



General Meeting 13.09.2019

Luxembourg

Handout

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Agenda

- 1) Opening and welcome
- 2) Confirmation of quorum and number of present members
- 3) Approval of the agenda and/or agenda items modified
- 4) Election of the Voting Committee
- 5) Approval of the minutes of last meeting in Lyon (published in the ESU Magazine, edition 03-2018 and ESU Website) **see attachment at the end of the handout**
- 6) Executive Committee progress report
- 7) Regional reports
 - Germany
 - France
 - Italy
 - Swiss
- 8) Financial report 2018 and budget plan 2019/2020
- 9) Cash audit report
- 10.1) Discussion and approval of the reports
- 10.2) Discharge of the Management Board
- 11) Election of the board (Re-election is possible)
 - 1.Chairman
 - 2.Chairman
 - 3.Chairman
- 12) Election of two cash auditors (Re-election is possible)
- 13) Amount of membership fees 2020
- 14) Amendments to the ESU-Rules: Relocation of the seat of the association
- 15) Approval of date and place for next General Meeting 2020
- 16) Approval of date and place for next Technology Forum 2021
- 17) Miscellaneous

Remark: Petitions on the general annual meeting and proposals for further agenda items shall be submitted to the Executive board in writing and well-founded at least 15 (in words: fifteen) days before the date of the general annual meeting (acc. to article § 9.4)

Meerbusch, 20.06.2019

Patrick Gil	Martin Rönngard	Marcel Tigchelaar	Jennifer Vossen
1.Chairman	2. Chairman	Treasurer	Secretary



Executive Committee report

Dear Members,

I want to thank you for your participation in our General Meeting and welcome you to this new meeting format. We wanted it to be warmer, more friendly, but above all more open and – we hope – more interactive.

During our 2018/2019 General meeting in Lyon, I shared with you my impressions about the activity of our association. On this occasion, I compared the cruise ship in calm water on which we navigated with the activity of the Executive Board of the ESU : we work studiously, with serenity, but we surely move forward.

The exercise that ends now is proving to be the same for our association.

However, for our members, as for the entire industrial activity in Europe, the sea is much more agitated. In this last year, takeovers or participations - by European or non-European players - in companies of our sector have significantly increased. In addition to a tense international market, many of our members are facing an increased competition resulting from mergers and acquisitions and the arrival of new operators. The market is concentrating and slowly redrawing itself on a European and global scale, that's a fact.

As I have always done, I encourage you to get involved in these changes, by making the most of ESU in terms of networking, cooperation and experience exchanges, and finally be stronger to face these new global challenges. In this place, at this very moment, positive partnerships can be built between members, which will change their future strategy.

Strengthen your positions, densify your network - you can also do this by actively participating in ESU projects at a European level, or in local projects promoted by your national associations. The Editorial Board of the ESU Magazine is always looking for technical contributions (I would like to thank everyone already involved), and the ESUpedia working group is also looking for benevolent "companions in arms". Take advantage of these opportunities!

Back to the association's work:

The number of our members remains almost unchanged this year, with 126 members. Without wanting to anticipate Marcel's report, I can already tell you that - from a financial point of view - the difficult years are now behind us, since the Association produces a balanced result this year. This situation is the result of many changes in the office, but also savings in different areas, without affecting the level of our services.

This year, we have obviously focused on the organization of the Technology Forum. The consequences of the economic climate are felt here too, since we have a deficit of four exhibitors. We are, however, certain that this forum keeps its level of interest at least entire.

There may be some changes in the Executive Board today, especially with the candidacy of Mr. Frédéric Ohmes von Mertens as 3rd Vice President. Mr. Ohmes von Mertens is well known by our members for his work at Essmann + Schaefer, and definitely represents an enrichment for the Office with his enthusiasm, his knowledge of the market and his international experience. With the election of a new third vice-president, the Office would thus be complete again. I therefore suggest you to support the election of Mr. Ohmes von Mertens.

Thank you very much for your attention.

Patrick Gil
1. Chairman



Annual Report FDS

Dear members and colleagues,

at the last general meeting we pointed out the difficult economic situation in our industry . Unfortunately, the entire national and international environment has now become much more tense. However, this has had no effect on the number of our members; there were no new terminations for 2019. In Lyon we still had to announce that 6 members have not paid their fees for at least 2 years, but this year there are only 3. Altogether the FDS has 49 active members.

