

Zoetermeer April 22th 2021

Good morning dear members of NOFOTA,

Distinguished Guests,

It is a pleasure to meet you all in this digital setting and I feel honoured to share this speech with you after I just have been elected as President of NOFOTA. I would like to extend a special welcome to the representatives from our kindred organisation;

Mr. Marnix Muilaart, President of UCOGRAS Belgium

Mr. Ian Nicol, Chief executive officer of FOSFA International.

I think we all would have liked to see each other over dinner in Rotterdam today. We all know it would have been great to catch up with each other again, after such time. This time last year, we were still hopeful that we would be able to meet again in 2021 during our annual diner. That turned out to be too optimistic. Unfortunately the current conditions in the world do not allow us and it might even take some time before we will meet again in real life!

That is why we need to adapt, adapt to the current, and to future situations! Not only as a person,.. I think many of us never heard about “Teams and Zoom a two years ago”? Now I

am hopping from digital meeting to digital meeting and I am glad I can make a classic phone call on the hard line every now and then. And who would have thought that working at home would have become the standard in the last twelve months? Some would even have forecasted that we would have not been able to keep business going from home!

Individual companies needed to adapt too. Suddenly stable business channels and outlets where closed while others made record turnovers. Volumes, routes and capacities had to shift and innovations have been done in order to outlive the Covid19 situation. But not only that, regionally companies also had to adapt to the new EU borders after Brexit became effectuated. As Dutch, we still face a major setback in doing business with a good trading partner. In way it feels like we have been thrown back in time.

As a sector we had to adapt as well in recent period. For those who have red our Anniversary book "Eye in the storm" the trade has always done that. Acting on situations like new trade policies, trade routes and new applications of products. That is what our sectors does well and has been doing for many years. We as NOFOTA are trying to support in this ever changing environment by listen to our members and adapting to what is happing in our sector.

For the coming years we are foreseeing a further digitalization of the sector. In communication and also execution of the trade. The first steps by introducing blockchain technology have been taken by a group of members already. NOFOTA will try to contribute in her role when necessary as representative of trade together with our kindred associations.

Also NOFOTA adapts by introducing a new contract to the portfolio soon. This will be a trade contract for Used Cooking Oils also known as UCO's. This as a response to feedback from our members to fulfill in a new demand from our sector. NOFOTA will also intensify knowledge transfer of the sector and the trade. Intern; by educating the fresh ones in the sector and by sourcing and training new arbitrators to support in case of arbitrations. Extern; by promoting our sector to stakeholders and to future generations who are starting their career.

Just like we will continue to facilitate in our network role by organizing events where we can meet and see each other. Maybe not today, but for sure we will find a way in the future.

Because knowing your trading partner is a fundament in success. Our members have

addressed these points as important tasks for NOFOTA and we as council members feel this responsibility in fulfilling these tasks.

As closure; I would like thank two persons on behave of NOFOTA. First I would ask for an applause for Mrs Annemarie Keemink for all her work she has done as a president in the last two years. "Annemarie it has an been honor to work with you and as NOFOTA we are proud that we had you as one of the first female Presidents in our sector" May ask for a warm applause for Annemarie!

Secondly I would like to address the farewell of our council member and formal president: Mr. Daniel Stregels who has been serving NOFOTA over last 8 Years. "Daniel, thanks for all the good work you have done for us- It was a pleasure to work with you" May ask for an applause for Daniel.

That brings me to my last words of this speech. "Thank you, for your attention and I wish you all a very good day and I hope to see all soon".