



Papir
vedno
vznemirljiva
zgodba

Paper
an always
exciting
story

Slovenian paper and paper converting industry today

6 paper mills
106 paper converting
companies

112 companies

7 large
9 medium
11 small
83 micro

4.000 employees

772,6 mio € income

560 mio € export

280 mio € invested in the
last 10 years

= 3,2 % Slovenian export
of SLO
converting
companies in €

170 mio € of added value

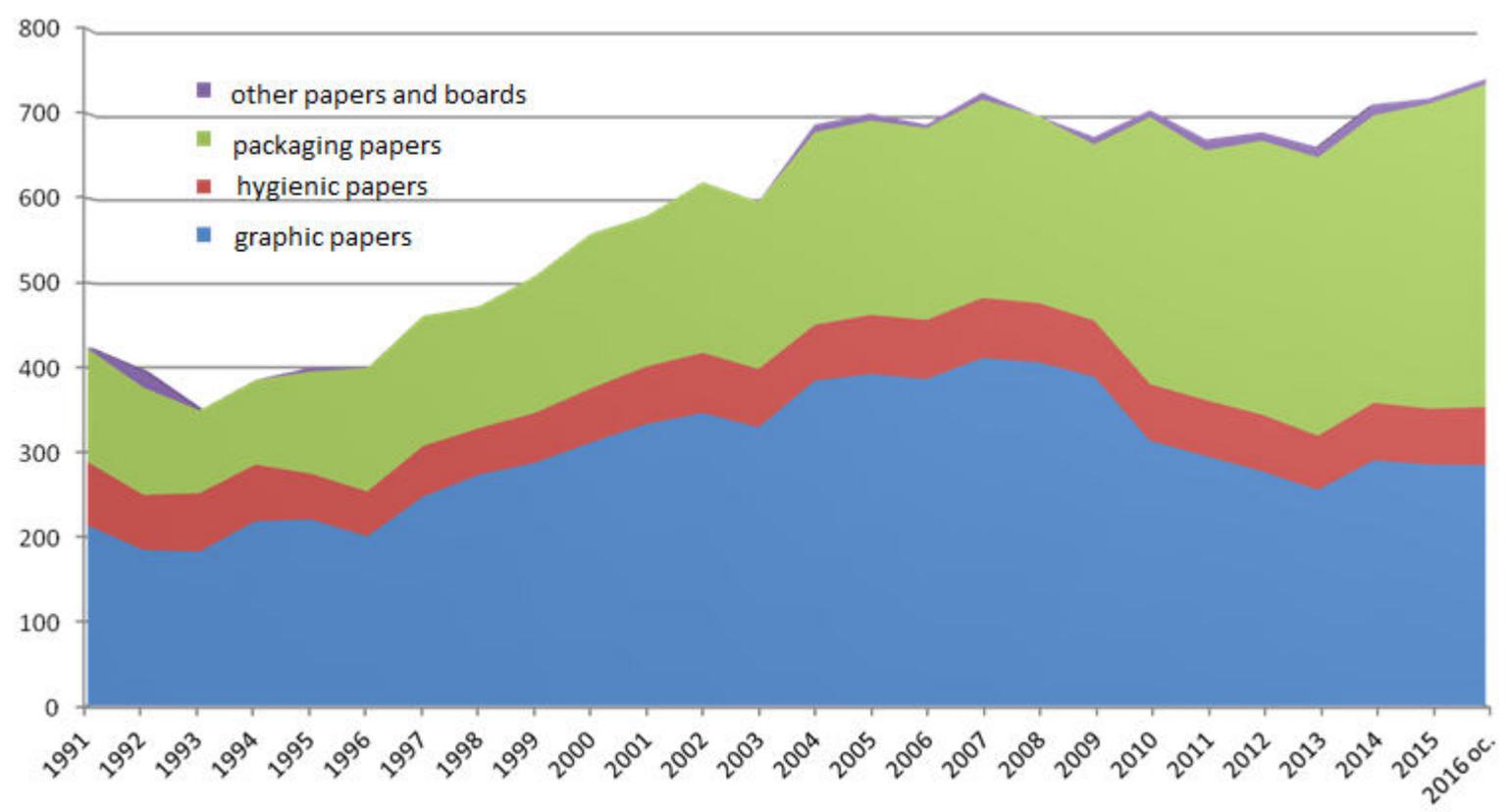
= 42.556 € of added value/employee

Slovenian paper industry consumes

10% electric power and

