

International Sales Meeting

London, September 11th 2017

Minutes of Meeting

Participants:

AL - Anders Lassen, Clip-Lok International (CLI)
KSJ - Katrine Skovbjerg, CLI
PK - Prateek Kar, Scandinavia
GF - Gustaf Follin, Scandinavia
RT - Roger Tillberg, Scandinavia
MB - Mark Beck, USA
JM - James Milne, UK and RSA
DT - David Turner, UK
TB - Torie Bannister, UK
SM - Sean Morris, UK
SK - Surinder Kanwar, India
PSK - Pawania Surinder Kanwar, India
SP - Sachin Pawar, India
MS - Monel Solomon, Israel

Please note: This document is a supplement to the set of presentations from the sales meeting. Most of the presentations are very detailed and include all of the information that was shared at the meeting. Any additional relevant comments or information are written in these minutes.

	<u>Action</u>
<p>1. Welcome - Anders Lassen, CLI</p> <ul style="list-style-type: none">• Newcomers – SM, PK and Lee Knight.• AL – Unprecedented growth ahead of us. To support partners Website and both QIK Clips have been launched and CLI has filed for patents in EU as well as 12 other major countries around the world.	
<p>2. Key Markets - Status and future developments - Anders Lassen, CLI</p> <ul style="list-style-type: none">• The automotive industry moving to battery and electric operated technology, defence moving towards UAV's and robotics taking precedence in industry manufacturing.• QIK clip gives us an ease of use advantage.	
<p>3. Marketing – Our new website – framework and webshop – Prateek Kar, Scandinavia</p> <ul style="list-style-type: none">• SK advises a darker shade of grey so that it is easier to read.• SP – Design your box feature might help someone steal the way our box looks. SK suggests there could be a threat from China.• MS – Require social media links.• There will be only one telephone number in the footer of the main page i.e. of Denmark and enquiries will be forwarded to the respective partners as we receive them.• Everyone to relook at the website and send a feedback to PK with suggestions.	ALL

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<ul style="list-style-type: none"> Partners to share new CL boxes with PK. PK to also follow up with partners every alternate month to find out if there are any interesting new projects of which CLI presentations could be made. PK to add new CLI presentations on the website. Webshop to be launched for Danish and Swedish market at the start of 2018. Partners to be informed about the status of the webshop after launch to see if it is something they could replicate in their markets. 	<p>ALL/PK</p> <p>PK</p>
<p>4. What can create growth for the Clip-Lok business in the years to come? – with everyone</p> <ul style="list-style-type: none"> MB – Communicate via marketing channels that we can service large, medium and light weight applications. We receive lot of new customers from exhibitions we participate in. Maybe look at participating in exhibitions where we haven't exhibited before like Pharma exhibitions or Technology exhibitions. 	<p>PK</p> <p>ALL</p>
<p>5. QIK Clip – Product, manufacturing, sourcing, pricing, testing - Anders Lassen, CLI</p> <ul style="list-style-type: none"> The investment in this new clip is significant. We must use CNC machining for the plastic clips. Technical manual for production available. We shall write in all quotes that it is one way packaging system and we need to look at how this needs to be worded when we send a quotation to the customer. 	
<p>6. Technical Manual for production of Plastic clip boxes – Katrine Skovbjerg, CLI</p> <ul style="list-style-type: none"> MS suggests that he has seen interactive files for drawings which could be presented to customers when visiting them. Requires DXF file pre-programmed for the plastic and steel clip to test the interactive PDF files in Israel. KSJ to provide MS with the required file. 	<p>KSJ</p>
<p>7. Plastic clip – Success? - Roger Tillberg, Scandinavia</p> <ul style="list-style-type: none"> Kongsberg through the use of OSB material and the QIK clip has managed to save 50%. QIK Clip benefit is the ease with which it can be opened. MS indicates that he will look to charge more in his market for one way boxes with QIK Plastic Clips as he sees it as an added benefit for the customer. 	
<p>8. QIK Clip Steel - Product, manufacturing, sourcing, pricing, testing - Anders Lassen, CLI.</p> <ul style="list-style-type: none"> Clip has passed all tests. In order to maintain the clip we should mention to the customer to use oil on the clip joint in case the friction gets too high. Need to make built up and flat-pack instructions for QIK clips. 	<p>KSJ</p>

