

## 2013 | Vetropack in Focus



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### Group Companies

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CH-1162 St-Prex  
Phone +41 21 823 13 13

**Vetropack Austria Holding AG**  
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Phone +43 2757 7541

**Vetropack Austria GmbH**  
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AT-4550 Kremsmünster  
Phone +43 7583 5361

**Vetropack Moravia Glass a.s.**  
CZ-69729 Kyjov  
Phone +420 518 603 111

**Vetropack Nemšová s.r.o.**  
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Phone +421 32 6557 111

**Vetropack Siraža d.d.**  
HR-49231 Hum na Sutli  
Phone +385 49 326 326

**JSC Vetropack Gostomel**  
UA-08290 Gostomel  
Phone +380 4597 3 13 44

**Müller + Krepel Ltd**  
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Phone +41 44 863 35 35

**Vetroconsult Ltd**  
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**Vetoreal Ltd**  
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## Vetropack Group

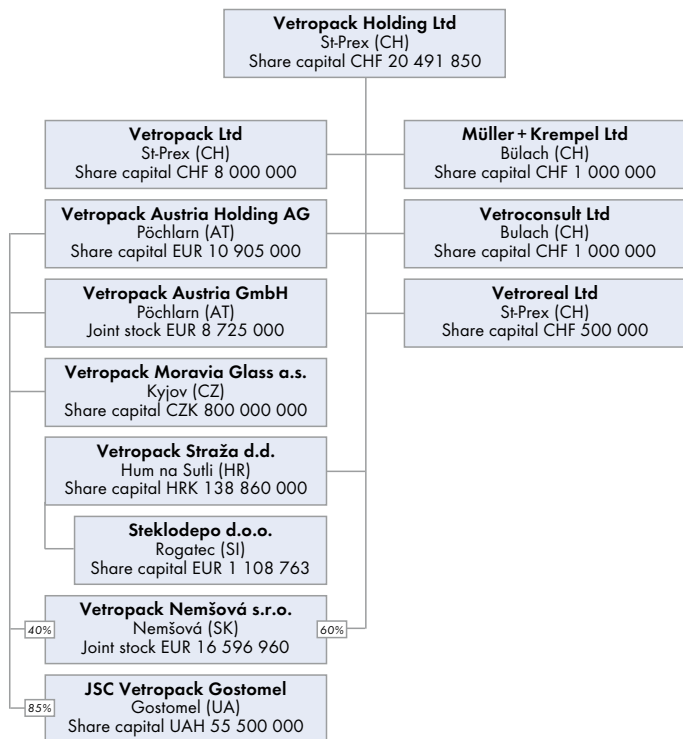
Vetropack is one of Europe's leading manufacturers of glass packaging for the food and beverage industry with group management in Bülach (Switzerland). It runs state-of-the-art production facilities, as well as sales and distribution centres in Switzerland, Austria, the Czech Republic, Slovakia, Croatia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



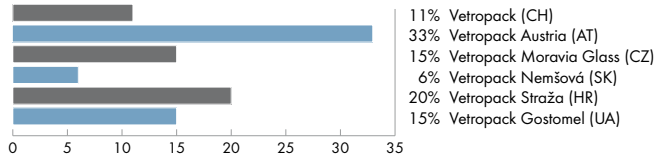
## Ownership Structure



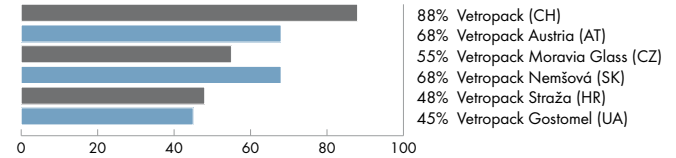
## Key Figures

		+/-	2012	2013
Revenues	CHF millions	2.7%	604.4	621.0
EBIT	CHF millions	- 2.4%	61.5	60.0
Profit	CHF millions	- 32.5%	83.6	56.4
Cash flow	CHF millions	12.7%	98.0	110.4
Cash flow margin	%	-	16.2	17.8
Investments	CHF millions	- 49.9%	112.3	56.3
Depreciation	CHF millions	12.8%	54.8	61.8
Balance sheet total	CHF millions	2.9%	771.9	794.1
Equity	%	-	82.7	80.9
Production	1 000 metric tons	3.1%	1 242	1 281
Production	billion units	4.8%	4.30	4.50
Weight per article	grams	- 1.6%	289	285
Production per employee	tons	3.1%	414	427
Sales	billion units	1.5%	4.29	4.36
Exports of unit sales	%	-	38.3	38.1
Employees	number	0.5%	3 000	3 014

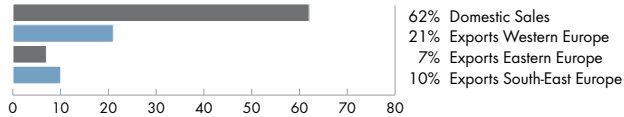
### Sales by Group Company 2013 (total 4.36 billion units)



