

9-MONTH SALES AND OUTLOOK

H1 2021 RESULTS

STRATEGY



HIGHLIGHTS

- Sequential acceleration in organic growth: +13,3% in Q3 2021 versus Q3 2019, confirming the good momentum in underlying markets, with volumes up 3.6%
- >> The Group is confident that it will be able to offset raw material and energy cost inflation over full-year 2021 given the sharp 8.7% acceleration in prices in Q3 2021 versus Q3 2020
- >> Ongoing optimization of the Group's growth and profitability profile¹:
 - Acquisitions signed contributing around €850 million to full-year sales (including Chryso)
 - >> Divestments representing around €1,850 million in full-year sales
- Annual targets confirmed: a very strong increase in operating income over full-year 2021 to a new all-time high, with like-for-like operating income in second-half 2021 close to the previous record of second-half 2020
- >> Launch of the "Grow & Impact" plan at the Capital Markets Day on October 6, 2021: strong commitment from teams to accelerate profitable growth and maximize the Group's positive impact in the fight against climate change
 - Since the beginning of 2021



DYNAMIC ORGANIC GROWTH IN Q3 2021



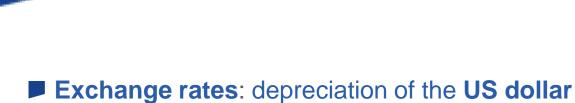


- Exchange rates: less depreciation of the US dollar and appreciation of the British pound and Nordic Krona
- Structure: continued optimization of Group profile with disposals in Distribution (Lapeyre, Netherlands, Spain, Graham) and Pipe in China



DYNAMIC ORGANIC GROWTH FOR FIRST NINE MONTHS 2021



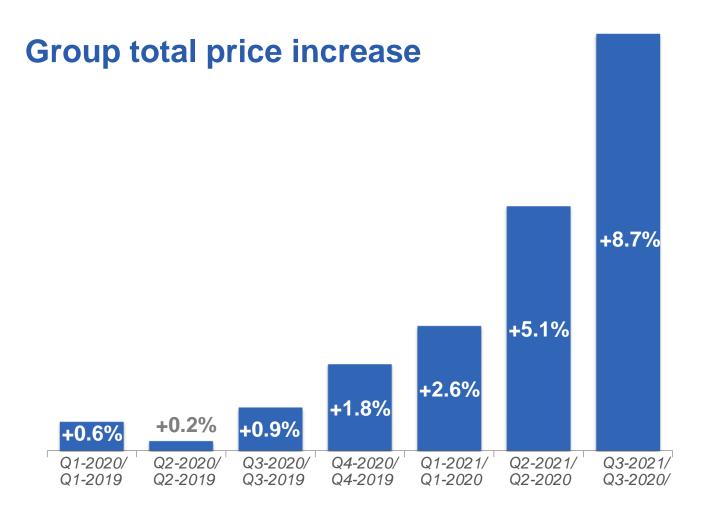


and the Brazilian real

■ Structure: continued optimization of Group profile with disposals in Distribution (Lapeyre, Netherlands, Spain, Graham) and Pipe in China



ACCELERATION OF PRICE INCREASES IN A FAR MORE INFLATIONARY ENVIRONMENT



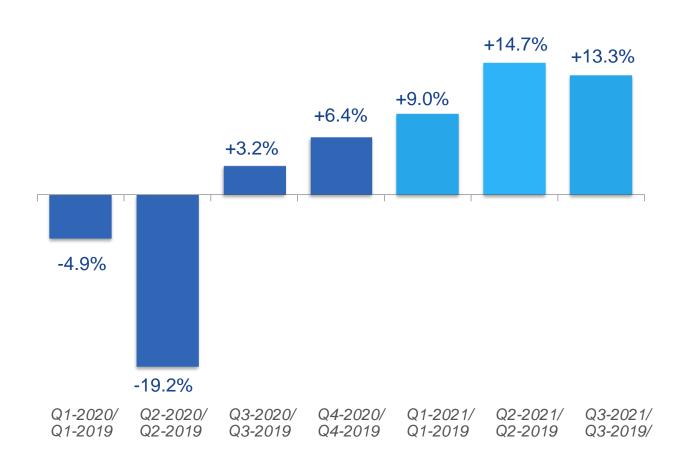
Inflation in raw material and energy costs of ~€1.5bn now expected for the full year, versus previous estimate of €1.1bn in July 2021

■ Confidence in ability to offset raw material and energy cost inflation over full-year 2021



