

2016 | Vetropack in Focus



Vetropack Group

Vetropack is one of Europe's leading manufacturers of glass packaging for the food and beverage industry with group management in Bülach (Switzerland). It runs state-of-the-art production facilities, as well as sales and distribution centres in Switzerland, Austria, the Czech Republic, Slovakia, Croatia, Ukraine and Italy. As a customer orientated company, Vetropack guarantees innovative packaging solutions, reliable product quality and on-time deliveries. Tailor-made glass from Vetropack gives a basis for a successful market performance of our customers' products.

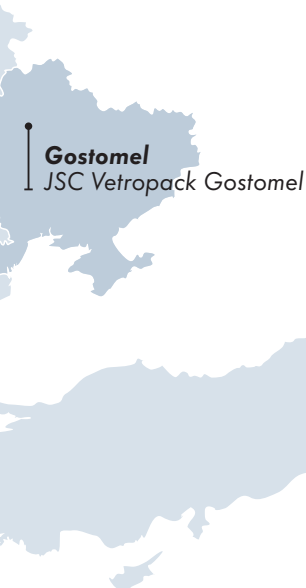


At a Glance

Key Figures 2016

| | | +/- | 2015 | 2016 |
|-------------------------|-------------------|--------|-------|-------|
| Net Sales | CHF millions | 8.0% | 557.0 | 601.7 |
| EBIT | CHF millions | - 2.0% | 50.3 | 49.3 |
| Consolidated Profit | CHF millions | 1.2% | 42.1 | 42.6 |
| Cash Flow* | CHF millions | 1.4% | 103.7 | 105.1 |
| Investments | CHF millions | 47.4% | 65.0 | 95.8 |
| Production | 1 000 metric tons | 5.1% | 1 330 | 1 398 |
| Unit Sales | billions | 4.9% | 4.64 | 4.87 |
| Exports (in unit terms) | % | - | 44.3 | 43.5 |
| Employees | number | 0.5% | 3 228 | 3 243 |

* operating cash flow before change of net working capital



Group Companies

Vetropack Ltd (Switzerland)

| | +/- | 2015 | 2016 |
|---------------------------|---------|---------|--------|
| Net sales in CHF millions | - 8.6% | 80.5 | 73.6 |
| Unit sales in millions | - 8.7% | 464.6 | 424.2 |
| Exports in unit terms | | 18.0% | 21.2% |
| Production in tons | - 11.4% | 107 617 | 95 342 |
| Employees | | 195 | 199 |

Vetropack Austria GmbH (Austria)

| | +/- | 2015 | 2016 |
|---------------------------|--------|---------|---------|
| Net sales in EUR millions | - 5.0% | 181.0 | 171.9 |
| Unit sales in millions | - 4.7% | 1 615.1 | 1 538.7 |
| Exports in unit terms | | 42.6% | 45.2% |
| Production in tons | - 3.3% | 341 616 | 330 248 |
| 1 EUR = CHF | | 1.068 | 1.090 |
| Employees | | 668 | 686 |



St-Prex Plant, Switzerland



Kremsmünster Plant, Austria

Vetropack Moravia Glass a.s. (Czech Republic)

| | +/- | 2015 | 2016 |
|---------------------------|------|---------|---------|
| Net sales in CZK millions | 4.1% | 2 223.7 | 2 313.8 |
| Unit sales in millions | 5.0% | 831.1 | 873.0 |
| Exports in unit terms | | 48.0% | 42.9% |
| Production in tons | 1.6% | 216 535 | 220 060 |
| 100 CZK = CHF | | 3.914 | 4.033 |
| Employees | | 456 | 458 |

Vetropack Nemšová s.r.o. (Slovakia)

| | +/- | 2015 | 2016 |
|---------------------------|--------|---------|---------|
| Net sales in EUR millions | 0.4% | 54.4 | 54.6 |
| Unit sales in millions | - 1.0% | 475.9 | 471.1 |
| Exports in unit terms | | 52.1% | 48.7% |
| Production in tons | 1.7% | 136 810 | 139 125 |
| 1 EUR = CHF | | 1.068 | 1.090 |
| Employees | | 351 | 344 |



