

Improving air
because we care



SIG AIR HANDLING



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AIR HANDLING FACTS & FIGURES

SIG PLC's first significant move into Air Handling came through the acquisition of Air Trade Centre in 2008 (rebranded to SIG Air Handling in 2016) with the rationale that this is a complementary specialist distribution market, with similar environmental drivers as SIG's insulation and energy management business.

The Air Handling business has grown rapidly over recent years and sales increased by 17% in 2015 to €214 million. On a pro forma basis, including full year contributions from infill acquisitions the Group made in H2 2015 and January 2016, sales in this division would be c. €250 million. This is being operated from 100 trading sites in Europe.

SIG is targeting sales of at least €400 million by 2018, predominantly through organic growth. In doing so, the Group is aiming to increase its product offering of designing and delivering complete system solutions to customers.

DELIVERING COMPLETE SYSTEM SOLUTIONS TO CUSTOMERS



COMPANY MILESTONES



STEP 1

FOUNDATION OF
AIR HANDLING BUSINESS

SIG starts ventilation in France
as a spin-off of their technical
insulation business

STEP 2

INTERNATIONALISATION
AND EXPANSION

Platform acquisition
in Air Handling

STEP 3

SPECIALISATION,
VALUE ASSEMBLING AND BRANDING

Further organic growth and
acquisitions in Air Handling

WHERE WE OPERATE

HEADQUARTERS

Brussels, Belgium

• TRADING SITES AND COMMERCIAL OFFICES IN

Austria	Netherlands
Belgium	Poland
Bulgaria	Romania
France	Switzerland
Germany	Turkey
Hungary	United Kingdom

• VALUE ADD ASSEMBLING FACILITIES

Alizay, France
Torcy-le-Petit, France
Trier, Germany
Graz, Austria
Izmir, Turkey
Purmerend, Netherlands
Sofia, Bulgaria
Waalwijk, Netherlands
Wroclaw, Poland





“AS A MEMBER
OF THE SIG FAMILY,
WE SHARE THE SAME
VALUES AND CORPORATE
RESPONSIBILITIES.”

“INDOOR AIR QUALITY HAS
BECOME A MAJOR CONCERN
FOR MANY PEOPLE IN
EUROPE AND ALL
AROUND THE WORLD.”



WHY WE CARE

Indoor air quality has become a major concern for many people in Europe and all around the world. A quick look at the facts on the next page show us why.

"As a company and as a member of the SIG family we have an important responsibility towards the environment, the society and future generations."

We must do everything we can to ensure a healthy and safe indoor climate and therefore constantly improve the quality and efficiency of our products.

This is why we want to contribute to a better indoor environment and create a better quality of life for everyone.
This is why we care.

Lex Hemels, Managing Director SIG Air Handling

TEN FACTS ABOUT INDOOR AIR QUALITY (IAQ)



We spend
90%
of our time
indoors



Indoor air can be
2 to 50
times more polluted
than outdoor air



80 million
Europeans live
in damp and
unhealthy homes



A damp and
unhealthy home
doubles
the risk of asthma



30 million
people are suffering from
asthma and allergies
due to bad IAQ



60%
of all Europeans
are concerned
about bad IAQ



Every year
600,000
people die in the EU
from respiratory diseases



Good IAQ improves
learning abilities in
children by up to
15%



Better IAQ
increases productivity
in offices by
10%



Sick leave rates
drop by more than
30%
with better IAQ

OUR MISSION

We share and utilise our expertise in improving indoor climates and energy efficiency, in order to create a healthy and safe indoor environment for everyone. Through a strong customer focus, ease of access and reliability we are your solutions oriented partner.



**CUSTOMER FOCUS
EXPERTISE
EASE OF ACCESS
RELIABLE**

OUR VISION

We want to help people to achieve a healthy, safe and energy efficient living and working environment.

AIR IS COMFORT
AIR IS ENERGY
AIR IS LIFE

HOW WE FULFILL OUR VISION

The fulfillment of our vision is based on three pillars:

INFORMATION, EDUCATION & TRAINING

We gather and share relevant information with our stakeholders and the broader public. Our expert knowledge and advice on the best use, installation and maintenance of products is shared to ensure that the most optimal ventilation solutions are developed for our customers.

