isover
SAINT-GOBAIN

CORPORATE
PRESENTATION

SAINT-GOBAIN

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SAINT-GOBAIN

1. ISOVER AT A GLANCE

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OUR MISSION

ISOVER is a Saint-Gobain brand that cares about building better for people and the planet by offering solutions that deliver sustainability and performance.

At **ISOVER**, we design, manufacture and market thermal, acoustic and fire insulation solutions.

OUR CUSTOMERS

At **ISOVER**, we serve those who build and those who spend time in buildings.

INVESTORS & SPECIFIERS

DISTRIBUTORS

CONSTRUCTORS

DIYERS

INSTALLERS

OCCUPANTS

OUR LOCAL FOOTPRINT AND INTERNATIONAL NETWORK

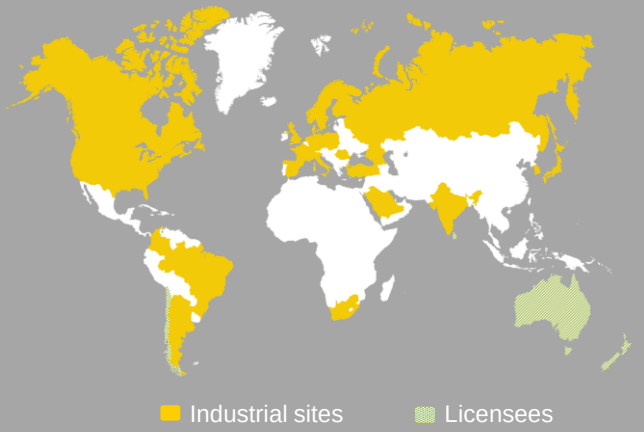
With **10,000** people in **32** countries supported by **49** production sites,
Isover is the worldwide leader in insulation solutions.

32
countries
(including licensees)

49
industrial sites
(excluding licensees)

More than
10,000
employees

Global
Sales operations



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OUR REGIONAL AND SPECIALTY BRANDS

ISOVER is an international brand managing a portfolio of regional and specialty brands.

All these brands are known for their reliability and the quality of their products and solutions.

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ISOVER INDUSTRIAL OPERATIONS - ROMANIA

1
mineral wool factory

Ploiești:
Glasswool line
Stonewool line

Industrial presence

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OUR 80 YEARS OF PASSION FOR INNOVATION

1937

ISOVER is created.

1948

A joint subsidiary of Pont-à-Mousson and the American Johns Manville set up a stone wool factory in Normandy (France).

1957

Isover develops its own means of glass wool production based on an original fiberizing principle. The TEL is born. Licenses are granted throughout the world.

1985

Acquisition of **GULLFIBER** (Sweden). In 1988, Saint-Gobain takes full control of **CERTAINTEED** North-America.

1998

Signature of the **Kyoto protocol** (Japan). The world becomes aware of climate change.

2004

Acquisition of the glass wool insulation activity in Korea
The new mineral wool generation. **ULTIMATE™®**, is launched.

2005

Saint-Gobain acquires the **BRITISH PLASTER BOARD** group, the world leader in plaster and plasterboard. The two activities (insulation and gypsum) complement each other.

2006

Joint venture between **IZOCAM** (Turkey) and Saint-Gobain.

2010

Acquisition of **MAG** (Japan).

2012

Saint-Gobain acquires **CELOTEX**, a leading British supplier of high-performance insulating foam.

2014

The **new glass wool** with a bio-based formaldehyde-free binder is born.

2016

Saint-Gobain develops its wood fiber insulation business with the acquisition of **ISONAT.**

2017

Saint-Gobain finalizes the acquisition of **GLAVA**, a major player n the Norwegian insulation market.

2018

Saint-Gobain and the Kuweit - based company ALGHANIM industries become joint-venture partners in **KIMMCO Isover**.
Saint-Gobain acquires **KAIMANN**, one of Europe's leading manufacturers of elastomeric insulation products.

2021

Saint-Gobain acquires **Rockwool India**, a major manufacturer of stone wool in India with a wide range of insulation products for thermal, acoustic and fire safety applications.

