, Saint-Gobain is opening

itself more broadly to a culture of partnership and co-development. As proof of the effectiveness of its solutions and to further develop research and innovation, a number of the Group's Activities in many countries are involved with the "Multi-Comfort" program (see pages 30-31). New housing and renovation operations have been launched by the Group's Activities in collaboration with construction industry stakeholders. The Multi-Comfort projects carried out in various countries provide Saint-Gobain's teams with a better understanding of buildings in light of occupant usage and Group products in order to develop new and increasingly effective solutions.

MOBILIZING ALL INTERNAL AND EXTERNAL RESOURCES FOR OUR CUSTOMERS

Saint-Gobain relies on its R&D, production, marketing and sales teams throughout



the entire project innovation process. Ecosystem complexity and the accelerating pace of technological developments require enhanced collaboration with outside partners to supplement the Group's expertise, especially through its international network of universities. Cooperation has been stepped up with Chinese (Tsinghua in Beijing, and Fudan and Tongji in Shanghai), and Indian universities, while the first research agreements have been signed in Brazil following the opening of the new R&D Center in Capivari.

Saint-Gobain also organized the fifth NOVA Innovation Competition in 2015. Since its creation in 2008, this competition rewards start-ups that develop innovative solutions in the fields of construction materials, energy efficiency, green technology, solutions integrating light, services to the construction industry or advanced materials. The three winner start-ups were selected from the long list of 270 applicants in 37 countries. In 2015, the Group became a partner with the Paris-based incubator Impulse Labs specializing in the construction and energy

segments. The Group was already a partner with Partech Shaker (France), an incubator specializing in digital technology, and Greentown Labs (United States), specializing in green technology. ●

"The success of the NOVA Competition illustrates our ability to detect innovative young companies in the construction, advanced materials and sustainable development segments, and confirms the excellent perception enjoyed by Saint-Gobain throughout the global start-up ecosystem. We are delighted to be able to work with these promising young entrepreneurs."

Pierre-André de Chalendar,
Chairman and Chief
Executive Officer
of Saint-Gobain

TAKING A LONG-TERM VIEW OF THE WORLD

Saint-Gobain bases its development on its ability to reinvent itself while remaining true to its values.

SAINT-GOBAIN'S VALUES

Coming down through more than three centuries of history gives a sense of the long term. Anticipating the world's transformations, planning industrial investments and which businesses to develop, and projecting into the future all require a faultless and exemplary approach combined with sustainable management of all businesses. By clearly stating its values in its Principles of Conduct

and Action, Saint-Gobain has provided itself with a tangible code of conduct, whose acceptance is a fundamental condition for employees' being part of the Group. Numerous courses on the Principles raise employees' awareness: more than 20,000 individuals have been trained in the past five years. The Principles refer explicitly to the applicable conventions and agreements of the International Labor Organization, the OECD's

Guidelines for multinational companies and the OECD's anti-bribery convention. A compliance program reinforces the effective application of the Principles and the associated obligations in all Group activities worldwide: compliance with competition law, prevention of corruption, and compliance with economic embargoes. The principle of zero tolerance is enforced at all times.

GROUP COMMITMENTS



Signatory to the United Nations Global Compact.



The CEO Water Mandate

Protection of water resources.

Caring for Climate |

Measures to combat climate change.



Signatory of the Declaration of Business Leaders Initiative for the United Nations Human Rights.



Partner of COP21.



WORLD GREEN BUILDING COUNCIL

Member of more than 30 Green Building Councils (GBC), national associations for the promotion sustainable construction, partner of the European network of GBCs, platinum member of the USGBC and of the consultative council of the World Green Building Council.

5
PRINCIPLES OF CONDUCT REPRESENTING THE FUNDAMENTAL VALUES SHARED BY MANAGERS AND EMPLOYEES ALIKE

- Professional commitment
- Respect for others
- Integrity
- Loyalty
- Solidarity

4
PRINCIPLES OF ACTION THAT GOVERN THE ACTIVITY OF ALL MANAGERS AND EMPLOYEES IN CARRYING OUT THEIR PROFESSIONAL RESPONSIBILITIES

- Respect for the law
- Caring for the environment
- Compliance with workplace health and safety guidelines
- Respect for employee rights

ENVIRONMENTAL IMPACT
 Saint-Gobain has set itself ambitious targets for reducing the environmental impact of its activities, especially at its plants, and for more energy-efficient production processes. For example, Saint-Gobain assesses each of its sites in terms of their energy consumption and atmospheric emissions. The Energy, Atmospheric Emissions and Climate Change policy adopted in 2014 defines a shared framework of action. Saint-Gobain also provides its customers with solutions enabling them to reduce the energy consumption of their buildings and the

associated greenhouse gas emissions. From three months' use on average, the Group's insulation solutions (thermal insulation and insulating glazing) offset the emissions generated for their production. Beyond these three months, the savings continue to grow. Innovative recycling solutions have been developed for the industrial markets. For example, the new range of WOOL products from Saint-Gobain SEFPRO includes a recycling process making it possible to fully recover and recycle chrome waste. Saint-Gobain is therefore

also part of the solution to combat climate change. This is explained by Pierre-André de Chalendar, Chairman and Chief Executive Officer, in his book *Notre combat pour le climat* (Our combat for the climate), published ahead of the COP21 meeting: a decarbonized world is possible and compatible with sustainable economic growth and human development. ●

