

 **FEFCO** | 8-10 OCT 2025  
Technical Seminar | RCC La Nuvola  
Rome

# SPONSORSHIP OPPORTUNITIES

FEFCO TECHNICAL SEMINAR 2025

  
Corrugated Packaging



Dear members,

FEFCO is delighted to welcome you to the upcoming Technical Seminar, taking place 8-10 October 2025 in Rome for the first time.

This must-attend event offers an exclusive opportunity to connect with industry leaders, showcase innovations, and engage in meaningful face-to-face discussions with decision-makers from across the corrugated industry.

As in previous years, we expect a high-level audience, including leaders, influential speakers, and industry professionals from the corrugated industry. The event will be held at the Rome Convention Centre “La Nuvola,” a modern and easily accessible venue with bright, comfortable spaces and prime sponsorship visibility opportunities.

To maximise engagement, all lunches and refreshment breaks will take place in the Exhibition Hall, driving traffic and fostering networking around the sponsor booths. The seamless layout ensures interaction between exhibitors and attendees.

This year’s seminar theme, “**Elevate Tomorrow’s Corrugated Board Industry,**” is designed to deliver exclusive insights and fresh perspectives that have not been presented elsewhere. FEFCO Operations and Innovation Committee (OIC) is finalising a unique conference programme designed to deliver practical and valuable content for all participants.

Sponsorship at this bi-annual seminar offers unparalleled brand exposure and targeted engagement with top industry professionals. A variety of sponsorship opportunities are available to enhance your company’s visibility.

Explore the following pages to find the best option for your company. We look forward to meeting you in Rome!

Best Regards,

**Nathalie Schneegans**  
**Communications Director**

## WHY SPONSOR FEFCO TECHNICAL SEMINAR?

Partnering with FEFCO ensures your company gains maximum visibility throughout the entire event, strengthening brand awareness and promoting your products and services to a highly relevant audience.

FEFCO offers a diverse range of sponsorship opportunities, including exclusive packages, promotional activities, branded signage, social events, and strategic dissemination of marketing materials.

No matter which sponsorship option you choose, the Technical Seminar provides a powerful platform to engage with existing customers and attract new business.

For new members, this is a valuable opportunity to introduce your company, showcase your team, and highlight your products and services to key industry stakeholders.

## SPONSORSHIP BENEFITS

- Gain premium visibility within the industry by supporting the FEFCO event.
- Effectively communicate your message to a highly targeted audience.
- Directly engage with key industry decision-makers.
- Strengthen brand awareness and market positioning.
- Connect with a focused and relevant audience.
- Maximise exposure before, during, and after the event.
- Receive official recognition in FEFCO's promotional materials.
- Gain exclusive acknowledgment from your customers and industry peers.

## KEY FACTS AND FIGURES - 2023 TECHNICAL SEMINAR IN LYON

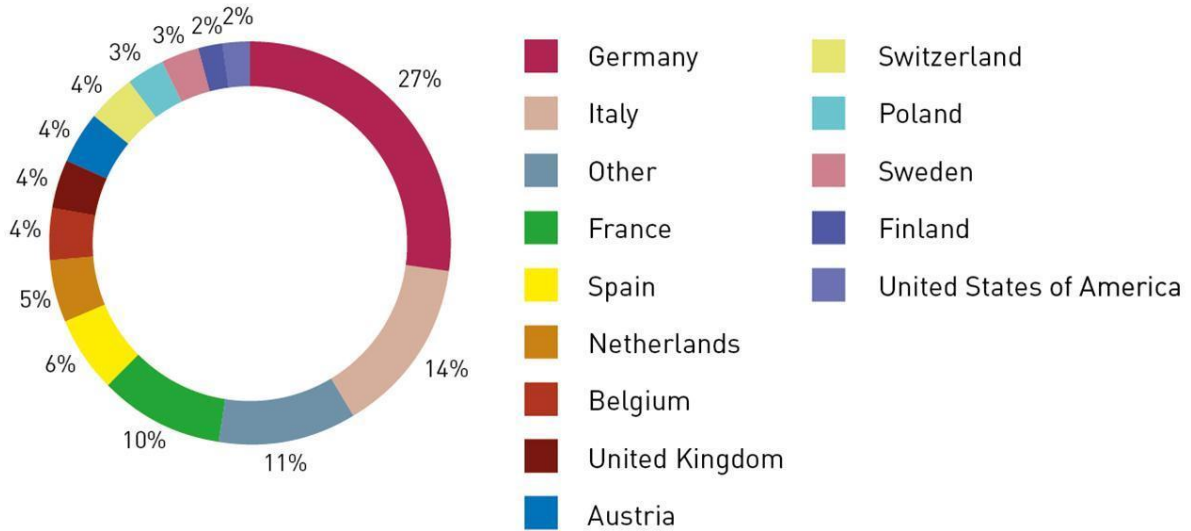
- 1 200 Delegates and visitors from 34 countries
- 117 Stands
- 80 Exhibiting companies
- 61 Spotlight presentations