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ISOVER ROMANIA HISTORY

Legal Entity

1998

Sales Office Mineralwolle AG (Austria)

2005

Saint-Gobain ISOVER Romania

*mineral wool factory – stonewool

2006

Merger Saint-Gobain ISOVER Romania + DBW

*mineral wool factory – glasswool

2009

Creation of Saint-Gobain Construction Products Romania company (SGCP RO) ISOVER + Rigips

2011

Expansion of Saint-Gobain Construction Products Romania company (SGCP RO) + Weber + PAM)

2019

Innovative technology SBM (oxicombustion)

For stonewool production line

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ISOVER, A SAINT-GOBAIN BRAND

Saint-Gobain was founded in 1665 by **Louis XIV**

Operating in **76 countries**

About **3,500 sales outlets**

44.2 billion € sales in 2021

About **800 manufacturing facilities**

One of the **TOP 100** global innovator

Over **166,000 employees**

SAINT-GOBAIN

Worldwide leader in light and sustainable construction, Saint-Gobain designs, manufactures and distributes materials and solutions for the construction, mobility and industrial markets.

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2. OUR SOLUTIONS

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OUR SOLUTIONS

Since **1937**, we imagine, manufacture and deliver a broad range of insulation solutions made of different materials and suitable for various applications.

OUR DEDICATED SOLUTIONS ANSWER SPECIFIC NEEDS

We address a variety of markets in construction, transportation and industrial applications.

NEW CONSTRUCTIONS / RESIDENTIAL

RENOVATION

NEW CONSTRUCTIONS / COMMERCIAL

TECHNICAL MARKETS

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OUR MULTI-APPLICATIONS OFFER

1	Marine and offshore	3	Trains	5	Flat roofs insulation and waterproofing	7	Basements	9	Floors and ceilings	11	Internal insulation, partition walls	13	Thermal solar collectors
2	HVAC – Heating, Ventilation & Air Conditioning	4	Automotive	6	Appliances (cooking ovens…)	8	Saunas	10	Sarking, pitched roofs	12	ETICS (External Thermal Insulation Composite Systems), ventilated cade, cavity walls, facade	14	Industry

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OUR MINERAL WOOL CORE OFFER

Mineral wool is a porous and flexible material that traps the air, making it one of the best thermal and acoustic insulating materials. Mineral wool is incombustible and does not fuel fire or propagate flames.

At ISOVER, we produce **2 types** of mineral wool products: glass wool & stone wool.

GLASS WOOL

Rolls, panels, pipe sections, blowing wool…

Recycled glass

Silica sand

Additives to reduce melting temperatures

STONE WOOL

Panels, rolls, wired mats, pipe sections

Magmatic rock

Other mineral materials

Melted at high temperature

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OUR MULTI-MATERIAL COMPLEMENTARY OFFER

ELASTOMERIC FOAMS

Pipe sections, sheets

LIGHTWEIGHT STONE WOOL: ULTIMATE™

Rolls, panels, wired mat, pipe sections

WOOD FIBER

Flexible and dense panels

PIR, EPS & XPS PANELS

Panels

OTHERS

Accessories, vapor and wind barriers (Vario®…)

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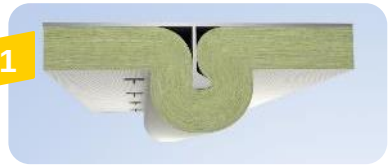
INSTALLED SOLUTIONS

1



2

3

4

5

6

7

1 Marine

2 Industry

3 HVAC

4 Metallic building

5 Pitched roof

6 Airtightness

7 Facade building

ISOVER
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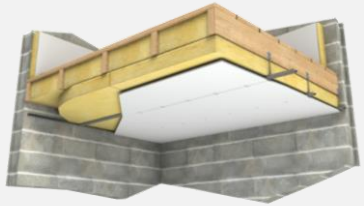
INSTALLED SOLUTIONS

1

2

3

4



5

1 Partition walls

2 Flat roofs

3 Floors

4 Ceilings

5 External walls

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PRODUCTS AND SYSTEMS FROM ROMANIA

ISOVER SUPER PROFI

Glasswool for thermal and acoustic insulation- thermal conductivityredusă ʎ=0.032 W/mK. Recommended by AEECR (energy auditors).
Solution – Perfect Attic NZEB

ISOVER AKUSTO

Mineral glasswool for performant acoustic insulation – thermal conductivity ʎ=0.039 W/mK.
Solution – Interior dividing walls

ISOVER VARIO

Intelligent moisture control system acting as a water vapor barrier or facilitator, depending on season. Guarantees that wood remains safe from mold or fungi over unlimited time – wood content of water stabilized at optimum level of 16%.
Solutions – Perfect Attic & Wooden houses.