ENVIRONMENTAL TARGETS (2010-2025)

RAW MATERIALS AND WASTE
-50%
 WASTE NON-RECOVERED

0
 LONG TERM

ENERGY, ATMOSPHERIC EMISSIONS AND CLIMATE
 ENERGY CONSUMPTION
-15%
 TOTAL CO₂ EMISSIONS
-20%

WATER
-80%
 INDUSTRIAL WASTEWATER DISCHARGED

0
 LONG TERM

CONTRIBUTING TO THE DEVELOPMENT OF PEOPLE AND REGIONS

Saint-Gobain has opted for a decentralized growth model tailored to the specifics of each country. A principle of open management underscores employees' entrepreneurial freedom and their commitment to making a positive contribution to the communities neighboring Saint-Gobain's sites.

IN 2015,
537
MANAGERS BENEFITED FROM **MOBILITY BETWEEN ACTIVITIES**

986
FROM **MOBILITY BETWEEN POSITIONS**

209
FROM **GEOGRAPHIC MOBILITY**

10%
OF ALL EMPLOYEES ARE AGED UNDER 26-YEAR AND **30.7% OF NEW HIRES**

21.4%
OF GROUP EMPLOYEES ARE **WOMEN**

ENCOURAGE PROFESSIONAL FULFILLMENT
Saint-Gobain is committed to providing its employees with a work environment based on respect, exemplary management and dialogue. The many preventive measures implemented by Saint-Gobain have been adapted to the context of each region. In a spirit of openness, in 2012, the Group launched the "OPEN" (Our People in an Empowering Network) program: opening up to the outside world so that it can be attentive to and provide responses to customer

needs, and internal openness, both as teams and as individuals, to stimulate discussion and innovation. Four action priorities are combined under the "OPEN" program: professional mobility, team diversity, employee commitment and talent development. Saint-Gobain aims to enhance the skills and expertise of its employees by focusing at all times on excellence in each of its businesses, as well as to be a benchmark employer, known and recognized for the variety of the professional career paths it offers.

46%
OF EXECUTIVES COME FROM COUNTRIES OTHER THAN FRANCE

FREQUENCY RATE OF ACCIDENTS WITH AND WITHOUT TIME-OFF
3.9

MORE THAN
80%
OF SAINT-GOBAIN EMPLOYEES RECEIVE AT LEAST THREE DAYS' TRAINING A YEAR ON AVERAGE



SAINT-GOBAIN WAS AWARDED **TOP EMPLOYER 2015 CERTIFICATION IN 8 COUNTRIES**: FRANCE, POLAND, UNITED KINGDOM, GERMANY, CHINA, SOUTH AFRICA, BRAZIL AND ITALY

REGIONAL DEVELOPMENT

The Group's actions also take into account long-term local development. Its activities are established with local communities in mind through a constant dialogue with public authorities and all relevant stakeholders. Saint-Gobain also contributes to the economic and industrial activity in the regions where its sites are located, as well as to the local pool of employment for its suppliers. A comprehensive support system is provided to young developing SMEs. In France, Saint-Gobain Développement is in charge of this activity. Saint-Gobain also makes a significant effort to help professionalize the construction industry as a whole. An extensive range of training courses is available for customers, contractors and trades professionals, as well as people seeking employment in the building industry and aiming for integration through employment. For example, Saint-Gobain Weber trains more than 200,000 customers each year worldwide, mainly for installation professionals, giving them access to the latest construction technology, such as ETICS.

Training trades professionals in energy techniques for new construction and renovation is another strategic aim for the Group, which provides extensive information and training for construction industry professionals, in particular through the Building Distribution Sector's networks of brands. Finally, Saint-Gobain pays scrupulous attention to managing its value chain. The Group's responsible purchasing policy aims to manage and reduce the environmental, social and societal risks at all steps in its supply chain. Purchases of timber-based products are the subject of particular attention and are governed by a specific policy. ●

MORE THAN
200,000
ACTIVE SUPPLIERS

MORE THAN
70%
OF GROUP SALES MADE WITH SOLUTIONS AND SERVICES DISTRIBUTED LOCALLY

MORE THAN
460,000

DIRECT AND INDIRECT JOBS ARE GENERATED BY SAINT-GOBAIN WORLDWIDE

€6.4 M

WAS INVESTED IN 2015 IN SOLIDARITY ACTIONS TARGETING LOCAL COMMUNITIES



THE SAINT-GOBAIN INITIATIVES FOUNDATION

Created in 2008, the Saint-Gobain Initiatives Foundation supports solidarity actions in France and worldwide, in areas related to Saint-Gobain's habitat strategy. It is based on employee commitment. Each project has one or more Saint-Gobain employee or retiree sponsors.

