

## 2014 | Vetropack in Focus



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### Group Companies

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**Vetropack Austria GmbH**  
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**Vetropack Moravia Glass a.s.**  
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**Vetropack Nemšová s.r.o.**  
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**Vetropack Straža d.d.**  
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**JSC Vetropack Gostomel**  
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**Müller + Krempel Ltd**  
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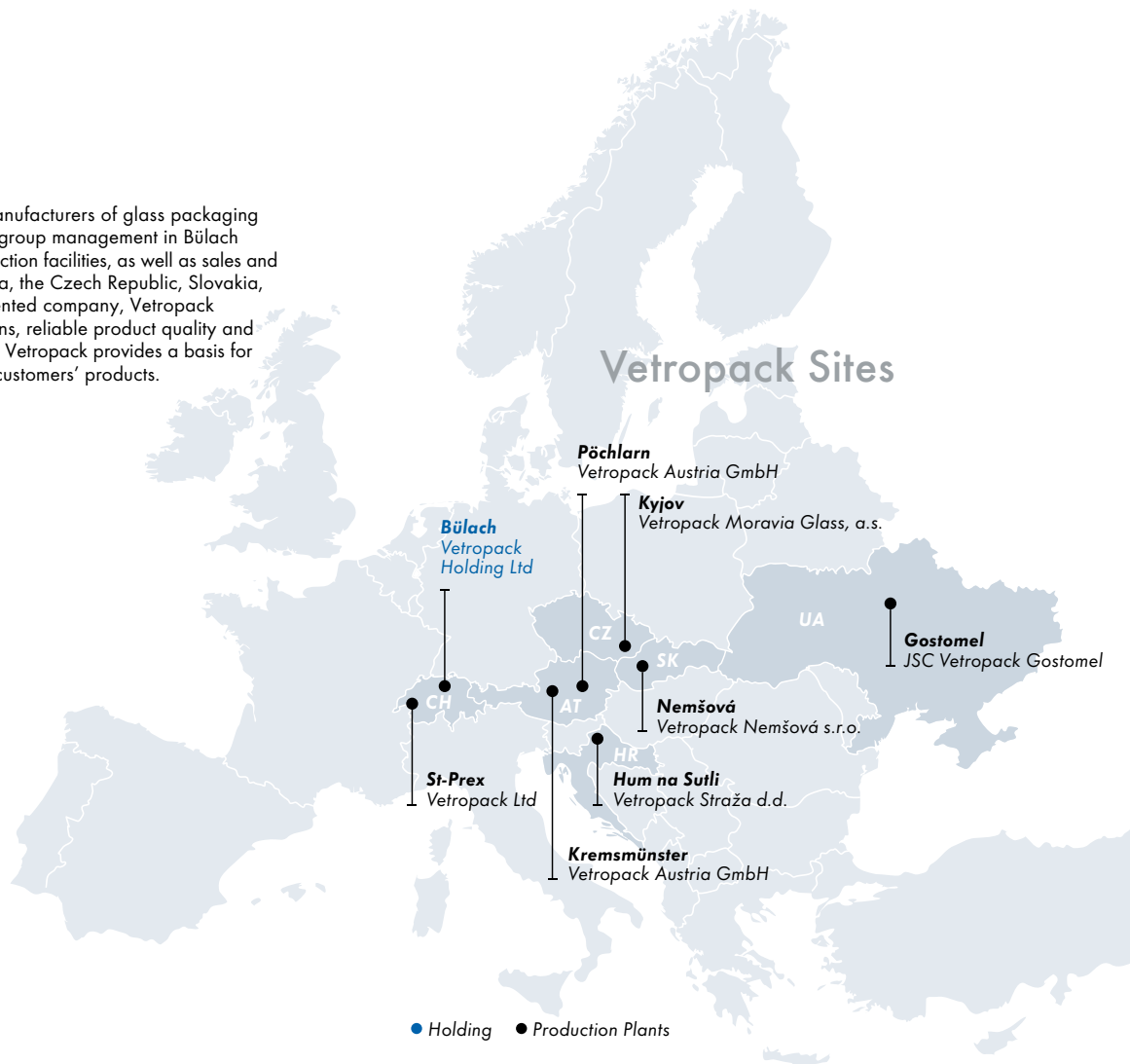
**Vetroconsult Ltd**  
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**Vetroreal Ltd**  
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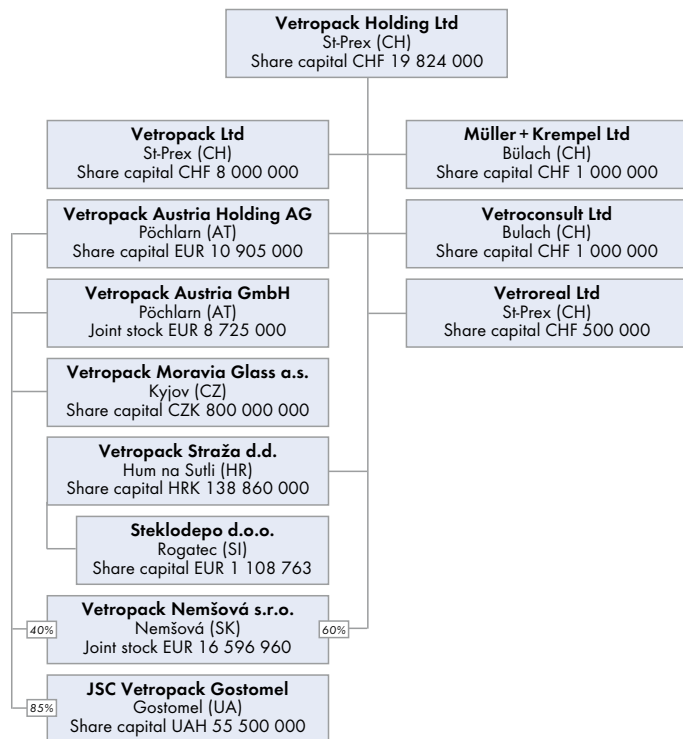


