

Packaging

World No.2

With a workforce of more than **15,000** at **60 plants worldwide**, Saint-Gobain Packaging is a major global player in **glass packaging for the food and beverages industry**.

It holds strong commercial positions in **44 countries** in western Europe, North America, Latin America and eastern Europe.

Bottles



Glass jars





▲ Glass bottle production line.

Saint-Gobain Packaging ranks number-two worldwide, and produces **26 billion glass bottles and jars** each year.

Key **advantages** include a strong global network, a decentralized organization, and a thorough understanding of regional markets.

Saint-Gobain Packaging runs **six R&D centers** and **60 manufacturing plants worldwide**, and is highly attentive to the local needs of over **20,000 customers**, of all sizes, on a market where regional scope continues to prevail. Through its unique combination of global power and local response capacity, Saint-Gobain Packaging responds promptly and efficiently to the demands of all its customers.

Saint-Gobain Packaging is world number-one in jars for the food industry and bottles for wines and spirits. And it also makes glass packaging for products such as fruit juices, soft drinks, mineral waters, oils, baby food, instant food and drinks, dairy products and desserts. Saint-Gobain Packaging owes its success to the unique combination of virtues of its glass: it is **attractive**, a source of well-being, and **ecologically sound** since it is **perpetually recyclable**.

A vigorous acquisition policy

To address new markets and partner its multi-national customers in their international development, Saint-Gobain Packaging has been pursuing a vigorous acquisitions-based expansion strategy over the past few years.

Following on from its acquisitions in eastern Europe in 2005, the Sector strengthened its presence in Latin America and on wine bottle markets in 2006 by purchasing a majority stake in the Chile-based company SG Envasas, whose production plant came on stream in October 2007.

A sustained investment policy

Saint-Gobain Packaging implements a sustained investment policy in developed and emerging countries, to provide plants with the best technologies. It keeps close contact with its regional and global customers, working in partnership with them to research and, in some cases, co-develop optimum packaging solutions. This strategy also involves a permanent quest, in partnership with the best specialists, for innovation in all aspects of glass packaging: shape, color, finish, décor, closure, grip, suitability for specific bottling processes, etc.

The Sector's vigorous sales performance testifies to a strong emphasis on quality, a permanent quest for distinctive products, and close attention to customer satisfaction.

Key consolidated data

(in € millions)	2005	2006	2007
NET SALES	4,008	4,080	3,546*
Operating income	385	376	401
Cash flow from operations	432	402	425
Capital expenditure	305	335	309

* Following the sale of Desjonquères.

Glass is perpetually recyclable, and therefore contributes to the environmental cause while enhancing the appeal of high-quality drinks and foodstuffs.

SPOTLIGHT ON...

The **Packaging Sector's** innovation capabilities and design expertise, allied to its versatile manufacturing base, local network of plants and **high-quality customer-centered approach**, have propelled it to number-one position or joint top-slot in all the countries it operates in.



▲ New **Bertolli Organic** pasta sauce, prizewinner in the **Organic Foodstuffs** category at the Glass Packaging Institute awards in the United States.



▲ **New Saint-Gobain Envases plant, at Rosario, in the heart of Chile's wine-growing region.** This production facility marks a major step in Saint-Gobain Packaging's development in Latin America. With it, Saint-Gobain is targeting number-two position on the Chilean wine bottle market, and accelerated growth in this market sector, one of the most dynamic in the world.



▲ **Collector's Evian bottle** released for the year-end festivities, with decoration by **Saga Decor**. This very smart bottle with white and red enamel décor required high-precision work to bring out the finely detailed lace patterns: a considerable technical achievement that illustrates Saga Decor's know-how in sophisticated bottle finishing.

▲ **New range of Martini® bottles** made by Saint-Gobain for the Bacardi group. This new Martini bottle is the result of commercial and industrial synergy across several Packaging Sector companies: Saint-Gobain Vetri in Italy, Saint-Gobain Vicasa in Spain, Verrerie d'Albi and Saint-Gobain Emballage in France for sales coordination. This bottle won first prize in the Beverages category at the **2007 French Packaging Oscar Awards**.

