

Investor presentation

Bülach, Switzerland,
Oktober 2026

Glass is a trusted packaging solution for today and tomorrow



Premium



Infinitely
Recyclable



Inert

Vetropack at a glance 2025



3532
employees



58%
recycled content*



12
locations in Europe



779
net sales

CHF
millions



~2500
glass packaging products

Vetropack Group was built with an entrepreneurial spirit

Eight glassworks, one entrepreneurial journey – 1911 to today

1911

Founded in St-Prex,
Switzerland
by Henri Cornaz
(closed 2024)



1991

Kyjov,
Czech Republic
(founded 1883)



1996

Hum na Sutli,
Croatia
(founded 1860)



1986

Pöchlarn, Austria
(founded 1979)



1993

Kremsmünster,
Austria
(founded 1949)



Vetropack Group was built with an entrepreneurial spirit

Eight glassworks, one entrepreneurial journey – 1911 to today



2006

Hostomel, Ukraine
(founded 1912)



2002

Nemšová, Slovakia
(founded 1902)



2015

Trezzano sul Naviglio,
Italy; green field 2023
in Boffalora sopra
Ticino



2020

Chişinău
Republic of Moldova
(founded 1995)



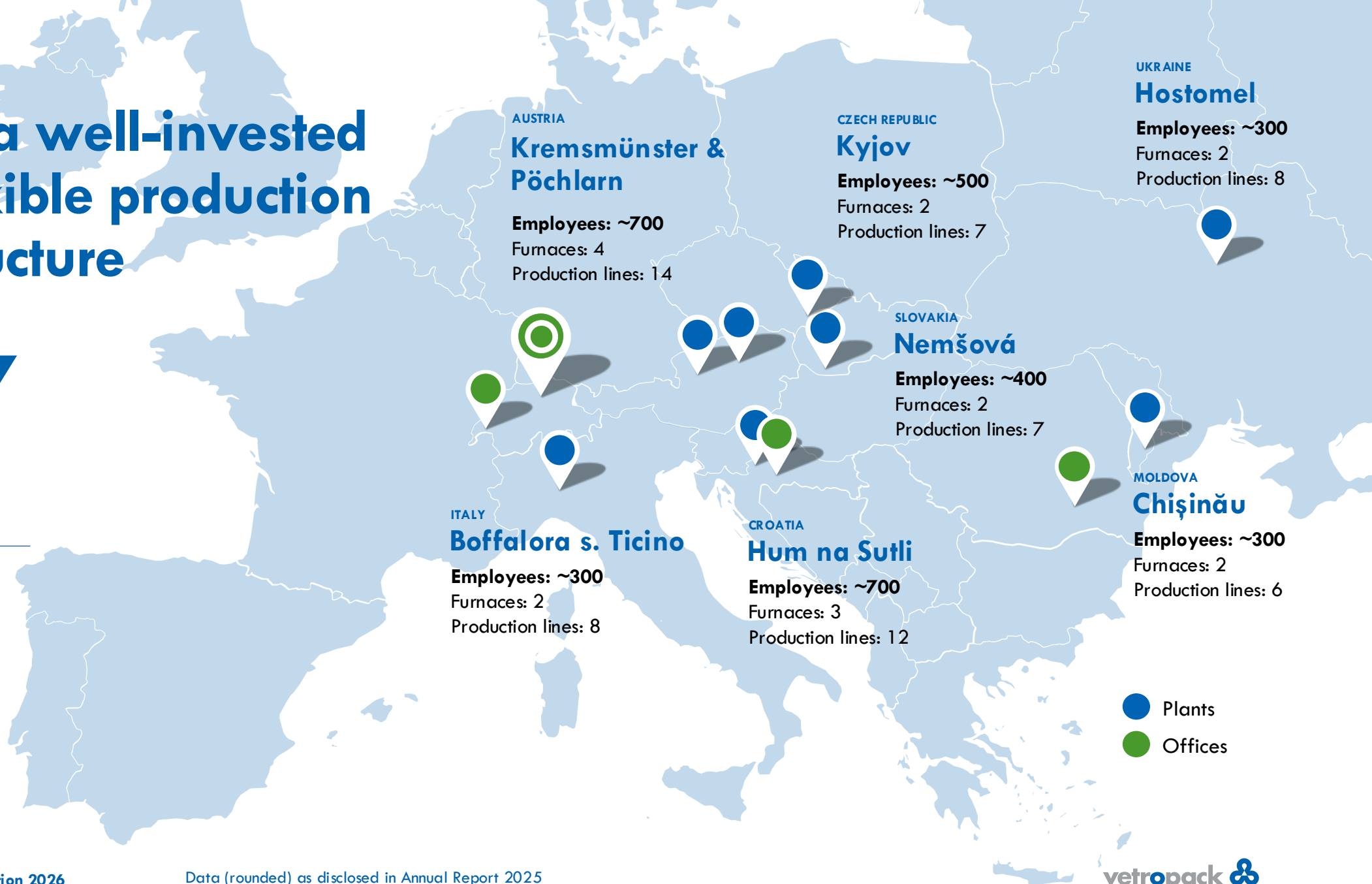
2023

Vetropack inaugurates
the new glassworks in
Boffalora sopra Ticino
in 2023, replacing the
one in Trezzano.

