

2012 | Vetropack in Focus



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Group Companies

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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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Vetoreal Ltd
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Vetropack Group

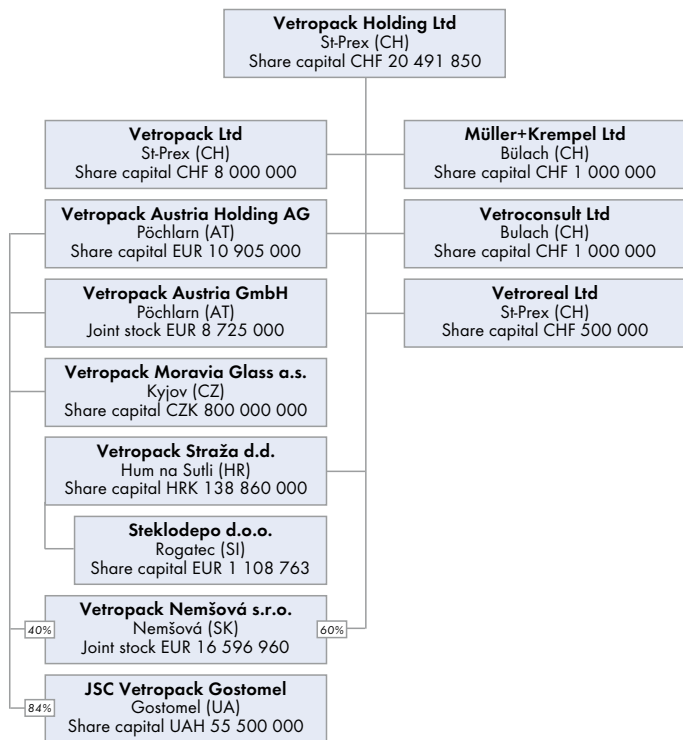
Vetropack is one of Europe's leading manufacturers of glass packaging for the food and beverage industry with group management in Bülach (Switzerland). It runs state-of-the-art production facilities, as well as sales and distribution centres in Switzerland, Austria, the Czech Republic, Slovakia, Croatia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

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



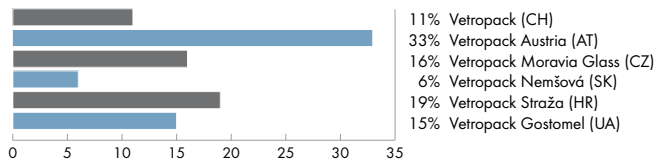
Ownership Structure



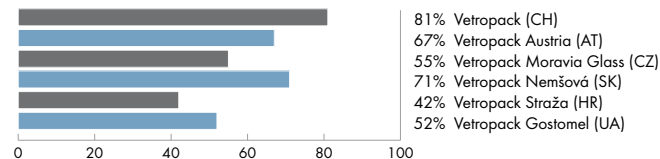
Key Figures

		+/-	2011	2012
Revenues	CHF millions	2.5%	589.4	604.4
EBIT	CHF millions	- 20.4%	77.3	61.5
Profit	CHF millions	41.7%	59.0	83.6
Cash flow	CHF millions	- 16.5%	117.3	98.0
Cash flow margin	%	-	19.9	16.2
Investments	CHF millions	31.8%	85.2	112.3
Depreciation	CHF millions	6.8%	51.3	54.8
Balance sheet total	CHF millions	0.7%	766.2	771.9
Equity	%	-	74.3	82.7
Production	1 000 metric tons	- 0.3%	1 246	1 242
Production	billion units	- 0.7%	4.33	4.30
Weight per article	grams	0.4%	288	289
Production per employee	tons	- 0.3%	415	414
Sales	billion units	3.0%	4.17	4.29
Exports of unit sales	%	-	39.6	38.3
Employees	number	1.0%	2 971	3 000

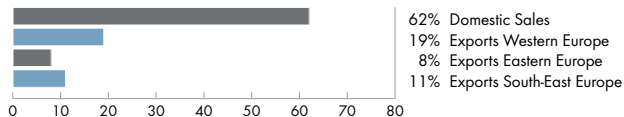
Sales by Group Company 2012 (total 4.29 billion units)



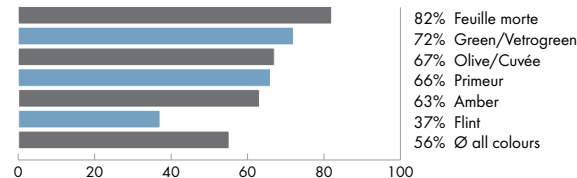
Cullet Ratio for Glass Production 2012 by Group Company



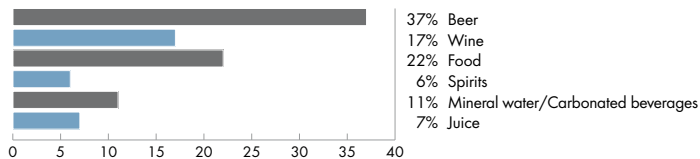
Sales by Markets 2012 (total 4.29 billion units)



