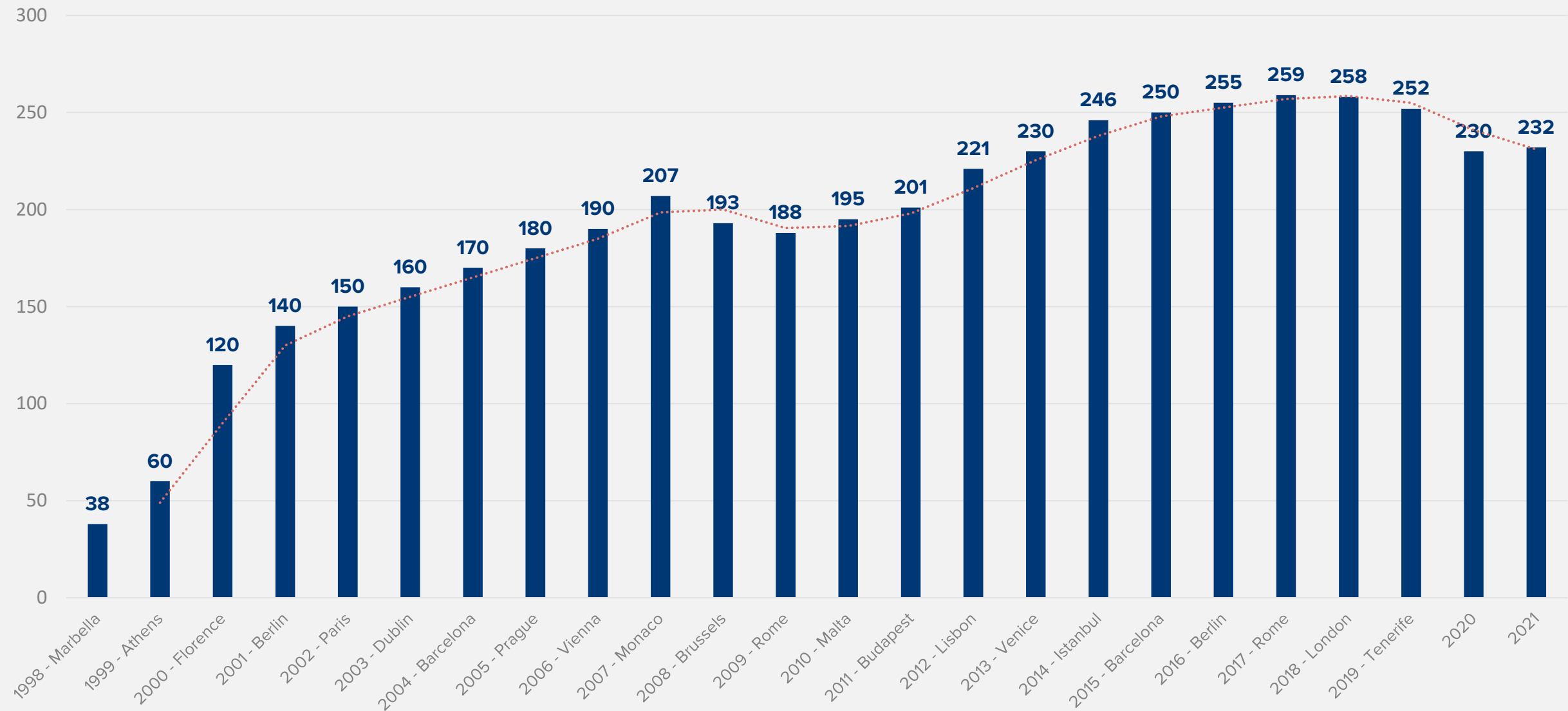


EMEA'S LEADING ASSOCIATION POWER TRANSMISSION MOTION CONTROL

April 2021

MEMBERSHIP GROWTH



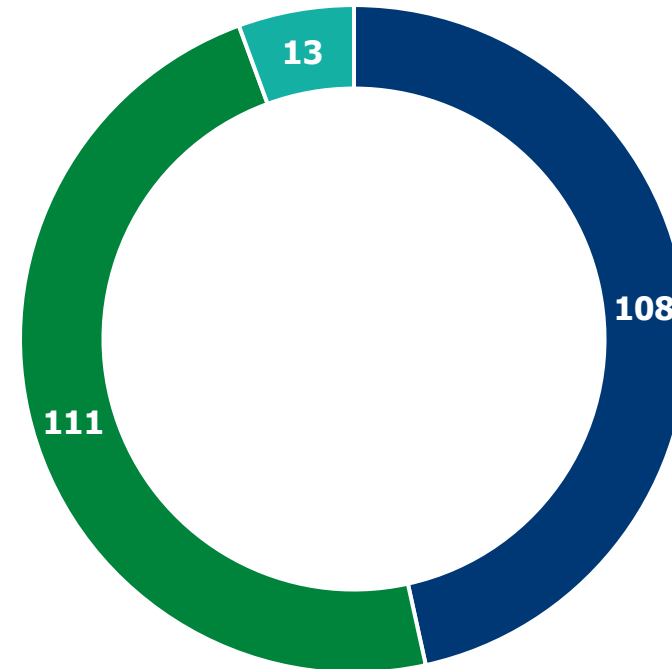
ABOUT US

232
MEMBER
COMPANIES

32
COUNTRIES 

320,000
EMPLOYEES 

€ 30 BLN
ANNUAL SALES 



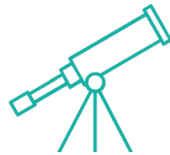
■ Distributor members ■ Manufacturer members ■ Associate members

