



## Welcome



**Vijay Shah**  
Vice Chairman, Piramal Glass

Some of the World's most famous Spirit and Liquor Brands, known not only for what is inside their bottles, but also for the glass bottles themselves. The high-end Spirit and liquor glass packaging is an exterior reflection of a brand's idea of itself. This gives us endless opportunities to highlight our innovative glass packaging expertise in designing and producing high quality, premium Spirit and Liquor Glass Packaging with having had the long experience in delivering the best of glass aesthetics through our association with the top global cosmetics and perfumery brands. Today, Piramal Glass is one of the leading glass packaging manufacturers of high-end spirits and liquors. We have great expertise in both custom design and standard glass bottles. For global spirit and liquor glass-packaging business, we have five state-of-the-art furnaces with 18 dedicated production lines with two coloring forehearths and multiple online inspection systems across three global manufacturing locations and several decoration plants.

### *Piramal Glass Offers High-End Classic Standards and Miniatures for Premium Spirits and Liquors*

Piramal Glass Private Ltd (PGPL), a global specialist in design, production and decoration of niche glass-packaging solutions for high-end Cosmetics and Perfumery, Specialty Spirits and Liquors, Food and Beverages, and Pharmaceutical industries. PGPL, with global sales of ~US\$357 Million, operates from India, Sri Lanka and the USA through its four manufacturing facilities and several decoration plants. Globally, we have 1475 Tonnes Per Day (TPD) of glass-manufacturing capacity from 12 furnaces and 65 production lines. Around 40 percent of our sales are in high-end Cosmetics and Perfumery, around 32 percent in Specialty Spirits and Liquors, around 15 percent in Food and Beverage and around 23 percent in the Pharmaceutical.



*The purpose of Piramal Glass is to, - "Enhance the value of the product by providing specialty value-added glass packaging to fulfil peoples' aspirations".*

Spirit and Liquor brand owners invest in the design and aesthetics of a glass bottle to enhance the consumer appeal of the product inside. Consumers prefer the right mix of quality, aesthetics, and design elements. Spirit and Liquor bottles, are expected to be made in such a way that they preserve the quality and flavor of the content and the style.

With spirit and liquor glass-packaging sales of ~US\$ 80 Million, PGPL is today one of the leading manufacturers of high-end glass-bottles for premium spirits and liquors. During the last four years, our spirit and liquor segment has grown at a CAGR of ~7%. More than half of our global spirit and liquor sales came through our USA operations and a third came through our Sri Lanka operations. For the global spirit and liquor glass-packaging requirement, we have five state-of-the-art furnaces with 18 dedicated production lines with two coloring forehearths and multiple online inspection systems across three global manufacturing locations and several decoration plants. We have more than 800,000 Sq. Ft. warehousing facilities. We offer a wide range of classic standards and miniatures glass bottles for high-end spirits and liquors from 20 ml to 1.75 litres with neck finish options of bar-top, continuous thread, ROPP, and swing-top.



At our USA facility at Park Hills, we have two spirit and liquor furnaces, ~200 TPD, with seven dedicated production lines. At our Sri Lanka facility at Horana, we have one spirit and liquor furnace, ~300 TPD, with six dedicated production lines with two coloring forehearths. At our India facility at Jambusar, we have two spirit and liquor furnaces, ~380 TPD, with five dedicated production lines.

At our ISO 9001 and FSSC 22000 facility at Park Hills, USA, we have two spirit and liquor furnaces, ~200 TPD, with seven dedicated production lines, a decoration facility, and a tool shop. The in-house tool shop provides support for modification and repair of molds during the development cycle with dedicated design and engineering experts. The in-house decoration facility, located in Williamstown, NJ, configured for spray coating (organic and ceramic thermal cure), screen-printing (organic UV, ceramic and precious metal thermal cure), and pressure-sensitive labeling (neck, spot and full wrap). We moved into the USA spirit and liquor segment by offering industry-standard designs and then quickly moved up to serve premium, complex custom glass packaging solutions to innovative brands and MNCs. Today we have the largest market share in the premium spirit and liquor glass-container segment in the USA. In the premium segment, we offer heavyweight, thick base with decorative glass packaging option and in the bridge market segment, we offer lighter weight, eco-base, mainly in white flint glass.



At our ISO 9001 and FSSC 22000 facility at Horana, Sri Lanka, we have one spirit and liquor furnace, ~300 TPD, with six dedicated production lines with two coloring forehearths with over 16 currently developed glass colors, state-of-the-art camera-based online inspection equipment aligned with the production lines, and a mold shop. We have in-house decoration facility with one automated (six colors) and one semi-automated (three colors) ceramic screen-printing lines. From this facility, we are exporting spirit and liquor glass bottles to over 20 countries, including Australia, UK, South Africa, Mauritius, Philippines, India and Maldives along with catering to all market segments in Sri Lanka.