In Lyon, our members had agreed to a special budget to revise the sample terms and conditions. The project is now finished, the new terms and conditions were sent to our members by mail. Fortunately the costs were clearly below the approved budget.

Also approved in Lyon was the 2nd edition of the ESUpedia in the amount of 500 copies. The order was also executed in the board year 2018/2019, the current stock on 31.08.2019 amounted to 506 books.

A final appeal for the co-creation of ESUpedia. According to our article in ESU Magazine, there were national and international signals of support. We will now go to the compilation of the working groups. You should take this opportunity to network and exchange experiences with other members.

From various discussions with our members, we have gained the impression that the interest in the association's work is increasing a little again. So if you have further suggestions as to what the association can do in the interests of its members, please let us know.

Thank you very much for your attention.

Marco Klaus
1st Chairman



Report AFF 2018/2019

Dear colleagues, dear suppliers and dear competitors, who are also colleagues,

since September 2018 we've had good and not so good news.

Among the good news is that the overall growth of the French economy has allowed us to keep the sales volume of tools at an acceptable level.

Among the not so good ones is the fact that price levels has not gone up, quite the opposite.

Let's get back to the good news: only one cutting die manufacturer in France has given up. This is really good news, even if some would wish for more!

What's also worth taking note: we had great difficulties to mobilise the association members in France.

Among the good news, however, we welcome the large group of French diemakers, whose ranks are well filled for this event, as we have rarely seen before.

It is this contradictory overall picture, which is nevertheless predominantly positive, that should lead us to redefine the mission of our French association more clearly and anew.

It is a meeting place, which is paradoxical for a professional sector with so few players.

It is a source of general, regulatory or economic information.

It is the indispensable regional level within the European association that organises this Technology Forum.

Due to its transnational nature, only the European organisation can be a qualified contact for addressing technical and pricing problems with the associations in which our customers are grouped.

I would like to take this opportunity to thank the organisers and the ESU itself for making this meeting so informative and entertaining.

Report ESU-EDA Italy



Dear colleagues,

I am honored to be here as president representing the Italian die-making association, and with peers from other European countries, in such an important event as the Technology Forum. In fact, every two years it allows us to present our members with the best of our industry. But first of all, please let me convey you the warmest greetings from our Italian members.

Esu Eda Italy is still a small association and, as you all know, our business is not a world of large numbers. We have 10 die-makers with us, between founders and ordinary members, 3 supporting members and 1 honorary member.

In general, the market situation has slowly stabilized, there are no major changes and we have recovered normal working conditions. Critical points remain those characteristic of our sector: tight margins and delivery times that have become shorter and shorter.

We are not particularly worried: these are facts common to many of the companies attending this meeting. They are simply signs of an evolving market which nonetheless encourage us to pay a greater attention.

There are no situations that recur over time. If in the past few years we could trust a certain cyclic nature of the market that allowed us to schedule work and staff holidays in certain slow work periods, today those rules are no longer valid, we must do evaluations in the continuum because the market moves in unpredictable ways, consequently flexibility is mandatory.

The role of the association is to keep alive a profitable discussion among its members, collect data from the market and deliver new ideas and inspire his members. The Technology Forum is a chance to meet and appreciate the best of technology and we are grateful to Esu Europe for its commitment in organizing this event. Next year we will have another important meeting at Drupa 2020 and that great international showcase will certainly bring us great innovations, too.

Esu-Eda Italy is closely monitoring the development of Bobst certification project, which has been gaining momentum in various meetings with Italian die-makers for some time. In our annual meetings we are insisting that education and training of operators in our sector is fundamental, together with the relationships we build with other associations of related sectors both in Italy and abroad. Our commitment in this regard is maximum.

From my side, I am convinced that this represents our future, and that to become stronger, we need to collaborate and share information, while maintaining our own special characteristics.

A special thank to all Italian members present as exhibitors or just as visitors.

Thanks for your attention and I wish you all the best for your work.

Mario Sanges

President of ESU-EDA ITALY

Annual report of the Swiss cutting-die manufacturers



As every year, our association carried out its AGM over an evening meal.

The main subjects discussed were:

- The closure of production at Marbach Stanzformtechnik AG in Sempach.
- Activities planned for 2020.

