

# VETROPACK IN FOCUS

## FACTS & FIGURES | 2010



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**JSC Vetropack Gostomel**  
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**Vetroconsult Ltd**  
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**Vetoreal Ltd**  
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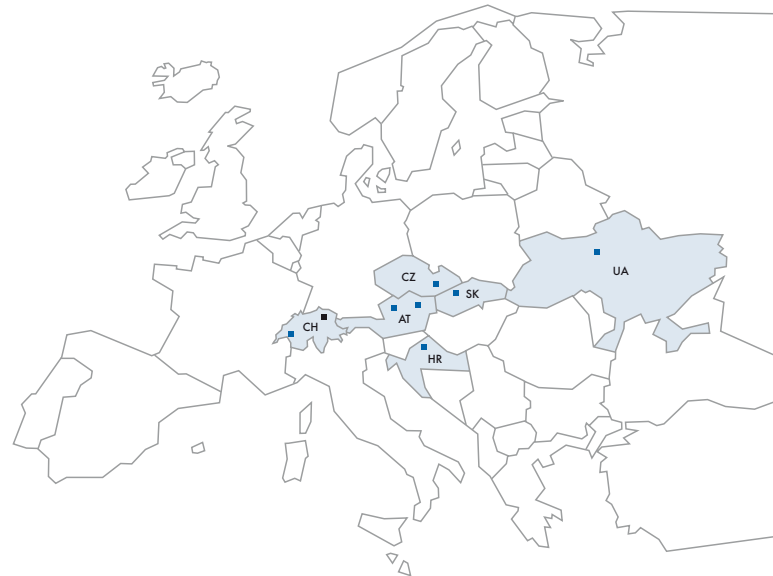


## Vetropack Group

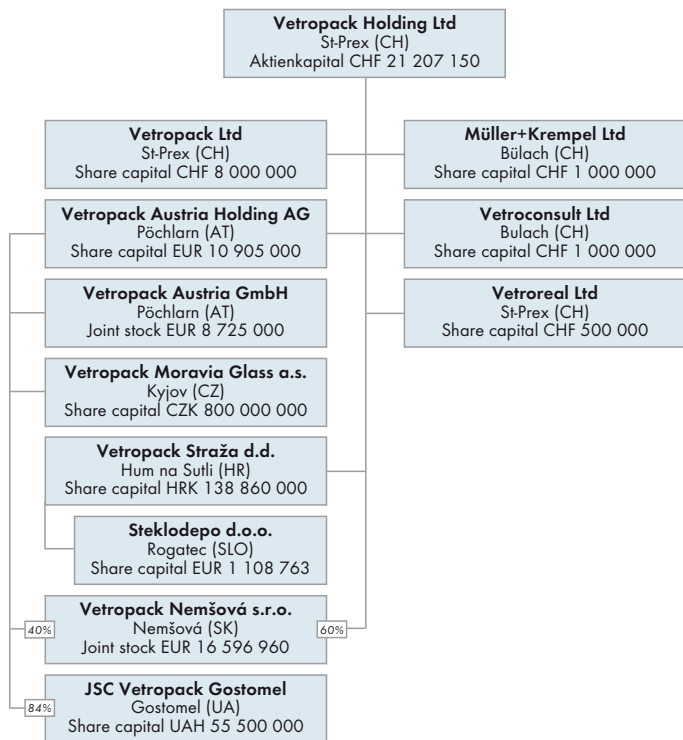
Vetropack is one of Europe's leading manufacturers of glass packaging for the food and beverage industry with group management in Bülach (Switzerland). It runs state-of-the-art production facilities, as well as sales and distribution centres in Switzerland, Austria, Czech Republic, Slovakia, Croatia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



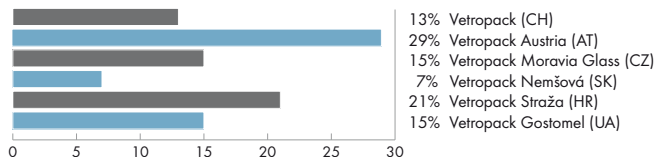
## Ownership Structure



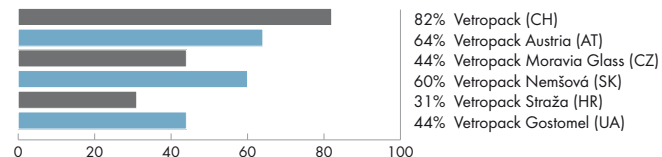
## Key Figures

		+/-	2009	2010
Revenues	CHF millions	- 4.3%	671.5	642.6
EBIT	CHF millions	- 16.6%	100.9	84.2
Profit	CHF millions	- 50.6%	78.4	38.7
Cash flow	CHF millions	- 11.1%	137.9	122.6
Cash flow margin	%	-	20.5	19.1
Investments	CHF millions	18.6%	39.8	47.2
Depreciation	CHF millions	- 4.3%	56.7	54.3
Balance sheet total	CHF millions	- 11.2%	804.8	714.7
Equity	%	-	72.4	76.9
Production	1 000 metric tons	2.9%	1 177	1 212
Production	billion units	5.7%	4.02	4.25
Weight per article	grams	- 2.6%	293	285
Production per employee	tons	4.0%	390	406
Sales	billion units	9.8%	3.97	4.36
Exports of unit sales	%	-	36.7	40.2
Employees	number	- 0.8%	3 000	2 975

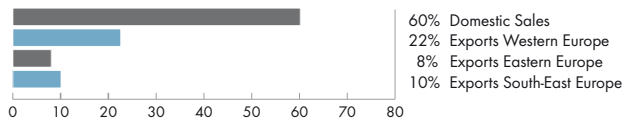
### Sales by Group Company 2010 (total 4.36 billion units)



