

# VETROPACK IN FOCUS

## FACTS & FIGURES | 2008

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**Vetroconsult Ltd**

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**Vetro-Recycling Ltd**

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**Vetroreal Ltd**

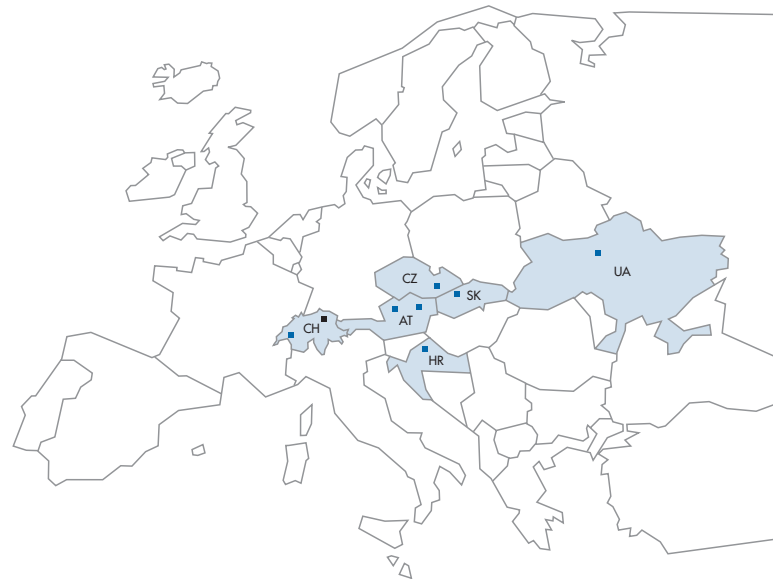
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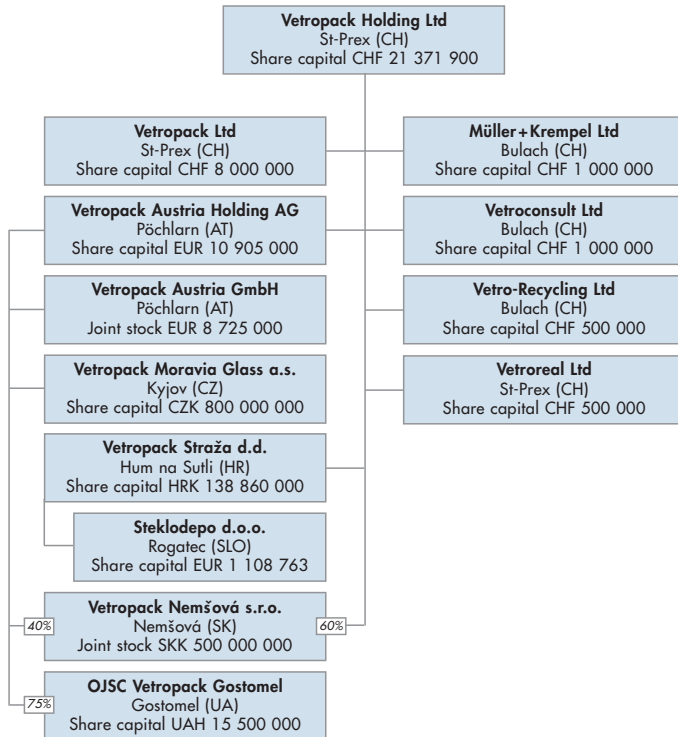
## THE VETROPACK-GROUP

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

- Vetropack Sites**
- Bulach, Vetropack Holding Ltd
  - Production Plants
  - CH: St-Prex, Vetropack Ltd
  - AT: Pöchlarn, Vetropack Austria GmbH  
Kremsmünster, Vetropack Austria GmbH
  - CZ: Kyjov, Vetropack Moravia Glass a.s.
  - SK: Nemšová, Vetropack Nemšová s.r.o.
  - HR: Hum Na Sutli, Vetropack Straža d.d.
  - UA: Gostomel, OJSC Vetropack Gostomel