## SPONSORSHIP OPPORTUNITIES

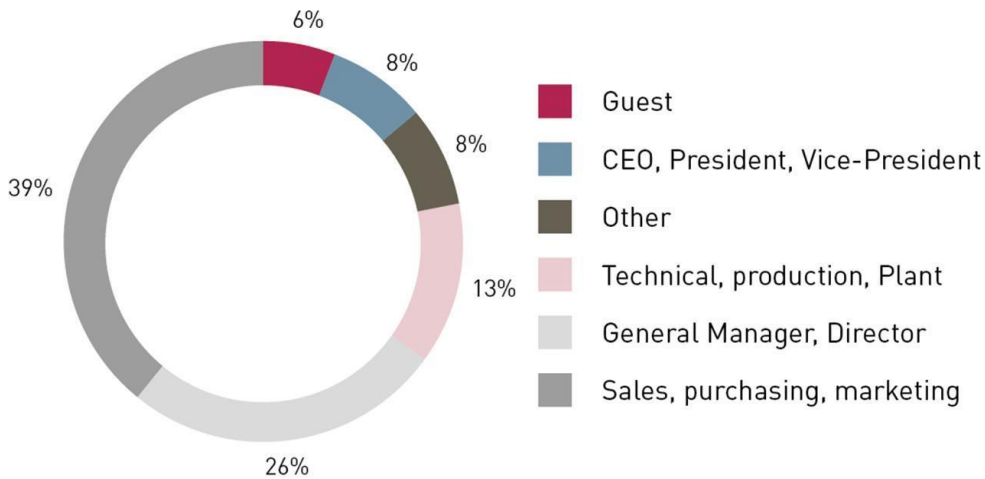
FEFCO offers you a selection of sponsorship opportunities, from the main sponsorship to “A la carte” options and or tailor-made possibilities.

## FEFCO TECHNICAL SEMINAR ATTENDANCE 2023

### 2023 Seminar by country



### 2023 Seminar by position



## **GOLD SPONSORSHIP - WELCOME RECEPTION 1 COMPANY**

**16 000,00 €**

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### **FEFCO fee includes Signage / excludes VAT**

Make a strong impact by hosting the official gathering and networking event of the FEFCO Technical Seminar on Wednesday, 8 October at RCC, conveniently located just beyond the Expo Hall, on the opposite side of the “cloud.”

This high-profile reception welcomes delegates and exhibitors, offering your company a prime opportunity to:

- Showcase your brand in a dedicated setting
- Present your company to key industry professionals
- Display promotional materials and enhance brand visibility