Roger Styner
1st chairman

Financial plan 2018/2019



Membership fees

In total, the ESU and the national associations have 126 members, of whom 6 have not paid their membership fee yet. The financial forecast for 2019 and 2020 therefore does not include the Contributions from these members.

ESU Magazine and Technology Forum

The results for these two areas are presented before the general costs, that means the expenses of the office are not included here.

ESU Magazine

Layout and printing costs increased significantly in 2018 compared to 2017, mainly due to the higher number of pages due to translations. In return, we were able to significantly reduce the cost of these translations in 2018 and 2019 by taking over some translations, partly by the office, partly by national associations. From issue 3/2019 onwards, the layout and support of advertising customers will be handled by the office. We expect this to lead to further savings of around €1000 per issue. As a result, the magazine is in a good financial position overall.

Technology Forum

Despite slightly lower revenues, we expect a good bottom line result for the Technology Forum. Here, too, it will be noticeable that some outsourced activities have now been handled by the office.

General costs

As announced, the general costs have decreased significantly compared to 2017. Although the office now carries out much more activities itself, such as the programming and updating the homepage, design of the magazine, translations, etc., the costs in 2018, 2019 and 2020 are significantly lower than those of the years 2016 and 2017.

Summary

At the general meeting 2018 in Lyon we gave you an expected result for 2018 in the amount of -1,663.00 €. The present earnings analysis by SJS Wirtschaftsprüfungsgesellschaft, Cologne, shows a result of € +158.84, which is € +1.821,84 above our expectations. For 2019, our forecast was + € 4,836.00. We are pleased that we expect an improved result here as well and correct our expectation to + € 6,808.00, which represents an improvement of € 1,972.00. However, imponderables are always to be expected at an event such as the Technology Forum. For now, however, we continue to expect a significant profit for 2019.

After a few years of negative financial statements, for 2018 we can now present, albeit with only a very small, positive result. We remain optimistic for the future. Of course, our thanks also goes to former board members, who have contributed their part to this.

At 31.12.2017, the balance on bank accounts was € 50,501.86, the inventory of the association € 1,037.00 and the cash account 0.00 €.

At 31.12.2018, the balance on bank accounts was € 51,453.04, the inventory of the association € 1,037.00 and the cash account 80.66 €.

An increase in membership fees is therefore still again not up for debate.