## Vetropack Group

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 and Ukraine. As a customer-oriented company, Vetropack guarantees innovative packaging solutions, reliable product quality and on-time deliveries. Tailor-made glass from Vetropack provides a basis for a successful market performance of our customers' products.



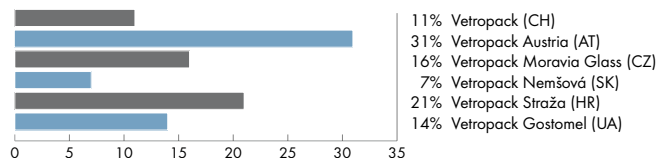
## Ownership Structure



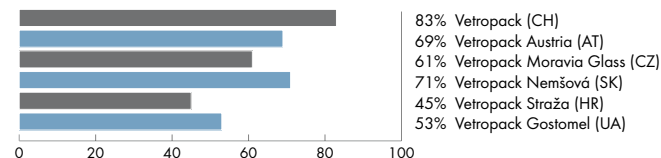
## Key Figures

		+/-	2013	2014
Revenues	CHF millions	- 2.8%	621.0	603.7
EBIT	CHF millions	- 18.2%	60.0	49.1
Profit	CHF millions	- 12.8%	56.4	49.2
Cash flow	CHF millions	- 2.9%	110.4	107.2
Cash flow margin	%	-	17.8	17.8
Investments	CHF millions	32.0%	56.3	74.3
Depreciation	CHF millions	2.6%	61.8	63.4
Balance sheet total	CHF millions	- 0.3%	794.1	792.1
Equity	%	-	80.9	79.9
Production	1 000 metric tons	- 3.5%	1 281	1 236
Production	billion units	0.0%	4.50	4.50
Weight per article	grams	- 3.5%	285	275
Production per employee	tons	- 3.5%	427	412
Sales	billion units	4.5%	4.36	4.55
Exports of unit sales	%	-	38.1	43.5
Employees	number	- 1.0%	3 014	2 985

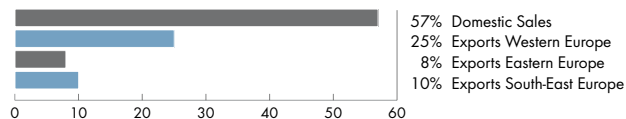
### Sales by Group Company 2014 (total 4.55 billion units)



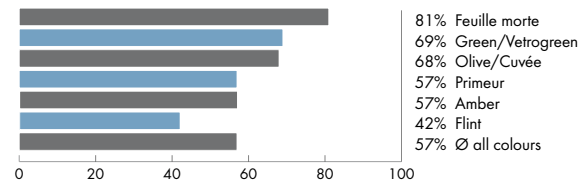
### Cullet Ratio for Glass Production 2014 by Group Company



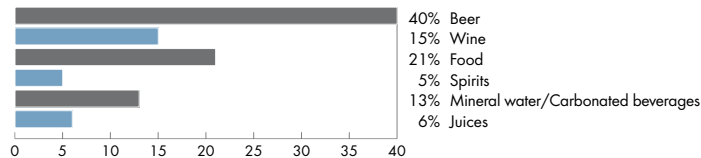
### Sales by Markets 2014 (total 4.55 billion units)



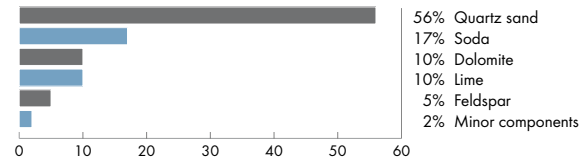
### Cullet Ratio for Glass Production 2014 by Colours



