



# SAVERGLASS GROUP



GREY GOOSE VODKA

# SAVERGLASS IS A FRENCH GROUP AND THE WORLD SPECIALIST IN MANUFACTURING, CUSTOMIZING AND DECORATING HIGH-END GLASS BOTTLES.

Saverglass provides for the premium and super-premium spirits, fine wine and champagne markets. Recognized for its innovation, its glass-making expertise, the quality of its products and designs, Saverglass is the partner of choice for both brand creators and the largest wine and spirits groups worldwide.

## FOR ALL YOUR NEEDS

For several decades, Saverglass has distinguished itself by offering modern, versatile and original designs, which have helped make the company's identity and reputation what they are. Saverglass strives to forge new creative paths and seek out added value. How? By maximizing the company's blend of glassmaking and decoration expertise, the variety and breadth of its ranges, the wide choice of innovative solutions, and its role as a consultant and guide throughout the project development phase, to demonstrate its originality and stand out as a value creator.

## WORLDWIDE PRESENCE

Starting in the nineties, Saverglass began to expand internationally by establishing distribution subsidiaries and branch offices, and is currently present in all premium spirits (vodka, whisky, brandy, cognac, gin, rum, tequila...) and high-end wine production regions in the world. Saverglass is then represented in France, the USA, in Mexico, the UK, in Spain, and Portugal, in Italy, in Australia, New-Zealand and South Africa.

# THE INDUSTRY SPECIALIST IN LUXURY BOTTLES UNIQUELY POSITIONED ON THE MARKET

The Feuquières glassworks, the Group's current headquarters, were founded in 1897. The site upholds the tradition of Bresle Valley, which has been a stronghold of French glassmaking since the 17th century.

When Loïc Quentin de Gromard became President of the Company in 1985, he chose to focus on hyper-specialization. This approach gives the company a viable foothold in a market dominated by large-scale groups. Saverglass went on to seize a strategic position in the niche market of the luxury bottle sector.

Flexible, small production runs meant that Saverglass could offer products that did not exist in the eighties. Since then, the Company has based its development on aspiring to make exceptional products, especially in the spirits industry.

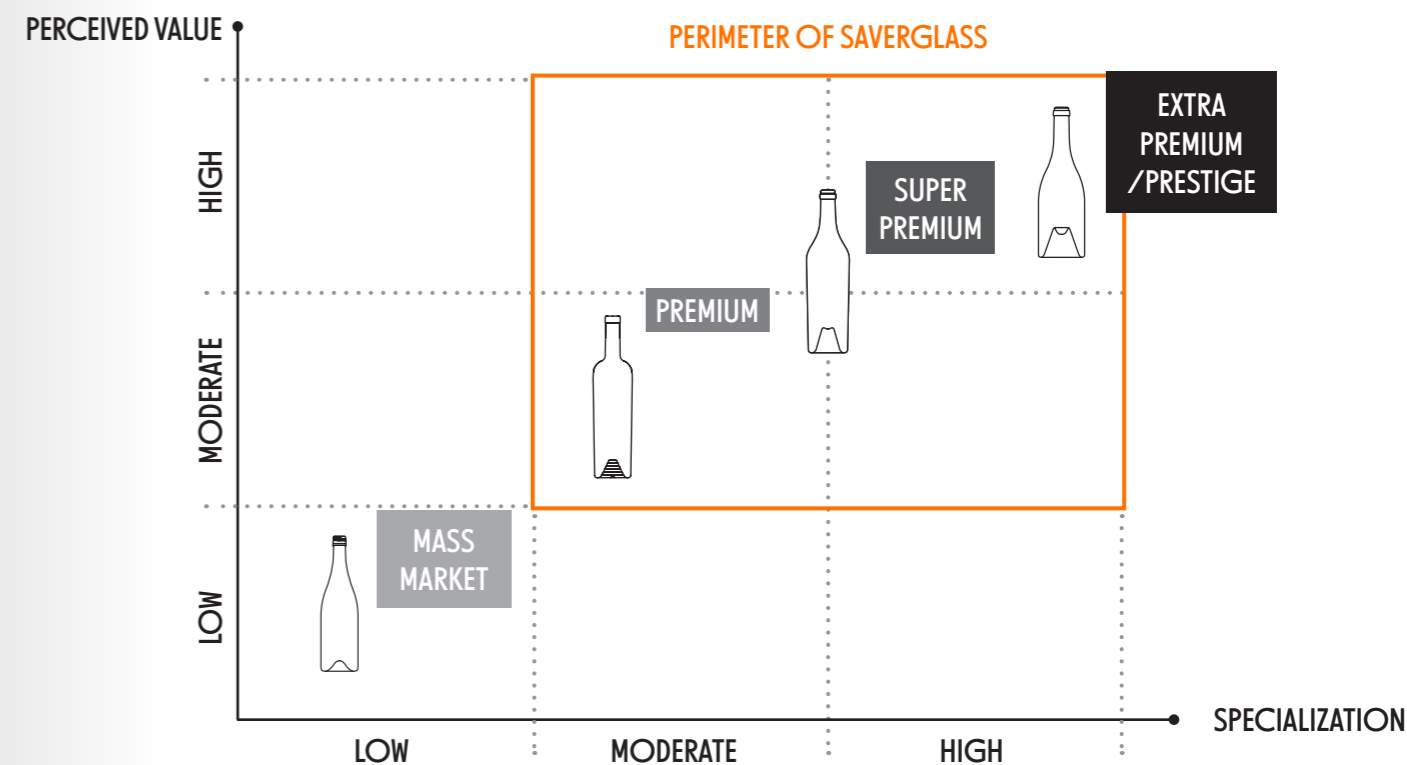
The decoration business, launched in 1991 on the Feuquières site, complements the high-end service and provides new solutions for demand that is growing in terms of sophistication and customization. This gives the company a special position in the glass landscape, with expertise ranging from manufacturing to customized and decorated glass.

