



2015 Focus on
Building
Distribution





SAINT-GOBAIN
IS CELEBRATING ITS
350TH ANNIVERSARY

Saint-Gobain builds tomorrow's world, guided by over 350 years of experience.

OUR AMBITION?

To invent sustainable habitat by providing innovative solutions to the challenges of growth, energy efficiency and environmental protection.

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With an extensive network and quality teams, our ambition is to be THE Reference for the building trade.

Europe's N°1 building materials merchant, Saint-Gobain Distribution Bâtiment has a network of **4,400 sales outlets** run by **63,000 employees** in **27 countries**. It supplies the new construction, renovation and home improvement markets.

Our **ambition** is to be **THE Reference of the building trade** for both our customers and our suppliers, thanks to the quality, drive, and expertise of our teams which are the hallmarks of our strength and our success.

Our **priorities** are those of a **leader**. We constantly endeavour to provide our customers with the best service and highest added value by offering them the most effective solutions, adapted to each market and to changes in buying habits. Our digital strategy is constantly evolving, the aim being to propose broad **multi-channel solutions**, tailored to new trends. We are also looking to strengthen our **core business**, building a modern

architecture in terms of **IT** and **supply chain systems**, to optimize partner supplier relationships and **customer satisfaction**.

In what is still a complex economic environment, we are consolidating our pole position in Europe by strengthening our **sales and operational dynamics** by investing in our **brand network** and focusing particularly on developing our **teams**. It is also by making the most of **synergies** and **sharing experiences** between our brands, putting at all times the customer at the heart of our strategy, that we intend to leverage our size, our diversity, our local presence and the expertise of our teams. ”

Benoît BAZIN

President of Saint-Gobain Distribution Bâtiment



CLICK HERE TO DISCOVER
350 YEARS OF SAINT-GOBAIN HISTORY.

Brands and People who make the difference

Rooted on its local market, each brand is able to meet the specific requirements of each type of customer thanks to its unique position and team expertise. Together, they contribute to the strength of our business.



POINT.P
Matériaux de Construction

Point.P Matériaux de Construction, a multi-specialist brand is the leading distributor on the French market. Other specialist brands work alongside it, forming the network of Saint-Gobain Building Distribution Bâtiment in France. They mainly target building professionals. Together, they constitute a network covering the whole of the country and serving the new building and renovation markets and providing a complete range of solutions for energy performance.

JEWSON

In the United Kingdom, Jewson is a leading supplier of building materials and sustainable timber. The Saint-Gobain Building Distribution network in the UK & Ireland targets mainly small and medium sized enterprises, as well as trades people, and is made up of a portfolio of generalist and specialist brands serving the new build and renovation markets.

DAHL

The main brands in the Nordic countries are Dahl, a leading distributor in plumbing-heating-sanitary products, and Optimera, a major distributor of building materials. Both serve the new building, renovation and sustainable solutions markets and industrial markets.

raab karcher

Saint-Gobain Building Distribution Deutschland GmbH is the leading generalist distributor of building materials in Germany. The network is made up of a complementary range of generalist and specialist brands designed to meet the needs of all types of customers, markets and projects. Its main generalist brand, Raab Karcher, also operates in the Netherlands, Poland, Hungary and Czech Republic.

LAPEYRE

Lapeyre, main brand of the Lapeyre group is specialised in home improvement through its different areas: fittings, bathroom, kitchen, joinery and flooring. As both manufacturer and distributor, the Lapeyre group offers a complete range of products and tailored services (e.g. home installation) for the new building and renovation markets.

Specialist trade networks

Liaising directly with our brands, the Marketing and Purchasing Department leverages purchasing potential by developing and coordinating strong partnerships with 300 strategic suppliers. The synergies created help optimise product and service ranges around specialist trade networks operated by international teams: HBM, plumbing-heating-sanitaryware, timber and laminates, interior solutions, roofing, civil engineering, tiles and LBM.

Shared values

The men and women that make up our networks all have the same approach towards our customers: “selling” and “satisfying”.



Be... local

Wherever we are, we seek to find out precisely what each customer wants. Our everyday mission is to be attentive and close to them in order to deliver great customer service.



Be... experts

Our generalist and specialist networks ensure that we always provide our customers with a professional response, cutting-edge expertise and increased added value.



