

# VETROPACK IN FOCUS

FACTS & FIGURES | 2007

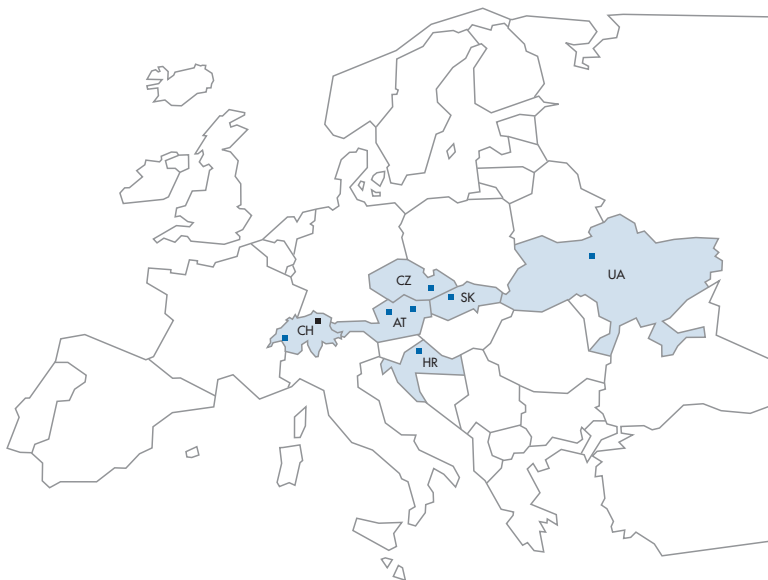


#### **Vetropack Sites**

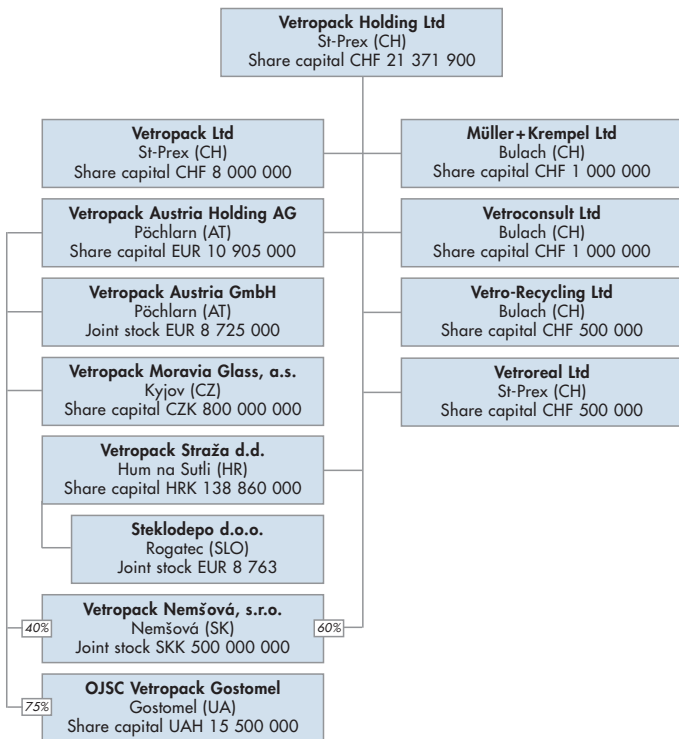
- Bulach, Vetropack Holding Ltd
- Production Plants
  - CH: St-Prex, Vetropack Ltd
  - AT: Pöchlarn, Vetropack Austria GmbH  
Kremsmünster, Vetropack Austria GmbH
  - CZ: Kyjov, Vetropack Moravia Glass, a.s.
  - SK: Nemšová, Vetropack Nemšová, s.r.o.
  - HR: Hum Na Sutli, Vetropack Straža d.d.
  - UA: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