We run a well-invested and flexible production infrastructure

17
furnaces

8
Plants





Favourable food & beverage trends

Sustainability

Circularity | Lower carbon footprint | Recyclability

Wellbeing & health

Less alcohol | Growth in food & NAB | Health-driven choices

Premiumisation

Premium packaging | Brand differentiation | Shelf impact

Functional performance

Product protection | Quality & sealing control | Line efficiency & TCO

Smaller units

Flexible formats | Shorter lead times | Urban / on-the-go consumption

Mission Statement

” We aim to deliver innovative and sustainable packaging solutions that help our customers succeed, create opportunities for our people, and generate long-term value.





Strategy

2035



Objectives

People development and engagement

KPI: Internal promotion rate

Improve profitability / Optimise invested capital

KPI: Double-digit EBIT & ROOCE*

Preferred supplier

KPI: NPS

Above-market growth

KPI: Low single-digit revenue growth CAGR*

Sustainability / Decarbonisation

KPI: -50.4% Scope 1 & 2 emissions¹



5 Objectives

People development and engagement

Improve profitability /
Optimise invested capital

Preferred supplier

Above-market growth

Sustainability / Decarbonisation

5 Pillars



People and culture



Value creation and
competitiveness



Customer focus



Growth based on solutions
& market development



Sustainability

Creating value through innovative, sustainable packaging solutions

Three strategic levers to drive profitable growth



01 Improve the mix



Medium-term ambition

Double-digit
operating margin

02 Maximise capacity utilisation



Low single-digit
revenue growth (at constant currencies)

03 Enhance efficiency

We expect our initiatives to create value with financial impact

01 Improve the mix

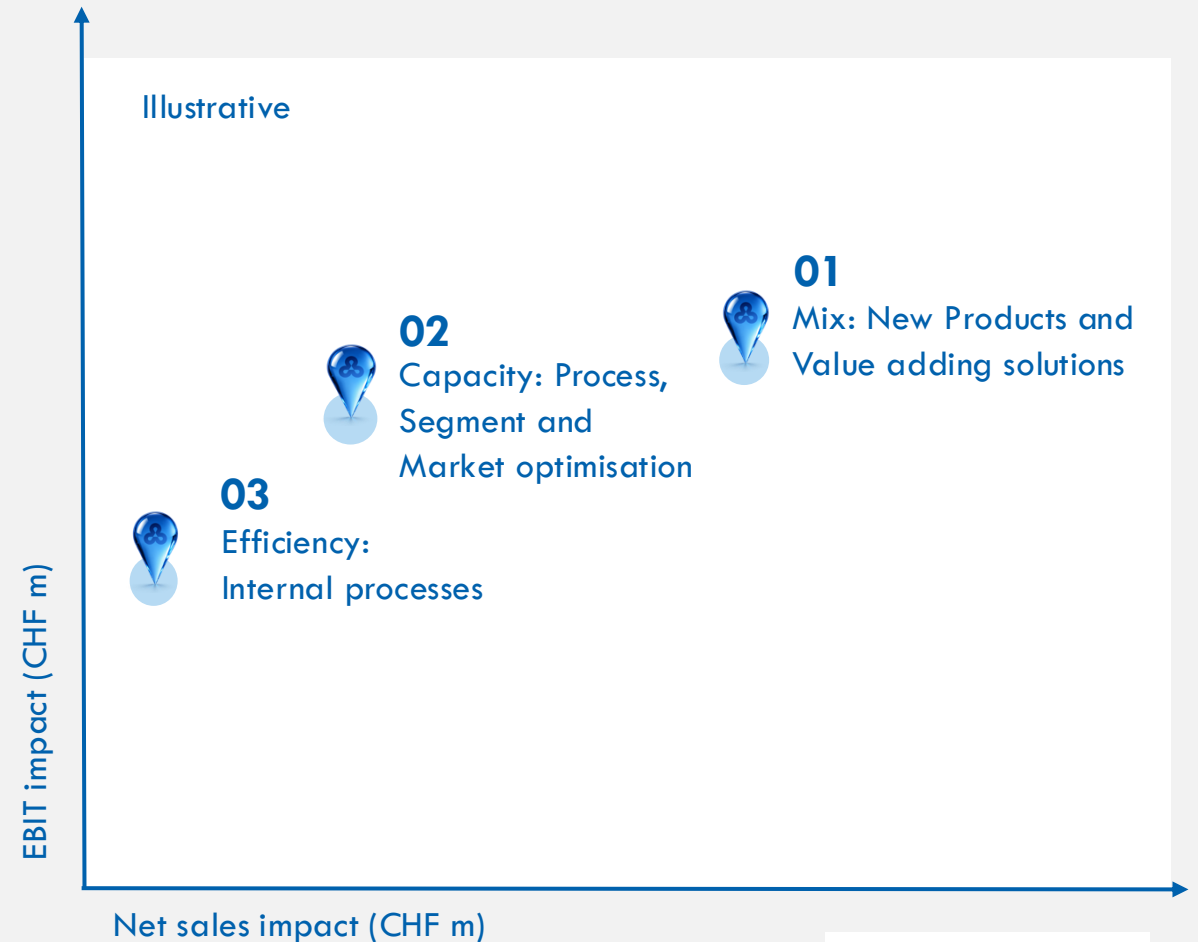
Value-adding solutions like REZON and the development of new products