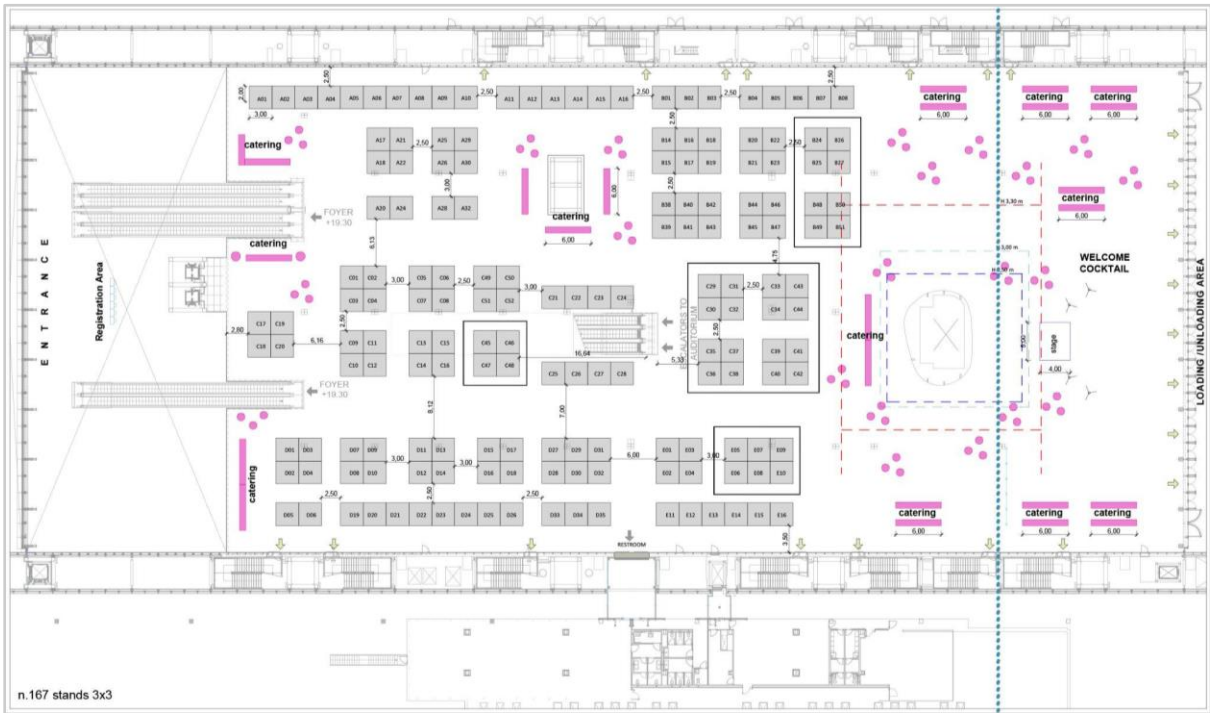
#### **This package includes:**

- One free registration for the full seminar and two registrations for the exhibition
- Verbal acknowledgement in the opening speech
- Possible brief welcome address at the opening of the cocktail
- Prominent signage in the event space and in the cocktail area (display, floor stickers, lighting of the cloud, stage and banner)
- One advert in the FEFCOLINK special issue distributed at the event, 1 full page.
- Documents in the delegates' bag
- Reference to your sponsorship in FEFCOLINK before and after the event (also inserted in International Paper Board Industry - IPBI magazine)
- Sponsor mention in the conference programme (web, print and mobile application)
- Posting of your logo on the home page of the Technical Seminar website and on sponsor slides at the start of conference sessions.

#### **Event Mobile Application**

- Your Banners as main event Sponsor
- Extra information in the exhibitors list (logo + link to a website)
- Possibility to distribute your message via the Mob App (scheduled push notifications)





