

RESEARCH • COLLABORATION • INNOVATION

Demonstrating New Technologies

A Corporate Perspective

Michael Mahoney
Saint-Gobain External Venturing



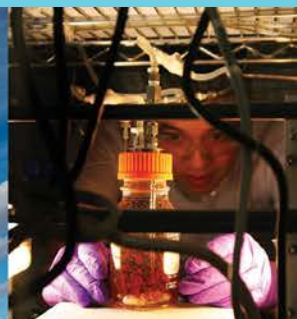
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Saint-Gobain



founded in 1665 as the Royal Glass Works in Paris

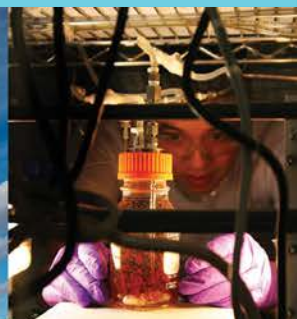


Saint-Gobain: Top 100 industrial corporation

- > \$55B in annual sales
- Operations in 64 countries
- > 190,000 employees

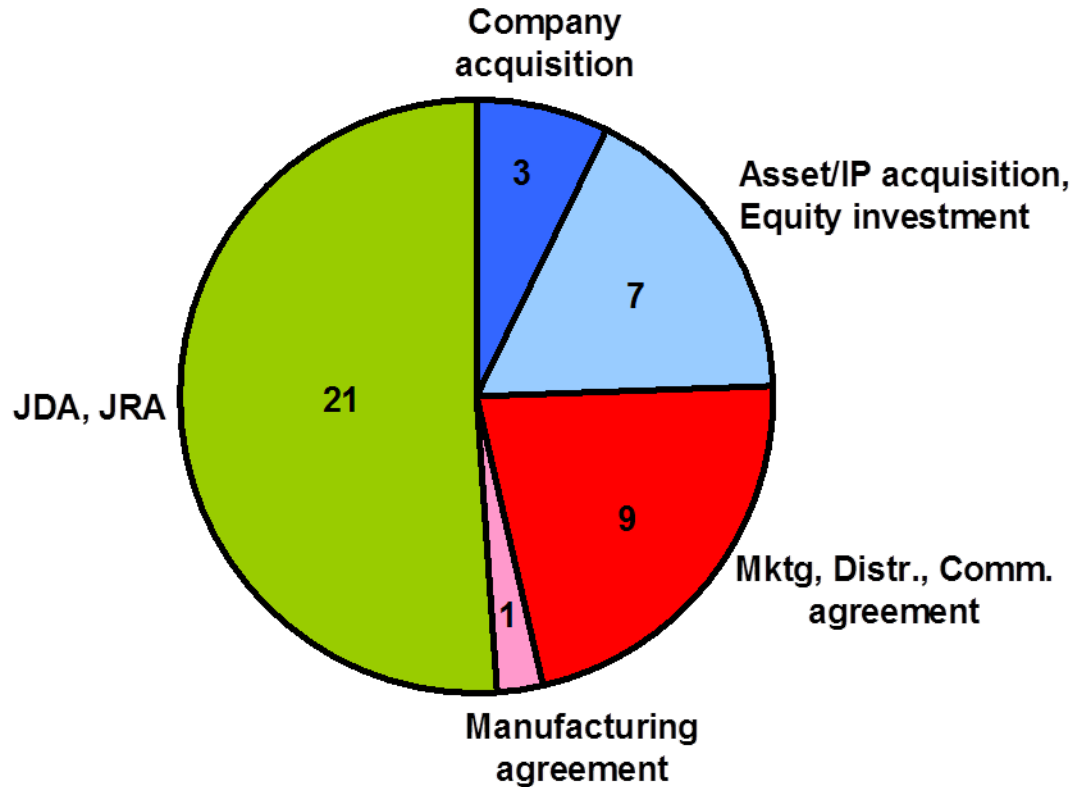


- Construction Products (#1 WW)
- Flat Glass (#2 WW)
- Building Distribution (#1 EU)
- Strong Market Positions:
 - Ceramics, Polymers, Abrasives
 - Solar, Crystals



Saint-Gobain External Venture

41 partnerships since 2006

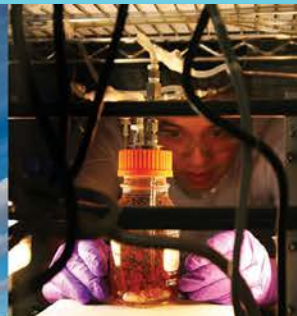


Demonstration Trials with Strategic Partners

- Strong validation step
- First customer or market entry opportunity

Setting Expectations

- The Impedance Mismatch: start-up vs. corporation
- Be ready-to-go
- Pack-it-in/Pack-it-out



Thank you

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