



INTERGRAF ACTIVITY REPORT

June 2020 - May 2021

EUROPEAN AFFAIRS TEAM

INTERGRAF

THE EUROPEAN PRINTING INDUSTRY



112,000
PRINTING COMPANIES



95%
FEWER THAN 20 EMPLOYEES



640,000
EMPLOYEES



€82 BILLION
TURNOVER (EU27+UK; CH; NO)



€3 BILLION
POSITIVE TRADE BALANCE

FOREWORD

After celebrating Intergraf's **90th anniversary** at the beginning of 2020, we have carried out our work for the European printing industry from home offices - **collaborating virtually** with Intergraf members and our European network to promote and protect the interests of printers in this challenging time.

The graphical sector has been impacted in different ways by the effects of COVID-19. But in the midst of economic uncertainty, the important role of print has become more visible. Printed products support the functioning of our society and economy, with many sub-sectors of Europe's printing industry now officially **recognised as essential** thanks to the efforts of trade associations like Intergraf and our members.

Consequently, promoting the **image of print** is now mainstreamed into many areas of Intergraf's work, including the **Print Your Future project**, the **Intergraf Young Talent Award**, various topics falling under **Social Dialogue**, and the **image campaigns** we champion (e.g. Two Sides, Keep Me Posted EU and The Future of Reading). As Europe's digital transformation accelerates, we must continually highlight the need for print.

The **EU policy agenda** has been full this year. To supplement our usual informing, monitoring and lobbying on wide-ranging EU policy issues, we have produced five **Intergraf Guidance Documents** for our members on topics that have recently been finalised (that is, until new or updated legislation is announced):

the EU Ecolabel; Chromium Trioxide; the EU-UK Trade & Cooperation Agreement; Food Contact Materials; and the STS BREF.

All Intergraf events this year have taken place online. This gave us the opportunity to try out a new format with our **Book Webinar** (Chapter 1 of our 2021 **Shaping the Future of Print** event series). We welcomed an audience of 200+ people from 25 countries - the most participants this event has ever had. We hope to meet many of these people in person at the second part of this event, Chapter 2, in October at the Frankfurt Book Fair.

The **Intergraf Currency+Identity** conference and exhibition also took place online in March 2021. With 851 participants from 77 countries, the event went off without a hitch and was attended by more customers than ever.

To provide Intergraf members with more this year, we have added a new communication to our existing offer: the bi-weekly **Market News**, which summarises the news on how print is performing as the COVID-19 crisis eases. We have also expanded our social media presence, with a growing network on **LinkedIn** and **Twitter**. Moreover, we continue to contact members regularly via the **Newsflash**, the **News in Brief**, the **Annual Economic Report**, the **Economic Newsletter**, and our **website** (including its **Members Area**).

Thank you for your support during this challenging year. We look forward to seeing you in person soon.



Cees
Cees Verweij
President



Beatrice
Beatrice Klose
Secretary General

2020-21 IN NUMBERS



3

CONFERENCES ORGANISED

BOOK WEBINAR
DIRECTORS' CONFERENCE
GENERAL ASSEMBLY



15+
EXTERNAL
PRESENTATIONS
GIVEN



286

EVENT

PARTICIPANTS

241 BOOK WEBINAR
19 DIRECTORS' CONFERENCE
26 GENERAL ASSEMBLY



11
WORKING
GROUP
MEETINGS

2 ECONOMICS & STATISTICS
4 ENVIRONMENT
5 FOOD CONTACT
MATERIALS TASK FORCE



8
YOUNG TALENT
AWARD ENTRIES
(SO FAR!)



150+
MEETINGS
ATTENDED



6

STEERING
COMMITTEE
MEETINGS

7 MEMBERS



8
BOARD
MEETINGS

10 MEMBERS



20
FULL
MEMBERS
19 COUNTRIES



5
ASSOCIATE
MEMBERS
5 COUNTRIES



5
GUIDANCE
DOCUMENTS
PUBLISHED



280+
NEWSLETTER
SUBSCRIBERS



25k
WEBSITE
SESSIONS



46k
WEBSITE PAGE
VIEWS



1,198
SOCIAL
MEDIA
FOLLOWERS
1,007 LINKEDIN
191 TWITTER



12
PRESS
RELEASES

Source: Intergraf 90th Anniversary, Brussels 2020



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PART 1:
KEY TOPICS

“ I would like to thank Intergraf members for providing us with such regular and detailed information about the impact of the pandemic on our sector. We have been in constant contact with the European Commission to communicate these impacts. The information you have provided has helped to inform the EU’s COVID-19 recovery efforts and raised the profile of our sector.

Beatrice Klose, Secretary General of Intergraf

PART 1.1 PRINT AND THE PANDEMIC: ONE YEAR ON

1.1 PRINT AND THE PANDEMIC: ONE YEAR ON

With the vaccine roll-out ongoing and some restrictions being lifted as we head towards the summer, optimism is rising for a return to everyday life in the not-too-distant future. This will bring relief to many printers, particularly those producing commercial print products, which with a turnover of €52 billion represents 70% of graphics printing turnover.

Demand

The prolonged closure of so many businesses making up the customer base of printing companies has had a huge impact on demand for many printers. Some **commercial printers** reported drops of up to 90% at the height of the crisis. This has since improved for most, albeit not to pre-pandemic levels. As demand slowly picks up and economies reopen, **government support** will continue to play an important role in the viability of some of the most seriously affected companies.

However, the effects of the pandemic on printers has been very mixed. Different product groups have been affected very differently. For example, after a dramatic drop at the beginning of the crisis, the **book market** has strongly picked up since the summer, with many countries reporting significant increases in sales year-on-year in the second half of 2020. The resilience of **printed packaging** has also been one of the primary success stories of the pandemic. As well as this, **direct mail** has notably risen in effectiveness as people spend more time at home.

When we reach the other side of this crisis, we expect **accelerated digitisation** to continue. However, the need for printed products remains strong. All businesses will have to adapt their business models to a new kind of digital economy. This offers potential opportunities to printers who are able to shift with the changing tide.

Supply

In recent months, some printing industry suppliers have been experiencing rising costs or a diminished supply of raw materials. For example, there have been reports in some countries of price increases of ink, paper, and printing plates.

Such supply issues are rapidly growing in importance for printing companies. The price of recycled paper has lately dropped significantly (almost -25% since July 2020). Moreover, lockdowns have driven down oil prices, resulting in recycled plastics becoming more expensive than virgin plastics, with obvious implications on sustainability.

Finance

On the one hand, mergers and acquisitions are expected to increase for flexo printing companies, as cash-rich companies seek to grow and expand. Commercial print associations, on the other hand, anticipate a wave of company bankruptcies when government funding ceases.

What's next?

Over the course of the pandemic, Intergraf has collected regular updates from our members about how the graphical sector has been affected. We have been in frequent contact with the European Commission to raise the interests and concerns of printers. This will continue for as long as necessary.

As we emerge from this crisis, we must ensure that printing companies are treated fairly. One thing that has been made clear this year is that print is essential. Any restrictions on printed products (e.g. advertising or packaging) must be fact-based, greenwashing should be avoided, and print's vital role in underpinning the digital transition should be acknowledged.

“ We congratulate the European Commission on the adoption of their New Consumer Agenda – particularly its indication that consumers should be able to access information both online and offline without being treated differently. This is a key principle of the Keep Me Posted EU campaign which we hope to see further reinforced in upcoming consumer initiatives.

Keep Me Posted EU campaign, response to publication of New Consumer Agenda

PART 1.2

PRINT'S VITAL ROLE IN THE DIGITAL TRANSITION

1.2 PRINT'S VITAL ROLE IN THE DIGITAL TRANSITION

OUR WORK ON DIGITISATION

With digitisation accelerating, Intergraf has focused on ensuring that print's essential role in facilitating Europe's digital transition is recognised. The role of print is inherent in every EU initiative on this topic, but it is not always explicitly mentioned.