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

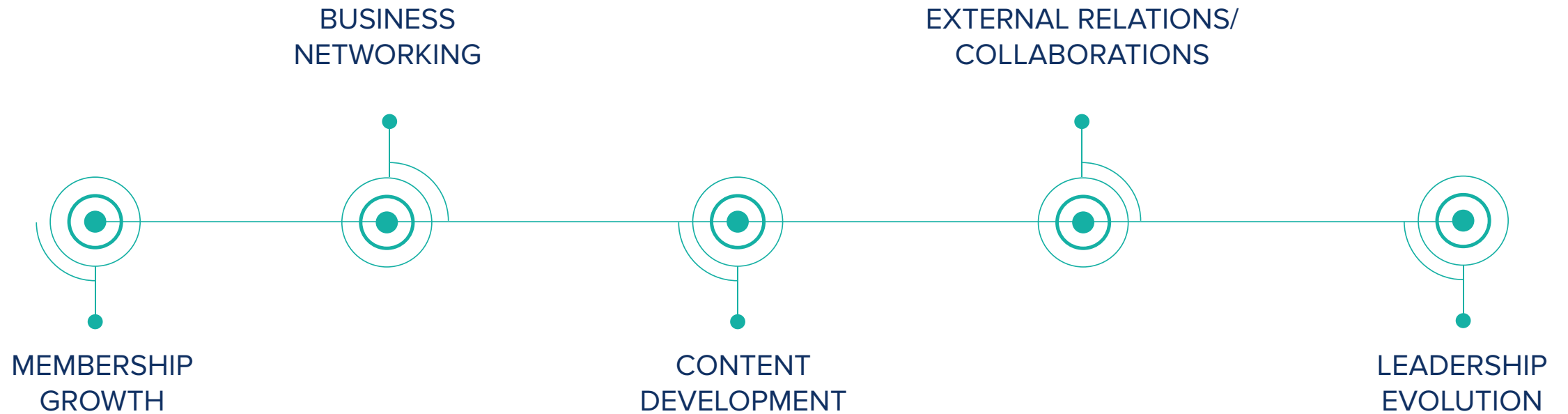
To be the leading community in the EMEA region for industrial distribution, as recognized by customers.