## 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.



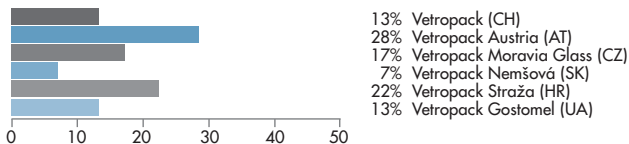
## OWNERSHIP STRUCTURE



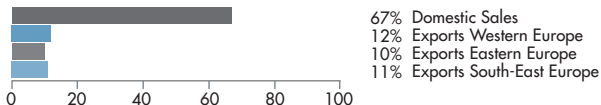
## KEY FIGURES

		2007	2006	+/-
Revenues	CHF millions	699.6	594.7	17.6%
EBIT	CHF millions	132.0	67.4	95.9%
Profit	CHF millions	100.9	43.2	133.6%
Cash flow	CHF millions	156.0	97.2	60.5%
Cash flow margin	%	22.3	16.3	-
Investments	CHF millions	86.9	112.4	- 22.7%
Depreciation	CHF millions	57.7	46.3	24.6%
Balance sheet total	CHF millions	859.6	750.3	14.6%
Equity	%	59.8	54.5	-
Production	1 000 metric tons	1 195	1 039	15.0%
Production	billion units	4.22	3.80	11.1%
Weight per article	grams	283	274	3.3%
Production per employee	tons	381	331	15.1%
Sales	billion units	4.26	3.92	8.7%
Exports as % of unit sales	%	33.3	34.6	-
Employees		3 099	3 137	- 1.2%

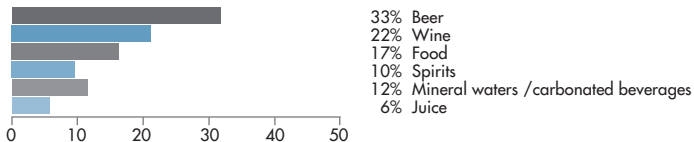
### Sales 2007 by Group Company (total 4.26 billion units)



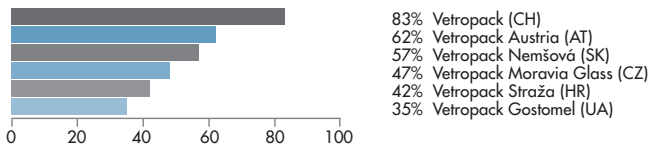
### Sales 2007 by Markets (total 4.26 billion units)



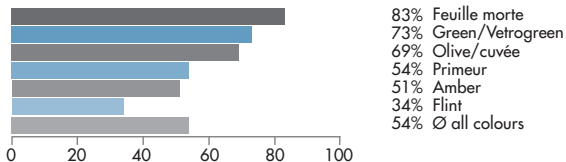
### Sales 2007 by Market Segments (total 1 183 900 tons)



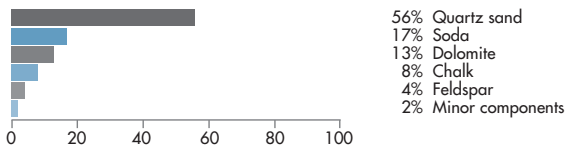
### Cullet Ratio for Glass Production 2007 by Group Company



### Cullet Ratio for Glass Production 2007 by Colours



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



**VETROPACK LTD (SWITZERLAND)**

	+/-	2007	2006
Revenues in CHF millions	20.8%	100.6	83.3
Unit sales in millions	18.1%	582.2	493.0
Exports in unit terms		14.2%	6.5%
Production in sellable tons	51.1%	103 568	68 525
Employees	2.5%	204	199

<b>Sales by Market Segment (in unit terms)</b>		2007	2006
Wine/spirits		31.3%	29.8%
Beer/mineral waters/carbonated beverages/juice		51.6%	48.6%
Food		17.1%	21.6%

**VETROPACK AUSTRIA GMBH (AUSTRIA)**

	+/-	2007	2006
Revenues in EUR millions	7.3%	140.9	131.3
Unit sales in millions	5.3%	1 360.3	1 291.4
Exports in unit terms		32.5%	34.6%
Production in sellable tons	8.2%	337 518	311 961
Employees	- 1.1%	606	613
1 EUR = CHF		1.64280	1.57309

<b>Sales by Market Segment (in unit terms)</b>		2007	2006
Wine/spirits		19.3%	18.8%
Beer/mineral waters/carbonated beverages/juice		51.2%	51.9%
Food		29.5%	29.3%

*Plant St-Prex  
(Switzerland)*



*Plant Pöchlarn  
(Austria)*



*Plant Kremsmünster  
(Austria)*



**VETROPACK MORAVIA GLASS, A.S. (CZECH REPUBLIK)**

	+/-	2007	2006
Revenues in CZK millions	3.9%	2 246.0	2 162.5
Unit sales in millions	3.2%	897.2	869.4
Exports in unit terms		42.1%	41.6%
Production in sellable tons	0.5%	201 042	200 011
Employees	- 0.2%	428	429
100 CZK = CHF		5.923	5.552