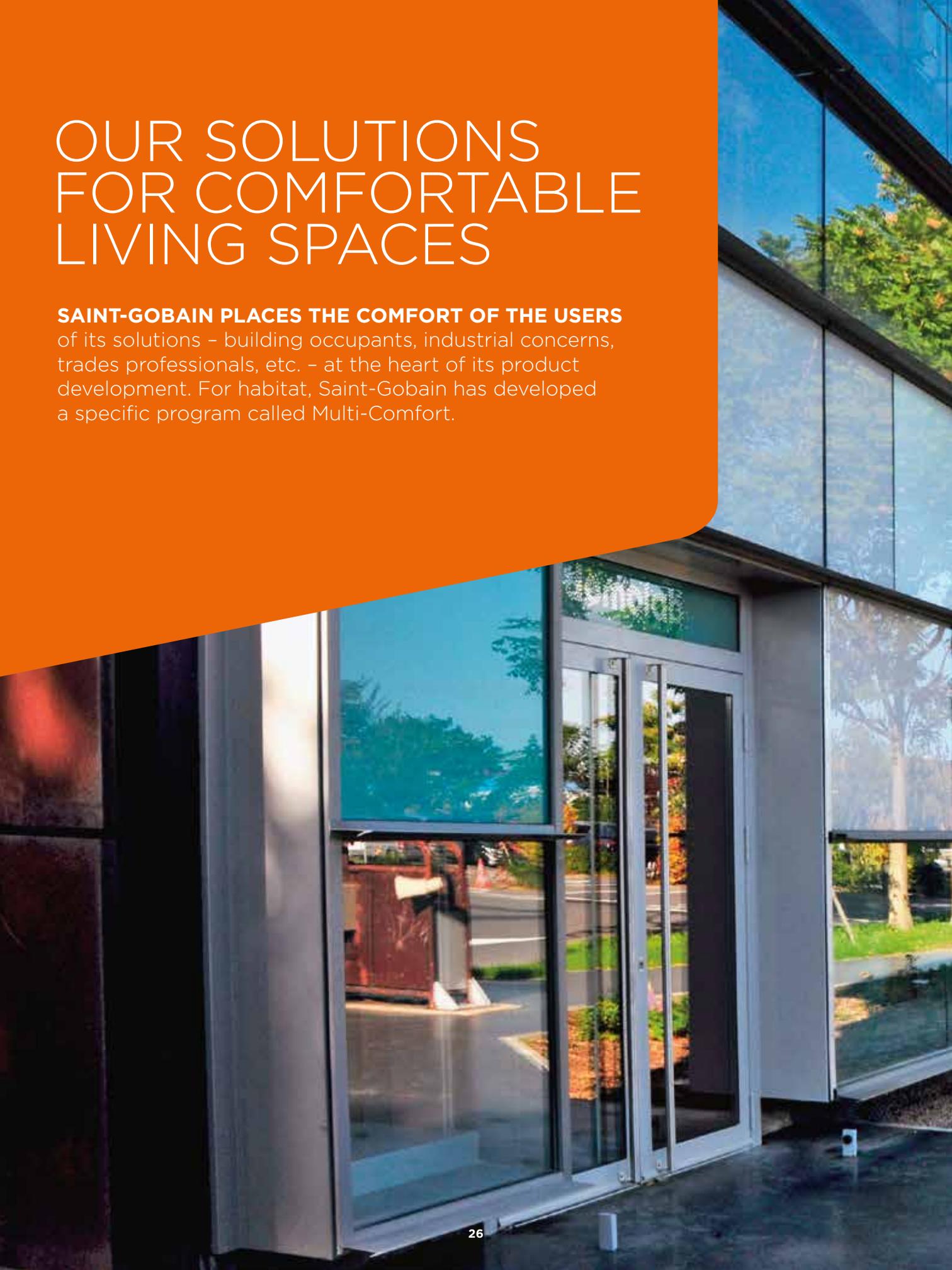
Additionally, Group subsidiaries may also lend support in the form of technical expertise or donated products.

SINCE 2008, **115 PROJECTS** HAVE BEEN SUPPORTED BY THE SAINT-GOBAIN INITIATIVES FOUNDATION, INVOLVING **267 SPONSORS** (EMPLOYEES OR RETIREES) PROVIDING SUPPORT TO **ASSOCIATIONS**.

OUR SOLUTIONS FOR COMFORTABLE LIVING SPACES

SAINT-GOBAIN PLACES THE COMFORT OF THE USERS

of its solutions – building occupants, industrial concerns, trades professionals, etc. – at the heart of its product development. For habitat, Saint-Gobain has developed a specific program called Multi-Comfort.





▼
DomoLab, the first
habitat innovation center
was inaugurated in 2011
in Aubervilliers (France).

SUSTAINABLE HABITAT

Habitat is Saint-Gobain's reference market with solutions for the residential construction and non-residential and tertiary construction sectors.

