



Handout
General Meeting
2020
E

Agenda for the ESU General Meeting on 30.09.2020

- 1) Opening and welcome
 - 2) Determination of the quorum and the number of members entitled to vote
 - 3) Approval of the agenda and possible changes to the agenda
 - 4) Election of an election committee
 - 5) Approval of the minutes of the last General Meeting in Luxembourg (published in the ESU Magazine, issue 03-2019 and on the ESU website, see also the annex at the end of the handouts).
 - 6) Activity report of the board
 - 7) Reports from the regions
 - Germany
 - France
 - Italy
 - Switzerland
- Due to the unusual medium in the form of a conference call, this year the reports will be presented in a short summary. If the national associations have prepared a report, you will find it in your handout.
- 8) Financial Report 2019, Development Budget 2020, Presentation Budget 2021
 - 9) Auditor's report
 - 10.1) Discussion of the reports and approval of the Financial Report 2019 and the Budget 2021
 - 10.2) Discharge of the board
 - 11) New elections, re-election is possible
 - Secretary
 - 12) Resolution on the amount of membership fees 2021
 - 13) Proposal / determination of the place and date of the next ESU General Meeting 2021

The Board proposes to hold the General Meeting, as usual, during the Technology Forum 2021 in Luxembourg.
 - 14) Miscellaneous

Note: Motions for the General Meeting and proposals for further items on the agenda must be submitted to the Board of Directors in writing at least 15 days before the date of the General Meeting, stating the reasons for the motion according to the statutes §9.4

If you have proposals for the election of the positions to be elected, these must also be submitted at least 15 days before the date so that we can include them in the preliminary votes / elections.

Meerbusch, 29.07.2020

Patrick Gil	Martin Rönngard	Frédéric Ohmes von Mertens	Marcel Tigchelaar	Jennifer Vossen
1. chairman	2. chairman	3. chairman	treasurer	secretary



Dear members,

A difficult year for the association lies behind us. Actually, the board year 2019/2020 began very positively with the election of Frédéric Ohmes von Mertens as 3rd chairman, a position that was vacant for a long time. We soon realized that Frédéric, with his open-minded attitude towards new structures, techniques and ways of thinking, would be a real enrichment for the work of the board. And not to forget the Technology Forum 2019, whose end came at the very beginning of the new board year. Although, as already mentioned at the last General Meeting, we had four fewer exhibitors, the response from visitors and exhibitors was extremely satisfactory.

The 2019 calendar year also went very well financially. Without wanting to anticipate Marcel, I can report that we were able to achieve a significant surplus. The changes we have implemented since 2017 have achieved their goal and the association is now back on a very solid footing.

Some of the board members took the time to write interesting articles and show that, despite a very busy agenda, it is possible to share information with other members. For example, the article « What is mechanical stripping » was a success with diemakers and this type of technical article can be written by many of us.

In this context, I would also like to thank all the other supporters who have helped to make our magazine more interesting with their professional articles, press releases and advertisements in previous issues.

I invite you all once again to get actively involved in the association work and to write similar or other articles on topics of our industry for our magazine.

In cooperation with the FDS, we are currently working on an Internet platform. Here, we want to create a possibility for members to offer exclusively stocks, machines or similar items that are no longer needed. We assume that this will be implemented by the end of the year.

Unfortunately, however, we also have to note that our association work did not go as well as we had hoped under the impression of the situation with Covid19. The various measures in the various European countries, the emergency plans that we had to develop and implement for our companies during the lockdowns, were at the expense of the association work. One consequence, which you have certainly noticed, is the summary of the first and second issues of the ESU Magazine, which reached us only in August.

In this context, I would like to express my deepest sympathy to those of us who are personally affected by the pandemic through the loss of a relative, employee or acquaintance.

Even if your company should find itself in distress in these difficult times, I wish you the strength and necessary foresight to make the important and correct decisions that are now necessary to survive this crisis.

With kind regards

Patrick Gil, 1st chairman

Report FDS



When we ended our meeting in September 2019 and thus began the new Board year 2019/2020, nobody could have guessed how this year would go. We had just decided to organize the revision of the ESUpedia at the beginning of the new year 2020 and to form appropriate working groups. After the turn of the year the first reports about Corona, a virus that would change our lives permanently, reached us.

When the first case in Bavaria became known, it was clear to everyone that this virus would spread in Europe. The least evil was now that no more personal meetings could be organized. The effects of the lockdown now required the entire attention and everyone was now busy working out new strategies.

For our members this had completely different effects. On the one hand, wide areas of online trade benefited, while local retail trade, with a few exceptions such as food retailers, almost came to a complete standstill. Accordingly, the demand for displays and packaging for the retail trade decreased, while the demand for cardboard packaging for online trade increased significantly.

