



# AMALGAMATED GLASS WORKS, LLC

Managing company is an enterprise that unites two plants and a managing company. The company specializes in the production of containers made from olive, green and white glass. The production uses environmentally friendly raw materials of the highest quality.

- 1** **Continuity of traditions:** third-generation glaziers work at the enterprise.
- 2** **Uniqueness of execution:** our products are of various shapes, any configuration and design.
- 3** **The quality of the international standard:** the products meet Russian and international standards.

# AMALGAMATED GLASS WORKS, LLC MANAGING COMPANY

The company has been operating since 2002. Special attention is paid to the quality of products at the manufacturing site. The latest equipment of Italian, French and domestic production is used for melting, forming and quality control of glassware.

**Sales territory:** Moscow, Moscow region, Saint Petersburg, Leningrad region, Penza region, Ural, Krasnodar Territory, Crimea, Dagestan and Kabardino-Balkaria. **Export:** Estonia, Belarus, Moldova, France, Spain, Portugal.

The range of products is steadily expanding. High quality is based on advanced technologies, accumulated experience and long-term history.





## OUR CLIENTS

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# OUR ADVANTAGES

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The company is constantly modernizing production, mastering innovative technologies for processing glass mass. Branded glass containers successfully compete with the products of well-known brands. The range of products is regularly updated.



## Competitive advantages:

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Brand olive color;



Exclusive samples of bottles, patented by the client;



Guarantee of uninterrupted supply of your production with high-quality products;



Focus on long-term partnerships.



# OUR VALUES

The company's activities are based on corporate values. These are the fundamental principles on which our business is based. They include:



Professionalism as a combination of competence and improvement of professional knowledge and skills.



Initiative is an active and independent position of employees in the process of operational excellence.



Customer orientation as a set of company's actions aimed at studying the needs of the client.

# OUR PRODUCTS

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The company's main products are glass containers intended for packaging food products and liqueurs and spirits. Containers made of white transparent glass are produced for medicines and pharmaceutical products. Dark bottles that do not let in light are made for winemaking. The plant produces standard sample containers and exclusive products of any configuration and geometric shape.

The key role in our range is given to champagne bottles that require special production technologies due to high requirements applied to them. Our glass containers are filled with champagne and sparkling wines of the most famous Russian brands: Lev Golitsyn, Abrau-Durso, Soviet Champagne.

Our special pride is the bottles made of olive glass, the most difficult to produce. The company can offer an extensive range of products and the ability to manufacture original articles of unique design.