CONSTRUCTION (85% OF SALES)

MAIN MARKETS: residential and non-residential construction (new and renovation), infrastructure and civil structures

FLAT GLASS



PLASTERBOARD & PLASTER



INSULATION



INTERIOR AND EXTERIOR FINISHING



ACOUSTIC CEILINGS



RENDERS AND MORTARS



COMPLETE PIPE SYSTEMS



TECHNICAL TEXTILES



MAIN DISTRIBUTION AND SERVICE BRANDS

FRANCE



SCANDINAVIA



EUROPE



GERMANY/ CENTRAL EUROPE



UNITED KINGDOM



BRAZIL



SPECIALIST BRANDS

FIRE-RETARDANT GLAZING



ELECTROCHROMIC GLASS



WINDOW FILMS



ARCHITECTURAL MEMBRANES



THE BUILDING SEGMENT HAS COMMITTED TO SUBSTANTIAL TRANSFORMATION

stimulated in part by increasingly stringent thermal regulations. The Group has naturally taken position with its solutions designed to improve energy efficiency (insulating glazing and thermal insulation solutions), against the backdrop of a building industry that has to reduce its CO₂ emissions. Saint-Gobain promotes sustainable buildings and develops innovative solutions for new builds and renovation designed to encourage the development of low-energy consuming buildings that are comfortable, healthy and attractive, while at the same time conserving natural resources. In this way, the Group is demonstrating that user focus on comfort and a virtuous societal and environmental approach can be mutually beneficial.

Headquarters
of the General Delegation
for North America.
Malvern, Pennsylvania,
United States. 2015.



**SAINT-GOBAIN DEVELOPS
INNOVATIVE SOLUTIONS**

enabling its customers to build and renovate sustainable buildings, on both mature and emerging markets. A solution is deemed “sustainable” when it delivers lasting performance, contributes to its occupant’s comfort and well-being and protects the environment, while remaining economically competitive.

The marketing, R&D and building science teams strive daily to invent tomorrow’s solutions. ●

**ECO-INNOVATE
TO UNDERPIN
OUR STRATEGY**

To provide sustainable products to its customers, Saint-Gobain implements a rigorous and transparent method for assessing the impact of its products. The aim is to develop sustainable materials that will not pollute, clean plants in which to manufacture them and solutions today that will be recyclable tomorrow. In order to reduce the environmental impact of their solutions, the Group’s businesses work on each stage in the life cycle of products, from the choice of raw materials, product use and end-of-life. The efficient use of resources is a priority for Saint-Gobain. In response to these challenges, the Group has implemented an Eco-innovation approach based on life-cycle analyses (LCA) that quantify and calibrate the environmental impact of a solution at each stage in its life cycle.



SAINT-GOBAIN
350
中国第一座多功能舒适建筑盛大揭幕
of Saint-Gobain 1st Multi-Comfort House in China

▼
The 22nd Multi-Comfort project was inaugurated in March 2016. Changzhou, China.

MULTI-COMFORT

In a room, an occupant’s well-being depends on a certain number of sensations: temperature, humidity, noise levels, air quality, etc. Saint-Gobain developed its “Multi-Comfort” program to provide a response to all these needs.



La Halle de Pantin, a mall specifically for the distribution of building materials. 2015 Pantin, France. <

TO DEVELOP THE SOLUTIONS AND PRODUCTS used for a room (ceilings, floors, partitions, windows, etc.), it is first necessary to understand the comfort levels required: temperature ranges, noise levels measured in decibels, relative humidity, etc. With its Multi-Comfort program, Saint-Gobain places the user at the center of all its innovation processes. Not just one, but several parameters determine well-being and so occupant health, efficiency and productivity. “Display homes” were built to illustrate the Multi-Comfort program and demonstrate

that the solutions work in real buildings. So far, 22 Multi-Comfort projects have been completed, mainly in Europe, the United States and China; more than a dozen more are planned for 2016-2017.

Saint-Gobain is also committed to improving its own buildings with its CARE:4® (Company Actions for the Reduction of Energy by 4) program that aims to divide the Group’s stock of tertiary buildings’ energy consumption and greenhouse gas emissions by a factor of four by 2040. This program incorporates the Multi-Comfort criteria:

thermal, acoustic and visual comfort, and air quality. The Group is acting responsibly in order to inspire the market through exemplary construction and renovation operations worldwide. ●

CARE:4®

SAINT-GOBAIN HAS

1,970 TERTIARY, ADMINISTRATIVE AND COMMERCIAL BUILDINGS, OF WHICH

28 WERE CERTIFIED CARE:4® AT END 2015, SAVING

6,200 MWH OF ENERGY AND REDUCING CO₂ EMISSIONS BY

2,100 METRIC TONS EACH YEAR

THE EQUIVALENT OF **2100** OF PARIS-NEW YORK ROUND-TRIP FLIGHTS

INDUSTRIAL MARKETS

INDUSTRY (15% OF SALES)

MAIN MARKETS: Manufacturing industries, transportation, health and energy

AUTOMOTIVE GLAZING

SEKURIT
smart vision

ABRASIVES

NORTON
SAINT-GOBAIN

WINTER
SAINT-GOBAIN

SPECIALIST BRANDS

FLEXIBLE TUBES

TYGON
Excellence By Design

CFLEX

BEARINGS

NORGLIDE
Bearings

ADHESIVE FOAMS

NORBOND

POLYMER SEALS

OmniSeal

CERAMICS FOR ENERGY INDUSTRIES

NORPRO

REFRACTORIES

SEFPRO

Saint-Gobain' high-performance materials are also found on industrial and consumer markets, such as the automotive, aeronautical, health and energy industries, together with numerous niche markets. The Group has opted for a differentiation strategy based on providing high value added solutions developed thanks to its R&D resources or through co-development with customers.