We wish those colleagues who have been negatively affected by the effects of the crisis that they were able to take effective measures to bring your company safely through these difficult times.

Overall, however, we have to note that even before Corona, some members were in a difficult situation. For some of them, this situation is now being worsened, and from the association's point of view, we must prepare ourselves for the loss of further members. Two members have already closed their doors for ever during the year.

I wish you much success for the rest of the year, but above all health, and hope that we will be able to report and discuss more pleasant topics at the next General Meeting.

One of these topics could then be an Internet platform on which we, together with the ESU, are working. Here we want to create a possibility for the members to offer exclusively no longer needed stocks, machines or the like.

Also we hope that for the members up to then capacities are free again, to form the working groups for the ESUpedia.

With collegial greetings

Marco Klaus
1st Chairman

Report France

Dear colleagues,

this year is a very special year in France, as in all other countries of the world, with the exception of North Korea.

Covid-19 has hit our planet with full power. The world of cutting-die makers is no exception.

Before March 16th we did not feel any effects in France and after a rather positive start to the year, we waited for what was to come.

The general lockdown lasted from March 16th to May 11th and the consequences can still very much be felt.

The slump in orders led to the immediate closure of the operations of some diemakers and also of some of our customers. Thankfully, a sense of rationality as well as pure necessity meant that production could re-start soon after.

The creation of support measures for the economy, short-time work and liquidity assistance meant that we only had to lament one bankruptcy.

Nevertheless, the figures look rather poor with an average reported loss of business between of 25% and 30% between January and August. It is vital for business to return to normal levels.

The individual sectors show different trends.

In the printing and finishing sectors, orders have only started to pick up slightly in the last few days.

POS advertising, with the exception of printed products for Covid protection measures and barriers, has suffered.

With regard to packaging, both flatbed and rotary have been doing well and replacement forms were ordered. Unfortunately, no actual new forms were introduced.

Pharma continues in its usual rhythm.

Cosmetics and luxury goods are far from the level we are used to.

Repackaging for online retail is going better than ever.

Will the upswing be in the form of a V, W or U? No one knows.

Do diemakers remember that machines need tools to run, and good ones at that?

As long as carton packaging manufacturers continue to believe that the cutting die is a cost factor rather than a means of production, as long as they focus more on selling paper and cardboard rather than on its further processing, our cutting dies will not be valued as highly as they deserve.

Let us remain optimistic, keep our heads up and roll up our sleeves - as we always do.

Report Italy

Dear colleagues and friends,

As all of you already know, international situation imposed by COVID-19 has worked negatively on Esu- Eda Italy, too.

Nowadays our economy is still in difficulty and we have suffered losses around 25%, even if everybody is doing his best to improve the situation.

On top of that, last February, our well known secretary, Mrs. Elena Fontana passed away leaving a great emptiness behind.

We are discussing the best way to have a new secretary, that is fundamental for communication and coordination of our associates.

In 2019 we organised a technical seminar by Bobst premises which received appreciation from all members. Unfortunately this year we have been prevented in organising further seminars.

Furthermore, during our virtual General Meeting we had to accept some resignations and actually the members are 11, only.

I am very sorry not to be able to share with you better news, and in the meantime, I wish you all the best and hope to have a chance and meet you personally very soon.

Thanks for your attention

Mario Sanges

Annual Report of the Swiss Diemakers 2020

In January 2020 we visited, as an association, the company Japan Tobacco Intl. AG in Dagmersellen.

The main focus was the packaging of cigarettes.

We had an impressive presentation of the company. The interest of the members was great.

This year's General Assembly was held in written form.

There were no noteworthy changes.

Roger Styner

1st chairman

Financial plan 2019 / 2020

Membership fees

In total, the ESU and its national associations have 126 members, but 6 of these belong to their contribution for 2020 have not yet paid. The financial planning for 2020 and 2021 therefore does not include the Contributions of these members.

ESU Magazine and Technology Forum

The results for these two areas are presented before the general costs, i.e. the expenses of the office are not considered here.

ESU Magazine

The costs are 2019 compared to 2018, mainly due to lower translation costs, now again decreased. The earnings are significantly below plan, due to the income from the fourth issue in the amount of 8,661.25 €, which were not received until 2020. With the income generated in 2019 in the amount of 32,990.04, this results in total income of 41,651.29. This is almost exactly on target of 42.000,00 €.

Layout costs of 1,690.00 € were transferred in 2020 for 2019. Adjusted, the layout costs were thus at 12,050.00 €, the plan was 12,000.00 €.