Thank you for your attention

Marcel Tigchelaar
Treasurer

		2016	2017	2018	2018	2019	2019	2020
GM = General meeting		Financial statement	Financial statement	Plan GM 2018	Financial statement	Plan GM 2018	Plan GM 2019	Plan GM 2019
Association section								
Membership fees	national associations	29.757,90 €	27.890,90 €		26.069,20 €		27.000,00 €	
	direct ESU members	18.365,00 €	17.380,00 €		19.382,00 €		19.371,00 €	
	rent	113,33 €	0,00 €		165,00 €		0,00 €	
Association section income total		48.236,23 €	45.270,90 €	45.510,00 €	45.616,20 €	44.000,00 €	46.371,00 €	46.000,00 €
Economic section								
ESU magazine		2016	2017	2018	2018	2019	2019	2020
Income	Advertisement	43.446,14 €	26.764,75 €	42.000,00 €	43.110,05 €	42.000,00 €	42.000,00 €	42.000,00 €
Cost	Layout	-11.880,00 €	-8.990,00 €	-12.000,00 €	-13.940,00 €	-12.000,00 €	-12.000,00 €	-9.000,00 €
	Printing	-6.808,95 €	-5.171,09 €	-7.000,00 €	-7.243,17 €	-7.000,00 €	-7.000,00 €	-8.000,00 €
	Shipping	-3.417,12 €	-3.512,93 €	-3.500,00 €	-3.468,72 €	-3.500,00 €	-3.500,00 €	-3.800,00 €
	Translation	0,00 €	0,00 €	-7.000,00 €	-4.690,53 €	-7.000,00 €	-3.500,00 €	-3.500,00 €
Result ESU Magazine, before general costs		21.340,07 €	9.090,73 €	12.500,00 €	13.767,63 €	12.500,00 €	16.000,00 €	17.700,00 €
Technology Forum		2016	2017	2018	2018	2019	2019	2020
Income	exhibition stands, dinner, entrance	400,00 €	139.973,29 €	0,00 €	0,00 €	135.000,00 €	124.000,00 €	0,00 €
Cost	Luxexpo	0,00 €	-85.268,03 €	0,00 €	0,00 €	-86.000,00 €	-78.000,00 €	0,00 €
	Logistics and other services	0,00 €	-22.477,51 €	0,00 €	0,00 €	-24.000,00 €	-24.000,00 €	0,00 €
Result Technology Forum before general costs		400,00 €	32.227,75 €	0,00 €	0,00 €	25.000,00 €	22.000,00 €	0,00 €
Economic section total, before general costs		21.740,07 €	41.318,48 €	12.500,00 €	13.767,63 €	37.500,00 €	38.000,00 €	17.700,00 €
General Costs								
		2016	2017	2018	2018	2019	2019	2020
Personal Costs		-47.316,91 €	-58.827,29 €	-38.000,00 €	-38.654,43 €	-48.000,00 €	-50.000,00 €	-40.000,00 €
Cost general and boardmeetings		-13.197,64 €	-10.309,82 €	-10.000,00 €	-10.878,54 €	-11.000,00 €	-8.500,00 €	-10.000,00 €
value added tax		-6.637,91 €	-6.571,93 €	-4.000,00 €	-3.007,38 €	-5.000,00 €	-8.500,00 €	-4.000,00 €
legal and tax consulting		-3.477,69 €	-1.232,50 €	-2.000,00 €	-3.223,51 €	-2.500,00 €	-3.500,00 €	-3.500,00 €
Rent office		-1.800,00 €	0,00 €	0,00 €	0,00 €	0,00 €	0,00 €	0,00 €
Office / Postage / Phone etc.		-3.494,98 €	-1.353,57 €	-300,00 €	-300,00 €	-500,00 €	-400,00 €	-400,00 €
Advertising		-2.460,79 €	-1.720,76 €	0,00 €	0,00 €	-3.000,00 €	-2.500,00 €	0,00 €
Travel		-3.475,38 €	-5.898,05 €	-4.000,00 €	-1.929,90 €	-5.000,00 €	-2.500,00 €	-2.500,00 €
depreciation		-757,33 €	-873,00 €	-873,00 €	-873,00 €	-164,00 €	-164,00 €	-164,00 €
others		-2.859,66 €	-844,32 €	-500,00 €	-358,23 €	-1.500,00 €	-1.500,00 €	-1.500,00 €
General Costs total		-85.478,29 €	-87.631,24 €	-59.673,00 €	-59.224,99 €	-76.664,00 €	-77.564,00 €	-62.064,00 €
=====								
Total		-15.501,99 €	-1.041,86 €	-1.663,00 €	158,84 €	4.836,00 €	6.807,00 €	1.636,00 €

ESU Cash Audit 2018



In order to save travel costs, the documents for the cash audit for the 2018 financial year were again sent this year, partly by e-mail and partly by post. The cash audit therefore took place separately on several days in August and September 2019.

The following audit documents were available:

Incoming and outgoing invoices, cash vouchers - 2018

Account statements Postbank 2018

Posting accounts 2018

Profit calculation of the auditing company SJS from Cologne for the year 2018

The documents were first examined by Mr Berger and then by Mrs Petersen.

Altogether 2 documents were missing , but could be delivered immediately on request by mail. All queries could be conclusively clarified.

Altogether no irregularities could be found, all examined transactions were properly processed and booked.

The documents are now back at the office in Meerbusch.

Hendrik Berger
Kassenprüfer

Heike Petersen
Kassenprüferin

Daniel Reucher
Geschäftsstelle



Protokoll Mitgliederversammlung Lyon 2018

Minutes General Meeting Lyon 2018

Protocole Assemblée générale Lyon 2018

Protocollo Assemblea generale Lyon 2018

Official minutes of the ESU / EDA Annual Assembly of 14 September 2018 in Lyon/France

Start : 10.30 a.m.

End : 12:00 p.m.



1.) Welcome and opening by the 1st Chairman of ESU, Mr. Patrick Gil, at 10.00 a.m. As according to our articles of association the required number of members (50% of members entitled to vote) were not present, the meeting started after a waiting time of 30 minutes.

28 members from different countries had travelled to Lyon to attend the annual assembly.