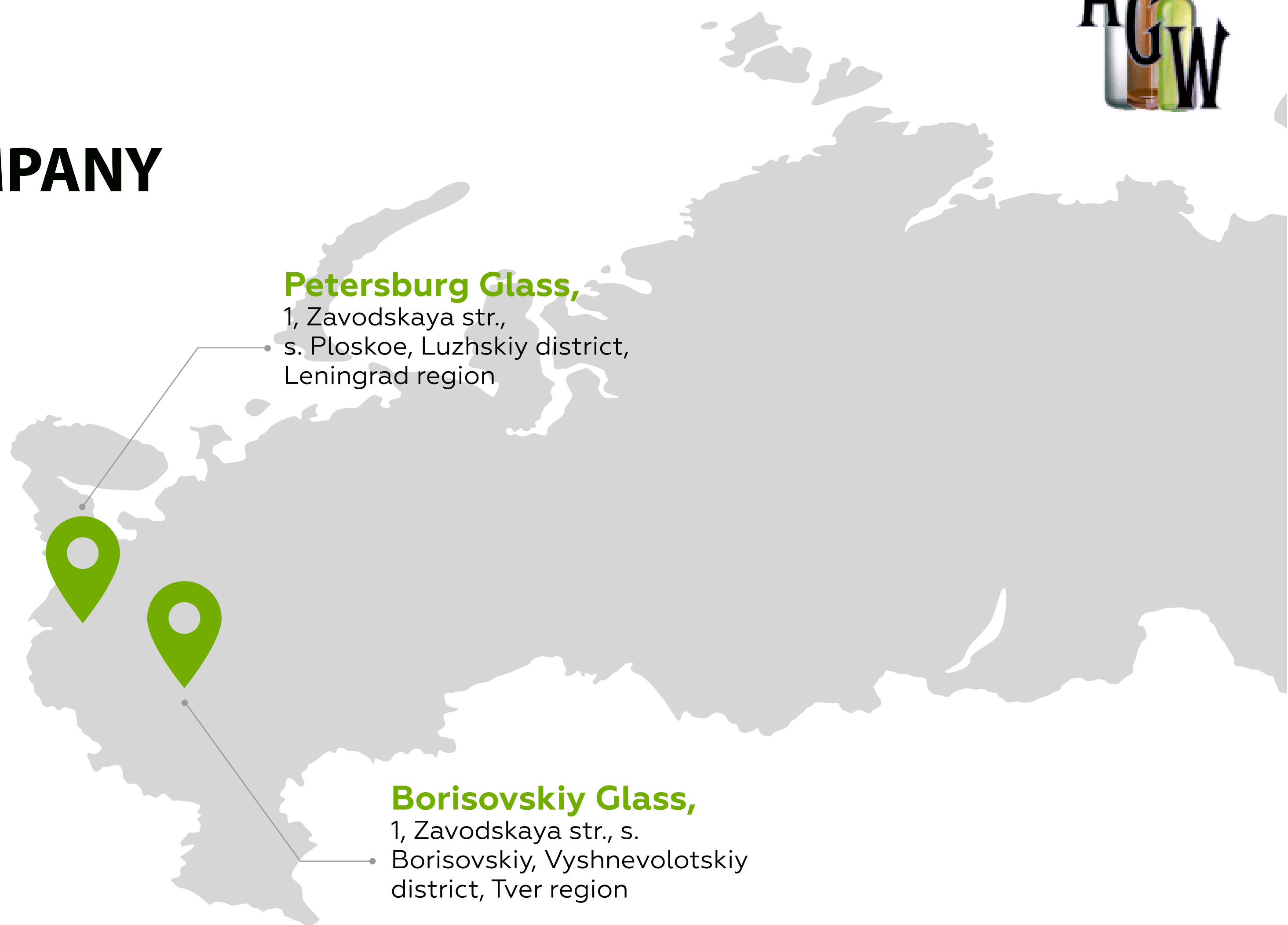
# OUR PRODUCTS

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# AMALGAMATED GLASS WORKS PLANTS, LLC MANAGING COMPANY

Includes two enterprises. They are the oldest domestic factories that produce transparent and colored glass of excellent quality.





# EQUIPMENT

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## Petersburg Glass, LLC

Petersburg Glass Manufacturing Plant was built at the end of the 19th century. For more than a centenary history, the plant has successfully developed and grown into a dynamically developing enterprise. Today it is one of the largest producers of bottles for sparkling and still wines in Russia and abroad.

## Equipment

A glass-melting furnace manufactured by Forte S.r.l. (Italy) with a capacity of 100 tons of glass per day is installed at the plant, as well as glass-forming equipment from the Italian manufacturer Bottero S. r.l. and inspection equipment from the French company Iris Inspection Machines.

**Borisovskiy Glass Manufacturing Plant, JSC.**  
The enterprise is under reconstruction. The plant is scheduled to be launched in 2022.



# CONSOLIDATED PRODUCTION INDICATORS FOR 12 MONTHS



Marketable products manufactured -  
**22,604,327** pcs.

Product range  
- **6** products

Color of manufactured products  
- olive

Actual average  
of the production plan - **79%**

The average actual number  
of employees - **99** staff workers

1



2019

2020



1

Marketable products manufactured  
- **35 402 290** pcs.