Pöchlarn Plant, Austria



Kyjov Plant, Czech Republic

Vetropack Straža d.d. (Croatia)

| | +/- | 2015 | 2016 |
|---------------------------|------|---------|---------|
| Net sales in HRK millions | 4.2% | 801.2 | 834.7 |
| Unit sales in millions | 3.1% | 1 063.2 | 1 095.7 |
| Exports in unit terms | | 75.7% | 75.5% |
| Production in tons | 9.1% | 237 801 | 259 460 |
| 100 HRK = CHF | | 14.025 | 14.471 |
| Employees | | 585 | 565 |

Vetropack Italia S.r.l. (Italy)

| | +/- | 2015 | 2016 |
|---------------------------|--------|--------|---------|
| Net sales in EUR millions | 160.7% | 25.2 | 65.7 |
| Unit sales in millions | 154.0% | 162.2 | 412.0 |
| Exports in unit terms | | 16.3% | 18.0% |
| Production in tons | 133.7% | 55 379 | 129 425 |
| 1 EUR = CHF | | 1.068 | 1.090 |
| Employees | | 255 | 269 |

JSC Vetropack Gostomel (Ukraine)

| | +/- | 2015 | 2016 |
|---------------------------|--------|---------|---------|
| Net sales in UAH millions | 9.8% | 1 345.5 | 1 477.0 |
| Unit sales in millions | 4.5% | 611.7 | 639.3 |
| Exports in unit terms | | 7.7% | 9.2% |
| Production in tons | - 4.4% | 234 617 | 224 226 |
| 100 UAH = CHF | | 4.438 | 3.846 |
| Employees | | 630 | 636 |

Müller + Krempel Ltd (Switzerland)

| | 2015 | 2016 |
|-----------------------------------|-------|-------|
| Net sales by Business Unit | | |
| Retail Trade | 74.0% | 73.5% |
| Pharmaceutical & Cosmetics | 26.0% | 26.5% |
| Employees | 11 | 11 |