02 Maximise capacity utilisation

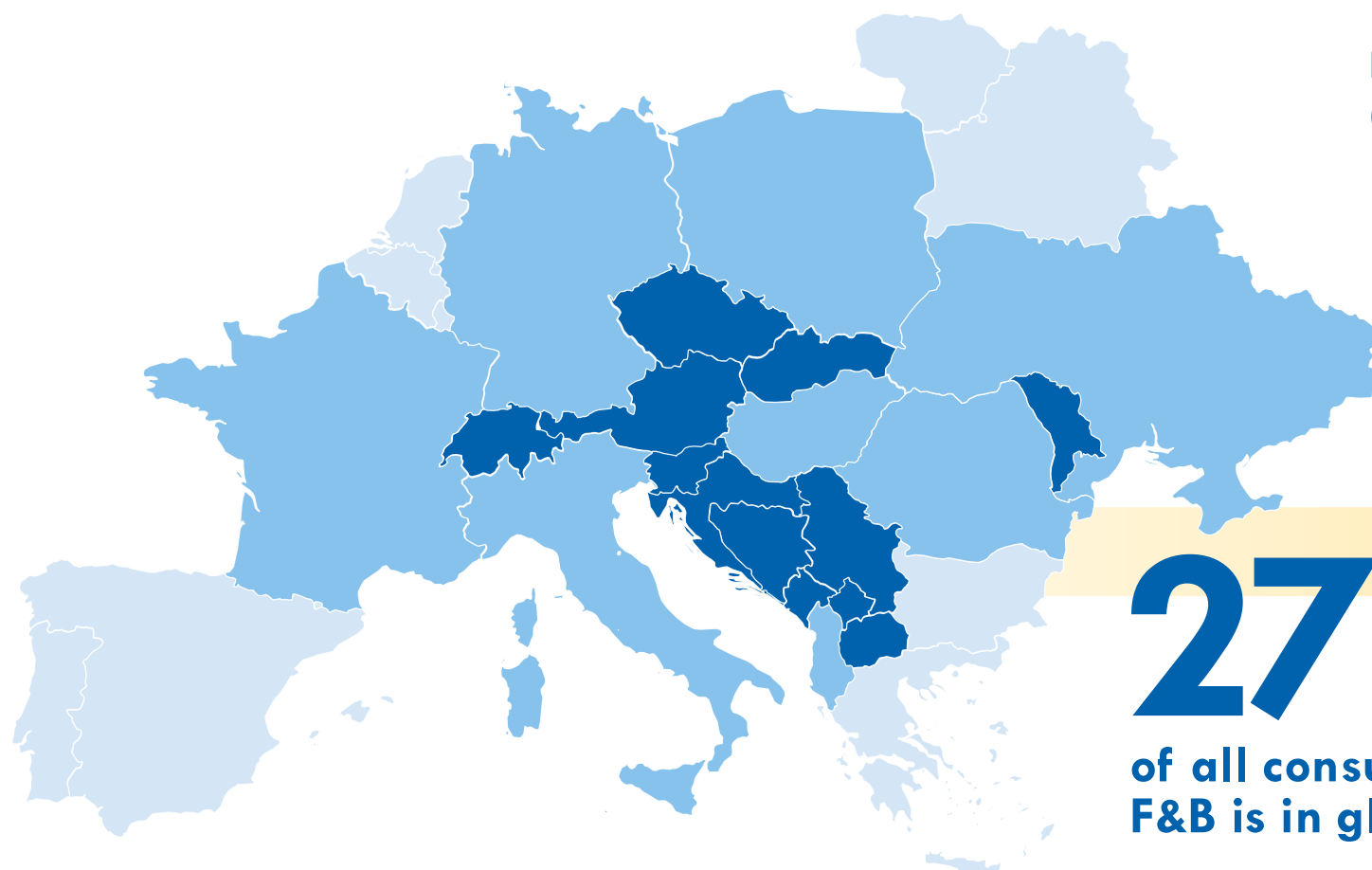
Streamlining integrated processes, optimising furnace utilisation, targeting growth segments, and expanding into underserved markets

