



Fine

RONA

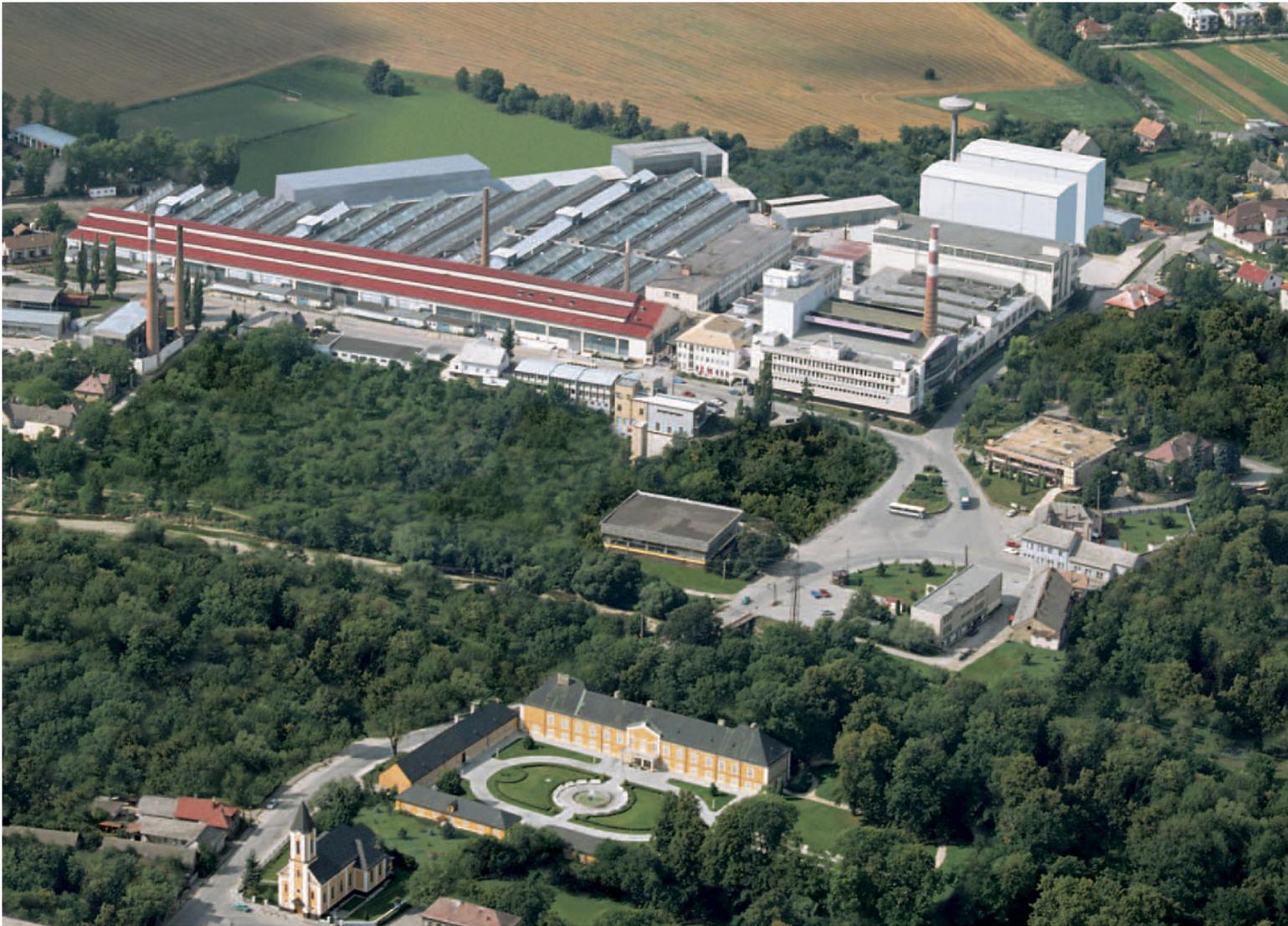
European Crystal Fine European Crystal

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RONA, a. s., Lednické Rovne, Slovak Republic