Product range  
- **12** products

Color of manufactured products  
- olive

Actual average glass  
use factor - **89%**

The average actual number  
of employees - **99** staff worker

2

3

4

5

2

3

4

5

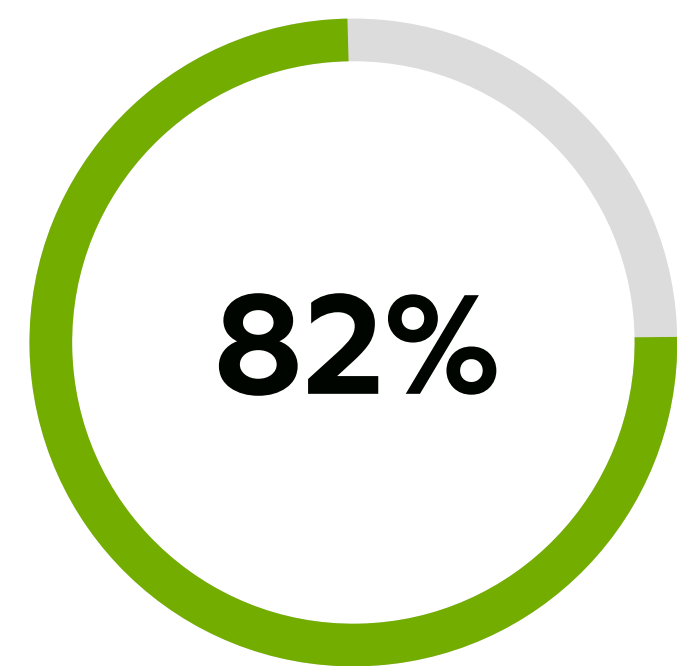


# SALES OF FINISHED PRODUCTS



< **2019** **2020** >

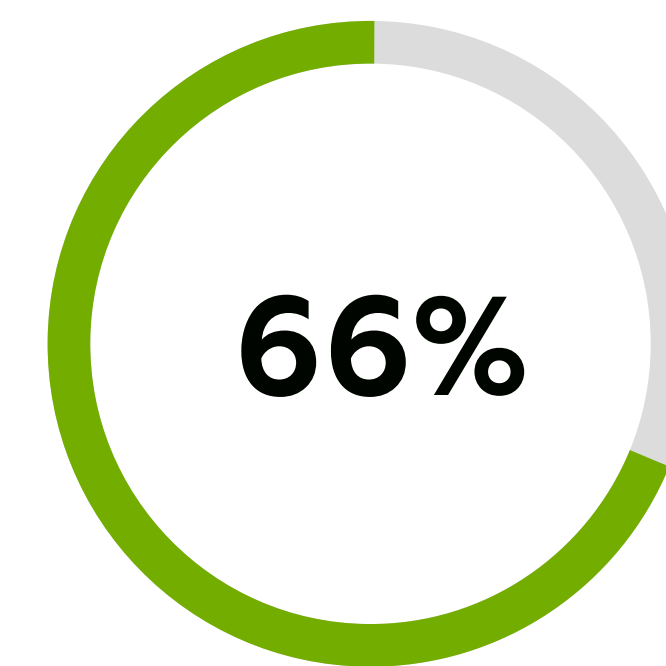
Sales of finished products, %.



● Sparkling Wines, CJSC

● Others

Sales of finished products, %.



● Sparkling Wines, CJSC

● Others



# SALES TERRITORY OF FINISHED PRODUCTS

2019

93,8 % - North-Western Federal District

2,8 % - Central Federal District

2,3 % - Belarus

0,8 % - Stavropol Territory

0,2 % - Dagestan

0,1 % - Bashkortostan



2020

North-Western Federal District 71,8 %

Central Federal District 8,4 %

Center 6,0 %

Moldova 5,9 %

Ural 5,4 %

Bashkiriya 5,4 %

Kazakhstan 0,7 %

Poland 0,1%

# VARIETIES OF FINISHED -PRODUCT OUTPUT



KPSH-750  
Lion's head (Cross)

53%



SH-750

19%



KPSH-750  
Monro

15%



KPSH-750  
Kryu

7%



KPSH-750  
Lion's head (Lion)

6%



# RESULTS OF 2020

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- 1 The share of anchor customers in the sales portfolio has been reduced (no more than 50%).
- 2 The sales portfolio has become more flexible and adaptable to market volatility.
- 3 A record for finished product output and revenue since 2002 has been set.





## Do you have questions?

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## Do you have ideas or suggestions?

We welcome any information. Contact us.

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