A key part of our work on digitalisation also relates to **reading** and **literacy**. The OECD has recently added to the plethora of existing research showing that young people who read printed materials perform better than those who only read from digital devices. We will continue to communicate these messages whenever we can to European policymakers.

We have published **position papers** in response to the European Commission's Communications on the **Digital Education Action Plan** and **Europe's Digital Decade**.

We recommend policymakers to:

- *Acknowledge the European printing industry's essential role in ensuring an inclusive and fair digital transition.*
- *Ensure equal fairness online and offline to protect people without sufficient digital skills, tools or access, older people, persons with disabilities, and more generally 'off-liners'.*
- *Recognise that digital tools do not always bring benefits by default and promote print when it is proven to be the best tool (e.g. for reading).*
- *Ensure fair treatment of printed products vs. their digital equivalents. Printed products should not be unfairly stigmatised.*
- *Crack down on greenwashing claims to enhance consumer awareness and protection. Digital is not automatically better for the environment than print.*

→ www.intergraf.eu/policy/policy-positions

→ www.intergraf.eu/communications/press-releases

“*Education systems in which a higher percentage of students read books more often on paper perform better in reading than education systems in which students read books more often using digital devices.*”

OECD/PISA, *21st Century Readers: Developing Literacy Skills in a Digital World*, May 2021



KEEP ME POSTED EU

Intergraf's lobbying on the topic of Europe's digital transition is bolstered by our co-coordination of **Keep Me Posted EU**, a campaign protecting the citizen's right to choose how they are contacted - on paper or digitally. The messages of Keep Me Posted are gaining traction in the policy areas of **consumers** and **demographic change**. It has become more urgent to ensure fairness online and offline, so we hope to see further policy actions by 2022.

→ www.keeppostedeu.org

“ *The European Commission reinforces our view that an opt-in system is a disproportionate measure to prevent paper waste. They confirm that for the system to be compatible with European law, national regulations would have to have an objective other than the protection of consumers’ economic interests. The objective could be the protection of the environment, but even in this case, national legislation would have to be non-discriminatory, justified by an overriding reason of general interest, and proportionate.*

Laetitia Reynaud, Policy Adviser at Intergraf

PART 1.3

THE FUTURE FOR DOORDROPS

1.3 THE FUTURE FOR DOORDROPS

2020 was a challenging year in a number of European countries, with different forms of pressure applied to **unaddressed advertising**.

In **France**, a law on circular economy was adopted at the end of 2019. It strengthens the current opt-out system and proposes a 3-year experiment of an opt-in system in a number of cities. There are concerns that the experiment will be difficult to revert from once implemented.

In **Germany**, a petition initiated by an environmental NGO gathered more than 15,000 signatories and was presented to the German parliament at the end of 2019, also requesting to reverse the opt-out system. As this first petition did not lead to any action by the German federal authorities, a new petition was initiated in 2020 on the internet and gathered more signatories.

The country facing the most pressure is **the Netherlands**. The city of Amsterdam decided in 2016 to move to an opt-in system to reduce paper waste. Intergraf's Dutch member federation, KVGGO, formed an industry coalition and filed a lawsuit against the city of Amsterdam. The Court considered the opt-in system implemented by the city of Amsterdam as lawful, forcing the industry coalition to file a recourse to the Dutch Supreme Court. The decision of the Supreme Court is expected in July 2021. In the meantime, other Dutch cities have followed Amsterdam's example and are proposing the introduction of a similar system.

Denmark is also a country where pressure on unaddressed advertising is very present. Two political parties are proposing to introduce a nationwide opt-in for several years.

The compatibility of an opt-in system with EU legislation is a key issue. Ultimately, only the European Court of Justice can interpret EU law. The Amsterdam case may provide legal clarity if it reaches the European Court of Justice.

Intergraf has gathered the support of different stakeholders – including associations representing direct marketing, advertising, newspaper publishers, trade unions, paper and ink, fundraising and charities. Our coalition has approached the

European Commission at the highest levels to seek clarification on the applicability of the Unfair Commercial Practices Directive and the impact on the internal market (in particular on the free movement of goods or services).

We do not have to restrict the debate on the legal arguments. Our industry has good arguments for unaddressed printed advertising:

- Print advertising allows consumers to compare and access promotional offers, especially the most vulnerable consumers who do not have access to online information and promotions. Print is also free from the use of personal data and therefore from any identification, tracking or profiling tools.
- At a time when companies are facing the economic impact of the pandemic, it seems inappropriate to take away such an effective communication tool as printed advertising. This is particularly true for small and medium-sized enterprises that need local communication tools. This is also true for sports clubs or other local associations which want to promote their activities. Restricting print advertising will only support internet advertising and e-commerce, which mainly benefit the digital giants rather than our European businesses.
- Environmental considerations related to printed advertising are paramount as they are often the excuse for introducing restrictive measures. With a recycling rate of 72%, Europe is the world leader in paper recycling. Paper collection systems and recycling facilities are well established and efficient. Recycled paper is a valuable resource for the production of new paper or cardboard packaging. Moreover, printed advertising material is usually printed on paper containing a high proportion of recycled fibre.
- If print is restricted, advertising budgets will be redirected to digital alternatives, which are not without environmental impacts due to their energy consumption and the ever-increasing creation of electrical and electronic waste.

“ *In 2019, 72% of all paper and board consumed in Europe was recycled [...] The recycling rate therefore increased from 71.7% in 2018 to 72% in 2019.*

European Paper Recycling Council, Monitoring Report 2019

PART 1.4

APPLYING THE GREEN TRANSITION TO THE PRINTING INDUSTRY

1.4 APPLYING THE GREEN TRANSITION TO THE PRINTING INDUSTRY

Several environmental policy topics were finalised at the end of 2020. A new set of criteria for the **EU Ecolabel** for printed paper were adopted in November 2020. The European Commission’s Decision on **Best Available Techniques** for solvent using industries, including the gravure, flexographic and heatset sectors, was also published in December 2020. In the same month, the Commission granted the authorisation for the continuous use of **chromium trioxide** in gravure printing.



Looking at 2021 and beyond, Intergraf’s work on environment will have to focus on better assessing

and communicating about the **environmental footprint** of our products. The European Commission will present a **sustainable products policy** initiative in 2022, and before that will make a proposal to substantiate **green claims** which will address the environmental footprint of products in Europe. While our sector already has the methodology and tools to assess the carbon footprint of printed products and processes, we must explore how these can fit with future European policy.

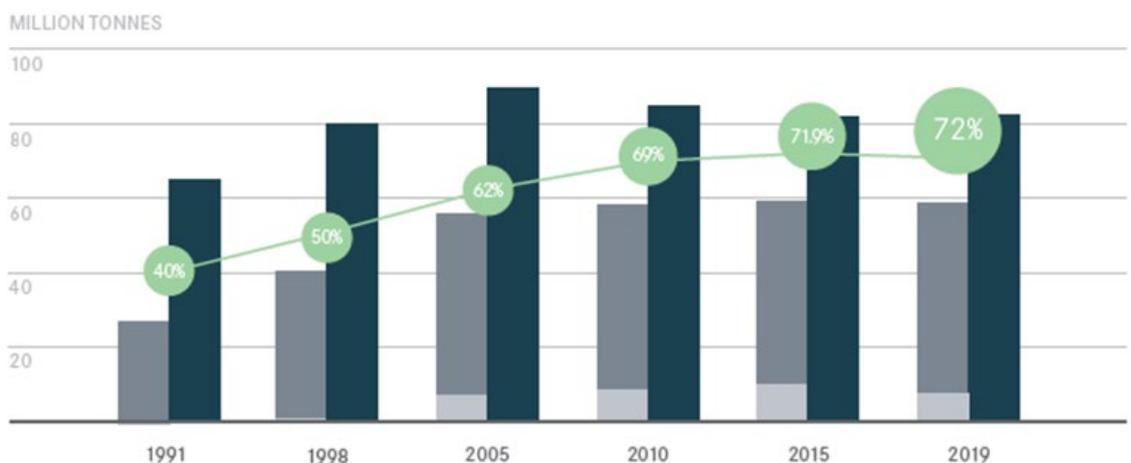
The use of **mineral oil** in printing inks is also under a lot of attention in Germany and France. National legislation in these large European countries will certainly influence the composition of printing inks in the whole European market.

