

VETROPACK IN FOCUS

FACTS & FIGURES | 2011



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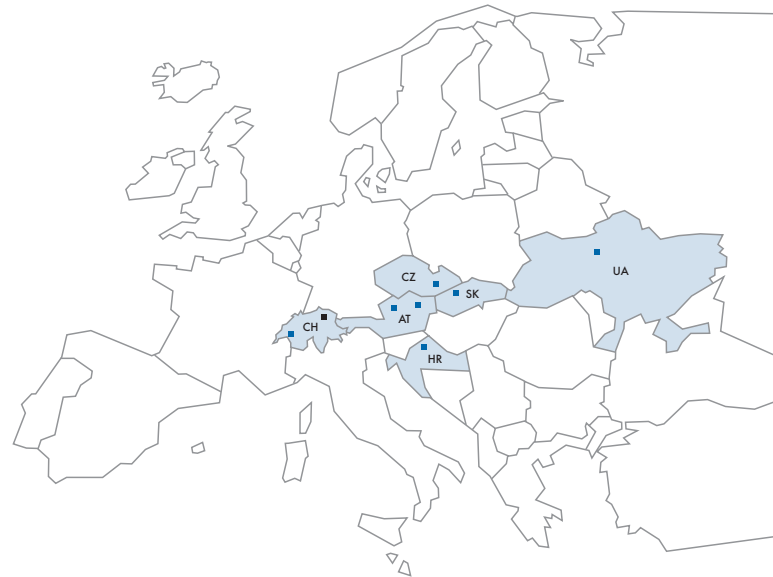


Vetropack Group

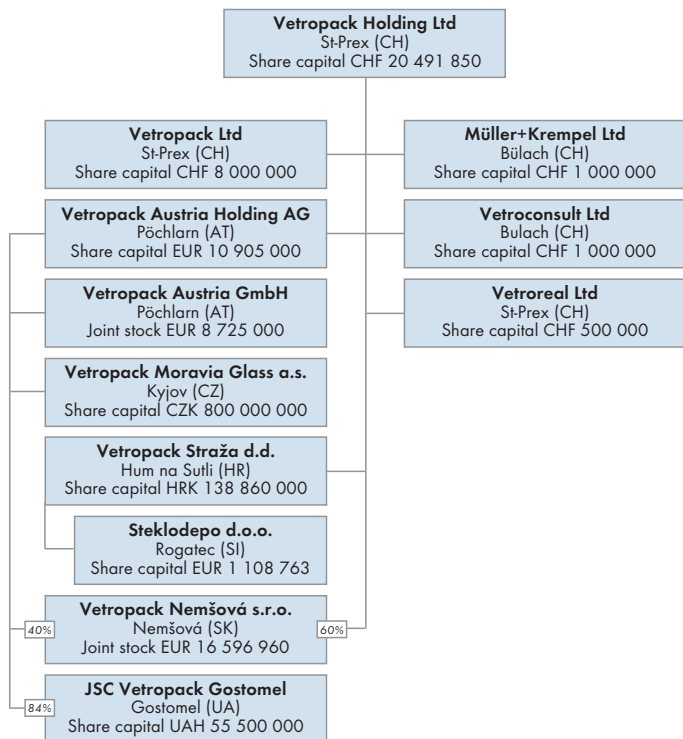
Vetropack is one of Europe's leading manufacturers of glass packaging for the food and beverage industry with group management in Bülach (Switzerland). It runs state-of-the-art production facilities, as well as sales and distribution centres in Switzerland, Austria, the Czech Republic, Slovakia, Croatia 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.

Vetropack Sites

- Bülach, 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 Štraža d.d.
- UA Gostomel, JSC Vetropack Gostomel



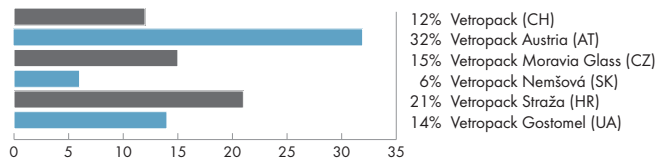
Ownership Structure



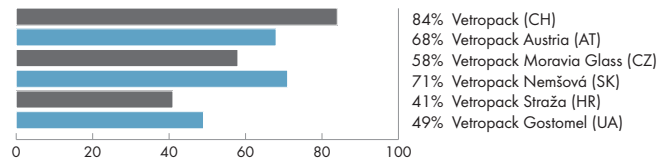
Key Figures

		+/-	2010	2011
Revenues	CHF millions	- 8.3%	642.6	589.4
EBIT	CHF millions	- 8.2%	84.2	77.3
Profit	CHF millions	52.5%	38.7	59.0
Cash flow	CHF millions	- 4.3%	122.6	117.3
Cash flow margin	%	-	19.1	19.9
Investments	CHF millions	61.7%	52.7	85.2
Depreciation	CHF millions	- 6.6%	54.9	51.3
Balance sheet total	CHF millions	7.2%	714.7	766.2
Equity	%	-	76.5	74.3
Production	1 000 metric tons	2.8%	1 212	1 246
Production	billion units	1.9%	4.25	4.33
Weight per article	grams	0.9%	285	288
Production per employee	tons	2.3%	406	415
Sales	billion units	- 4.4%	4.36	4.17
Exports of unit sales	%	-	40.2	39.6
Employees	number	- 0.1%	2 975	2 971

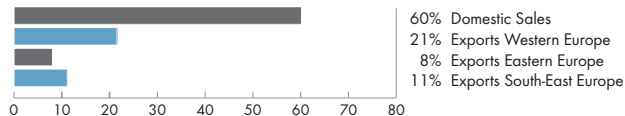
Sales by Group Company 2011 (total 4.17 billion units)



