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, rhum, 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.
KEY FIGURES

**500,000**
TONS PER YEAR

**700 MILLION**
BOTTLES
INCLUDING
**150 MILLION**
DECORATED
BOTTLES

5
GLASS
FACTORIES

4
DECORATION
FACTORIES

**3,000**
PEOPLE

**1897**
IN FEUQUIÈRES, FRANCE

**428 M€**
**514 M$**
IN 2017

SALES VOLUME PER ACTIVITY

<table>
<thead>
<tr>
<th>Spirits</th>
<th>Still &amp; Sparkling Wines</th>
<th>Perfume &amp; Cosmetics</th>
</tr>
</thead>
<tbody>
<tr>
<td>55%</td>
<td>42%</td>
<td>3%</td>
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</table>

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

EXPORTING IN MORE THAN
**80 COUNTRIES**
BASED ON A NETWORK OF
**17 SUBSIDIARIES**
WORLDWIDE

**PRODUCTION**

5 GLASS FACTORIES

France
Feuquières (60)
Le Havre (76)
Arques (62)

United Arab Emirates
Ras Al Khaimah

Mexico
Acatlan de Juarez (Jalisco)

**DECORATION FACTORIES**

4 DECORATION FACTORIES

France
Feuquières (60)
Arques (62)
Coulommiers (77)

Mexico
Acatlan de Juarez (Jalisco)

**SALES VOLUME PER ACTIVITY**

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**TOTAL SALES**

**PEOPLE**

3,000

**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 15th century. From 1969 to 1976, the Feuquières plant belonged to the Société Autonome de Verriers, 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.

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

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.
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.

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!

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.

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!

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.
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,

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

<table>
<thead>
<tr>
<th>Year</th>
<th>Event</th>
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<tbody>
<tr>
<td>1897</td>
<td>Glass foundry established in Feuquières. This region has been one of the glassmaking industry’s traditional strongholds since the 15th century due to the abundant fuel resources provided by the surrounding forests.</td>
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<tr>
<td>1985</td>
<td>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.</td>
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<tr>
<td>1989</td>
<td>Furnace 5 commissioned. Production is doubled.</td>
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<tr>
<td>1991</td>
<td>Launch of the Saverdec decoration process carried out at the Feuquières plant.</td>
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<tr>
<td>1993</td>
<td>Saverglass becomes the first ISO 9001-certified glassmaker in France.</td>
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<td>1995</td>
<td>Saverglass implements a process to create bottles for its in-house developed designs to support brands in their upgrade to premium class.</td>
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<td>1997</td>
<td>Saverglass launches its business in the areas of cosmetics and perfumes bottles.</td>
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<td>1999</td>
<td>Saverglass purchases Tourres &amp; Cie, which doubles its glass production capacity.</td>
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<td>2008</td>
<td>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%.</td>
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<td>2013</td>
<td>Group’s fourth production site opened in UAE (Dubai), specializing in the production of wine bottles.</td>
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<tr>
<td>2014</td>
<td>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).</td>
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<tr>
<td>2016</td>
<td>CARLYLE Group, One of the most important private equity group in the world bought SAVERGLASS.</td>
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<tr>
<td>2018</td>
<td>Group’s fifth production and decoration site open up in ACATLAN DE JUAREZ, JALISCO, MEXICO.</td>
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