MEMBERSHIP GROWTH

Year | Growth
--- | ---
1996 - Marbella | 38
1999 - Athens | 60
2000 - Florence | 120
2001 - Berlin | 140
2002 - Paris | 150
2003 - Dublin | 160
2004 - Barcelona | 170
2005 - Prague | 180
2006 - Vienna | 190
2007 - Monaco | 193
2008 - Brussels | 195
2009 - Rome | 201
2010 - Malta | 211
2011 - Budapest | 221
2012 - Lisbon | 230
2013 - Venice | 241
2014 - Istanbul | 246
2015 - Barcelona | 250
2016 - Berlin | 255
2017 - Rome | 259
2018 - London | 258
2019 - Tenerife | 252
2020 | 230
2021 | 232
ABOUT US

232 MEMBER COMPANIES

32 COUNTRIES

320,000 EMPLOYEES

€ 30 BLN ANNUAL SALES

- Distributor members
- Manufacturer members
- Associate members
ABOUT US

MISSION
EPTDA’s mission is to strengthen its members in the industrial distribution channel to help them to be successful, profitable and competitive in serving customers according to the highest standards.

VISION
To be the leading community in the EMEA region for industrial distribution, as recognized by customers.

IDEAL FUTURE STATE
Industry professionals and authoritative bodies proactively seek out EPTDA as a result of its rich networking opportunities, and history of creating knowledge that forms the future of the industry and facilitates the advancement and success of its members.
STRATEGIC PRIORITIES

MEMBERSHIP GROWTH

BUSINESS NETWORKING

CONTENT DEVELOPMENT

EXTERNAL RELATIONS/COLLABORATIONS

LEADERSHIP EVOLUTION
CORE VALUES

- FAIRNESS
- CONTINUOUS GROWTH
- OPEN DIALOGUE
- MUTUAL RESPECT
- HONESTY
- INTEGRITY
- CONTINUOUS LEARNING
- SUPPORT
GEOGRAPHICAL REPRESENTATION

- Germany: 20%
- United Kingdom: 13%
- Italy: 12%
- United States of America: 9%
- The Netherlands: 6%
- France: 6%
- Spain: 3%
- Other countries: 3%, 2%, 1%, >1%

Countries: Poland, Switzerland, Turkey, Belgium, Finland, Greece, Sweden, Austria, Czech Republic, Ireland, Norway, Romania, Russia, Slovenia, United Arab Emirates, Australia, Canada, Denmark, Estonia, Hungary, Luxembourg, Nigeria, Portugal, South Africa, Ukraine
MEMBER COMPANIES SEGMENTATION

- Family Owned:
  - Manufacturers: 34%
  - Distributors: 45%
- Privately Owned:
  - Manufacturers: 45%
  - Distributors: 50%
- Publicly Held:
  - Manufacturers: 6%
  - Distributors: 6%
MEMBER BENEFITS

- Business Development
- Brand Awareness
- EPTDA Academy
- Trade Opportunities
- Best Practice
- Celebrate Success
- Executive Networking
- Knowledge & Data
- Global Community
MEMBERSHIP CRITERIA

DISTRIBUTOR MEMBERS:
A firm, corporation or partnership whose business is involved in the stocking and distribution of power transmission and/or motion control products.

Criteria a: Be an authorized stocking distributor for at least one manufacturer of PT/MC products.

Criteria b: Stock and distribute at least one of the PT/MC or related products described in the membership application form, or must derive part of its sales from one or more appendix listed product categories.

Criteria c: EPTDA's internal policy provides that any application is subject to the supervisory powers of the EPTDA Board of Directors (the “Board”) about the genuine fulfilment of the conditions (a) and (b), and to the disapproval of the application at the Board's sole discretion in case of reasonable doubt about such fulfilment, about the authenticity of documents submitted in the application process or, in general, about the sincerity of the applicant.
MEMBERSHIP CRITERIA

MANUFACTURER MEMBERS:

A firm, corporation or partnership, which manufactures a Power Transmission/Motion Control, or related, product line. The business will be operating in EMEA, with a sales force, for the marketing of its various product lines. Alternatively, a manufacturer of PT/MC products or related industry products (see also attached Products Categories overview), that has previously qualified for PTDA membership is eligible for EPTDA membership.

Criteria a: Manufacture the majority of its products itself, market, and support, under its own brand name on a broad basis through authorized European distributors, at least one of the PT/MC or related products represented within EPTDA and described in the membership application form and attached Products Categories overview.

Criteria b: Provide sufficient documentation to support its policy of using authorized distributors.

Criteria c: Be committed to running its business in keeping with local laws and policies, environmental standards, ensuring fair labour policies and using fair competition practices, in accordance with EPTDA standards, and as stated and also underwritten by the applicant in the membership application form.

Criteria d: EPTDA's internal policy provides that any application is subject to the supervisory powers of the EPTDA Board of Directors (the “Board”) about the genuine fulfilment of the conditions (a) and (b), and to the disapproval of the application at the Board's sole discretion in case of reasonable doubt about such fulfilment, about the authenticity of documents submitted in the application process or, in general, about the sincerity of the applicant
MEMBERSHIP CRITERIA

ASSOCIATE MEMBERS:

A firm, corporation or individual who provides services directly related to operating a business in the power transmission & motion control (PT/MC) industry.

Criteria a: provide services directly related to operating a business in the PT/MC industry.

Criteria b: display ethical conduct in dealings with EPTDA members.

Criteria c: not qualify for EPTDA membership under any other category.