Today, Saverglass is the leading global player in the market for premium and super premium bottles. The company uses its production tools and expertise to manage significant volumes of orders while meeting the specific needs of its customers for special and short runs. This technological expertise, the quality of its services and its capacity for creation, place Saverglass in a unique position on the market.

## PRESTIGIOUS CUSTOMER REFERENCES

Saverglass is the partner of groups such as LVMH, Pernod Ricard, Bacardi Martini, Diageo, Rémy Cointreau, Campari, Beam Suntory, Jose Cuervo, Sazerac Company, Trinchero, Roederer as well as brands such as Grey Goose vodka, Cristal Roederer champagne, Hennessy, Martell, Courvoisier and Rémy Martin cognacs, Chivas whisky and the grand cru wines of La Romanée-Conti and Château Margaux.

# POSITIONING ON THE BOTTLE MARKET





EXTRA COURVOISIER COGNAC



GLENFIDDICH 23 YEARS GRAND CRU WHISKY



MARTELL XXO CHANTELOUP COGNAC



CRYSTAL HEAD VODKA



ZACAPA ROYAL RUM



ARMAND DE BRIGNAC CHAMPAGNE



CLOS DU TEMPLE GERARD BERTRAND WINE



CRISTAL ROEDERER CHAMPAGNE



BORDEAUX CHATEAU TALBOT 2018 WINE



TREASURY WINE BERINGER BROTHERS

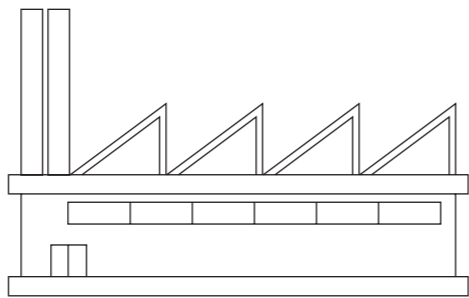
# 2022 KEY FIGURES



**1897**

**CREATION OF THE GLASS FACTORY**

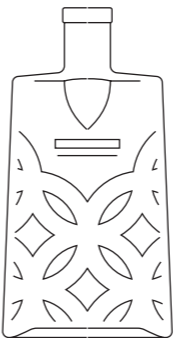
in Feuquières (FR)



**6**

**GLASS FACTORIES**

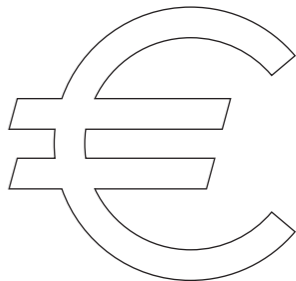
Feuquières, Le Havre, Arques (FR), Ghlin (BE),  
Ras Al Khaimah (UAE) – Acatlán de Juárez (Jalisco, MX)



**4**

**DECORATION FACTORIES**

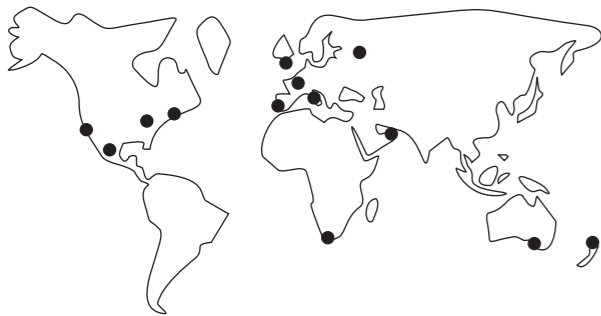
1 out of 4 Saverglass bottle is decorated  
Feuquières, Arques, Coulommiers (FR)  
Acatlán de Juárez (Jalisco, MX)