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<p>9. Success Stories/ Interesting Sales</p> <ul style="list-style-type: none"> A video of assembly and disassembly of the Fender boxes could be a good way to showcase customers how complex components and packaging can be assembled and disassembled without any tools. 	PK
<p>Valeo/Tesla – Anders Lassen, CLI</p> <ul style="list-style-type: none"> One box is able to handle three different lengths of aluminum tubes. 	
<p>XALT – Mark Beck, USA</p> <ul style="list-style-type: none"> We were competing with Nefab who had quoted a lower price but overall cost was lower for our box because Nefab could only provide them with standard boxes and we provided them custom designed one way boxes with QIK Plastic clips. The ease and simplicity associated with QIK clips for opening and closing the box was a key feature they liked in our box. MB to make a feasibility study to evaluate if there is scope for them to use re-usable boxes. PK to make CLI presentation. 	MB PK
<p>Snowmobiles – Anders Lassen, CLI</p> <ul style="list-style-type: none"> Snowmobiles before were transported on pallets and it was covered with plastic film cover. Could be an opportunity for other markets like USA. 	
<p>USA has won a project with Tredegar for sensitive films for high definition screens which needs protection. It is a growing segment where ALL partners shall look into.</p>	
<p>10. Clip-Lok growth areas/segments for the future.</p> <ul style="list-style-type: none"> SM – Clip-Lok strength is the feasibility study and the ability to custom design. Does not see fibrous to be an issue in the automotive market for UK. SM to use his network to look at the various Pharma sister companies and their packaging needs to see the feasibility of selling CL boxes. DT – KSJ to send drawing of the wall along with the corner post to UK so that Clip-Lok could enter the construction sector. With clipped together walls, it could be easy to open and close the facade while entering or exiting. Reinforced concrete another area to look at. AL invited the UK to investigate MB – Alternative energy market is every increasing. There are some solar energy projects won by US and SA and PK to ask for pictures from partners for CLI presentations. GF – Important to keep focus on defence sector. Also, important to focus on start ups as once they grow, we grow with them. RT – Medical equipments and kitchen cabinets/ shelving system. RT's Swedish 	SM KSJ PK ALL/AL/MS

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<p>project indicates that batteries contain hazardous material and require UN approval. Currently, batteries are packed in a packaging which is already UN approved and thus CL boxes used for transport packaging don't need UN approval for hazardous goods. However, with there being a boom in lithium batteries it might be a good idea to apply for CL boxes to be UN approved for lithium batteries for future use. This test could be conducted in Israel as it might be a more cost effective solution to get the UN approval.</p>	
<ul style="list-style-type: none"> • AL – Important to target sectors which enable storage of Alternative energy. • JM – More and more body panels made in carbon fibre which is expensive and easy to damage. It may require a different packaging solution, thus presenting ALL with an opportunity. Nimlock who create trade show displays and modular exhibition walls use CL boxes for their exhibition material. Could be a good opportunity for other partners to contact exhibitors in their region. 	<p>ALL ALL</p>
<p>New Feasibility Study – Anders Lassen, CLI</p> <ul style="list-style-type: none"> • AL to look at return shipment point of feasibility. 	<p>AL</p>
<p>11. Clips to be used for other products than packaging – Brainstorm. Which products can generate growth?</p> <ul style="list-style-type: none"> • MB – Furniture business i.e. tail gate furniture. • GF – Coffin in the US emergency units. Huge potential with biodegradable potential. America could have a look at flooding equipment. • AL – Easily erected garden sheds are on the market, and AL found it difficult to see the benefits of CL. However, AL children playhouses with CNC routed outlines with bears or flowers or similar for the customers to paint it. Grand parents could be targeted. • JM - Window frames using Clip-Lok clips. • MS – Cardboard boxes with QIK plastic clips. • PK – Relook at QIK plastic clips to be used with plastic boxes for the medical industry. 	
<p>12. Closing remarks - Anders Lassen, CLI</p> <ul style="list-style-type: none"> • Thank you for coming. 	