

Meeting notes EMPHA General Assembly

15 June 2018

Wyboston Lakes Resort, Wyboston (UK)

Present (according to signature list): Vidas Berzonskis (AB Grigeo Klaipeda), Thomas Bladt (Honeycomb Cellpack A/S), Massimo Bottesella (Tonelli spa), Marcelle Groud (Axxor b.v.), Marek Hamrol (Bestem Sp. z o.o.), Adam Huchwajda (Bestem Sp. z o.o.), Martin Juraščík (Forlit), Gilles Latil (l'hexagone), Tony Moscrop (Dufaylite Developments Ltd), Ivo Možnár (Forlit), Wim Peeters (Smurfit Kappa Hexacomb), Ram Peleg (Yamaton Paper GmbH), Eric Revet (Smurfit Kappa Hexacomb), Gitana Sersnioviene AB (Grigeo Klaipeda), Piero Tonelli (Tonelli spa), Wieger Wiegersma (Axxor b.v.)

President: Ram Peleg Yamaton GmbH

Minutes: Barbara Ginter EMPHA Secretariat

1. Opening

President Mr. Ram Peleg opened the meeting and welcomed everyone to Wyboston, in particular the delegates who were attending for the first time. Tony Moscrop from Dufaylite was thanked for hosting the nice dinner the previous evening.

Mr. Peleg continued to say that after being elected by the members at the last General Assembly in Aalborg, Denmark last year, he has marked three items that he would like to push forward in his first year:

1. Increase the numbers of active members
2. Improve the internal working cooperation and reduce the 'barriers' between the members when it comes to common interests of EMPHA
3. Promote and expose the EMPHA association and its products to a much larger audience in Europe.

Concerning increasing the number of members Mr. Peleg reported that we have been in active contact with 3 companies regarding EMPHA membership. The companies are Pacfort (Germany), Rekast (Russia) and DS Smith (Portugal). Unfortunately, and due to different reasons, the contact did not yet result in having new members this first half year. However, the attitude from these 3 potential members was very positive, so he hoped that next year a few will join us at our General Assembly.

Mr. Peleg also reported that the members of the Working Group Co-operation and Marketing Committee have devoted their busy time to work and promote the common interests of the EMPHA Association. From his own experience of taking part in the Marketing Committee he found the discussions very good and comprehensive.

Mr. Peleg went on to say that he also experienced this year with a few of the EMPHA members a mutual willingness and openness to discuss and exchange experiences on technical items without being afraid that it will be mis-used.

Regarding his third focal point he has noticed that in the past year, there has been a serious thought on how we can promote EMPHA to a much larger audience.

Finally Mr. Peleg wanted to remind the members that all these efforts from the committee members are done on a voluntary bases and for this he thanked everyone involved. He concluded by saying that we are still a small organisation but we will most definitely see results of all activities in the coming time.

2. EMPHA Antitrust Reminder

The Secretary General of EMPHA, Ms. Barbara Ginter, referred to the EMPHA Antitrust Guidelines. The proceedings of this meeting will be in accordance with these guidelines. A statement summarizing these Guidelines was handed out to all members present and a summary has been added to the signature list. Mrs. Ginter then requested all members to read these guidelines and to comply with the statement both in the meeting and during the breaks.

All members present agreed to comply with the EMPHA Antitrust Guidelines.

3. Minutes General Assembly 16 June 2017

The minutes of the last meeting were adopted as a true reflection of the proceedings.

4. Finance

a. Report Audit Committee on financial outcome 2017

Tony Moscrop as member of the Audit Committee reported that the financial outcome of 2017 had been checked by the Committee and was approved. The result is slightly lower than budgeted and this is mainly due to higher meeting expenses. With a total income of € 40.500 and total operating costs of € 34.931 the result at the end of 2017 was € 5.570.

The Audit Committee proposed to the members to discharge the EMPHA board for the financial outcome of 2017. This proposal was accepted by the members.

b. Budget 2019

The budget for 2019 was based on 13 active members + 1 associated member + 2 new active members which will result in a total income of € 51.500. The marketing expenses were budgeted higher in order to finance improvements on the website. The total expenses for 2019 have been budgeted at € 44.103.

The members present approved the budget for 2019 (see attached).

5. Election EMPHA Board

Currently the EMPHA Board consists of 3 members:

- Ram Peleg – Yamaton Paper GmbH
- Gilles Latil – l’hexagone
- Wieger Wiegersma – Axxor B.V.

During last year’s General Assembly Mr. Wiegersma had already mentioned that he would step down from the EMPHA Board which means there is a vacancy. The EMPHA Secretariat asked the members prior to the meeting if there were any volunteers to fill the vacancy. The only candidate that stepped forward was Mr. Vidas Berzonskis from Grigeo Klaipėda. Mr. Berzonskis was elected unanimously by the members present.