Contributions were distributed in handouts in English/French/Italian and German.

This time we are having the meeting on a boat. This is also symbolic, that die-makers, suppliers and machine producers are sitting in the same boat.

2.) Confirmation of quorum and the number of members entitled to vote

Mr. Gil announced the quorum of the assembly. 24 members were entitled to vote.

3.) Approval of the agenda and /or agenda items modified (Attachment 1**)**

According to 9.3 of the statute, an invitation of the members with announcement of the agenda must be made at least 30 days before the general meeting. This was done by corresponding publication in the ESU Magazine 02/2018, as well as by email on 06.08.2018 and publication on the homepage since June 2018.

The meeting was thus convened according to the statutes.

The members approved the agenda - without any changes- unanimously.

4.) Election of an election committee

Mr. Stephan, Mr. Sequinet and Mr. Klaus were proposed and unanimously elected.

5.) Approval of the minutes of the last meeting in Luxembourg of 15 September 2017

(published in the ESUMagazine, edition December 2017, as well as on the ESU website).

The minutes were unanimously adopted.

6.) Executive Committee progress report (Patrik Gil)

The board year 2017/2018 began during the technology forum. 31 exhibitors on 640 m² of exhibition space formed the highest point in the history of the Technology Forum. The resonance on the forum was very positive for both - the exhibitors and the visitors.

The transfer of the office was also completed with the end of the Technology Forum. Only the editorial staff of the ESU magazine was managed by Mr. Hogrefe until 31.12.2017. Since the first issue in 2018, editorial responsibility has now also been assigned to Mr. Reucher. Issue 1-2018 also included the decision of the Executive Board to translate the most important articles into French, Italian and English. At the same time layout became more modern and the focus more on modern developments / technology. The development around Industry 4.0 this year ran like a red thread through our media and finds its temporary climax with today's presentation of the Fraunhofer Institute, represented by Mr. Frank Schieck.

In order to design an even more interesting magazine, an even more demanding homepage, the office still relies on the help of its members. I would therefore ask you again to offer your support by providing articles or other interesting contributions. Help by the translations of the articles in the magazine is also welcome in order to possibly reduce the editorial costs a little.

The today still outstanding boat trip symbolizes the past year of the board. All in all, the business of the ESU was in calm waters, but yet a lot could be moved. The members of the board are working very harmoniously together and pending topics are extensively discussed, for example by e-mail.

Therefore, we were able to reduce board meetings and associated costs to a minimum and only met twice in Meerbusch for a board meeting.

The board work for the ESU is in the current constellation, and I believe that I speak for the entire board, a pure joy. I can only encourage you to get involved. Why not vote today for one of the posts to be awarded? Time on the board is always an opportunity for new, positive experiences.