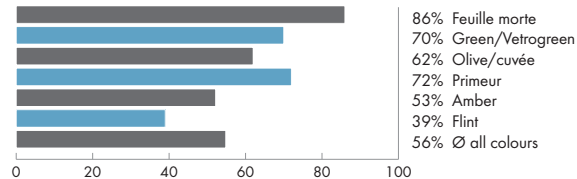
Cullet Ratio for Glass Production 2011 by Group Company



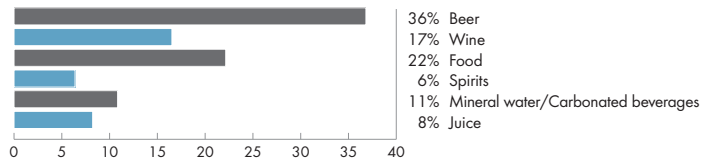
Sales by Markets 2011 (total 4.17 billion units)



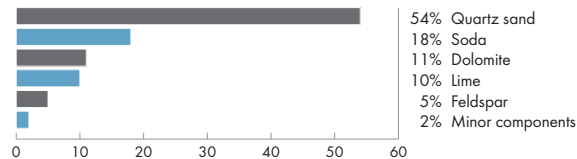
Cullet Ratio for Glass Production 2011 by Colours



Sales by Market Segments 2011 (total 4.17 billion units)



Primary Raw Materials Ratio 2011 (excluding Cullet)



Vetropack Ltd (Switzerland)

	+/-	2010	2011
Revenues in CHF millions	- 8.2%	104.0	95.5
Unit sales in millions	- 9.6%	595.3	537.9
Exports in unit terms		21.5%	21.1%
Production in sellable tons	1.4%	104 297	105 752
Employees		208	193
Sales by Market Segment (in unit terms)			
Wine/spirits		31.5%	35.9%
Beer/mineral water/carbonated beverages/juice		53.6%	46.9%
Food		14.9%	17.2%

Vetropack Austria GmbH (Austria)

	+/-	2010	2011
Revenues in EUR millions	6.4%	156.9	167.0
Unit sales in millions	6.2%	1 399.2	1 486.5
Exports in unit terms		33.5%	37.1%
Production in sellable tons	- 5.9%	337 938	318 147
Employees		603	617
1 EUR = CHF		1.383	1.234
Sales by Market Segment (in unit terms)			
Wine/spirits		18.3%	15.9%
Beer/mineral water/carbonated beverages/juice		51.5%	57.2%
Food		30.2%	26.9%

Plant St-Prex
(Switzerland)



Plant Pöchlarn
(Austria)



Plant Kremsmünster
(Austria)



Vetropack Moravia Glass a.s. (Czech Republic)

	+/-	2010	2011
Revenues in CZK millions	- 0.9%	1 878.7	1 862.2
Unit sales in millions	0.1%	810.7	811.3
Exports in unit terms		49.3%	46.4%
Production in sellable tons	18.4%	168 020	198 984
Employees		453	461
100 CZK = CHF		5.466	5.019

Sales by Market Segment (in unit terms)

Wine/spirits		15.1%	15.8%
Beer/mineral water/carbonated beverages/juice		42.5%	41.8%
Food		42.4%	42.4%

Vetropack Nemšová s.r.o. (Slovakia)

	+/-	2010	2011
Revenues in EUR millions	- 1.9%	48.6	47.7
Unit sales in millions	- 5.2%	437.2	414.6
Exports in unit terms		59.0%	48.4%
Production in sellable tons	0.7%	135 312	136 233
Employees		357	351
1 EUR = CHF		1.383	1.234

Sales by Market Segment (in unit terms)

Wine/spirits		40.1%	49.6%
Beer/mineral water/carbonated beverages/juice		29.0%	23.2%
Food		30.9%	27.2%

Plant Kyjov
(Czech Republic)



Plant Nemšová
(Slovakia)



Vetropack Straža d.d. (Croatia)

	+/-	2010	2011
Revenues in HRK millions	6.5%	654.2	697.0
Unit sales in millions	- 2.2%	941.0	920.3
Exports in unit terms		70.8%	66.6%
Production in sellable tons	4.9%	231 571	242 905
Employees		582	586
100 HRK = CHF		18.978	16.587

Sales by Market Segment (in unit terms)

Wine/spirits		16.5%	16.9%
Beer/mineral water/carbonated beverages/juice		67.3%	68.9%
Food		16.2%	14.2%

JSC Vetropack Gostomel (Ukraine)

	+/-	2010	2011
Revenues in UAH millions	11.1%	635.0	705.2
Unit sales in millions	- 12.8%	663.5	578.4
Exports in unit terms		9.2%	9.8%
Production in sellable tons	3.9%	234 854	244 004
Employees		682	669
100 UAH = CHF		13.154	11.146

Sales by Market Segment (in unit terms)

Wine/spirits		31.7%	34.8%
Beer/mineral water/carbonated beverages/juice		67.8%	64.5%
Food		0.5%	0.7%

Plant Hum na Sutli
(Croatia)



Plant Gostomel
(Ukraine)



Müller + Krempel Ltd (Switzerland)

	+/-	2010	2011
Revenues in CHF millions	- 1.5%	13.1	12.9
Employees		15	15

Revenues by Market Segment

Retail trade	47.2%	47.8%
Food and beverages	26.2%	26.5%
Pharmaceutical and cosmetics	26.6%	25.7%

Production facilities Vetropack Group

	31.12.2011
Number of glass works	7
Number of melting furnaces	16
Maximum melting capacity (tons per day)	4 150
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

Development Sales (million units)

