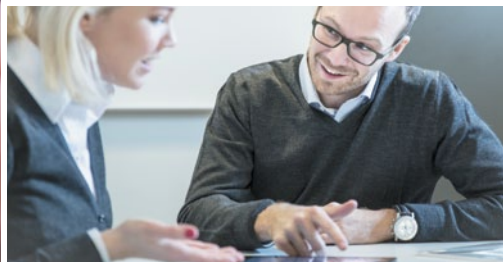


**BUILDING
DISTRIBUTION
SECTOR**



2018

BE THE REFERENCE




SAINT-GOBAIN



Rethink living places and improve daily life

Saint-Gobain designs, manufactures and distributes materials and solutions which are key ingredients in the wellbeing of each of us and the future of all.

Our materials can be found everywhere in our living places and our daily life: in buildings, transportation, infrastructure and in many industrial applications.

They provide comfort, performance and safety while addressing the challenges of sustainable construction, resource efficiency and climate change.

SAINT-GOBAIN ATTITUDES

The women and men running the Building Distribution Sector adopt the Saint-Gobain Attitudes every day.

- Cultivate customer intimacy
 - Act as an entrepreneur
 - Innovate
 - Be agile
 - Build an open and engaging culture

CONTENTS

PAGE 4

Our DNA:
our customers

PAGE 6

Expert
employees

PAGE 8

Customized
product offer

PAGE 10

Life-changing
services

PAGE 12

High-performing
supply chain

PAGE 14

Making the customer
journey easier



PAGE 16

Presence
of the Building
Distribution Sector

PAGE 18

Key figures

PAGE 20

Brands

PAGE 23

Our private labels

No.1

**IN BUILDING MATERIALS
DISTRIBUTION IN EUROPE**

**RENOVATION
AND NEW BUILD MARKET**

LOCATIONS IN

23 COUNTRIES

More than 4,100

SALES OUTLETS

More than 63,000

EMPLOYEES

More than 7 million

CUSTOMERS SERVED EACH YEAR

About 100 million

VISITS/YEAR

ON OUR BRANDS' WEBSITES



Understanding
and listening to all
our customers
is in our DNA.

Understanding and **listening** to all our customers, be they **trade professionals** or **private individuals**, is in our DNA.

To do that, we constantly develop the skills of our **employees**. We launch new **ranges of products** and **services**. We invest in our **supply chain** and **IT systems**. And last but not least, we **adapt** our **working processes** to be ever more responsive to change.

“Digital:
a fantastic
opportunity
for us all”

All this energy is deployed wherever our operations are located, with one obsession:

facilitate our customer journey. Here, **digital** is a fantastic opportunity to reach out to our customers more effectively, while at the same time developing relationships with our suppliers and enhancing the Sector's internal efficiency.

At the end of the day, the **satisfaction** that we relentlessly strive to bring our customers points us towards the profitable and sustainable growth of our brands.

Kåre O. Malo

President - Building Distribution Sector of Saint-Gobain



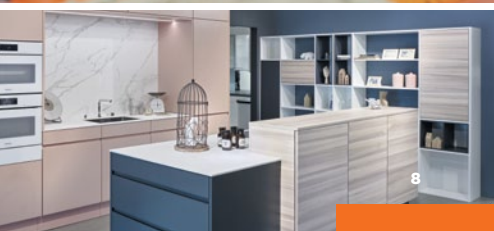
Expert employees



The **women** and **men** of the Building Distribution Sector are our best **ambassadors**.

Experts in their brand's products and market, they harness their **know-how** and their **passion** to serve trade professional and private individual customers; so that a **customized situation** can be found for any situation.

New technologies have come to strengthen the **skills** of our teams. They also help us fine-tune the in-depth **knowledge** we already have of our **customers'** needs, to be able to support them even better at every stage of their journey.