7.) Regional reports (**Attachment 2**)
 - Germany - France - Italy- Swiss

8.) Financial report 2017 and budget plan 2018/2019

Association section				
	2017	2016	2018	2019
Membership fees				
national associations	27.890,90 €	29.757,90 €		
direkte ESU members	17.380,00 €	18.365,00 €		
rent		113,33 €		
	=====	=====	=====	=====
Association section income total	45.270,90 €	48.236,23 €	45.510,00 €	44.000,00 €
Economic section				
ESU magazine				
	2017	2016	2018	2019
Income				
Advertisement	26.764,75 €	43.446,14 €	42.000,00 €	42.000,00 €
Cost				
Layout	-8.990,00 €	-11.880,00 €	-12.000,00 €	-12.000,00 €
Printing	-5.171,09 €	-6.808,95 €	-7.000,00 €	-7.000,00 €
Shipping	-3.512,93 €	-3.417,12 €	-3.500,00 €	-3.500,00 €
Translation	0,00 €	0,00 €	-7.000,00 €	-7.000,00 €
	=====	=====	=====	=====
Result ESU Magazine, before general costs	9.090,73 €	21.340,07 €	12.500,00 €	12.500,00 €
Technology Forum				
	2017	2016	2018	2019
Income				
exhibition stands, dinner, entrance	139.973,29 €	400,00 €	0,00 €	135.000,00 €
Cost				
Luxexpo	-85.268,03 €	0,00 €	0,00 €	-86.000,00 €
Logistics and other services	-22.477,51 €	0,00 €	0,00 €	-24.000,00 €
	=====	=====	=====	=====
Result Technology Forum before general costs	32.227,75 €	400,00 €	0,00 €	25.000,00 €
Economic section total, before general costs	41.318,48 €	21.740,07 €	12.500,00 €	37.500,00 €
General Costs				
	2017	2016	2018	2019
Personal Costs	-58.827,29 €	-47.316,91 €	-38.000,00 €	-48.000,00 €
Cost general and boardmeetings	-10.309,82 €	-13.197,64 €	-10.000,00 €	-11.000,00 €
value added tax	-6.571,93 €	-6.637,91 €	-4.000,00 €	-5.000,00 €
legal and tax consulting	-1.232,50 €	-3.477,69 €	-2.000,00 €	-2.500,00 €
Rent office	0,00 €	-1.800,00 €	0,00 €	0,00 €
Office / Postage / Phone etc.	-1.353,57 €	-3.494,98 €	-300,00 €	-500,00 €
Advertising	-1.720,76 €	-2.460,79 €	0,00 €	-3.000,00 €
Travel	-5.898,05 €	-3.475,38 €	-4.000,00 €	-5.000,00 €
depreciation	-873,00 €	-757,33 €	-873,00 €	-164,00 €
others	-844,32 €	-2.859,66 €	-500,00 €	-1.500,00 €
	=====	=====	=====	=====
General Costs total	-87.631,24 €	-85.478,29 €	-59.673,00 €	-76.664,00 €
=====				
Total	-1.041,86 €	-15.501,99 €	-1.663,00 €	4.836,00 €
Published General Meeting 2017 :	-1.697,36 €		-3.425,00 €	
Change to published 2017:	655,50 €		1.762,00 €	

Membership fees

In total, the association has 130 members, but 9 of them have not paid their contributions. The financial plans for 2018 and 2019 did not take into account the contributions of these 9 members.

ESU Magazine

The low 2017 value of € 26,764.75 revenue is due to the fact that the ads of the edition 4/2016 almost all were paid in 2016, and the same of the issue 4/2017 all in 2018. Furthermore, a member did not pay the invoices for Advertisements 2017. Overall, we will have higher costs in 2018 and 2019 due to translations into French and Italian. In the long run, however, we also expect higher advertising revenues.

Technology Forum

Revenues are expected to be slightly lower in 2019, as the member who did not pay for the advertising in ESU Magazine was also a 2016 exhibitor, but is no longer allowed to exhibit at the Forum.

General costs

The general costs will decrease significantly in 2018 and 2019, as the office is now only managed by Mr Reucher.

Summary

At the General Meeting 2017 in Luxembourg we gave you an expected result of € -1,697.36 for 2017. The present earnings analysis by SJS Wirtschaftsprüfungsgesellschaft, Cologne, shows a result of € -1,041.86, which is € +655.50 above our expectations. For 2018, our forecast for 2017 was € -3,425.00. We are also pleased to be able to correct this expected result by € +1,762.00 to € - 1,663.00.

All in all, we expect a nearly balanced result for 2018 and a clear increase at the end of 2019.

At 31.12.2016, the balance on bank accounts was € 50,670.72 and the inventory of the association € 1,910.00 .

At 31.12.2017, the balance on bank accounts was € 50,501.86 and the inventory of the association € 1,037.00 .

Because of the association is financially well placed and able to operate reasonably with the available resources, an increase in membership fees is therefore currently not up for debate.

9.) Cash audit report

In order to save travel costs, the documents for the cash audit for the 2017 financial year were sent partly by e-mail and partly by post. The cash audit therefore took place separately on several days in the months of July and August 2018

The following examination documents were available:

- Incoming and outgoing invoices, cash receipts – 2017
- Account statements Postbank 2017
- Accounts and booking journals 2017
- Determination of the profit of the auditing company SJS from Cologne for the year 2017

The documents were first examined by Mr Berger, then by Mrs Petersen.

Altogether there were 8 documents missing, which could be replenished however on request by e-mail immediately. All questions could be clarified conclusively.

With a payment to Luxexpo it came to an overpayment of 20,00 €, which however already on 24.05.2018 of Luxexpo was paid back.

Overall, no irregularities were detected and all audited transactions were properly processed and booked.

The documents are now back in the office in Meerbusch.

