

## CORPORATE PROFILE

Vidrala is a consumer packaging company. We make glass containers for food and beverages products and offer a wide range of packaging services that include logistic solutions and beverages filling activities.

Our industrial knowledge, growing geographical presence, glass manufacturing expertise, level of service and understanding of customers' processes make us a business partner for many of the main food and beverages brands. Our products and our services contribute to maintain our customers' reputation and values and play a role in their strategies, helping to develop their consumers' brand experiences.

Vidrala is a public listed company, with a market capitalisation over EUR 2.5 billion.

**OUR MISSION.** One team, innovative and continuously improving, providing sustainable packaging solutions.

**GLASS, THE PERFECT PACKAGING MATERIAL FOR THE CIRCULAR ECONOMY**  
100% AND ENDLESSLY RECYCLABLE, WITHOUT LOSING QUALITIES

Glass packaging is safe, healthy and inert. It guarantees the highest protection and the most optimal preservation conditions. More important, glass can be recycled once and again. **It is the ultimate sustainable packaging.**

## MAIN FIGURES

OVER  
3,500  
EMPLOYEES



47%  
USE OF RECYCLED  
GLASS



8  
MANUFACTURING  
SITES IN 5 COUNTRIES



#4  
PLAYER IN  
WESTERN EUROPE

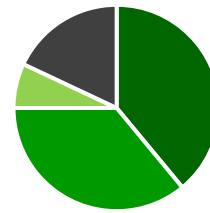
ANNUAL PRODUCTION  
≈8.0 BILLION  
CONTAINERS



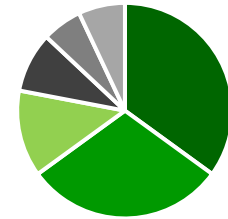
OVER  
1,600  
CUSTOMERS

## GEOGRAPHICAL FOOTPRINT

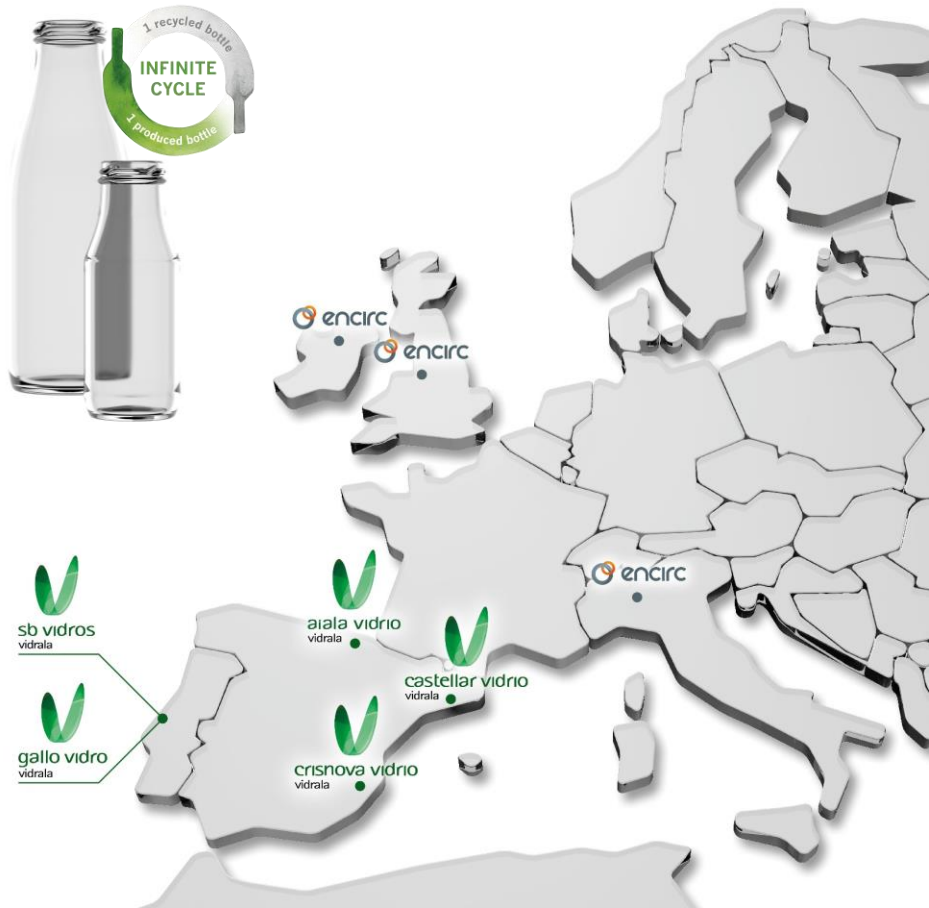
Sales by region and product segment. Location of manufacturing sites.