18% natural gas

Paper and paperboard production in Slovenia in tons per designated use



Annual production and consumption of paper and paper products in Slovenia

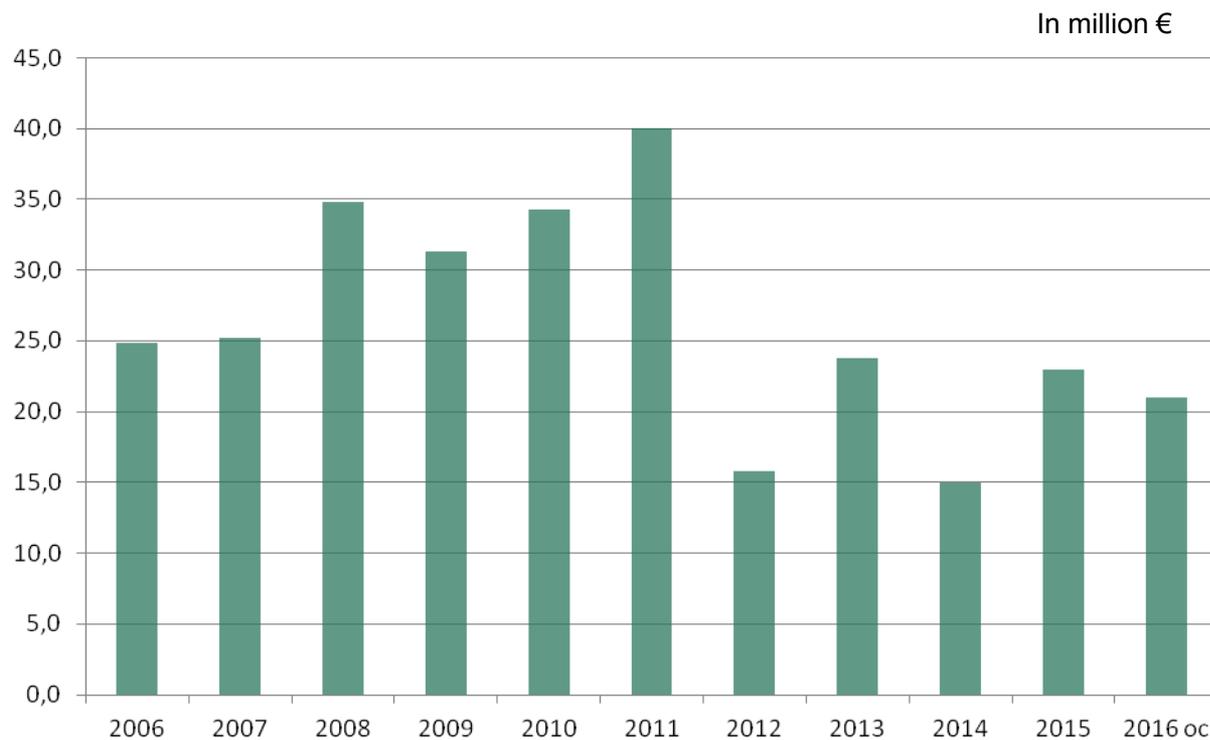
In tons	Production in SLO	Export share in %	Consumption in SLO
Paper and Board	730.000	91,8	560.000
Corrugated board	50.000	0,4	76.800
Packaging	75.000	20,7	86.100
Other paper and paperboard products	40.000	57,0	48.600
Total	895.000	79,2	771.500

Consumption = production +import –export



net export industry

Investments ...