Nemšová Plant, Slovakia



Hum na Sutli Plant, Croatia

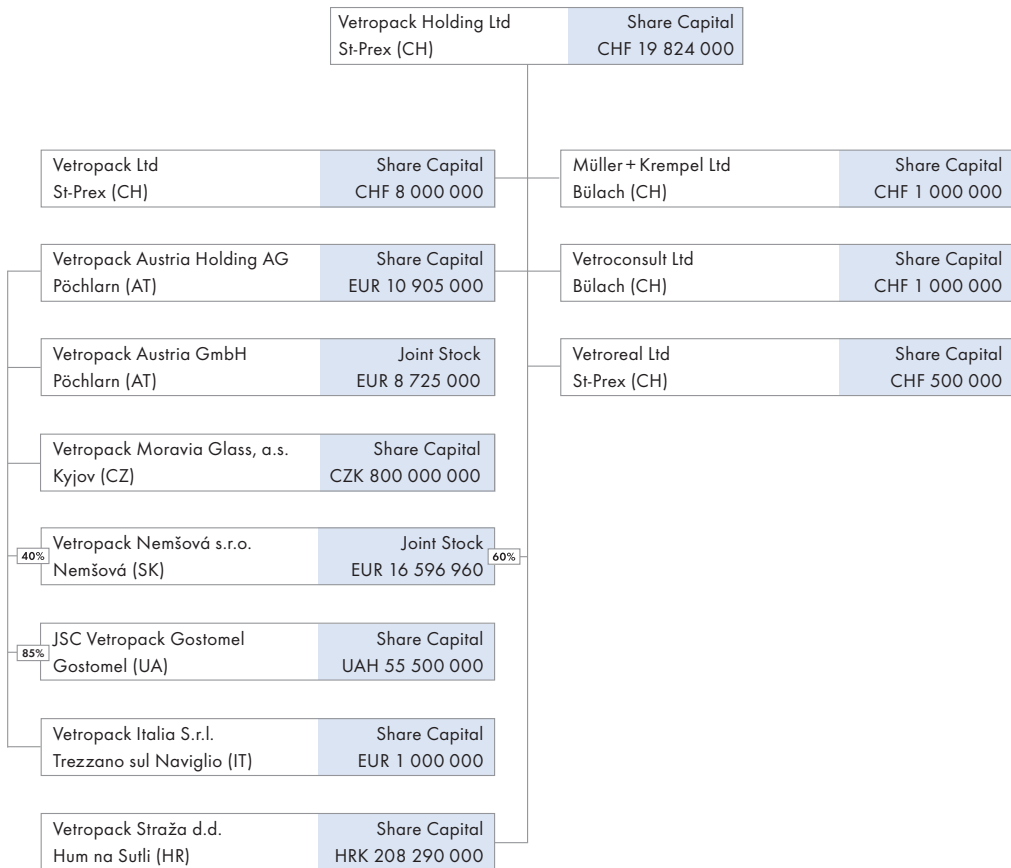


Gostomel Plant, Ukraine

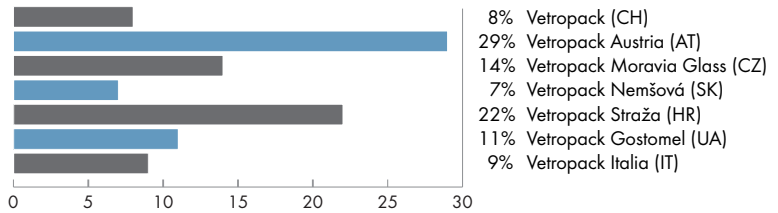


Trezzano Plant, Italy

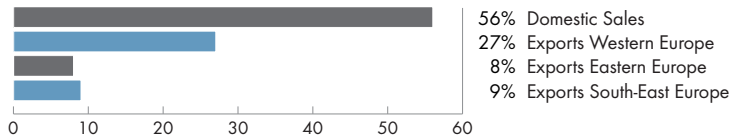
Ownership Structure



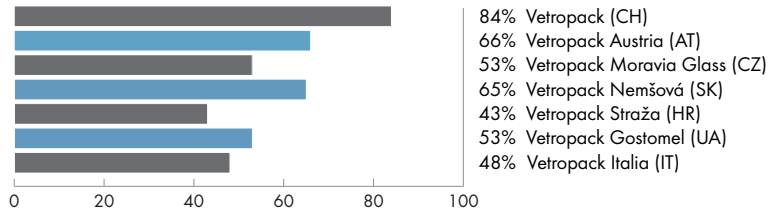
Sales by Group Company 2016 (total 4.87 billion units)



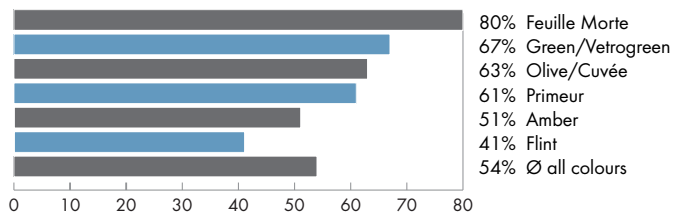
Sales by Markets 2016 (total 4.87 billion units)



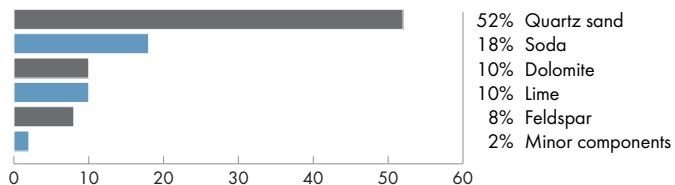
Cullet Ratio for Glass Production 2016 (by Group Company)



Cullet Ratio for Glass Production 2016 (by Colours)



Primary Raw Materials Ratio 2016 (excluding cullet)





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