

SAINT-GOBAIN UK



ANDY HIGSON
SALES DEVELOPMENT DIRECTOR – SAINT-GOBAIN UK



Saint-Gobain

One of the world's

TOP 100

leading industrial corporations

Saint-Gobain	€bn
Sales	43.2
Recurring net income	1.1
Capital expenditure	1.8
Free cash flow	1.4

Doubled in size in

20
Years

Operations in

64
countries

Among the

50
largest employers

€43.198bn
Sales



One of the top

100

companies in Europe
by the number of
patents filed

Around

100

development units
worldwide

3,700
Employees

One of the

100

most innovative
companies globally

12

Research
centres
worldwide

More than
350

Patents PA

7

Cross-business
R&D Centres

INNOVATION

***1 out of 5 products** sold today by Saint-Gobain did not exist 5 years ago..
With a heavy bias towards multi-brand solutions addressing
Occupier COMFORT & construction efficiency*

SAINT-GOBAIN IN THE UK & IRELAND

400,000

Products

30+

Businesses

1200+

Distribution
sites

17,000+

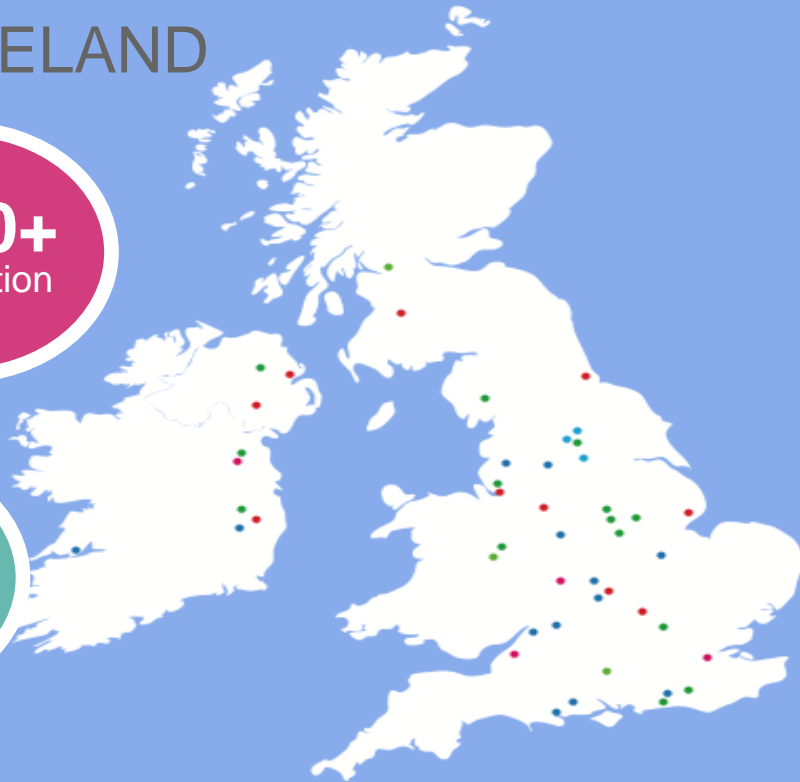
Employees

€3.5bn

Sales

45+

Manufacturing
Plants





THE DEPTH OF THE SAINT-GOBAIN PORTFOLIO





**Thermal &
Air-Tightness
Building
Regulations**

**Housing
shortage**

**Risk &
Warranties**

**Skills
Shortage**

**Design vs.
As-Built
Performance**

**Digitisation
(& BIM)**

**Health,
Wellbeing &
Sustainability**

**ISSUES FACED BY OUR
CUSTOMERS TODAY**

MULTICOMFORT BUILDINGS

FEEL GOOD, LIVE WELL

MULTICOMFORT

by Saint-Gobain

Feel

THERMAL COMFORT

A MULTICOMFORT building has temperatures of relative stability, neither too hot nor too cold, so we can function comfortably, whatever we're doing.

See

VISUAL COMFORT

MULTICOMFORT buildings have the right type and right amount of light, neither too much nor too little, for specific tasks – whether it's bedtime reading, performing surgery or completing work

Hear

ACOUSTIC COMFORT

MULTICOMFORT buildings have well balanced acoustic environments to block out unwanted, harmful noise and enhance those sounds that we want, and need, to hear.