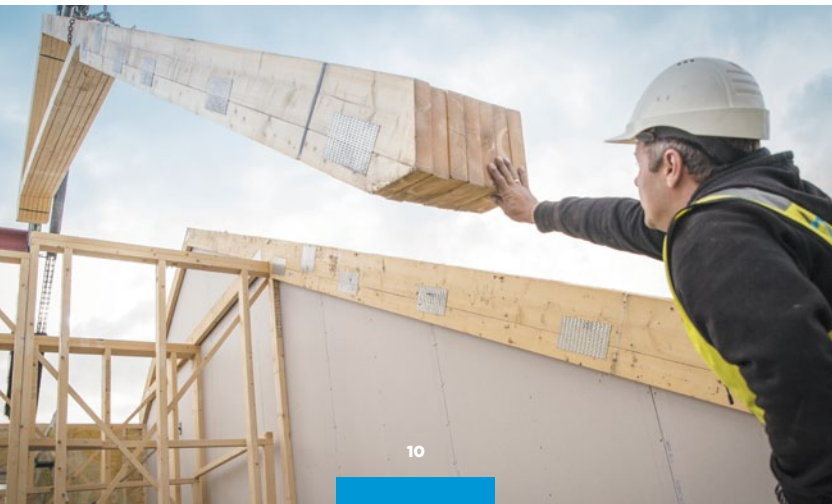
Customized **product** offer



The Building Distribution Sector's **brands** fulfill their customers' needs by adjusting their **product offering** to **local market specificities**.

Attentive to changing trends and new developments, our employees constantly strive to propose a **broad** and **diversified offer** while ensuring product **availability**.

Private labels, developed by the Sector to address **customers** demanding performance and good value for money, come to complete the total offer.



Life-changing services



The Building Distribution Sector provides its trade and private individuals customers with **services** and other **digital tools** that change their lives. Developed by each brand, these allow for more effective **project management** and **make the customer journey easier**. In the end, these are all customized solutions... adapted to every **customer** need.

A few examples:

HOMLY YOU

Intermediation website connecting qualified trade professionals to private individuals with projects.

MARKETING PLUS

Marketing service for craftsmen: customized websites and advertising materials.

LEANWORKS

Quick and efficient service proposed to completely take charge of the job-site logistics, from delivering materials to recovering waste, all of this in one return journey.

BUILD AVIATOR

Expertise and services provider to help builders save time and increase efficiency during the build process.

L'ATELIER

Service for customizing standard products purchased in-store.

PREFABRICATED SOLUTIONS

Modules enabling customers to accelerate their construction projects while reducing waste.



High-performing supply chain



The Sector organizes its logistics with a view to supplying products in as **seamless, efficient** and **environmentally-friendly** a way as possible.

The aim is to work better with **suppliers** while improving **customer** satisfaction, by providing **fast access** to an ever **broader** and **deeper** product **offer**.

By pooling their distribution centers, the brands further optimize their inventory management and increase **product availability**.

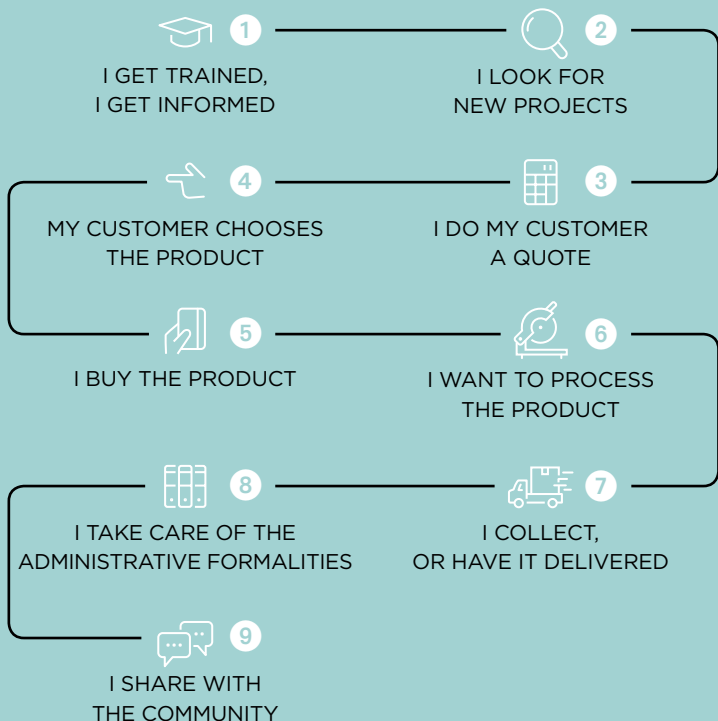
Automating centers means that thousands of order lines can be processed during the day and **shipping times** can be **shortened** to next day delivery, or even within 1 hour in some larger urban areas.