Be... innovative

Always on the look-out for our customer's latest requirements, we are constantly looking for new solutions. We provide them with products, services, sales concepts, showrooms, training centres, practical guides and logistics.



Be... partners

We develop partnerships with suppliers selected for their knowledge of the local environment, product quality, capacity for innovation and commercial support.



Be... responsible

We have a pro-active approach to risk prevention and environmental protection policy. Our Responsible Purchasing Policy encourages purchasers and suppliers to maintain a shared commitment to responsible development.



Be... united

We take the best from what has been achieved and then share and adapt it. We share skills and encourage knowledge exchange across our brands - together, we are stronger.



Saint-Gobain Distribution Bâtiment, **N°1 European** distributor of building materials

(data as of 31/12/2014)

Number
of sales
outlets

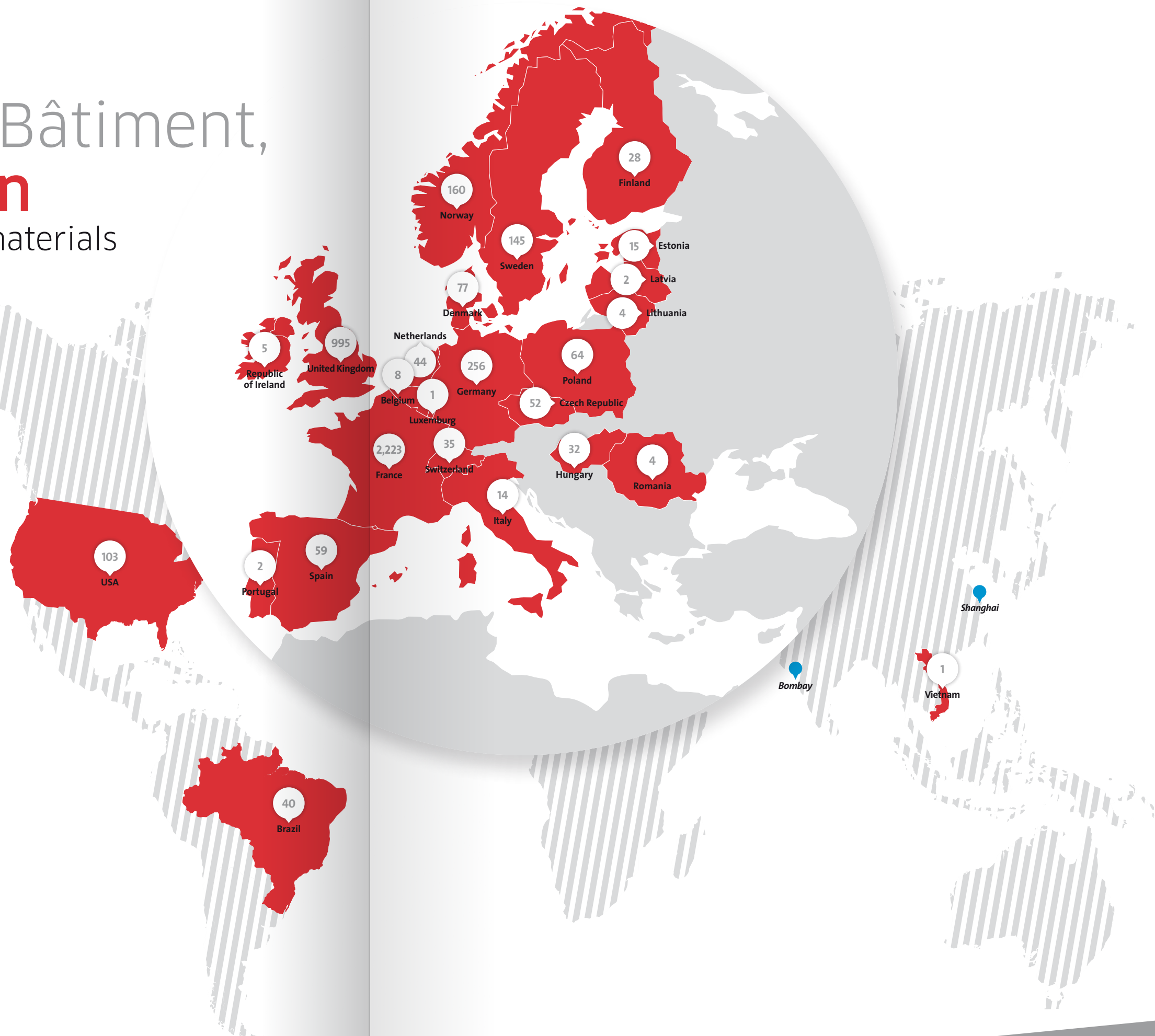
Country



Around **4,400**
sales outlets

Presence in **27** countries

63,000 employees



Key figures (datas as of 31/12/2014)

