



Saint-Gobain is the world-leader in the design, production and distribution of materials for the construction and habitat markets. Its corporate strategy is to achieve global leadership in providing innovative solutions for a more sustainable built environment, addressing the global challenges of our time – in particular, energy efficiency and environmental protection.

**Market**

Saint-Gobain has grown rapidly in the UK and Ireland over the past 20 years to gain leadership in the construction materials market. Since 2001 it has made over 70 acquisitions, adding more than 200 sites to its UK and Ireland operation which turned over more than £3 billion in 2008. Today it includes some of the best known and respected brands in the industry such as British Gypsum, Isover, Saint-Gobain Glass, Artex, Solaglas, Weber, Saint-Gobain PAM, Ecophon and Saint-Gobain Abrasives. Collectively they employ over 17,000 people at more than 1,000 sites.

Its businesses are structured into three core sectors: Construction Products; Innovative Materials, and Building Distribution. It is the world leader in ductile iron pipe systems, plasterboard and plaster, insulation, industrial mortars, abrasives and flat glass, as well as being Europe's largest distributor of building material. In the UK and Ireland it includes Jewson, the leading builders' merchant chain, Graham the plumbers' merchant and Pasquill – a specialist in engineered timber solutions.

**Product**

More than a quarter of the UK's carbon dioxide emissions come from the energy we use to heat, light and run our homes, while a further 19 per cent is generated by non-residential buildings. There is a clear need for urgent action to reduce this environmental impact by making our homes and buildings as energy efficient as possible. As a member of the UK-Green Building Council, Saint-Gobain's businesses offer an unrivalled range of high performance, energy-saving solutions. These

give architects and designers the ability to meet the most exacting performance and legislative standards, whilst creating comfortable and secure living and working environments.

Together they form a robust, integrated supply chain partner that has the strength and flexibility to support the most diverse range of customer requirements. This adds up to its unique capability to support everything from the biggest landmark projects, such as St Pancras International station and 30 St Mary's Axe (The Gherkin), to ongoing repair and maintenance programmes.

As well as fast, efficient access to a comprehensive range of products, Saint-Gobain can provide specialist technical expertise and resources backed by world leading R&D facilities. Last year it invested almost £400 million in R&D, employing 3,500 people in this crucial area and registering over 300 patents. This has enabled it to maintain a leading technical edge in each of its core markets.

Saint-Gobain's advanced range of construction materials includes high performance plaster and plasterboard which offer acoustic and energy saving benefits, plus external and internal insulation systems. Many of these use glass wool which has a very limited environmental footprint over its entire life cycle. Through the heat savings it makes possible, glass wool saves up to 1,000 times the amount of CO2 emitted and energy used during its manufacture. Its portfolio also includes low emissivity glass and acoustic glazing, fire proof and bullet proof safety glass,

SGG ECOCLEAR® double glazed units and extra clear glass for photovoltaic systems.

Saint-Gobain also specialises in mineral ceramics, performance polymers and glass textiles, is the world's leading manufacturer of abrasives and the only one to supply each of the three major types of abrasives: Bonded Abrasives (resinoid and vitrified), Coated Abrasives and Diamond products.

Its advanced architectural membranes are used in high-performance roofs, for example Saint-Gobain Performance Plastics manufactured the PTFE coated fabric for The O2 arena in London's Docklands.

**Achievements**

Sustainability is at the core of Saint-Gobain's business strategy as recognised by its ranking in the Global 100 list of the most sustainable corporations. This evaluates companies according to how effectively they manage environmental, social and governance risks and opportunities relative to their industry peers. It was one of only 15 industrial corporations to feature in the list from MSCI World – the global stock market index from Morgan Stanley Capital International.

In December 2009 it was named one of the UK's best regarded businesses, ranking a close second in the Building Materials and Merchants category of Management Today's list of Britain's 50 Most Admired Companies. Corporate reputation is reviewed by industry peers with leading professionals in British companies assessing and nominating their most admired rivals.



This followed on the heels of Saint-Gobain Glass being voted one of Britain's Best Green Companies by The Sunday Times in both 2008 and 2009. One of its key achievements was the establishment of a scheme for customers to send waste glass (cullet) back to the factory. It leads the industry with 28 per cent of new products being made from returned cullet – double the amount of competitors.