### Sales by Product Groups 2014 (total 4.55 billion units)



### Primary Raw Materials Ratio 2014 (excluding cullet)



### Vetropack Ltd (Switzerland)

	+/-	2013	2014
Revenues in CHF millions	- 2.2%	89.6	87.6
Unit sales in millions	- 0.1%	496.1	495.5
Exports in unit terms		15.8%	15.4%
Production in sellable tons	- 8.6%	106 713	97 514
Employees		197	204
<b>Sales by Product Groups</b> (in unit terms)			
Wine/spirits		41.0%	39.5%
Beer/mineral water/carbonated beverages/juices		43.0%	44.8%
Food		16.0%	15.7%

### Vetropack Austria GmbH (Austria)

	+/-	2013	2014
Revenues in EUR millions	1.9%	172.8	176.0
Unit sales in millions	0.4%	1 567.2	1 573.6
Exports in unit terms		40.3%	42.9%
Production in sellable tons	1.2%	336 864	340 883
Employees		655	658
1 EUR = CHF		1.231	1.215
<b>Sales by Product Groups</b> (in unit terms)			
Wine/spirits		14.0%	14.3%
Beer/mineral water/carbonated beverages/juices		58.8%	59.7%
Food		27.2%	26.0%

St-Prex Plant  
Switzerland



Pöchlarn Plant  
Austria



Kremsmünster Plant  
Austria



### Vetropack Moravia Glass a.s. (Czech Republic)

	+/-	2013	2014
Revenues in CZK millions	2.3%	2 051.8	2 098.0
Unit sales in millions	1.2%	843.6	853.4
Exports in unit terms		42.0%	45.4%
Production in sellable tons	- 13.7%	193 139	166 622
Employees		470	454
100 CZK = CHF		4.740	4.412

#### Sales by Product Groups (in unit terms)

Wine/spirits		12.0%	11.1%
Beer/mineral water/carbonated beverages/juices		49.1%	51.3%
Food		38.9%	37.6%

### Vetropack Nemšová s.r.o. (Slovakia)

	+/-	2013	2014
Revenues in EUR millions	7.1%	52.3	56.0
Unit sales in millions	4.5%	436.1	455.6
Exports in unit terms		47.5%	54.2%
Production in sellable tons	- 3.7%	145 989	140 534
Employees		359	359
1 EUR = CHF		1.231	1.215

#### Sales by Product Groups (in unit terms)

Wine/spirits		53.8%	49.0%
Beer/mineral water/carbonated beverages/juices		15.2%	25.9%
Food		31.0%	25.1%

Kyjov Plant  
Czech Republic



Nemšová Plant  
Slovakia



### Vetropack Straža d.d. (Croatia)

	+/-	2013	2014
Revenues in HRK millions	6.0%	745.6	790.4
Unit sales in millions	9.4%	924.8	1 011.6
Exports in unit terms		63.6%	76.0%
Production in sellable tons	- 0.9%	248 519	246 298
Employees		585	578
100 HRK = CHF		16.240	15.911
<b>Sales by Product Groups</b> (in unit terms)			
Wine/spirits		16.4%	14.2%
Beer/mineral water/carbonated beverages/juices		70.8%	71.4%
Food		12.8%	14.4%

### JSC Vetropack Gostomel (Ukraine)

	+/-	2013	2014
Revenues in UAH millions	9.5%	817.6	894.9
Unit sales in millions	2.6%	642.2	659.1
Exports in unit terms		7.1%	7.7%
Production in sellable tons	- 2.1%	249 805	244 495
Employees		656	640
100 UAH = CHF		11.604	7.882
<b>Sales by Product Groups</b> (in unit terms)			
Wine/spirits		29.3%	22.7%
Beer/mineral water/carbonated beverages/juices		68.8%	74.9%
Food		1.9%	2.4%

Hum na Sutli Plant  
Croatia



Gostomel Plant  
Ukraine



## Müller + Krempel Ltd (Switzerland)

	+/-	2013	2014
Revenues in CHF millions	5.3%	13.3	14.0
Employees		15	13
<b>Revenues by Business Unit</b>			
Retail trade		45.4%	51.6%
Food and beverages		31.1%	28.0%
Pharmaceutical and cosmetics		23.5%	20.4%

## Production facilities Vetropack Group

	31.12.2014
Number of glass works	7
Number of melting furnaces	16
Maximum melting capacity (tons per day)	4 230
Number of production lines	50

## Development Vetropack Group

- 1986 Acquisition of Pöchlarn glass works in Austria
- 1991 Acquisition of the glass works Moravia Glass, Kyjov, in the Czech Republic
- 1993 Acquisition of the firm Lutzky Glas, Kremsmünster, in Austria
- 1996 Acquisition of the glass works Straža, Hum na Sutli, in Croatia
- 2002 Acquisition of the Slovakian glass works Nemšová
- 2006 Acquisition of the Gostomel Glass Factory, in Ukraine

## Development Sales (million units)