PRODUCT DEVELOPMENT

Investment in new technologies and products with our key suppliers to guarantee development of state-of-the-art solutions. We want to invest in fabrication and value added assembly to safeguard our independence and to guarantee the quality and continuity of our products.

SOCIAL ENGAGEMENT

Our vision includes support of organisations that fight to prevent the detrimental effects of bad IAQ in specific healthcare domains. We also help organisations which promote a healthy lifestyle and that have a link to IAQ.

FOR MORE INFORMATION VISIT: WWW.SIGAIRHANDLING.COM

CUSTOMER VALUE PROPOSITIONS

SIG Air Handling is a leading supplier of products for heating, ventilation and air conditioning. We offer HVAC project solutions for professional installers and engineering offices through the following propositions:



DISTRIBUTION

With our broad range of quality products, local presence with many branches and excellent logistics, we offer our customers ease of access, flexibility and technical support.

We provide our customers with the one-stop-shop, a state-of-the art e-commerce platform, easy ordering, quick and reliable delivery and a team of knowledgeable and friendly people.



PROJECTS

We provide solutions for energy efficient and healthy indoor air quality with expertise in various market segments, ranging from offices and warehouses to hospitals and schools, which are compliant with the latest regulations.

In everything we do, we offer ways to improve indoor air quality in all aspects, from design in BIM through to delivery at the building spot. Through our highly skilled staff, we support the project from the design phase to the completion of a building.



SERVICES

Air quality in rooms and spaces both at home and at work is important to everyone's comfort, safety and health.

We provide and deliver tailor-made services to tune and maintain the quality of the indoor climate at the required level, and reduce lifetime costs.

OUR PEOPLE

SIG Air Handling has excellent, highly trained, motivated employees who care passionately about the business. Their wellbeing and engagement is one of our top priorities.

TRAINING & RECRUITMENT

The skills and expertise of our people is a key differentiator in the marketplace. Developing employees and leaders is therefore a core part of our strategy. Through different programmes, we are not only able to create a recruitment pipeline of talented individuals entering the business, but we are also able to accelerate the development and progression of those already with us.

ENVIRONMENT, HEALTH & SAFETY

We fully subscribe to the Zero Harm health and safety programme of the SIG Group: "the health, safety and wellbeing of employees and others is a primary consideration for management at all levels in the development, growth and day-to-day operations of the business, our products and services."

EMPLOYEE ENGAGEMENT

We aim to attract and retain the best talent and are committed to recognising excellent performance and celebrating their success with a fair and consistent approach. We strive for a pleasant working environment with equal opportunities for all employees.

