

Changes to European sack kraft assessments - FAQs

Specific sack kraft assessment questions

1. Why is Fastmarkets launching new European sack kraft assessments?

Fastmarkets is launching new European sack kraft assessments to provide more relevant price assessments for European sack kraft paper. While we believe the existing assessments accurately reflect net price changes, the price levels have been higher than actual net transaction levels since the existing assessments' inception over 20 years ago.

2. When will the changes take place?

The new price assessments will be launched in January 2025. They will run alongside the existing assessments for 12 months. After that, the existing price assessments will be discontinued.

3. Where will the assessments appear?

The new price assessments will appear in *PPI Europe*, Fastmarkets online portal and our mobile app. In *PPI Europe*, they will appear alongside the existing assessments until these are discontinued.

4. What will the frequency be?

The new price assessments will appear on a quarterly basis, on the same schedule as the existing European sack kraft assessments. For details of Fastmarkets' publishing schedule for European pulp and paper, please see [here](#).

5. What grades and locations will be assessed?

The new assessments will be for Bleached Sack Kraft, 80-g+ and Unbleached Sack Kraft, 80-g+ in Germany, France, Spain, Italy and the UK.

6. What quality and specifications are taken into account?

The new transaction price assessments will reflect the same specifications as the existing price assessments. Prices will be for prime-quality tonnage.

Assessment: Bleached Sack Kraft, 80-g+

Quantity: Minimum 100 tonnes per month

Basis weight: 80 g +

Incoterm: Free delivered to the buyer's facility

Timing: Orders taken in the month to date for shipment in the current month or the following month

Unit: Tonne

Currency: Euro

Payment terms: Assume normal and customary payment terms.

Price Type: Open-market transactions in ongoing supply relationships (i.e., excluding spot transactions).

Transfers between affiliates are also excluded.

Assessment Type: Range price assessment

Publication: Quarterly.

Notes: Prices are for prime-quality tonnage with normal trims.

Assessment: Unbleached Sack Kraft, 80-g+

Quantity: Minimum 100 tonnes per month

Basis weight: 80 g +

Location: Spain

Incoterm: Free delivered to the buyer's facility

Timing: Orders taken in the month to date for shipment in the current month or the following month

Unit: Tonne

Currency: Euro

Payment terms: Assume normal and customary payment terms.

Price Type: Open-market transactions in ongoing supply relationships (i.e., excluding spot transactions).

Transfers between affiliates are also excluded.

Assessment Type: Range price assessment

Publication: Quarterly.

Notes: Prices are for prime-quality tonnage with normal trims.

7. What is the delivery basis?

The assessments will be for free delivered prices.

8. What is the minimum volume accepted?

The assessments will be for normal recurring business, with a minimum volume of 100 tonnes.

9. Will I still be able to access the existing price assessments?

After the existing price assessments are discontinued, customers will still be able to see them as 'discontinued prices' in the Fastmarkets platform and as 'legacy prices' in the Fastmarkets RISI portal. To view them, they will need to select show discontinued/legacy prices in price search. For questions related to your subscription or to the Fastmarkets platform, please email customersuccess@fastmarkets.com.

Price methodology questions

10. Where does Fastmarkets get the data for its European sack kraft assessments?

Fastmarkets price reporters gather information from a broad sample of market participants involved in the buying and selling of sack kraft. We collect price information from as many active market

participants as possible, from all areas and sizes. Our price reporters survey both sides of the market, including producers, converters, buyers, agents and brokers. Fastmarkets never reveals our sources, nor the companies for which they work.

Fastmarkets encourages all market participants to take part in their survey, however we will give greater weighting to inputs provided by credible market sources that have a proven track record for regularly providing pricing data within established deadlines and by providing other supporting information. This supporting information might include transaction volumes, freight cost, details on specifications, credit terms, delivery location, and any other detail that contributes substantially to the determination of the price.

11. Where does Fastmarkets store price information?

Information gathered from market contacts is stored in our proprietary pricing database. Only authorized staff have access to this information.