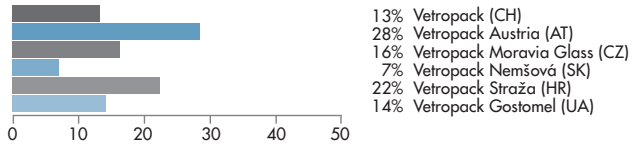
## OWNERSHIP STRUCTURE



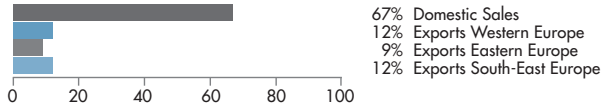
## KEY FIGURES

		2008	2007	+/-
Revenues	CHF millions	752.0	699.6	7.5%
EBIT	CHF millions	128.9	132.0	- 2.4%
Profit	CHF millions	78.5	100.9	- 22.2%
Cash flow	CHF millions	150.0	156.0	- 3.9%
Cash flow margin	%	19.9	22.3	-
Investments	CHF millions	96.6	86.9	11.1%
Depreciation	CHF millions	69.0	57.7	19.4%
Balance sheet total	CHF millions	801.5	859.6	- 6.7%
Equity	%	66.4	59.8	-
Production	1 000 metric tons	1 278	1 195	6.9%
Production	billion units	4.36	4.22	3.1%
Weight per article	grams	293	283	3.7%
Production per employee	tons	417	381	9.4%
Sales	billion units	4.27	4.26	0.3%
Exports of unit sales	%	33.0	33.3	-
Employees		3 056	3 099	- 1.4%

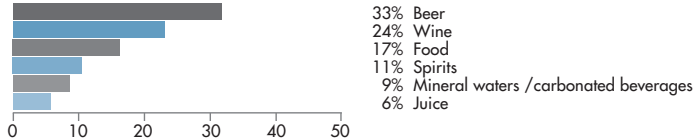
### Sales 2008 by Group Company (total 4.27 billion units)



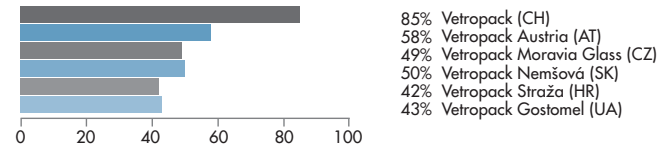
### Sales 2008 by Markets (total 4.27 billion units)



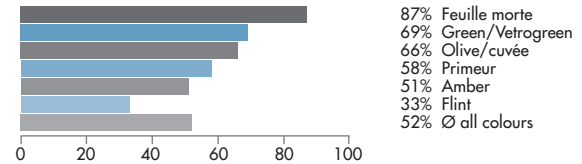
### Sales 2008 by Market Segments (total 1 223 846 tons)



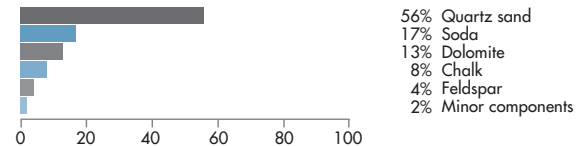
### Cullet Ratio for Glass Production 2008 by Group Company



### Cullet Ratio for Glass Production 2008 by Colours



### Proportion of Primary Raw Materials (without Cullet Ratio)



**VETROPACK LTD (SWITZERLAND)**

	+/-	2008	2007
Revenues in CHF millions	10.8%	111.5	100.6
Unit sales in millions	0.7%	586.4	582.2
Exports in unit terms		14.9%	14.2%
Production in sellable tons	5.1%	108 835	103 568
Employees		200	204

<b>Sales by Market Segment (in unit terms)</b>		2008	2007
Wine/spirits		34.0%	31.3%
Beer/mineral waters/carbonated beverages/juice		49.6%	51.6%
Food		16.4%	17.1%

