



FINAT

Linking the Label Community

GENERAL ASSEMBLY 2020 – part 2

Via ZOOM, 26 November 2020

The association for the European self-adhesive labelling and adjacent industries

Competition Law Statement

- We are here to discuss relevant issues for FINAT members. For this purpose we have put together an agenda. We will stick to the agenda and limit our conversation and the exchange of information to what is strictly necessary to achieve the scope mentioned in the agenda.
- We remind you that companies that have attended this meeting remain competitors in the broader scheme of things and operate independently. Attendance here is conditioned on your assurance and ongoing compliance with the requirement that none of you discuss with each other your commercial terms with any of your customers or with your own suppliers (including, without limitation: prices, rebates, freight, volumes, territories, or any other competitive or potentially competitive terms).
- We need to avoid and prevent the exchange of information or the entering into (formal or informal) agreements on matters such as (but not limited to): prices in the current market place (including any component of price, price levels, rates, discounts, rebates, costs etc.), allocating markets (by geography, product, customers), coordinating (pending or future) bid opportunities, jointly boycotting any customers or suppliers or distributors, current or future marketing plans or strategies (including production volumes), manufacturing or sales costs, R&D plans, sales forecasts, plans for territorial expansion or capital investment plans, or customer-specific detailed sales information or terms of contracts.
- The most important competition law do's and don'ts are also available at <https://www.finat.com/documents/690/finat-antitrust-guidelines-2020.pdf>
- Further please always follow your company's internal antitrust and competition policies. We expect you to consult with, and follow, your own company's policies and any guidance you may have received.

1. Opening
2. Minutes General Assembly 2020 part 1
3. Financial Matters
4. Updates
5. Other Matters
6. Closure



FINAT

Linking the Label Community

1. OPENING

The association for the European self-adhesive labelling and adjacent industries

Members - Article 4

4.1. The Association comprises the following member types:

Ordinary Members

4.1.1. **Category A:** label and narrow-web converters

4.1.2. **Category B:** manufacturers of self-adhesive and other narrow web substrates, presses, inks, dies, application machinery, auxiliary equipment and materials

Extraordinary Members

4.1.3. **Category C:** manufacturers of papers, films, foils, adhesives, silicones, release liners, coating equipment, service providers

4.1.4. **Category D:** national associations of label manufacturers, institutes, information media

4.1.5. **Category E:** Honorary Members, elected by the General Assembly, following a Board proposal. Election is for an indefinite period. Honorary Members are exempted from paying the FINAT membership fee.

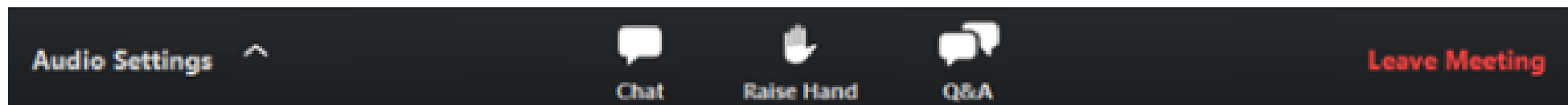
4.2. All members are entitled to attend the General Assembly.

4.3. Only Ordinary Members (categories A and B), as well as category C members active in one or more of FINAT's permanent committees exercise voting right and are eligible to Board membership.

- 12.8. At the General Assembly member firms may be represented by persons belonging to their management, or by persons who carry an authorisation of their management.
- 12.9. The General Assembly takes decisions by a simple majority of the voting members present or represented as per 4.3. of these articles.
- 12.10. Every member has the right to submit proposals for discussion at the General Assembly. Such proposals are to be addressed to the Secretariat at least 40 days prior to the meeting.
- 12.11. A Member may be authorised to vote on behalf of another Member via a written proxy submitted to the secretariat prior to the General Assembly. The requirement of a written proxy is considered to have been met in case the proxy has been submitted electronically.
- 12.12. A Member entitled to vote but unable to attend the General Assembly personally may cast his vote via electronic means of communication in case this medium allows the identification of the Member, the ability to take notice of the proceedings real-time as well as the ability to cast votes electronically.
- 12.13. Votes that have been cast electronically prior to but less than 30 days before the General Assembly are considered to equal votes cast at the time of the General Assembly.
- 12.14. The use of electronic means of communication for voting during the General Assembly may be subject to conditions as laid down in separate House Rules.