**Welcome reception dedicated space**



## SILVER SPONSORSHIP – EXCLUSIVE CATERING PARTERSHIP

1 or 2 COMPANIES

6 000 / 12 000 €

FEFCO fee includes production costs of signage / excludes VAT

### Sponsorship of the Exhibition catering space for 3 days

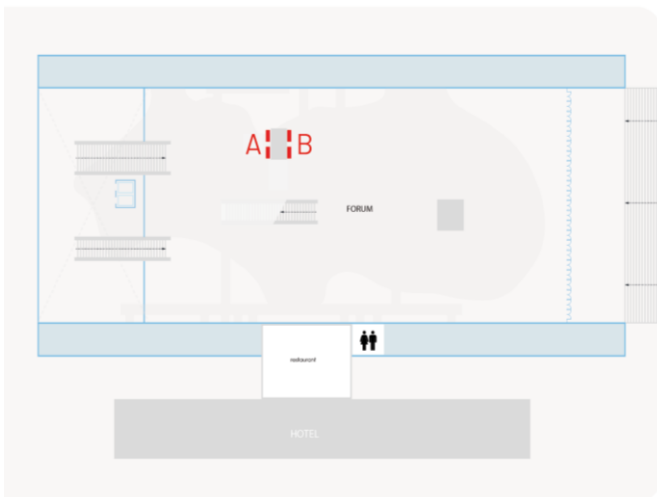
- For one company: 12 000 €
- For two companies: 6 000 €

Sponsor the catering areas inside the exhibition hall, during the whole event on **Wednesday 8, Thursday 9 and Friday 10 October (morning)**.

**This will give you high visibility during the entire duration of the Technical Seminar. Up to two companies** can claim this option.

FEFCO will provide **a prominent and eye-catching signage package**.

One large banner will be placed on each side of the elevator (see plan below). Each company will have visibility on one side—**Side B** or **Side C**, as indicated in the layout.



The space can be divided into two distinct spaces.



Exact space and position of the buffets could be slightly adjusted and will be confirmed at a later stage.

4 displays per companies near each buffet (marked in pink above)



**FEFCO AND SPONSORS CAN DESIGN TOGETHER THE MOST SUITABLE PACKAGES BY MIXING OPTIONS OR ADAPTING THE SIGNAGE PROPOSALS BELOW.**

**BRONZE SPONSORSHIP - SIGNAGE - FEFCO REGISTRATION** **SIGNAGE 1**  
**1 Company**

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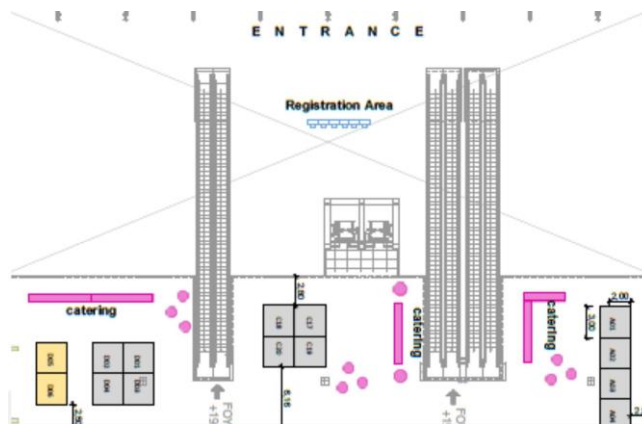
**FEFCO fee: 2 500 € (excluding VAT and production costs)**

Showcase your logo prominently at the FEFCO registration area, including:

- Registration desks where badge printers are placed
- The FEFCO registration booth for maximum exposure

**Production Costs & Design Approval**

- Production costs will be invoiced separately by FEFCO and are the responsibility of the sponsor.
- FEFCO and RCC are currently designing the registration area. The **final budget** will be confirmed once the design and floor plan are completed and approved by the sponsor.
- All texts, designs, and logos must be submitted to FEFCO for approval and must comply with RCC's technical requirements.



## BRONZE SPONSORSHIP - SIGNAGE OUTDOOR

## SIGNAGE 2

### 1 Company

**FEFCO fee: 3 000 € (excluding VAT and production costs)**

**Give your brand and logo a prominent visibility at the entrance of the venue**

- Selection of banners / signs, branding at the entrance of the RCC (main entrance to FEFCO Technical Seminar)
- Adhesive stickers (floor and some windows)

### Production Costs & Design Approval

- Production costs will be invoiced separately by FEFCO and are the responsibility of the sponsor.
- The Total budget will be confirmed once the selection and number of items are selected, and final offer is approved by the sponsor.
- All texts, designs, and logos must be submitted to FEFCO for approval and must comply with RCC's technical requirements.