Saint-Gobain also recently put its name to the Copenhagen Communiqué which calls for a fair global deal on climate change in recognition of the environmental crisis facing the world. The statement was officially handed over to Ban Ki-Moon, the UN general secretary, in advance of the Copenhagen summit.

Saint-Gobain also believes strongly that no business should pursue success at the expense of the communities in which it operates. Last year it launched the Saint-Gobain Initiatives Foundation which supports projects proposed by its employees in three focus areas: construction-related job training for young people; construction, refurbishment or renovation of community buildings or housing for low income or disadvantaged groups and individuals; and energy efficiency and environmental protection in housing and community buildings.

**Recent Developments**

Key developments include the insulation system, Vario, the world's most advanced solution for the management of interstitial moisture in timber construction; it uses a polyimide-based membrane to allow timber to breathe and dry out naturally. It was developed to help meet new legislation on airtightness and the Government's Code for Sustainable Homes.

Other new products include a floating floor system by British Gypsum, SGG EcoClear® – the best energy efficient sealed unit on the market, a severe-duty partitioning system, GypWall Extreme, and the weber.therm XM external wall insulation (EWI) system which has achieved the 'Energy Saving Recommended' label from the Energy Saving Trust (EST).

The highly innovative range of GripTop™ access covers (manhole covers), produced by iron technology leader Saint-Gobain PAM UK, recently won the Motorcycle Award category at the 2009 Prince Michael International Road Safety Awards. GripTop significantly reduces the risk of skidding and skid-related road accidents caused by traditional metal access covers which become worn smooth over the decades.

**Promotion**

In 2009, Saint-Gobain showcased more than 70 of its products at its first exhibition in the UK, Ecobuild. This is the world's biggest event for sustainable design, construction and the built environment. With almost 35,000 visitors, the exhibition connects formal learning with practical experience, and with products and suppliers.

Saint-Gobain is also the main sponsor and technical partner for the Nottingham H.O.U.S.E – an energy efficient, zero carbon solar powered home designed and built by a team of students from the University of Nottingham's Department of the Built Environment (DBE). The H.O.U.S.E is the UK's only entry into the first International Solar Decathlon Europe competition to design and build Europe's most effective and energy efficient zero carbon solar powered house.

The Nottingham H.O.U.S.E has been constructed entirely from materials supplied by Saint-Gobain's UK companies including Saint-Gobain Isover, British Gypsum, Weber, Saint-Gobain Glass, Solaglas, International Timber, Pasquill and Greenworks, providing total solutions to optimise energy efficiency.

Demonstrating how low energy architecture can lend itself to the mass market, the building's versatile L-shaped, modular design can be worked into terraces, rows or stacked as apartments. The resulting concept is a highly marketable, zero carbon starter home for a new family – a major requirement in the UK.

**Brand Values**

Saint-Gobain is engaged in an innovation-led process of strategic refocusing on the habitat and construction markets. Research and development is the lifeblood of the company ensuring it can continue to innovate and introduce new products to the market that help the building industry become more sustainable as well as growing its business. It is committed to creating more comfortable, economical and sustainable living and working environments.

[saint-gobain.co.uk](http://saint-gobain.co.uk)

**Things you didn't know about Saint-Gobain**

Saint-Gobain products insulate half of all the homes in Europe.

The company has equipped 80 capitals and more than 1,000 major cities across the world with ductile iron water pipes.

One in every two cars uses glass manufactured by Saint-Gobain.

The company was founded in 1665 to deliver the world's first industrial scale glass for the Hall of Mirrors at Versailles, France.

Among the landmark buildings its materials have been used in are London's St Pancras International station, 30 St Mary's Axe (known as The Gherkin) and the Emirates Stadium.

1985	1990	1996	2000	2005	2009
Saint-Gobain enters the UK and Ireland market by acquiring Stanton from British Steel, now known as Saint-Gobain PAM UK.	The company buys Solaglas and builds its presence in the high-performance glass sectors.	A General Delegation is formed to serve the needs of the UK and Ireland markets.	Meyer International is bought for £1.4 billion, now known as Saint-Gobain Building Distribution it is the UK's leading builder's merchant and owner of Jewson and Graham merchant chains.	Saint-Gobain Gypsum division is formed with the acquisition of BPB Group, which adds 12,500 people and 130 sites to the Group globally.	UK and Ireland continues to grow, employing 17,000 people across 1,000 sites.