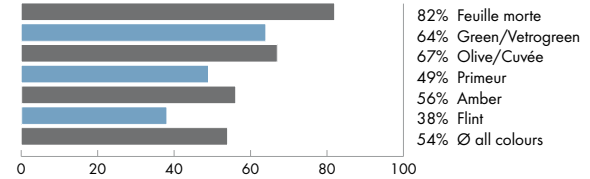
### Cullet Ratio for Glass Production 2013 by Group Company



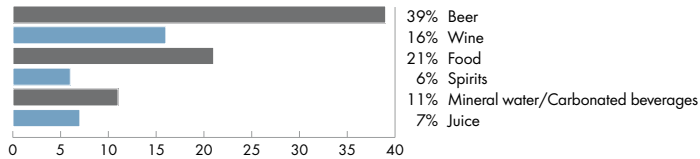
### Sales by Markets 2013 (total 4.36 billion units)



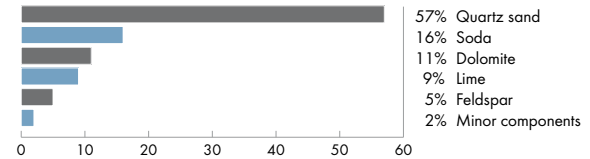
### Cullet Ratio for Glass Production 2013 by Colours



### Sales by Product Groups 2013 (total 4.36 billion units)



### Primary Raw Materials Ratio 2013 (excluding cullets)



### Vetropack Ltd (Switzerland)

	+/-	2012	2013
Revenues in CHF millions	- 0.3%	89.9	89.6
Unit sales in millions	- 1.8%	505.2	496.1
Exports in unit terms		18.5%	15.8%
Production in sellable tons	- 4.7%	111 927	106 713
Employees		198	197
<b>Sales by Product Groups (in unit terms)</b>			
Wine/spirits		41.6%	41.0%
Beer/mineral water/carbonated beverages/juice		42.4%	43.0%
Food		16.0%	16.0%

### Vetropack Austria GmbH (Austria)

	+/-	2012	2013
Revenues in EUR millions	2.6%	168.5	172.8
Unit sales in millions	2.9%	1 523.0	1 567.2
Exports in unit terms		38.3%	40.3%
Production in sellable tons	5.8%	318 418	336 864
Employees		640	655
1 EUR = CHF		1.205	1.231
<b>Sales by Product Groups (in unit terms)</b>			
Wine/spirits		14.5%	14.0%
Beer/mineral water/carbonated beverages/juice		58.8%	58.8%
Food		26.7%	27.2%



St-Prex Plant  
Switzerland



Pöchlarn Plant  
Austria



Kremsmünster Plant  
Austria

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

	+/-	2012	2013
Revenues in CZK millions	- 2.2%	2 096.9	2 051.8
Unit sales in millions	- 5.9%	896.8	843.6
Exports in unit terms		42.4%	42.0%
Production in sellable tons	- 2.0%	197 013	193 139
Employees		460	470
100 CZK = CHF		4.793	4.740

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

Wine/spirits		14.4%	12.0%
Beer/mineral water/carbonated beverages/juice		46.3%	49.1%
Food		39.3%	38.9%

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

	+/-	2012	2013
Revenues in EUR millions	1.4%	51.6	52.3
Unit sales in millions	- 1.8%	444.1	436.1
Exports in unit terms		42.0%	47.5%
Production in sellable tons	2.8%	142 004	145 989
Employees		355	359
1 EUR = CHF		1.205	1.231

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

Wine/spirits		52.2%	53.8%
Beer/mineral water/carbonated beverages/juice		16.3%	15.2%
Food		31.5%	31.0%



Kyjov Plant  
Czech Republic



Nemšová Plant  
Slovakia

### Vetropack Straža d.d. (Croatia)

	+/-	2012	2013
Revenues in HRK millions	6.2%	702.0	745.6
Unit sales in millions	3.4%	894.1	924.8
Exports in unit terms		67.9%	63.6%
Production in sellable tons	11.1%	223 754	248 519
Employees		592	585
100 HRK = CHF		16.024	16.240

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

Wine/spirits		17.4%	16.4%
Beer/mineral water/carbonated beverages/juice		68.7%	70.8%
Food		13.9%	12.8%

### JSC Vetropack Gostomel (Ukraine)

	+/-	2012	2013
Revenues in UAH millions	- 2.5%	838.8	817.6
Unit sales in millions	- 0.2%	643.5	642.2
Exports in unit terms		8.5%	7.1%
Production in sellable tons	0.3%	248 978	249 805
Employees		662	656
100 UAH = CHF		11.745	11.604

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

Wine/spirits		32.8%	29.3%
Beer/mineral water/carbonated beverages/juice		66.0%	68.8%
Food		1.2%	1.9%

Hum na Sutli Plant  
Croatia



Gostomel Plant  
Ukraine



## Müller + Krempel Ltd (Switzerland)

	+/-	2012	2013
Revenues in CHF millions	2.3%	13.0	13.3
Employees		15	15
<b>Revenues by Business Unit</b>			
Retail trade		46.8%	45.4%
Food and beverages		29.5%	31.1%
Pharmaceutical and cosmetics		23.7%	23.5%

## Production facilities Vetropack Group

	31.12.2013
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)