### Stairs to Entrance



### Handrail banner & floor stickers



## BRONZE SPONSORSHIP – SIGNAGE ESCALATORS TO EXPO 1 Company

**SIGNAGE 3**

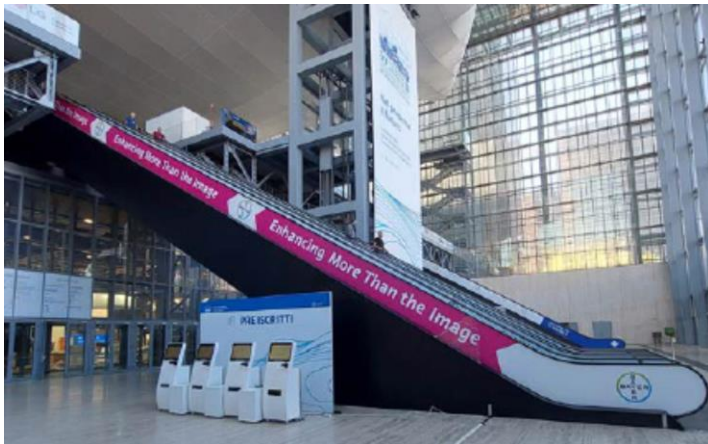
**FEFCO fee: 3 000 € (excluding VAT and production costs)**

Give your brand and logo a prominent visibility on the escalators from the registration area leading to the exhibition.

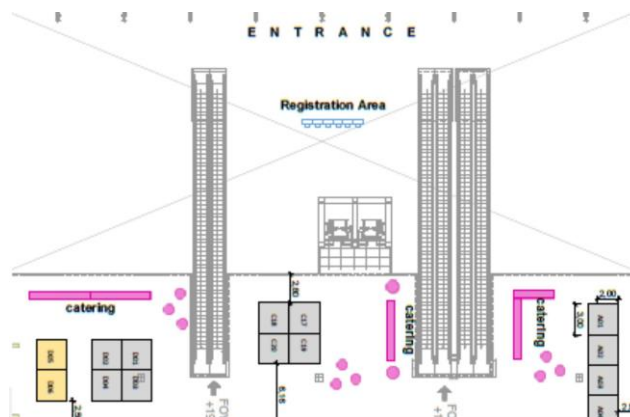
### Production Costs & Design Approval

- Production costs and installation of the stickers on the escalators will be invoiced separately by FEFCO.
- The total budget will be confirmed once the selection and number of items are selected, and final offer is approved by the sponsor.
- All texts, designs, and logos must be submitted to FEFCO for approval and must comply with RCC's technical requirements.
- Number of stickers: minimum one escalator and coverage on 2 sides around 2300 €.

*Escalators on the left-hand side*



*Escalators on the right-hand side*



## BRONZE – SIGNAGE ESCALATOR TO AUDITORIUM 1 Company

## SIGNAGE 4

**FEFCO fee: 2 500,00 € (excluding VAT and production costs)**

Give your brand and logo a prominent visibility on the escalators leading from the exhibition to the auditorium and