Deforestation is another priority for the European Commission - in particular securing deforestation free value chains in Europe. This will generate new momentum for the industry to reiterate its call for the extension of the scope of the **EU Timber Regulation** to printed products.

EUROPEAN RECYCLING 1991-2019

Source: Cefpi 2019

- Recycling outside Europe
- Recycling inside Europe
- Paper and Board consumption in Europe
- Recycling Rate



Source: European Paper Recycling Council, Monitoring Report 2019

“ *The overall objective of the [review] is to build a comprehensive, future-proof and enforceable regulatory system for FCMs at EU level that fully ensures food safety and public health, guarantees effective functioning of the internal market and promotes sustainability.* ”

European Commission, inception impact assessment, December 2020

PART 1.5 WORKING WITH CURRENT FOOD CONTACT MATERIALS RULES AND LOOKING TO THE FUTURE

1.5 WORKING WITH CURRENT FOOD CONTACT MATERIALS RULES AND LOOKING TO THE FUTURE

In the EU, the legal requirements for printers making **food contact materials**, or FCM, are highly complex. The printing industry is dominated by small companies, meaning that demonstrating compliance with limited resources can be extra tricky. With this in mind, Intergraf has developed a guideline to the current legislation: **Intergraf and FTA Europe Guide to Applying Food Contact Materials Legislation**. It gives an overview of all the applicable legislation, with explanations on key terms and tips for company processes. Core to this document is a handy checklist of the basic steps that can help printers to make sure all elements are addressed by their safety procedures.



Food packaging, and **packaging** in general, is a growing market for print. Intergraf wants to ensure that printers can take advantage of the opportunities whilst minimising the risks of contamination of the final packaged product. This guideline is the first step. The dedicated Intergraf **Task Force on**

Food Contact Materials will follow this up, over the course of 2021, with more specific advisory documents on some of the key compliance points. A webinar is also being planned.

Whilst it is crucial that printers are supported in implementing current rules, we also need to look to the future. The European Commission is due to publish a proposal in 2022 for a new regulation at EU level for food contact materials. In part, the current complexity is due to the fact that harmonised legislation only exists for a limited set of substrates. For instance, specific EU rules on producing paper and board food contact materials are absent. Therefore, the new rules should be viewed as an opportunity to create greater legal clarity. This would supplement the general rules at EU level on FCM and good manufacturing practices. Intergraf is closely monitoring the legislative process at EU level and contributed to a European Commission roadmap consultation in January 2020 as a first step. Ensuring that the new rules are realistic and fair for small printers will be core to our work in this area.

“

Printers are often the smallest producers in the food contacts value chain, compared to their suppliers and customers who are normally large brands. New legislation at EU level, and potential new legal obligations, must be developed with this reality in mind.

Annie Scanlan, Former Events & Policy Officer at Intergraf and FTA Europe

“ *The context for print is changing as the world evolves, but our sector and its products is an important part of Europe’s future. Ensuring we have the necessary workforce to support this is of vital importance for the industry.* ”

Alison Grace, Communications and Policy Officer at Intergraf



1.6 RECRUITING THE NEXT GENERATION OF PRINT PROFESSIONALS

PRINT YOUR FUTURE PROJECT

Over the course of this year, the **Print Your Future** project has taken shape. After kicking off in February 2020, the project is due to run for the remainder of 2021. It focuses on attractiveness of the graphical sector in Europe, diagnosing problems and offering solutions to promote print to the next generation.

→ www.printyourfuture.eu



PROJECT OUTCOMES

- Survey** diagnosing recruitment and employment issues and trends in the graphical sector
- Communications campaign** promoting print as a career
- Best Practice Toolkit** presenting information from across Europe about the best ways to recruit young people
- Young Workers Days** in Estonia, Germany, the Netherlands, and Portugal to promote print to students
- Final Conference** to close the project in November 2021

INTERGRAF YOUNG TALENT AWARD

Following a resoundingly successful **Intergraf Young Talent Award** last year, with many fantastic entries, this year's awards are shaping up to be just as exceptional. With the deadline extended to 31 May 2021, the competition is still open.

In order to recruit and retain the best talent for the future of the European printing industry, it is important to ask for - and listen to - the views of young people. Our Young Talent Award provides a platform for this.

This year, entrants must answer two questions:

- 1 *How will print develop in the future?*
- 2 *What kind of working environment are you looking for? How could a printing company provide this?*

After being judged by a panel of experts from Intergraf's membership, the writer of the winning submission will be **awarded €3,000**. They will also have the opportunity to present their ideas at one of Intergraf's upcoming events.

→ www.intergraf.eu/image/young-talent-award



**3. EUROPEAN
PRINT
MARKET
REVIEW**

Contribution from
Smithers Pira, April 2019

**PART 2:
OUR WORK**

2.1 NOTE FROM BEATRICE SECRETARY GENERAL



“*Virtual meetings over the past year allowed for more frequent discussions and follow-up of specific topics, such as the valuable work of the Steering Committee on Intergraf’s lobbying priorities.*”

Beatrice Klose, Secretary General of Intergraf

What a year this was!

We were given plenty of new challenges to master, starting with the organisation of home working and internal communication within our own team. I am happy how flexible the team proved to be. Our regular contacts with our members, the European Commission, as well as associations connected to the print value chain, were also transferred smoothly to the digital environment.

In the field of lobbying, the **Steering Committee** worked hard this year to analyse the many different topics Intergraf works on, classifying them in an order of priority. I am grateful for their input and advice as this activity will make our work more focused and will enable us to deliver better quality content to our members going forward. The **Task Force of the Board of Intergraf** helped to secure the future stability of Intergraf by analysing different scenarios regarding Intergraf membership and the organisation of events.

The Board fully supported our decision to organise this year’s **Intergraf Currency+Identity** conference and exhibition online. I am very proud of the Intergraf Committee of Experts and security printing team for organising such a highly successful virtual event, for which we received overwhelmingly positive feedback. The event made it possible to stay in contact with our community and to prove that we can deliver an excellent service even under very difficult conditions. The first chapter of our **Shaping the Future of Books** event (a webinar) also proved that virtual events can attract a larger number of delegates compared to our physical events.

The lack of physical meetings this year made it even more important to inform our members about the situation in other countries. Intergraf introduced the **Market News**, a fortnightly communication about the situation of print and related markets. This, together with our **economic news**, has been well received by members.

In 2020, Intergraf gained three associate members: two companies and Acimga, the association of Italian printing equipment manufacturers. Welcome to our growing Intergraf community!



ADVOCACY

2.2 PRIORITY TOPICS

Intergraf's Steering Committee conducted an in-depth review of our policy topics this year, identifying priorities to make our work more impactful for members. Based on the importance of each issue for the graphical sector, we lobby, monitor or inform on the subjects presented below.

Whenever the European Commission publishes a new Work Programme, our priority topics (and how we work on them) are duly reviewed and adapted to achieve maximum impact at the right time.