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



CORE VALUES



FAIRNESS



CONTINUOUS
GROWTH



OPEN
DIALOGUE



MUTUAL
RESPECT



HONESTY



INTEGRITY

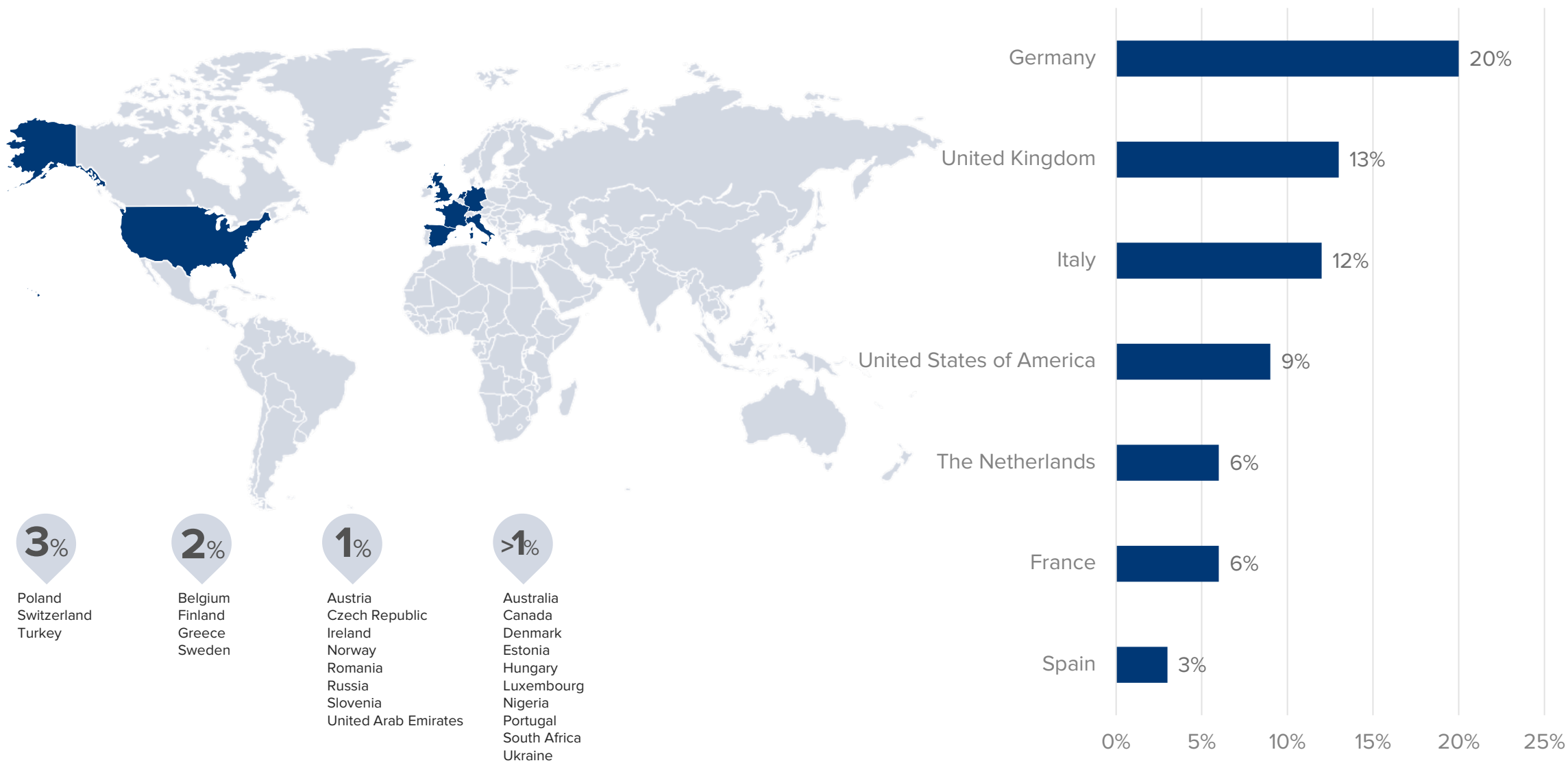


CONTINUOUS
LEARNING

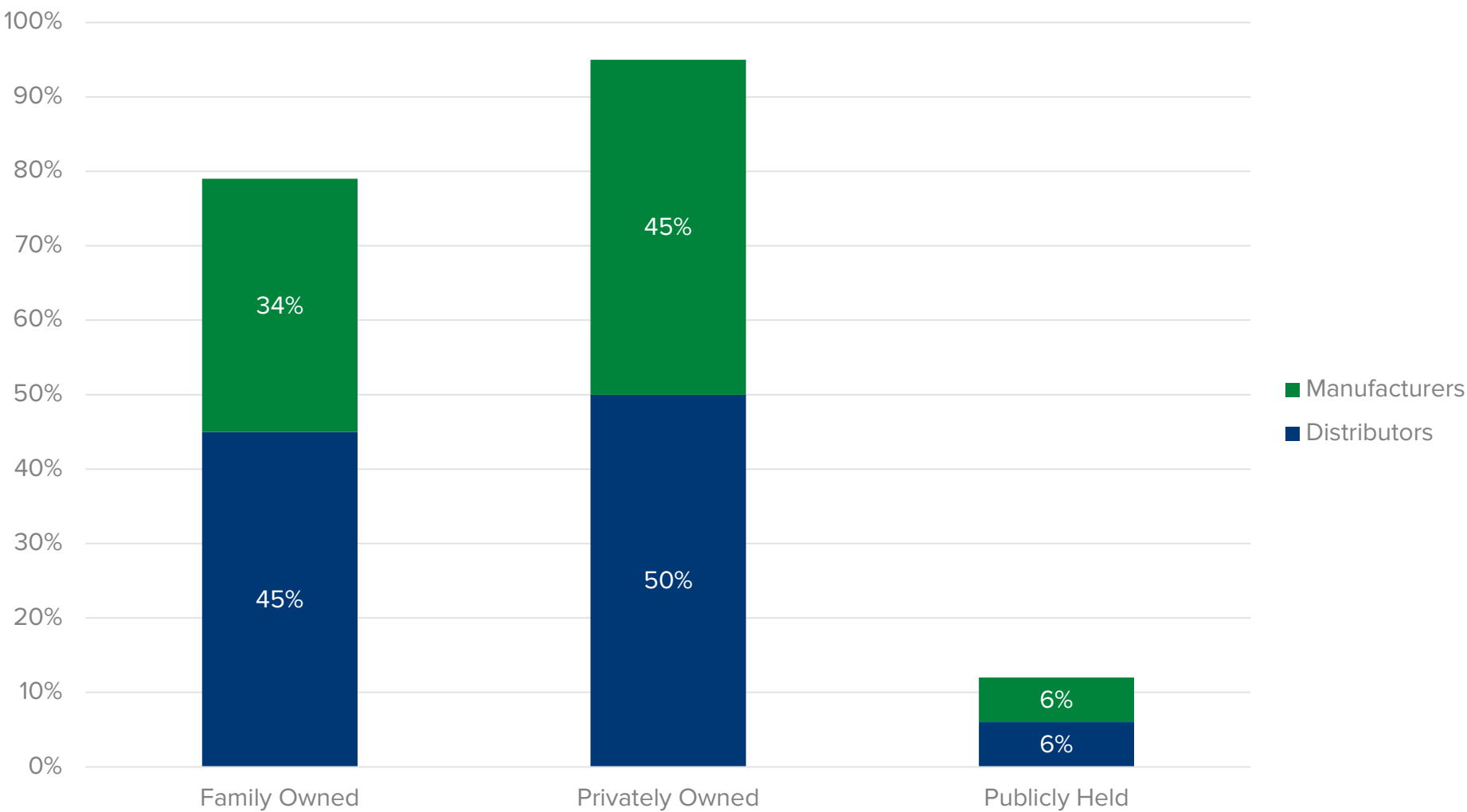


SUPPORT

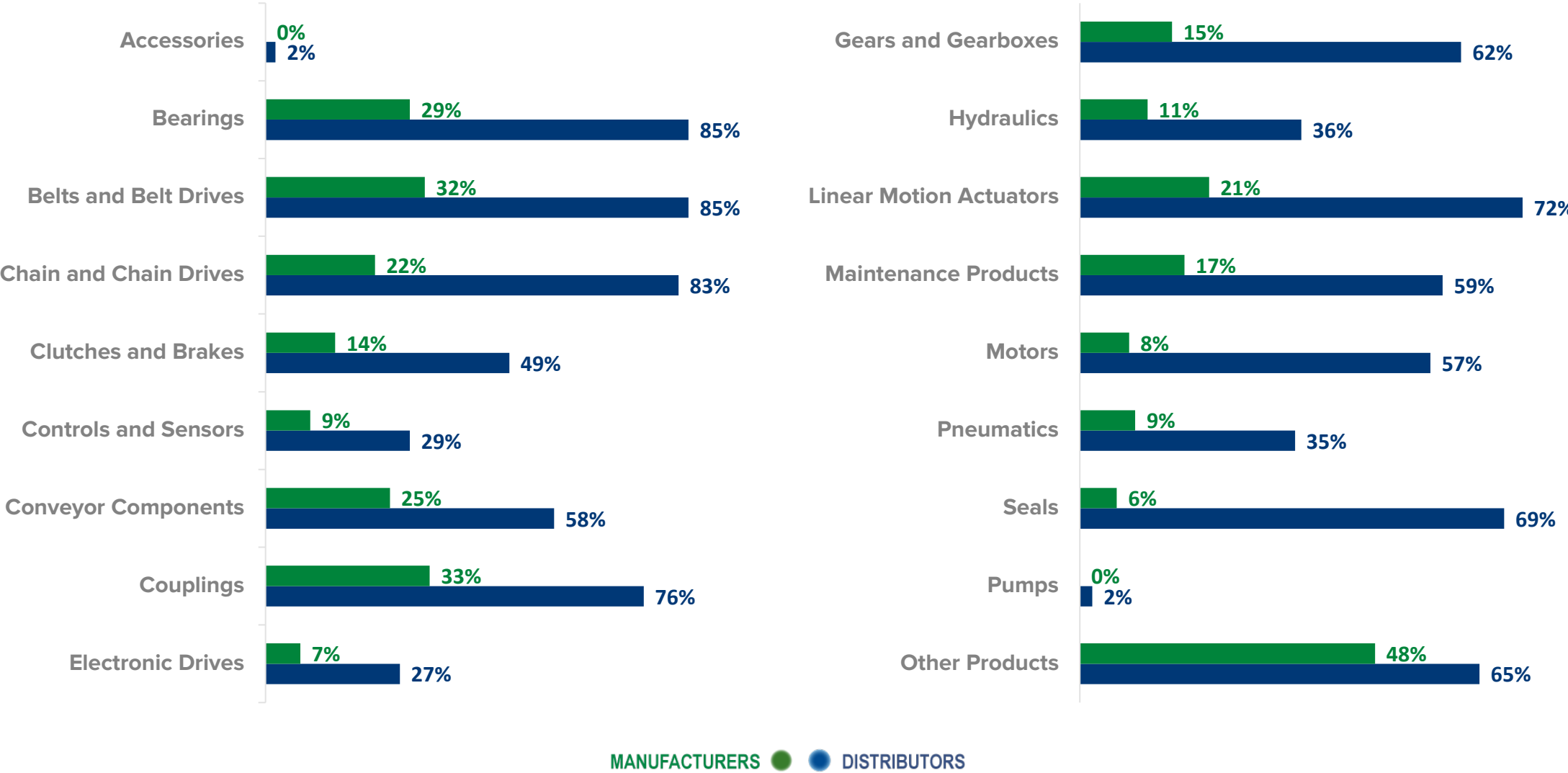
GEOGRAPHICAL REPRESENTATION



MEMBER COMPANIES SEGMENTATION



18 PRODUCT CATEGORIES



COMPLIANCE, CODE OF CONDUCT & RESPONSIBLE BUSINESS

**Ethical
Roadmap
for the PT/MC
Industry**



**Anti-trust
Policy
Statement**



**Code
of Conduct**



**Environmental
Responsibility
Policy**



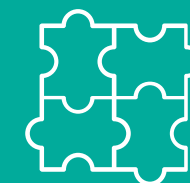
**GDPR Policy
Statement**



**Combatting
Counterfeiting**



**Charity
Program**



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-IDEX 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**