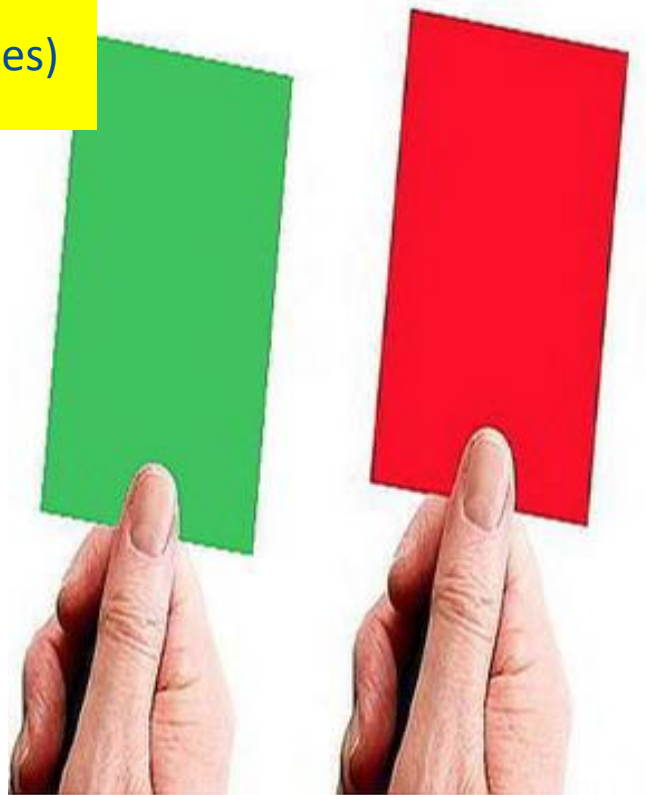
Zoom Webinar system: guidelines

- You have a control panel at the bottom of your Zoom screen.
- Questions can be asked by clicking on the 'Q&A' (preferred) or 'Raise Hand' button during the meeting.
- Participants are muted by default. In case of Raise Hand, the meeting host can unmute the requester.
- Voting will be done via the poll function. Only members eligible to vote can take part in voting. They have been notified in advance via email.
- This session will be recorded.



Votes please

38 registrations, of which
24 voting companies (including proxies)





FINAT

Linking the Label Community

2. MINUTES

The association for the European self-adhesive labelling and adjacent industries

- Held 27 August 2020 via Zoom
- Posted on the [Members-Only Workspace](#)

POLL 1
Minutes 2020 part 1





FINAT

Linking the Label Community

5. FINANCIAL MATTERS

The association for the European self-adhesive labelling and adjacent industries

3. FINAT Financials

2020 update

- GA 27 August:
 - Discharge 2019
 - Updated projection 2020
 - Budget 2021 approval postponed till autumn

Revised, Covid-19 projection 2020

		2019			2020		
		Budget	Update	Difference	Budget	Projection	Difference
		x € 1,000					
Revenues							
	Membership fees	500	492	-8	501	471	-29
	Events	306	321	15	376	49	-327
	Labelexpo	400	414	14	0	0	0
	Other	65	59	-6	58	18	-40
	Total	1.270	1.285	15	935	539	-396
Expenses							
	Ordinary Activities	966	973	-8	977	514	463
	Strategic Projects	151	108	43	104	138	-34
	Total	1.117	1.082	35	1.082	652	429
Result before tax		153	203	50	-147	-114	33
Capital at year-end		557	607	50	460	493	33

Comments

- No *paid* 'live seminar in Barcelona in March, instead a *free* online seminar in December
- Advance payment Crowne Plaza Barcelona pending: € 60K on balance sheet (to be consumed before April 2022)
- Cancellation ELF 2020 Rome: down payment Sheraton (€ 95K) returned to FINAT account, only F&B outside evening pending
- No physical meetings in 2020, savings on meeting and accommodation as well as travel cost and time
- Lower sponsoring and advertising (no events, no Yearbook)
- 15% reduction on management fee secretariat
- Part of spare capacity was used to enhance support recycling, regulatory affairs and develop enhanced online presence FINAT (technology!)
- At strategic level: FINAT as legal entity and financial hub for CELAB Europe: net expense maximized at € 10K (as 'founding member)