COMPETITIVENESS

- COVID-19 (e.g. *print as an essential service*)
- Taxation (e.g. *VAT on printed products vs. digital publications; VAT reform*)
- Data protection
- Limitation to advertising/door-to-door (e.g. *through taxation or legislation*)
- Sectoral statistical classification (e.g. *NACE; taxonomy*)
- Digitalisation (e.g. *e-government; e-invoicing; consumer policy*)
- Image of print
- Online selling (e.g. *e-commerce; payment services*)
- Cross-border selling (e.g. *VAT; geo-blocking*)
- Industrial policy
- Labelling requirements
- Trade (e.g. *EU-US trade dispute*)
- Sectoral statistical classification (e.g. *NACE; taxonomy*)
- State aid and unfair competition
- Postal infrastructure and services
- Production costs (e.g. *evolution of paper prices; consumable prices; energy costs; postal rates*)

→ www.intergraf.eu/policy/competitiveness

ENVIRONMENT

- Industrial emissions (e.g. *Best Available Techniques Reference Documents; BREFS*)
- Packaging and packaging waste
- Single-use plastics
- Environmental labels (e.g. *EU Ecolabel*)
- Ecodesign/recyclability/deinkability
- Timber/forest management (e.g. *Timber Regulation*)
- Carbon/environmental footprint of printed products
- Carbon/environmental impact of digital
- Food contact materials
- Mineral oils
- Paper recycling
- Mercury in lamps
- Chemical policy (e.g. *titanium dioxide; chromium trioxide*)
- Energy efficiency
- Corporate social responsibility

→ www.intergraf.eu/policy/environment

EMPLOYMENT & SOCIAL AFFAIRS

- Social Dialogue
- Employment (*trends; new business models; labour law; minimum wage; right to disconnect*)
- Skills and qualifications (*education and training systems; vocational education and training (VET); qualification frameworks; upskilling; lifelong learning; recruitment; demographic change; digitalisation; image of print*)
- Moving and working in Europe (*free movement of workers; social security coordination*)
- European Pillar of Social Rights (*equal opportunities; health and safety; gender equality; work-life balance; non-discrimination; fair working conditions; social protection and inclusion*)

→ www.intergraf.eu/policy/social

INFORMING

2.3 ECONOMIC INFORMATION

Intergraf's flagship publication is the **Annual Economic Report**, published every year in May/June. This report is free of charge for Intergraf members, and is available to be purchased by non-members.

The Intergraf Annual Economic Report presents an extensive statistical overview of the European graphic industry (EU27 + the UK, Norway and Switzerland). It contains an overview of all relevant data - predominantly from Eurostat and our members - on the printing industry and on other sectors of relevance, such as ink, paper, publishing, books, press, energy, and postal. Our report also features a **4-year forecast** from our market research partner Smithers, the **European Print Market Review**.

To provide our members with more timely updates, we also distribute the **Economic News** newsletter every month. This shorter communication is supplemented three times per year by the **Economic Newsletter**, which gives more extended information.



Order our 2021
Economic
Report here →

[www.intergraf.eu/
communications/annual-
economic-report](http://www.intergraf.eu/communications/annual-economic-report)



2.4 NOTE FROM LAETITIA

POLICY

(COMPETITIVENESS AND ENVIRONMENT)

The **policy agenda** was hijacked by the pandemic during most of 2020, but European legislators confirmed their ambition to go ahead with their political agenda which aims to pursue a twin transition to a sustainable and digital economy in Europe. Both aspects will shape the European graphic industry of the future.

In the area of **environment**, several pieces of legislation were adopted at the end of 2020. The work of Intergraf focused on providing guidance on the interpretation and implementation of these rather technical pieces of legislation. **Intergraf Guidance Documents** are available on chromium trioxide use in the gravure printing industry, Best Available Techniques in the heatset printing sector, and on the newly adopted set of criteria for the EU Ecolabel applicable to printed products.

We are also closely monitoring all policy areas that may impact the **competitiveness** of our sector. These past 12 months, we focused on the impact of Brexit, as well as the EU-US aeronautic trade dispute which affected some printed products. We are increasingly monitoring regulatory initiatives on the digital economy in the continuity of our work on data protection. We are also working on taxation and the classification of printed products. A key concern for the industry remains the spreading of restrictions on unaddressed advertising in European countries.

My role also includes **economic analysis** of the sector. The challenge this year is to provide valuable statistics that best reflect what impacts the pandemic has had on our sector and the most accurate forecasts. These are all compiled in our **2021 Economic Report**. We understand that the information on paper prices is of key interest to members, so we adopted a monthly frequency to provide up-to-date information.



“ *The challenge this year is to provide valuable statistics that best reflect what impacts the pandemic has had on our sector and the most accurate forecasts. These are all compiled in our 2021 Economic Report.* ”

Laetitia Reynaud, Policy Adviser at Intergraf

“ *All of Intergraf’s Guidance Documents represent the end of our lobbying on these issues until new or updated legislation is announced. Each guide is designed to offer practical, user-friendly information to help printers remain compliant in a changing regulatory environment.* ”

Beatrice Klose, Secretary General of Intergraf

PART 2.5

GUIDANCE DOCUMENTS

2.5 GUIDANCE DOCUMENTS AND FACTSHEETS

GUIDANCE DOCUMENTS

New regulations can be complicated to implement for companies. An important part of Intergraf's work is to support printing companies with **tailored guidance** on new regulations emerging at EU level.

This year, we have published five **guidance documents**:

- 1 *Intergraf Guide to the EU Ecolabel for Printed Paper*
- 2 *Intergraf Guide to the Authorisation of Chromium Trioxide for Gravure Printers*
- 3 *Intergraf Guide to the EU-UK Trade and Cooperation Agreement*
- 4 *Intergraf and FTA Europe Guide to Applying Food Contact Materials Legislation*
- 5 *Intergraf Guide to the STS BREF*

FACTSHEETS

Before an issue is finalised and guidance is prepared (if necessary) we keep our members informed about legislative and regulatory developments via **Factsheets**. Each Factsheets summarises one topic.

Intergraf members can access the latest Factsheets using the **Members Area** of our website, or by contacting a member of the Intergraf team.

The latest Factsheets published or updated cover topics including:

- Waste and Waste Packaging
- VAT
- Timber Regulation
- Taxonomy
- Social Affairs
- Pay Transparency
- Food Contact Materials
- Minimum Wage
- Mineral Oil
- Industrial Emissions
- Future of Reading
- Environmental Footprint
- Doordrops
- EU-UK Trade and Cooperation Agreement

→ www.intergraf.eu/members/members-area



2.6 COMMUNICATIONS

Our primary communications aims are twofold:

1. **Lobbying** European institutions to secure the best regulatory environment for printers in Europe.
2. **Informing** Intergraf members about relevant legislative initiatives at European level, as well as sharing interesting national developments between countries.

PUBLIC

Annual Activity Report

Newsletter (Newsflash)

Website

*Social Media (LinkedIn;
Twitter)*

Press Releases

Trade press articles

Position Papers

*Multimedia (leaflets;
videos; photos;
infographics)*

MEMBERS ONLY

Annual Economic Report

Market Reports

*Newsletter (Economic
News; News in Brief;
Market News)*

Members' Area on website

Factsheets

Guidance Documents



WWW.INTERGRAF.EU



INTERGRAF



INTERGRAF AISBL



2.7 PRESS

This year, Intergraf has contributed to a record number of articles and video interviews in trade press, reaching a wider audience than ever to promote our work. As well as filming interviews, submitting articles directly to press outlets, and having our press releases published, we have also submitted articles for publication by some of our member associations.

For example:

- Beatrice Klose interview on INKISH TV: *‘How Intergraf Influences EU Legislation to Support the European Printing Industry’*
- Laetitia Reynaud interview on INKISH TV: *‘European Environmental Legislation’*
- 2x annual articles in Deutscher Drucker Magazine (www.print.de):
 - » *‘Opportunities for Print in Europe’s Post-COVID-19 Economy’*
 - » *‘Protecting the Environment and the Safety of Printed Products are Key Issues for 2021’*
- Beatrice Klose Interview in Caractère Magazine: *‘Defending the Printing Industry in Europe’*
- Beatrice Klose Interview in Select Magazine: *‘The Voice of Women in the Print Industry’*

We want to communicate widely about the work we do for printers. Please get in touch with a member of the Intergraf team to discuss opportunities to collaborate.

