

Q1 2017
SALES

€9,937m

+7.6%

like-for-like



“The first quarter saw robust trading. The good momentum in sales volumes observed in 2016 continued at the start of the year in all Business Sectors and regions. France benefited from the recovery in new-build activity, while other Western European countries delivered further growth. North America and emerging markets had a good start to the year. The Group continued to pursue its priorities, focusing particularly on sales prices amid a more inflationary backdrop. We confirm our target of a further like-for-like increase in operating income for the full year 2017.”

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

LETTER TO SHAREHOLDERS

MAY 2017

No.82

FOCUS...

MASSIVE RENOVATION FOR
THE SUPER-MONTPARNASSE TOWER
P.2

DIGITAL...

I PHYZ GOOD!
EDUCATIONAL VIDEOS DEALING
WITH COMFORT
P.4

INNOVATION...

SMART MIRROR AND
WEBER SERVICES
P.5



**2017 Annual
General Meeting**

PAGE 6

**Shareholder's agenda
in second-half 2017**

PAGE 7

MASSIVE RENOVATION FOR THE SUPER-MONTPARNASSE TOWER



Built at a time when energy issues were less crucial, Super-Montparnasse Tower in the heart of Paris, a victim of its poor insulation, was running up high energy costs. The aim of the renovation was to remedy this problem without undermining the building's architectural integrity. Customized solutions were developed and implemented by Saint-Gobain ISOVER.

In Paris, Saint-Gobain ISOVER has completed the insulation upgrade of the Super-Montparnasse residential tower whose vitreous paste sheathing was disintegrating and required cleaning. The aim: to achieve better energy performance without altering the tower's external appearance. This huge operation gained the "Sustainable Renovation" Grand Prize at the

Green Building Solutions Awards in 2016, an international competition run by the Construction21 network, and the judges "Worksite" Grand Prize at the 2016 Construction Awards in France.

NON-EXISTANT INSULATION

To remedy the lack of any thermal insulation, which was causing high energy bills, the solution adopted

was to install external insulation, change the single-glazing windows with aluminum frame windows with argon double-glazing and thermal breaks, and install an efficient ventilation system with energy-efficient motors. The aim was to achieve better energy efficiency (halve energy expenditure over 50 years) and the "BBC Rénovation" low-energy consumption label while respecting the tower's architectural integrity. The architectural firm Pèlerin et Lair & Roynette was awarded the contract for the energy upgrade project, which was developed using a BIM system* to ensure optimum design and installation.

PAINSTAKING WORK

Saint-Gobain ISOVER performed painstaking work in order to protect the integrity of the tower's architecture that had been designed by "Prix de Rome" laureate Bernard Zehrfuss, and to achieve the desired level of energy efficiency. The glass wool insulation Isofaçade 32R underneath ventilated cladding was selected for its low thickness as a ratio of its performance. Isover TF 36 mineral wool insulation was also used in the enclosed balconies to provide the openings with a maximum glazed window area, while at the same time maximizing the thermal performance. Aluminum sheet cladding in three colors was then added to comply with the original color scheme: off-white,

pale grey and black. Non-corrosive and requiring very little maintenance, it will ensure the building's long-term future.

This renovation of a residential tower is the first to comply with the requirements of the Climate Plan of the City of Paris. The plan has three main aims:

- **lower** residents' energy bills;
- **combat** fuel poverty;
- **reduce** greenhouse gas emissions attributable to buildings.

Super-Montparnasse Tower will be used as a pilot project by the Paris Climate Agency for its "1,000 Buildings Plan" that aims to improve the energy performance of all private buildings in Paris.

* BIM is a process involving the generation and management of digital representations of buildings throughout their lifecycle.

To see Saint-Gobain Isover's first project combining BIM and virtual reality, click on this link: <https://www.youtube.com/watch?v=c0DUkh5fdO8&feature=youtu.be>



Green Building Solutions Awards 2016

This renovation project was awarded the "Sustainable Renovation" Grand Prize at the international Green Building Solutions Awards 2016.

Super-Montparnasse Tower is a **30-story** tower built in Paris in the late sixties.