03 Enhance efficiency

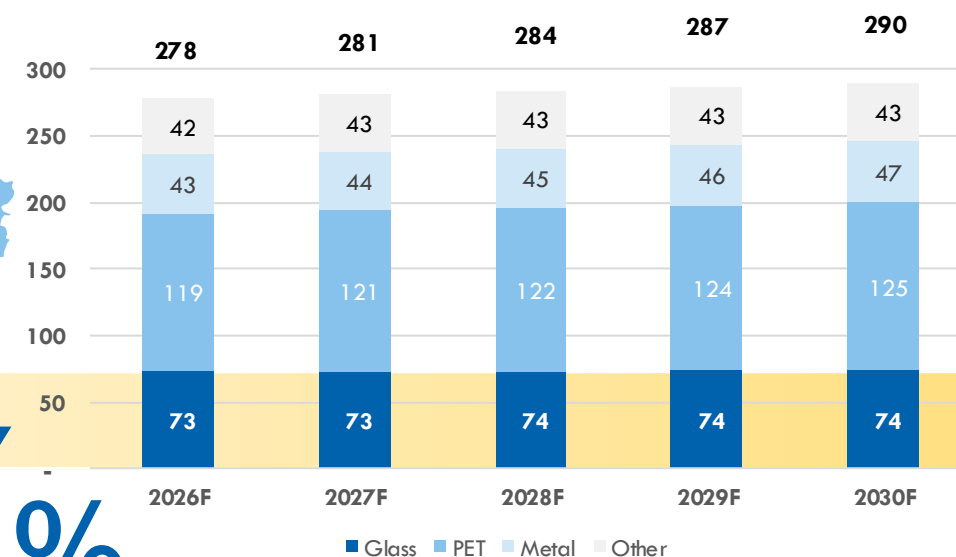
Leveraging standardisation, automation, and digitalisation



Our glass market is expected to be flatish, with pockets of growth in underrepresented markets and segments