SEQUENTIAL ORGANIC GROWTH VERSUS 2019

Quarterly organic growth vs 2019



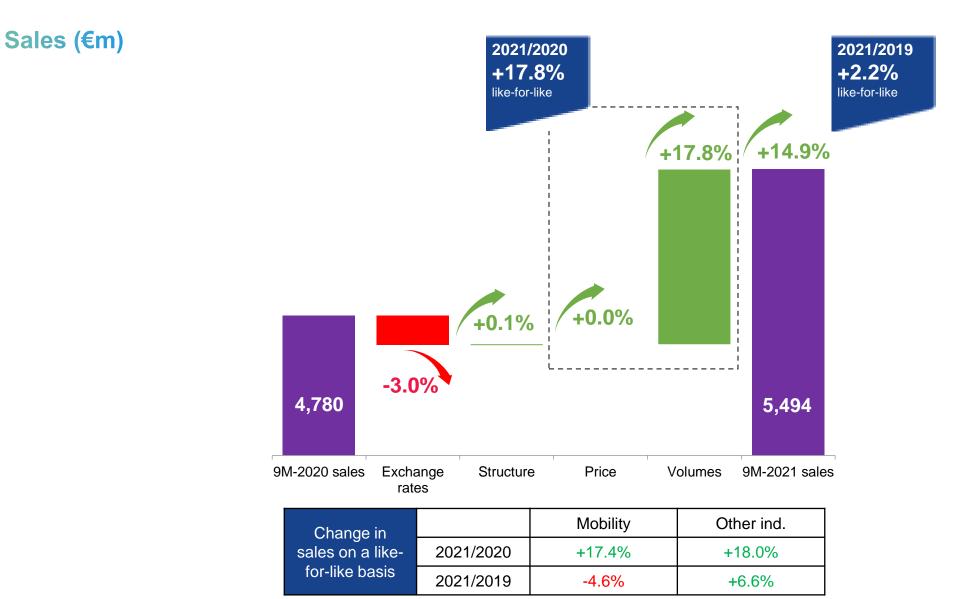
1. +9.0% in Q1, o/w volumes +5.8%

► +14.7% in Q2, o/w volumes +9.4% with a positive +3% calendar impact

► +13.3% in Q3, o/w volumes +3.6% with a negative -0.5% calendar impact



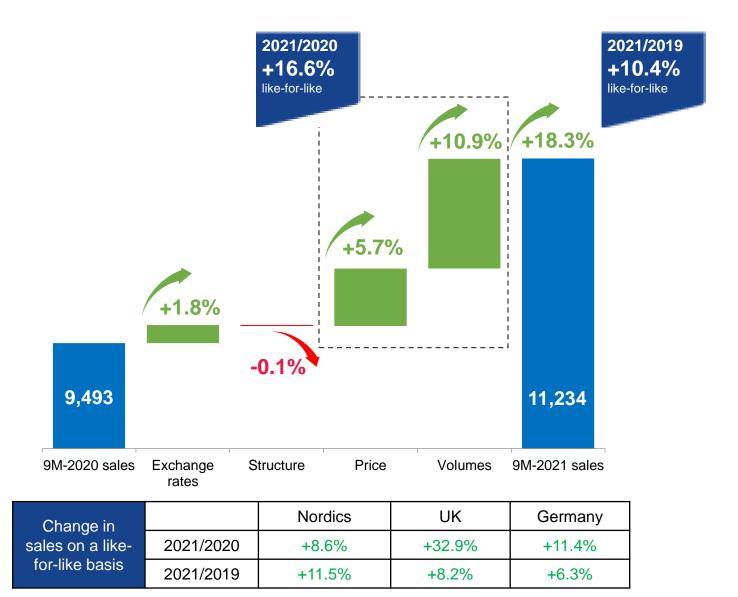
HIGH PERFORMANCE SOLUTIONS: SALES GROWTH





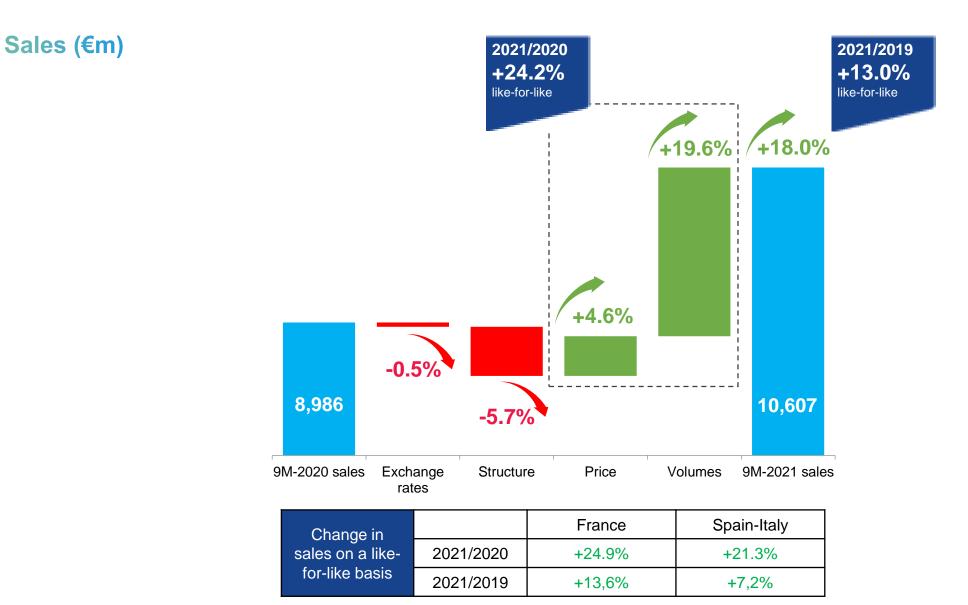
NORTHERN EUROPE: SHARP ACCELERATION IN PRICE INCREASES





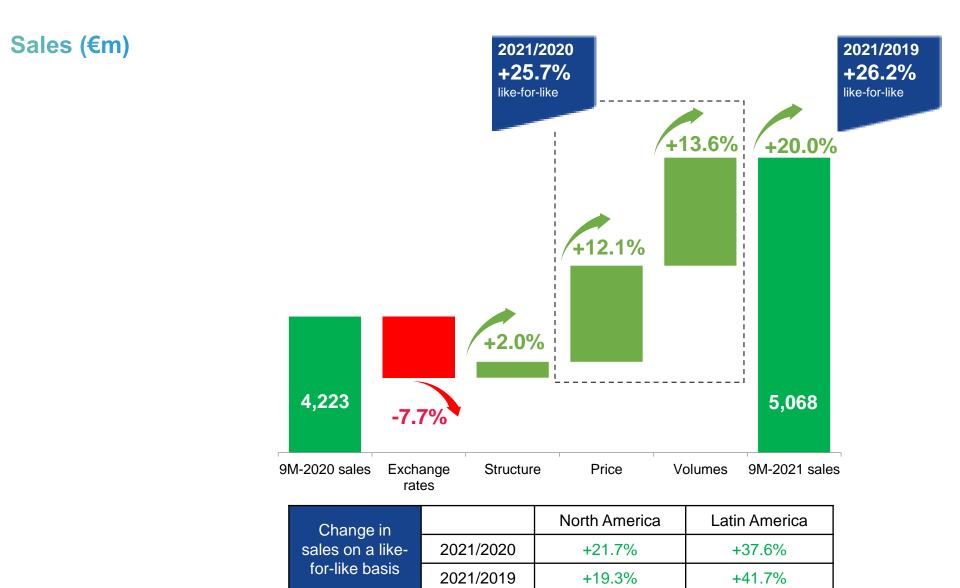


SOUTHERN EUROPE - MIDDLE EAST & AFRICA: STRONG SALES GROWTH



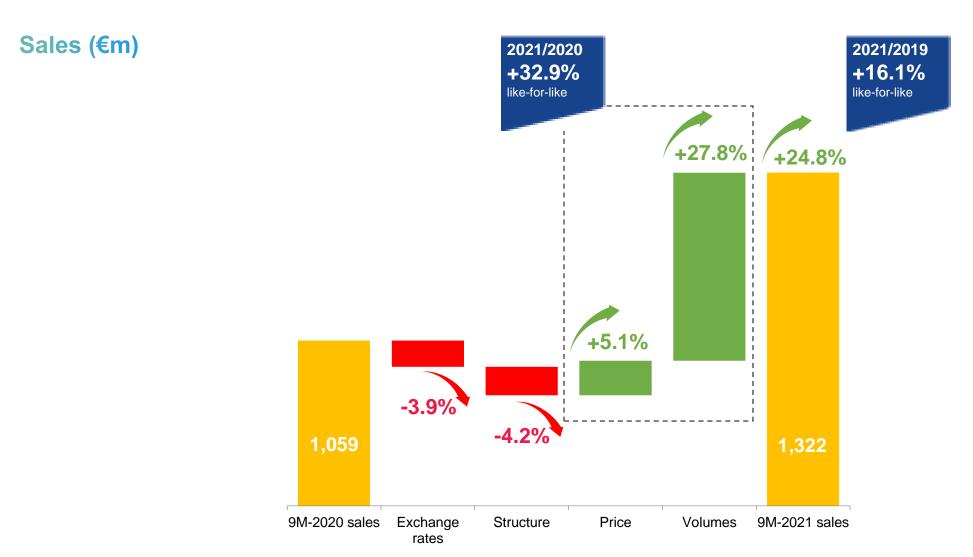


AMERICAS: STRONG SALES GROWTH





ASIA-PACIFIC: STRONG SALES GROWTH





STRATEGIC PRIORITIES

- Accelerate the Group's growth and impact:
 - Outperformance versus the market thanks to an agile organization focused on its customers in each country and end market
 - A range of integrated, differentiated and innovative solutions to decarbonize construction
 - Acceleration of ESG initiatives with the deployment of our 2030 roadmap towards carbon neutrality in 2050
 - Continued optimization of the Group's profile (divestments and acquisitions) and integration of Chryso, a leading global player in construction chemicals
- Continue its initiatives focused on profitability and performance: maintain robust margins and strong free cash flow generation
 - Constant focus on the price-cost spread amid strong inflation in raw material and energy costs
 - Reduction in costs as part of post-coronavirus adaptation measures
 - Reinforcement of the operational excellence program
 - Maintaining the structural improvement in operating working capital requirement
 - **Capital expenditure** of around €1.5 billion and ongoing digital transformation
 - Continued reduction in non-operating costs



2021 OUTLOOK

- High Performance Solutions: supportive industrial markets, excluding the contraction of the automotive market in Europe in particular; businesses related to customer investment should rally steadily, although they are expected to remain down on the good level recorded in 2018
- Europe: continued sales outperformance on a dynamic renovation market, albeit with a high comparison basis for December, with trade professionals having worked over the 2020 Christmas and New Year period
- Americas: market growth, particularly residential construction, in both North and Latin America
- Asia-Pacific: market growth with continued good momentum in China and India, but with the situation still affected by health-related disruptions in South-East Asia

