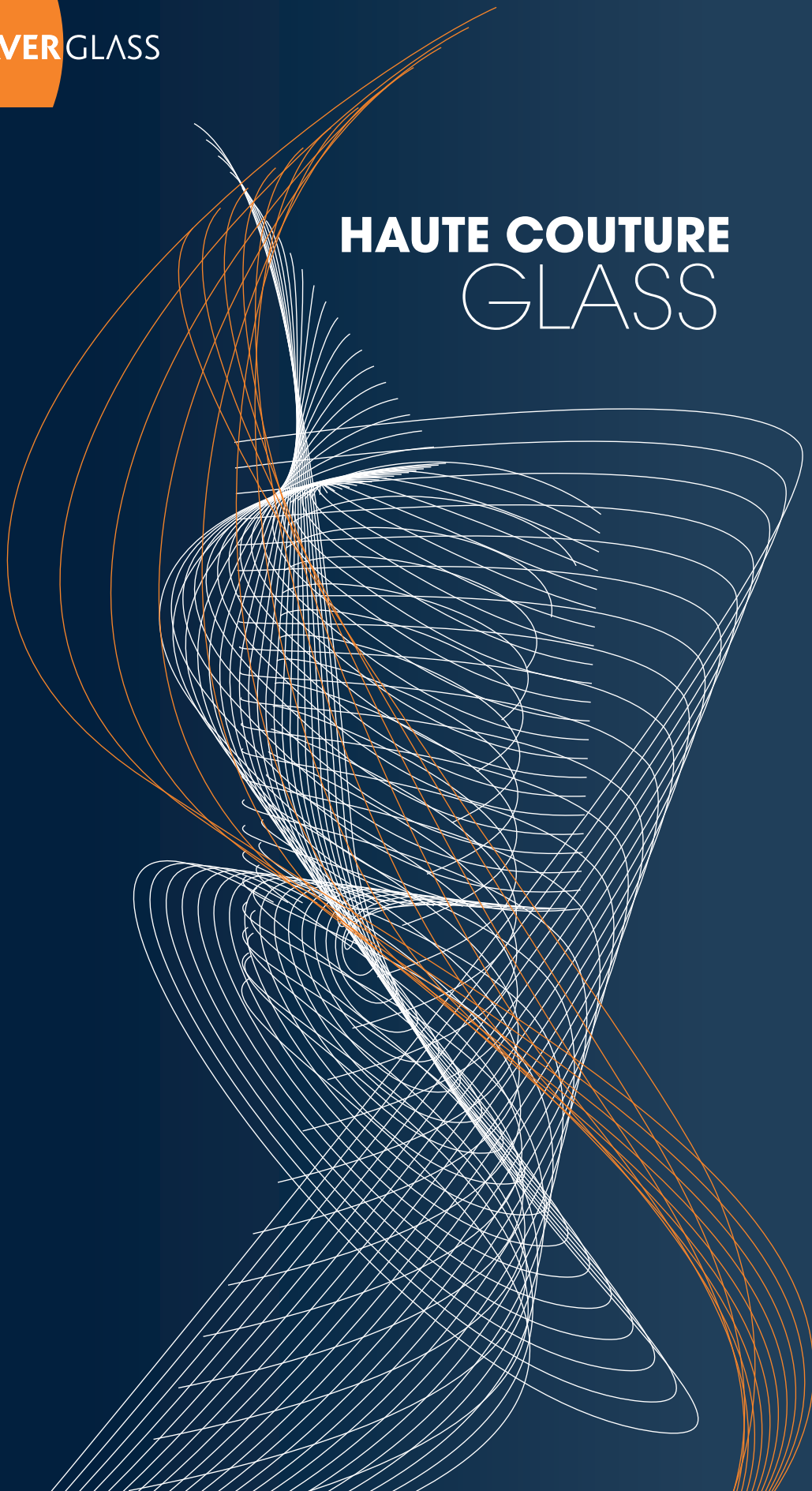


**SAVER**GLASS

# HAUTE COUTURE GLASS





**SAVERGLASS** IS A FRENCH INDUSTRIAL 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, perfume, cosmetics and food markets.

Recognized for its innovation, its glass-making expertise and 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, the UK, in Spain, Portugal and Mexico, in Italy, in Australia, New-Zealand and South Africa.







