



TOGETHER,
WE SEE FURTHER



Your side is our side.

Glass has always had the unique ability to bring people and things together. Physical barriers may separate an office from the outdoors or the contents of a bottle from the environment, but when that barrier is glass, you can still see what is on the other side—almost as if there were no barrier at all.

At Vitro, that is how we do business. Your side is our side. We see through the obstacles to innovate collaboratively, envisioning and executing ambitious designs together.

In recent years, we have made significant strategic acquisitions that have expanded our global footprint and cemented our leadership role in the industries in which we operate, yet our partnerships remain our greatest asset. We have stayed true to what has made Vitro a glass industry leader for over a century. We have a long-standing reputation for working together and looking ahead. We believe in innovating constantly and in challenging ourselves to exceed expectations. This is why our customers trust us to deliver forward-thinking glass designs and products.

We are committed to being an extension of your team. We are passionate about all things glass, offering a breadth of time-tested expertise to architects constructing the built environment, to automakers developing the next generation of vehicles, and to luxury brands packaging, protecting, and showcasing their products.

Like you, we believe that real progress comes from challenging the status quo. We believe that together, we can reshape what glass can do and what glass can be. Together, we will realize the full potential of glass to shape how we move, build, and live in the future.

Together, We See Further.

Sincerely,

A handwritten signature in white ink, appearing to read 'Adrian Sada', written in a cursive style.

Adrian Sada
Chief Executive Officer



How do you measure success?

At Vitro, we know the foundation of true success lies in the strength of our partnerships. After all, attempting to evolve alone will get you only so far. Instead, with a foundation formed on trust, teamwork, and shared excitement, the possibilities for impactful innovations in glass are truly endless.

Through our people, expertise and scale, we go above-and-beyond, serving as a true partner to give you an edge.

That's what we call success – by any measure.

Together, We See Further

Your Success and Ours is Driven by the **Power** of **Partnership**

Our Promise

Partners inspire each other. Elevate each other. Build upon one another's talents, ingenuity and ideas to create something better and unprecedented, always striving to push the potential for innovation and progress.

Together, we can reimagine what's possible and make it real by joining forces and approaching challenges from unique perspectives.

Together, we can go wherever "further" may take us.

Together, we can redefine what glass can do and what glass can be.

Together, we can think bigger, dream bolder, work smarter and see further.

WHO WE ARE

We are passionate about all things glass, and our mission is to be an extension of your team.

WHAT WE DO

We apply our time-tested expertise to anticipate needs and solve problems, ensuring our advanced and cost-effective glass will bring your vision to life.

WHAT WE BELIEVE

True innovation comes from challenging the status quo, and great ideas come from those who demand more from themselves – and their partners.



Our Mission

We redefine the power of partnership to create value and innovative glass solutions for our customers and communities.

Our Vision

Together, we will realize the full potential of glass to shape how we move, build, and live in the future.

Our Values

Our People

Unite our talent to work and grow together as one.

Customer Orientation

Our customers are at the center of what we do.

Operational Excellence

Always exceed what is expected with greater efficiency, reliability, and quality.

Innovation

Enhance processes and operations with new ideas to consistently improve our results.

Sustainability

Create conditions to operate and grow in harmony with the environment and the communities we serve.

Integrity

Always act with honesty and in adherence to our principles.

Architectural Glass



Together, we build the brighter, bolder, more sustainable buildings the world needs to thrive.

Building Relationships

As a global corporation focused on glass, Vitro is committed to working with architects, building owners, contractors and glass fabricators to understand their obstacles and overcome them.

Today, energy codes are becoming more stringent. Buildings must operate sustainably and cost-effectively. Architects are being challenged to deliver high design and efficient performance, without compromising either attribute. We keep these industry hurdles top of mind at every stage of every project, large and small.



Building a Brighter Tomorrow

Vitro has been a pioneer in glass technology for over a century—and we plan to continue our work in glass innovation for centuries to come.