Making the journey

The Building Distribution Sector
and services to suit every kind of ne

Trade professionals, craftsmen,
small building outfits

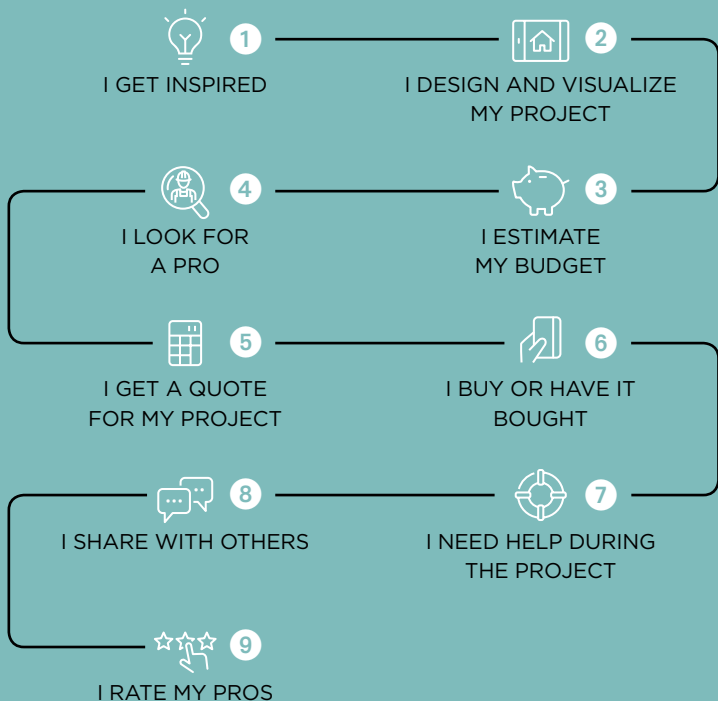


customer easier

develops an offer of products
ed throughout the customer journey.



