



Press Release

SAINT-GOBAIN BRINGS INNOVATION INTO NIGERIAN BUILDING INDUSTRY

Lagos, September 14, 2017----- Saint-Gobain the world leader in the habitat and construction markets is set to expand its market share in Nigeria. This was revealed at a one-day workshop themed Creating Great Living Spaces: Innovative Solutions for Greater Wellbeing organized for stakeholders in the industry held at the Renaissance Hotel GRA Ikeja Lagos. In attendance were professional bodies that included Architects, Engineers, Installers and major distributors.

The event is part of activities lined-up by the company to announce its resolve to increase its market share in Nigeria. The workshop was packaged to showcase Saint-Gobain's innovative products with a demonstration of the techniques of mounting and finishing plasterboards from start to finish. This is an alternative to current building methods, bringing thermal, acoustic, fire resistance and aesthetic comfort, as well as easiness of installation. The occasion provided a unique opportunity for the company to interact with members of various professional bodies who make use of their products and seek better ways to meet their ever growing needs.

It is interesting to note that, the coming of Saint-Gobain into Nigeria with its modern innovative technology in the making of plasterboards and other construction materials would be of immense benefits not just to stakeholders but the entire construction sector which is currently in dire need of innovative technologies to drive the industry. Consumers can be rest assured that Saint-Gobain's range of products would offer them a new value chain in the long run.

This global company is reputed for contributing to the development of sub-Saharan Africa in offering an array of its products and services. Saint-Gobain's range of products has become part of everyday living, making up public and private buildings, transportation system, massive infrastructure and most industrial hubs around the world. Their products and activity scope include; plasterboards systems, building plasters, industrial plasters, gypsum ceilings and mineral wool & metal ceiling, mortars, insulation, pipe systems, glass, and abrasives.

Attesting to the expertise of Saint-Gobain, one of the guests at the workshop Ahmed Tajudeen, Executive Director Avalon Intercontinental, owners of Renaissance hotel said: “It was indeed a great experience having Saint-Gobain as part of the finishing of the hotel, which today stands tall as one of the best in Lagos. As a matter of fact, the company helped in designing and also provided an installation team for all materials required including gypsum boards, walls, ceilings, cross and main tee, insulation, finishing solutions, flooring solutions. Saint-Gobain brought specific solutions matching our needs: standard regular boards (ceilings), firestop boards (corridor walls and bedrooms), moisture resistant boards for wet areas (bathroom and kitchen walls), glass wool insulation for acoustic performance in walls and ceilings. In the course of the project they actually flew some of their personnel all the way from South Africa to train our men in Nigeria, which for me is quite remarkable. It will interest you to note, that Saint-Gobain supplied virtually everything from the kitchen finishing, to the bathroom down to the nails. It is on that ground that I highly recommend Saint-Gobain brand to everyone.”

Speaking at the event, Saint-Gobain Gyproc Senior Product Manager, Heidi Olivier said: “Nigeria is no doubt the biggest market in sub-Saharan-Africa, and as such we are happy to be here to expand our business scope in partnership with our major distributor of Gyproc plasterboards in the country. The whole idea of this workshop is to bring together various professionals who use our products and service in the course of doing their jobs and to also bring them up to speed with our latest offering in the market. She further stated that Saint-Gobain has made a name for itself in the industry with the production of high quality plasterboards which are second to none in the industry and has earned it a lot of recognition globally.”

Also speaking at the event, Saint-Gobain Regional Business Executive, Westtar Kapito said that “the company has come a long way in mastering the art of designing high quality plasterboards to suit all categories of customers. Our products are reliably made with the finest raw materials you can get anywhere in the world, and they can indeed stand the test of time. We are here in Nigeria to replicate what we have achieved in other markets.”

Moreover, over the years Saint-Gobain has built a reputation for itself creating a unique positioning through its industrial and distribution expertise which has been brought to the fore, as well as up scaling its research effort in the area of materials and energy efficiency. It has also mastered the art of creating a network of professionals using its existing distribution network team across the world.

It was indeed an eye opener for participants who attended the event to the various areas of business opportunities that abound in the industry, as well as equipped them with the processes involved in making

plasterboards and the distribution networks available in the country and how to locate them. Saint-Gobain is in partnership with Tormek Global Services limited, a major dealer in Gyproc plasterboard in Nigeria, with a showroom in Yaba area of Lagos State. Before the end of the year the company will be holding yet another event basically for installers to bring them on board. Plans are already underway to open a customer experience centre very soon in Lagos.

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About Saint-Gobain:

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. They 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. £39.1 billion in sales in 2016, operates in 67 countries with more than 170, 000 employees. For more information visit www.saint-gobain.com

Saint-Gobain in Sub-Saharan-Africa:

Saint-Gobain supports the development of Sub-Saharan Africa by providing a range of services and solutions tailored to local demand. The Group aims to be a driver in the development of local fabric through the services and solutions it delivers to improve living comfort for the greatest number of people. By creating local employment, by offering training, through industrial partnership and through the actions it implements to support the development of local communities, Saint-Gobain is committed to broadening horizons. For more information visit www.saint-gobain-africa.com

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