The new EMPHA Board now consists of the following members:

- Ram Peleg – Yamaton Paper GmbH
- Gilles Latil – l’hexagone
- Vidas Berzonskis – Grigeo Klaipėda

Next Mr. Wiegersma and Mr. Tonelli were thanked for their years of support EMPHA as a member of the Board and were both given a present in the form of a clock in honeycomb design.

6. Update Working Group Co-operation

Mr. Wiegersma reported on the work done by the Working Group Co-operation. Last year it was already mentioned that the WG had created the Code of Conduct which was accepted by all the members. The question now is how we can control that all the members comply with these guidelines? The WG decided that EMPHA will only facilitate the Code of Conduct and not audit on it. If members do not comply it will most certainly pop up since we are operating in a small industry and if that happens the Board will take the necessary measures. Of course the WG is open for ideas if the members would want to do this differently.

Furthermore the translations of the EMPHA Technical Standards in different languages are underway and this will certainly help the members in the contact with their customers.

The WG is also working on a newsletter that will give more insight into the paper prices so when members are dealing with a customer they have more information to explain why the price of the raw material has changed. It was decided to only focus the newsletter on paper prices and not glue and starch since these do not fluctuate very much. Mr. Berzonskis from Grigeo Klaipėda, as a member of the WG, will conclude some trends from the figures of the previous quarter that come from public sources such as RISI and EUWID.

Mr. Gilles Latil reported that he has been successful in reaching an agreement with Cepi ContainerBoard (CCB) and they will now monthly share with us the information they have collected on stock levels and production levels. This information is for EMPHA members only and it is not allowed to go outside of the member companies. When the EMPHA

Secretariat will send the information a disclaimer will be added and the members are asked to respect the agreement made with CCB and use the information accordingly.

7. Update Marketing Committee

Mrs. Gitana Sersniovienė reported on the work done by the Marketing Committee. She mentioned that the MKC has had 2 successful meetings in Amsterdam with good discussions on how to create a bigger pie for all the members to benefit from.

The group continued with the work already done during the GA in Denmark in 2017 where in an interactive workshop key decision makers and stakeholders were identified along with a sweet spot for content regarding EMPHA's message and the audience's interest.

Next the MKC defined EMPHA's priority marketing goal, the priority marketing audience followed by the funnel stage. The game plan is now to create budget and commitment from the members so we can build a framework for our message followed by the content. The MKC will also use the output from the interactive workshop with Bert van Loon that will take place after this GA. After the workshop Mr. van Loon will continue to assist the MKC in reaching their goals.

Mrs. Sersniovienė concluded that a lot of work has been done in only 2 sessions and that if members want to join the MKC they are welcome to do so.

8. Next EMPHA Meeting

The next EMPHA General Assembly was scheduled for 13 - 14 June 2019 and will be hosted by Forlit in the Czech Republic.

Mr. Peleg kindly thanked Forlit for their willingness to host the next GA. He also mentioned that in the Board it was discussed how to continue with our meeting in the future. Should we still ask members to host or stay in a central location? It would be nice to see the facilities of the member locations, Mr. Peleg is certainly willing to show Yamaton's new plant when hosting the General Assembly in 2020 in Rostock (Germany).

Members were kindly asked to think about opening their facilities to the rest of the members.

9. Any Other Business

Ms. Ginter reported that EMPHA is compliant with the new EU Privacy Law (GDPR) that went into effect on 25 May 2018. EMPHA has signed a processing agreement with Lejeune Association Management and the privacy policy on the website has been updated. All the members have been informed about these changes. In case any of the members have questions about the GDPR they can contact the EMPHA Secretariat.

Mr. Wiegersma mentioned that since the last 2 General Assemblies the format has been changed from inviting a speaker to an interactive workshop. This is a good development and also helpful for the members but the workshop would need more time. He proposed to move the General Assembly to the afternoon before, people are arriving on this day anyway for the dinner, and spent the whole next morning on the workshop. Mr. Peleg liked this idea and it will be discussed in the next Board meeting.

No other matters were raised so the President thanked the EMPHA Secretariat for all their work and also all those present for their attendance and contribution and closed the meeting.

Disclaimer

EMPHA operates within the regulatory framework of competition law as set out by the European Union and national legal systems and respects all rules thereof. EMPHA actively raises awareness about competition law among its members and encourages its members to comply with these rules. The purpose of the discussions within EMPHA is to identify general trends and market developments without identifying individual company data. EMPHA does not accept responsibility or liability for any type of restrictive agreements concluded by its individual members during EMPHA meetings or within the context of EMPHA events, in spite of the aforementioned precautionary measures.