For full-year 2021, the Group is targeting a very strong increase in operating income to a new all-time high, with like-for-like operating income in second-half 2021 close to the previous record of second-half 2020





9-MONTH SALES AND OUTLOOK

H1 2021 RESULTS

A. GROUP

B. SEGMENTS

STRATEGY



H1 2021 HIGHLIGHTS: NEW RECORDS FOR ALL PERFORMANCE INDICATORS

- >> +11.9% in organic growth versus H1 2019 and +27.4% versus H1 2020:
 - >> +7.6% in volumes on H1 2019
 - >> +4.3% in prices on H1 2019 (+3.9% on H1 2020)
- >> +53% in like-for-like operating income versus H1 2019 to €2,376m
- **10.7% operating margin** in H1 2021 versus 7.6% in H1 2019
- **>> +34% EBITDA** on H1 2019 to **€3,248m** and EBITDA margin at 14.7%
- >> +60% in recurring net income on H1 2019 to €1,506m
- **>> +47% in free cash flow** on H1 2020 to **€2,461m**, with a conversion ratio of 84%

Exceptional mobilization of all Saint-Gobain teams













SUCCESS OF "TRANSFORM & GROW": THE GROUP IS ON A NEW LONG-TERM TRAJECTORY

Enhanced growth and profitability profile:

- Divestment of under-performing assets: €5.3bn in sales, ~2% in EBITDA margin
- Acquisition of fast-growing and profitable assets: ~€1.5bn in sales,
 ~20% in EBITDA margin

Agile, collaborative and efficient organization:

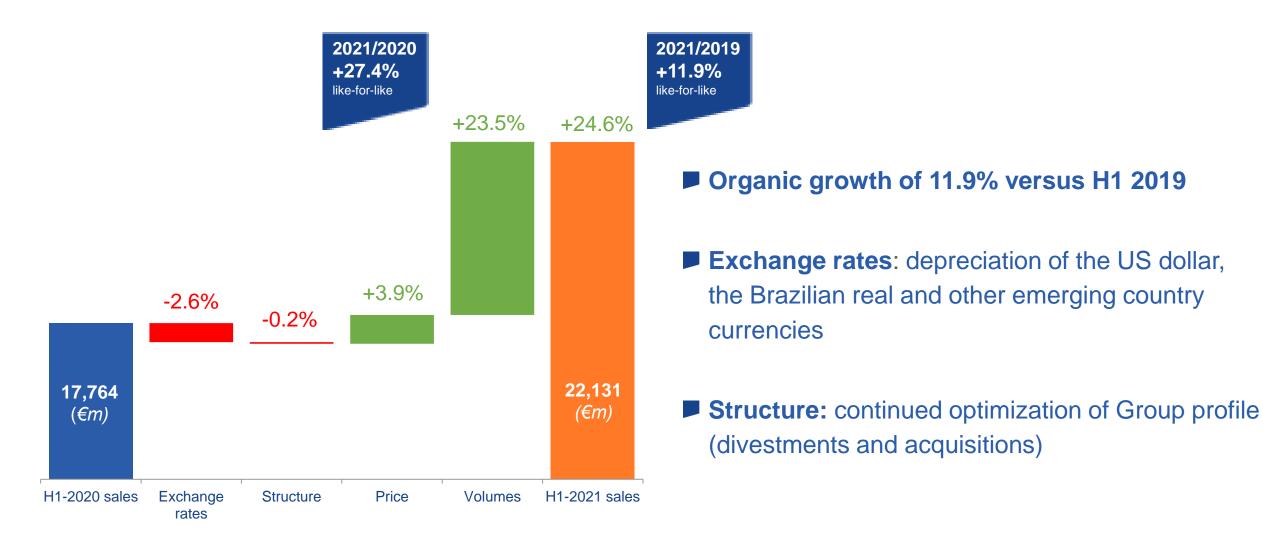
- Dedicated teams empowered at country level
- Numerous synergies benefiting customers via integrated, differentiated solutions

"Transform & Grow"
objectives significantly
exceeded, with the
operating margin at 10.4%
over the last 12 months
(versus a target of >100 bps
compared to the 7.7% of 2018)

ENHANCED GROWTH AND PROFITABILITY PROFILE DRIVEN BY DECARBONIZATION SOLUTIONS



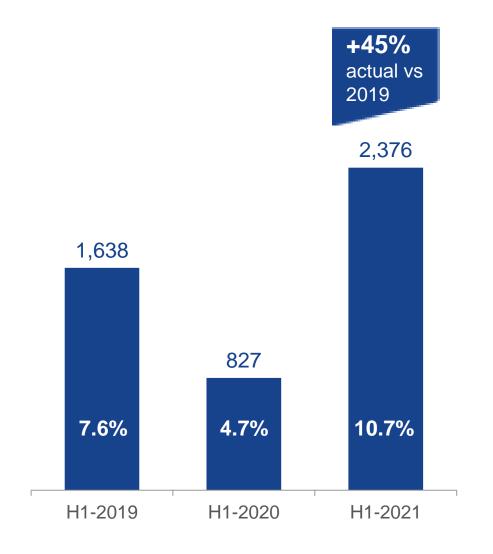
RECORD ORGANIC GROWTH IN H1





RECORD OPERATING INCOME IN H1 2021, UP 53% LIKE-FOR-LIKE VERSUS H1 2019

(Operating income in €m and margin in %)



- **Strong leverage effect** from sales volumes
- **Positive price-cost spread** ~ +€125m versus H1 2020
- Additional savings of €100m in H1 2021 to lower the break-even point of certain activities impacted by the coronavirus, in addition to €50m in H2 2020
- Reinforcement of the operational excellence program
- Low level of overheads thanks to discretionary savings
- Positive structural impact of "Transform & Grow"



THE "TRANSFORM & GROW" OBJECTIVE OF A 100 BPS MARGIN IMPROVEMENT HAS BEEN ACHIEVED EARLIER THAN EXPECTED AND SIGNIFICANTLY EXCEEDED

Change in operating margin

2018	7.7%	
Portfolio	+60 bps	Divestment of under-performing assets, acquisition of fast-growing and profitable assets
Cost structure	+60 bps	T&G cost savings
Volumes & mix	+60 bps	Volume growth, High Performance Solutions mix effect, currency effect
Normalized last 12 months (at end-June 2021)	9.5%	
Exceptional	+90 bps	Price/cost spread, discretionary savings, post-coronavirus volume catch-up effects
Published last 12 months (at end-June 2021)	10.4%	Operating margin at 10.0% in H2 2020 and 10.7% in H1 2021



RECORD BUSINESS INCOME AND EBITDA

€m	H1-2019	H1-2020	H1-2021	H1-2021/ H1-2020	H1-2021/ H1-2019
Operating income	1,638	827	2,376	+187%	+45.1%
Non-operating costs	(168)	(142)	(82)		
Disposal gains (losses) and impacts resulting from changes in Group structure	(16)	(22)	(53)		
Asset write-downs and other	(201)	(712)	(97)		
Business income	1,253	(49)	2,144	n.s.	+71.1%

Operating income	1,638	827	2,376	+187%	+45.1%
Operating depreciation and amortization	947	950	954		
Non-operating costs	(168)	(142)	(82)		
EBITDA	2,417	1,635	3,248	+98.7%	+34.4%
EBITDA margin (as a % of sales)	11.2%	9.2%	14.7%	+550 bps	+350 bps