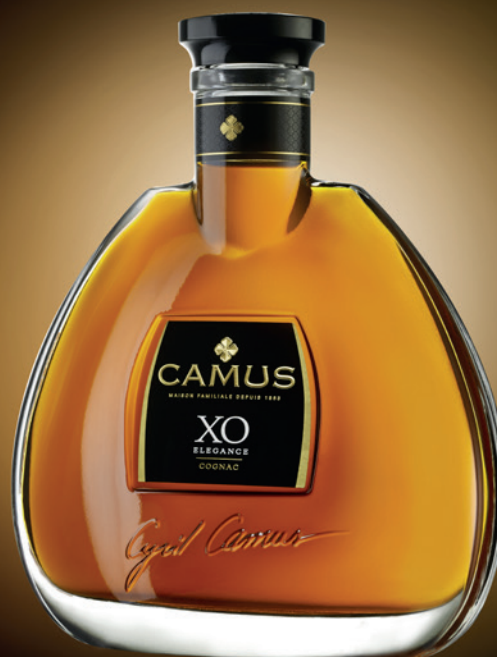
CHIVAS REGAL 25 YEARS WHISKY



GLENMORANGIE 25 & 18 YEARS WHISKY



ABSOLUT ELYX VODKA



CAMUS COGNAC



ZACAPA ROYAL RUM



SESSANTANNI WINE



CRISTAL ROEDERER CHAMPAGNE



BUONCRISTIANI WINE



PUECH HAUT WINE



BLANC DE COURRÈGES PERFUME





## KEY FIGURES

### PRODUCTION

**500,000**  
TONS PER YEAR



**700** MILLION BOTTLES

**150** INCLUDING  
MILLION  
DECORATED  
BOTTLES

**5** GLASS  
FACORIES



FRANCE  
FEUQUIÈRES (60)  
LE HAVRE (76)  
ARQUES (62)

UNITED ARAB EMIRATES  
RAS AL KHAIMAH

MEXICO  
ACATLAN DE JUAREZ  
(JALISCO)

**4** DECORATION  
FACORIES



FRANCE  
FEUQUIÈRES (60)  
ARQUES (62)  
COULOMMIERS (77)

MEXICO  
ACATLAN DE JUAREZ  
(JALISCO)

### PEOPLE

**3,000**  
PEOPLE



### CREATION

**1897** IN FEUQUIÈRES, FRANCE

### TOTAL SALES

**428 M€**  
**514 M\$**  
IN 2017

SALES VOLUME PER ACTIVITY



SPIRITS



STILL &  
SPARKLING  
WINES



PERFUME &  
COSMETICS

**55%**

**42%**

**3%**

**50%** OF TOTAL  
SALES  
COMING  
FROM EXPORT

EXPORTING IN MORE THAN

**80** COUNTRIES

BASED ON A NETWORK OF

**17** SUBSIDIARIES  
WORLDWIDE

### LOCATION



FACTORIES, SUBSIDIARIES & OFFICES

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

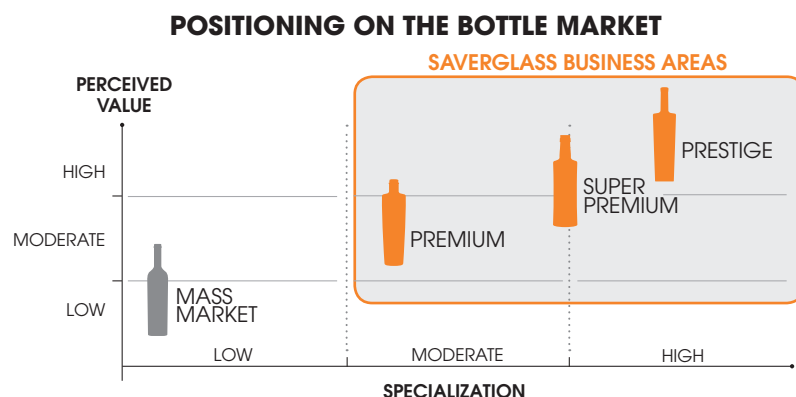
The Feuquières glassworks, the Group's current headquarters, were founded in 1897. The site upholds the tradition of Bresle Valley, which has been a stronghold of French glassmaking since the 15<sup>th</sup> century. From 1969 to 1976, the Feuquières plant belonged to the Société Autonome de Verreries, part of the Saint-Gobain Group.