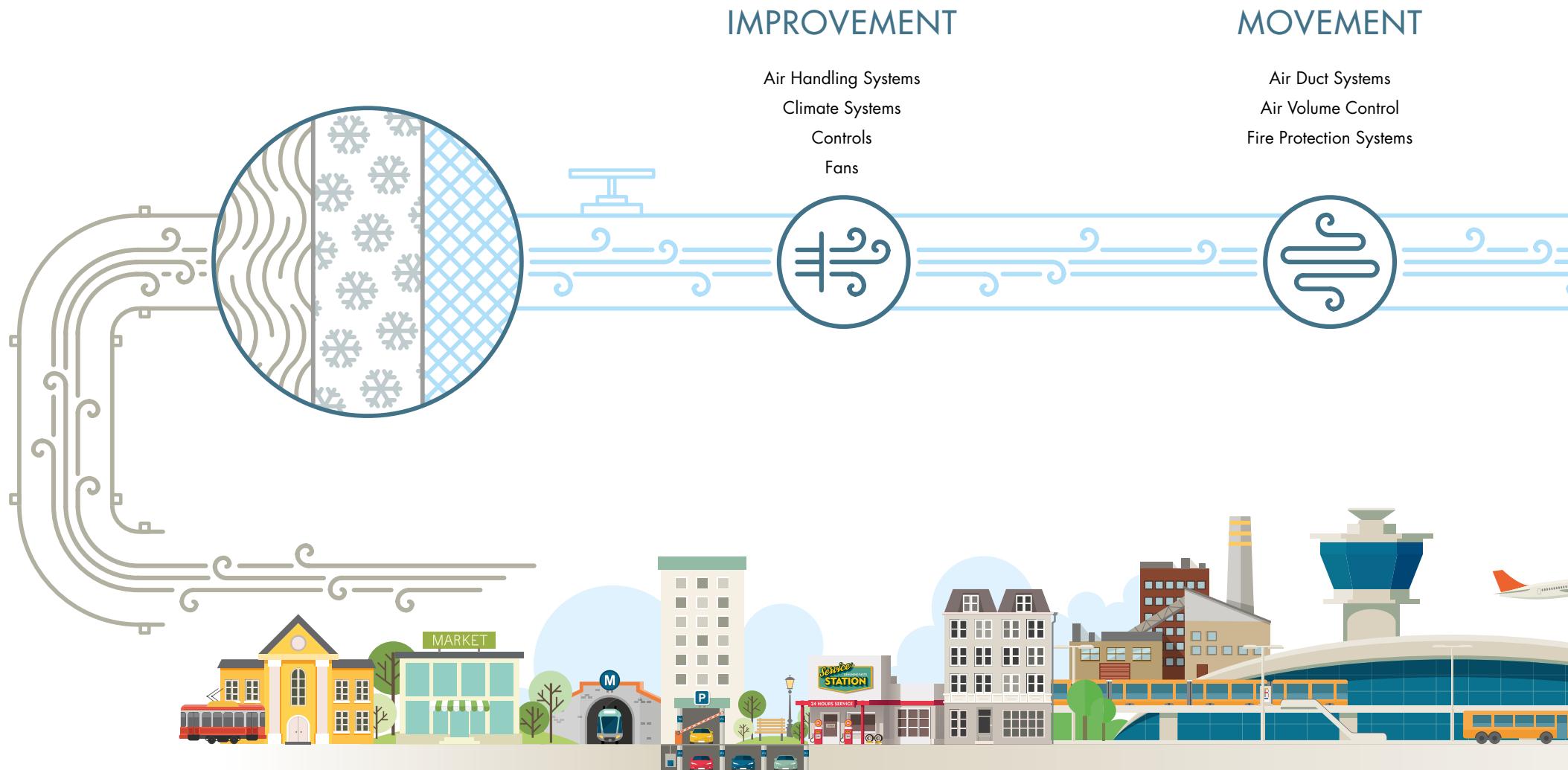


INTERNAL COMMUNICATIONS

Communicating with our employees is a key priority for us. We want to make sure everyone understands our vision and our strategy for realising that vision.

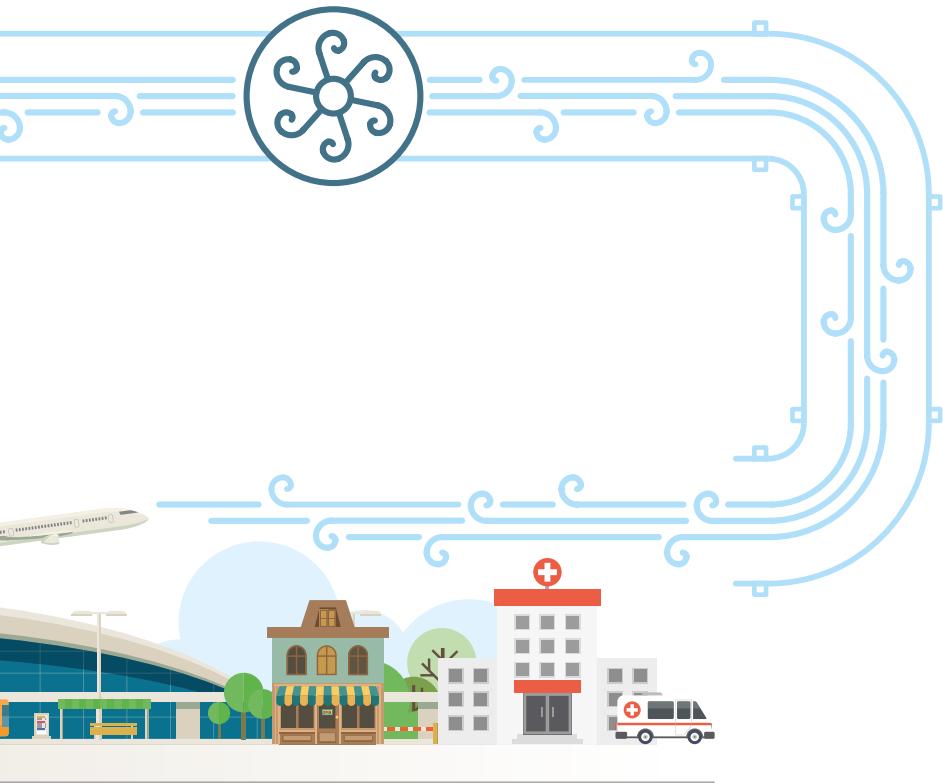
We are also keen for our people to share their views and opinions, so enabling two-way communication is very important.