PRESENTATION OCTOBER 2012



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„RONA 'S PRODUCTION IS EXPORTED TO AND AVAILABLE IN OVER 80 COUNTRIES WORLD WIDE “



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GENERAL INFORMATION

RONA IS:

- § COMPANY WITH A STRONG EXPORT POSITION, QUALIFIED STAFF AND CUTTING EDGE TECHNOLOGY.
- § ONE OF THE WORLD'S LEADING AND LARGEST MANUFACTURERS OF NONLEAD HOUSEHOLD CRYSTALWARE.
- § ANNUAL TURNOVER OF EUR 58.2 MILLION (2011).
- § COMPANY WITH LONG TRADITION AND EXPERIENCE - IT WAS FOUNDED IN 1892 IN LEDNICKE ROVNE, SLOVAKIA IN THE AREA WHERE FAMILIES WORKED AT THE GLASSWORKS FOR GENERATIONS.
- § CURRENT NUMBER OF EMPLOYEES IS 1200.
- § MACHINE-MADE STEMWARE AND DRINKWARE REPRESENTS CORE POSITION IN THE COMPANY'S OFFER AND ASSORTMENT.
- § OVER 96% OF RONA'S TOTAL PRODUCTION IS EXPORTED TO MORE THAN 80 COUNTRIES WORLDWIDE AND THIS FIGURE IS GROWING.



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COMPANY DEVELOPMENT – MILESTONES OF THE FACTORY

1892 – FOUNDATION OF THE GLASSWORKS BY JOZEF SCHREIBER AND NEPHEWS CO. OF VIENNA

1896 – INSTALLATION OF THE PANTOGRAPH DECORATING MACHINE, FIRST OF ITS KIND IN CENTRAL EUROPE

1897 – SUPPLIER TO IMPORTANT CLIENTS AND HOTELS ACROSS CENTRAL EUROPE INCLUDING THE RENOWNED SACHER HOTEL IN VIENNA

1942 – SLOVENSKE SKLENE HUTY (SLOVAK GLASSWORKS) ESTABLISHED AS A JOINT STOCK INDEPENDENT COMPANY

1946 – NATIONALIZATION OF THE GLASSWORKS AND INCLUSION AS PART OF THE SLOVAK GLASS CONGLOMERATE UNDER THE NAME LR CRYSTAL