**VETROPACK AUSTRIA GMBH (AUSTRIA)**

	+/-	2008	2007
Revenues in EUR millions	11.1%	156.5	140.9
Unit sales in millions	3.1%	1 402.9	1 360.3
Exports in unit terms		30.2%	32.5%
Production in sellable tons	1.7%	343 359	337 518
Employees		621	606
1 EUR = CHF		1.587	1.643

<b>Sales by Market Segment (in unit terms)</b>		2008	2007
Wine/spirits		19.3%	19.3%
Beer/mineral waters/carbonated beverages/juice		50.2%	51.2%
Food		30.5%	29.5%



*Plant St-Prex  
(Switzerland)*



*Plant Pöchlarn  
(Austria)*



*Plant Kremsmünster  
(Austria)*

**VETROPACK MORAVIA GLASS A.S. (CZECH REPUBLIC)**

	+/-	2008	2007
Revenues in CZK millions	- 4.6%	2 142.5	2 246.0
Unit sales in millions	- 5.1%	851.5	897.2
Exports in unit terms		41.3%	42.1%
Production in sellable tons	- 2.3%	196 508	201 042
Employees		440	428
100 CZK = CHF		6.366	5.923

Sales by Market Segment (in unit terms)	2008	2007
Wine/spirits	16.1%	12.1%
Beer/mineral waters/carbonated beverages/juice	45.2%	47.4%
Food	38.7%	40.5%

**VETROPACK NEMŠOVÁ S.R.O. (SLOVAKIA)**

	+/-	2008	2007
Revenues in SKK millions	8.2%	1 754.7	1 621.8
Unit sales in millions	3.2%	469.4	454.8
Exports in unit terms		41.7%	38.0%
Production in sellable tons	6.8%	145 301	136 080
Employees		369	366
100 SKK = CHF		5.081	4.864

Sales by Market Segment (in unit terms)	2008	2007
Wine/spirits	38.9%	35.0%
Beer/mineral waters/carbonated beverages/juice	22.5%	26.4%
Food	38.6%	38.6%

*Plant Kyjov  
(Czech Republic)*



*Plant Nemšová  
(Slovakia)*



**VETROPACK STRAŽA D.D. (CROATIA)**

	+/-	2008	2007
Revenues in HRK millions	4.7%	702.0	670.6
Unit sales in millions	1.1%	972.0	961.1
Exports in unit terms		56.1%	55.8%
Production in sellable tons	2.0%	227 749	223 354
Employees		594	584
100 HRK = CHF		21.974	22.390

<b>Sales by Market Segment (in unit terms)</b>		2008	2007
Wine/spirits		15.8%	15.1%
Beer/mineral waters/carbonated beverages/juice		73.0%	73.7%
Food		11.2%	11.2%

**OJSC VETROPACK GOSTOMEL (UKRAINE)**

	+/-	2008	2007
Revenues in UAH millions	35.6%	415.2	306.1
Unit sales in millions	1.8%	582.3	571.8
Exports in unit terms		5.0%	4.3%
Production in sellable tons	32.6%	256 206	193 703
Employees		743	826
100 UAH = CHF		20.82	23.78

<b>Sales by Market Segment (in unit terms)</b>		2008	2007
Wine/spirits		26.9%	21.1%
Beer/mineral waters/carbonated beverages/juice		73.0%	73.1%
Food		0.1%	5.8%

*Plant Hum na Sutli  
(Croatia)*



*Plant Gostomel  
(Ukraine)*



### MÜLLER + KREMPER LTD (SWITZERLAND)

	2008	2007
Revenues in CHF millions	13.3	13.0
Employees	14	14

Revenues by Market Segment	2008	2007
Retail trade	45.9%	36.9%
Food and beverages	24.1%	32.6%
Pharmaceutical and cosmetics	30.0%	30.5%

### PRODUCTION FACILITIES VETROPACK GROUP

(December 2008)

Number of glass works	7
Number of melting furnaces	16
Maximum melting capacity (tons per day)	4 250
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 Ukraine Gostomel Glass Factory (75%)

### Development Sales