ISOVER PROFI FASSADE

Stonewool destined for thermal and acoutic exterior insulatio of facades– ETICS systems. ʎ=0.039 W/mK;
CS(10) 30 kPa; TR 10 kPa; PL(5) 350 N
Solution– NZEB Facade

CLIMAVER®

Selfstanding ventilation ducts made of glasswool covered with aluminium foil reinforced with glaswool fiber.
Sound reduction, fire resistance, 15% lower energy consumption for heating and cooling vs classic solution with metal ducts.
Solution – Ventilation systeme A2Neto aproved by RoiGBC for GREEN HOMES certifications

FIND OUT MORE

https://www.isover.ro

https://www.saint-gobain.com/en/isover-0

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ISOVER GLASSWOOL – ACCORDING TO APPLICATION, ON AXIS FOR LAMBDA

CONTRIBUTES TO **ENERGY EFFICIENCY**

Homes with near zero ebergy consumption– NZEB

with ALUMINIUM FOIL

*Recommended by **AAECR** ASSICIATION OF ENERGY AUDITORS FOR BUILDINGS FROM ROMANIA*

\- 0.042 | 0.040 | 0.039 | 0.039 | 0.038 | 0.036 | 0.034 | 0.032 +

λ lambda
Thermal conductivity coeficient is better if lambda is smaller.

Installation on surface

HORIZONTAL

Floors
* in storage attics (walkable or not)
* between floors

VERTICAL - ÎNCLINED

Dividing walls

Attic
* **ceiling under pitched roof**
* **walls**

PERFECT ATTIC

Attic
* **ceiling under pitched roof**
* **walls**

Floors

PERFECT PLUS ATTIC

Attic
* **ceiling under pitched roof**
* **walls**

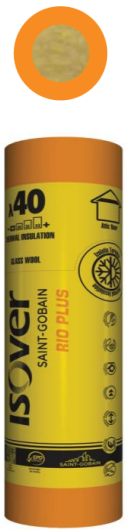
Floors

NZEB ATTIC

Exterior walls of wooden houses, curtain walls, walls from metallic warehouses

ISOVER GLASSWOOL – EASY TO CHOOSE ACCORDING TO LEAD COLOUR

ISOVER Rio
GREY
-
ALU
Storage attic
(horizontal
floor)



ISOVER Rio
Plus
ORANGE
-

Storage attic
(horizontal
floor)

ISOVER Akusto
BLACK
-
ACOUSTICS
Wall (vertical)

ISOVER Domo - ISOVER Domo Plus
YELLOW-WHITE
-
ATTIC
Ceiling, Wall
Basic solution

ISOVER Uniroll Plus - ISOVER Forte - ISOVER Super Profi
GREEN
-
ENERGY EFFICIENCY
Value added solutions
ATTIC
PERFECT/PERFECT PLUS/NZEB
Wooden houses, Ventilated facades, etc

ISOVER STONEWOOL LSW LOW DENSITY

LSW LOW DENSITY 30-90 kg/m3

ORANGE
-
PLE PLUS
(30 kg/m3)
* **dividing walls** with fire resistance

ORANGE
-
PLE PLUS ALU
* **dividing walls** with fire resistance
* **wooden houses**
* walls from **metal cassettes**

BLACK
-
PLU – ALU - NT
* **dividing walls** with fire resistance
* **wooden houses**
* walls from **metal cassettes**