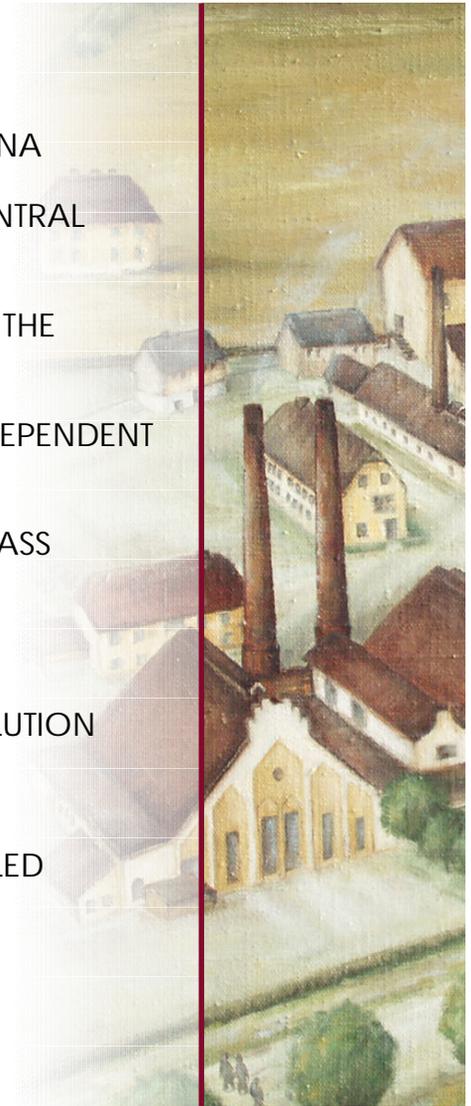
1965 – INTRODUCTION OF FIRST AUTOMATED PRODUCTION

1993 – PRIVATISATION OF THE FACTORY FOLLOWING THE CHANGES AFTER THE VELVET REVOLUTION

2001 – CHANGE OF THE BRAND NAME TO RONA

– INSTALLATION OF ADVANCED TECHNOLOGY FOR AUTOMATED PRODUCTION OF PULLED STEMWARE

2012 – RONA CELEBRATES ITS 120TH ANNIVERSARY



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RONA
since 1892

MACHINERY AND PRODUCTION TECHNOLOGIES UTILIZED

GLASS BLOWING MACHINES PRODUCING:

- § STEMWARE WITH PULLED STEMS
- § STEMWARE WITH ATTACHED STEMS
- § LARGE ACCESSORY PIECES SUCH AS VASES, BOWLS, AND CARAFES
- § TUMBLERS, DRINKWARE

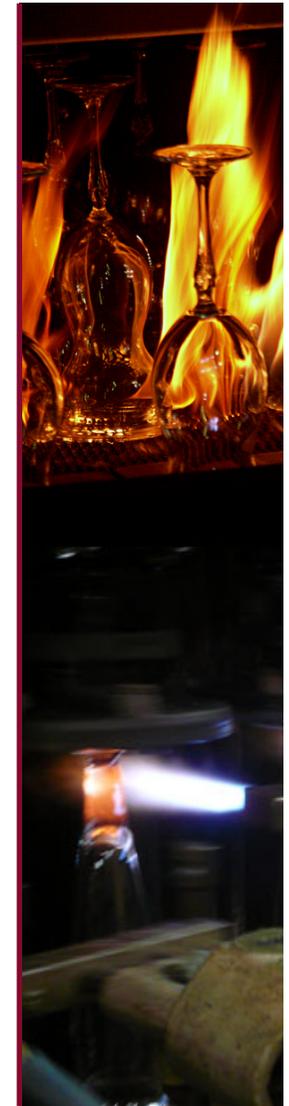
HAND MADE:

- § HANDMADE WORKSHOP PRODUCING STEMWARE, TUMBLERS AND ACCESSORIES.

THE SAME CRISTALLINE GLASS COMPOSITION IS USED FOR BOTH MACHINE MADE AND HANDMADE ITEMS.

RONA 'S LEADFREE-CRYSTAL BLANKS ARE VERY SUITABLE FOR ALL KINDS OF DECORATING TECHNIQUES.

RONA DOES NOT MELT COLORS.



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DECORATION TECHNIQUES USED

Rona Glassworks is capable of using an almost unlimited variety of decorating techniques, such as :

§pantograph etching

§diamond cutting

§hand grey cutting

§hand painting of metallic rims (gold and platinum)

§hand painting of luster colors

§spraying of organic colors

§sand blasting

§screen printing and applying decals



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BUSSINESS PLAN AND STRUCTURE

RONA DOES BUSSINESS WITH LARGE VARIETY OF CUSTOMERS.

OUR PRODUCTS ARE PRESENTED ON THE MARKETS UNDER THESE BRANDS:



LOGO RONA - (OWN BRAND BUSSINESS)



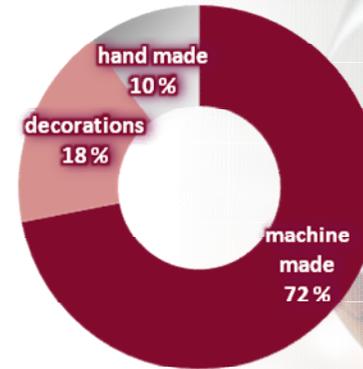
LOGO RONA 5 STAR- (GASTRO DIVISION)

PRIVATE BRANDS (OEM) - TAILOR MADE BRANDED PRODUCTS AND PROJECTS REPRESENT MAJOR PART NOWADAYS. OUR OWN PRODUCT CONCEPT UNDER THE NAME „RONA SELECT“ IS AVAILABLE TO THE CUSTOMERS AS WELL.