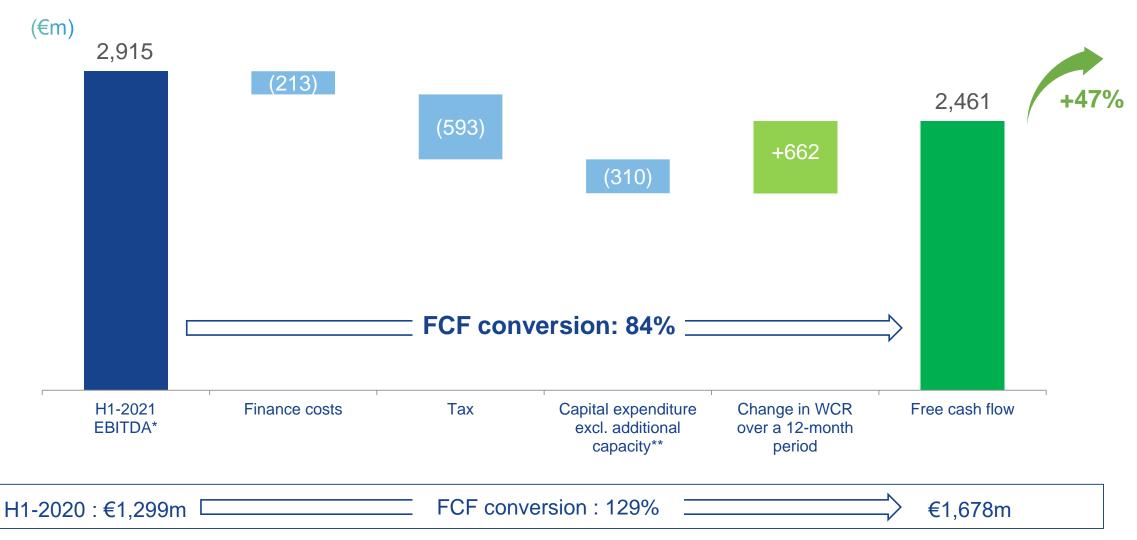


RECORD RECURRING NET INCOME AND RECURRING EPS

€m	H1-2019	H1-2020	H1-2021	H1-2021/ H1-2020	H1-2021/ H1-2019
Business income	1,253	(49)	2,144	n.s.	+71.1%
Net financial expense	(250)	(234)	(213)		
Average cost of gross debt (at June 30)	2.2%	2.0%	2.0%		
Dividends received from investments	28	34	0		
Income tax	(318)	(183)	(593)		
Net attributable income	689	(434)	1,298		
Recurring net income	944	272	1,506	n.s.	+59.5%
Half-year recurring EPS (€)	1.74	0.51	2.85	n.s.	+63.8%



RECORD FREE CASH FLOW OF €2.5bn, UP 47%



^{*} EBITDA less depreciation of right-of-use assets: €3,248m - €333m = €2,915m (versus €1,299m in H1-2020)



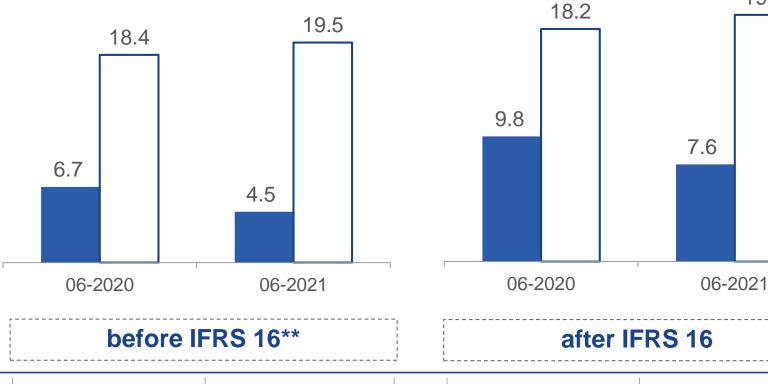
^{**} Capital expenditure = €431m, including €121m in additional capacity investments linked to organic growth

DECREASE IN NET DEBT

(€bn)



Rating: BBB/Baa2



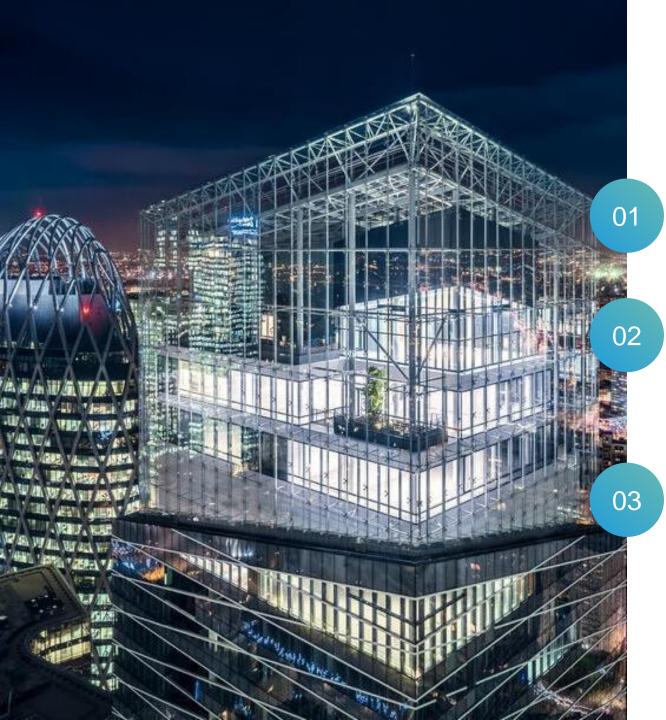
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Net debt/shareholders' equity	36%	23%		54%	39%	
Net debt/EBITDA*	2.0	0.9		2.4	1.3	



19.3

^{*} EBITDA over a 12-month period

^{**} before IFRS 16: estimates



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H1 2021 RESULTS

A. GROUP

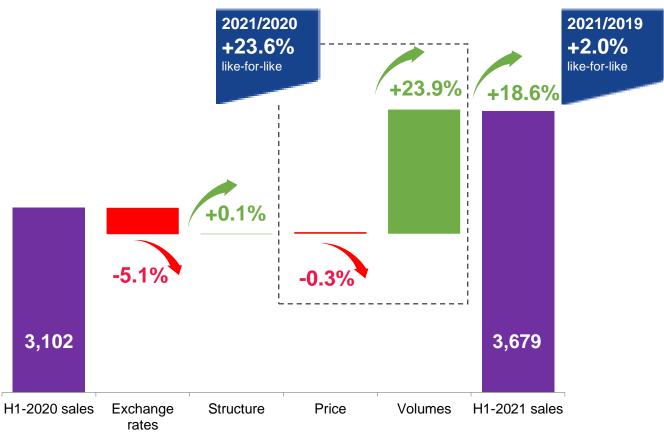
B. SEGMENTS

STRATEGY

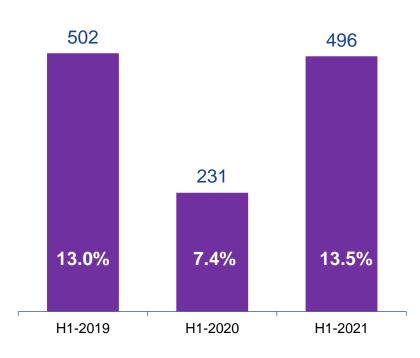


HIGH PERFORMANCE SOLUTIONS: SLIGHT GROWTH IN SALES VERSUS H1 2019 AND SEQUENTIAL MARGIN IMPROVEMENT





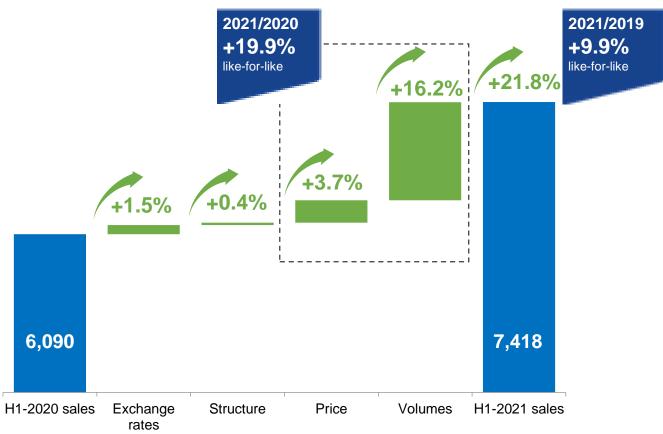
Change in		Mobility	Other ind.
sales on a like- for-like basis	2021/2020	+31.2%	+19.3%
	2021/2019	-3.3%	+5.5%