***ALU**
Covered with aluminium foil reinforced with glassfiber

***NT**
Covered with black tissue of glassfiber

GREEN
-
PLA – ALU - NT
PLF – ALU – NT
PLC – ALU - NT
PLT - ALU – NT
PLN - ALU - NT
(50-90 kg/m3)
* **dividing walls** with fire resistance
* **ventilated facade walls**
* **curtain walls**

***ALU**
Covered with aluminium foil reinforced with glassfiber

***NT**
Covered with black tissue of glassfiber

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ROMANIA

ISOVER STONEWOOL HDSW HIGH DENSITY/HEAVY

HDSW HIGH DENSITY > 100 kg/m3

GREEN
-
ISOVER Profi Fassade
* **exterior walls in ETICS systems**
CS(10) 20 kPa
TR 7.5 kPa
PL(5) 300 N

ISOVER Fassade
* **exterior walls in ETICS systems**
CS(10) 30 kPa
TR 7.5 kPa
PL(5) 350 N

PALLET
-
ISOVER Terrasse
R-Ti-T-Si-S
* flat roofs insulation in **buildings and metallic warehouses**
CS(10) 30-40-50-60-70 kPa
TR 7.5-7.5-10-15-15 kPa
PL(5) 300-350-400-500-600-650 N

GREEN
-
ISOVER T-P
* insulation of floating floors
Compression class CP2

ISOVER INTELLIGENT SYSTEMS

ISOVER VARIO

* **ISOVER Vario KM Duplex** – vapour barrier foil with variable water permeability depending on season
* **ISOVER Double Twin** –double adhesive band for fixinf the foil onto the support surface
* **ISOVER KB1** – adhesive band for joining foil sections
* **ISOVER Vario Multitape** – reinforced adhesive band for covering the openings (like sockets, etc)
* **ISOVER Double Fit** – glue for airtight foil.

ISOVER PROFI FASSADE THERM

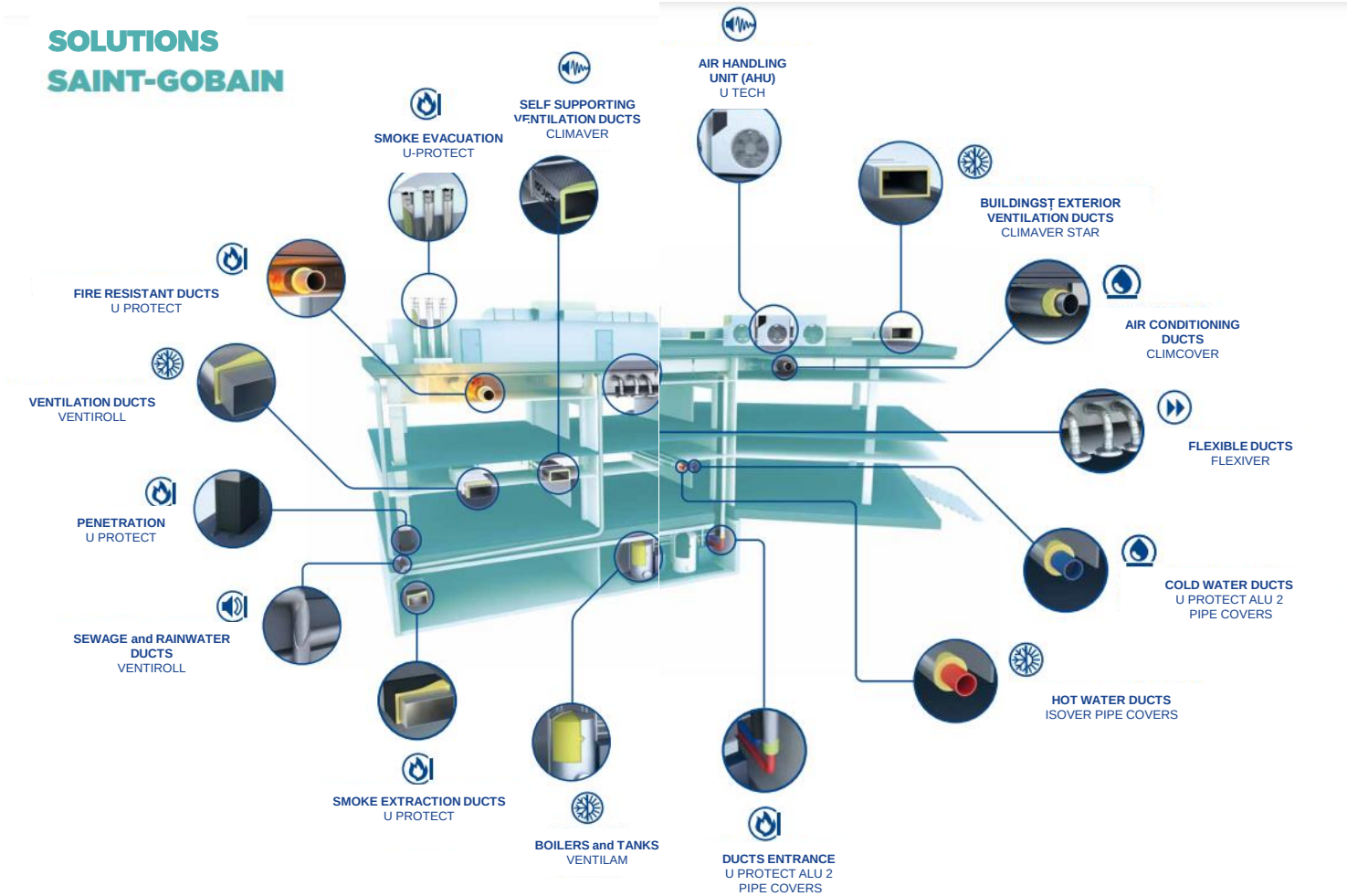
* **ISOVER Profi Fassade** – stonewool for exterior thermal insulation of facade – ETICS system
* **ISOVER Profi Fassade Fix** –adhesive for stonewool insulation
* **ISOVER Profi Fassade Mesh** – facade mesh made from glassfiber 165g/m2
* **ISOVER Profi Fassade Anchor**– bolt
* **ISOVER Profi Fassade Prime** – primer for deco renders
* **ISOVER Profi Fassade Decor** – siliconic deco renders, 345 colours