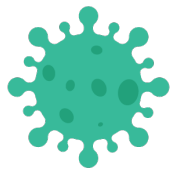
**Brand new
global website**



Market Insights



6 new EU Monitoring



**COVID-19 Impact
& Resources Page**



**Power Transmission
Monthly Index**



**PLI Report on
Recycling**

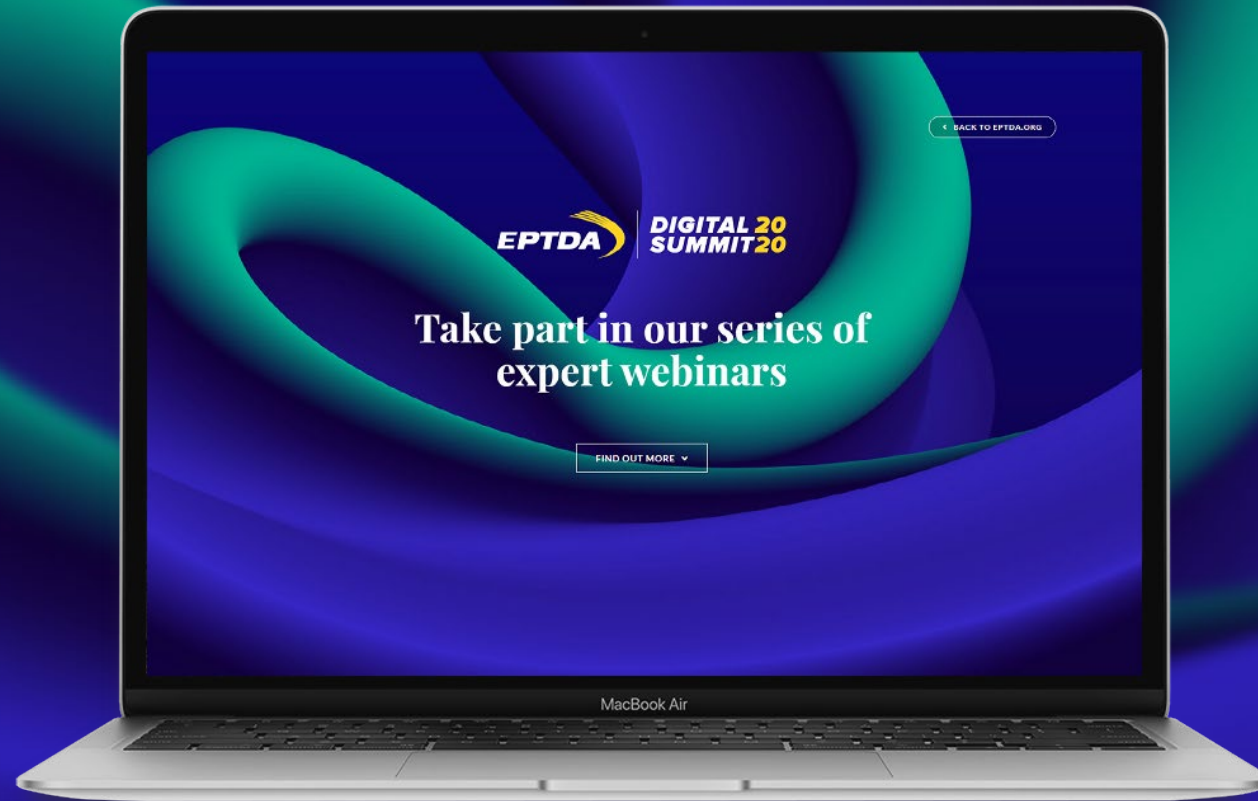


**Ongoing alignment
with PTDA**



**Survey on Digital
Capabilities**

2020 DIGITAL SUMMIT



2020 DIGITAL SUMMIT

REDBURN

Webinar by Redburn:
Shape of Recovery



OXFORD
ECONOMICS

Webinar by Oxford Economics:
Path to Economic Recovery



Webinar by Hintsa:
Remote Working



Webinar by LOEPRE:
Hidden Cyber Threats



Future Leaders
Webinars & Roundtables

DIGITAL MD-IDEX 2020



Monday, 14 September

14:30 – 15:15 | Session 1

15 minutes break

15:30 – 16:15 | Session 2

15 minutes break

16:30 – 17:15 | Session 3



Tuesday, 15 September

14:30 – 15:15 | Session 1

15 minutes break

15:30 – 16:15 | Session 2

15 minutes break

16:30 – 17:15 | Session 3



Wednesday, 16 September

14:30 – 15:15 | Session 1

15 minutes break

15:30 – 16:15 | Session 2

15 minutes break

16:30 – 17:15 | Session 3

15 minutes break

17:30 – 18:15 | Session 4



Thursday, 17 September

14:30 – 15:15 | Session 1

15 minutes break

15:30 – 16:15 | Session 2

15 minutes break

16:30 – 17:15 | Session 3

15 minutes break

17:30 – 18:15 | Session 4

2020: LAUNCHING THE NEW GLOBAL WEBSITE



Member locator



Search engine



Enhanced product search and referencing



Social media channels



Product locator



Newsroom



Dedicated interactive member logo member



Convention and membership interfaces and apps



www.eptda.org



PRODUCTION LINE INTELLIGENCE REPORTS

2016 | Soft Drink Industry
2017 | Confectionery Industry
2018 | Automotive Industry
2019 | Material Handling
2020 | Recycling Industry
2021 | Aggregates Industry