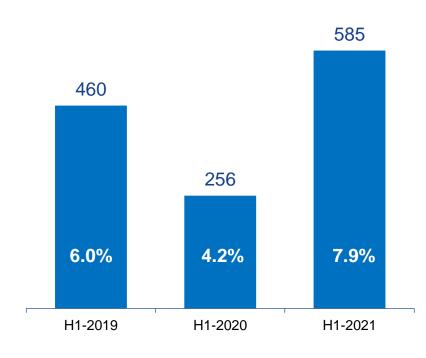


NORTHERN EUROPE: GROWTH IN SALES DRIVEN BY RENOVATION AND A GOOD MARGIN LEVEL





Change in		Nordics	UK	Germany
sales on a like- for-like basis	2021/2020	+7.8%	+46.7%	+14.3%
	2021/2019	+11.8%	+6.2%	+6.8%

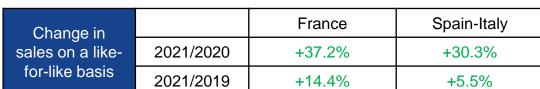


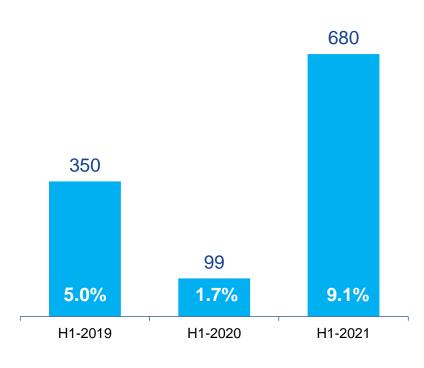


SOUTHERN EUROPE - MIDDLE EAST & AFRICA: STRONG SALES MOMENTUM IN THE RENOVATION MARKET AND RECORD MARGIN



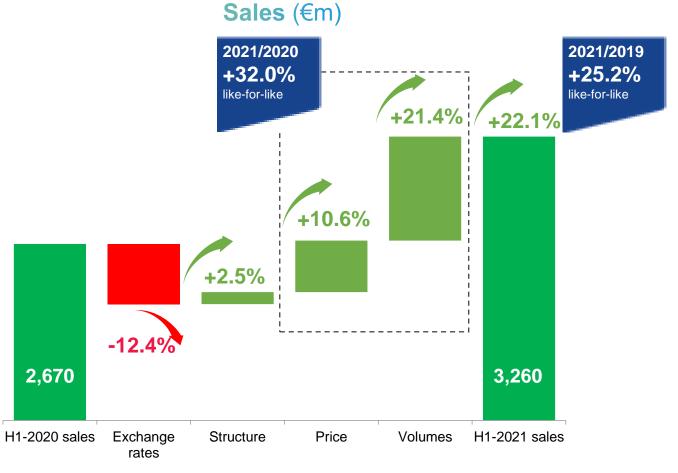








AMERICAS: SHARP GROWTH IN SALES AND RECORD MARGIN

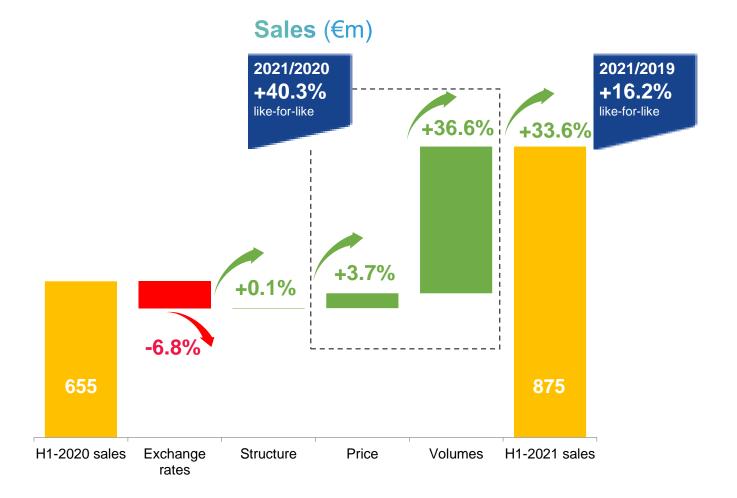


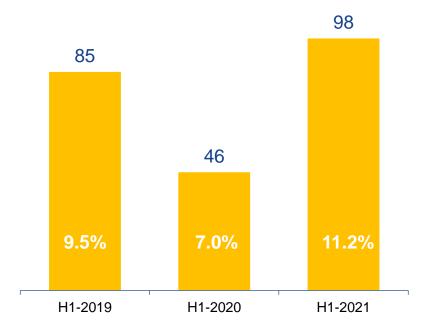
Change in		North America	Latin America
sales on a like- for-like basis	2021/2020	+26.1%	+50.1%
	2021/2019	+19.9%	+37.1%



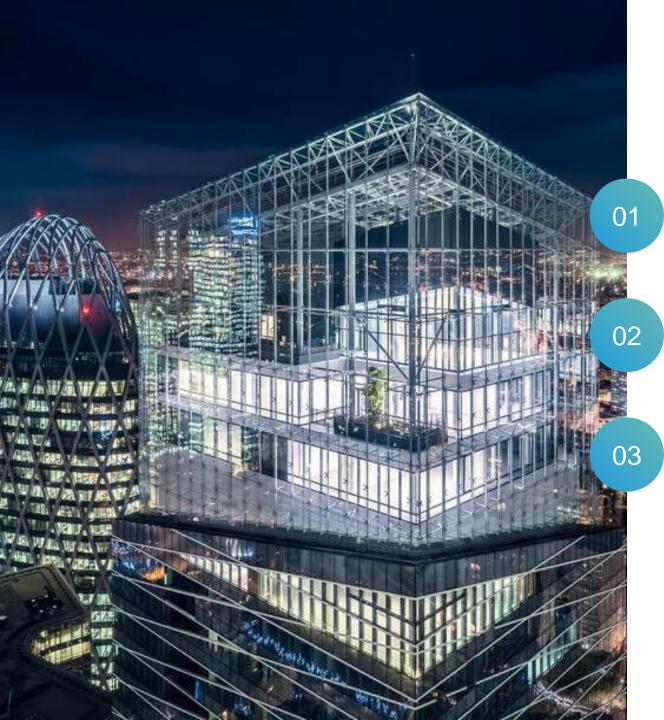


ASIA-PACIFIC: STRONG SALES AND MARGIN GROWTH









9-MONTH SALES AND OUTLOOK

H1 2021 RESULTS

STRATEGY



SAINT-GOBAIN LEVERAGED STRONG TAILWINDS IN H1 2021...



Acceleration on growth markets



Renovation in **Europe**



New build in the US



Urbanization in emerging countries

+7.6%

in volume H1 2021 vs. H1 2019



Unmatched solutions offering







~70%

of Group sales in sustainable solutions¹

1. Sustainable solutions contribute to energy and environmental transition or to final users' and installers' well-being and comfort



...WITH BEST-IN-CLASS EXECUTION...