THE AUTOMOTIVE MARKET

Today's automakers are placing increasing emphasis on cutting fuel consumption and CO₂ emissions (reducing vehicle weight, improved thermal insulation and aerodynamics), comfort (acoustics, optical quality and UV protection), safety and connectivity. Saint-Gobain's products deliver a response to these new requirements: lighter weight windows, heads-up display, heat-protection glazing and complex shaped windows. The Group is developing other new materials for automobiles, such as high-performance bearings, polymer seals and foams and even a wide range of abrasives.



THE ENERGY MARKET

The Group develops technical solutions specifically tailored to the needs of the energy segment's industrial processes from oil exploration (scintillators used to characterize geological strata), through to waste recovery (refractories for incinerator linings), as well as operation and storage (expansion joints, flexible floating roof seals for oil storage tanks, and wire and cable insulation for downhole pumps). Saint-Gobain also designs numerous products used by the wind power industry: joints for offshore wind turbines, glass fiber textiles to improve blade surfaces, a large range of abrasives used for cutting, milling and sanding.



▼
Falcon 8X - Its four cockpit windows and 32 passenger windows are exclusively supplied by Saint-Gobain Sully. The latest corporate jet from Dassault Aviation took its maiden flight in February 2015.



THE AERONAUTIC MARKET

The aeronautic market has excellent growth prospects given the rapid expansion in passenger numbers worldwide. The very strict safety and equipment reliability standards applied by this industry are a significant challenge easily met by Saint-Gobain, renowned for its experience and manufacturing quality. The Group's solutions for the aeronautic industry include cockpit windows, ceramics used in aircraft engines, high-performance plastics and abrasives. For example, the Norton Quantum X wheel manufactured by Saint-Gobain Abrasives achieves high levels of material removal. For the aerospace industry, Saint-Gobain Performance Plastics has supplied seals for the majority of rockets launched over the past 60 years.



THE HEALTH MARKET

Biopharmaceuticals is one of the most promising of the health industry markets. Saint-Gobain develops single-use plastic systems that replace the current techniques based on stainless steel tanks and tubing. The Group also manufactures the crystals and scintillators used in medical scanners.



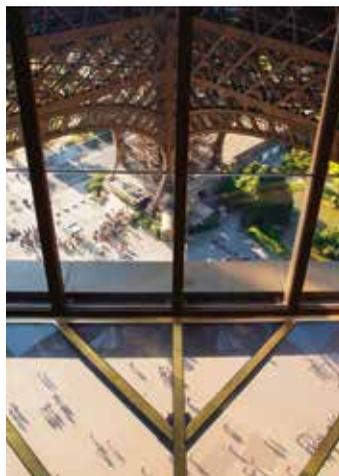
➤ **FKM White laboratory tube** has excellent chemical resistance and can withstand very high temperatures. It is suitable for use under the demanding conditions of pharmaceutical and laboratory environments.

OUR ARCHITECTURAL PROJECTS

Saint-Gobain has been closely involved in architectural revolutions and change since the creation of the *Manufacture royale des glaces* (Royal mirror glassworks) in 1665. Its products and solutions are found in many prestigious and innovative structures around the world.

2012 - United States

The 7,000 sq. m of SolarGard film on the windows of the Hyatt Regency Century Plaza Hotel.



2014 - France

The glass floor on the 1st level of the Eiffel Tower in Paris.

2015 - Spain

Floor coating systems in a former tobacco factory in San Sebastián converted into an International Center for Contemporary Culture.



2015 - Switzerland

CONTRAFLAM® fire-retardant and anti-UV glazing by Vetrotech in the futuristic borders' residence in Le Rosey, Geneva, designed by Bernard Tschumi.