ISOVER CLIMAVER

ISOVER Climaver A2 Neto system is certified by ROGBC - GREEN HOMES for residential

Produs	Proiectat în mod special pentru
CLIMAVER® PLUS R	
CLIMAVER® NETO	Acustică
CLIMAVER® A2 PLUS	
CLIMAVER® A2 NETO	Acustică
CLIMAVER® A2 DECO	Estetică + acustică
CLIMAVER® APTA	Acustică de top + economie de energie
CLIMAVER® A2 APTA	Acustică de top + economie de energie
CLIMAVER® A1 APTA	Acustică de top + economie de energie
CLIMAVER® STAR	Uz extern + acustică

ISOVER VENTILATION SYSTEMS



OUR HIGH VALUE SERVICES ALL ALONG THE CUSTOMER JOURNEY

SERVICES TO HELP IN THE SELECTION

To make sure that customers select the right solution for their specific needs, we information about our solutions performances - U-value (thermal transmittance), DWG and BIM objects, technical assistance.

SERVICES TO FACILITATE PURCHASE

Our commercial partners llist of contacts, available on website Ionline orders for commercial partners (B2B).

SERVICES TO FACILITATE THE USE OF OUR SOLUTIONS

We offer high-quality training courses at our Technical Academy Assistance – consulting, site support and demonstrations.

SERVICES TO FOSTER BUSINESS RELATION

We support our customers with marketing actions, training, promo offers, innovation liaunches with dedicated communication campaigns.

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3. OUR COMMITMENT

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OUR COMMITMENT

At Saint-Gobain, we all have the same vision: **TO BE THE WORLDWIDE LEADER IN LIGHT AND SUSTAINABLE CONSTRUCTION.**

Our construction brands contribute to achieve this vision thanks to a concrete commitment: **we care about building better for people and the planet by offering solutions that deliver sustainability and performance.**

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OUR COMMITMENT

Everything we do is built on 4 distinctive promises.

CUSTOMER PROXIMITY

We commit, beyond our local footprint, to be always by your side as your reliable, expert business partner.