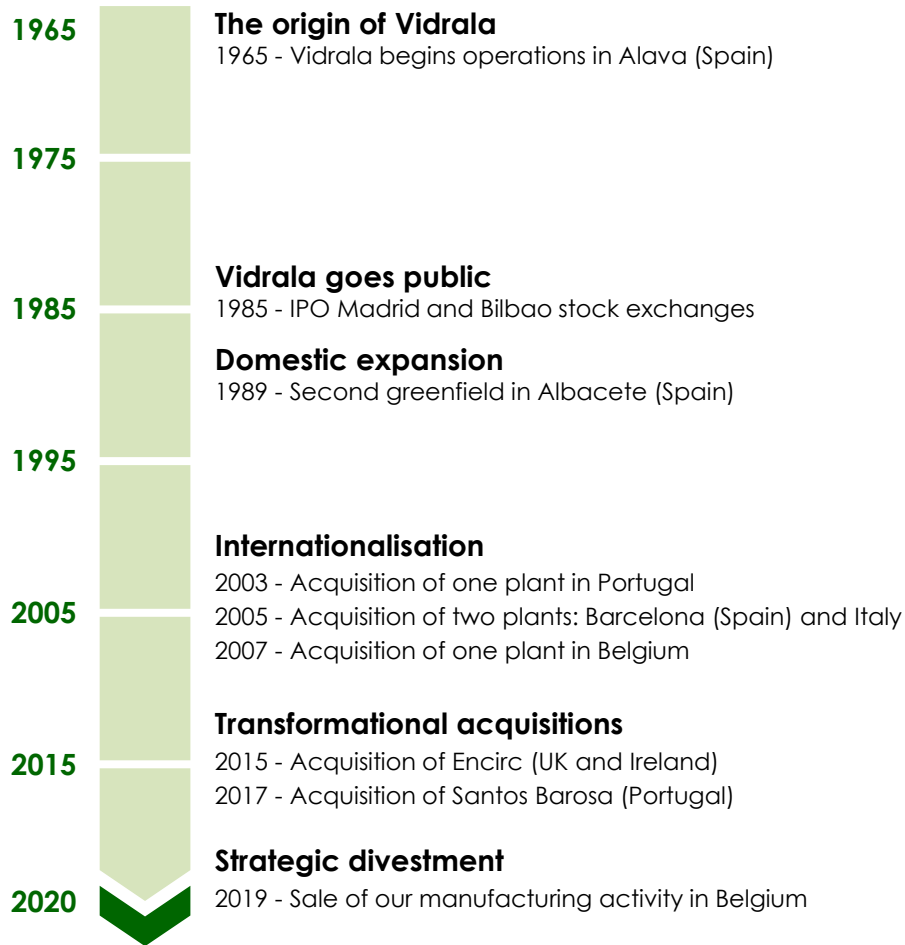
- Iberia
- UK & Ireland
- Italy
- Rest EU



- Wine
- Beer
- Food
- Spirits
- Soft drinks
- Others

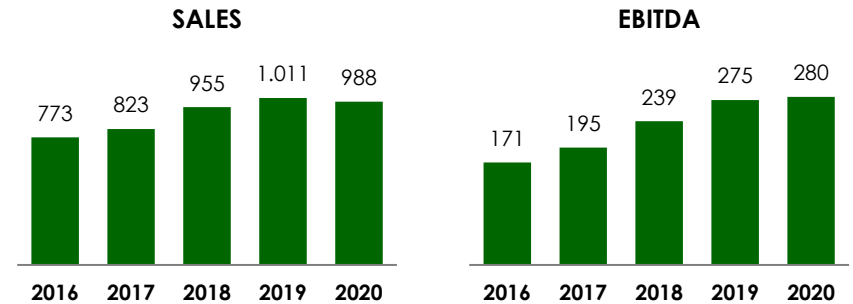


## OUR HISTORY



## FY 2020 FINANCIAL HIGHLIGHTS

<b>SALES</b> <b>988.4</b> EUR million	<b>EBITDA</b> <b>279.8</b> EUR million	<b>EBITDA MARGIN</b> <b>28.3%</b> over sales	<b>NET PROFIT</b> <b>159.5</b> EUR million
<b>FREE CASH FLOW*</b> <b>140.0</b> EUR million	<b>DIVIDENDS**</b> <b>1.2039</b> EUR per share	<b>NET DEBT</b> <b>233.5</b> EUR million	<b>LEVERAGE</b> <b>0.8x</b> net debt / EBITDA



**EUR 94.90**  
Share price  
as of December 31, 2020

**EUR 2,697 million**  
Market capitalisation  
as of December 31, 2020

**CUSTOMER, COMPETITIVENESS & CAPITAL**  
THE GUIDELINES ON WHICH WILL BE SUSTAINED OUR AMBITIOUS FUTURE



\*Cash flow generation after capex, working capital, financials and taxes, before dividends and share buybacks.  
\*\*Cash dividends, including AGM attendance bonus.