

# 2017 | 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 2017

		+/-	2016	2017
Net Sales	CHF millions	5.0%	601.7	631.5
EBIT	CHF millions	30.0%	49.3	64.1
Consolidated Profit	CHF millions	33.8%	42.6	57.0
Cash Flow*	CHF millions	20.2%	105.1	126.3
Investments	CHF millions	- 29.8%	95.8	67.3
Production	1 000 metric tons	0.6%	1 398	1 407
Unit Sales	billions	4.0%	4.87	5.07
Exports (in unit terms)	%	-	43.5	43.4
Employees	number	0.4%	3 243	3 257

\* operating cash flow before change of net working capital



**Gostomel**  
PrJSC Vetropack Gostomel

# Group Companies

## Vetropack Ltd (Switzerland)

	+/-	2016	2017
Net sales in CHF millions	6.4%	73.6	78.3
Unit sales in millions	7.6%	424.2	456.4
Exports in unit terms		21.2%	23.2%
Production in tons	8.5%	95 342	103 429
Employees		199	206

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

	+/-	2016	2017
Net sales in CZK millions	- 4.0%	2 313.8	2 221.0
Unit sales in millions	- 5.0%	873.0	829.2
Exports in unit terms		42.9%	42.8%
Production in tons	- 1.0%	220 060	217 943
100 CZK = CHF		4.033	4.225
Employees		458	462

## Vetropack Austria GmbH (Austria)

	+/-	2016	2017
Net sales in EUR millions	3.1%	171.9	177.3
Unit sales in millions	6.0%	1 538.7	1 631.0
Exports in unit terms		45.2%	45.9%
Production in tons	4.7%	330 248	345 814
1 EUR = CHF		1.090	1.111
Employees		686	680

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

	+/-	2016	2017
Net sales in EUR millions	3.1%	54.6	56.3
Unit sales in millions	3.8%	471.1	489.2
Exports in unit terms		48.7%	55.7%
Production in tons	2.1%	139 125	142 022
1 EUR = CHF		1.090	1.111
Employees		344	345



St-Prex Plant, Switzerland



Pöchlarn Plant, Austria



Kremsmünster Plant, Austria



Kyjov Plant, Czech Republic

## Vetropack Straža d.d. (Croatia)

	+/-	2016	2017
Net sales in HRK millions	0.9%	834.7	842.0
Unit sales in millions	3.4%	1 095.7	1 132.8
Exports in unit terms		75.5%	74.2%
Production in tons	0.8%	259 460	261 445
100 HRK = CHF		14.471	14.887
Employees		565	575

## Vetropack Italia S.r.l. (Italy)

	+/-	2016	2017
Net sales in EUR millions	25.3%	65.7	82.3
Unit sales in millions	31.2%	412.0	540.5
Exports in unit terms		18.0%	11.8%
Production in tons	- 8.6%	129 425	118 254
1 EUR = CHF		1.090	1.111
Employees		269	270

## PrJSC Vetropack Gostomel (Ukraine)

	+/-	2016	2017
Net sales in UAH millions	16.2%	1 477.0	1 716.1
Unit sales in millions	4.4%	639.3	667.8
Exports in unit terms		9.2%	17.1%
Production in tons	- 2.6%	224 226	218 437
100 UAH = CHF		3.846	3.668
Employees		636	635

## Müller + Krempel Ltd (Switzerland)

	2016	2017
<b>Net sales by Business Unit</b>		
Retail Trade	73.5%	75.2%
Pharmaceutical & Cosmetics	26.5%	24.8%
Employees	11	11