INNOVATIVE SOLUTIONS

We commit to constantly anticipate your needs and bring added value solutions.

PERFORMANCE

We commit to respond to your challenges by bringing you trusted solutions which offer productivity, financial benefits and a quality finish, delivering the expected performance.

SUSTAINABILITY

We commit to care about people by making installation and indoor environments more comfortable and safer, and to care for the planet by reducing buildings' environmental impacts.

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OUR COMMITMENT

For Isover, our commitment translates into concrete actions:

We make our solutions available across the world thanks to our **worldwide footprint**

We constantly **innovate** to satisfy customers' needs

We commit to share our expertise on insulation and **help professionals** to **build better** in all aspects

We invest in t**echnologies that produce less waste**

We offer **lightweight** and **ergonomic** solutions

We commit to reduce the environmental impact of our **packaging**

EPD VERIFIED

We provide clear and key **sustainable information** (EPDs, content declarations…)

We foster our **customers' loyalty** via dedicated communities and clubs

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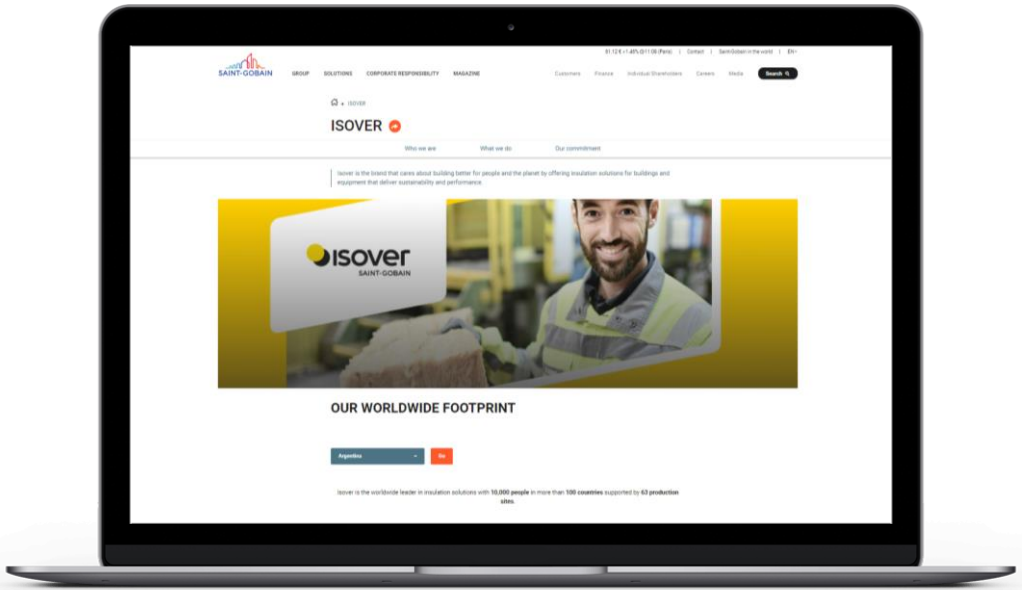
TO KNOW MORE ABOUT ISOVER…



https://www.isover.ro
https://www.saint-gobain.com/en/isover

ISOVER cares about building better for people and the planet.

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4. APPENDICES:

GLASS WOOL PRODUCTION PROCESS

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GLASS WOOL

Production process

1 BATCH

Sand, soda ash, limestone and recycled glass are stored in silos, weighed, mixed and poured into a furnace.

Recycled glass

%

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GLASS WOOL
Production process

2 MELTING

The mixture is melted at **1,400°C** in an electric or gas furnace.

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GLASS WOOL

Production process

3 FIBERIZING

The liquid glass is propelled by a centrifugal spinner to create the fibers. These are sprayed with a binder and shaped into a blanket.

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GLASS WOOL
Production process

4 CURING

The blanket passes through a curing oven where it is compressed to achieve its **final thickness**.

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GLASS WOOL
Production process

5 CUTTING

The blanket is cut to the **required width**. Off-cuts are recycled. A facing can eventually be glued to the blanket.