F&B consumption in Vetropack's target markets (bn units), 2026–2030F



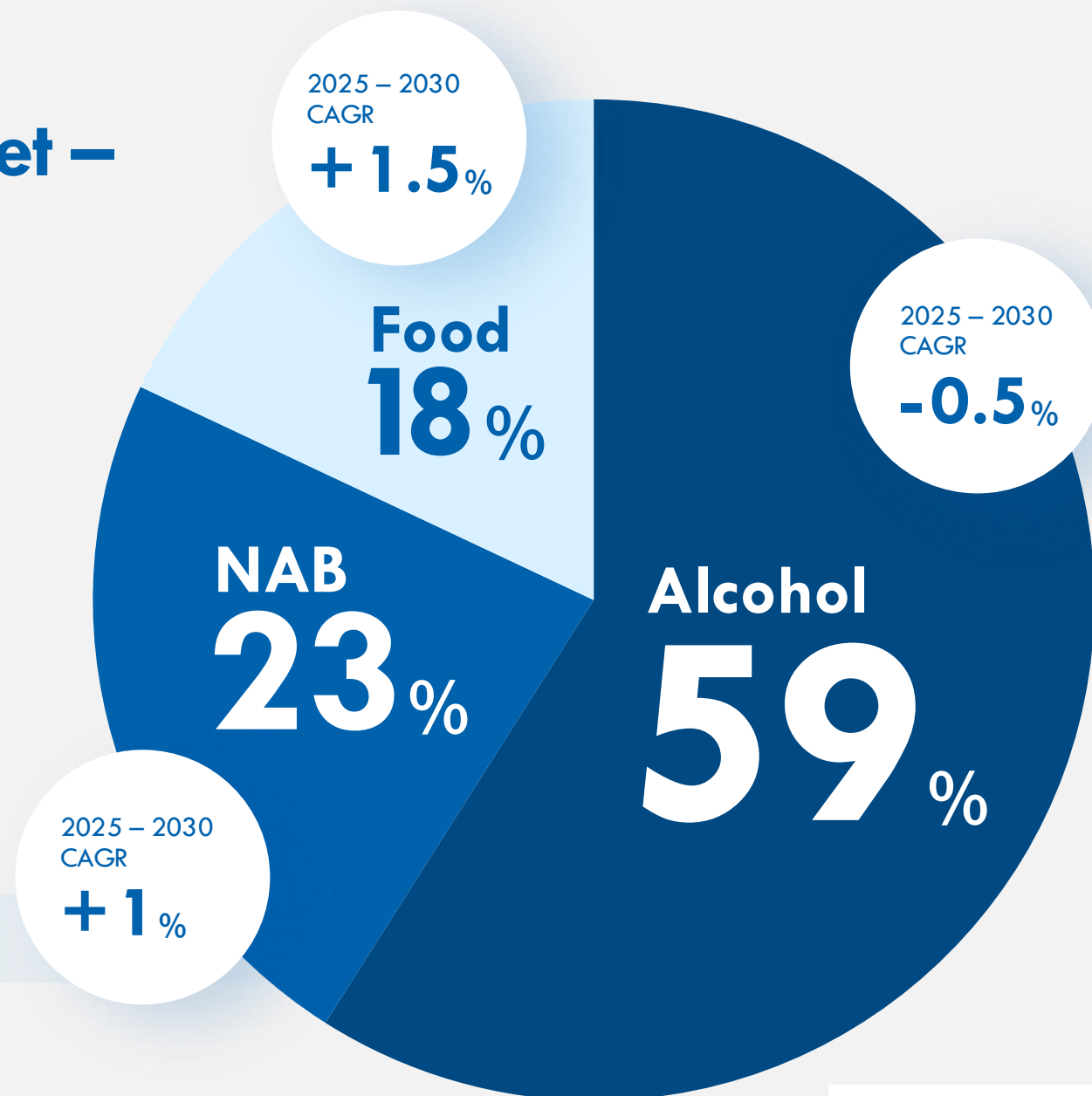
Source: GlobalData

27%
of all consumed
F&B is in glass (2025)

The glass packaging market – share by segment

The glass packaging market is divided into alcohol, non-alcoholic beverages (NAB), and food segments.

NAB, food, and premium wine representing attractive segments with growth potential.



From innovation to
commercial scale-up



Value-adding solutions like REZON are
key drivers of our Strategy 2035.

Rezon offers multiple sources of value for our customers

| TCO |

-30%

Lighter

+33%

More Pallet Capacity

+60%

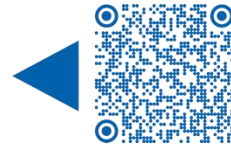
Reuse Cycles

+30_{mn}

Proven Concept

-70%

CO₂ Reduction



Full Traceability



Rezon pilot programs in Austria were successful

Proof of concept

- Mohrenbrauerei (custom bottle)
- Brau Union (Heineken Group), Gösser (standard bottle)
- Collaboration across industry (L-MW)

Outcome and status

- Introduced 2024 as standard for 0.33l beer bottle
- Vetropack with ongoing production ramp-up to 70 million units/year

“

CO₂ emissions per bottle are slashed to just one quarter compared to a normal 0.33-litre returnable bottle.

Andreas Linder, Head of Marketing Mohrenbrauerei



Rezon strengthens Vetropack's solution partner positioning

Leading the Industry

Leading the industry with added value from innovative brand recognition, reduced TCO, and improved sustainability

Global Pilots

International high volume projects ongoing, beyond Austria

Strategic Partnerships

Open to partnerships for scaling, including licensing of technology

Priority European Markets

On-going expansion into other European countries

Mid-term sales target

Up to 200 million bottles/year



Sustainability

Advancing sustainability
and circularity

Vetropack's sustainability targets

Climate change

Science-based targets

-50.4%

Scope 1 & 2 emissions¹

-30%

Scope 3 emissions¹

Resource use and circular economy

60%

Recycled content by 2030

Consumers and end-users

0

Product recalls per year

Own workforce

30%

Women in management positions by 2032

2.0

Group-wide TRIR² by 2030

25

Training hours per employee per year by 2032

Business conduct

100%

Employee participation in training programmes:

- Code of Conduct
- Business Ethics Policy

0

- Cases of corruption/bribery
- Violations of applicable laws/regulations
- Violations of data protection laws