**786 M€ / 794 M\$**

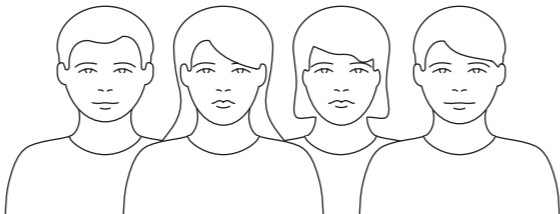
**TOTAL SALES IN 2022**

50 % of which is made through exports



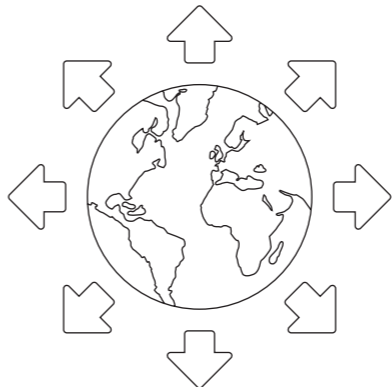
**17**

**DISTRIBUTION SUBSIDIARIES  
& OFFICES WORLDWIDE**



**3 700**

**PEOPLE**



**100**

**EXPORTING IN MORE THAN  
100 COUNTRIES**



**530 000**

**TONS PER YEAR**



**IT'S ALL  
ABOUT  
DOING**

**CSR OBJECTIVE**

50% reduction in CO2 emissions by 2035



**SAVERGLASS SCHOOL OF GLASS  
AND DECORATION**



**DISTRIBUTION  
OF THE ACTIVITY**

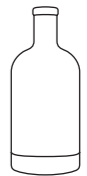
**72%**

**SPIRITS**



**27%**

**WINE**



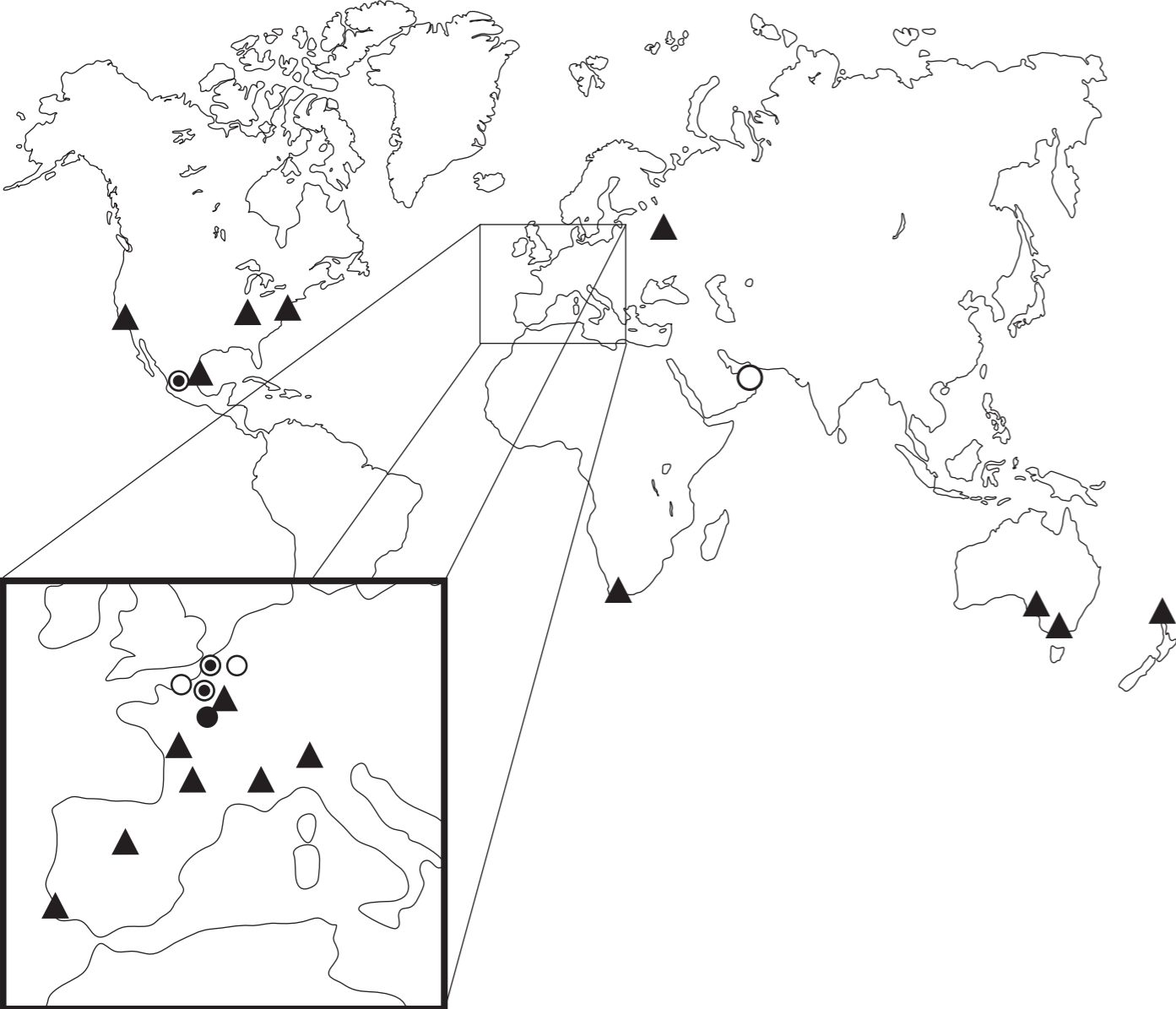
**1%**

**OTHERS**

# MAP OF LOCATIONS

## PREMIUM ALCOHOL PRODUCTION AREAS

Saverglass is present in all areas where high-end alcoholic beverages are produced: Premium, Super Premium and Prestige Spirits and Wines, Champagne and other Premium Sparkling Wines. We also manufacture on three continents.



