



Saint-Gobain Strategy

In 2007 Saint-Gobain clearly defined its strategy:

Worldwide leadership in construction markets, offering innovative solutions to meet the fundamental global challenges of growth, energy and the environment

- Worldwide leadership - local solutions tailored to meet the needs of both emerging and developed countries
- Solutions - association of products and services
- Innovation – broad ranging skills in materials thanks to the Group's industrial expertise
- Energy-environment – unrivalled product portfolio

→ **Uniquely positioned to meet the needs of construction markets**

New development model generating growth

Saint-Gobain's global strategy derives from a business model that generates vigorous but steady growth. The Group's businesses are centered around three core end markets: Construction Products, Innovative Materials (Flat Glass and High-Performance Materials) and Building Distribution.

The Group's strategy over the next few years will be driven by three priorities:

- Innovation in environmental protection and energy savings
- Accelerating development in emerging countries
- Operational excellence

By 2010, the roll-out of the Group's dynamic strategy should be complete with:

- Organic growth investments in emerging countries
- Acquisitions in these countries underpinned by increased capacity for innovation and stronger distribution capabilities
- Strong focus on innovation and R&D, particularly in the fields of energy and the environment and their application in construction markets

For more information, please refer to the Saint-Gobain annual report in the Information Centre section (choose publications) of www.saint-gobain.co.uk.