2014 turnover:

€18.8 billion – 46% of Saint-Gobain Group turnover

PERCENTAGE OF SAINT-GOBAIN GROUP SALES BY SECTOR



PERCENTAGE OF BUILDING DISTRIBUTION SECTOR EMPLOYEES BY GEOGRAPHICAL AREA



PERCENTAGE OF BUILDING DISTRIBUTION SECTOR TURNOVER BY GEOGRAPHICAL AREA



PERCENTAGE OF MEN/WOMEN EMPLOYEES IN THE BUILDING DISTRIBUTION SECTOR



EUROPE

BELGIUM

SFIC
Interior solutions specialist.

CZECH REPUBLIC

Raab Karcher
Distributor of building materials and interior solutions products.
Platforma, vše pro řemeslníky
Distributor of building materials to professionals.

DENMARK

Brødrene Dahl
Specialist in plumbing-heating-sanitaryware, drainage and climate solutions.

Optimera
Distributor of building materials to trade professionals and individual consumers.

ESTONIA

Ehituse ABC
Generalist trader.

Vennad Dahl
Specialist in plumbing-heating-sanitaryware products.

FINLAND

Dahl
Specialist in plumbing-heating-sanitaryware products.

FRANCE

Within Saint-Gobain Distribution Bâtiment France

Point.P Matériaux de Construction
Distributor of building materials and building products.

CEDEO
Distributor of the leading brands in plumbing-heating-sanitary products.

Brossette
Specialist in plumbing-heating-sanitary products and air conditioning.

La Plateforme du Bâtiment
Distribution network for building trade professionals only.

PUM Plastiques
Specialist distributor of plastic products and solutions.

Dispano
Specialist distributor of timber and by-products for construction and decoration.

SFIC
Interior solutions specialist.

Asturienne
Roofing specialist.

Point.P Travaux Publics
Network of branches specialized in drainage, civil engineering, earthworks and roads.

Decoceram
Network of tiling specialist branches.

Outiz
New generation distributor of building equipment and tools.

Lastly, Saint-Gobain Distribution Bâtiment France develops, in addition to its distribution activity, a ready-mix concrete activity and manufactures concrete products and timber trusses.

FRANCE

Within the Lapeyre group

Lapeyre
Sale of home improvement products and services to the general public and professionals.

K PAR K
Specialized in door-to-door selling of windows, shutters and doors tailored and installed.

GAM : GIMM, Menuiseries Françaises
Professional sales network for windows, shutters, doors and staircases.

Technifen, Wehr
Marketing of windows doors, shutters and garage doors for East of France.

Styl'déco
Manufacturing, sale and installation of verandas, pergolas and shelters.

GERMANY

Raab Karcher
Generalist distributor of building materials.
BALZER Group, KLUWE, OBV, Saxonia, Sporkenbach
Generalist regional distributors of building materials.
IBA, Muffenrohr, Schulte Tiefbauhandel
Civil engineering works specialists.

KERAMUNDO, Fliesen Discount, Platten Peter
Tiling specialists.

Gallhöfer
Roofing specialist.

Dämmisol
Specialist in interior solutions.

PLATTFORM Handwerker-Fachmarkt
Generalist distributor of building materials to professionals only.

HUNGARY

Raab Karcher
Distributor of building materials.
Platform A Profi Epitkezéshez
Distributor of building materials to professionals only.

ITALY

Vemac
Multi-specialist distributor of building materials, heating-sanitaryware products, tiling and bathrooms.

Internmake
Interior solutions specialist.

LATVIA

Būvniecības ABC
Generalist trader.

LITHUANIA

Dahlgera
Specialist in plumbing-heating-sanitaryware products.