Breathe

INDOOR AIR COMFORT

In MULTICOMFORT buildings, indoor air is kept fresh and clean – while harmful pollutants, whatever the source, are reduced

SIMPLIFICATION OF THE SUPPLY CHAIN OFFER

Normans

ideal
BATHROOMS

Formula
SAINT-GOBAIN

SAINT-GOBAIN

NORTON
SAINT-GOBAIN

GREEN WORKS
BUILD INTELLIGENTLY

PASQUILL
SAINT-GOBAIN

ADFORS
SAINT-GOBAIN

GLASSOLUTIONS
SAINT-GOBAIN

CTD
ceramic tile distributors

Graham
The Plumbers' Merchant

bassetts
• technology
• innovation
• style

TILE DEPOT

British Gypsum
SAINT-GOBAIN

Ecophon
SAINT-GOBAIN

Celotex
SAINT-GOBAIN

weber
SAINT-GOBAIN

scotframe
timber frame | homes

JP CORRY

**International
DECORATIVE SURFACES**

Artex

Gyproc
SAINT-GOBAIN

**PRIORITY
PLUMBING**
PLUMBING SUPPLIES MADE EASY

ISOVER
SAINT-GOBAIN

NORGLIDE®
Bearings

FRAZER

PAM
SAINT-GOBAIN

RENCOL®
Tolerance Rings

CALDER & GRANDIGE
1820

**International
TIMBER**

gibbs & dandy

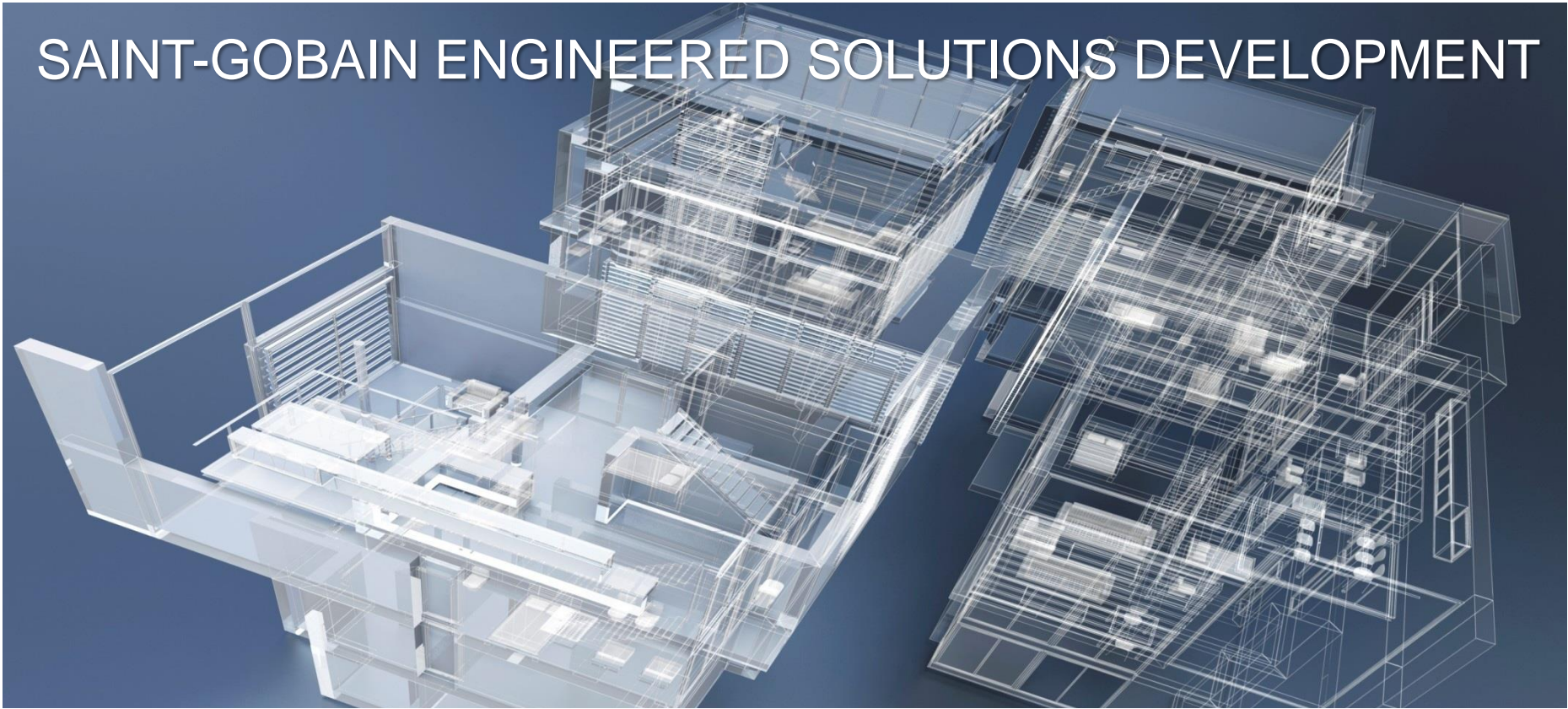
MINSTER

neville lumb
bathroom solutions | design
specification
distribution

JEWSON

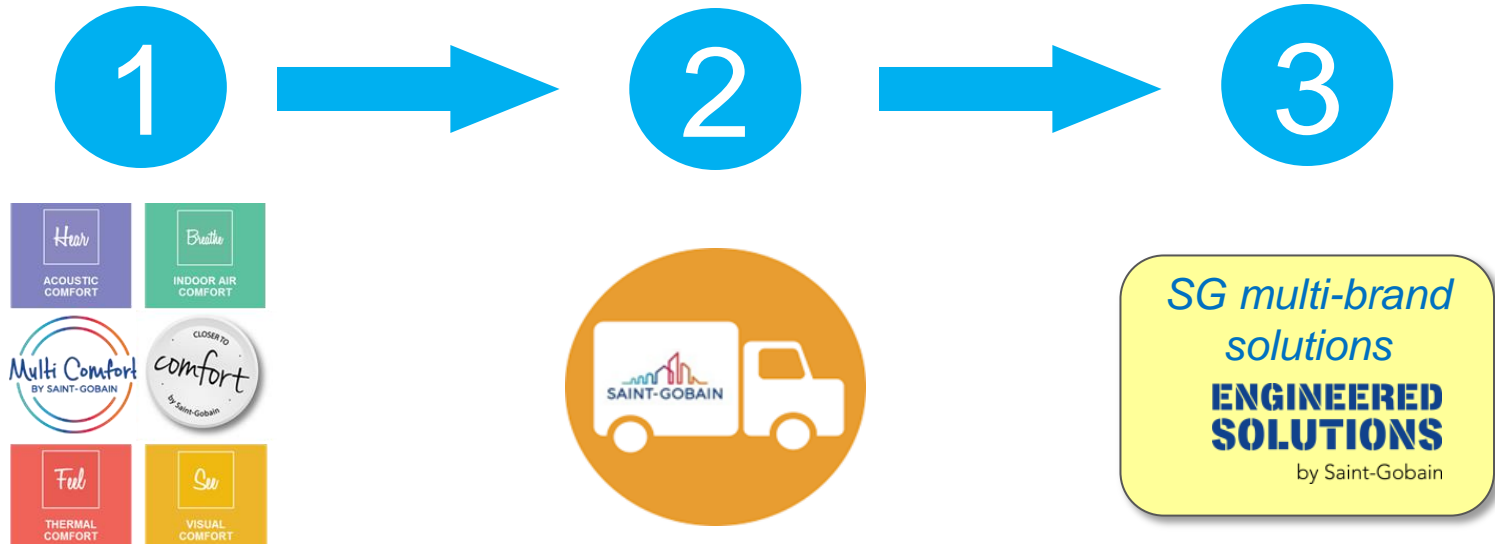
SAINT-GOBAIN

SAINT-GOBAIN ENGINEERED SOLUTIONS DEVELOPMENT



*A series of increasingly advanced offsite solutions..
Covering; building structures, internal space division, value clusters,
creating a higher combined PMV.. Improving site & factory efficiencies*

OUR APPROACH - 3 STAGE ENGAGEMENT



Its your choice, 1, 2, or 3... Or all of the above...