12. How is the Fastmarkets assessment calculated?

Price assessors look first and foremost at concluded transaction prices. They also consider bids and offers, trigger prices and prices in related market. They apply their professional judgment to assess fair market value for the given commodity at the given point in time.

13. How do price assessors produce an assessment in opaque and illiquid markets?

In the absence of actual transaction prices, bids or offers, editors consider other information such as:

- trigger prices;
- the change in prices from previously assessed periods;
- market fundamentals such as changes in inventory levels, shipments, operating rates and export volumes;
- relative values of similar commodities in the same region;
- relative values of the same commodity in different regions;

- changes in the value of the commodity's primary feedstock or primary derived product(s). They apply their professional judgment to come up with an assessment of fair market value for that product at that time. The guidelines on how price assessors apply judgment are published in Fastmarkets' methodology guides.

14. What does the high/low range represent? Is it the minimum and maximum prices paid?

The high/low range reflects our price reporters' evaluation of where most business was done. It does not represent the minimum and maximum prices paid. In moving markets, the range may be wider and in stable markets would tend to be smaller. At any time, there are likely to be transactions above and below the published range.

15. How are transactions between affiliated companies treated?

Business concluded by affiliated companies is not considered for the purpose of Fastmarkets assessments.

16. How does Fastmarkets treat formally indexed transactions?

Fastmarkets does not take into account transactions whereby the price is formally linked to either the Fastmarkets published price assessment or another published price.

17. How does Fastmarkets treat announcements of intended price increases? For example, if a seller announces in November that they will raise prices from December 1, would this be included in the November price assessment?

Intended price increases at a future date are not taken into account in our assessments. Fastmarkets' published prices reflect our price reporters' assessment of fair market value at the time of publication.

18. Where can I find Fastmarkets' methodology guide for European paper and board markets?

All Fastmarkets methodology guides are posted on a dedicated page on our website. To view the European packaging paper and board methodology guide, please click [here](#).

Policy questions

19. How does Fastmarkets ensure consistency in its price assessment processes?

Price assessors are chosen for their experience and skill. Many have years of experience and are considered experts in their field. Price assessors are given intensive training early on in how to assess pulp and paper markets. They all work according to Fastmarkets' standard methodologies (these are published on our website) as well as internal guidelines on market reporting. In addition, each price is peer reviewed and then signed-off by a senior editor before publication to reduce errors and ensure methodology has been correctly applied. Price reporters are also reviewed annually to check their knowledge of and application of the Fastmarkets price reporting methodology. In case of a change of job, the outgoing price assessor would leave notes on their market and contacts for the next person picking up the job. There would usually be a handover period as well.

20. What happens if a Fastmarkets price assessor publishes an erroneous assessment?

In case of genuine errors, a correction will be issued as soon as possible. A pricing notice will also be posted online and in the next issue of the publication.

21. What happens if new information comes to light after assessments have been published?

If new information comes to light after the assessments have been published, this would be taken into account in the next assessment. Fastmarkets does not correct price assessments based on information that comes to light after publication.

22. What checks are in place to avoid errors?

Each price is peer reviewed and then signed-off by a senior editor before publication to reduce errors and ensure methodology has been correctly applied.

23. Is there a danger in participating in the survey because of antitrust sensitivity in this sector of the industry?

All Fastmarkets price reporters undergo anti-trust training before starting the job and regularly thereafter. Participating in the survey itself should not increase companies' exposure to anti-trust risks.

24. How do I register a complaint?

Fastmarkets aims to provide its subscribers with timely news and quality pricing information that meets the highest standards. If a customer has a question, wishes to raise issues or provide feedback, we provide several levels of service designed to handle complaints.

Most inquiries can be handled by the reporter responsible for specific pricing. If you are not satisfied with the response from the price reporter, or if you have other concerns, you may contact the Fastmarkets Editorial Team. To escalate your concern regarding any type of issue (e.g., market value, proposed price assessment changes, applications of methodology in relation to a specific price assessment and other editorial decisions in relation to price assessment processes), you should submit your complaint in writing to the Fastmarkets Risk and Compliance manager. For full details of our complaints policy please see [here](#).