Source: ZPPPI Survey

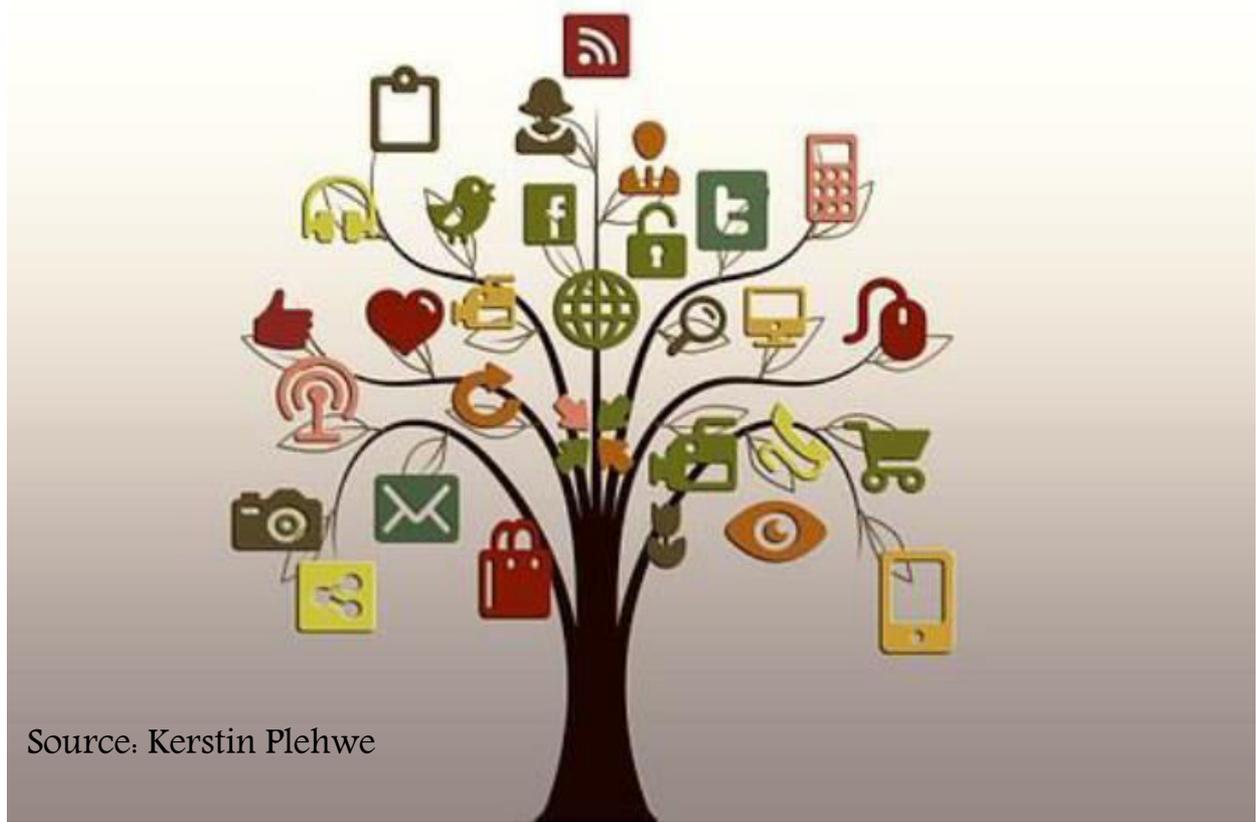
Paper and Paper Converting Industry Association

MISSION:

Ensuring competitive business conditions for the industry



New times ...new consumer habits



Source: Kerstin Plehwe

The end of marketing as we know it ...

What is going on?

Contemporary challenges ...

- Digitalization of the paper converting industry in EU, Industry 4.0
- Consumer habits (connectivity, sharing economy, mass consumerism ...), products and processes are changing
- 2015 Paris Climate Agreement reinforced EU's ambitious environmental and climate goals.

Is it possible to reach the goals of +50% added value and -80 CO₂?*

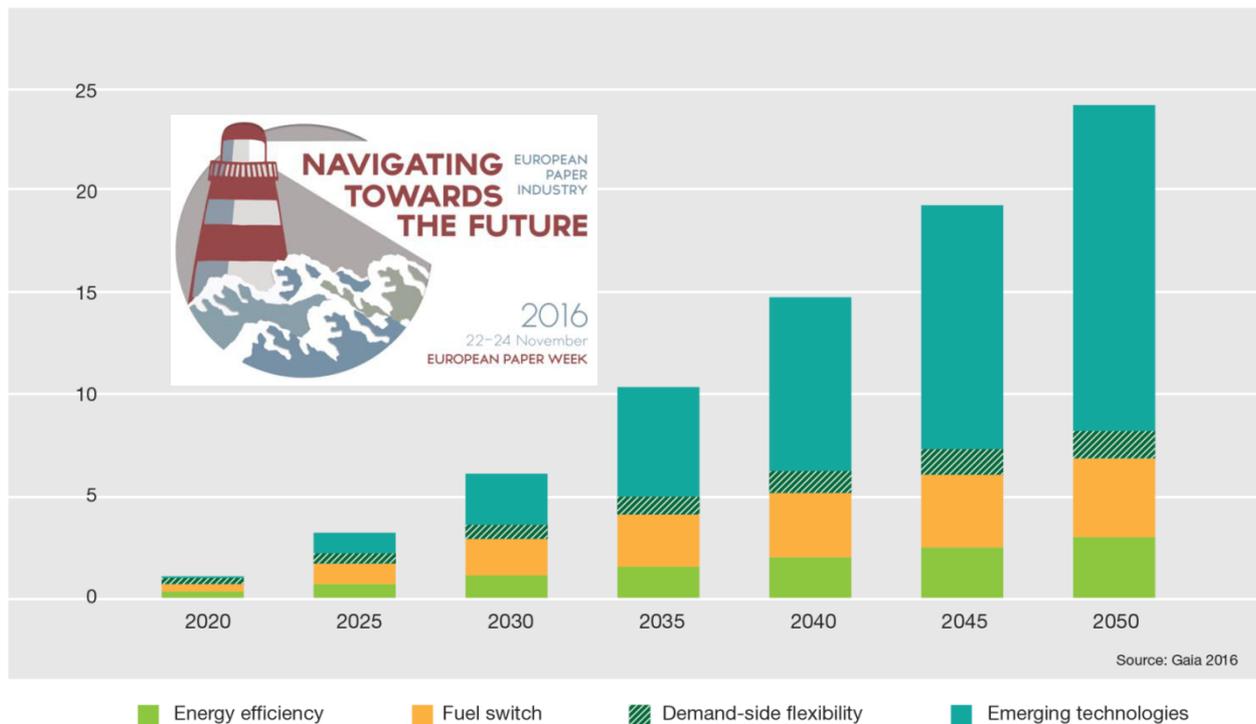
YES, if:

- EU pursues a supportive investment policy
- offers accessible sources of financing and possibilities of risk sharing
- ensures access to raw materials, and
- provides relevant skills and knowledge.

FACT: According to EC's Cumulative Cost Impact Assessment study, the past 10 years witnessed a significant decrease of the FBI's international competitiveness. The lower profitability of the sector was to a large extent caused by high regulation costs, which of course negatively affects the investment potential of the industry.

Investments needed in the future

Graph 03: **Cumulative investments for the forest fibres and paper industry decarbonisation pathways by 2050 (in billion €)**

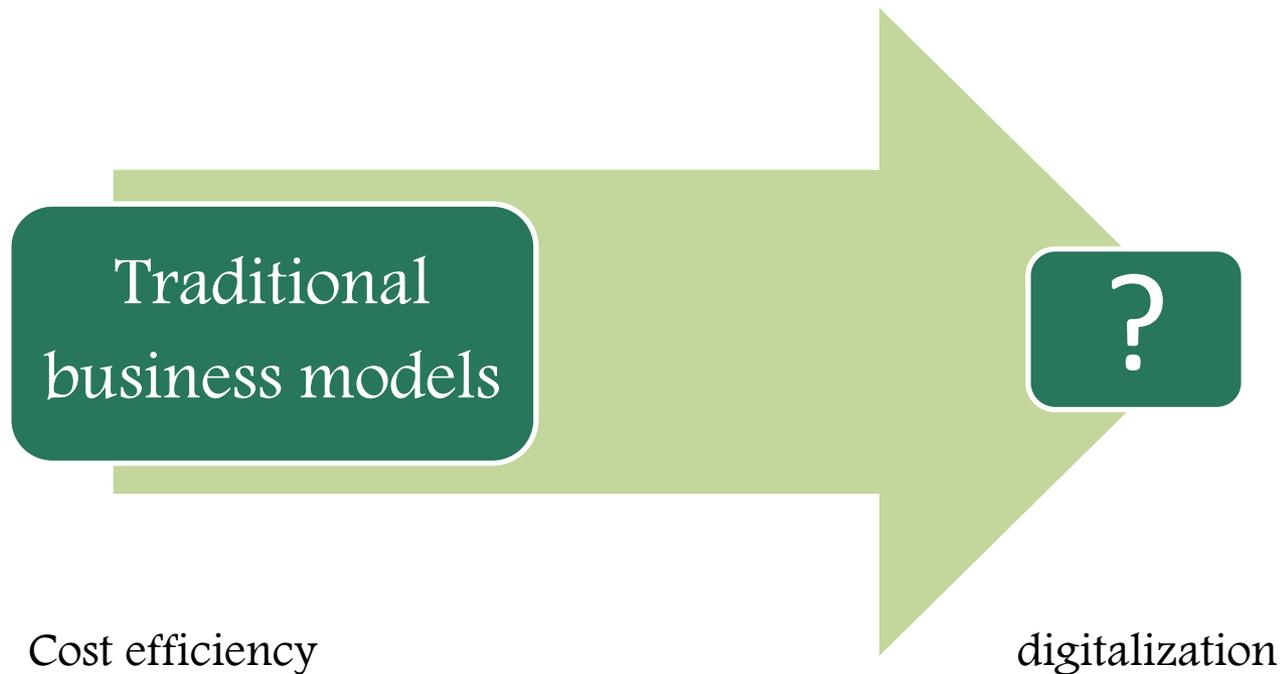


Challenges facing Slovenian Paper Industry

- Staff training and education – the industry is fully covering the costs of educating and training key staff
- Digitalization – what does it bring?
- How are we preparing ourselves for the implementation of environmental and climate commitments?



New markets, new paper applications, new packaging needs ...



New perspectives

Looking at
things from a
different
perspective



6

Conclusion

- Changes/adjustments of business models are a pressing issue:
 - Company management is responsible for implementing the necessary changes
 - Networking within the industry
 - Seeking opportunities in cooperation with other industries
 - Knowledge and innovations are the best guarantee for the industry's future success in business
- We expect the government to support the necessary restructuring of companies/industries.