- GLASS FACTORY
- DECOR FACTORY
- ◉ GLASS & DECOR FACTORY
- ▲ SUBSIDIARIES & OFFICES

## INDUSTRIAL SITES IN EUROPE



ARQUES (glass + decor) - FRANCE



FEUQUIÈRES (glass + decor) - FRANCE



GHLIN (glass) - BELGIUM



LE HAVRE (glass) - FRANCE



COULOMMIERS (decor) - FRANCE

## AMERICAS & MIDDLE-EAST



ACATLAN DE JUAREZ (glass + decor) - MEXICO



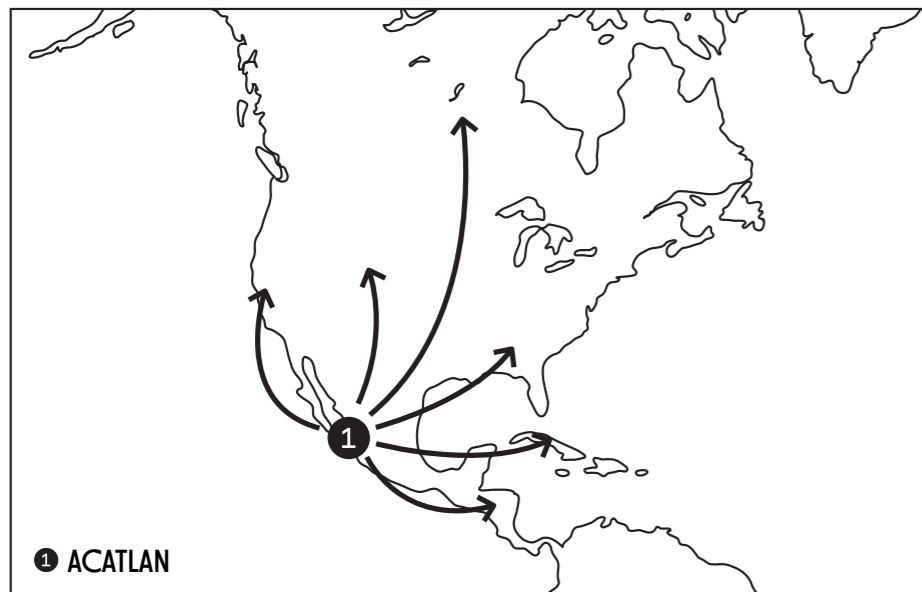
DUBAI (RAK) (glass) - UNITED ARAB EMIRATES



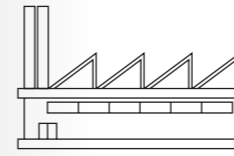
# FOCUS ON SAVERGLASS MEXICO

A Mexican plant located in in GUADALAJARA/ACATLAN DE JUAREZ - with a strategic location strategic location that allows to serve:

- The tequila and mezcal market,
- The entire American territory including Californian wines and Californian wines and spirits,
- Rums (Caribbean zone and and Central America).