OUR PRODUCTS AND SOLUTIONS



DIFFUSION

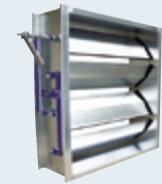
Air Terminal Devices



Diffusion



Dampers



Ducts



Fixings



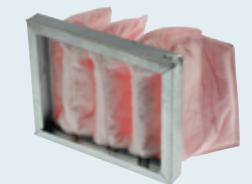
Fire Protection



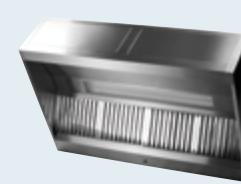
Insulation



Filters



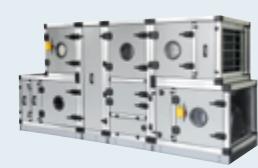
Kitchen Hoods



Fans



AC & AHU





WE DEVELOP ADDED VALUE PRODUCTS & SYSTEMS

SAFETY AND ENERGY EFFICIENCY

SIG Air Handling companies comply with all national and European legislation and we test our products and systems regularly in internal and public climate chambers. Different Eurovent certificates, EN fire reports, dust control tests and hygiene labels are available on demand.

Our fire rated products and systems contribute to safer living and working environments, in shopping malls, offices, car parks, schools, hospitals and many other buildings.

Via our Category Management Team we select and approve suppliers worldwide to develop more ambitious and rewarding partnerships. Through our professional expertise we develop added value products and systems for our European businesses.



EUROPEAN FEDERATION OF ALLERGY AND AIRWAYS DISEASES PATIENTS' ASSOCIATIONS

39

national
patients'
associations

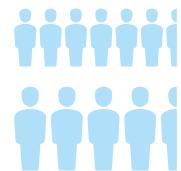
25

European
countries

EFA is an umbrella organisation, which at European level represents 39 national patients' associations in 25 European countries.

EFA is dedicated to making Europe a place where people with allergies, asthma and COPD (Chronic Obstructive Pulmonary Disease):

- Have the right to the best quality of care and a safe environment
 -
 - Live uncompromised lives
 -
 - Are actively involved in all decisions influencing their health
-



64 million
students **4.5** million
teachers

64 million students and 4.5 million teachers are affected by bad indoor air quality in Europe.

Breathing is a prerequisite of life. Depending on regional culture and outdoor climate, Europeans spend most of their time in indoor environments. To breathe, healthy indoor air is therefore considered a fundamental right by the WHO (World Health Organisation).

EFA was an associated partner of the HealthVent project (2010) under the second program of Community Action in the field of health.

IAQ

indoor
air
quality

EFA believes "As required by the seventh environment action programme, the European Union should adopt a comprehensive strategy on Indoor Air Quality to identify current gaps and propose next steps in order to tackle the negative consequences of poor air indoors. Indoor Air Quality considerations should be included in all policies developed by the European Union, namely in health, environment, energy, climate change, research and single market legislations."

GUIDE



In relation to ventilation, the EFA recommends that building owners/occupants should receive a detailed guide on how to maintain their ventilation systems so they can control their own IAQ for comfort and cleanliness.

EFA aims for clearer regulations which explain who has the responsibility for coping with mould and dampness due to poor ventilation and/or water leakages.