Criteria d: provides that any application is subject to the supervisory powers of the EPTDA Board of Directors (the “Board”) about the genuine fulfilment of the conditions (a) and (b), and to the disapproval of the application at the Board’s sole discretion in case of reasonable doubt about such fulfilment, about the authenticity of documents submitted in the application process or, in general, about the sincerity of the applicant.

The reciprocity affiliation between PTDA and EPTDA doesn’t apply in the Associate member criteria case.
ANNUAL BUSINESS CONVENTIONS

MD-DEX BUSINESS DEVELOPMENT
Participate in 1.5 days of pre-scheduled 30-minutes speed-B2B meeting between Distributors and Manufacturers.

EXECUTIVE NETWORKING
Meet the major global decision makers, thought leaders and influencers of the PT/MC industry under one roof over two days.

BRAND AWARENESS
A highly cost-effective way to promote your brand, see and be seen with senior leaders of the industry.

BEST PRACTICE
Discuss innovative solutions, industry issues and personal development - formally and informally - with global leaders.

KNOWLEDGE & DATA
Listen to world's most wanted and celebrated keynote speakers and industry specialists on global economic, social and political issues.

FUTURE LEADERS
Meet and join the Future Leaders of the industry that EPTDA is committed to promoting and profiling on a global stage.

BECOME PART OF A GLOBAL COMMUNITY
Help strengthen the industrial distribution channel. Make the industry more successful, profitable and competitive in serving customers according to the highest standards.
ANNUAL BUSINESS CONVENTIONS
EXCLUSIVE NETWORK OF DECISION MAKERS

70% delegates
C-Suite (CEO, CMO, COO...)
Owners
Board Members
MD-IDEX 2019
MANUFACTURER DISTRIBUTOR
IDEA EXCHANGE

34 Countries
1.5 Days

245 Companies
1000+ Meetings
ANNUAL HIGHLIGHTS 2020

- 11 new member companies
- Digital Blue Book
- Brand new global website
- Market Insights
- 6 new EU Monitoring
- COVID-19 Impact & Resources Page
- Power Transmission Monthly Index
- PLI Report on Recycling
- Ongoing alignment with PTDA
- Survey on Digital Capabilities
Take part in our series of expert webinars
2020 DIGITAL SUMMIT

Webinar by Redburn: Shape of Recovery

Webinar by Oxford Economics: Path to Economic Recovery

Webinar by Hintsa: Remote Working

Webinar by LOEPRE: Hidden Cyber Threats

Future Leaders Webinars & Roundtables
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<tr>
<th>Date</th>
<th>Session 1</th>
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<th>Session 3</th>
<th>Session 4</th>
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<td>Monday, 14 Sept.</td>
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2020: LAUNCHING THE NEW GLOBAL WEBSITE

- Member locator
- Enhanced product search and referencing
- Product locator
- Dedicated interactive member logo member
- Search engine
- Social media channels
- Newsroom
- Convention and membership interfaces and apps

www.eptda.org
POWER TRANSMISSION MONTHLY INDEX

IN ASSOCIATION WITH REDBURN
EU MONITORING REPORTS 2020

1. Artificial Intelligence
2. IPRS
3. Incoterms
4. CyberSecurity
5. Drone Disruption
6. Coronavirus & Supply Chain
7. EU’s response to COVID-19
• Corporate website
  www.eptda.org

• Annual business review & membership directory – Blue Book

Membership growth & brand awareness channels

• Corporate roll-ups
ANNUAL BUSINESS CONVENTIONS

www.eptdaconvention.org
Marketing & Communication

- Social media: Twitter & LinkedIn

- Newsletters, market reports & members-only resources
2021-2022 BOARD OF DIRECTORS

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Paul Desmond Spillings

Vice President
Luca Martelli

Past President & Treasurer
Zoltan Arkovics

Manufacturer Council Chair
Loretta Feasby

Manufacturer Council Vice Chair
Frank Borgmann

Director
Jan Friman

Director
Karel Kreibich Jr.

Director
Moris Romi

Director
Henrik Walter

PTDA President
Brian Davis

PTDA Vice President
Jean-Pierre Bouchard
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Luca Martelli

Vice Chair
Henrik Walter

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Stefano Bandelli

Member
Antoni Cammany

Member
Milos Kysel

Member
Paul Bruin

Member
Jan Friman

Member
Moris Romi

Member
Paul Desmond Spillings

Member
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Member
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Member
Thomas Moka

Member
Carlo Rondelli

Member
Greg Sharp

Member
Volker Stienhans

Member
Paul Weeda
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Vice Chair
Joanna Gansel

Member
Hasanein Alwan

Member
Till Blässinger

Member
Stefan Bruin

Member
Hans Hagedoorn

Member
Keith Johnson

Member
Karel Kreibich Jr.

Member
Frans Morskate

Member
Robert Motysia

Guest Member
Michael Schlembach

Associate
John Miller
COMMITTEES & COUNCILS
ROLE & RESPONSIBILITIES

Manufacturer Council

Voicing the interests of the manufacturing community and joining forces with distributors for more effective and profitable business.

Know Your Market Committee

Continuously improving intelligence reports and market trend analyses that help distributors and manufacturers to make well-informed business decisions.

Distribution Development Committee

Ensuring ‘member development’, promoting and developing business best practices.

Fostering networking opportunities and providing business meeting platforms for PT/MC professionals.
Creating the educational programs for all EPTDA members.
ANNUAL BUSINESS CONVENTION 2021
Leading Executive Association for Power Transmission & Motion Control Industry

22→24 SEPTEMBER
WARSAW

#EPTDA2021ABC
www.eptdaconvention.org