1st Technical Glass Symposium by SCHOTT Tubing
Peter Scherer, Vice President Sales & Marketing

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Please wear your badge at all times!

- Dinner
- Breakfast
- Plant Visit
- Lunch
Who is SCHOTT?
Our goal is sustainable growth
FY 2018

- **Global sales**: EUR 2.08 billion
- **EBIT**: EUR 274 million
- **Annual result**: EUR 208 million
- **Investments in property, plant and equipment**: EUR 185 million
- **Equity ratio**: 35%
- **Employees**: 15,500
Our business is global

86% of worldwide sales are generated outside of Germany

- 46% Europe
- 25% Asia
- 23% North America
- 5% South America
CARL ZEISS FOUNDATION
Heidenheim an der Brenz and Jena
Foundation acting as shareholder

100%

SCHOTT AG
Mainz
Subsidiaries

100%

Carl Zeiss AG
Oberkochen
Subsidiaries
The SCHOTT AG offers a broad product portfolio for many industries

- Home Appliances
- Life Sciences
- Automotive
- Pharma
- Electronics
- Astronomy
What is the Business Unit **Tubing** doing?
Covering the entire value chain as a global leader

Pharmaceutical Tubing
FIOLAX® borosilicate glass – more than 100 years of proven quality track record

Pharmaceutical Systems
Pharma packaging systems – Ampoules | Cartridges | Syringes | Vials of tubular glass and polymer

Pharmaceutical Services
Specialized analytics for pharma packaging systems – E&L and system performance | Mechanical stability | Chemical durability

Global leader

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A wide range of tailor-made products

One of the world’s leading manufacturers of special glass tubing, rods and profiles

A selection of a total of 60 different glass types

An outside diameter range 0.9mm to 460mm in a variety of lengths from 0.3mm to 10m
Innovative solutions through

State-of-the-art production to realize your projects

Mutual development of your innovative solutions

Support in all scientific questions
SCHOTT Tubing - Leading in Quality

- 1,705 Employees
- More than 155,000 to capacity
- 60 glass types
- 4 production sites on 3 continents

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Global network

Leading company: SCHOTT AG, Site Mitterteich

SCHOTT AG
Site Mainz

SCHOTT Brazil, Ltda.
Divisão Vitrofarma

SCHOTT Glass India Pvt. Ltd., Tubing Division
Our agenda for the next 1½ days …
Dr. Folker Steden:
- Glass Basics: A fascinating material
- Not every Type I glass is the same - How minor differences can impact drug stability
- Dimensional accuracy and cosmetic quality – How a zero-defect philosophy can support superior container properties

Florence Buscke:
- Why high-quality containers pay off
- The future of injectable drug manufacturing and drug delivery systems

Coffee Break

3rd party speaker by Industry
Mr. Raphael Sanchez Pereira, ANVISA

Peter Scherer:
Presentation of SCHOTT Vitrofarma

Q&A

Closing

Meeting at lobby and leaving for dinner

Shuttle Service back to hotel
From 8:40 pm onwards, we offer a free shuttle service back to the hotel. The shuttles will leave every 20 minutes, the last one at 10:00 pm.

Wednesday 10th of April 2019

After breakfast leaving in groups to SCHOTT Brasil Ltda. (Divisão Vitrofarma, Rua Ivan de Oliveira Lima, 155 – Pilares, Rio de Janeiro) for our plant tour

After plant tour
Farewell Lunch at Rio Othon

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Vielen Dank für Ihre Aufmerksamkeit!
Thank you very much for your attention!
Muchas gracias por su atención!
Muito obrigado pela atenção!
非常感谢您的关注！
ご静聴ありがとうございました。
경청해 주셔서 감사합니다.