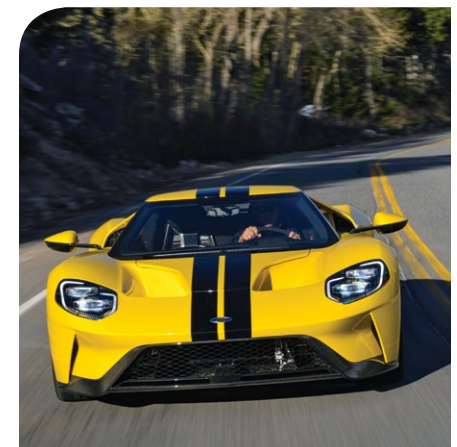
From the development of oxygen-fueled glass furnace technology, which cuts natural gas consumption by 15 percent, to the world's first triple- and quad-silver magnetron sputtered vacuum deposition (MSVD) coatings, we've continually embraced the idea that "further" never stops.

Vitro is formulated for the future of architectural glass with:

- **Sustainable, energy-efficient products** that reduce the operating costs of buildings
- **Design-oriented solutions** that allow architects to specify larger expanses of glass without compromising performance
- **A wide array of aesthetic options** to achieve the distinctive designs of tomorrow, including low-iron, tinted and reflective glasses
- **Expert service and support** to help architects and their clients satisfy the latest generations of standards and green building certifications



Automotive Glass



Together, we create safer, more sustainable and more comfortable vehicles.



Sharing the Road with You

The leading car manufacturers in the world prefer Vitro automotive glass because we partner with them at the earliest stages of production all the way through the final product. When you work with Vitro, our project engineers will work directly with you on everything from the design of the glass and the assembly components to the creation of its packaging. This attentive customer focus, coupled with our innovative and value-added solutions and an integrated supply chain, has made Vitro synonymous with excellence in the automotive industry.

As the needs of the industry rapidly evolve, we stay ahead of the curve to help automakers, distributors and installers meet ever-changing standards for safety, efficiency and sustainability. It's not enough just to meet specifications. We are committed to working collaboratively to deliver whatever comes next.

Driving Growth

Every day, Vitro is helping automakers develop the next generation of vehicles necessary for growth in the 21st century. For more than five decades, the most recognized automobile names have carried the Vitro brand of glass—and future decades hold even more promise for our automotive partners.

Vitro offers high-performance OEM glasses that meet the most stringent quality and resistance standards in the industry. Also known as a world leader for aftermarket automotive glass that mirrors the quality of our OEM glass, Vitro offers a wide variety of replacement windshields and windows. Vitro serves OEM and replacement glass customers in more than a dozen countries, respectively, including more than 180 installation centers in Mexico.

Tomorrow's cars must be energy efficient, safe, aesthetically pleasing and able to withstand a range of demanding environments. Vitro's automotive glass offering includes:

- **Laminated, tempered and encapsulated glass** engineered to meet the stringent quality and resistance standards of today—and tomorrow
- **Advanced, conductive coatings for windows and doors** that generate internal heat when electrical power is applied
- **Enhanced performance glasses** that deliver thermal comfort, excellent aesthetics, intrusion protection, quiet environments, UV protection and water repellence
- **Environmentally advanced glazing solutions** that improve fuel efficiency, powertrain performance and aerodynamics while reducing carbon dioxide (CO₂) emissions



Glass Containers

Together, we provide beautiful, safe and functional containers that both preserve and enhance their contents.

Partnering with Brands

Every day, we partner with pharmaceutical and cosmetics companies and others to understand and solve their unique challenges and take containers from creative concept to final product.

To represent our customers' brands, we must first understand them. Then, we work with them to deliver designs produced with the highest quality materials. Vitro glass containers are manufactured and certified under the strictest international standards to guarantee their quality, safety, innovation and sustainability.

Shaping Tomorrow

Glass has an elegance and versatility like no other material thanks to its purity and transparency. In order for glass to remain timeless, containers must evolve to meet the demands of present and future consumers.

That's why Vitro offers an integrated solution for all needs, including innovative finishing processes.

Our development time for new products is highly competitive and our personalized attention to the specific needs of each customer consistently supports speed to market, among other customer needs.