Bottom Line:

- **Net overall result projected -/- € 115K instead of -/- € 145K (in a non-Labelexpo year)**
- **Capital at year end € 495K – within critical boundaries € 400K - € 650K**

Membership fees 2021

- **Label Manufacturers (category A according to the FINAT Articles of Association)**

Classes based on **group** turnover in self-adhesive labels:

		2020	2021
Turnover up to EURO 2.5 mln.	EURO	350	350
Turnover EURO 2.5 mln. till EURO 12.5 mln.	EURO	695	695
Turnover EURO 12.5 mln. till EURO 50 mln.	EURO	1,380	1,380
Turnover EURO 50 mln. and more	EURO	2,300	2,300

- **Direct suppliers to label printers (category B)**

Classes based on **group** turnover in the self-adhesive label industry:

Turnover up to EURO 5 mln.	EURO	1,030	1,030
Turnover EURO 5 mln. till EURO 25 mln.	EURO	2,065	2,065
Turnover EURO 25 mln. till EURO 50 mln.	EURO	4,125	4,125
Turnover EURO 50 mln. and more	EURO	6,875	6,875

- **Indirect suppliers to label printers (category C)**

EURO 2,065

- **Affiliated members (category D)**

no charge

Comments

- Unchanged fees in 2021
- Online programmes free in 2021
- Membership fee and overall funding structure FINAT to be reviewed in 2021 going forward

Financials 2019-2020

Baseline budget 2021

		2019			2020			2021
		Budget	Update	Difference	Budget	Projection	Difference	Baseline
		x € 1,000						
Revenues								
	Membership fees	500	492	-8	501	471	-29	470
	Events	306	321	15	376	49	-327	61
	Labelexpo	400	414	14	0	0	0	350
	Other	65	59	-6	58	18	-40	69
	Total	1.270	1.285	15	935	539	-396	950
Expenses								
	Ordinary Activities	966	973	-8	977	514	463	731
	Strategic Projects	151	108	43	104	138	-34	113
	Total	1.117	1.082	35	1.082	652	429	844
Result before tax		153	203	50	-147	-114	33	106
Capital at year-end		557	607	50	460	493	33	599

Comments

- Stable membership
- No travel and meeting in 1st half of 2021
- Relaxation of corona measures in 2nd half (vaccines)
- No live, but online ELF in May/June
- Labelexpo Europe in September
- Board and Committee meetings online until the summer
- No new commitments beyond 2021 yet
- Use 2021 to develop new programmes and business models to adapt the association to the hybrid 'new normal'
- In the 2nd half of 2021 resume normal 'live' programmes unless corona restrictions are continued
- Confirmation of programme 2nd half of 2021 latest in 2nd quarter of 2021.

POLL 2 Membership fees 2021



POLL 3
Baseline budget 2021





FINAT

Linking the Label Community

6. OTHER MATTERS

The association for the European self-adhesive labelling and adjacent industries

4. Updates

Upcoming events (repeated)

2020

- FINAT Label Awards Ceremony: Thursday 26 November, 16.00 – 17.00 hrs. CET
- FINAT online Technical Seminar: 1, 2 & 3 December, 14.30 – 17.30 hrs. CET
- FINAT Regulatory Affairs briefing (webinar): 15 December, 13.00 – 14.00 hrs. CET

2021

- Bi-weekly FINAT webinars and briefings in 2021 (schedule to be announced)
- FINAT online European Label Forum 2020, 31 May – 4 June, 15.00 – 17.00 hrs. CET
- Labelexpo Europe: Brussels, 21 – 24 September 2021



FINAT

Linking the Label Community

5. OTHER MATTERS

The association for the European self-adhesive labelling and adjacent industries



FINAT

Linking the Label Community

6. CLOSURE

The association for the European self-adhesive labelling and adjacent industries



FINAT

Linking the Label Community

Coming up in a few minutes via livestream on www.FINAT.com!!

LABEL COMPETITION

2020

Awards Ceremony