10.1) Discussion and approval of the reports

The members approved the reports unanimously.

10.2) Discharge of the management board

The members discharged the board management unanimously.

11.) Election

- **3rd Chairman**

Mr. Gil asked members present, whether anyone would be prepared to assume the function of 3rd Chairman. Unfortunately no candidate was available. Thus the position remains vacant.

- **Treasurer**

Mr. Tigchelaar was once again available for the office and was unanimously confirmed for another 2 years.

Mr. Tigchelaar accepted the election.

- **Secretary**

Mrs. Vossen was willing to candidate for the office as secretary.

Mrs. Vossen was unanimously elected for 2 years.

She thanked the members and accepted the election.

12.) Amount of membership fees 2019

Due to the relatively balanced budgets, the board sees no reason to change the contributions. The members approved the unchanged fees for 2019 unanimously.

13.) Approval of date and place for the next General Meeting 2019

For the next General Meeting, the board suggested the 13th – 14th September 2019 in Luxembourg. The members approved that suggestion unanimously.

14.) Miscellaneous

For this point there have been no comments by the members.

1st Chairman Patrick Gil

Secretary Harald Sternberg

Attachment 1 - Agenda point 3 – Agenda

Beginning of the meeting 10:30 am **Agenda**

- 1) Opening and welcome
 - 2) Confirmation of quorum and number of present members
 - 3) Approval of the agenda and/or agenda items modified
 - 4) Election of the Voting Committee
 - 5) Approval of the minutes of last meeting in Luxemburg, 15. September 2017 (published in the ESU Magazine, edition December 2017 and ESU Website)
 - 6) Executive Committee progress report
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 - Germany
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 - 11) Election
 - 3.Chairman
 - Treasurer
 - Secretary
 - 12) Amount of membership fees 2019
 - 13) Approval of date and place for next General Meeting 2019
 - 14) Miscellaneous
- Remark: Petitions on the general annual meeting and proposals for further agenda items shall be submitted to the Executive board in writing and well-founded at least 15 (in words: fifteen) days before the date of the general annual meeting (acc. to article § 9.4)

Meerbusch, 15.06.2018

Patrick Gil, 1.Chairman - Marcel Tigchelaar, Treasurer - Harald Stangenberg, Secretary

Attachment 2 - Agenda point 7 – National reports

Annual report of the FDS - Germany

Dear Members, Colleagues,

there was no reason for euphoria in the board year 2017/2018. At the last General Meeting we told our members that we would like to organize regional meetings. Unfortunately in personal conversations we had to learn that there was no special interest. At the same time, however, we also noticed that for many members the economic situation, contrary to the overall economic situation in Germany, is becoming increasingly difficult. This is also clear from the fact that by the end of August 6 members have not yet paid their contribution 2018. Against 1 member, which left the association on 31.12.2017, we even had to obtain an enforcement order for the membership fee of past years. Therefore, next year we will work again for an informative exchange between our members. We will continue to seek members to engage in dialogue and perhaps launch joint projects, or to think together about synergies and cost savings.

Today the association has 53 members, of which 4 have terminated their membership on 31.12.2018.

The development of ESUpedia is positive. 73 were sold in 2017 and 44 in 2018 so far. Almost all of the ESUpedias were sold to ESU members in 2017, most of them in 2018 went to vocational schools or non-associations companies. The ESUpedia is now also noted across our association. The working group on the revision of the compendium has already assembled and discussed the items to be revised. For further suggestions and suggestions regarding a revised edition, please contact us via our office: d.reucher@esuinfo.org.

Marco Klaus, 1st Chairman

Annual report of the AFF 2017/2018 - France

The year 2017 ended as it had begun, with a steady flow of business. All in all, 2017 was a good year in terms of volume. From the beginning of 2018, a certain doldrums became noticeable. This decline is now continuing in the second and third quarters.

The flat cut (solid and corrugated board) will be hit harder in 2018, while rotary cutting will still benefit from the cartonboard manufacturers' investments in this area.

New machines should be introduced soon, especially a Mitsubishi cutter is on everyone's lips.

The POS advertising business is still very subdued. Commercial pressure suffers from web development and this trend is becoming more and more prevalent.

The trend towards corporate concentration remains the most noticeable phenomenon, both - in solid and corrugated board.