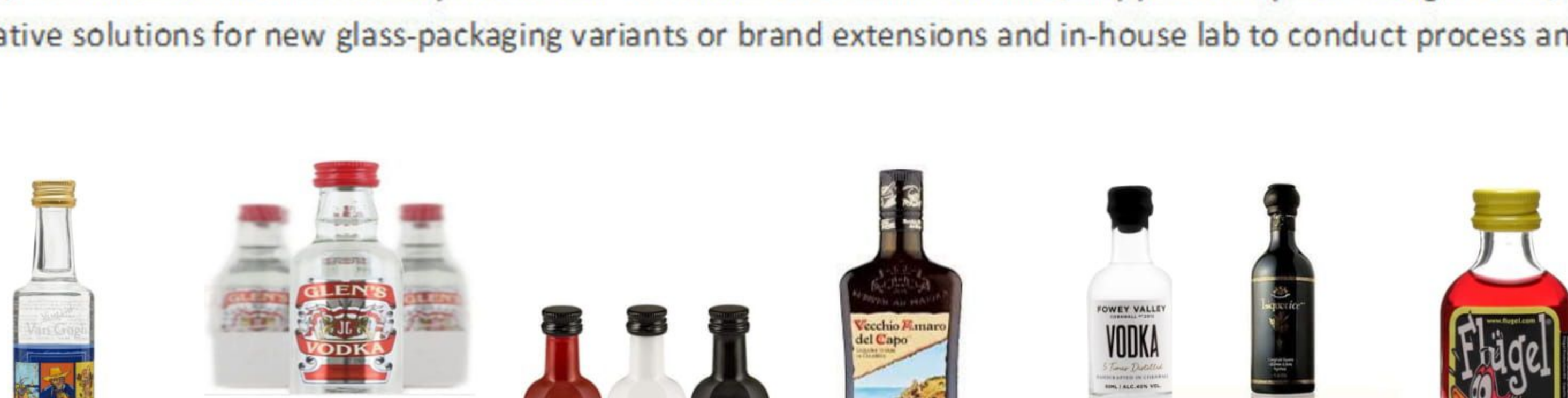
At our ISO 9001 and FSSC 22000 facility at Jambusar, India, we have two spirit and liquor furnaces, ~380 TPD, with five dedicated production lines with in-house and outsourced decoration services and mold shops. Our in-house decoration facility, located in Kosamba, India, configured for spray coating (organic coating of all types – gloss, matt, gradation, masking, pearly effect), screen-printing (ceramic, organic, UV), Hot Foil Stamping in gold, silver and other foil colors, and acid etching (rinsing). From this facility, we are exporting spirit and liquor glass bottles across all major markets globally. Additionally at Jambusar, we have planned one new spirit and liquor (Greenfield) furnace of 250 TPD with seven dedicated manufacturing lines. This top-of-the-line facility, one-of-its-kind in Asia, will enable us to expand further into high-end specialty spirit and liquor category, catering to markets in Asia, Europe and the US.



*The Decoration Aesthetics of Premium Spirit and Liquor Glass Bottles Plays a Significant Role in the Final Buying Decision From the Shelf.*

Spirit and Liquor brands, eager to cultivate design and artwork that will stick out on the back of a bar or a store shelf—and claim a space in the minds of customers. Our experienced team of experts in our design studio constantly think about innovative designs to cut the first impression in consumer's mind in terms of 'style' and 'quality.' The objective is to grab consumer's attention and entice consumers to pick, both in custom designs and in classic standards and miniatures glass-bottle range.

As a complete end-to-end glass-packaging specialist, we have continuously developed our expertise in premium glass-bottle decoration services such as printing, coating (lacquering), Hot-Foil Stamping (HFS), frosting (rinsing), decal, pressure-sensitive labelling, shrink sleeving, and external metallization. Our decoration facilities, at Kosamba (India), Horana (Sri Lanka), and Williamstown (USA), provide integrated decoration service and technical expertise from concept to, artwork design, to final commercial development. Our in-house decoration facilities, supported by our design team, provides innovative solutions for new glass-packaging variants or brand extensions and in-house lab to conduct process and quality tests.



### Contact Us

Piramal Glass Pvt. Ltd.  
6<sup>th</sup> Floor Piramal Tower Annexe,  
Lower Parel, Mumbai – 400013  
Telephone: +91 22 3046 6969 / 3046 6901

Piramal Glass USA Inc.  
329 Herrod Boulevard  
Dayton NJ 08810  
Telephone +1 856-293-6400

Piramal Glass Ceylon PLC.  
148, Maligawa Road,  
Borupana, Ratmalana, Sri Lanka  
Telephone +94 11780 0200

Piramal Glass Europe  
26-28 Rue Paul Bignon,  
Eu -76260  
Telephone + 33 0235821015