1 YEAR

Project duration

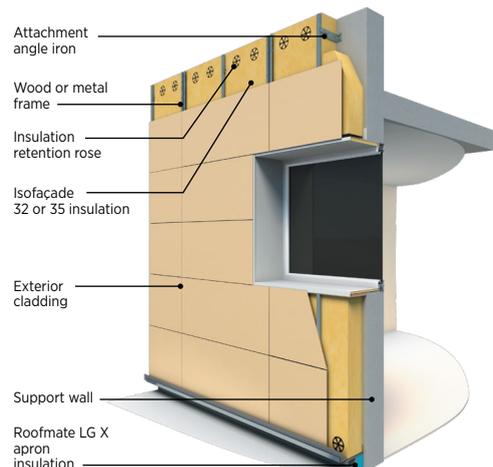
7,787 sq.m.

Surface area of renovated facades

1/2

Energy expenditure halved over 50 years

INSTALLATION OF ISOVER'S ISOFAÇADE RANGE UNDER AN EXTERNAL CLADDING SYSTEM TO INSULATE THE SUPER-MONTPARNASSE TOWER



I PHYZ GOOD!



The “I PHYZ GOOD” series was created through a partnership between Saint-Gobain and the String Theory YouTube science channel to offer an entertaining look at the science of comfort. It shows how physics, chemistry and biology combine to explain how we experience our environment and determine what makes the buildings we live in comfortable (or not). In total, the series comprises six videos.

The String Theory channel came on line in May 2016, and broadcasts short and entertaining videos of science experiments. The goal is to convey positive values associated with progress, make science accessible to a wider audience and become the leading internet platform on science and innovation. Saint-Gobain teamed up with String Theory from the word go to raise awareness of science

and technology and attract young people to careers in science and engineering.

The six videos, which deal with acoustic comfort, insulation, thermal inertia, natural light, thermal comfort and aesthetic comfort, are available on Saint-Gobain’s website and on the String Theory YouTube channel.



NEWS

Ever wondered how to create a sheet of glass that can withstand the weight of three enormous elephants?

Or what glass wool and a lovely actress from Quebec have in common? Do you know which clumsy accident led to the invention of laminated glass? Or what a Pont-à-Mousson employee might be doing in the middle of China?

You will find the answers by exploring the Saint-Gobain archives!

Our 350-year history is packed with stories, and we’ve selected the best ones to share with you.

Keep your eyes peeled: a story arrives every month in your mailbox!

INNOVATIONS



BUILDING GLASS EUROPE INTRODUCES ITS SMART MIRROR

Building Glass Europe has invented CONNECT, the connected illuminated mirror.

CONNECT ensures smart LED lighting, with four intensity settings, an adjustable color temperature and a sensor switch. A truly connected object, this mirror offers a host of useful everyday services: Wi-Fi connection for instant access to embedded applications (weather, calendar, news, road traffic, radio, horoscope, etc.), Bluetooth connection to pair with your smartphone and make a hands-free call or listen to your playlists, configuration of customizable and user-personalized profiles. CONNECT offers a powerful and regular sound thanks to two speakers located at the back of the mirror. CONNECT is an eco-innovative product, integrated into an SGG MIRALITE REVOLUTION or PURE* mirror. It provides realistic color rendering, and its permanent demisting makes it ideal for small bathrooms.

* Miralite Revolution (mirror) is the new generation of environmentally friendly mirrors classified A+, the best score for emissions of volatile organic compounds (VOC).

WEBERFLOOR SERVICE

A unique ready-to-pour flooring solution for building professionals in France

In France, Saint-Gobain Weber has developed Weberfloor service, a comprehensive, turnkey service designed to facilitate flooring installations on building sites. weberfloor service provides the mortar powder and mixing/pumping equipment for floor coverings directly in-situ thanks to the weber truck. This truck makes it possible to produce ready-made mortars for floors in-situ, with a flow of up to 14 storeys. This unique solution offers a host of benefits for building sites, including time savings and convenience, minimum occupation of the weber truck, a cleaner environment, and greater planning flexibility.



THE NEW "WEBERDRIVE BOX" SERVICE TO FACILITATE BUILDING SITE PROCUREMENT

In France, Weber launched its "Weberdrive box", a bespoke service for building professionals who can now take delivery of their orders on their sites at their convenience, even outside their normal business hours! Weberdrive box is a time-saving procurement and site management service for industry professionals.



THE ANNUAL GENERAL MEETING

THURSDAY JUNE 8, 2017 AT 3:00PM
PALAIS DES CONGRÈS - PORTE MAILLOT - PARIS

WHAT WILL BE ON THE AGENDA?