For the shipping costs 881.38 € were transferred in 2020. These costs are therefore 415.00 € above plan.

This is due to the higher page numbers of the magazines 2019, which made the postage more expensive.

The printing costs, paid in 2020, amounted to 1,374.00 €. These costs are therefore 540,50 € above plan, also this is due to the higher page numbers. Adjusted for these payments, the costs are actual 25,465.07 € compared to the planned 26,000.00 €.

Technology Forum

The costs and revenues listed here all relate to the Technology Forum 2019 and thus improve once again the result of our last event.

General costs

In terms of general costs, our cost-cutting measures have had a much better impact in all areas than expected. With regard to legal and tax consultancy costs, however, it should be noted that the tax consulting fees for 2019 in the amount of 2,094, 27 were paid in 2020 Adjusted for this payment, the total costs actually amount to 66304.22 € instead of 64,209.95 €. But this is still clearly below the planned 77.564,00 €.

Conclusion

At the General Meeting 2019 in Luxembourg we told you about the expected results for 2019 in the amount of 6.807,00 €. The now available profit and loss account of the auditing company SJS from Cologne shows a result of +18,571.69 €, which is a significant improvement in amount of +11,764.69 € compared to expectations.

For 2020 our expectation was +1,636.00 €. At present we expect a slight improvement to +3,075.96 €.

Forecast 2021

The forecast for 2021 is difficult, and we are initially assuming that the Technology Forum will take place in 2021 under appropriate hygiene rules. However, at the moment we could not foresee how the current stock would affect our exhibitors and whether we would be able to maintain the good of the last few years. We therefore initially calculate with significantly lower revenues, at lightly lower costs.

In total, we currently expect a positive result for 2021 of around EUR 9.450,00 €. The further development in connection with Covid19 will be decisive.

Statement of assets:

On 31.12.2018 the sum of the bank balance was 51.453,04 € , the value of the inventory of the association 163,00 € and the cash on hand 80,66 € .

On 31.12.2019 the sum of the bank balance was 69.100,61 €, the value of the inventory of the association 4.00 € and the cash balance 1,164.78 €.

Membership fees 2021:

An increase of the membership fees is therefore still not at issue.