<b>Sales by Market Segment (in unit terms)</b>		2007	2006
Wine/spirits		12.1%	10.5%
Beer/mineral waters/carbonated beverages/juice		47.4%	43.6%
Food		40.5%	45.9%

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

	+/-	2007	2006
Revenues in SKK millions	6.0%	1 621.8	1 529.6
Unit sales in millions	13.7%	454.8	400.1
Exports in unit terms		38.0%	39.2%
Production in sellable tons	30.0%	136 080	104 688
Employees	- 0.8	366	369
100 SKK = CHF		4.864	4.228

<b>Sales by Market Segment (in unit terms)</b>		2007	2006
Wine/spirits		35.0%	31.0%
Beer/mineral waters/carbonated beverages/juice		26.4%	27.6%
Food		38.6%	41.4%

*Plant Kyjov  
(Czech Republic)*



*Plant Nemšová  
(Slovakia)*



**VETROPACK STRAŽA D.D. (CROATIA)**

	+/-	2007	2006
Revenues in HRK millions	14.2%	670.6	587.3
Unit sales in millions	5.9%	961.1	907.2
Exports in unit terms		55.8%	59.5%
Production in sellable tons	3.2%	223 354	216 451
Employees	0.7%	584	580
100 HRK = CHF		22.390	21.478

<b>Sales by Market Segment (in unit terms)</b>	2007	2006
Wine/spirits	15.1%	15.9%
Beer/mineral waters/carbonated beverages/juice	73.7%	70.7%
Food	11.2%	13.4%

**OJSC VETROPACK GOSTOMEL (UKRAINE)**

	+/-	2007	*2006
Revenues in UAH millions	56.7%	306.1	195.3
Unit sales in millions	33.8%	571.8	427.3
Exports in unit terms		4.3%	1.4%
Production in sellable tons	40.7%	193 703	137 678
Employees	- 4.3%	826	863
100 UAH = CHF		23.781	24.686

<b>Sales by Market Segment (in unit terms)</b>	2007	2006
Wine/spirits	21.1%	17.2%
Beer/mineral waters/carbonated beverages/juice	73.1%	70.9%
Food	5.8%	11.9%

\*March – December 2006

*Plant Hum na Sutli  
(Croatia)*



*Plant Gostomel  
(Ukraine)*



## MÜLLER + KREPEL LTD (SWITZERLAND)

	+/-	2007	2006
Revenues in CHF millions	13.0%	13.0	11.5
Employees	7.7%	14	13

<b>Revenues by Market Segment</b>	2007	2006
Retail trade	36.9%	40.9%
Food and beverages	32.6%	30.7%
Pharmaceutical and cosmetics	30.5%	28.4%

## PRODUCTION FACILITIES VETROPACK GROUP

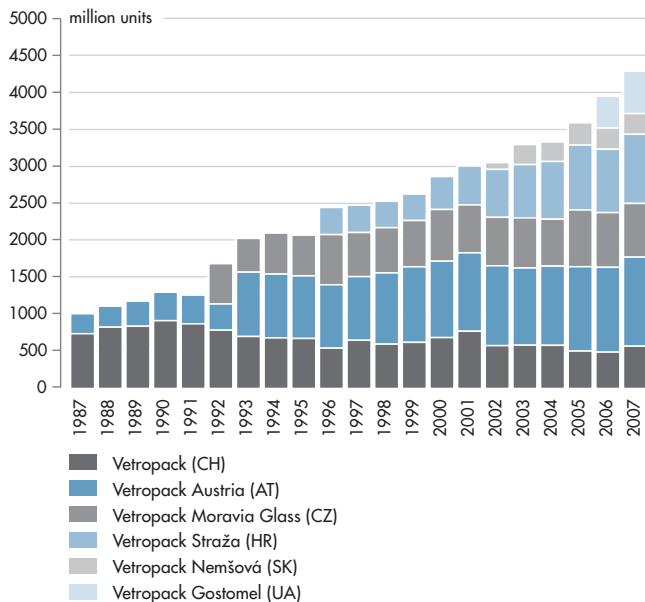
(December 2007)

Number of glass works	7
Number of melting furnaces	16
Maximum melting capacity (tons per day)	4 120
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



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