Private individuals

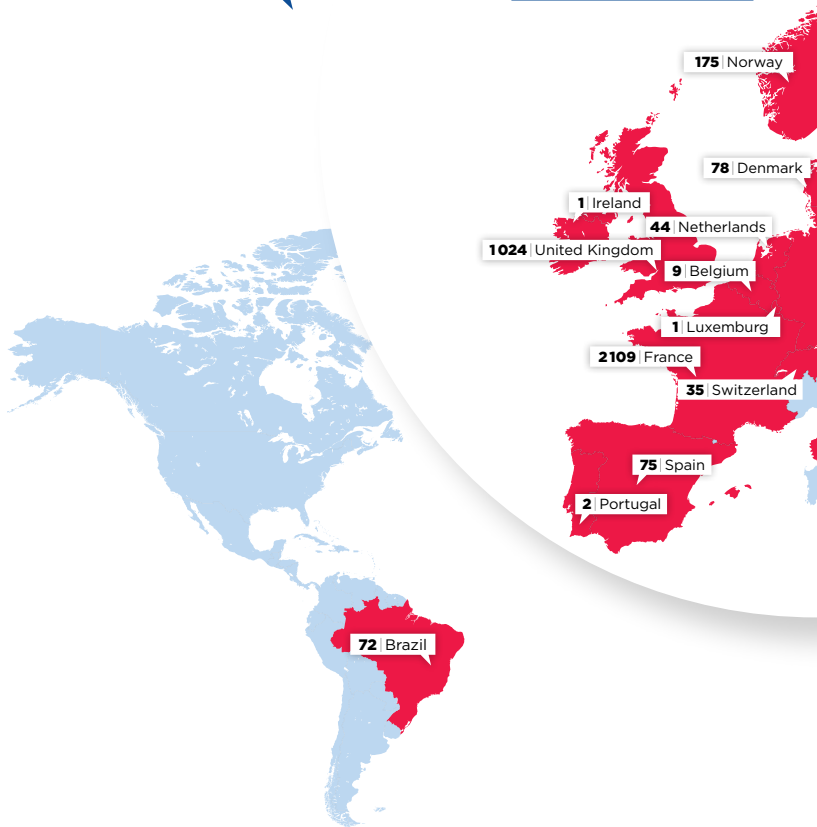


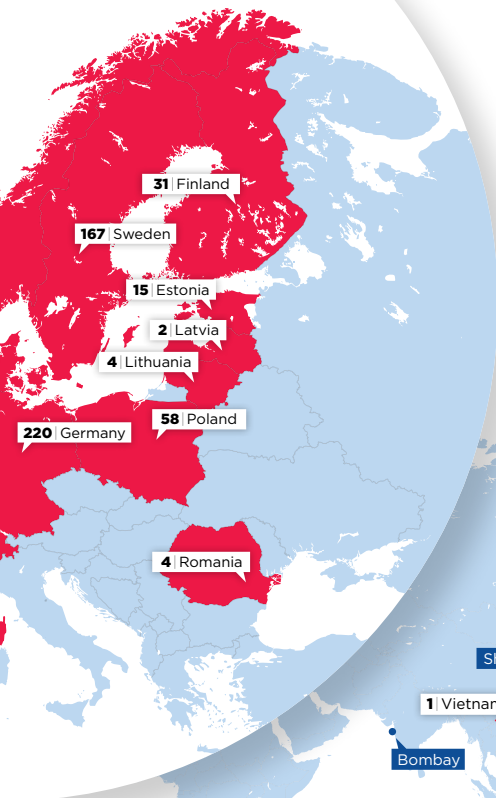
THE BUILDING DISTRIBUTION SECTOR, EUROPE'S No.1 BUILDING MATERIALS DISTRIBUTOR

Number of sales outlets | Countries

LOCATIONS IN

23 COUNTRIES



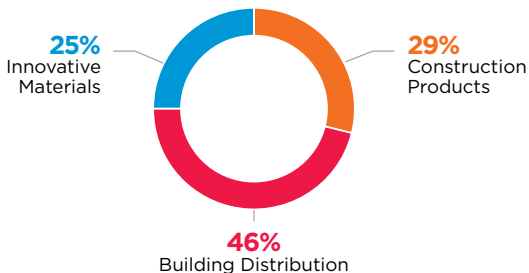


MORE THAN
63,000
EMPLOYEES

MORE THAN
4,100
SALES OUTLETS



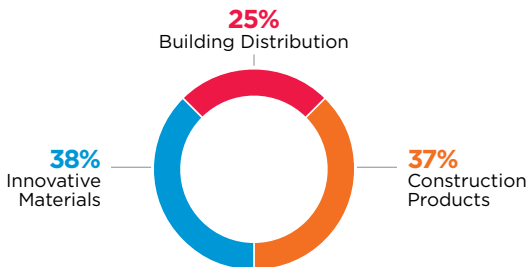
SAINT-GOBAIN TURNOVER SPLIT BY SECTOR



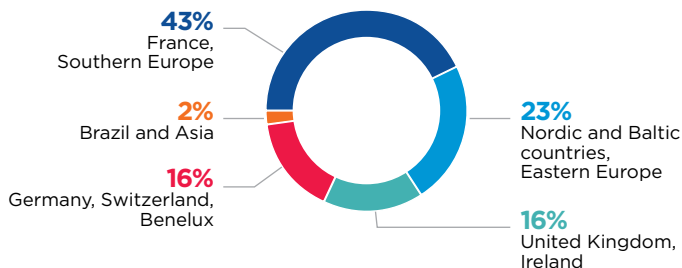
BUILDING DISTRIBUTION SECTOR 2017 TURNOVER

€18.8bn

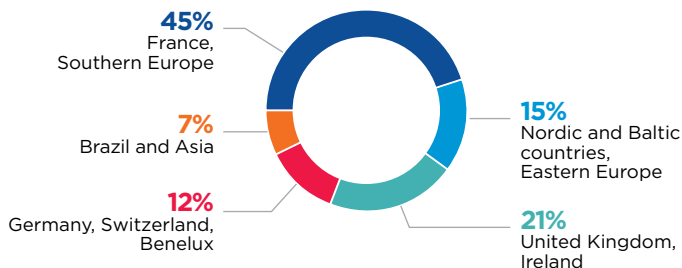
SAINT-GOBAIN INDUSTRIAL ASSETS SPLIT BY SECTOR



BUILDING DISTRIBUTION SECTOR TURNOVER SPLIT BY GEOGRAPHIC AREA



BUILDING DISTRIBUTION SECTOR HEADCOUNT SPLIT BY GEOGRAPHIC AREA



BUILDING DISTRIBUTION SECTOR EMPLOYEE GENDER SPLIT



GENERALIST AND SPECIALIST BRANDS



IN EUROPE

BELGIUM

SFIC

Interior solutions specialist.

DENMARK

Brødrene Dahl

Plumbing-heating-sanitaryware, drainage and climate solutions specialist.

Optimera

Building materials distributor to professionals and individuals.