IAQ is not, and should not be, the Cinderella of the air pollution field. 2 million healthy lives are lost in the EU every year due to poor indoor air quality. As such, this issue needs to be properly regulated to guarantee that everyone has the fundamental right to breathe healthy indoor air.

JEAN-LUC MOERMAN

WHY WE WORK WITH JEAN-LUC MOERMAN?

As art is a universal language, we decided it was the right medium to further express our key promise. We started a partnership with artist Jean-Luc Moerman who is a creative and heartwarming person who empathises with our vision to improve indoor air quality. He strongly supports our bigger picture and wants to commit himself to this wholeheartedly.

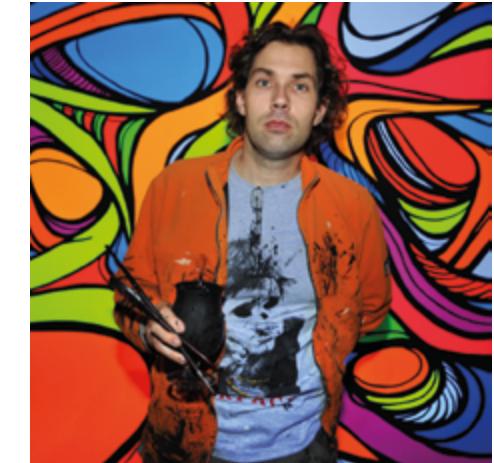
WHO IS JEAN-LUC MOERMAN?

Brussels-based Belgian artist Jean-Luc Moerman is a rising star. From applying his stickers around Brussels and NYC, through his first exposition in 1995 (Brussels), and his ongoing expositions in Japan, South Korea, Germany, France and many more, this versatile artist has tackled every surface imaginable; from existing photographs to buildings, stickers, canvas and brick walls.

Moerman bases his techniques and style on his excellent draughtsmanship using organic and mostly colourful lines, that flow and merge with their subject, constantly evolving and growing, without ever taking possession.

The inspiration for Moerman's distinctive style derives from art forms such as urban graffiti, Japanese calligraphy, Manga, tattoo-art, the world of sci-fi, fashion and advertising.

Through his art, he reminds us that 'everyone is tattooed somewhere', and that inevitably the tattoos we carry, both internal or external, visible to others or concealed, will multiply or spread beyond our immediate control.



Jean-Luc Moerman, Brussels, 1965

REFERENCE PROJECT

FORWARD VIEW

Not in Tokyo, New York, Delhi, London or Paris, but in Amsterdam you will find the world's most sustainable office building: The Edge. The sophisticated design, combined with smart and advanced technology, resulted in a 98.36% (BREEAM-NL) sustainability score for the building. The Edge sheds new light on real estate in the future: buildings that generate more energy than they consume. The Edge has everything on offer to enable a pleasant workplace, in every sense of the word. The innovative design creates a comfortable

living environment, whilst additionally focusing on sustainability and efficient energy consumption. We did this project, from design to delivery.

HEALTHY LIFE

The Edge is not only good for the environment; it also offers a healthy internal climate for users. For instance, the heat recovery ventilation system contributes to an intelligent ventilation system.

THE EDGE

A combination
of technology and
sustainability

-0.3

kWhe/m²/yr.