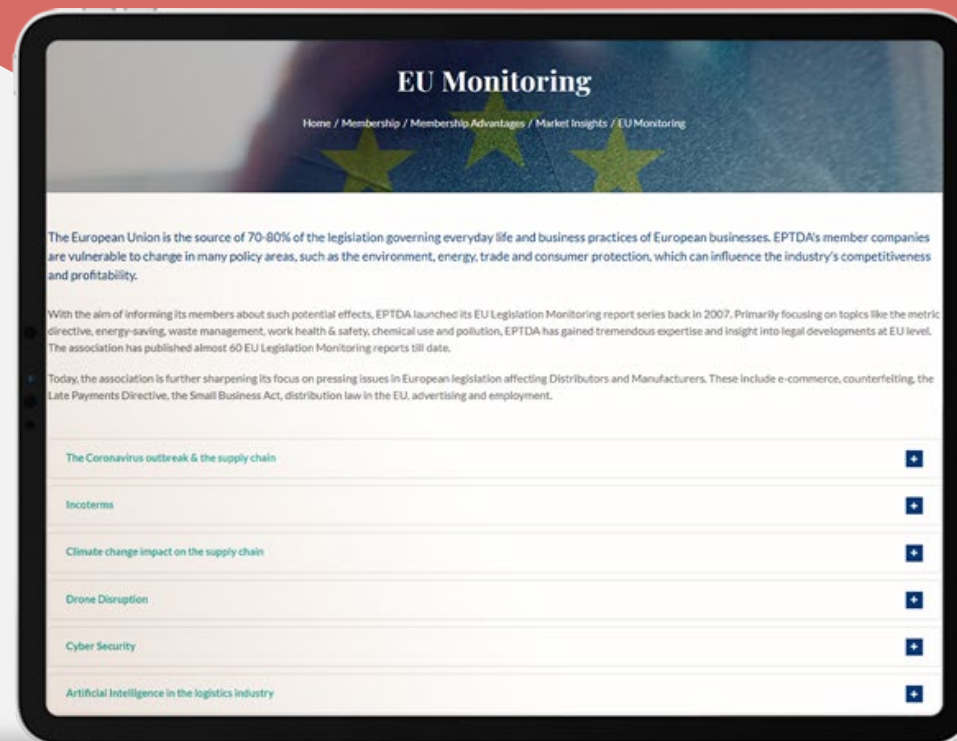


POWER TRANSMISSION MONTHLY INDEX

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](#)

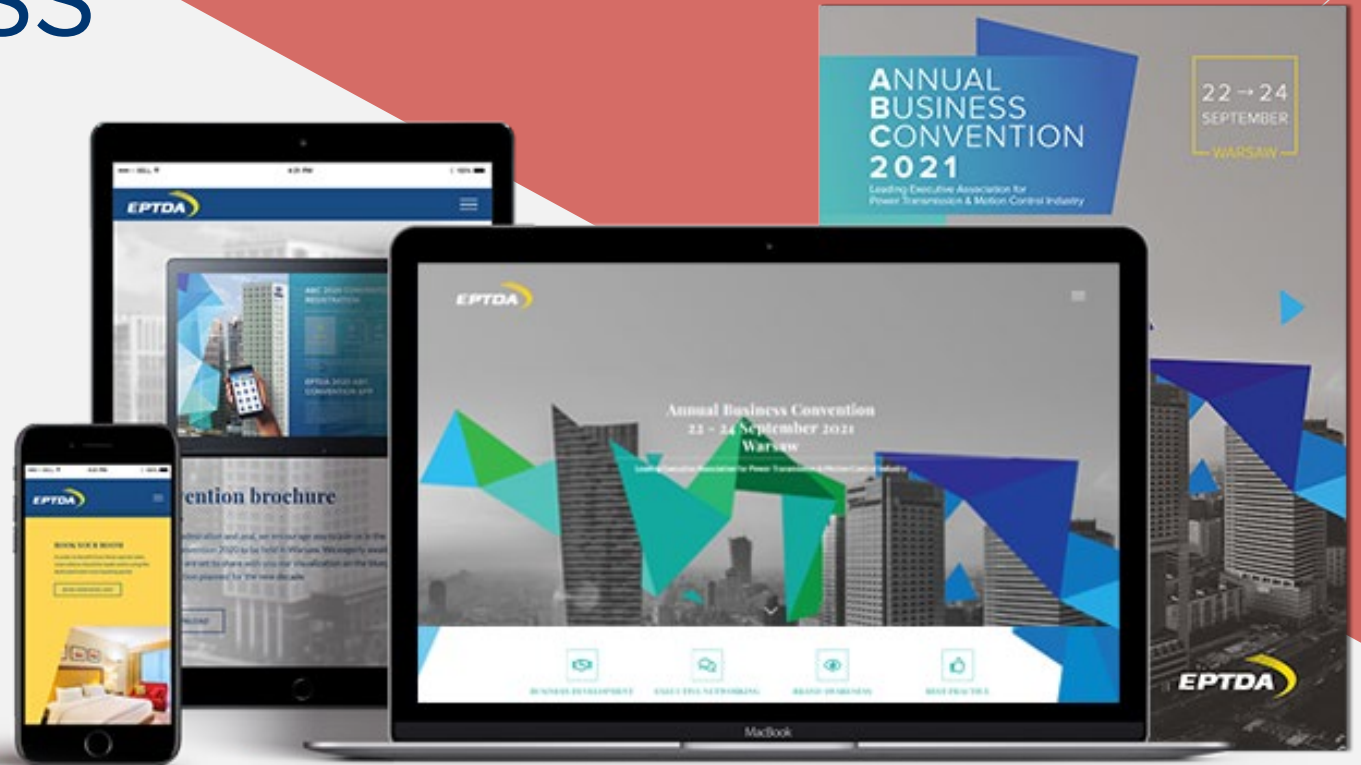
Membership growth & brand awareness channels