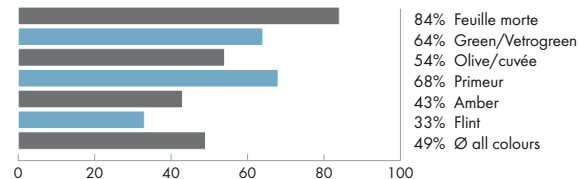
### Cullet Ratio for Glass Production 2010 by Group Company



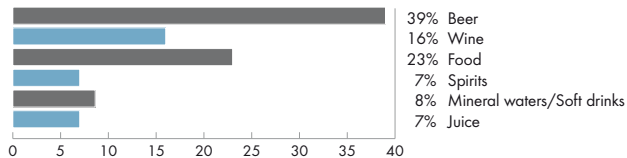
### Sales by Markets 2010 (total 4.36 billion units)



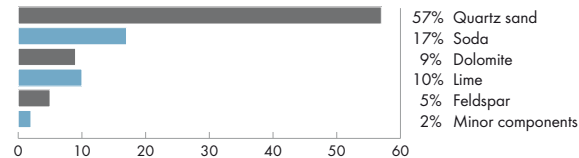
### Cullet Ratio for Glass Production 2010 by Colours



### Sales by Market Segments 2010 (total 4.36 billion units)



### Primary Raw Materials Ratio 2010 (excluding Cullet)



### Vetropack Ltd (Switzerland)

	+/-	2009	2010
Revenues in CHF millions	0.0%	104.0	104.0
Unit sales in millions	11.8%	532.7	595.3
Exports in unit terms		13.2%	21.5%
Production in sellable tons	1.0%	103 219	104 297
Employees		202	208
<b>Sales by Market Segment (in unit terms)</b>			
Wine/spirits		34.9%	31.5%
Beer/mineral waters/carbonated beverages/juice		50.3%	53.6%
Food		14.8%	14.9%

### Vetropack Austria GmbH (Austria)

	+/-	2009	2010
Revenues in EUR millions	2.3%	153.4	156.9
Unit sales in millions	6.0%	1 320.4	1 399.2
Exports in unit terms		32.0%	33.5%
Production in sellable tons	3.0%	328 209	337 938
Employees		608	603
1 EUR = CHF		1.510	1.383
<b>Sales by Market Segment (in unit terms)</b>			
Wine/spirits		18.2%	18.3%
Beer/mineral waters/carbonated beverages/juice		50.7%	51.5%
Food		31.1%	30.2%



Plant St-Prex  
(Switzerland)



Plant Pöchlarn  
(Austria)



Plant Kremsmünster  
(Austria)

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

	+/-	2009	2010
Revenues in CZK millions	- 10.6%	2 101.8	1 878.7
Unit sales in millions	4.5%	775.5	810.7
Exports in unit terms		48.9%	49.3%
Production in sellable tons	- 11.0%	188 876	168 020
Employees		450	453
100 CZK = CHF		5.715	5.466

#### Sales by Market Segment (in unit terms)

Wine/spirits		18.3%	15.1%
Beer/mineral waters/carbonated beverages/juice		46.2%	42.5%
Food		35.5%	42.4%

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

	+/-	2009	2010
Revenues in EUR millions	- 0.1%	48.6	48.6
Unit sales in millions	17.2%	373.0	437.2
Exports in unit terms		48.7%	59.0%
Production in sellable tons	6.1%	127 536	135 312
Employees		361	357
1 EUR = CHF		1.510	1.383

#### Sales by Market Segment (in unit terms)

Wine/spirits		46.5%	40.1%
Beer/mineral waters/carbonated beverages/juice		22.0%	29.0%
Food		31.5%	30.9%

Plant Kyjov  
(Czech Republic)



Plant Nemšová  
(Slovakia)



### Vetropack Straža d.d. (Croatia)

	+/-	2009	2010
Revenues in HRK millions	- 1.2%	662.4	654.2
Unit sales in millions	9.5%	859.6	941.0
Exports in unit terms		63.9%	70.8%
Production in sellable tons	8.3%	213 866	231 571
Employees		580	582
100 HRK = CHF		20.573	18.978

#### Sales by Market Segment (in unit terms)

Wine/spirits		16.4%	16.5%
Beer/mineral waters/carbonated beverages/juice		69.3%	67.3%
Food		14.3%	16.2%

### JSC Vetropack Gostomel (Ukraine)

	+/-	2009	2010
Revenues in UAH millions	33.6%	475.3	635.0
Unit sales in millions	22.1%	543.3	663.5
Exports in unit terms		5.0%	9.2%
Production in sellable tons	8.9%	215 645	234 854
Employees		710	682
100 UAH = CHF		13.968	13.154

#### Sales by Market Segment (in unit terms)

Wine/spirits		34.0%	31.7%
Beer/mineral waters/carbonated beverages/juice		65.8%	67.8%
Food		0.2%	0.5%

Plant Hum na Sutli  
(Croatia)



Plant Gostomel  
(Ukraine)



## Müller + Krempel Ltd (Switzerland)

	+/-	2009	2010
Revenues in CHF millions	4.0%	12.6	13.1
Employees		14	15

### Revenues by Market Segment

Retail trade	51.1%	47.2%
Food and beverages	23.8%	26.2%
Pharmaceutical and cosmetics	25.1%	26.6%

## Production facilities Vetropack Group

	31.12.2010
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)