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GLASS WOOL

Production process

6 PACKAGING

The end of the line is equipped with a **rolling machine** for mats and a **stacking machine** for boards.

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GLASS WOOL

Production process

7 PALLETIZATION

The glass wool can be compressed to up to a tenth of its volume. A total of **24, 30 or 36 rolls** of glass can be packed onto a single pallet.

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GLASS WOOL
Summary

BATCH
Sand, soda ash, limestone and recycled glass are stored in silos, weighed, mixed and poured into a furnace.

MELTING
The mixture is melted at 1,400°C in an electric or gas furnace.

FIBERIZING
The liquid glass is propelled by a centrifugal spinner to create the fibers. These are sprayed with a binder and shaped into a blanket.

CURING
The blanket passes through a curing oven where it is compressed to achieve its final thickness.

CUTTING
The blanket is cut to the required width. Off-cuts are recycled. A facing can eventually be glued to the blanket.

PACKAGING
The end of the line is equipped with a rolling machine for mats and a stacking machine for boards.

PALLETIZATION
The glass wool can be compressed to up to a tenth of its volume. A total of 24, 30 or 36 rolls of glass can be packed onto a single pallet.

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STONE WOOL PRODUCTION PROCESS

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STONE WOOL
Production process

1 BATCH

Basalt, **slag and briquet** (recycled stone wool) are stored in silos, weighed and mixed with coke to form a fill that is placed in the cupola.

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STONE WOOL
Production process

2 MELTING

The mixture is melted by coke combustion in a cupola heated to a temperature of over **1500 °C.**

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STONE WOOL

Production process

3 FIBERIZING / BINDER SPRAYING

The fibers are produced by projecting melted glass on rotors turning at high speed. A binder is automatically atomized on the fibers that are transported by a strong air jet on the belt of the collecting chamber. The collected fibers are forming a homogeneous primary mat of low gram weight. This mat is transported to the pendular installation.

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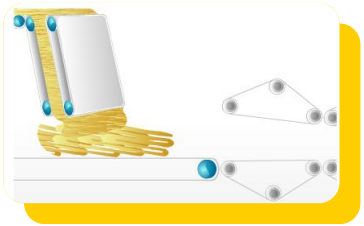
STONE WOOL
Production process

4 FOLDING AND CRIMPING



The lightweight mat is folded over by a pendular in several layers to form a thick mat of fibers, adjusting the gram weight of the final product. The formed mat can pass through a crimping machine which vertically orientates the fibers of the mat to bring mechanical properties to the final product.

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STONE WOOL

Production process

5 CURING / POLYMERISATION

The fibers mat, impregnated with binder, is entering into a curing oven heated at over **200°C**. The hot air passes through the stone wool mat to polymerize the binder. This gives the mat its final thickness, density and consistency.

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STONE WOOL

Production process

6 PACKAGING / PALLETIZATION

Once out of the oven, saws cut the blanket at the required width. The generated edge waste is recycled during the manufacturing process. **The stone wool blanket** is then directed towards the surfacing where the products can be covered with a paper or aluminum covering, a glass or asphalt mat. The end of the line is equipped with a rolling machine for rolls and a staking machine and a packer for slabs. The packages are then gathered in pallets facilitating the logistics of handling, storage and loading in the transport units.

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STONE WOOL

Summary

BATCH

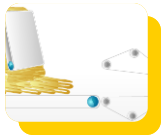
Basalt, slag and briquet (recycled stone wool) are stored in silos, weighed and poured into a furnace.

MELTING

The mixture is melted at 1500°C in a cupola.

FIBERIZING / BINDER SPRAYING

the liquid glass is propelled by a centrifugal spinner to create the fibers. These are sprayed with a binder and shaped into a blanket.



FOLDING AND CRIMPING

the lightweight mat is folded over by a pendular in several layers to form a thick mat of fibers.

CURING / POLYMERISATION

the fibers mat, impregnated with binder, is entering into a curing oven heated at over 200°C. The hot air passes through the stone wool mat to polymerize the binder. This gives the mat its final thickness, density and consistency.

PACKAGING / PALLETIZATION

the end of the line is equipped with a rolling machine for rolls and a stacking machine for boards.

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