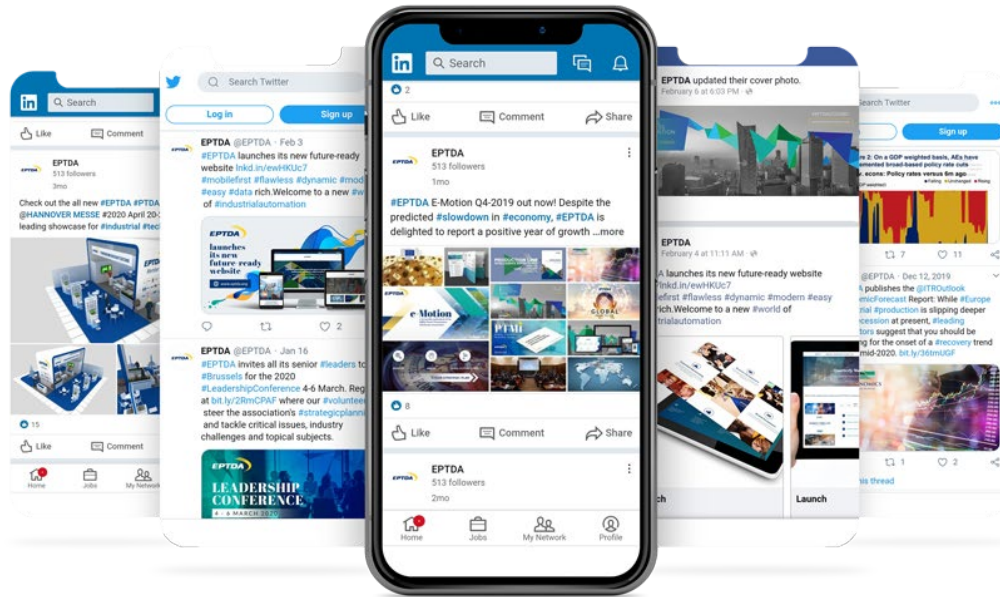
- Corporate roll-ups



ANNUAL BUSINESS CONVENTIONS

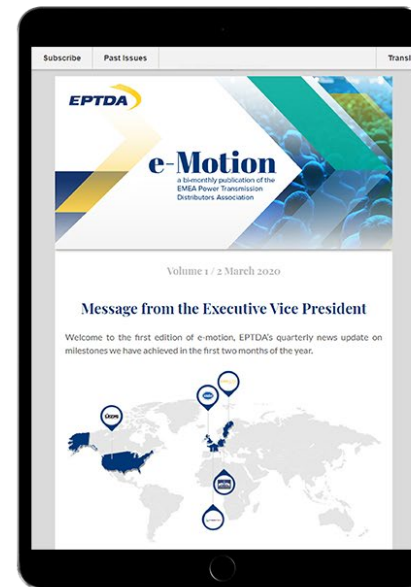
www.eptdaconvention.org



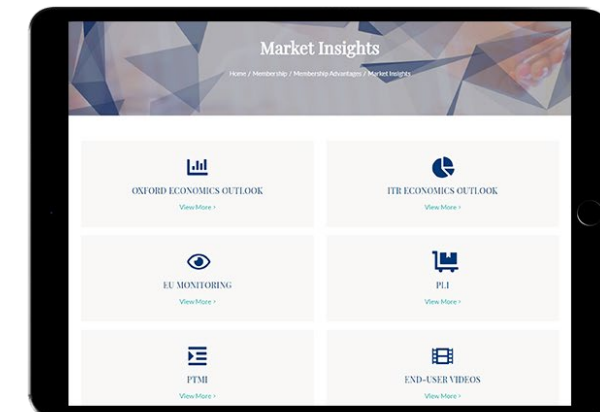
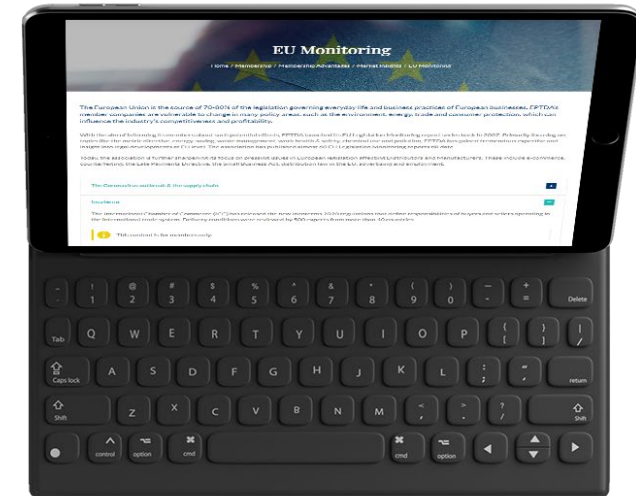


- Social media: [Twitter](#) & [LinkedIn](#)