# 2021 SAVERGLASS MEXICO KEY FIGURES



2018

CREATION OF THE GLASS FACTORY



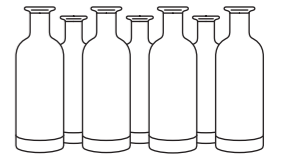
2018

DECORATION FACTORIES



470

PEOPLE



95 000

TONS PER YEAR

- 100 M bottles manufactured
- Colors: Extra white flint (90%) and Antique green (10%)
- Markets served: USA (56%), Mexico (42%) and Latin America (2%)

## OUTLOOK FOR 2023:

- New furnace in 2023: doubling of production capacity to 200,000 tons of glass
- Colors: Extra white flint (90%), Antique green (5%) and Yellow (5%)
- Decoration plant with a 50% increase in production capacity
- Investment of 120 M€
- Warehouses: 30 000 m<sup>2</sup>
- Workforce: 900 people



TANTEO TEQUILA - HABANERO, BLANCO & JALAPENO - TANTEO - MEXICO



TRES GENERACIONES TEQUILA - ANEJO, REPOSADO & PLATA - SAUZA - MEXICO



HORNITOS BLACK BARREL TEQUILA - SAUZA - MEXICO



MAESTRO DOBEL TEQUILA 'EL PAVITO' - JOSE CUERVO - MEXICO

# THE SAVERGLASS GROUP CSR POLICY

Recognizing our role as a global economic player, we are committed to exemplary leadership in conducting coherent and authentic initiatives to ensure that our resources and results are optimally managed.

We understood our duty to preserve the environment early on. That is why, in the early 2000s, we began to build and consolidate a sustainable commitment based on simple, common-sense principles (reducing plastic packaging, developing our first organic inks, creating our first carbon footprint assessment, etc.). More recently, in 2020, our second carbon footprint assessment showed a significant decline of 11% in our CO2 footprint over the past ten years. This has helped establish our roadmap for the gradual decarbonization of our activity, with a mission to achieve carbon neutrality by 2050.

To achieve our CSR objectives, we have identified three priority areas of intervention:

- Adapt our manufacturing processes to environmental challenges, the primary purpose of which is to reduce our greenhouse gas emissions significantly;
- Protect our employees and develop their potential while promoting diversity and equal opportunities for the men and women of the company;
- Act for society.



# CONTRIBUTING TO THE FIGHT AGAINST CLIMATE CHANGE

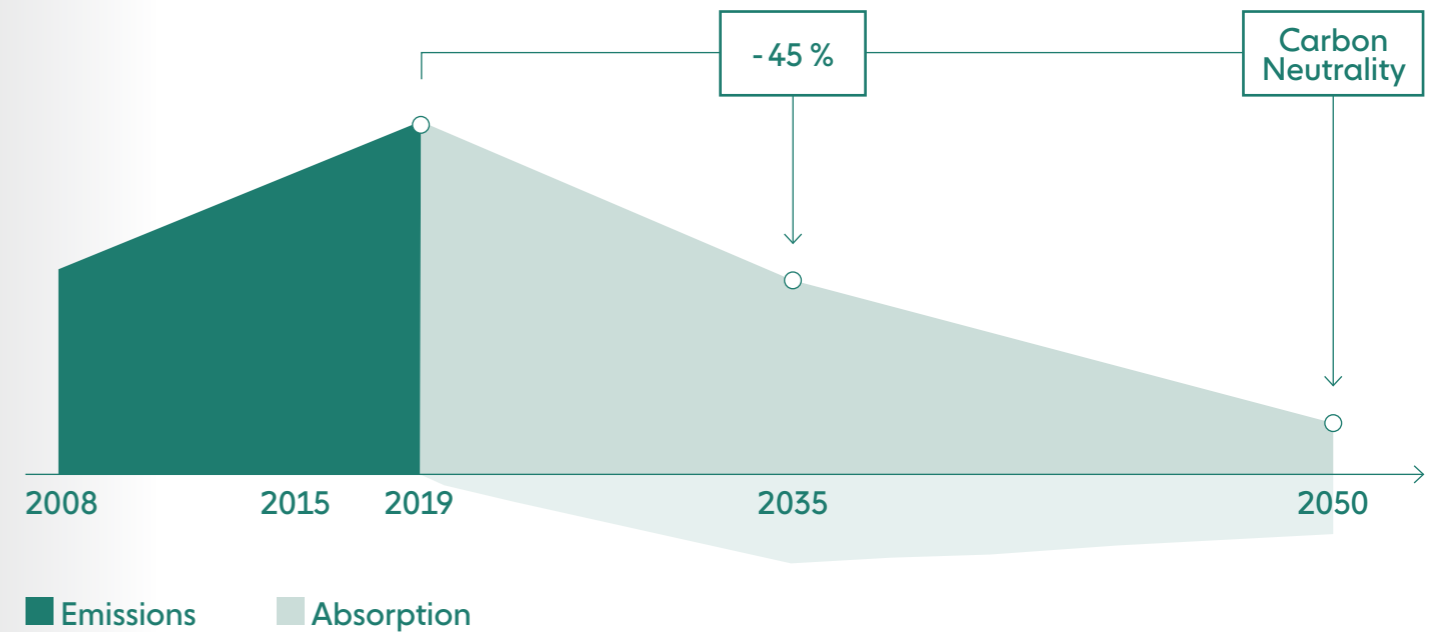
We have defined a concrete and ambitious action plan to fight against climate change.