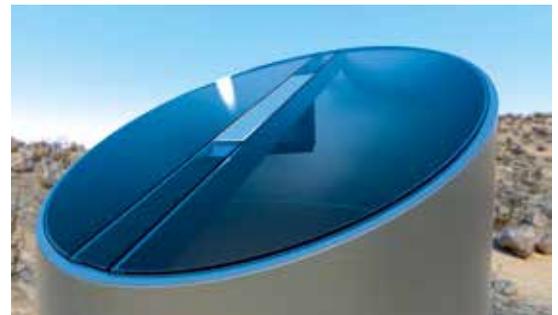
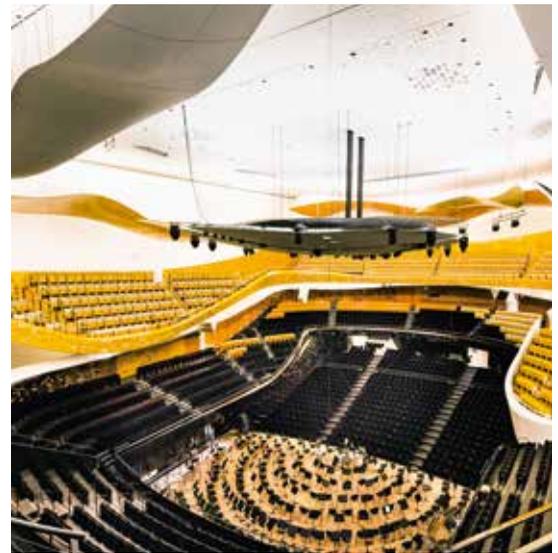
2015 - Italy
Glass wool panels to insulate the façades of the Bosco Verticale, Milan, two residential towers recognized as the world's most beautiful skyscrapers in 2015*.

*Award presented by the NGO The Council on Tall Buildings and Urban Habitat.



2014 - United States
Suspended soundproof ceilings, Fordham University.

2015 - France
Almost 380 metric tons of 10-cm thick projected plaster, Philharmonie concert hall, Paris.



2015 - United States
Saint-Gobain Crystals' sapphire panels for the unprecedented 10,000 Year Clock project.

NEW SOLUTIONS FOR HABITAT

One out of four products sold by Saint-Gobain did not exist five years ago. Overview of the innovative solutions around us.



WEBER.EPOX EASY
Ceramic tile adhesive and grout. Simple to apply and easy to clean up, it includes a range of durable colors using encapsulated colored sand technology.



NOVELIO NATURE ^
Range of fiberglass wall coverings from Saint-Gobain Adfors. This ready-to-hang product does not require painting and combines the strength of fiberglass with the ease of wallpaper hanging.

TOPAZ v
Complete ductile iron pipe system comprising pipes, fittings and accessories for wastewater collection networks. The range incorporates Saint-Gobain PAM's latest innovations for ease of installation and durability.

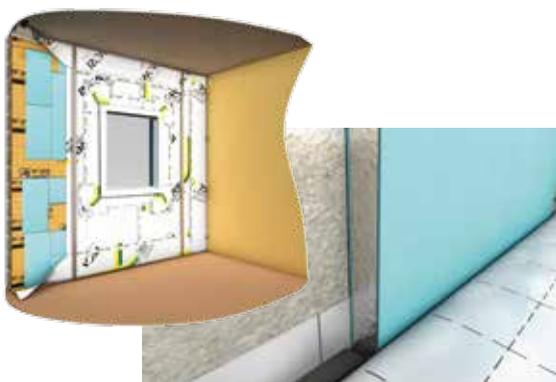


NORTON I-HD™ ^
New technology from Saint-Gobain Abrasives that is revolutionizing the market for diamond tools. The innovative production process provides customers with blades that are faster (30 percent higher speed) and stronger (60 percent higher torque resistance for laser welded segments compared with standard manufacturing processes).

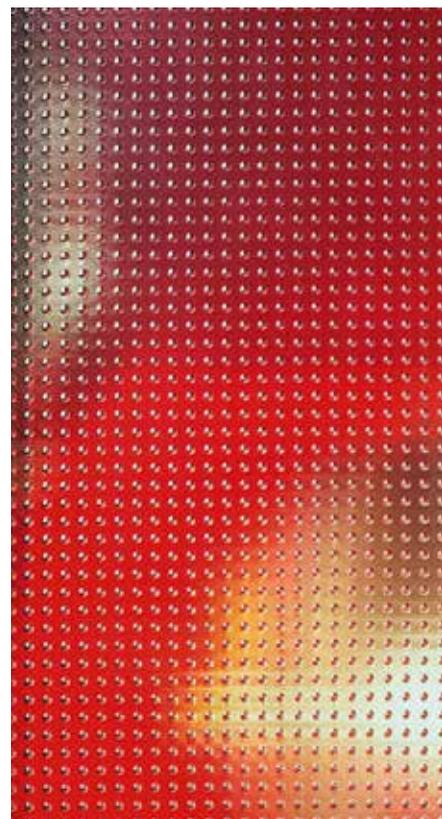


CERTASPRAY® X OPEN CELL FOAM

New insulation foam from CertainTeed that provides effective airtightness, reduces energy loss and improves indoor air quality. It can be used in attics and crawl spaces without the need for an ignition barrier or additional intumescent coating.