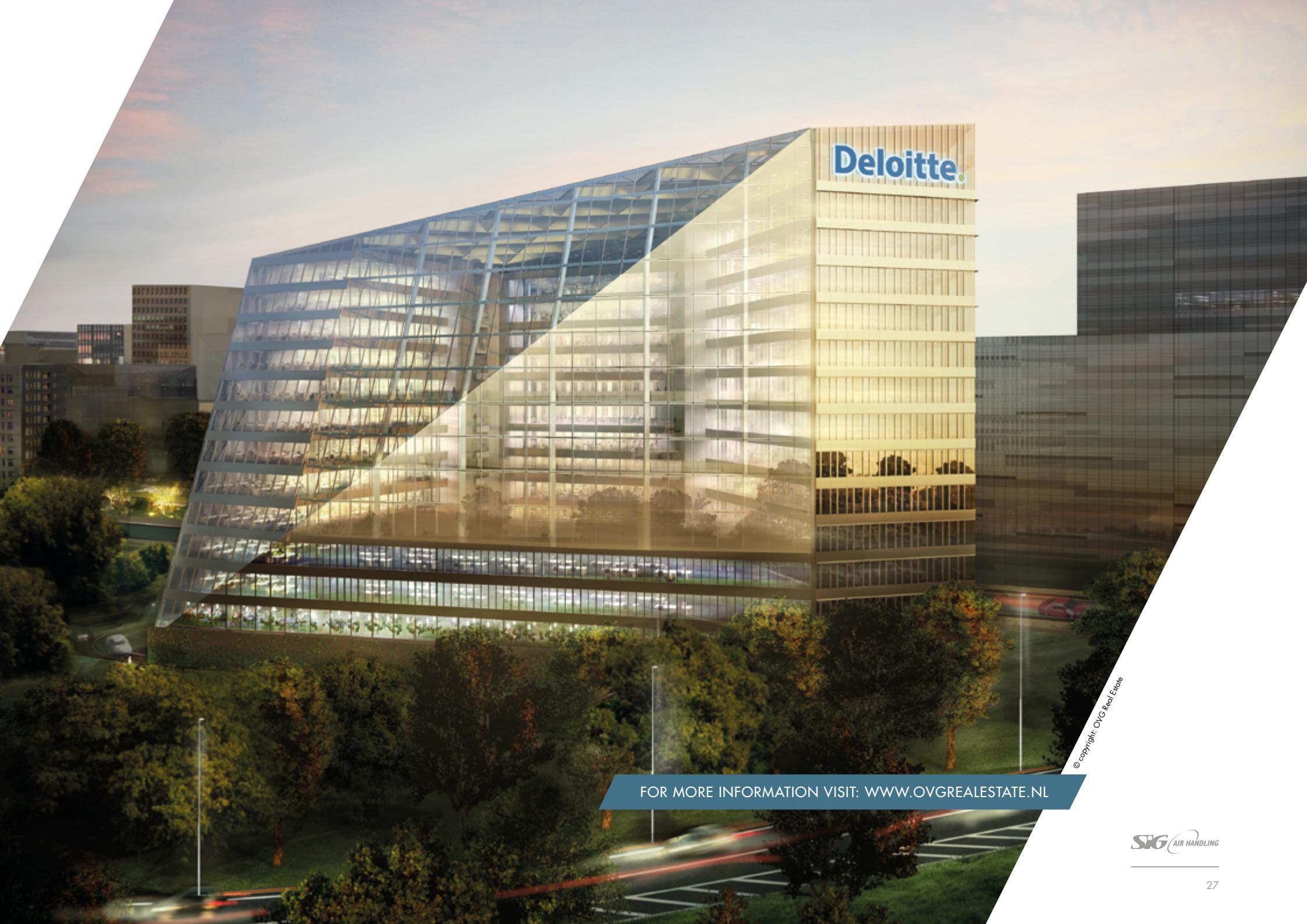
estimated
energy
consumption

40.7

kWhe/m²/yr.

standard
energy
consumption





Deloitte.

FOR MORE INFORMATION VISIT: WWW.OVGREALESTATE.NL

© copyright: OVG Real Estate

SIG AIR HANDLING

DISTRIBUTION

A wide range of more than

15,000
products

Immediate availability of more than

4,000
products

Delivery service within

24
hours

A lot of professional installers rely on SIG Air Handling for a wide range of more than 15,000 products and we know that their time is valuable. Therefore we guarantee an immediate availability of more than 4,000 products and with branches all over the country we aim to always be as close as possible to the customer. Logistic services like groupage or on-site delivery reflect our customer centric approach.

Furthermore we have a number of night safes in place so customers can pick up orders at their own convenience. And last but not least there's our e-shop which offers delivery within 24 hours.

Our customers can always count on the technical expertise of our specialists. They ensure the right product choice is made and keep customers informed about new products and regulations. Online tools like the duct calculator or measurement templates are frequently used and much appreciated by our customers.

THE SUPERIOR PRICE LIST

Mark Wijns
(Atio nv)

As far as I am concerned,
SIG Air Handling has
the best prices
of all suppliers.