We intend to take action against our greenhouse gas emissions. Our objective is to reduce the emissivity of our industrial process by 45% by 2035 and by 36% across our entire value chain (scopes 1, 2, and 3). By 2050, we want to continue our efforts and encourage innovations to align ourselves with a reduction trajectory of 2°C. That means achieving carbon neutrality in 2050.

Our ambition is to build and adapt our model to be sustainable for our planet, our teams, our Group, and our customers.



## OVERVIEW: SAVERGLASS' CARBON TRAJECTORY TARGETS BY 2050 (PER TONS OF CO<sub>2</sub> EMITTED)



# A COLLECTION OF UNIQUE PRODUCTS

When it comes to differentiation and sophistication, since the beginning of the 80's, the company has been producing wine and spirits bottles that have playing with innovative shapes, exceptional colors, distinctive punt shapes, geometric shoulders, bodies and thick glass bases, Saverglass has created an original and imaginative design tableau that has shifted away from traditional glass packaging. This approach responds to the demand for premium packaging design in the wine and spirits industry. With more than 220 lines and a real depth to the product range (from 5 cl to 6 l), the Saverglass collection currently boasts

the largest range on offer on the market. Each year, it adds new shapes, born out of the design department's research and its unique cross-category expertise (wines and spirits). As a result, Saverglass provides the best solutions for brands looking for differentiation, premiumization or added value when launching new products.

## WHAT IS A GOOD DESIGN?

"A good design firstly responds to its function. It must have viable longterm manufacturing possibilities on an industrial scale and have the proportions and functionalities that allow the product to stand out and be visible in a sustainable way." R. Lauret. Designer

## WHAT IS THE SAVERGLASS STYLE?

"For 30 years, the Saverglass Group has stood out for its bold choices, lack of compromise, purity, and simplicity, thus creating truly original lines. The constant search for perfection and elegance in manufacturing transforms our daily tasks and characterizes the unique Saverglass style." R. Lauret. Designer

## THE « MDDS » COLLECTION OF SAVERGLASS DESIGNS



SPIRITS



STILL WINE



SPARKLING WINE





# CREATING UNIQUE BOTTLES: DRIVING DIFFERENTIATION

History, values and brand positioning make every development a unique project. Saverglass is the ideal partner to brands and design agencies looking for stronger differentiation, more striking impact, and maximum quality for creating a new type of bottle or decanter. Developing a specific bottle means choosing to create an

original bespoke bottle and gives you the opportunity to work on the smallest details. The Saverglass Group works with its customers to design shapes, choose tints, personalize products (finishes, punt shapes, engravings, etc.) and add decoration or accessories. Saverglass endeavours to use the most appropriate technical solution and design

and to ensure the feasibility of each project, whilst respecting the original spirit of the product.

**CUSTOMIZATION**  
Saverglass offers the possibility of creating custom glass colors and personalizing its bottle with engravings (finish, base, crest, body...).





# DECORATION: THE ONLY LIMIT IS THE ONE YOU SET...

Early on, Saverglass integrated high-quality decoration to support the most demanding projects. In 1991, Saverglass created its first business unit dedicated to finishing. This made it one of the most innovative and successful global players in its sector. Today, decoration is the Group's second largest business. It is composed of 4 integrated finishing units and produce 200 million decorated pieces per year.

The techniques and expertise offered by Saverglass cover a nearly infinite range of solutions:

- screen printing with organic inks (100% recyclable),
- enamels or precious metals,
- coating (Savercoat®),
- acid-etching,
- sandblasting,
- hot stamping,
- metallization,
- iridescent effect,
- 3D decoration (Art&Touch®),
- setting various accessories.

These are innovative and unique solutions with added value that are perfectly adapted to a demanding market.