Øland

Ventilation and insulation specialist.

Klimacenter

Training centre and showroom proposing expertise in renewable energies and notably on the heating, sanitaryware and ventilation markets.

ESTONIA

Ehituse ABC

Building materials distributor.

Vennad Dahl

Specialist in plumbing-heating-sanitaryware.

FINLAND

Dahl

Specialist in plumbing-heating-sanitaryware.

FRANCE

WITHIN SGDB FRANCE

Point.P Matériaux de Construction

Building materials and construction products distributor.

CEDEO

Specialist in plumbing-heating-sanitaryware.

BROSSETTE

Specialist in plumbing-heating-sanitaryware.

La Plateforme du Bâtiment

Distribution network exclusively reserved for building professionals.

PUM Plastiques

Plastic products and solutions specialist.

Dispano

Distributor specialized in timber and by-products

for construction and decoration.

SFIC

Interior solutions and insulation specialist.

Asturienne

Roofing materials specialist.

Point.P Civils

Network of branches specialized in sewerage, civil engineering, earthwork, roadworks.

Decoceram

Network of brands specialized in tiles.

Outiz

New generation distributor of construction equipment and tools.

CDL-ELEC

Specialist in electrical equipment for home automation, HVAC and lighting.

Homly You

Intermediation website connecting qualified building professionals and individuals with projects.

Mon Maitre Carré

Online platform connecting individuals, architects and interior decorators.

Envie de salle de bain

Integrated and inspiring bathrooms solutions for private individuals.

Lastly, Saint-Gobain Distribution Bâtiment France has developed, in addition to distribution, a ready-mixed concrete activity (BPE) and manufactures concrete products.

FRANCE

WITHIN THE LAPEYRE GROUP

Lapeyre

Home improvement specialist (kitchens, bathrooms, joinery).

Kpark

Specialist in customized renovation of windows, shutters and doors.

GAM: GIMM Menuiseries

and Les Menuiseries Françaises

Professional network specialized in marketing interior and exterior joinery, for new build and renovation.

Technifen, Wehr

Marketing of windows, doors, shutters and garage doors for the east of France.

Styl'déco

Manufacturing, sale and installation to private individuals of conservatories, pergolas and garden sheds.

Vita Comfort

Brand specialized in housing accessibility and comfort.

GERMANY

Raab Karcher

Building materials distributor.

Muffenrohr Tiefbauhandel GmbH

Civils specialists.

KERAMUNDO, Fliesen Discount, Platten Peter

Tiles specialists.

KLUWE, Saxonia, Sporkenbach, BALZER Group

Regional building materials distributors.

Dämmisol

Interior solutions specialist.

PLATTFORM Handwerker-Fachmarkt

Distribution network exclusively reserved for building professionals.

Marketing Plus

Marketing service for craftsmen: customized websites and advertising materials.

IRELAND

PDM

Major supplier of pressurized creosote-treated wood.

LATVIA

Būvniecības ABC

Builders' merchant.

LITHUANIA

Dahlgera

Specialist in plumbing-heating-sanitaryware.

LUXEMBOURG

Muffenrohr Tiefbauhandel GmbH

Civils specialist.

NETHERLANDS

Raab Karcher

Building materials distributor.

Van Keulen Hout en Bouwmaterialen

Distributor of home improvement products.

De Jager Tolhoek (DJT)

Distributor of timber, panels.

Galvano Groothandel bv

Specialist in heating and sanitaryware.

Tegelgroep Nederland bv (TGN)

Tiles specialist.

Greenworks

Supplier of services to help customers build smart, efficient and economic buildings, with a higher degree of comfort.

NORWAY

Optimera

Building materials distributor for professionals.

Monér

Building materials distributor for professionals and individuals.

Brødrene Dahl

Plumbing-heating-sanitaryware specialist.

Flisekompaniet

Tiles distributor to trade professionals and private individuals.

Competence Center

Showroom, training centre and renewable energies' competence centre.

POLAND

Platforma Materiały Budowlane

Building materials distributor reserved for professionals.

Tadmar

Plumbing-heating-sanitaryware specialist.

PORTUGAL

Distriplac

Insulation and interior solutions specialist.

ROMANIA

Brødrene Dahl

Distributor of valves, pipes and fittings for the marine sector and other related industries.

SPAIN

Distriplac

Insulation and interior solutions specialist.

DP Materiales

Building materials and construction products distributor.