The collage displays a variety of media content:

- Print.de:** An article titled "Beatrice Klose, secrétaire générale d'Intergraf. « Défendre l'imprimé en Europe »" with a sub-headline "A L'HEURE DE LA TRANSITION ÉCOLOGIQUE ET NUMÉRIQUE, PRONONCER POUR BRÉSILIENS, L'ASSOCIATION INTERGRAF FAIT VALOIR LES INTÉRÊTS DE L'INDUSTRIE EN EUROPE".
- PrintWeek:** A report titled "Guide to EU-UK trade agreement published by Intergraf".
- Druckspiegel:** An article titled "Intergraf calls for inclusion of printed products in EU Timber Regs" by Jo Francis, dated Tuesday, October 27, 2020.
- WhatTheyThink:** An article titled "Intergraf Shortlisted for European Association of the Year 2020" with a sub-headline "Monday, August 17, 2020".
- PrintWeek:** An article titled "New European plan for green print" by Anne Beaudouin.
- PrintWeek:** An article titled "Intergraf economic report 2020: Build a picture of the European Graphic Industry" submitted by Ebony Hall.
- INKISH TV:** A video report titled "The annual Intergraf Economic Report. The Evolution of the European Graphic Industry provides a clear picture of the industry. It shows historical developments and compares it on the profile of the European graphic industry, as well as data on the industry.".
- Select Magazine:** A feature titled "THE VOICE OF WOMEN IN THE PRINT INDUSTRY" featuring several women in the industry.

2.8 NOTE FROM ALISON

COMMUNICATIONS & POLICY (SOCIAL AFFAIRS AND IMAGE OF PRINT)



“*Few are satisfied with the current ‘all digital’ situation. A new, hybrid way of working and communicating will develop as we emerge from the pandemic. This presents both challenges and opportunities for associations like Intergraf.*”

Alison Grace, Communications & Policy Officer at Intergraf

It is an understatement to say that the way we communicate has changed this year. With face-to-face meetings not possible, digital forms of communication have rapidly grown in importance. Some of these changes will remain as the pandemic eases. We will all have to get used to more virtual communication - in and out of the workplace.

However, the need and desire for physical interaction (and products) has simultaneously become more evident. Few are satisfied with the current ‘all digital’ situation. A new, hybrid way of working and communicating will develop as we emerge from the pandemic. This presents both challenges and opportunities for associations like Intergraf, for whom relationship-building (online and offline) is key.

We have supplemented our communications this year with a special edition newsletter for members focusing on the performance of print during the pandemic: **Market News**. We have also invested into social media platforms like **LinkedIn** and **Twitter**. Through organic growth alone, we now reach 1,200 followers. We have also added more content to our **website**, and provided more articles and interviews than ever to **trade press**.

This year’s developments have natural implications on the image of the printing industry. Accelerated digitalisation has placed the role of print in Europe’s digital transition in the spotlight. Printed products are a vital part of an inclusive digital transition. Image of print campaigns (like **Keep Me Posted EU** and **The Future of Reading**) are gaining traction at European level for this reason.

Moreover, our role as **European Social Partner for the Graphical Sector** remains as important as ever. With the March 2021 publication of the Action Plan on the Implementation of the **European Pillar of Social Rights**, the scene has been set for the next decade of EU employment and social policy.

2021 YOUNG TALENT AWARD

by INTERGRAF

Calling all young people in print!

2.9 AWARDS

- Intergraf Young Talent Award

Intergraf's **Young Talent Award** celebrates excellence in print media from young people in the sector, with the winner awarded a cash prize. As well as recognising **excellence in the field**, our Young Talent Award amplifies the voices of young people in discussions about the future of the European printing industry. As the sector's workforce of tomorrow, young people's views are invaluable in shaping the future of print.

The theme of the 2021 Young Talent Award is employment, with entrants requested to answer questions about the future of the printing industry and expectations from their future employers. The deadline for applications is 31 May 2021.

→ www.intergraf.eu/image/young-talent-award

2.10 PROJECTS

- Print Your Future project (Co-Coordinator)
→ www.printyourfuture.eu

2.11 CAMPAIGNS

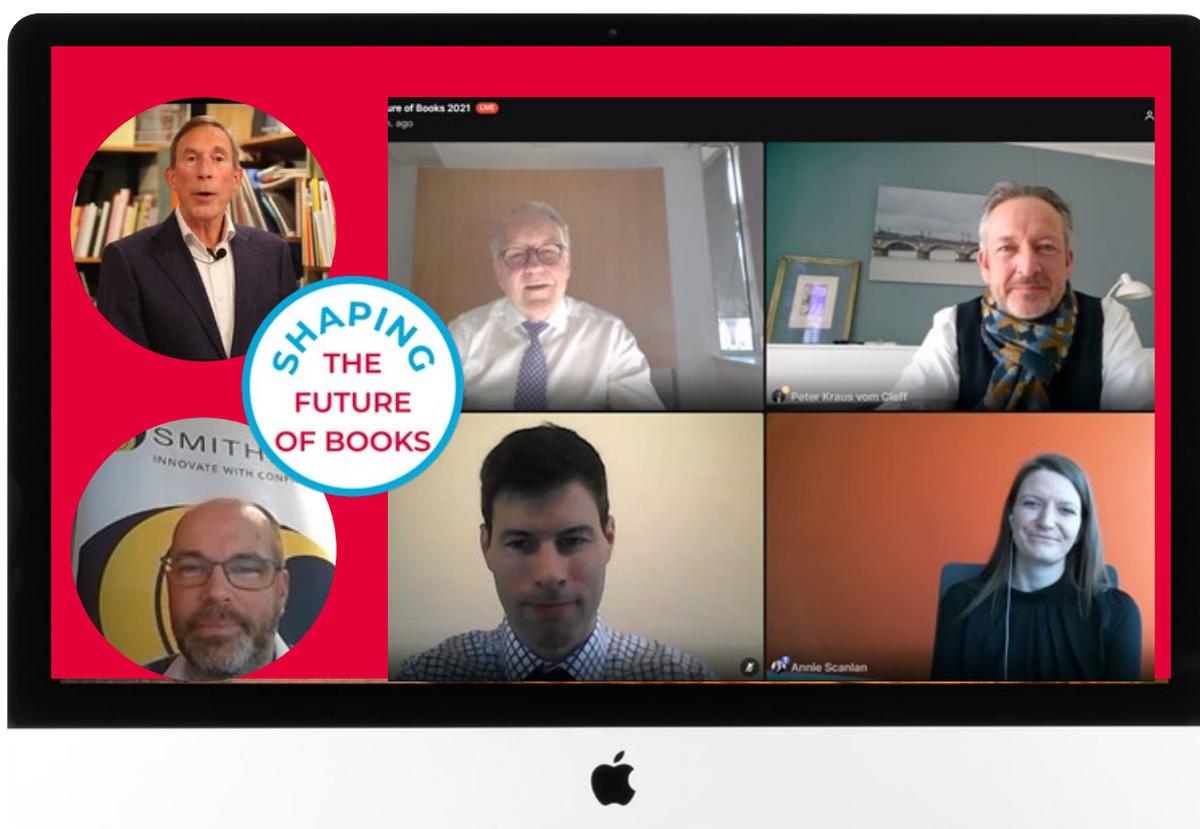
- Two Sides (on Steering Committee)
→ www.twosides.info
- Keep Me Posted EU (on Steering Committee and Co-Coordinator) → www.keepmepostedeu.org
- The Future of Reading (unofficial campaign)
→ www.intergraf.eu/image/the-future-of-reading

2.12 SOCIAL DIALOGUE

- European Social Partner for the Graphical Sector
→ www.intergraf.eu/policy/social-dialogue

NETWORKING

2.13 EVENTS



Our events this year all took place online. Of particular note was the **Shaping the Future of Books** webinar - the first part of our annual event series **Shaping the Future of Print**. This was the first time we have organised such an event online and we are proud of the end result! More than 200 people joined our webinar from 25 countries - the highest number of participants we have ever had at an event in this series. We can't wait for **Chapter 2**, which will take place on 21 October at the Frankfurt Book Fair.