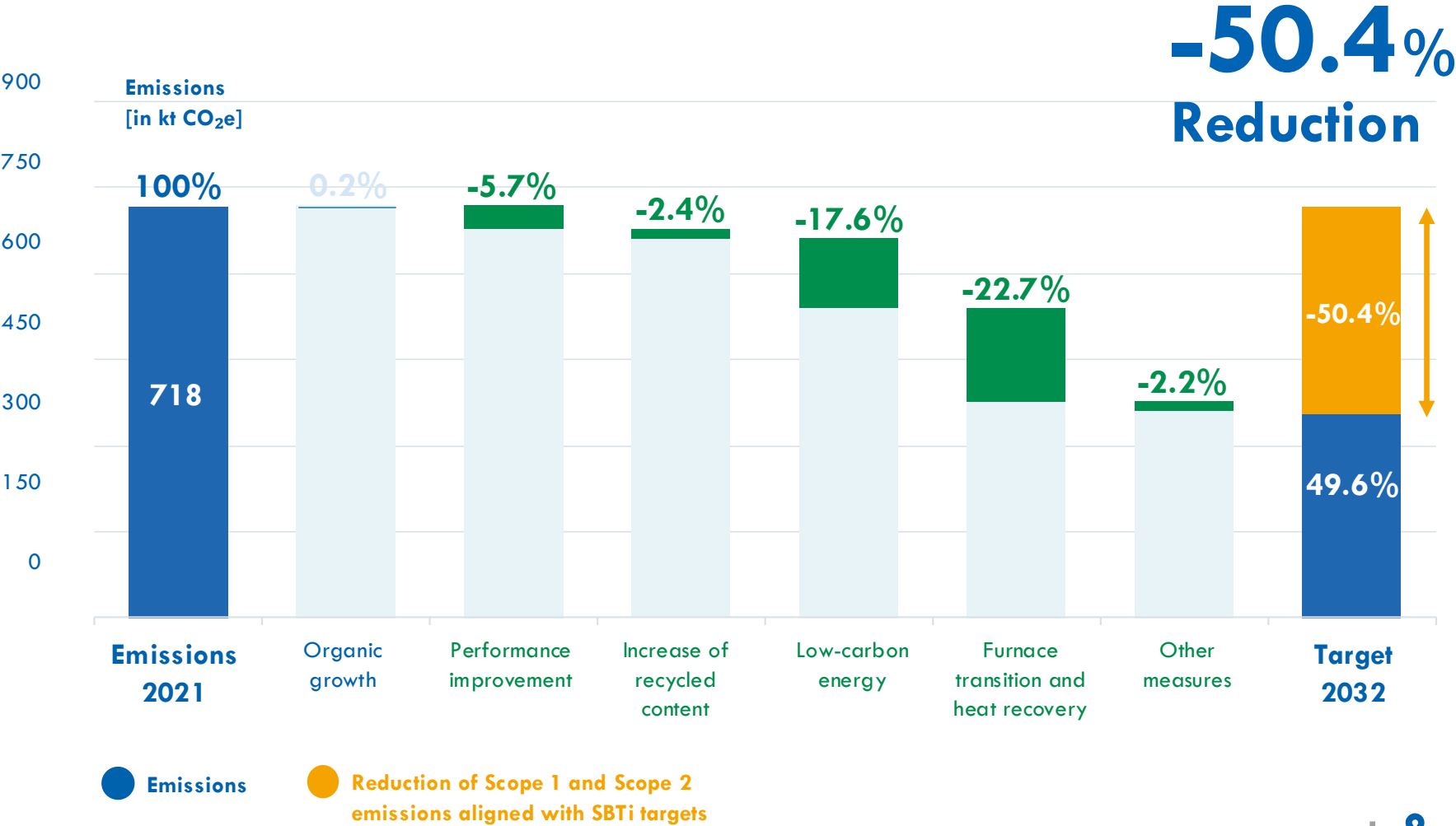


¹ Absolute reduction by 2032 compared to 2021 (Approved 29 August 2024)
Absolute scope 3 GHG emissions from purchased goods and services (soda and packaging), capital goods, fuel- and energy-related activities and upstream transportation and distribution

² Total Recordable Injury Rate

Climate change: Customers expect solutions

The chart shows the contribution of each decarbonisation level towards achieving our Scope 1 and Scope 2 greenhouse gas emission reduction target.



