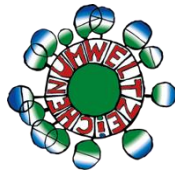




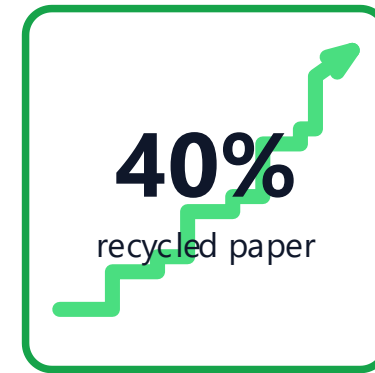
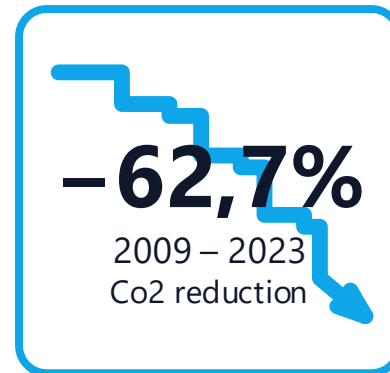
**Thomas Gillesberger, Managing Director,
Format Werk, Austria**

Sustainability in our DNA



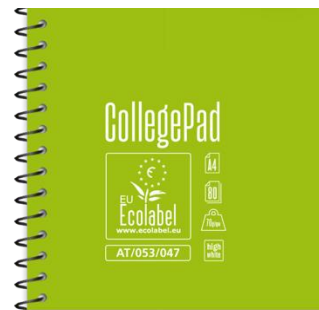
80%

of our standard product range



Format Werk – EU Ecolabel

- 3rd party certified
- Competitive advantage on the EU Market
- Same price as for non certified
fresh fiber products
- Different price ranges
and qualities available



Feedback from the market

(mainly B2B dealers)

- Low weighting of sustainability criteria
- Sustainability as a requirement, but not as an award criterion
- Low levels of knowledge about sustainability
- Stronger demand in the private sector than in the public sector
- generally high willingness to rely more on products with the EU Ecolabel

format₊werk
value added paper products