Agile organization

Constant focus on price/cost spread

Supply chain optimization for raw materials availability





Customer satisfaction



Award-winning customer service in Vietnam in 2021



Operational excellence





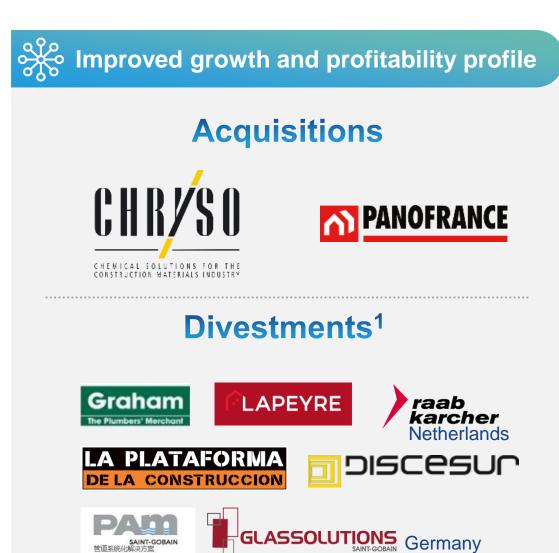




- 1. €150m savings over the last 12 months until end of June 2021, as part of post-coronavirus adaptation measures to lower the break-even point of certain businesses
- H1 2021 Distribution France customer NPS: Net Promoter Score



...WHILE SHAPING OUR FUTURE GROWTH...





Innovative & digital solutions





Patented cement-free mortar solution²



Dedicated solution for timber frame buildings



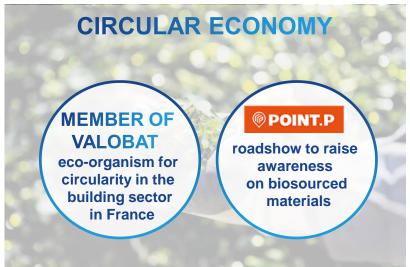


In E-commerce sales in the Nordics >30% of sales³

- 1. Deals signed or closed in H1 2021
- 2. H1 2021 vs. H1 2019 in France
- 3. Dahl Nordics (Norway, Sweden, Denmark) in H1 2021

... AND ROLLING OUT OUR ESG ROADMAP













- 1. For employees suffering hardship
- , 2. HICE: Health Indicator for Occupational Exposure
- 3. Wherever permitted by health authorities

SAINT-GOBAIN IS AT THE HEART OF GLOBAL CHALLENGES

70%

of the global economy committed to carbon neutrality

UN December 2020

X3

increase in resource consumption in the last 50 years

+2bn

urban population in emerging markets

By 2050, UN projections 2015-2050

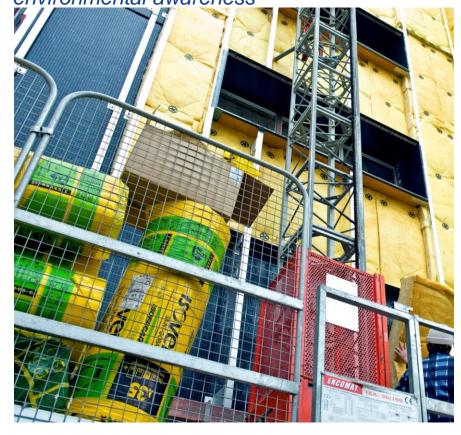
MAKING THE WORLD A BETTER HOME



OUR SOLUTIONS REDUCE CO₂ EMISSIONS IN CONSTRUCTION

ENERGY-EFFICIENT RENOVATION

Supported by stimulus packages and raise in environmental awareness



CHALLENGE

-55%

greenhouse gas emissions by 2030 in European Union

Compared to 1990

OUR ACTIONS



Pre.formance

Energy performance improvement in Germany with 2-D offsite: 50% reduction in CO₂ emissions vs. traditional homes



Renov'up

Program launched in association with start-ups and SMEs in France to accelerate innovative solutions for building renovation

~50% Group sales in renovation market



OUR SOLUTIONS ARE RESOURCE-EFFICIENT

RESOURCE EFFICIENCY

Supported by light construction & circular economy



CHALLENGE



x3

increase in natural resources consumption

1970-2017 consumption increase vs. x2 population increase

OUR ACTIONS



Glass wool recycling

Insulation material recycling service



Kitting solutions for light construction

Plasterboards, metal framing and accessories to reduce on-site waste and improve productivity

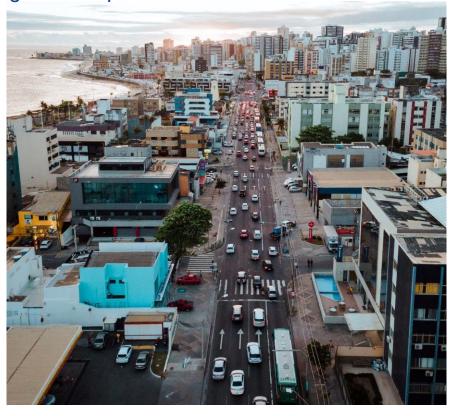
~40% Group sales in light construction



OUR SOLUTIONS SUPPORT EMERGING COUNTRIES GROWTH

URBANIZATION IN EMERGING COUNTRIES

Supported by Saint-Gobain's solutions & global footprint



CHALLENGE



+2bn

urban population in emerging countries

Urban inhabitants in emerging countries by 2050 - UN projections 2015-2050

OUR ACTIONS



+90% growth in Saint-Gobain's EV sales (17-21 CAGR)

~20% of Saint-Gobain Mobility sales on EV market by end-2021



Prioritize plant openings in emerging countries

~20% Group sales in emerging countries



OUR SOLUTIONS HELP DECARBONIZE INDUSTRIAL PROCESSES

INDUSTRY DECARBONIZATION

Supported by Saint-Gobain's solutions & global footprint



CHALLENGE



30%

Share of manufacturing industry emissions out of total CO₂ emissions¹

OUR ACTIONS



Bioprocessing solutions

Recyclable single-use systems to avoid water & chemicals usage



Refractories for glass furnaces

25% reduction in greenhouse gas thanks to design improvements and cruciform use

Targeting net zero carbon by 2050



AN EXPERIENCED AND DIVERSE MANAGEMENT TEAM EMPOWERED TO DRIVE RESULTS









% women





Cordula GUDDUSCHAT

Anne HARDY Innovation

Benoit d'IRIBARNE



Industrial Performance



David MOLHO High Performance Solutions



Benoit BAZIN Chief Executive Officer



SREEDHAR N. **Chief Financial Officer**



% international members



Claire PEDINI **Human Resources & ESG**



Laurence PERNOT Communications



Mark RAYFIELD North America



average years of experience in Saint-Gobain



Ursula SORITSCH-RENIER Chief Digital Officer



Maud THUAUDET Strategy



Antoine VIGNIAL Corporate Secretary



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This presentation contains forward-looking statements with respect to Saint-Gobain's financial condition, results, business, strategy, plans and outlook. Forward-looking statements are generally identified by the use of the words "expect", "anticipate", "believe", "intend", "estimate", "plan" and similar expressions. Although Saint-Gobain believes that the expectations reflected in such forward-looking statements are based on reasonable assumptions as at the time of publishing this document, investors are cautioned that these statements are not guarantees of its future performance. Actual results may differ materially from the forward-looking statements as a result of a number of known and unknown risks, uncertainties and other factors, many of which are difficult to predict and are generally beyond the control of Saint-Gobain, including but not limited to the risks described in the "Risk Factors" section of Saint-Gobain's Universal Registration Document available on its website (www.saint-gobain.com). Accordingly, readers of this document are cautioned against relying on these forward-looking statements. These forward-looking statements are made as of the date of this document. Saint-Gobain disclaims any intention or obligation to complete, update or revise these forward-looking statements, whether as a result of new information, future events or otherwise. This presentation does not constitute any offer to purchase or exchange, nor any solicitation of an offer to sell or exchange securities of Saint-Gobain. No representation or warranty, express or implied, is made by Saint-Gobain or its managers, corporate officers, employees, contractors, representatives or advisors as to the accuracy or completeness of the information or opinions contained in this presentation.