FULLY COMPREHENSIVE SERVICE

Vincent Tilman
(Cegelec)

VERY HAPPY WITH SERVICE AND PERSONNEL

Francesco Sigona
(Climatsun)

We have been working successfully
with SIG Air Handling for several
years now. They have

A WIDE PRODUCT RANGE AND ARE ALWAYS READY TO HELP

Daniel Soares
(Driellox Luchtkanalen B.V.)

What makes you stand out
is that nearly everything
is available online.

EXCELLENT!

Kevin de Meulenaere
(de Meulenaere
Installatiebedrijf)

FULL SATISFACTION WITH ALL OF YOUR SERVICES

M. Finné
(GPO sprl)

WE ARE EXTREMELY SATISFIED WITH THE SERVICE

For us, the Roeselare branch is also a
great improvement.

Wesley Bertrem
(Sap Koeltechniek)



ENVIRONMENT, HEALTH & SAFETY (EHS)



Taking care of the environment

The Board of Directors recognise that the health, safety and welfare of employees, visitors, contractors, external stakeholders and the wider community, who may be affected by its operations are of primary importance in the successful conduct of its business - and is committed to maintaining regular dialogue with all of its stakeholders.

It also recognises its obligations to care for the environment through the prevention of pollution, and the implementation, monitoring and auditing of good environmental practices. As a minimum standard, the Group across all of its businesses will meet the requirements of all legal, industry and other adopted standards.

ABOUT SIG PLC

SIG IS THE LEADING EUROPEAN PROVIDER OF SPECIALIST SOLUTIONS TO THE CONSTRUCTION INDUSTRY

The Group has a product and service offering of significant scale with strong positions in its four core product areas of Exteriors, Interiors, Insulation and Air Handling. SIG operates from over 700 trading sites across the UK and Ireland, Mainland Europe and the Middle East. SIG is a FTSE 250 company listed on the London Stock Exchange, with annual revenues of €3.2 billion and approximately 10,000 employees.

SIG plc – Sheffield Insulation Group

Founded in 1957 and listed on the London Stock Exchange since 1989

Annual revenue ~€3.2 billion

Growth story; financially healthy

Operating in 15 countries; ~700 branches; ~10,000 staff

Balanced exposure across different market sectors

Close to customer

Specialised, independent distributor

Added value fabrication and services

SIG PLC FINANCIAL & COMPANY DATA

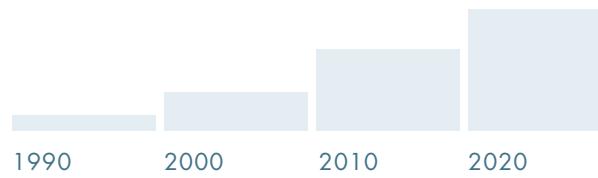


SIG PLC REVENUE

€3.2 billion in 2015

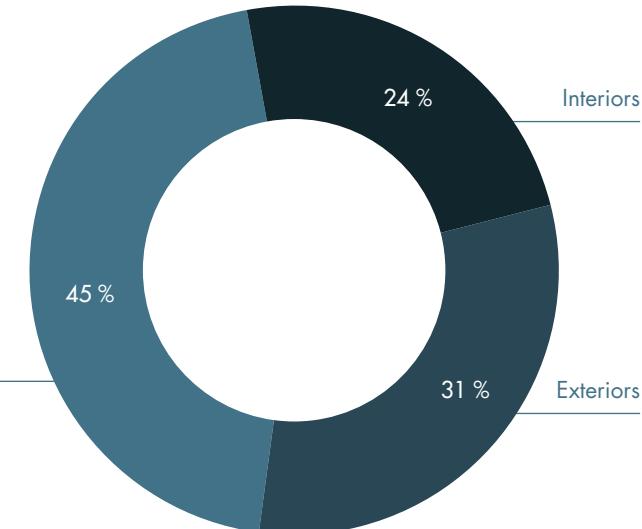
SIG PLC OPERATING PROFIT

€84.7 million in 2015



SALES VOLUME

Insulation & Energy Management
(Air Handling included)



STAFF

~10,000 colleagues
~1,000 in Air Handling



SIG Air Handling

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