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, 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.



## A COLLECTION OF UNIQUE PRODUCTS

When it comes to differentiation and sophistication, for over thirty years, 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 250 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 long-term 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





## 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 (ring finishes, punt shapes, etchings, 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.



ROLLINS TENNESSEE WHISKEY



TOTEM VODKA



BOATYARD GIN



CIRCULO TEQUILA

## PERSONALIZATION

Saverglass offers the possibility of creating custom glass tints and personalized glass-etched finishes including collar finishes, background etching, cresting, body etching, embossing, etc.



## 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® brand. Initially designed around 8 tints (Jade Green, Water Green, Yellow Green, Moka, Miel, Grey Smoke, Blue Moon and Blue Ice). This process also allows the creation of a specific tint.

### NEW 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, etc. 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 a team of 50 Research and Development people.





## 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. There are 550 employees in three integrated finishing units and they produce 110 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,
  - creative effects (ex: Art&Touch®),
  - setting various accessories,
- to name but a few.

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



GRAND MARNIER LIQUOR



LEBLON CACHAÇA



**RÉMY MARTIN**  
E CHAMPAGNE COGNAC  
**CENTAURE**  
TRA OLD COGNAC  
RÉMY MARTIN CENTAURE COGNAC



ROBERTO CAVALLI VODKA

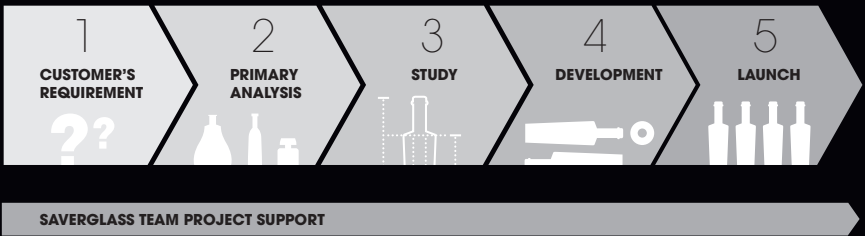




# SUPPORT AND PROJECT MANAGEMENT

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.

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.

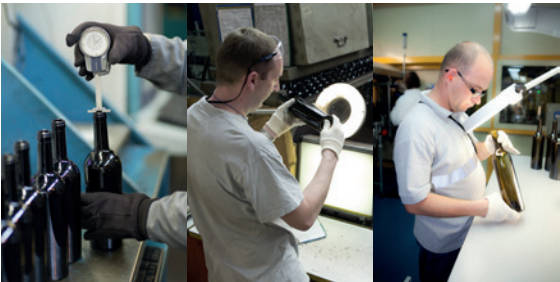


# QUALITY: THE COMPANY'S BACKBONE

Saverglass is world renowned for the excellence of its products and services. On this front, we cannot take anything for granted. We combine our pursuit of excellence day in day out with the demand to constantly improve our performance.

Early on, Saverglass decided to base its quality on the ISO 9001 standard (Afaq & Lloyd's Register) and received that certification in 1993, becoming the first glassmaking company to obtain it. The ISO 9001 standard covers the ability to design, produce, inspect and deliver products following a constant process to ensure continuous quality.

The products manufactured by Saverglass are for the food industry and are designed according to the HACCP (Hazard Analysis Critical Control Point) system. All of the company's production sites in France are also certified according to ISO 14001 (environmental management) and ISO 22000 (food safety) standards.



# CONTINUITY MANAGEMENT

Saverglass is extending its management systems by having obtained the 22301 Business Continuity Management certification. It is the first glassmaker and glass decorator in the world to receive this certification, demonstrating its ability to provide exceptional service to its customers in the most 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 15 <sup>th</sup> 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 group in the world bought SAVERGLASS.
2018	Group's fifth production and decoration site open up in ACATLAN DE JUAREZ, JALISCO, MEXICO.



HENNESSY XO COGNAC



FRAPIN XO COGNAC



MARTELL NOBLIGE COGNAC



COURVOISIER COGNAC



RÉMY MARTIN XO COGNAC



DUSSE COGNAC



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**GLASS**

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