The Annual General Meeting is a key opportunity for Saint-Gobain shareholders and management to exchange information. Pierre-André de Chalendar, Chairman and Chief Executive Officer, will take a look back over the main events of the past year and discuss the Group's outlook for 2017. He will also answer any questions shareholders will have submitted in writing or which are asked during the meeting.

A total of 21 resolutions will be put to the vote, regarding the approval of the dividend, the reelection of four directors and delegations of authority to be granted to the Board of Directors.

HOW TO PARTICIPATE IN THE AGM

If you hold registered shares, you will have received a notice of meeting. This contains a form to be completed and returned to BNP Paribas Securities Services in order to receive your admission card by post. You can also go to one of the counters reserved for registered shareholders on the day of the AGM with your ID.

If you hold more than 1,000 bearer shares, you will also have received a notice of meeting. Return the enclosed form to your financial intermediary in order to receive your admission card by post.

If you hold less than 1,000 bearer shares, you will need to ask your

financial intermediary for an attendance certificate. On the day of the AGM, present this certificate at the "Shareholders with no admission card" counter.

HOW TO VOTE WITHOUT ATTENDING THE AGM

You can vote electronically using the form enclosed with your notice of meeting (please ask your financial intermediary if you have not received this). You can also use this form to give proxy to the Chairman or another designated person.

SIMPLIFY THE PROCEDURE BY OPTING FOR **VOTACCESS** ONLINE SERVICES

Votaccess is a secure website which allows all shareholders to request an admission card, vote electronically before the meeting or select/de-select a proxy. Holders of registered shares can access the platform from the Planetshares website (<https://planetshares.bnpparibas.com>). Holders of bearer shares can access Votaccess from their secure shareholder space on their financial intermediary's website if they have signed up for the VOTACCESS service.

RECOMMENDED DIVIDEND

€1.26 per share (up on 2016),
payable entirely in cash.

DIVIDEND CALENDAR

Ex-date: June 12, 2017

Payment date: June 14, 2017

SHAREHOLDER'S AGENDA

TO SIGN UP

- log onto your [shareholders' space](#)
- call freephone 0800 32 33 33 (France only)

Tuesday September 12, 2017 – 10:00am to 12:30pm

ISOVER PLANT IN CHEMILLÉ (49)

ISOVER has four mineral wool production sites in France. Three produce glass wool: Orange (84), Chalon-sur-Saône (71) and Chemillé (49), while the fourth site in Genouillac (23) produces rock wool.

Saint-Gobain Isover's plant inaugurated in Chemillé in 2010 produces G3 glass wool from natural and recycled raw materials offering a triple performance, health and environmental guarantee. Built to High Environmental Quality (HQE) guidelines, the plant is exemplary in terms of water, energy and raw material stewardship and waste reduction. The Group invested €100 million to build this plant, which has a capacity of 70,000 tons, or enough to insulate 100,000 homes each year.

- Sign up from: August 21, 2017
- Maximum number of participants: 20



Monday October 9, 2017 – 2:30pm to 4:30pm

EUROPEAN RESEARCH AND STUDIES CENTER (84)

Located in Cavailon in the Vaucluse region, 20 km from Avignon, the European Research and Studies Center (CREE) was founded in 2002 and is one of eight cross-functional Research Centers operated by the Saint-Gobain Group.

CREE studies and researches a wide range of high-tech products, from refractories used in glass and industrial furnaces to controlled architecture materials for various applications, for example in the energy, environment and housing industries (thermal or mechanical applications, etc.).

- Sign up from: September 4, 2017
- Maximum number of participants: 20



Tuesday November 7, 2017 – from 6:00pm

SHAREHOLDER MEETING - RENNES (35)

Saint-Gobain has teamed up with Total to organize this shareholder meeting, to be held at: **Château d'Apigné - 35650 Le Rheu, France.**

Thursday November 23 and Friday November 24, 2017

SALON ACTIONARIA TRADE SHOW - PARIS (75)

Palais des Congrès - Porte Maillot - Paris.

Friday November 24, 2017 – 5:00pm

INDIVIDUAL SHAREHOLDER MEETING AT THE SALON ACTIONARIA TRADE SHOW (75)

Pierre-André de Chalendar and Guillaume Texier will be pleased to present the Group's strategy, earnings and priorities and to answer any questions you may have.

Tuesday November 28, 2017 – 9:30am to midday

PLACOPLATRE PLANT IN VAUJOURS (93)

Located in the town of Vaujours (Seine-Saint-Denis), the Placoplatre plant was one of the first to manufacture plasterboard in France, starting production in 1949.