Our annual member events (the General Assembly and the Directors' Conference) also took place online this year. With a vaccine on the horizon, we hope to see our network in-person again soon.

→ www.intergraf.eu/events/shaping-the-future-of-print/book-conference-2021

→ www.intergraf.eu/communications/press-releases/item/291-books-are-still-loved-best-in-print-shaping-the-future-of-books-webinar-round-up

2.14 NOTE FROM ANNIE

EVENTS & POLICY

(PACKAGING)

Thinking back to the **Commercial Print Conference** and **Intergraf 90th Anniversary** in February 2020, I cannot believe how lucky we were and how little we knew of what was to come! With a full lockdown imposed in Belgium a few weeks later, our large conference and anniversary celebration was certainly one of the last to take place in Brussels. In the months since, we have all become acutely familiar with both the personal and professional challenges of the continuing pandemic.

I feel very proud of how Intergraf responded to the new reality of working from home and how we continued to hold events. Despite the lockdown, we managed to organise a successful virtual **General Assembly** in May 2020, a virtual **Directors' Conference** in September 2020, and a **Shaping the Future of Books** webinar in February 2021. The Secretariat also participated as speakers in many online events to promote the graphical industry and Intergraf's activities. As has been proved, print and digital work perfectly together!

Through these virtual events, Intergraf has discovered new ways to interact and network as an industry. However, of course, we look to a future when in-person meetings are possible again. In September, there are plans for an **Intergraf meeting** in Brussels, and Chapter 2 of **Shaping the Future of Books** in October at the Frankfurt Book Fair. Fingers crossed!

On a personal note, this Activity Report will be the last that I contribute to. So I take the opportunity to say a big thank you to Intergraf and FTA Europe members and my colleagues for a wonderful experience that I will not forget.



Image: Annie Scanlan, 2021

“*Intergraf has discovered new ways to interact and network as an industry. However, of course, we look to a future when in-person meetings are possible again.*”

Annie Scanlan, Former Events & Policy Officer at Intergraf and FTA Europe

2.15 EUROPEAN NETWORK

One of Intergraf's key strengths is our **relationships at European level**. In order to effectively influence EU policy, such contacts are critical - both within the European institutions and outside of them.

The printing industry does not exist in isolation. We are a user of products and services from, as well as a supplier to, many other sectors, as well as operating within the same wider social and economic system. Because of this, the policy areas Intergraf covers are wide-ranging, as well as their content being vast and often complex. EU legislation does not only affect one sector.

Pooling knowledge and resources between different associations in **European platforms and networks** allows us to be more effective advocates for the printing industry. As well as regular contacts with individual associations, we are a member of, or interact regularly with, the following platforms at European level:

- Print Media Group (PMG)
- Industry4Europe Coalition
- European Paper Recycling Council (EPRC)
- Packaging Chain Forum
- Packaging Ink Joint Industry Task Force (PIJITF)
- XSG (cross sector group) on food contact materials
- European Solvents Downstream Users Coordination Group (ESVOC)
- European Platform for Chemicals-Using Manufacturing Industries (CheMI)
- BusinessEurope (e.g. European Employers Network)
- European Graphic/Media Industry Network (EGIN)

→ www.intergraf.eu/about-us/european-networks

2.16 PARTNERSHIPS

FTA EUROPE

Since 2015, Intergraf has shared its Secretariat in Brussels with its sister association **FTA Europe**. FTA Europe represents and promotes the flexography printing sector.



A key activity of FTA Europe is the **Diamond Awards**, which recognises exceptional flexo printers from across Europe and beyond every other year. The latest **FTA Europe Diamond Awards** took place virtually on 22nd April 2021. The event was a great success: 583 people registered from 41 countries. Live streamed from Antwerp, FTA Europe celebrated the winners in the style of the 'Roaring 20s'.

Other key topics of the last year include the launch of a **Technical Committee** of flexo experts, working to develop a standardised test form for flexo machines. This work will continue throughout 2021 and involves all the major machine suppliers in Europe. FTA Europe will also continue to work closely with Intergraf in the **Task Force on Food Contact Materials**, due to a shared interest in the food packaging sector.

→ www.fta-europe.eu

SMITHERS

Intergraf has collaborated with **Smithers** on a multitude of activities since our partnership began in 2013. Smithers is the **global authority** on the packaging, paper and printing industry supply chains. We work primarily with the division **Smithers Information**, which delivers in-depth market data, as well as technical and business information.

Every year, Smithers contributes a review of the European print market to the **Intergraf Annual Economic Report**, supplementing the information provided by us and our members. We also work together on the event series: **Shaping the Future of Print** (focusing in 2021 on the book market), for which Smithers provides a detailed market report. So far, past topics have included commercial print, packaging, magazines, direct mail and books. A representative from Smithers presents their data at every event.

→ www.smithers.com

UNI EUROPA GRAPHICAL

As the **European Social Partner** representing employers in the graphical sector, Intergraf works regularly with our counterpart trade union, **UNI Europa Graphical**. Since 2013, we have engaged in sectoral **Social Dialogue**, supported by the European Commission. In 2019, we published a new Work Programme, committing to work on sectoral trends, digitisation, demographics, skills, new business models, state aid and unfair competition, and image and environment.

2020 also saw the launch of our joint project (funded under Social Dialogue): **Print Your Future**. This project will provide solutions to image and attractiveness issues affecting the graphical sector.

→ www.uni-europa.org

WORLD PRINT AND COMMUNICATION FORUM

Intergraf is a founding member of the **WPCF** (World Print & Communication Forum), the leading collaborative platform for the world's major national and transnational printing associations. We also administer the platform's **Secretariat**.

In January 2020, Intergraf attended the **World Print Forum** in Mumbai, India, hosted by our fellow WPCF member, the All India Federation of Master Printers. WPCF members also used this occasion for a board meeting. 2020 was noteworthy because the platform welcomed two new members: Nepal and South Africa. Following this event, the **WPCF 2020 Economic Report** was published, presenting key data about the global economy, print markets and



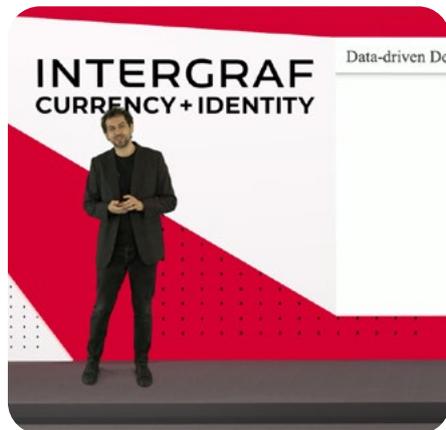
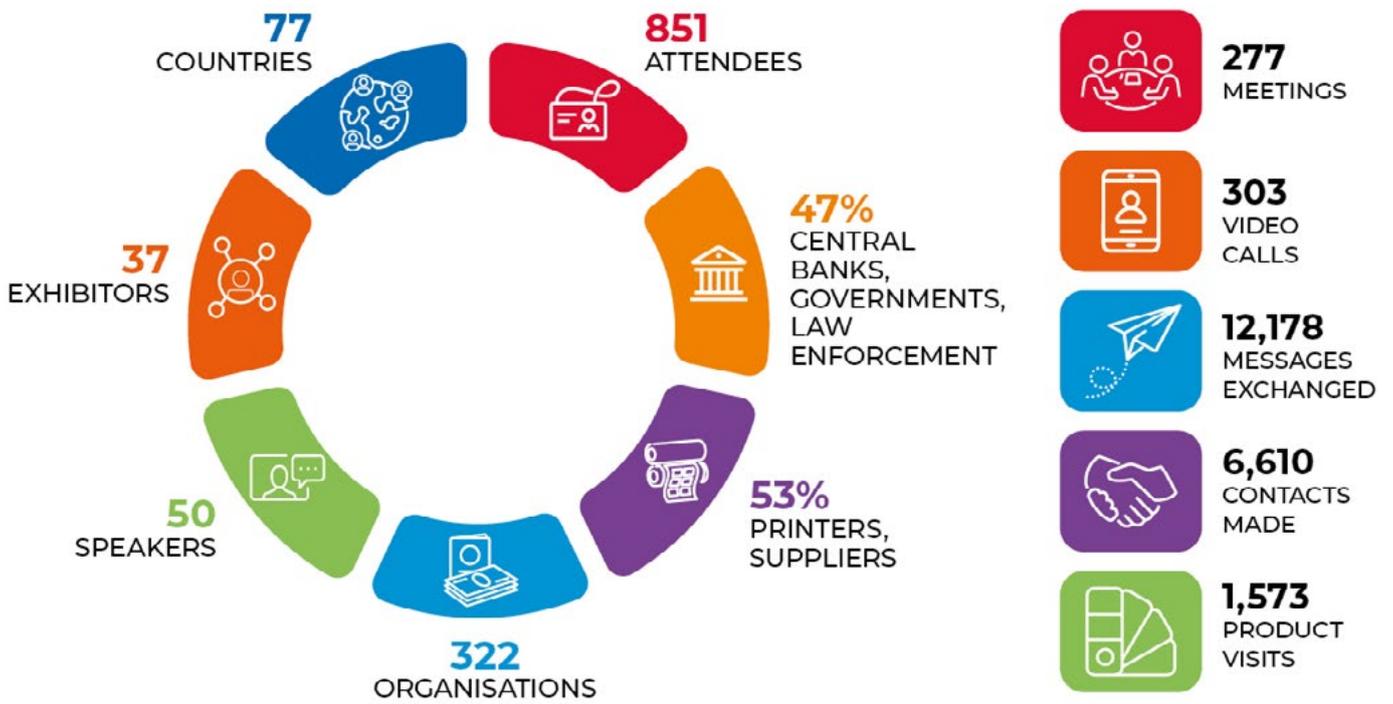
focused country reports about WPCF members. The **WPCF 2021 Economic Report** is in preparation.