**We partner and measure
to continuously improve**

**Great
Place
To
Work®**

Certified
CH TM



Financials, outlook and equity story

Top line driven by price effects and consumer behavior

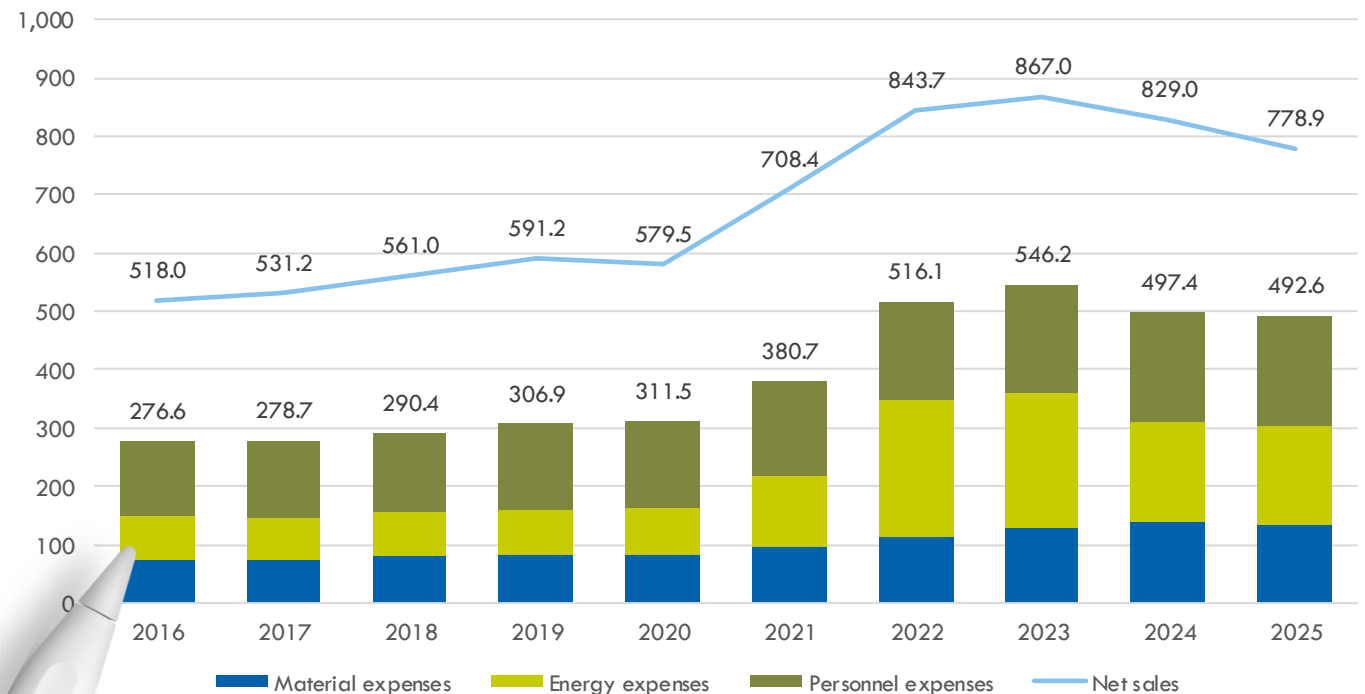
Up to 2020: robust business with
good visibility

2021–2023: increase of energy costs
drives net sales growth

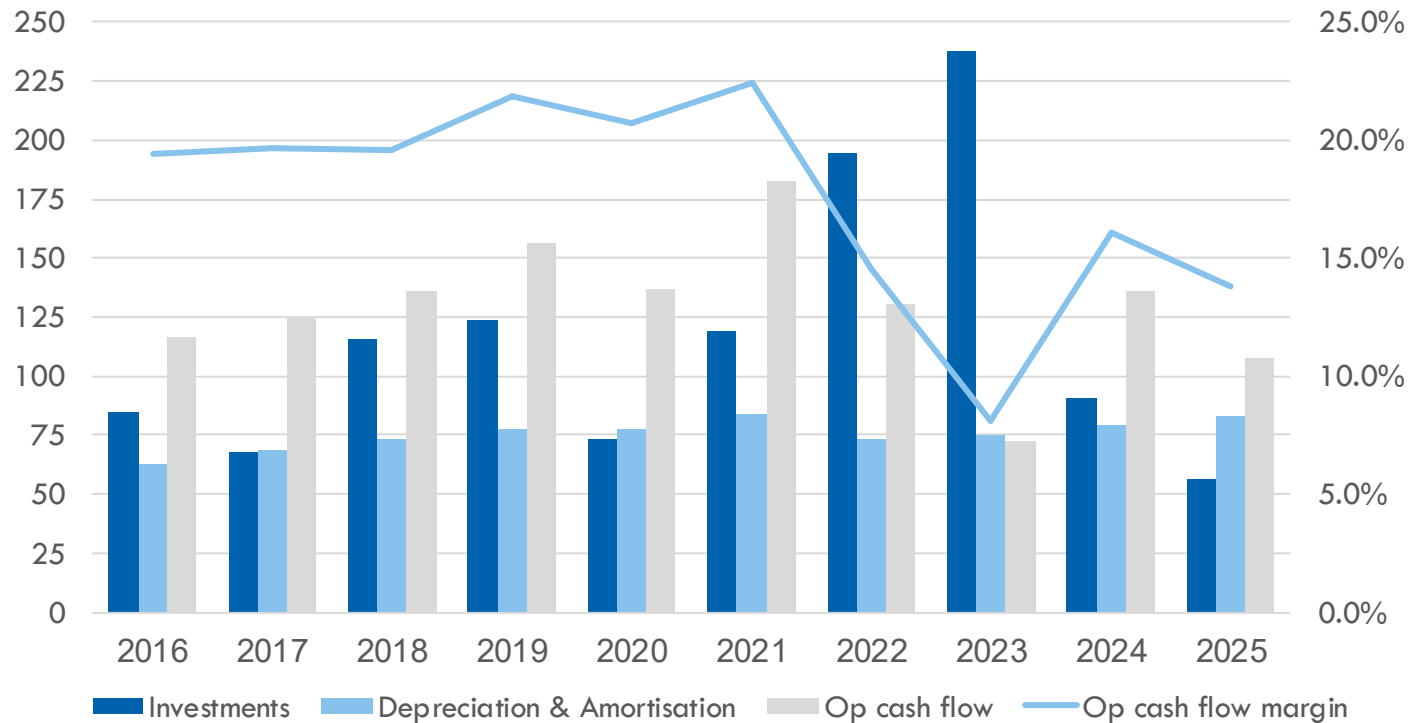
2024/2025: margin pressure from shift
in market demand and overcapacity