Nemšová Plant, Slovakia



Hum na Sutli Plant, Croatia



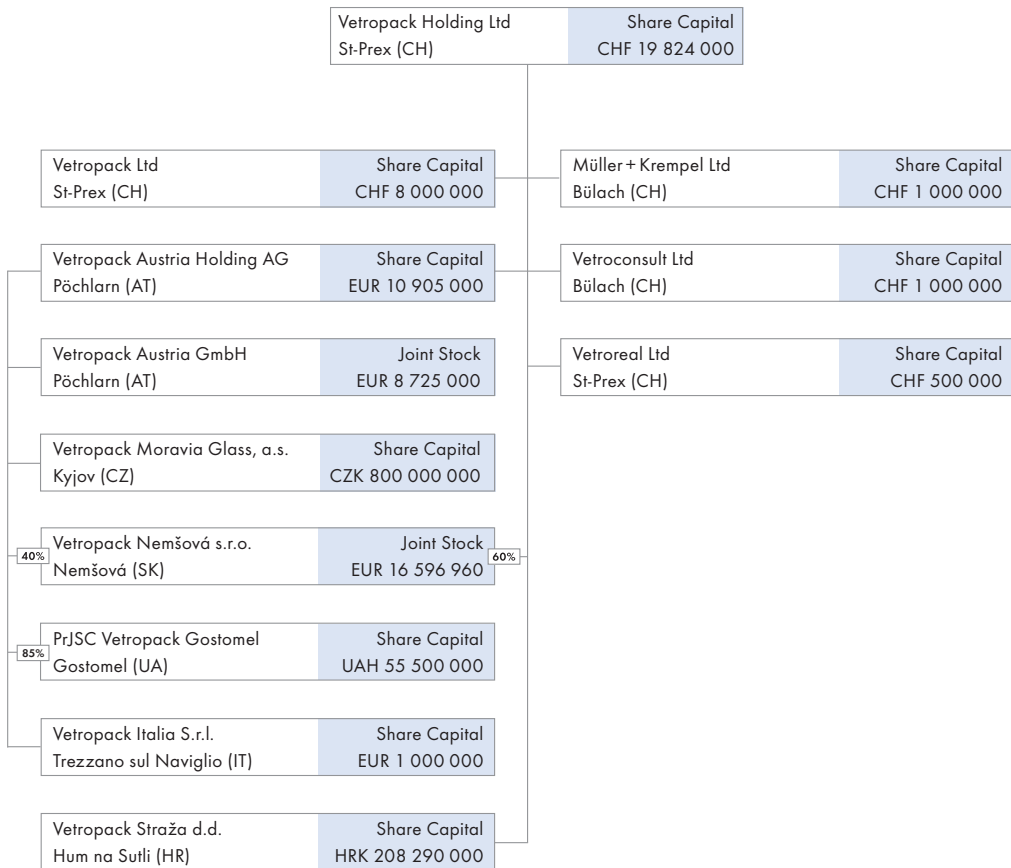
Gostomel Plant, Ukraine



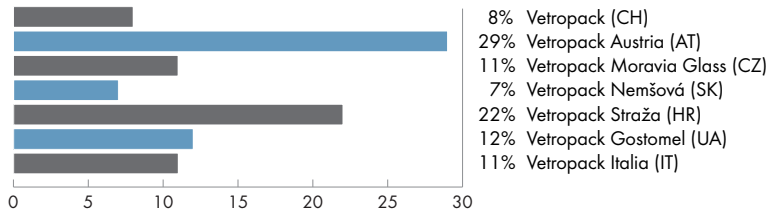
Trezzano sul Naviglio Plant, Italy



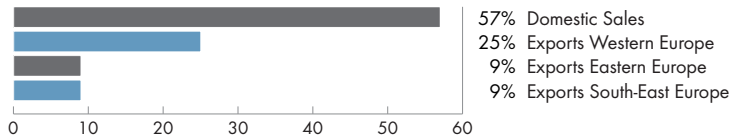
# Ownership Structure



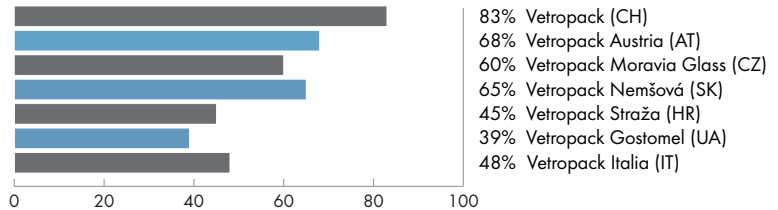
Sales by Group Company 2017 (total 5.07 billion units)



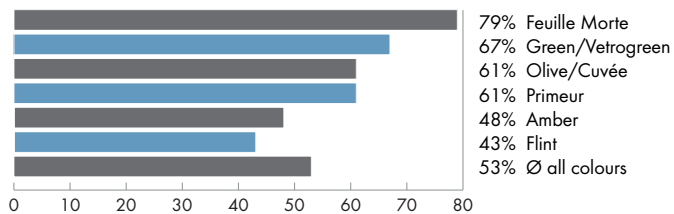
Sales by Markets 2017 (total 5.07 billion units)



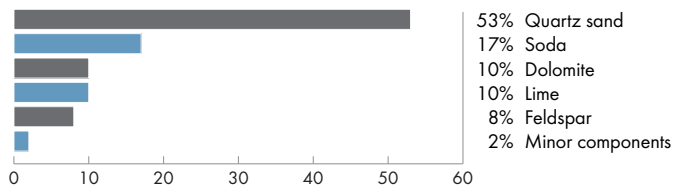
Cullet Ratio for Glass Production 2017 (by Group Company)



Cullet Ratio for Glass Production 2017 (by Colours)



Primary Raw Materials Ratio 2017 (excluding cullet)





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