# DECORATION: DARE TO DAZZLE

Stand out, influence minds, increase the visual impact, offer innovative decoration solutions that complement the customization already undertaken on the form design – these are the guiding principles of its approach. Saverglass makes its knowledge and expertise in luxury decoration available to reliably reproduce simple or complex graphics. It also creates new spectacular combinations: brilliant mirror effects, organic multi-color screen printing combined with hot stamping, total, partial or shaded Savercoat® effects, glossy, matte, opaque or translucent effects, night effects. These are some of the solutions for your most creative projects!

## PIONEER FOR ORGANIC DECORATION

Since 2005, Saverglass has been the global pioneer for organic decoration. Its finishing processes now only use organic inks and glazes, keeping it one step

ahead of the competition. The Organic Color Play® brand has become a formidable marketing tool for Saverglass and its clients. The Group continues to strive for innovation, developing new materials and processes to increase productivity, quality, differentiation and environmental excellence.

## GIVING GLASS COLOR

Saverglass has created a range of original shades with the Select Colors by Saverglass brand. Initially designed around 8 tints (Jade Green, Water Green, Yellow Green, Moka, Miel, Grey Smoke, Blue Moon and Blue Ice), the range has been enriched with 2 new shades: Empire Green and Onyx. This process also allows the creation of specific tints.

## TACTILE AND VISUAL EFFECTS

The material takes on a dual sensory reality: that which we touch and that which touches us. Saverglass wanted to develop a new approach that is fully engaged in continual

renewal of value creation and provides access to new and more subtle sensory fields: whether it is soft touch, acid-etching, sandblasting or the creation of textures and grains, silky, rough or oily effects, engraved or embossed effects, Saverglass multiplies the different material effects to heighten all senses!

## INNOVATION : A STATE OF MIND

A culture of innovation runs right through the company. So it can keep improving the quality of its products and services, the Saverglass Group has developed a strong culture of innovation based on big trends anticipation, throughout innovative and functional solutions. It is animated by the Research & Development and Marketing teams.





# SUPPORT AND PROJECT MANAGEMENT

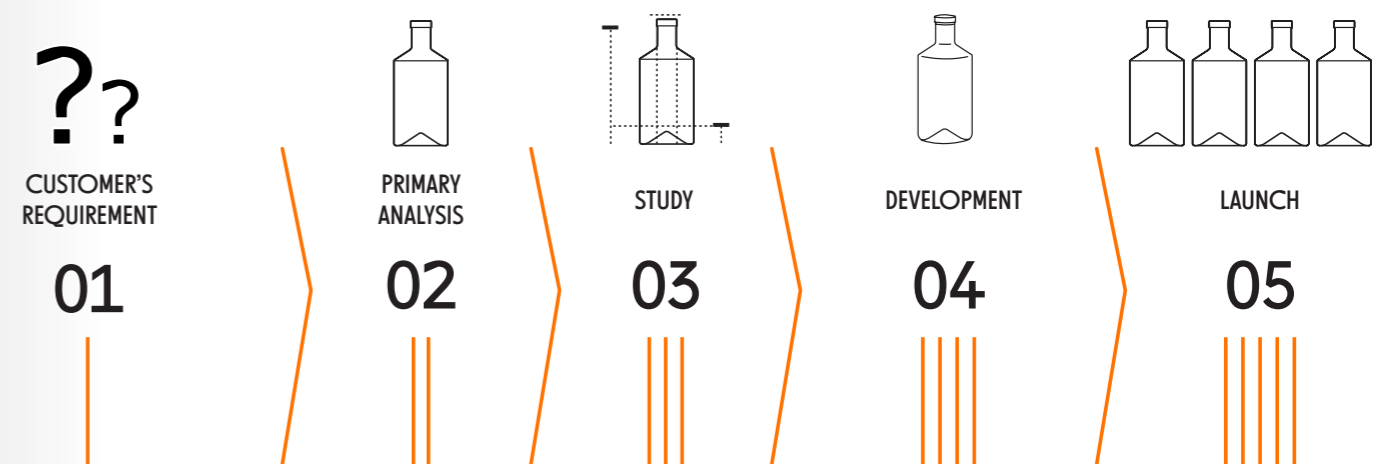
Saverglass pays the utmost attention to all its production operations, including support and advice throughout every stage of a project, as well as value analysis, design, meticulous attention to every output, bottling optimisation, and supply chain monitoring. To make all of this happen, the company has implemented a service package based on the synergy created by

its marketing and technical teams worldwide. Because each project is unique, the Group provides its clients with a dedicated project team. By doing so, each project is studied individually while taking into account its particular characteristics, complexity, and technical constraints. The teams made up of a project manager and a technical manager provides

an expert view and well-thought-out design and technical advice. Every day, the company harnesses this listening and perfection-seeking culture to develop innovative solutions. Saverglass' commitment to excellence sets the tone for a special partnership with its customers.



