



**FORESTS
FOR ALL
FOREVER**

FSC in the Heart of Europe

**Strengthening through collaboration – connecting demand
and supply for sustainable forest products in Europe**

The first-ever FSC Business Encounter in Vienna

An exclusive event for FSC certificate holders throughout Europe:

- Forest managers & chain of custody holders
- Licensees, wood buyers & importers
- Exporters of FSC-certified products



Thu, 22 January 2026

Rainer Hotel, Vienna
[booking via hotel directly](#)
codeword: FSC

At the core:

Matchmaking between supply and demand – from trade to sourcing and across the full value chain.

Our goal:

Showcase commitment to responsible supply chains, connect market actors, and open new business opportunities.



Register at:

julia.koeberl@at.fsc.org
[fsc-deutschland.de/events/
branchenevent-wien/](https://fsc-deutschland.de/events/branchenevent-wien/)

Draft Agenda

10:00 am Registration, Aperitif & Welcome

11:00 am Welcome by Network Partners/Hosting Countries, Opening Session “FSC update”, FSC International, Xenia Marx, Programme Manager, FSC International

11:50 am Interactive workshop “supply/demand gap”, FSC International Sean Nyquist, Programme Manager Value Chain Development

Lunch Break and Matchmaking Slots

2.15 pm Best practice “IKEA Forest Agenda”, Ulrich Malessa, Raw Material Leader Europe & Africa, IKEA Supply Services

3 pm "Certification to be relevant for the future, future market demands and regulations" Michael Kutschke, Lead Auditor, Preferred by Nature

3.45 pm „Wood Prices“, lightning talk, Daniel-Paul Dima, Senior consultant Grupul pentru Dialog Forestier, and open discussion

4.30 pm Business Matchmaking

7:30 pm Networking Dinner

Venue: Rainers Hotel Vienna, Gudrunstraße 184, 1100 Vienna

(Room contingent pre-booked for participants). Book [here](#), code: FSC



Your Benefits – What’s in it for you?



Commitment to Responsible Sourcing

Show leadership for long-term ethical supply chains.



Technical Deep Dives for Thought Leaders

Gain insights and learnings from peers across the timber and pulp industry.



Targeted Business Matchmaking

Link supply and demand, connect with new partners, and explore fresh business opportunities.

Additional Topics:

- Latest first-hand updates directly from FSC International:
 - Integrity improvements at FSC & compliance support
 - Standard revisions and developments
 - How FSC supports compliance with regulations
- Developments in sourcing countries & current bottlenecks
- Best practices in supplier sustainability initiatives

Confirmed Speakers

- Ulrich Malessa, IKEA Supply Services (Sweden)
- Michael Kutschke, Preferred by Nature
- Sean Nyquist and Xenia Marx, FSC International
- Daniel-Paul Dima, Grupul pentru Dialog Forestier

agenda subject to minor changes due to additional panelists

Impacts & Insights

This curated event brings together FSC certificate holders, decision-makers, and market participants to foster dialogue and cooperation in times of regulatory change, shifting trade relations, and growing sustainability commitments.

Join us – and strengthen your business with FSC in Europe!

Registration & Participation



Register at:

julia.koeberl@at.fsc.org

[www.fsc-deutschland.de/
events/branchenevent-
wien/](http://www.fsc-deutschland.de/events/branchenevent-wien/)



**Seats are limited – please
reserve early!**



**No conference fee – a €100
no-show penalty applies.**

Country Contacts

Austria: Julia Köberl – julia.koeberl@at.fsc.org

Balkans: Diego Florian – diego.florian@fsc.org

Bulgaria: sustainableforestsbg@gmail.com

Czech Republic: Tomas Duda – t.duda@cz.fsc.org

France: Nicolas Sanchez – n.sanchez@fr.fsc.org

Germany: Margarete Wacker – margarete.wacker@fsc-deutschland.de

Romania: Alexandra Popa – a.popa@fsc.org

Slovenia: Jure Rejec – j.rejec@fsc.org

Switzerland: Viktor Lienhard – v.lienhard@ch.fsc.org

Türkiye: Fatma Tayci – ftayci@fsc.org



FSC® F000213