When you turn to Vitro for glass containers, you'll receive:

- **Access to experts** that listen and work with you to understand the needs of your specific market
- **Custom product development**, a specialized design center and customer focused processes
- **Full-service integration**, from concept through design to final production



Balanced Solutions

Vitro's chemical division is known for quality products. We complement our technical knowledge with a commitment to customer service. Our chemical business delivers on its promise by partnering closely with manufacturing companies that produce consumer products ranging from detergent and textiles to packaged foods and fertilizer.

Our customers recognize and appreciate the consistency we deliver in our sodium carbonate (soda ash), sodium bicarbonate (baking soda), sodium chloride (salt) and calcium chloride. In fact, our sodium chloride is used to manufacture some of the most iconic products on the market.

Through our strategic alliances and specialized distribution networks that ensure excellent service and a reliable internal shipping structure, we support our customers' businesses with highly competitive pricing and performance.

Together,
we produce better
consumer products,
food, materials and more.

Machinery



Together,
we can transform
productivity.

Equipped for the Future

FAMA, Vitro's wholly owned subsidiary, is the top supplier of metal-mechanical equipment to the glassmaking industry in Mexico and Latin America, offering a complete range of machinery, equipment and professional services for glass manufacturers.

We know that today's manufacturers face immense pressure to reduce downtime and product defects. That's why we partner with them to deliver broad knowledge of IS machine manufacturing, furnace construction and glass industry turnkey project installation. Because every manufacturer is different, highly qualified professionals are always there to support our clients through project construction and maintenance, technical assistance and training to reach goals for optimizing operations.

The future of our in-house engineering technology is bright—and we will continue to develop more efficient, continuous and versatile processes for our customers. That means more uptime, higher quality and increased profitability.



Our Model

Through teamwork, we strive to achieve sustainable, balanced development and responsible corporate citizenship. The Vitro Sustainability Model encourages each person who represents the company to contribute to the three mainstays on which the model is based: Human Attitude, Environmental Responsibility, and Comprehensive Competitiveness.

Human Attitude

At Vitro, people are our most valuable asset. As a person-centered organization, fairness, healthy labor practices, ethical business, institutional relationships, and corporate responsibility are all central to our business. In addition to our people, we also are focused on making sustainable improvements to our communities.

Environmental Responsibility

Vitro takes active steps to protect the environment. We support several initiatives that promote protection of the environment and reduction of energy consumption in the glass manufacturing process. Our products and technologies reduce energy consumption and emissions in buildings and minimize the use of natural resources in manufacturing. In 2017, Vitro recycled nearly 97,000 tons of glass through its glass recycling program and consumed over 76,000 gigajoules of electrical energy from renewable sources. Together, we have the power to make more than glass. We can make the future a brighter place for years to come.

Comprehensive Competitiveness

At Vitro, achievement isn't just measured through economic value. Success lies in the well-being of our stakeholders, our partners, and the people who use our products. At Vitro, Comprehensive Competitiveness involves transparency, sustainability, and attention to both public and private health within the communities in which we do business.

Together, We See What's Right.



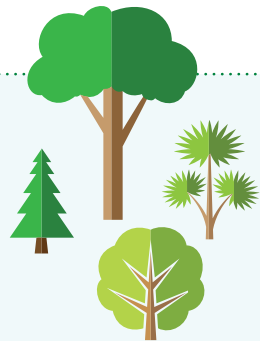
Taking Action to Live in the Future

At Vitro, our success is tied intimately to the well-being of the communities in which we operate. That means going above and beyond to protect the health and welfare of both people and the planet. Together, we can create a better world for generations to come.

IN 2017

77,000

trees adopted since 2007



50,000+

community beneficiaries



\$11 million (MXN)

donated to institutions to support health & education



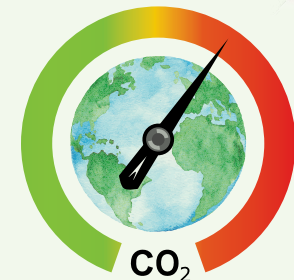
97,433

metric tons of glass recycled in Mexico from external sources & incorporated into our process



150,000+

gigajoules in energy consumed from renewable sources



40+

suppliers trained to introduce greenhouse gas emissions measurement practices

1st

glass manufacturer in North America to publish Environmental Product Declarations for operations in the U.S.





Together, We See Further

www.vitro.com