## THE PROJECT MONITORING STAGES



SAVERGLASS TEAM PROJECT SUPPORT



# QUALITY: THE COMPANY'S BACKBONE

As a global benchmark for excellence regarding its products, Saverglass has built its quality organization on its integrated management system and numerous certifications to guarantee optimum and consistent results.

Early on, Saverglass decided to base its quality approach on the ISO 9001 standard. It obtained certification in 1993, thus becoming the first glassmaker group to achieve this standard. The ISO 9001 standard covers the ability to design, produce, check and deliver products following a constant process to ensure continuous quality. Its quality organization is based on its integrated management system focusing on quality, food safety, the environment, personal safety, and business continuity. This requirement translates into permanent checks (16 stages in total), very close together, from raw material to the finished

product. Its Quality Managers are present at the Group's various production and decoration sites. They implement and facilitate the Quality Approach. Organizing this way ensures the homogeneity of practices across all sites.

All products manufactured by Saverglass are food grade and designed following the HACCP (Hazard Analysis Critical Control Point) system. Production sites are certified according to international food safety standards, such as ISO 22000 - 22002-4. Finally, since 2014, an integral part of Saverglass' quality approach has been the ISO 22301 certification: "Business Continuity Management." The Group was the first glassmaker and decoration company in the world to receive this certification in 2014. This demonstrates its ability to provide continuous service to its clients in exceptional situations.

**HOW DOES ONE RECOGNIZE HIGH-QUALITY GLASS?**  
The purity of the glass, its clarity, and transparency define premium-level quality. Although 95 percent of the ingredients consist of silica, sodium carbonate (soda), and calcium oxide (lime), the remaining 5 percent are just as critical and influence the mechanical, chemical, and visual characteristics of the glass. Saverglass' expertise gives its products unique qualities that stem from enhancing the composition of the glass. The quality of the "skin," which is seen as the brilliance of the glass, is also obtained by implementing high-end tools and equipment, closely monitored melting processes, rigorous maintenance programs, and the ability to fine-tune various procedures.

# SAVERGLASS KEY DATES

**1897**

Glass foundry established in Feuquières. This region has been one of the glassmaking industry's traditional strongholds since the 17th century due to the abundant fuel resources provided by the surrounding forests.

**1985**

Loïc Quentin de Gromard takes over as head of the company and decides to specialize in the premium glass bottle segment for wines and spirits.

**1989**

Furnace 5 commissioned. Production is doubled.

**1991**

Launch of the Saverdec decoration process carried out at the Feuquières plant.

**1993**

Saverglass becomes the first ISO 9001-certified glassmaker in France.

**1994**

Furnace 6 commissioned. Saverglass doubles its production capacity.

**1995**

Saverglass implements a process to create bottles for its in-house developed designs to support brands in their upgrade to premium class.

**1997**

Saverglass launches its business in the areas of cosmetics and perfumes bottles.

**1999**

Saverglass purchases Tourres & Cie, which doubles its glass production capacity.

**2008**

A third production facility is commissioned as Alphaglass located in Arques (France) to respond to the strong demand in the premium market for extra white flint glass. This also enables the Group to increase production capacity by 40%.

**2013**

Group's fourth production site opened in UAE (Dubai), specializing in the production of wine bottles.

**2014**

Saverglass opened its new production unit – called Alphadec in Arques (France) – dedicated to decoration. The company also became the first glassmaker in the world to hold ISO 22301 certification (Business Continuity Management).

**2016**

CARLYLE Group, one of the most important private equity groups in the world bought SAVERGLASS.

**2018**

Group's fifth production and decoration site open up in ACATLAN DE JUAREZ, JALISCO, MEXICO. Saverglass refocuses on its strategic activities (premium spirits and wines), by selling its perfumery activity to the German manufacturer HEINZ-GLAS.

**2019**

Saverglass strengthens its industrial facilities in Europe and its production capacities by acquiring the Ghlin plant (in Belgium) from the Spanish group Vidrala.

**2020**

Saverglass conducts its 2nd Carbon Assessment.

**2021**

Saverglass publishes its Corporate Social Responsibility Report 2020-2021. Saverglass receives the EcoVadis silver medal (and thus enters the top 25 companies evaluated by EcoVadis).



HENNESSY XO COGNAC



FRAPIN VSOP COGNAC



LEGENT BOURBON WHISKEY



ARBEG BLAACK SCOTCH WHISKY



MAESTRO DOBEL DIAMANTE TEQUILA



MAKER'S MARK BOURBON WHISKEY

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