

## POST-PANDEMIC: OPPORTUNITIES AHEAD FOR THE TISSUE AND PAPER INDUSTRIES IN APAC DISRUPTION AND RECOVERY



Somnath Ray, based in Jakarta, is a Principal at AFRY Management Consulting, leading advisor of choice to the world's Forest, Pulp, Paper & Paperboard, Tissue industry and Energy sector.

He is very passionate about bringing strategic insight and solutions to Forestry, Fiber, Paper & Paperboard, and Tissue segment. And, keenly interested about fiber recycling, bio-products, waste to energy and bio-energy towards creating a sustainable circular economy. He has over 12 years of experience on different strategic development projects, focusing on strategy formulation, industry and market analysis, due diligence, development and transformation, and brand management. Before joining AFRY (PÖyry), he has worked on strategic projects as Corporate planning Manager at Double A (1991) Public Ltd. Co., Thailand.

He holds Bachelor of Engineering in Electronics and Communication from VTU, India, and Master of Business Administration (Specialization in Management of Technology) from Asian Institute of Technology, Thailand. And is a PhD candidate focusing on "Co-engaging production" as extension of circular economy, at Aalto University, Helsinki, Finland.

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Tim Woods is Managing Director of IndustryEdge, a firm that supports businesses to make informed decisions.

IndustryEdge is Australia's leading data, analysis and intelligence firm in the fibre, wood products, paper and fibre packaging sectors, including recovered fibre.

IndustryEdge provides clients with granular data, insightful analysis and strategic insights related to their products, markets and opportunities. The company's subscription services are widely known in Australia, New Zealand, South East Asia and globally. The firm's informed commentary on the paper, fibre and wood product industries is read and available across the region. Tim holds positions as:

- Chairman of the Bio-Processing Research Institute of Australia (Monash University)
- An independent non-Executive Director of a financial services company,
- Chairman of a not-for-profit employment and training service.

Tim has been a professional researcher, market and business analyst and consultant for more than 25 years, including formerly as Chairman of an Australian superannuation fund.







He has Jointed Voith Paper in 1988 and along his professional career, he has taken several management positions as Project Manager, Engineering Manager, Product Development, 8 years in Sales & Technology for Asia-Pacific and Strategic Technology Management based in Heidenheim, Germany.

Focus in Project business development, experience in Southeast Asia region, identifying and prospecting opportunities as well as bringing to customers possibilities to increase their profitability through Voith Paper portfolio of technologies and developments.

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