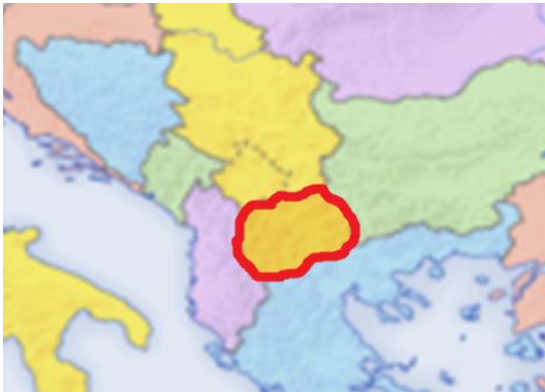


PIVARA SKOPJE



COUNTRY KEY FACTS



Total population:
2.1 MM

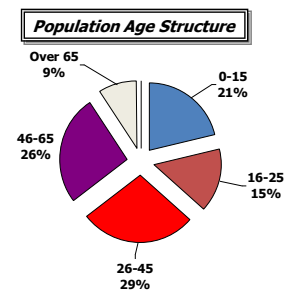
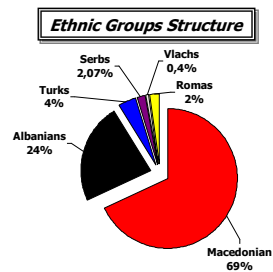
Male: 50.01%
Female: 49.99 %

Urban: 67.9%
Rural: 32.1%

Number of households:
564k

Avg. number of a household:
3.6

Key sectors:
Agriculture and food processing,
Metal industry, Textile industry, Construction.



Source: Statistical Yearbook - Edition 2013



ABOUT PIVARA SKOPJE

Company Brief History

- **1924** Founded with 0,63 Mil. UC of beer capacity
- **1977** Introduction of SSD (own brands)
- **1989** Beginning of the Privatization process
- **1991** Licensed Bottler of TCCC
- **1996** Completion of the Privatization process
- **1998** Acquisition by Brewtech Holding
- **2012** Joint venture between CCH and Heineken

Technical Capacities

- > **Coca Cola Hellenic Products** 34 Mil. UC
- > **Beer Products** 20 Mil. UC

Production lines

Beer Lines:

1 RGB; 1 PET; 1 Keg; 1 Can Line

AFB Lines:

1 RGB; 1 PET; 1 Can Line; 1 POM

SKUs

AFB: 41



Beer: 24



Location

Site: 109,207 sqm
Buildings: 43,017 sqm

No of employees: 381

Distribution

2 direct & 10 DCs

Logistics:

- Distribution out sourced
- Fleet out-sourced









PIVARA SKOPJE SITE





CONTINUALLY BUILDING COMMUNITY TRUST!

HEALTH AND WELL-BEING  AMBASSADOR	COCA-COLA CUP 	H&S and ENVIRONMENT PROMOTION 
Protect and promote category image	Promote teens healthy and active lifestyle	Promote corporate H&S and Environment internally & externally
<p>Strategy: Turn employees into active Ambassadors:</p> <ul style="list-style-type: none"> • Provide category knowledge; • Build brand love. <p>Scope: All Employees.</p> <p>Tools: Classroom, Roadshows, H&W week on E-tool, CC pins for real Ambassadors.</p> 	<p>Strategy: Partner with credible NGO to activate teens</p> <p>Scope:</p> <ul style="list-style-type: none"> • 12 Municipalities nationwide; • 100 schools; • 1.500 active participants. <p>Media coverage: 5 nat. TV, 2 newspapers, 22 portals.</p> 	<p>Strategy: Consistent execution of H&S and environment communication</p> <p>Tools:</p> <ul style="list-style-type: none"> • Internal Magazine / E-tool • TV on the go/ classes in schools • Media <p>Scope: Environment week H&S Day celebration internally (93% sat. rate) H&S in school (700 pupils) National H&S Award for best practices!</p> 



IPPC

- **IPPC issue: 2012**
- **Number of IPPC: 11-7427/3 from 08.08.2012**

MONITORING OF ENVIRONMENT ASPECT ACCORDING IPPC

- Consumption of water – every month
- Consumption of electricity – every month
- Consumption of gas – every month
- Waste – every month
- Waste water – 4 times per year (quarterly)
- Air emission – 2 times per year (Q1 and Q4)
- Noise – once per year (Q2)
- Soil - once per year (Q2)



ENVIRONMENT KBI

Environmental indicator	2011	2012	2013	YTD 2014
Energy use [MJ/Lbp]	0.83	0.76	0.60	0.49
Water use [Ltr/Lbp]	2.1	1.99	1.81	1.78
% Solid waste recycled [%]	73.1	75	94.4	90.13