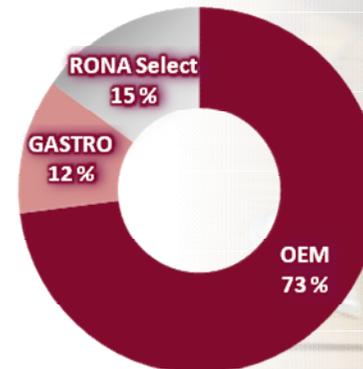
RONA FOODSERVICE PORTFOLIO AND DELIVERIES FOR THE GASTRONOMY AND AIRLINES SEGMENTS ARE RESPECTED IN THE TRADE WORLD WIDE AND FORMS AN IMPORTANT PART OF RONA ´S PRODUCTION THESE DAYS.

MAJOR PART OF OUR PRODUCTION IS MACHINE MADE PROGRAMME, FOLLOWED WITH VARIOUS DECORATIONS AND HAND MADE ASSORTMENTS.

product sales structure



distribution sales structure



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TOTAL SALES REVENUE (TURNOVER) 2009 – 2011



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COMPANY'S MAIN VISION

OUR PHILOSOPHY AND STRATEGY IS BASED ON THE FOLLOWING PRINCIPLES :

"DEVELOPMENT OF LONG TERM BUSINESS PARTNERSHIP"

&

"CUSTOMER ORIENTED SERVICE REMAINS OUR FIRST AND TOP PRIORITY "



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COMPANY'S BUSINESS GUIDELINES AND STRENGTH

- § LEAD FREE CRYSTAL BLANKS AND QUALITY OF THE PRODUCT
- § STATE - OF - THE - ART MACHINES AND TECHNOLOGY
- § „PERCEIVED VALUE“ OF THE PRODUCTS
- § INSPIRED PRODUCT DESIGN AND INNOVATION
- § WIDE PRODUCT RANGE AND VARIETY OF TOOLING
- § COOPERATIVE ATTITUDE, FLEXIBILITY AND FINDING INDIVIDUAL SOLUTIONS FOR CUSTOMERS
- § TRADITION, KNOWLEDGE AND QUALIFIED STAFF
- § CUSTOMER ORIENTED SERVICE



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„QUALITY MANAGEMENT“

RONA FACTORY has been approved by Lloyd's Register Quality Assurance to the following Quality Management System Standards:

ISO 9001:2008

EN ISO 9001:2008

BS EN ISO 9001:2008

STN EN ISO 9001:2009

Approval Certificate No:
PRA 0003843



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COMPANY'S AWARDS AND RONA'S DESIGN TEAM

RONA FACTORY IS VERY ACTIVE ALSO IN THE DESIGN FIELD.

FOR ITS ESTHETICAL AND ART ORIENTATED CONCEPT THE FACTORY RECEIVED MANY DOMESTIC AND INTERNATIONAL REWARDS OVER THE PAST 120 YEARS.

TO NAME JUST A FEW WE NEED TO MENTION AT LEAST THE FOLLOWING AWARDS:

1959 - CORNING GLASS MUSEUM NEW YORK

1960 - 12TH TRIENNIAL MILAN

1972 - EXEMPLA MUNICH

IN THE MOST RECENT YEARS THESE WERE THE AWARDS FROM THE AMBIENTE FAIR IN FRANKFURT .