Many thanks for your attention

Marcel Tigchelaar, Treasurer

GM = General meeting		2016	2017	2018	2019	2019	2020	2020	2121
		Financial statement	Financial statement	Financial statement	Plan GM 2019 in Luxembourg	Finacial statement	Plan GM 2019 in Luxembourg	Plan GM 2020 online	Plan GM 2020 online
Association section									
Membership fees	national associations	29.757,90 €	27.890,90 €	26.069,20 €	27.000,00 €	22.735,00 €			
	direct ESU members	18.365,00 €	17.380,00 €	19.382,00 €	19.371,00 €	20.695,00 €			
	rent	113,33 €		165,00 €					
Association section income total		48.236,23 €	45.270,90 €	45.616,20 €	46.371,00 €	43.430,00 €	46.000,00 €	44.000,00 €	45.000,00 €
Economic section									
ESU magazine		2016	2017	2018	2019	2019	2020	2020	2021
Income	Advertisement	43.446,14 €	26.764,75 €	43.110,05 €	42.000,00 €	32.990,04 €	42.000,00 €	25.000,00 €	38.000,00 €
Cost	Layout	-11.880,00 €	-8.990,00 €	-13.940,00 €	-12.000,00 €	-10.360,00 €	-9.000,00 €	-7.000,00 €	-9.500,00 €
	Printing	-6.808,95 €	-5.171,09 €	-7.243,17 €	-7.000,00 €	-6.166,50 €	-8.000,00 €	-6.000,00 €	-6.200,00 €
	Shipping	-3.417,12 €	-3.512,93 €	-3.468,72 €	-3.500,00 €	-3.034,28 €	-3.800,00 €	-2.700,00 €	-3.400,00 €
	Translation			-4.690,53 €	-3.500,00 €	-1.958,91 €	-3.500,00 €	-1.000,00 €	-2.500,00 €
Costs total		-22.106,07 €	-17.674,02 €	-29.342,42 €	-26.000,00 €	-21.519,69 €	-24.300,00 €	-16.700,00 €	-21.600,00 €
Result ESU Magazine, before general costs		21.340,07 €	9.090,73 €	13.767,63 €	16.000,00 €	11.470,35 €	17.700,00 €	8.300,00 €	16.400,00 €
Technology Forum		2016	2017	2018	2019	2019	2020	2020	2021
Income	exhibition stands, dinner, entrance	400,00 €	139.973,29 €		124.000,00 €	132.303,68 €		3.671,46 €	115.000,00 €
Cost	Luxexpo and Catering		-85.268,03 €		-78.000,00 €	-85.984,22 €			-80.000,00 €
	Logistics and other services		-22.477,51 €		-24.000,00 €	-18.438,17 €		-595,50 €	-18.000,00 €
Result Technology Forum before general costs		400,00 €	32.227,75 €		22.000,00 €	27.881,29 €		3.075,96 €	17.000,00 €
Economic section total, before general costs		21.740,07 €	41.318,48 €	13.767,63 €	38.000,00 €	39.351,64 €	17.700,00 €	11.375,96 €	33.400,00 €
General Costs									
		2016	2017	2018	2019	2019	2020	2020	2021
	Personal costs	-47.316,91 €	-58.827,29 €	-38.654,43 €	-50.000,00 €	-50.370,86 €	-40.000,00 €	-36.000,00 €	-50.000,00 €
	Cost general and boardmeetings	-13.197,64 €	-10.309,82 €	-10.878,54 €	-8.500,00 €	-4.699,16 €	-10.000,00 €	-4.500,00 €	-5.000,00 €
	Value added tax	-6.637,91 €	-6.571,93 €	-3.007,38 €	-8.500,00 €	-5.360,07 €	-4.000,00 €	-3.500,00 €	-5.000,00 €
	Legal and tax consulting	-3.477,69 €	-1.232,50 €	-3.223,51 €	-3.500,00 €	-264,79 €	-3.500,00 €	-6.500,00 €	-3.500,00 €
	Rent office	-1.800,00 €							
	Office / Postage / Phone etc.	-3.494,98 €	-1.353,57 €	-300,00 €	-400,00 €	-425,00 €	-400,00 €	-300,00 €	-450,00 €
	Advertising	-2.460,79 €	-1.720,76 €		-2.500,00 €	-1.076,91 €			-1.500,00 €
	Travel	-3.475,38 €	-5.898,05 €	-1.929,90 €	-2.500,00 €	-1.324,96 €	-2.500,00 €	-500,00 €	-1.500,00 €
	Depreciation	-757,33 €	-873,00 €	-873,00 €	-164,00 €	-160,00 €	-164,00 €		
	Others	-2.859,66 €	-844,32 €	-358,23 €	-1.500,00 €	-528,20 €	-1.500,00 €	-1.000,00 €	-2.000,00 €
General Costs total		-85.478,29 €	-87.631,24 €	-59.224,99 €	-77.564,00 €	-64.209,95 €	-62.064,00 €	-52.300,00 €	-68.950,00 €
=====									
Total		-15.501,99 €	-1.041,86 €	158,84 €	6.807,00 €	18.571,69 €	1.636,00 €	3.075,96 €	9.450,00 €

ESU cash audit report for fiscal year 2019



In order to save travel costs, the documents for the cash audit for fiscal year 2019 were made available for download in August 2020 and some of them were sent by e-mail. The cash audit thus took place in August/September 2020.

The following audit documents were available:

- Incoming and outgoing invoices, cash vouchers - 2019
- Account statements Postbank 2019
- Booking accounts 2019
- Profit determination of the auditing company SJS from Cologne for the year 2019

No irregularities were found and all transactions audited were properly processed and accounted for.

Holger Sangl
Cash auditor

Dietmar Gehrs
Cash auditor

Daniel Reucher
Office



Protokoll Mitgliederversammlung 2019

Minutes General Meeting 2019

Protocole Assemblée générale 2019

Protocollo Assemblea generale 2019

Official Minutes of the ESU General Meeting 13-09-2019 LUXEMBURG

Start : 17.00 p.m. End : 18:30 p.m.



1.) Welcome and Opening by the 1st Chairman of ESU, Patrick Gil. 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. The 1st chairman welcomed everybody to this general Meeting.

2.) Confirmation of quorum and the number of members entitled to vote.
Patrick Gil announced the quorum of the assembly. The total of attendees were 57, of whom 35 members were entitled to vote. The quorum was thus given.

3.) Approval of the agenda and/or agenda items modified (Attachment 1)
According to 9.3 of our statute, the Invitation to the members and the agenda were published at least 30 days prior to the meeting, in the June edition of the ESU Magazine 2-2019 and on the homepage of the ESU website. The members approved the agenda, without any changes, unanimously.

4.) Election of the voting committee
Mr. Bender, Mr Butenuth and mister Mr. Weishaupt were proposed and unanimously elected.

5.) Approval of the Minutes of the last Meeting in Lyon
The minutes of the last meeting in Lyon have been published in the ESU-magazine, edition 3-2018 and on the website of the ESU. The meeting was thus convened according to the statutes. The members in the meeting have approved the Minutes unanimously, without any changes.