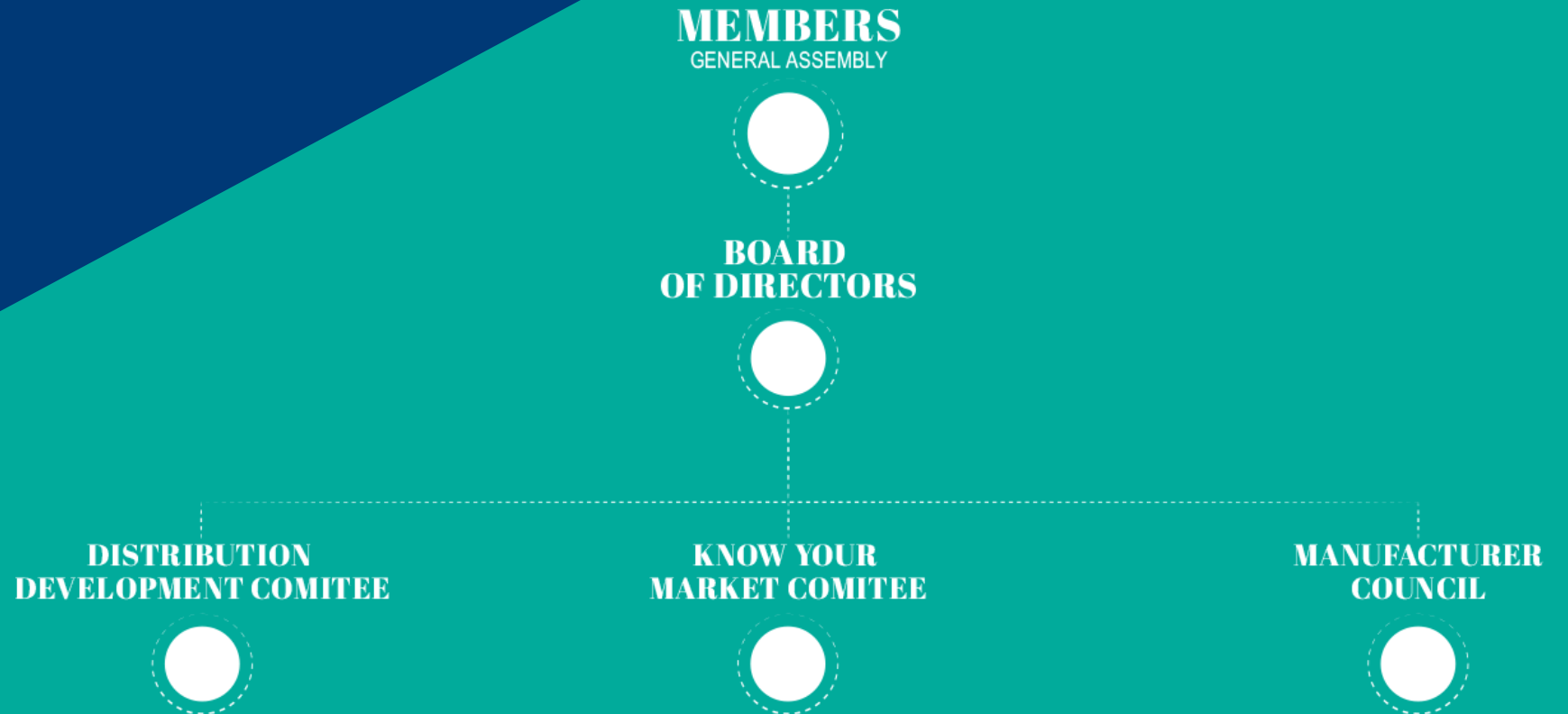
Marketing & Communication



- Newsletters, market reports & members-only resources



GOVERNANCE



2021-2022 BOARD OF DIRECTORS



President
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

DISTRIBUTION DEVELOPMENT COMMITTEE



Chair
Luca Martelli



Vice Chair
Henrik Walter



Member
Stefano Bandelli



Member
Antoni Cammany



Member
Milos Kysel



Member
Paul Bruin



Member
Jan Friman



Member
Moris Romi



Member
Paul Desmond Spillings



Member
André Lopez

MANUFACTURER COUNCIL



Chair
Loretta Feasby



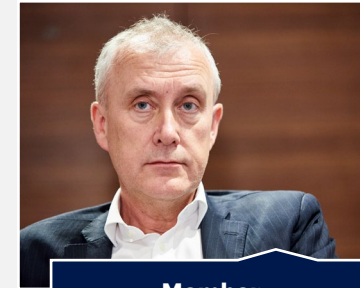
Vice Chair
Frank Borgmann



Member
Thomas Ammerpohl



Member
John Ellingson



Member
Paul Kerfoot



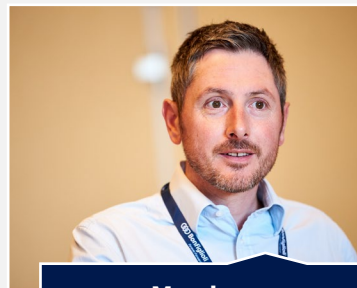
Member
Christoph Martin



Member
Thomas Moka



Member
Carlo Rondelli



Member
Greg Sharp



Member
Volker Stienhans



Member
Paul Weeda

KNOW YOUR MARKET COMMITTEE



Chair
Florian Ostendarp



Vice Chair
Joanna Gansel



Member
Hassanein 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



EMEA POWER TRANSMISSION
DISTRIBUTORS ASSOCIATION

#EPTDA2021ABC

www.eptdaconvention.org

22 → 24
SEPTEMBER

— WARSAW —

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