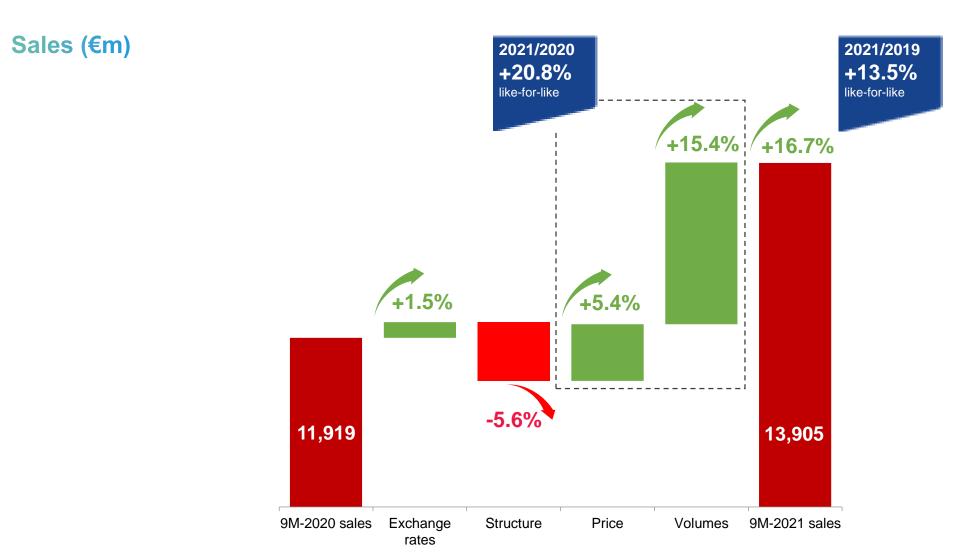
APPENDICES



H1 2021 KEY FIGURES

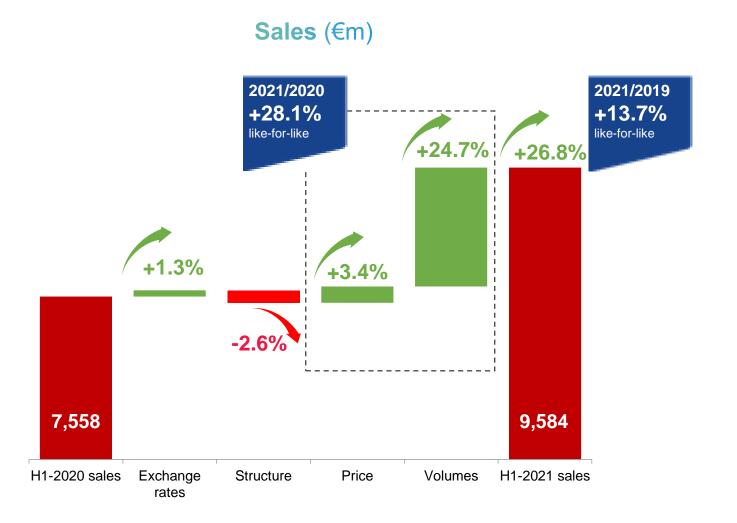
		change/ actual	H1-2020 like-for-like	change/H1-2019 actual like-for-like	
Sales	€22.1bn	+24.6%	+27.4%	+2.1%	+11.9%
Operating income	€2,376m	+187%	+193%	+45.1%	+52.7%
Operating margin	10.7%	+600 bps		+310 bps	
EBITDA	€3,248m	x 2		+34.4%	
EBITDA margin	14.7%	+550 bps		+350 bps	
Recurring net income	€1,506m	x 5.5		+59.5%	
Free cash flow	€2,461m	+46.7%		x 3.6	

BUILDING DISTRIBUTION EUROPE: 9-MONTH 2021 SALES

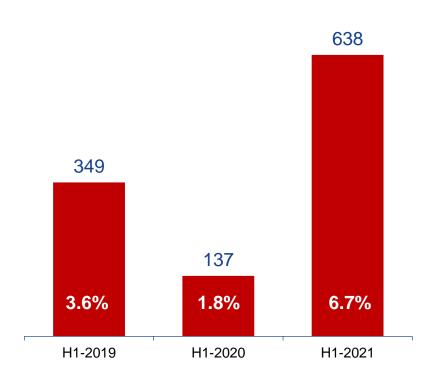




BUILDING DISTRIBUTION EUROPE: RECORD MARGIN AT 6.7% IN H1 2021



Operating income (€m) and margin (%)