La Plataforma de la Construcción

Distribution network exclusively reserved for building professionals.

Sanigrif

Specialist in plumbing-heating-sanitaryware.

Discesur

Tiles, floor covering, sanitaryware and kitchens specialist.

SWEDEN

Optimera

Building materials distributor for professionals and private individuals.

Dahl

Specialist in plumbing-heating-sanitaryware, civil engineering, industry, cooling and property management.

Bevego

Specialist in steel, technical insulation and ventilation.

SWITZERLAND

Sanitas Troesch

Distributor of bathrooms and kitchens for professionals and individuals.

Lapeyre

Home improvements specialist (kitchen, bathroom, joinery).

UNITED KINGDOM

Jewson

A leading supplier of building materials and sustainable timber.

Graham

Specialist in plumbing-heating-sanitaryware.

Gibbs & Dandy

Regional and general builders' merchant.

International Timber

Timber and panel distributor.

Minster

National insulation and dry lining distributor, offering customers a comprehensive range of specialist insulation, plaster board, roofing and ceiling materials.

CTD

Tiles specialist.

International Decorative Surfaces

Specialist in laminated products, work-surfaces and cladding.

JP Corry

Builder's merchant for trade professionals, architecture, DIY and self-build sectors.

Ideal Bathrooms

Sanitaryware specialist.

Pasquill

Specialist supplier of timber engineered roofs and floors.

Calders & Grandidge

Specialists in treated timber.

Frazer

Civils specialist.

Bassetts

Plumbing-heating-sanitaryware specialist.

Normans

Supplier of a comprehensive range of building products and materials in Jersey.

Neville Lumb

Sanitaryware specialist.

Scotframe

Manufacturer and supplier of timber frame kits, located in Scotland.

Priority Plumbing

Omni-channel business that makes plumbing and heating supplies easy for small trade customers.

Priority

On-line tools and interior solutions distributor.

George Boyd

Specialists in architectural ironmongery.

Build Aviator

Expertise and services provider to help builders save time and increase efficiency during the build process.



IN THE REST OF THE WORLD

BRAZIL

Telhanorte

Sale to professionals and private individuals of home improvement products and services.

Tumelero

Home improvement products and services for professionals and end-users.

VIETNAM

Brodrene Dahl

Distributor of valves, pipes and fittings for the marine sector and other related industries.

OUR PRIVATE LABELS

Designed for customers demanding performance and good value for money

EUROPE

Altech

Plumbing-heating.

Alterna (+ Brazil)

Sanitaryware.

NOVIPRO

Hand tools and power tools, PPEs, building chemicals, jobsite equipment, building hardware.

ULTIPRO (outside France)

HBM, roofing, interior solutions.

DENMARK

City

Civils.

Ego

Civils.

FRANCE

Arte Design

Covering.

Arte Home

Covering.

Arte One

Covering.

Aurelia

Paint.

Cada

Roofing.

Deltapro

Chemicals and plaster works.

Ultibat

HBM.

GERMANY

Kermos

Interior tiles.

Terralis

Landscaping.

Votec

Civils.

NORWAY

Q-Tools

Hand tools, power tools, accessories.

NORWAY, DENMARK

Optiform

Tools, paneling, exterior tiles.

NORWAY, SWEDEN, DENMARK

Opus

Joinery, paint, flooring and laminates.

UNITED KINGDOM

Basix

Flooring, paneling, vinyl siding, timber worktops.

Gemini

Tiles.

Oasis

Kitchen and bathroom worktops.

Showerwall

Paneling, cladding.

Tuscan

Flooring and timber worktops.

BRAZIL

Coisas e Coisinhas

Interior solutions.

Prosteel

Tools.

Royal Grés

Tiles.

Publishing director:

Building Distribution Sector's Communication Dept.


Photo credits: Arnaud Lombard, Franck Dunouau,

Jana Elfmakova, Bard Gudim, Remo Zehnder,

Lucie Jeudy, Melina Vernant, Access Diffusion,

Photothèque Saint-Gobain, IStock, Fotolia.

Design and production:

t a m a t a  01 41 27 91 40 - March 2018.

Printed on FSC paper.



**THANKS TO THE WOMEN
AND MEN THAT MAKE
UP THE BUILDING
DISTRIBUTION SECTOR**



**Saint-Gobain
Building Distribution Sector**

Les Miroirs
18, avenue d'Alsace
92096 La Défense Cedex
FRANCE