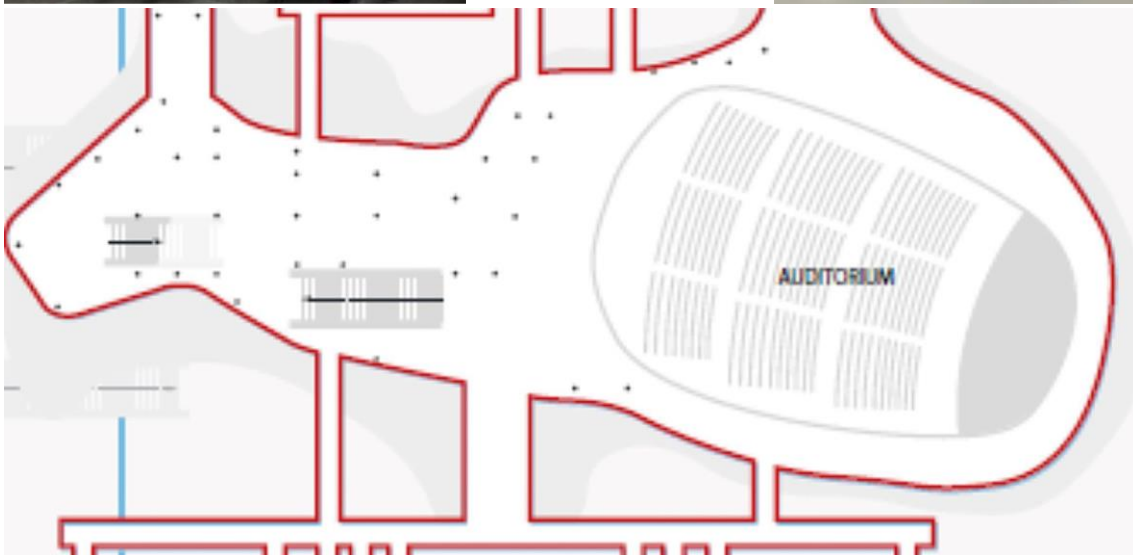
### Production Costs & Design Approval

- Production costs and installation of the stickers on the escalators and parapet will be invoiced separately by FEFCO.
- The total budget will be confirmed once the selection and number of items are selected, and final offer is approved by the sponsor.
- All texts, designs, and logos must be submitted to FEFCO for approval and must comply with RCC's technical requirements.

*Escalators to Auditorium*



*Extra feature: Signage on the glass parapet next to the Auditorium (logo or full coverage)*



## A LA CARTE SPONSORSHIP

### 1 Company

## AUDITORIUM SEATS

**FEFCO fee: 3 000 € (excluding VAT and production costs)**

Headrest with logo or keywords for the seats in the auditorium. Design must be approved by FEFCO.

Promotional material must be handed out or displayed **by the Sponsor** in the conference room

**Production costs at the charge of the sponsor.**



## A LA CARTE SPONSORSHIP

### 1 Company

## LANYARDS

**FEFCO fee: 4 000 € (excluding VAT and production costs)**

Lanyards design must be approved by FEFCO.

The lanyards must be shipped to FEFCO at least two weeks before the event

**Production costs at the charge of the sponsor.**

Quantities: between 1000/ 1200 units) - To be confirmed by FEFCO

## A LA CARTE SPONSORSHIP

### 2 Companies

## GIVE AWAY

**FEFCO fee: 1.500 € (excluding VAT and production costs)**

Giveaways may be placed in the FEFCO bags, subject to FEFCO's approval. Promotional items can also be displayed or distributed by the sponsor in the conference room or on the exhibition floor.

All production costs are the responsibility of the sponsor.

## A LA CARTE SPONSORSHIP

### 1 Company

## WI-FI

**FEFCO fee: 1500 € (excluding VAT)**

**The sponsor Wi-Fi sponsor the login page 1 500,00 Exc. VAT**

Login page with the logo and short text from the sponsor

**A LA CARTE SPONSORSHIP**  
**1 Company**

**RECYCLING BINS**

**FEFCO fee: 1 500 € (excluding VAT and production costs)**

**Your logo printed on the recycling bins**

Logo and text must be approved by FEFCO. The files will be shared with the sponsor for approval.



**A LA CARTE SPONSORSHIP**  
**Multiple companies**

**E-NEWSLETTER**

**FEFCO fee: 400 € (excluding VAT)**

**Seminar e-newsletter (2 issues)**

Subject to the participation of a minimum of 3 companies

Your company logo and text describing your activities to be provided upon request from FEFCO.

*Examples of Technical Seminar 2023 e-newsletter*



Dear FEFCO Member:

In the ever-evolving landscape of packaging and corrugated solutions, knowledge is the key that unlocks innovation. There is no better place to acquire this knowledge than the FEFCO Technical Seminar, taking place from 25 to 27 October 2023, in the charming city of Lyon.