Every two years, the WPCF supports Intergraf's **Print Matters for the Future** event, adding a global perspective to our European event. A record 76 international delegates from 26 countries met last time in 2019 in London, UK. The next Print Matters for the Future event that will also be supported by the WPCF is due to take place in 2022 in Stockholm.

→ www.worldprintforum.org

SECURITY PRINTING

INTERGRAF 24-26/03/2021 CURRENCY+IDENTITY ONLINE



2.17 INTERGRAF CURRENCY+IDENTITY ONLINE

Hundreds of participants tuned in to watch and participate in our 2021 event for the security printing community: **Intergraf Currency+Identity Online**. With 851 participants from 77 countries, this year's event exceeded our expectations.

For the first time in its almost half a century history, the Intergraf Currency+Identity conference and exhibition took place online. Our virtual event welcomed more customers than ever, with 47% of delegates attending from central banks, law enforcement and government. 851 attendees from 322 organisations logged in over the course of the 3-day event to hear from 50 speakers and 37 exhibitors.

Intergraf Currency+Identity Online provided participants with an **interactive platform** to learn and network - including live speaker Q&As, meetings with exhibitors, roundtables, and on-demand presentations, plus a web and mobile app. Networking tools were widely used, with participants making the most out of our platform.

Continuously growing, Intergraf Currency+Identity has connected technological innovators and institutional end users since 1976. The conference and exhibition provide excellent opportunities to meet colleagues and customers, and to establish new contacts with leading executives of security printing companies, central banks, and law enforcement from across the world.

The event is open exclusively to security printers, suppliers to security printers, central banks, government authorities, law enforcement and industry-specific digital solution providers.

The next Intergraf Currency+Identity will take place on 6-8 April 2022. Intergraf members enjoy **discounted registration fees** for Intergraf Currency+Identity.

→ www.intergrafconference.com

2.18 INTERGRAF CERTIFICATION



ISO 14298



CWA 15374

Even in this unusual year, many companies in the security printing community wanted to join the circle of Intergraf **certified companies**. There are now 153 certified companies from 55 countries - 136 certified with ISO 14298, and 17 with CWA 15374. A further 30 companies are in the application process.

We offer **ISO 14298** for security printers, and **CWA 15374** for their suppliers. Together, our certifications help to secure the entire supply chain. Both certifications are production site-related and ensure state of the art security management of the facility.

In addition, Intergraf has developed the detailed **Intergraf Certification Requirements (ICR)**, which help companies to achieve a high level of security measures. Contrary to the public standard ISO 14298, the ICR is proprietary to Intergraf and reviewed annually to ensure up-to-date security requirements.

We work with two independent certification bodies, VPGI (NL) and SQS (CH), whose qualified and trained auditors carry out the audits worldwide.

Our interactive **Certification Workshops**, held online for the first time this year, were very well received. Participants from all over the world learned and exchanged information about **IT Security** and **Business Continuity Management** in 1-day seminars. Workshops for certified companies (and those who want to become certified) will continue to be offered in the future.

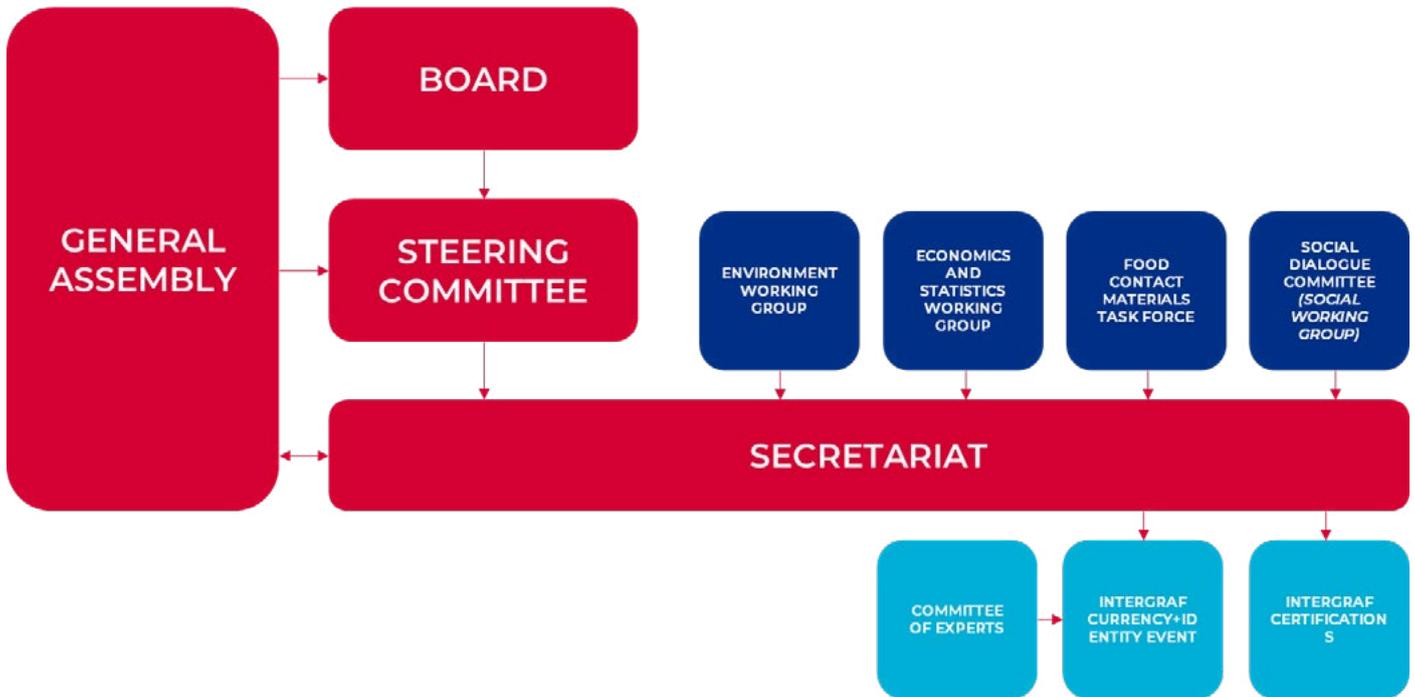
→ www.intergrafconference.com/index.php/intergraf-certification





PART 3: GOVERNANCE

3.1. WORKING STRUCTURE



The strategic direction of Intergraf is decided by the **Board**, a group of nine company representatives appointed by Intergraf’s member associations. Countries currently represented are Denmark, Germany, Italy, Latvia, the Netherlands, Sweden, the UK and Estonia. FTA Europe also has a seat on the Board.