Although hardly reliable source information is available, it can be assumed that the total volume of tools is at least stable. Tools are increasingly becoming total solutions for packaging production. The challenge is to change the tool accounting mode. It should no longer be charged the total sum of the items, but the way of use should be revalued.

At the moment, it is still difficult to include the costs or the cost increases in the calculations.

The number of die makers in France has fallen in the last 12 months. Three companies no longer exist. In the first case: cessation of business activity "cutting forms" at a printing plate manufacturer; in the second case: retirement due to which it was not possible to take over the business; and finally, in the third case: simply a task.

The association life of AFF since our last meeting a year ago in Luxembourg is quite difficult. Despite of two attempts, there was no way to come together. Some did not want to renew their membership. Obviously, a kind of weariness and day-to-day business are the reasons for these decisions, which we can only regret.

On the contrary, the situation should encourage contact and exchange, two essential components of general association life. This would strengthen individual and collective cohesion.

Patrick Gil, 1st Chairman

Annual report of the VSSH - Switzerland

The Association of Swiss Diemaker (VSSH) held its annual general meeting in Birmenstorf on 3 July.

At this meeting, the entire long-standing executive board - including the president and founder of the VSSH - as announced a year ago, resigned.

Thus the association was faced to the problem, if no successor can be determined, how to go on. After an intensive discussion, it was decided unanimously that the association should remain. Thankfully, three younger members stood for election to the new board.

Roger Styner became the new president. The newly appointed board is now composed as follows:

Roger Styner - Lasertec AG

Patrick Hüsser - Stewag AG

Ernst Schmocker - Marbach Switzerland AG

With this new team, the future of the Association of Swiss Diemaker should be secured for the next few years.

Two members canceled their membership with the end of 31.12.2017.

Rolf Styner

Annual report of the ESU-EDA - Italy

Dear friends and colleagues,

I am pleased to be here again to represent the Italian association ESU-EDA ITALY, although this time as Past-President and representing the new President MARIO SANGES, elected last June. Thus I convey you the cordial greetings of Mario Sanges, as well, who will not fail to be present at the very first opportunity.

The general assembly of this year, held for the second time in beautiful Florence, had on the agenda the usual administrative deadline of budget approval and, likewise important, the renewal of the Board of Directors and consequently the designation of the new President, Vice president and Treasurer/Secretary. We welcomed in the Board a young partner, Davide Comincini, to whom we wish good luck, feeling sure that he will be able to bring new vision and ideas within the team. Following, the Board of Directors unanimously voted Mario Sanges for President, reconfirming Roberto Moretti in the role of Vice-President and Marco Siepi as Secretary/Treasurer.

The Italian association is overall in good health, well managed and stable as regards associates, we remarked some interest, amongst other die makers, in becoming members in view of some innovations that are being planned, specifically we are devising a basic training path to access and obtain a distinctive ESU-EDA ITALY mark.

Also, on the occasion, we welcomed a small Bobst delegation, who reported us about a Tooling Solutions project they are proposing, to improve the use of Bobst machines which also includes: training, software and consumables.

On the sidelines of the meetings we could also appreciate an interesting report that has provided information and elements for consideration about the implications of so-called Industry 4.0.

As usual, our assembly ended in the evening with a convivial dinner in a splendid XV century Florentine villa in a relaxed and friendly atmosphere.

In general, and particularly from a point of view that is strictly based on Italian economy, we cannot consider ourselves beyond the crisis danger zone, a full-fledged recovery in some sectors is there but the situation is not stable yet, the political situation after the elections is still phasing in and there are several knots yet to be untangled. Diemaking sector is still discontinuous and anyhow substantially in line with the European situation.

We are confident that there are new opportunities ahead, maybe by better understanding what technology can offer to our industry. We have greatly appreciated the efforts of Esu Europe, which has invited to this 2018 meeting an important research institute, worldwide famous, such as Fraunhofer, to bring its contribution to our members, and we are preparing to listen to their vision with great interest.

It is my wish that we can continue to work in the climate of collaboration and proactivity established by my predecessors and my colleagues. I would also like to address special thanks to Marco Siepi for his commitment to the Italian and European association.

To all of you a sincere thanks and all the best for your work.

Giambattista Franco – Past President

On behalf of Esu-Eda Italy President Elect – Mario Sanges