ENVIRONMENT PROJECT

Project Name	EST. COST (€)	EST. ANNUAL WATER SAVING, M3
Collecting and reusing water from Rinser PET & Rinser CAN	10,000	2,900
Rinser diameter nozzles reduction	1,000	6,424
Sand filters backwashing according: DP & Turbidity	0	19,170
Reusing of backwash collected water from sand filters	30,000	9,116
Backwash frequency on 120 WH on GAC Filters	0	7,488
Optimization of active GAC filters out of season	0	756
Collecting and reusing water from sugar dissolver	30,000	2,130
Reusing water from flow meters on buffer tank	100	9,434
Water Reduction on reaction tank sample valves	500	2,182
Water Reduction on sand filters online instruments	100	1,890
Cooling water reusage from PET Mixer	100	1,200
Bottle washer - last rinsing nozzles reduction	3,000	6,342



ENVIRONMENT PROJECT-WWTP



- Project solutions: 2005
- Team to implement the project: May 2010
- Started construction activities: November 2010
- Finished construction activities: May 2011
- Started with installation of equipment: April 2011
- Start Up: August 2011
- WWTP promotion: November 2011
- SAT (Site Acceptant Test): May 2012



ENVIRONMENT PROJECT-WWTP

Parameter	Unit	Minimum	Average	Maximum
Quantity of waste water	m ³ /day	500	1,900	2,800
Flow	m ³ /h	0	125	180
Water temperature	° C	20	25	40
pH	-	2	8	12
BOD	mg/l	360	720	1,100
COD	mg/l	600	1,250	2,000
Total solids	mg/l	0	300	500

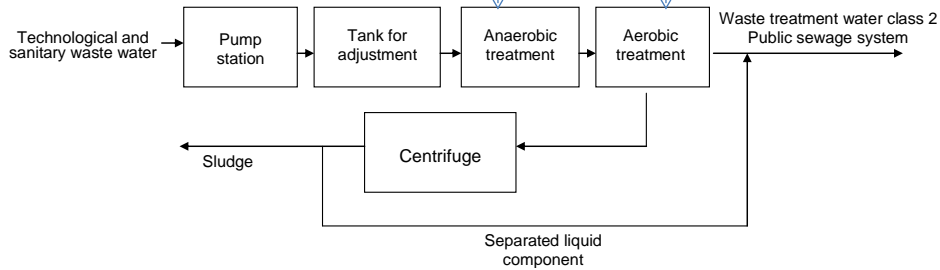
Parameter	Unit	After treatment
pH (25 °C)		6.5 – 8.0
Total suspended solids	mg/l	< 50
Total dissolved solids	mg/l	< 2,000
BOD	mg/l	< 25
COD total	mg/l	< 125
Water temperature	°C	< 40
Oil and grease	mg/l	< 10
Total nitrogen	mg/l	<5
Total phosphorus	mg/l	<2
Aluminum	mg/l	<0.1
Ammonia	mg/l	<2
Cadmium	mg/l	<0.02
Free chlorine	mg/l	<10
Iron	mg/l	<0.1
Lead	mg/l	<0.1
Sulfate	mg/l	<250



ENVIRONMENT PROJECT-WWTP

Maximum capacity of waste water treatment: 2800m³ / day

Current capacity of the waste water treatment: 400-1000m³ / day



ENVIRONMENT WEEK - COMUNICATION

Implement High Efficiency Lighting

- 6% of energy consumed at a plant is for lighting.
- 10% of energy cost at a plant is to provide lighting.
- There is a large opportunity for 30-60% energy reduction in lighting by changing behaviors, maintenance practices, and changing lighting technology when applicable.
- A 26-watt compact fluorescent bulb produces the same amount of light as a traditional 100-watt incandescent bulb, but consumes only 1/4 of the electricity.
- Installing motion sensors can increase savings by 5-10%.
- Replacing older fluorescent bulbs/ballasts with newer technology can create a 35% reduction in energy usage.
- For incandescent bulbs, only 10% of energy goes to lighting; the rest is wasted through heat.

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Detect and Repair Compressed Air Leaks

- Air compressors are very inefficient machines with average efficiency of only 10-15%. While that 10-15% of energy is used for compressing air, the rest is released as heat.
- A non-managed compressed air system can have a leak rate of more than 30%.
- This could mean a loss of €20,000-40,000 per year per facility.
- A leak of 1 mm diameter at 6 bar can cost around \$278.00/year when not repaired.
- We loose air on Piping, distribution, Pressure drops, LEAKS ...

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