**Efficiency and margin-accretive
growth** as mitigants

Vetropack net sales and main costs in mCHF
(at stable fx rates)



Capex for targeted, operational flexibility and utilisation



Capex

~10% of net sales

Capex funded through operating cash flow

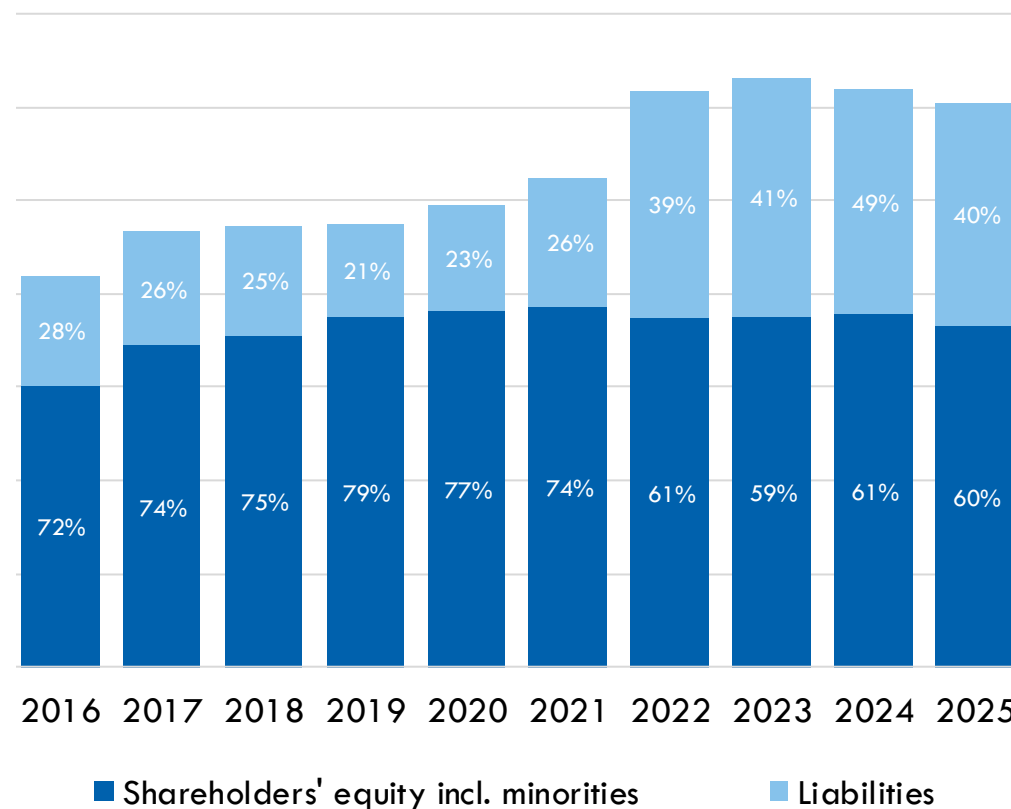
Strategic investment
in Italy (2022/2023)

Continued conservative financing structure

Strong balance sheet,
providing flexibility

50% of strategic investment
in Italy self-financed

EUR 150m 'Schuldschein' loan in
H1 2026 with EUR 75m net inflow to
refinance debt and for future Capex



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