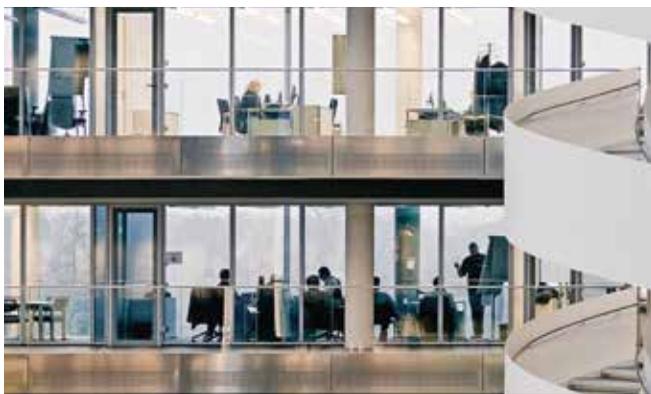
ISOVIP
First vacuum insulation from Saint-Gobain ISOVER to insulate walls from the inside. It provides unparalleled thermal performance and reduces the insulation footprint normally taken up by lining systems.





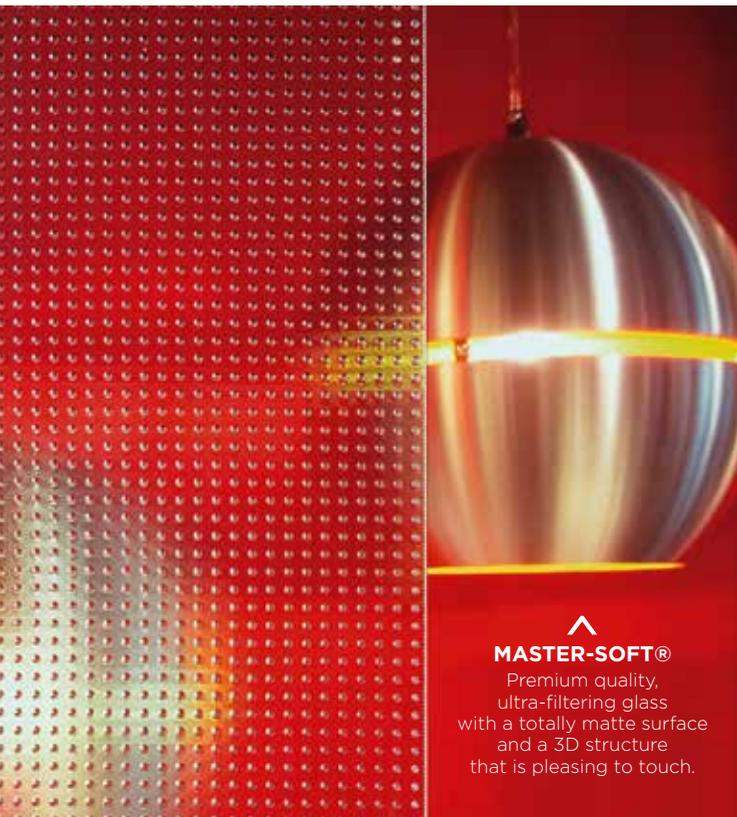
HABITO

Plasterboard that allows objects to be easily attached to the wall without using any specific attachment system. It withstands everyday impacts and its acoustic performance helps soundproof the home.



COOL-LITE XTREME 70/33 II

Solar-control glass combining very high selectivity with excellent neutrality for exceptional light transmission of 70 percent and a solar factor of 33 percent. Designed for building façades and glass roofs, it reduces the need for air conditioning resulting in lower energy bills while providing excellent thermal insulation.



MASTER-SOFT®

Premium quality, ultra-filtering glass with a totally matte surface and a 3D structure that is pleasing to touch.

DIGITAL

MYGLASSOLUTIONS



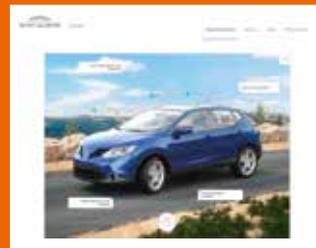
Glassolutions e-commerce service introduced in the United Kingdom. It makes ordering easier for building professionals: glaziers, joiners, plumbers, and kitchen and bathroom installers. Users can configure and order customized products; they will receive an instant price quote and delivery data.

GLASSPRO APP AND GLASSPRO LIVE



GlassPro app used to specify glass solutions for architects' and installers' non-residential projects. About 3,000 images generated from modeling 70 products in 3D provide details of the colors and physical properties of the glass. GlassPro Live provides 2D images for building façades in the design phase.

SEKURIT EXPERIENCE



Saint-Gobain Sekurit has introduced its new website including the "Sekurit Experience." It uses an interactive vehicle to demonstrate the functions and advantages of automotive glazing, such as perceived quality and comfort, personal safety and security, environmental protection and reduced CO₂ emissions, and stylish and connected glazing.

SERVICES TO SIMPLIFY OUR CUSTOMERS' DAY-TO-DAY EXPERIENCE

Saint-Gobain has a network of strong and complementary brands providing the Group with a detailed understanding of its customers' needs. Anchored in their local market, each brand's positioning relates to the specific needs of each type of customer and market. Saint-Gobain has adopted a multi-channel approach for distribution by developing ecommerce services backed by cutting-edge logistics.