Strategic decisions of the Board are carried out by the **Steering Committee**, a body comprising Directors and other high-level representatives from national printing associations. Countries currently represented are Denmark, Germany, Hungary, Italy, Portugal, Sweden and Estonia.

The Intergraf **Secretariat** is made up of three teams: European Affairs, Security Printing, and Accounting, HR & Administration. All three teams are managed by the Secretary General. The Secretariat carries out the day-to-day work of the association.

Intergraf chairs three active **Working Groups**:

- » Economics and Statistics Working Group
- » Environment Working Group
- » Food Contact Materials Task Force

These groups contain experts from national associations. They meet regularly to discuss all relevant EU policy issues. There is also a third, currently inactive, Social Working Group. Social affairs issues are discussed instead amongst members of the Social Dialogue Committee.

Intergraf’s annual **General Assembly** is the association’s main decision-making body, where members approve the work and finances of Intergraf. The General Assembly also grants discharge to the Board and Steering Committee to carry out their work during the upcoming year.

→ www.intergraf.eu/about-us/governance

3.2. SECRETARIAT

EUROPEAN AFFAIRS



Beatrice Klose
Secretary General



Laetitia Reynaud
Policy Adviser



Alison Grace
Communications &
Policy Officer



Coming soon!
Membership & Events
Officer
(Intergraf and FTA Europe)

Due to start in June/July 2021

ACCOUNTING, HR AND ADMINISTRATION

- **Reka Sipos**, HR & Administration Officer
- **Sanaâ Riffi Tamsamani-d’Hennezel**, Certified Expert-Accountant ITAA

SECURITY PRINTING

Intergraf’s **Security Printing Team** organises the Intergraf Currency+Identity Event and manages Intergraf’s Certifications.

- **Doris Schulz-Pätzold**, Customer Relations & Certification Manager
- **Simona Barbulescu**, Event Coordinator
- **Corinne Durand**, Web & Digital Communications Officer
- **Cristina Munteanu**, Exhibition Coordinator
- **Sophie Plattard**, Conference & Exhibition Assistant
- **Manfred Goretski**, Editor of Infosecura Magazine

FORMER STAFF



Annie Scanlan
Events & Policy Officer
(Intergraf and FTA Europe)

Left in May 2021

→ www.intergraf.eu/about-us/team

“ *One of the companies I am responsible for was founded in 1849. We cannot imagine what massive changes this company and its employees has gone through during this very long period: new technologies, huge crises, wars, and much more. The printing industry had a lot of disruptions in the past and we see one such disruption during these difficult days of the pandemic. But, as always, these situations enable change for the sector. So I am sure that by standing together and being well informed, the printing sector can create a lot of new possibilities out of the current crisis.* ”

Ulrich Stetter, Managing Director of Druckhaus Mainfranken GmbH and proposed Intergraf President

PART 3.3

INCOMING PRESIDENT

Image: Ulrich Stetter, 2018

3.3 INCOMING PRESIDENT

After 4 years as President of Intergraf, **Cees Verweij**, former Chairman of our Dutch member KVGGO, will step down. The Board has proposed **Ulrich Stetter**, CEO of Druckhaus Mainfranken in Germany, to become the new **Intergraf President** following Cees' departure. Ulrich's appointment is pending approval from the members at Intergraf's 2021 General Assembly in May.

CEES VERWEIJ

Cees Verweij has been a key member of the Intergraf team for 12 years. We offer our sincere thanks to Cees for his 4 year tenure as President, following 8 years as Board Member and Vice President.

The knowledge and dedication that Cees has given to Intergraf - setting our strategic direction, and representing the association at meetings and events all over Europe - has greatly enhanced our work. Our activities on behalf of printers have more impact than ever thanks to Cees' leadership.

ULRICH STETTER

Ulrich Stetter, Board Member since 2018, has been proposed as the next Intergraf President (pending approval at the May 2021 General Assembly).

Ulrich is Managing Director of printing companies within the Druckhaus Mainfranken group - the production part of the flyeralarm group, based in Würzburg, Germany. In this capacity, he manages 5 companies with 8 production plants. The Druckhaus Mainfranken Group has approximately 1,400 employees, mainly in the printing sector.

We welcome Ulrich's 30+ years of experience in the printing industry and look forward to furthering Intergraf's agenda under his guidance.



Image: Cees Verweij, 2018

“*The office of Intergraf plays a crucial role in promoting print and safeguarding the industry from harmful legislation and I thank the team for their excellent cooperation with the Board. I am leaving Intergraf convinced that print will remain essential.*”

Cees Verweij, Outgoing Intergraf President

3.4 MEMBERS

Austria **PROPAK**

Belgium **FEBELGRA**

Bulgaria **PRINTING INDUSTRY UNION OF BULGARIA**

Denmark **GRAKOM**

Estonia **ASSOCIATION OF ESTONIAN PRINTING AND PACKAGING INDUSTRY**

Finland **FINNISH PRINTING ASSOCIATION**

France **UNIIC**

Germany **BVDM**

Hungary **FEDPRINT**

Italy **ASSOGRAFICI**

Latvia **LATVIAN PRINTERS ASSOCIATION**

Lithuania **LISPA**

Luxembourg **AMIL**

The Netherlands **KVGO**

Norway **NORSK INDUSTRI**

Portugal **APIGRAF**

Sweden **GRAFISKA FÖRETAGEN**

Switzerland **VISCOM**

Switzerland **VSD**

United Kingdom **BPIF**



3.5 ASSOCIATE MEMBERS

Italy **ACIMGA**

Belgium **FTA EUROPE**

Poland **PWPW**

Spain **FNMT**

United Kingdom **ICA**



**Would you
like to join
Intergraf?
Find out
how on the
next page!**

→ www.intergraf.eu/members/members

→ www.intergraf.eu/members/associate-members

**NETWORK WITH
GLOBAL PRINT
EXPERTS**

- Learn from your European and global peers
- Contribute to industry development
- Attend international events
- Share your knowledge

**SHAPE THE
EUROPEAN
POLICY AGENDA**

- Understand EU policies and their impact
- Learn about legislative developments
- Influence EU policy
- Find partners for transnational consortia

**ACCESS
EXCLUSIVE
PUBLICATIONS**

- Annual Economic Report
- Market reports on printing industry sub-sectors
- Policy factsheets and guides
- Economic news
- Monthly trade newsletter

**PART 3.6
MEMBERSHIP
POSSIBILITIES**

3.6 MEMBERSHIP POSSIBILITIES

JOIN THE EUROPEAN PRINTING COMMUNITY

WHO IS ELIGIBLE FOR INTERGRAF MEMBERSHIP?

Membership of Intergraf is open to any national printing association based in Europe (EU or non-EU).

WHO IS ELIGIBLE FOR INTERGRAF ASSOCIATE MEMBERSHIP?

Associate Membership is open to any **company or association** in Europe (EU or non-EU) that seeks enhanced European collaboration without becoming a full member of Intergraf. Non European companies may also get in touch with us to discuss possibilities to collaborate.

HOW DO I APPLY FOR INTERGRAF MEMBERSHIP/ASSOCIATE MEMBERSHIP?

All you need to do is **contact a member of the Intergraf team** to discuss the details.

→ www.intergraf.eu/members/member-benefits

→ www.intergraf.eu/members/testimonials

Download our
membership
brochure here →

www.intergraf.eu/images/pdf/2020_MembershipBrochure_Lo.pdf





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