LUXEMBURG

IBA
Civil engineering specialist.

NETHERLANDS

Raab Karcher
Distributor of building materials.

Van Keulen Hout en Bouwmaterialen
Distributor of interior solutions products.

De Jager Tolhoek (DJT)
Timber and panel distributor.

Galvano Groothandel bv
Sanitaryware and heating wholesales.

Tegelgroep Nederland bv (TGN)
Tiling wholesales.

NORWAY

Optimera
Distributor of building materials to professionals.

Monter
Distributor of building materials to professionals and the general public.

Brødrene Dahl
Specialist in plumbing-heating-sanitaryware products.

POLAND

Platforma Materiały Budowlane
Distributor of building materials to professionals.

Tadmar
Specialist in plumbing-heating-sanitaryware products.

Ekorad
Specialist in heating and renewable energy.

PORTUGAL

Distriplac
Interior solutions specialist.

REPUBLIC OF IRELAND

JP Corry
Generalist distributor for trade professionals and individual consumers.

Bassetts
Specialist in plumbing-heating-sanitary products.

PDM
Leading supplier of pressure creosoted timber.

ROMANIA

Brødrene Dahl
Specialist in plumbing-heating-sanitaryware products.

SPAIN

Distriplac - DP Materiales
Specialist in interior solutions and Distributor of building materials.

La Plataforma de la Construcción
Distributor of building materials to professionals only.

Sanigrif
Specialist in plumbing-heating-sanitaryware products.

Discesur
Tiling specialist.

SWEDEN

Optimera
Distributor of building materials to professionals and the general public.

Dahl
Specialist in PHS, Civil engineering, Industry, Cooling and Property management.

SWITZERLAND

Sanitas Troesch
Distributor of bathrooms and kitchens to professionals and the general public.

Lapeyre
Specialized in selling home improvement products and services to trade professionals and consumers.

UNITED KINGDOM

Jewson
A leading supplier of building materials and sustainable timber.

Graham
Specialist in plumbing-heating-sanitary products.

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

George Boyd
Specialists in Architectural Ironmongery.

CTD
Tiling specialist.

Ideal Bathrooms
Sanitary products wholesaler.

Neville Lumb
Sanitary products specialist.

International Decorative Surfaces
Specialist in laminated products, work-surfaces and claddings.

International Timber
Timber and panel distributor.

Pasquill
Specialist supplier of timber engineered roofs and floors.

Calders & Grandidge
Specialist treated timber providers.

Gibbs & Dandy
Regional and general builders merchant.

Frazer
Civil engineering specialist.

Normans
Provide a comprehensive range of products and materials to the building industry in Jersey.

Greenworks
Training academy and market experts in sustainable building products and solutions.

REST OF WORLD

BRAZIL

Telhanorte
Specialist trade and DIY distributor of interior solutions products and services.

USA

Norandex Building Materials Distribution, Inc.
Distributor of exterior building products - siding, windows, roofing, and doors.

VIETNAM

Brødrene Dahl
Specialist in plumbing-heating-sanitaryware products.

Generalist,
specialist
and diversified
brands

Publication manager:

Benoît Bazin

Editor-in-Chief:

Virginie Maréchal

Coordination:

Laure Ngombi, Ella Victor and Marie Lafon

Translation: Stonor Europe

Photo credits:

Franck Dunouau, Noël Bouchut, Johan Olsson,
Raphael de Bengy, Lars Behrendt, Bard Gudim,
Arnaud Lombard, Thomas Bartel.

Design and production:

t a m a t a + 33 (0) 41 27 91 40

March 2015

As part of the Saint-Gobain Building Distribution environmental policy, the print run has been significantly reduced.

Printed on FSC paper with 100% organic vegetable-based inks by Daneels Groupe Graphique, FSC, PEFC and ISO 14001 certified. www.daneels.be

Document also available on
www.saint-gobain.com.

**Thanks to all women and men
who form SGDB.**


SAINT-GOBAIN

DISTRIBUTION BATIMENT

Saint-Gobain Distribution Bâtiment
Les Miroirs - 18, avenue d'Alsace
92096 La Défense Cedex - France
Tel.: +33 1 47 62 53 00
Fax: +33 1 47 62 53 15
310 818 398 R.C.S. Nanterre