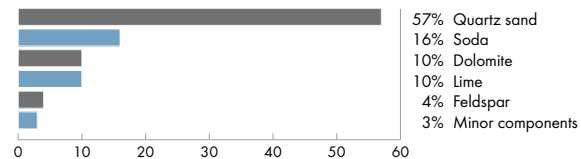
Cullet Ratio for Glass Production 2012 by Colours



Sales by Market Segments 2012 (total 4.29 billion units)



Primary Raw Materials Ratio 2012 (excluding cullets)



Vetropack Ltd (Switzerland)

	+/-	2011	2012
Revenues in CHF millions	- 5.9%	95.5	89.9
Unit sales in millions	- 6.1%	537.9	505.2
Exports in unit terms		21.1%	18.5%
Production in sellable tons	5.8%	105 752	111 927
Employees		193	198
Sales by Market Segment (in unit terms)			
Wine/spirits		35.9%	41.6%
Beer/mineral water/carbonated beverages/juice		46.9%	42.4%
Food		17.2%	16.0%

Vetropack Austria GmbH (Austria)

	+/-	2011	2012
Revenues in EUR millions	0.9%	167.0	168.5
Unit sales in millions	2.5%	1 486.5	1 523.0
Exports in unit terms		37.1%	38.3%
Production in sellable tons	0.1%	318 147	318 418
Employees		617	640
1 EUR = CHF		1.234	1.205
Sales by Market Segment (in unit terms)			
Wine/spirits		15.9%	14.5%
Beer/mineral water/carbonated beverages/juice		57.2%	58.8%
Food		26.9%	26.7%

St-Prex Plant
Switzerland



Pöchlarn Plant
Austria



Kremsmünster Plant
Austria



Vetropack Moravia Glass a.s. (Czech Republic)

	+/-	2011	2012
Revenues in CZK millions	12.6%	1 862.2	2 096.9
Unit sales in millions	10.5%	811.3	896.8
Exports in unit terms		46.4%	42.4%
Production in sellable tons	- 1.0%	198 984	197 013
Employees		461	460
100 CZK = CHF		5.019	4.793

Sales by Market Segment (in unit terms)

Wine/spirits		15.8%	14.4%
Beer/mineral water/carbonated beverages/juice		41.8%	46.3%
Food		42.4%	39.3%

Vetropack Nemšová s.r.o. (Slovakia)

	+/-	2011	2012
Revenues in EUR millions	8.2%	47.7	51.6
Unit sales in millions	7.1%	414.6	444.1
Exports in unit terms		48.4%	42.0%
Production in sellable tons	4.2%	136 233	142 004
Employees		351	355
1 EUR = CHF		1.234	1.205

Sales by Market Segment (in unit terms)

Wine/spirits		49.6%	52.2%
Beer/mineral water/carbonated beverages/juice		23.2%	16.3%
Food		27.2%	31.5%

Kyjov Plant
Czech Republic



Nemšová Plant
Slovakia



Vetropack Straža d.d. (Croatia)

	+/-	2011	2012
Revenues in HRK millions	0.7%	697.0	702.0
Unit sales in millions	- 2.8%	920.3	894.1
Exports in unit terms		66.6%	67.9%
Production in sellable tons	- 7.9%	242 905	223 754
Employees		586	592
100 HRK = CHF		16.587	16.024

Sales by Market Segment (in unit terms)

Wine/spirits		16.9%	17.4%
Beer/mineral water/carbonated beverages/juice		68.9%	68.7%
Food		14.2%	13.9%

JSC Vetropack Gostomel (Ukraine)

	+/-	2011	2012
Revenues in UAH millions	18.9%	705.2	838.8
Unit sales in millions	11.2%	578.4	643.5
Exports in unit terms		9.8%	8.5%
Production in sellable tons	2.0%	244 004	248 978
Employees		669	662
100 UAH = CHF		11.146	11.745

Sales by Market Segment (in unit terms)

Wine/spirits		34.8%	32.8%
Beer/mineral water/carbonated beverages/juice		64.5%	66.0%
Food		0.7%	1.2%

Hum na Sutli Plant
Croatia



Gostomel Plant
Ukraine



Müller + Krempel Ltd (Switzerland)

	+/-	2011	2012
Revenues in CHF millions	0.8%	12.9	13.0
Employees		15.0	15.0
Revenues by Market Segment			
Retail trade		47.8%	46.8%
Food and beverages		26.5%	29.5%
Pharmaceutical and cosmetics		25.7%	23.7%

Production facilities Vetropack Group

	31.12.2012
Number of glass works	7
Number of melting furnaces	16
Maximum melting capacity (tons per day)	4 190
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)