Almost 70 years on, the Vaujours Placoplatre plant remains the largest gypsum processing plant in the world and France's leading training center for plasterboard and insulation techniques. Its location in the heart of the Paris region as well as its communication networks enable the plant to serve a unique local market of over 20 million inhabitants in an area of 150 km, with optimized transport solutions. The Vaujours Placoplatre plant delivers plasterboard to 25% of the French market and to 50% of customers in the Greater Paris region.

- Sign up from: October 23, 2017
- Maximum number of participants: 20



SHAREHOLDER'S NOTEBOOK

SIGN UP FOR THE E-LETTER TO SHAREHOLDERS

To receive your copy of the Letter to Shareholders and keep abreast of all the latest Saint-Gobain news, sign up for the e-Letter to Shareholders in the Shareholder's section of www.saint-gobain.com or send an e-mail to actionnaires@saint-gobain.com



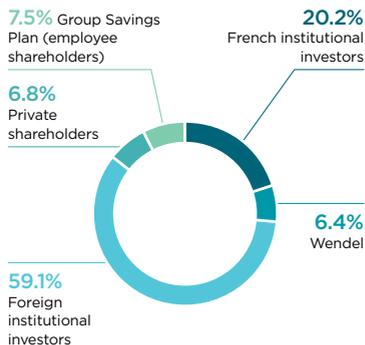
TOTAL NUMBER OF SHARES

(at March 31, 2017)

555,489,431

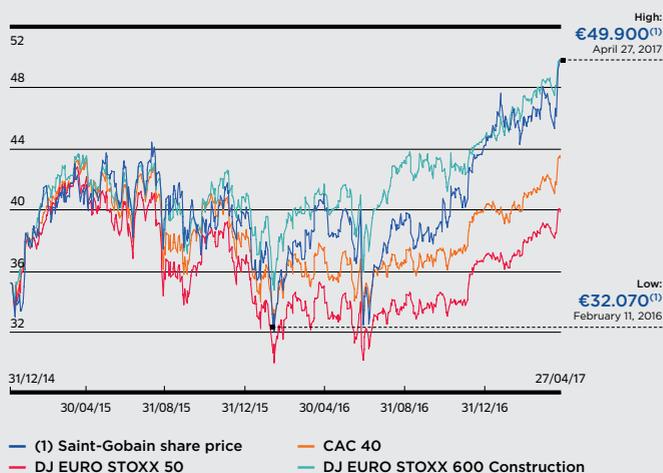
OWNERSHIP STRUCTURE

(at March 31, 2017) (%)



SAINT-GOBAIN SHARE PERFORMANCE 31/12/2014 - 27/04/2017

Performance over the period: Saint-Gobain: +41.6% CAC 40: +23.4%



Recent performance at April 27, 2017 (€49.900)	Saint-Gobain share price	CAC 40	DJ Euro Stoxx 50	DJ Euro Stoxx 600 Construction
Trailing month	8.5%	5.1%	3.7%	4.7%
Trailing 3 months	6.5%	8.9%	7.9%	9.1%
Trailing 6 months	29.1%	16.3%	15.5%	17.2%
Trailing 12 months	21.5%	15.6%	13.8%	20.0%

YOUR CONTACTS

Saint-Gobain's Shareholder Relations Department will be pleased to answer any enquiries. Please feel free to contact them:

• By dialing:

0 800 32 33 33 Service & appel gratuits from France (calls free of charge from landlines)

or **0033 (0)1 47 62 33 33** from outside France

• Online, at www.saint-gobain.com

• By e-mail, at actionnaires@saint-gobain.com

• Via the Saint-Gobain Shareholder App



• By post:

Compagnie de Saint-Gobain
Service Actionnaires
Les Miroirs
18 avenue d'Alsace
92096 La Défense Cedex

• Reuters: SGOB.PA



Managing Editor: Guillaume Texier
ISSN No. 1245-3978
Design: *tamata*

Photo credits: Construction21, Saint-Gobain/Jean Chiscano (p.1); Construction21 (p.2); DR (p.3); DR (p.4); Building Glas Europe, Weber (p.5); Photothèque Saint-Gobain (p.6); Franck Dunouau, Laurent Jean, Photothèque Saint-Gobain (p.7).

Printed by: Gilbert Clarey Imprimeurs certified Imprim'Vert and FSC on FSC-certified paper, using recycled paper and pulp from sustainably managed forests.

