



# O-I: CREATING BRAND-BUILDING GLASS

MONTH, DATE, 2017





Owens-Illinois (O-I) is proud to be the maker of the world's most sustainable package – the glass container. We are the leading global manufacturer of glass bottles and jars – serving customers in beer, wine, spirits, food and non-alcoholic beverages.

# O-I at a Glance

- Founded in 1903 by Michael J. Owens
- Headquarters in Perrysburg, Ohio
- 2016 global sales of \$6.7 billion
- 27,000 employees
- 80 plants in 23 countries
- Over 6,000 direct customers
- More than 1,800 patents
- Proud to make the most sustainable packaging





# Our global presence



**80**  
**PLANTS**

**23**  
**COUNTRIES**

# Our Global Customers

At O-I, the way we engage with our customers sets us apart.

We are developing new capabilities, leveraging our strengths across the enterprise, and working with a customer-centric mindset to enable the success of our partnerships.



# Our Heritage Leads Us Forward

1869

Went to work at a local glass factory at the age of 10 – a typical (and dangerous) job for young boys at the time.

1888

Owens moves to Toledo to work as a superintendent for the Libbey Glass Company.

1903

Founded as Owens Bottle Machine Company

1929

Merged with Illinois Glass Company to form Owens-Illinois Glass Company

1965

Changed name to Owens-Illinois, Inc.

1995

Expanded to Hungary and Estonia, with additional European acquisitions

1996

Expanded to China with purchase of operations in Wuhan



# Our Heritage Leads Us Forward

2004

Doubled EU presence through the acquisition of BSN GLASSPACK

2005

Changed trade name to O-I

2006

Established new headquarters in Perrysburg, Ohio, USA

2007

Michael J. Owens inducted into the National Inventor's Hall of Fame

2010

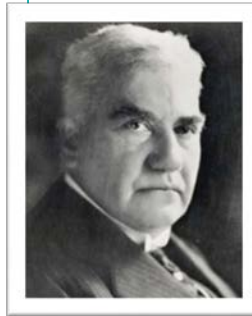
Expanded through acquisitions to Argentina and established joint ventures in Malaysia and Vietnam

2013

Opened the Innovation Center, a miniature plant used for research and development and test runs

2015

Acquired Vitro's food and beverage business in Mexico and Benu Glass in Kalama, Washington



# Our Passion for Glass



## TASTE.

Glass is all about the taste buds. 85% of consumers agree – food and beverages tastes best in glass\*. Glass preserves products in their purest, most enjoyable form.



## HEALTH.

Consumers are taking a proactive approach to health and wellness. Retailers are rethinking product selection and merchandising for health-conscious shoppers.



## SUSTAINABILITY

Glass is made from three natural ingredients: sand, limestone and soda ash. It is reusable and recyclable. And it doesn't break down into harmful chemicals in the earth or oceans.



## QUALITY

While value is important, consumers continue to seek accessible ways to experience luxury and uniqueness. This has created a desire for premium products.





# What Does Sustainability Mean to O-I?

## SUSTAINABILITY ENCOMPASSES:

- Our people
- Our culture and our ethics
- Our product and how we make it
- Innovation and our future
- How we treat the environment
- How we support our communities

*We are committed to the sustainability of our company, and proud to make an inherently sustainable product: **glass***



# Glass Recycling in Virginia

- Estimated 600,000 tons of glass consumption annually
- Less than 10% is actually recycled
- O-I has two glass plants in Virginia (Toano & Danville)
- The market for recycled glass is ~200,000 tons for these two plants
- The key is recovering post-consumer glass and cleaning it sufficiently to furnace ready standards cost effectively for the value chain
- O-I is in active discussions with possible cullet suppliers interested in setting up in Virginia