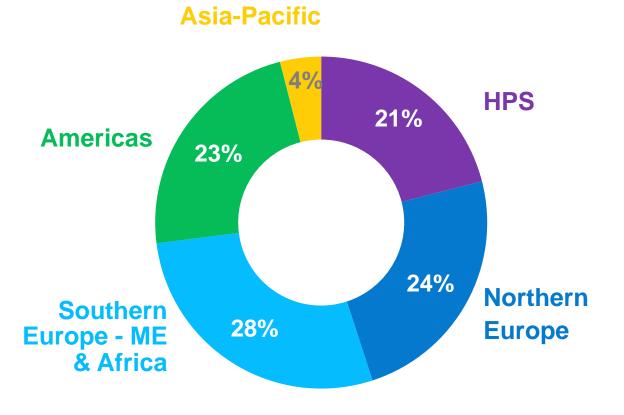


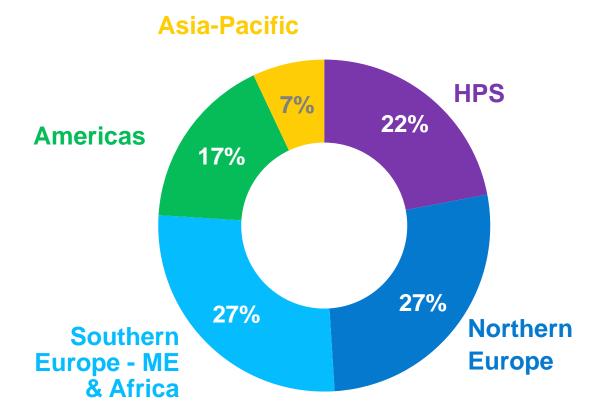


OPERATING INCOME AND INDUSTRIAL ASSETS BY SEGMENT







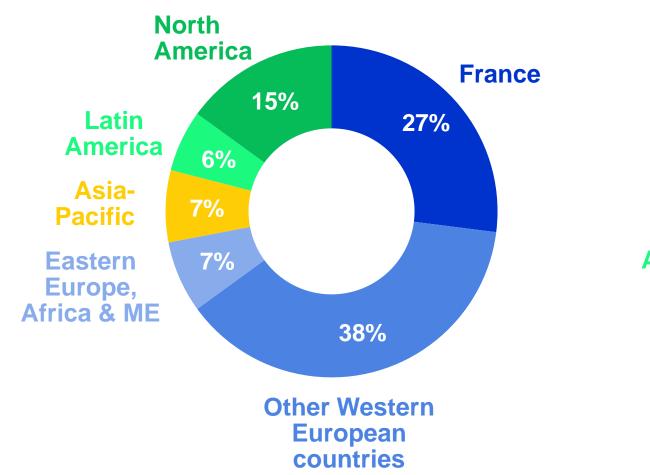


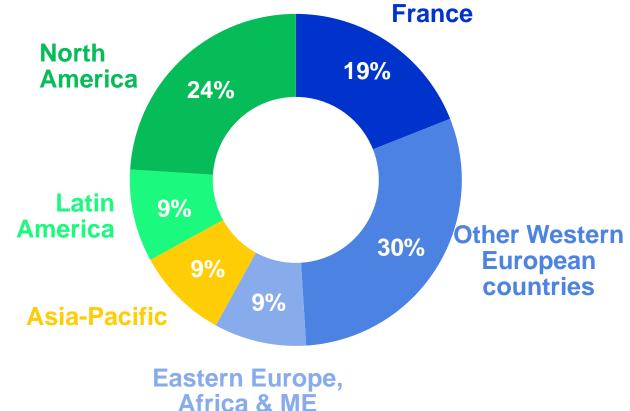


GROUP SALES AND OPERATING INCOME BY GEOGRAPHIC AREA



H1 2021 Operating income





OUR GROWTH STRATEGY: ROLL OUT SAINT-GOBAIN SOLUTIONS







DESIGN

BIM

PRODUCE

DISTRIBUTE

Saint-Gobain is present throughout the value chain

Co-development

Industrial partnerships

Building science

Consulting and logistics

Off-site manufacturing

cs Intermediation

Training

Recycling









CLIENY

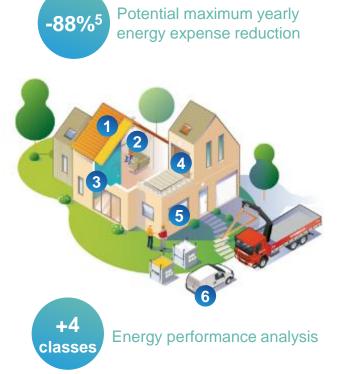
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OUR END-TO-END SOLUTIONS FOR ENERGY RENOVATION, DIGITALLY ENABLED



Energy-efficient renovation of a single-family house in France

100% solutions manufactured or distributed by Saint-Gobain





Mechanical ventilation



Glass wool, wood fiber



External thermal insulation composite systems (ETICS)



Double-glazed windows



Heat pump, thermodynamic boiler, water radiators





Intermediation with end customer

Saint-Gobain, the one-stop-shop for sustainable and light construction



TRUSTED END-TO-END SOLUTIONS FOR NON-RESIDENTIAL BUILDINGS

Renovation of a hospital

100% solutions manufactured or distributed by Saint-Gobain



Expected increase in people over 60 by 2050¹



Avg EIB investment in healthcare infrastructure and innovation³



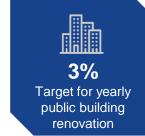
340kWh

Average yearly electricity use /m² in a hospital in the US5



2/3 Share of world population in urban areas by 2050²

+3.6% Expected 5y growth in surgeries performed⁴





Energy consumption

Example of Montfermeil renovation in France - also includes savings enabled by consumption monitoring through captors



-11%⁶ Potential reduction in length of patient stays





Air quality











Health, shock resilience and acoustic performance: partitions, ceilings, and X-ray plasterboards







Visual and thermal





Upstream project assistance: prescription, BIM

Saint-Gobain, the one-stop-shop for sustainability & performance



SOLUTIONS ENABLING SUSTAINABLE MOBILITY













Saint-Gobain electric mobility solutions



Well-being & energy savings

- 1 SEKURIT Lightweight glazing
- Tinted glass & repair
- Thermal & acoustic insulation

Performance & energy savings

- 4 NORGLIDE Tolerance rings
- 5 NORSEAL Films & battery separators

Well-being & energy savings

- 1 SEKURIT Climacoat heated windshield
- Thermal insulation
- Micaver electrical insulation

Performance solutions to consume less energy per kilometer



END MARKETS*

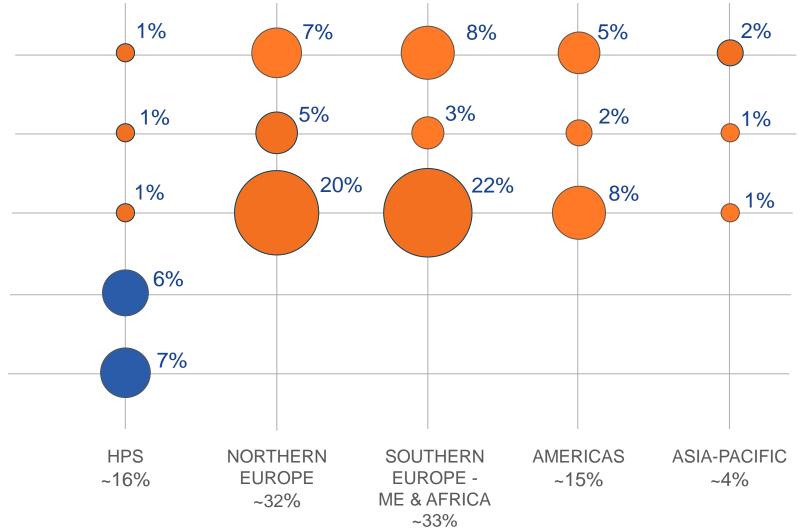
NEW RESIDENTIAL CONSTRUCTION 23%

NEW NON-RESIDENTIAL CONSTRUCTION 12%

RENOVATION / INFRAST. 52%**

MOBILITY 6%

OTHER INDUSTRIES 7%





^{*} Saint-Gobain estimated end markets

^{**} Renovation 46% & Infrastructure 6%

SAINT-GOBAIN, AN ESG LEADER

	Theme	Saint-Gobain indicators	2019	2020
	CLIMATE	CO ₂ emissions (Mt) – scope 1+2	10.8	10.4
	11 11 11 11 11 11 11 11 11 11 11 11 11	CO ₂ eq avoided emissions thanks to our insulation solutions sold in 1 year (Mt)		1,200*
E	ENERGY 13 WH	kgCO ₂ /€ sales	0.25	0.27
		Renewable electricity contribution as part of electricity consumption (%)	18.2%	18.9%
	WATER 12 HARDEN	Industrial water withdrawal (M of m³)	48.9	45.4
	CIRCULAR ECONOMY CO	Avoided virgin raw materials (Mt)	8.5	10.1
	HEALTH & SAFETY	Group accident frequency rate (TRAR)		1.8
	DIVERSITY 5 THE 10 THEFT C	(employees, temporary workers and permanent subcontractors)	2.2	
		Share of women managers among managers (%)	24.2%	25.3%
		Share of women on Group Executive Committee (%)		25%
S	ENGAGEMENT	Satisfaction survey:		
	& TALENT DEVELOPMENT	Employees responding (% total)	74%	78%
	4 00000 8 00 00000 G 000000 10 00000 (\$\frac{1}{4}\$)	Engagement index score	79	82
		 Employees feel adequately trained to do their work (% respondents) 	87%	88%
	SOCIAL PROTECTION	"CARE by Saint-Gobain" social protection program coverage (% employees):	İ	
	3 ==== -₩•	 Parental pillar (14 weeks maternity leave on full salary and a minimum of 3 days leave on full salary for the spouse after the birth or adoption of a child) 		100%
		% of new managers trained to our Principles of Conduct and Action in their first		
	ETHICS & COMPLIANCE	year	93%	97%
G	DIVERSITY 👸	Share of women on Board (%)	45%	45%
	BOARD STRUCTURE	Share of independent directors on Board (%)	73%	82%
	MANAGEMENT INCENTIVES	% ESG criteria in long-term incentive plans	15%	20%
	GROUP SAVINGS PLAN	Proportion of shares held by Group employees' savings plan (%)	8.7%	9.1%