Avantages Pro

Services pack developed in France by **POINT.P Matériaux de Construction** that provides trade professionals with about 10 digital tools: contact with homeowners seeking a professional for a project; worksite configurator specifically for professionals; thermal assessment software including more than 2,000 tax and financial incentives.



RaabWorks

Online marketing tool for **Raab Karcher's** professional customers in the Netherlands. RaabWorks creates responsive design websites optimized for search engines, with personalized content regularly updated by the customer company. The aim is to help trade professionals and small building contractors with their marketing and to be more efficient commercially.

MinOptimera

Self-service estimation tools for building and public works SMEs available on the **Optimera** brand's interactive website. Using data supplied by the customer, MinOptimera compiles a list of products and other materials needed for a construction job, calculates the quantities required and estimates the cost.



COUNTRY	BRANDS	MAIN POSITIONING
FRANCE	POINT.P Matériaux de Construction LE SERVICE PROFESSIONNEL	Distributor of construction materials and building products
	CEDEO	Distributor specializing in sanitaryware, heating and plumbing supplies
	Outiz Matériaux - Plomberie - Chauffage	New brand, cross canal distributor of construction materials and tools
	LA PLATEFORME DU BATIMENT CRÉÉE EN 2005 ET EN ÉVOLUTION	Distribution network reserved for building professionals
	LAPEYRE	Distributor of interior and exterior joinery, kitchens, bathrooms and flooring products
UNITED KINGDOM	JEWSON	Distributor of sustainable timber and construction materials
	Graham The Plumbers' Merchant	Distributor of plumbing, heating and bathroom supplies
	PRIORITY PLUMBING	New cross canal brand for plumbing supplies
GERMANY NETHERLANDS	raab karcher	General distributor of construction materials
	KERAFLAMME Keramik-Fliesen	Ceramic tile specialist
NORDIC COUNTRIES (Denmark, Finland, Norway and Sweden)	DAHL	Specialist in sanitaryware, heating and plumbing supplies, civil engineering, industry, ventilation/air conditioning and facility maintenance
	OPTIMERA	Distributor of construction materials to professionals and consumers
SWITZERLAND	SANITAS TROESCH	Distributor of bathrooms and kitchens to professionals and consumers
SPAIN	dip Distriplac	Specialist in interior finishing and insulation
	dip distribución	Distributor of construction materials for the new build and renovation markets
	LA PLATAFORMA Distribución	Distribution network reserved for building professionals
BRAZIL	Telhanorte	Retail sales to consumers and professionals of products and services for habitat finishing, specialist in sanitaryware and ceramic tiles

LOGISTICS



LeanWorks
Logistics solution developed by **Raab Karcher** in the Netherlands. It takes care of all construction or renovation worksite logistics for customers. By grouping deliveries and sharing truck rounds, the system reduces CO₂ emissions and frees up teams to focus on their core activity making them more efficient.

“Quick Delivery”
Service introduced by **Dahl** Denmark, “Kvik Levering” (Quick Delivery) is available in most parts of the country. Deliveries are made in under one hour for orders placed by telephone or using the Dahl app.



Click & Collect
Service provided by **Priority Plumbing**, the first multi-channel brand introduced by Saint-Gobain Building Distribution UK and Ireland. It allows customers to place orders online for more than 3,000 products, 2,000 of which are held in stock at the sales outlets, which will be ready for collection within five minutes. Priority Plumbing is open to consumers and professionals, with extended opening hours seven days a week.



TRAINING

To guide and support their customers in the area of sustainable construction in the United Kingdom, the Jewson, Graham, Gibbs & Dandy and Minster brands joined forces to create the **Greenworks Training Academy** where they can upskill in their relevant field. Since its creation in 2012, the academy has provided more than 80,000 hours of training to more than 13,000 employees, customers and suppliers.



In Northern Europe, Dahl has developed a series of **Klimacenters**, used as showrooms, training centers and centers of expertise in the fields of renewable energy and ventilation. Professional installers and homeowners can explore a wide range of environmentally friendly solutions displayed in actual settings and can access advice and training provided by experts.



NEW MARKETS AND CONCEPTS

Aquaculture industry
The aquaculture sector is a real opportunity given its need for pipe fittings, valves and accessories. **Brødrene Dahl** provides products tailored to the needs of all segments in this value chain, in particular fish breeding, feeding and processing.

Vita Confort
New Lapeyre group brand with a focus on home accessibility for all (family members of all ages, seniors, disabled people and their caregivers, etc.); the first outlet opened in Paris (France), in 2015.

La Halle de Pantin
Europe’s first mall for building professionals built in France by Saint-Gobain Distribution Bâtiment France. It has eight brands under the one roof. The principle of the same site being shared by several brands has also been introduced in the United Kingdom.



IN 2015, THE BUILDING SECTOR BRANDS RECORDED
90 MILLION CUSTOMER VISITS ACROSS ALL WEBSITES COMBINED

IN 2015, THE SECTOR’S ONLINE SALES TOTALED MORE THAN
€700 M

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