THE YEAR 2006 THE AWARD „ DESIGN PLUS“ GERMANY

THE YEAR 2008 THE AWARD „FORM“ , GERMANY



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ENVIRONMENTALLY FRIENDLY COMPANY

§ STRICT ENVIRONMENTAL LAWS AND REGULATIONS ENFORCEMENT

§ SPECIAL ATTENTION IS KEPT TO ALL THE REQUIREMENTS WITH RESPECT TO ENVIRONMENT AND HEALTH CARE, WATER AND AIR POLLUTION PROTECTION, WASTE DISPOSAL PROGRAMME, PREVENTIVE MEASURES AGAINST SERIOUS INDUSTRY ACCIDENTS AND INTEGRATED WORKS /SECURITY ARRANGEMENTS, ETC

EXAMPLES:

NOV 7, 2008 – FOOD SAFETY CERTIFICATE

Order of Ministry Industry and Ministry of Health No. 1799/2003-100 (Codex alimentarius)

OCT 31, 2011

Testing of glassware according to California Proposition 65.

(The NEGATIVE results of the lead and cadmium leaching from THE PRODUCTS)

May 18, 2009 NATURE – PACK CERTIFICATE NO. 00827

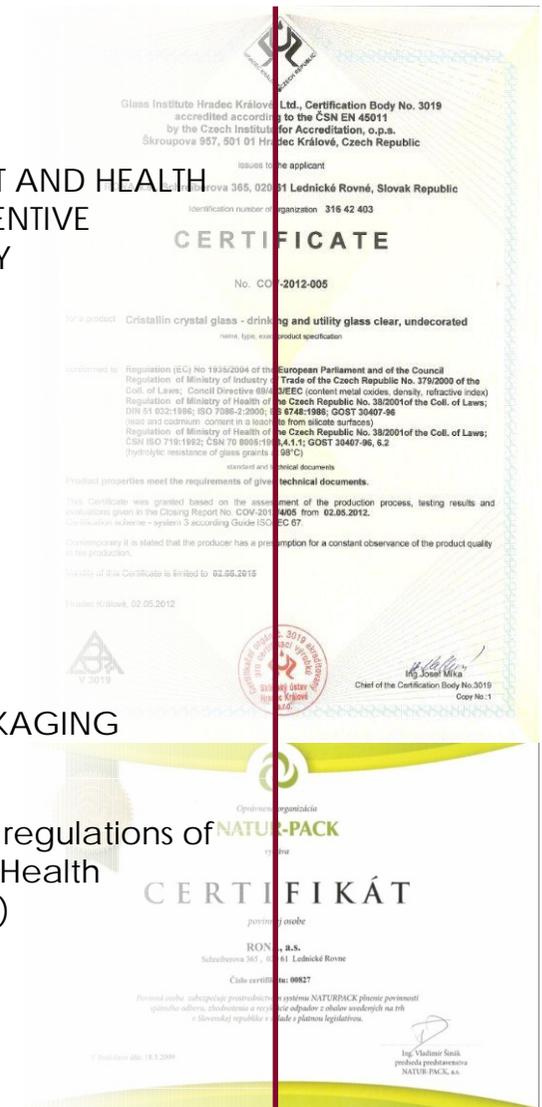
(OBLIGATIONS FOR WASTE PROCESSING CARE AND recyclability of PRODUCTS AND PACKAGING MATERIAL USED)

MAY 5, 2012 – Certificate No. Cov – 2012-005 cristalline glass product conforming to the regulations of the European Parliament and of the Council, Ministry of Industry and Trade, Ministry of Health (content metal oxides and lead and cadmium contents) (copy Certificate attached)

NOVEMBER 10, 2008

REACH – EUROPEAN REACH LEGISLATION AND STATUS OF RONA 'S PRODUCTS

§ DATABASE OF ALL IMPORTANT CERTIFICATES AND GUARANTEES IN PLACE



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THE MANAGEMENT AND ALL THE STAFF AND EMPLOYEES OF RONA
GLASSWORKS CO. WISH TO THANK YOU FOR YOUR KIND ATTENTION
AND WE ARE LOOKING FORWARD TO YOUR CONTINUING SUPPORT,
INTEREST AND COOPERATION IN THE FUTURE.

PRODUCTION PLANT
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