6.) Executive Committee progress report, by 1st Chairman Patrick Gil (Attachment 2)

7.) Regional Reports

- Germany : by mister Marco Klaus (Attachment 3)
- France : by mister Fabien Seguinet (Attachment 4)
- Italy : by mister Marion Sanges (Attachment 5)
- Switzerland : Mister Rolf Styner was absent so the report was not presented verbally (Attachment 6)

8.) Financial Report ESU 2018 and Budget Plan 2019/2020

The Financial report and the budget plan were presented by the ESU treasurer mister Marcel Tigchelaar. There were no questions or remarks from the members about the report nor about the budget plan. After voting, the Report and the budget were unanimously approved by the members. (Attachment 7)

9.) Cash Audit Report

The Cash Audit report was presented by Mr. Hendrik Berger. (Attachment 8)

10.1.) Discussion and approval of the reports

By voting the report were unanimously approved by the members.

10.2.) Discharge of the Board

The discharge of the Board was unanimously approved by the members

11.) Election of the board (Re-election is possible)

- * 1st Chairman
- * 2nd Chairman
- * 3rd Chairman

Members were asked if there are any volunteers for the vacant position. No one stepped forward as volunteer for any of the vacant positions.

Election of the 1st Chairman

Mr Butenuth asked Mr Patrik Gil, whether he was willing to be candidate for the office of the 1st Chairman again. Mr Gill agreed. In the elections that followed Mr Gil was unanimously elected 1st Chairman for 2 more years. Mr Gil was asked if he accepted the election. Mr Gil thanked for his election and accepted the election.

Election of the 2nd Chairman

For the office of the 2nd Chairman Mr Martin Rönngard was willing to be candidate again. Mr Rönngard was unanimously elected for 2 more years. Mr Rönngard was asked if he accepted the election. Mr Rönngard thanked for his election and accepted the election.

Election of the 3rd Chairman

The by the board proposed candidate, mister Frédéric Ohmes von Mertens was accepted unanimously by the

voting members and will accept his position on the Board for a period of 2 years. Mr Ohmes von Mertens was asked if he accepted the election. Mr Ohmes von Mertens thanked for his election and accepted the election.

12.) Election of 2 Cash Auditors

Mr. Holger Sangl and Mr. Dietmar Gehrs were available for the two offices of cash auditors. The members were asked whether they elected Mr. Sangl as auditor. Mr. Sangl was elected unanimously. Mr Sangl was asked if he accepted the election. Mr Sangl accepted the election.

Then the members were asked whether you elected Mr. Gehrs as auditor. Mr. Gehrs was also elected unanimously. Mr Gehrs was asked if he accepted the election. Mr Gehrs accepted the election.

13.) Amount of membership fees 2020

As the financial situation of the ESU is positive and also the budget shows positive results, the 1st Chairman announced that an increase of membership feest will not be brought to voting. The Fees will remain as they are for the coming year.

14.) Amendments of the ESU-Rules: Relocation of the seat of the association

The relocation of the seat of the association to Meerbusch has been approved unanimously by the voting members.

15.) Approval of the date and place for next General meeting 2020

From the members two suggestions were made: Hamburg and Amsterdam. By voting, the decision was taken for the next General Meeting to be held in Amsterdam. 6 Members voted for Hamburg, against 29 members for Amsterdam. The exact date of this venue will be communicated to the members later this year by the board and the Office.

16.) Approval of date and place for next Technology Forum 2021

As a suggestion from the members, Strassbourg was mentioned as an option for 2021. From the board the actual city Luxemburg was suggested. Since the time towards the next Technology Forum is rather limited and a lot of planning is involved (checking availability of an exhibition center / cost involved in relation to the budgets etc), relocation of the Technology Forum already in 2021 might not be possible from an organisational point of view. Therefore the 1st Chairman mister Patrick Gil suggests that both options Strassbourg and Luxemburg will be thoroughly considered and investigated by the Office and the Board.

17.) Miscellaneous

1st Chairman mister Patrick Gil asks all members to speak out if they have any suggestions for the ESU that may help the ESU to become better supporting organisation for its members. No comments or suggestions were given by the members.

Around 18:30 hours the 1st Chairman mister Patrick Gil thanks all members for their presence, invites to the Dinner and closes the meeting.

Patrik Gil
1st Chairman

Marcel Tigcheelar
Treasurer, acting for the secretary

This is a translation of the official minutes. The German protocol is the official protocol.

Attachement1: 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)
- 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

Attachement 6

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