**The place to be!**

The FEFCO Technical Seminar has a longstanding tradition of being the best platform for gathering the corrugated industry and its suppliers. For more than 30 years, it has evolved, adapted and grown substantially, much like the industry it serves. This year is no exception, as the seminar promises to be a groundbreaking event with over 1000 participants!

**A platform for connections**

The FEFCO Technical Seminar is more than just a place for learning, it's a platform for forging connections. The seminar brings together professionals, suppliers, and customers across the corrugated sector. It's an opportunity to connect with old acquaintances and make valuable new contacts that can shape the future of your business.

**A wealth of insights**

One of the hallmarks of this event is the incredible insights it offers. From high-level panel discussions by industry experts, European legislative updates, to plenary sessions featuring experts from the value chain, with spotlight presentations putting forward new companies and products. The seminar offers a comprehensive view of the latest trends, challenges, and technical solutions in the corrugated industry.

This year's theme, "Shaping our future through innovation," shows the ever-increasing importance of innovation in our industry. As we manage challenges like war and its effects, such as supply disruptions, energy efficiency, and changing market dynamics, innovation emerges as a lightsource that can lead us to success.

**Newsletter sponsors**

**BWPapersystems**  
 Manufacturing in Europe for example: BWP, Borealis, Borsari, Borsari, Borsari, Borsari, and more new sustainable paper solutions.

Papersystems, we offer up-to-date corrugated industry solutions. Our state-of-the-art facility in Hainburg, Germany focuses on high-quality equipment for the European market, with enhanced services, answer fast times, and a team of experts that we want to see you meet. Contact us today!

[Click here to learn more](#)

**CABOT**

Cabot Corporation is a leader in specialty paper products, operating in 20+ years of experience in design, manufacturing and global supply of paper solutions. Our solutions embrace the Digital Printing era.

Corrugated Packaging solutions is regularly available, offer a wide range of products and a variety of printing options, providing sustainability and a wide range of marketing benefits across the value chain.

[Click here to learn more](#)  
[Click here to explore the Cabot's solutions](#)

**Cargill**

Since 1931, Cargill has been a leader in specialty products. Today we have 10 production plants in Europe with a full portfolio of services and solutions, from pulp and paper to specialty products for the paper and forest industry. Our new Cargill™ grades are the solution you are looking for to reach higher corrugated speed while reducing water use and saving energy.

[Click here to learn more](#)

## A LA CARTE SPONSORSHIP – EXTRA COMMUNICATION MATERIALS INSIDE THE MOB APP

**TO BE CONFIRMED**

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### FEFCO fee: to be confirmed

Tick the corresponding box in the Sponsorship Form to express your interest.

Promote your communication material, brochure, video etc in the FEFCO Mobile App for direct visibility to attendees.

*Subject to confirmation based on app integration.*

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## FOR SPECIFIC SPONSORSHIP REQUEST

**CONTACT FEFCO**

To submit your ideas, evaluate their feasibility and cost or discuss technical details, please contact Nathalie Schneegans, FEFCO Communications Director:

- Tel: +32 473 48 49 08
- Email: [nschneegans@fefco.org](mailto:nschneegans@fefco.org)

### Sponsorship Conditions

- The Sponsor must be a member of FEFCO.
- The sponsorship will be confirmed only once the sponsorship form is signed, returned and confirmed by FEFCO.
- The sponsor is responsible for providing the promotional items on time and overseeing their distribution, installation, and dismantling.
- The Sponsor is responsible for approving all files produced by the Roma Convention Centre, such as stickers, banners, displays, roll-ups etc.
- FEFCO will invoice sponsors directly, detailing the **sponsorship fees** and any **production costs** from the Roma Convention Centre (if not already included in the package).
- The sponsor must supply the material to Roma Convention Centre in due time, clear deadlines will be communicated by FEFCO.

### Sponsorship Attribution Policy

- Sponsorship opportunities are available on a first-come, first-served basis.
- In the event of multiple companies requesting the same option, priority will be given to:
  - Companies from the hosting country (Italy)
  - Sponsors who have not previously selected this sponsorship at past Technical Seminars