

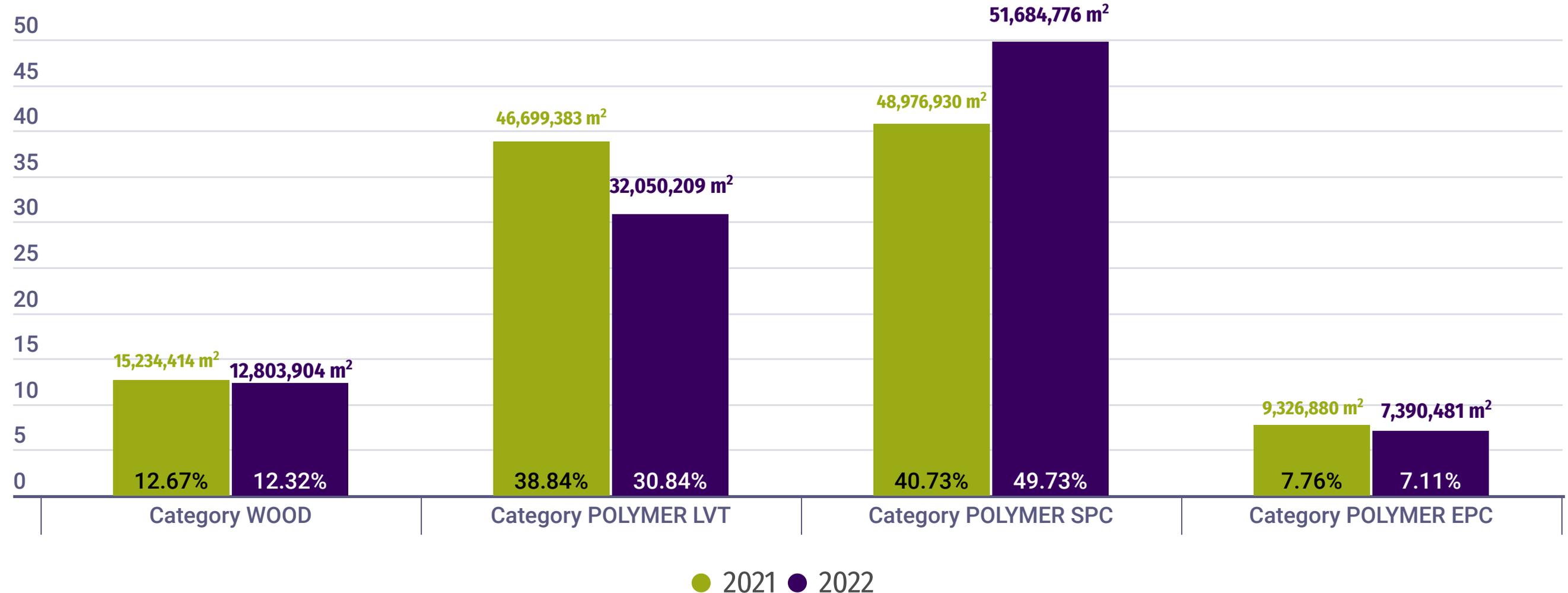
# MMFA Sales 2021-2022

## Shares of Product Categories in %

m  
m  
f  
a

The 2022 global sales figures of MMFA members show a total decrease of -14% across all categories from 2021 to 2022. When it comes to individual categories, only SPC had a positive result of +6%, while LVT and EPC lost -31% and -21% respectively, and Wood lost -16%.

A general observation is that 2022 should not be compared to 2021. The huge growth in 2021 (+27% compared to 2020) was artificial. It was inflated by the effect of Covid on end-users (home renovations, DIY), and by distributors and retailers overstocking to face successive price increases. The rise of logistics costs in 2021 also had an effect on 2022 sales, as inventory could not be replenished. The situation in Ukraine continues to take its toll on the market. It is therefore difficult to conclude MMF effectively gained (or lost) market shares, at what pace, and whether this was only temporary due to conjectural factors.

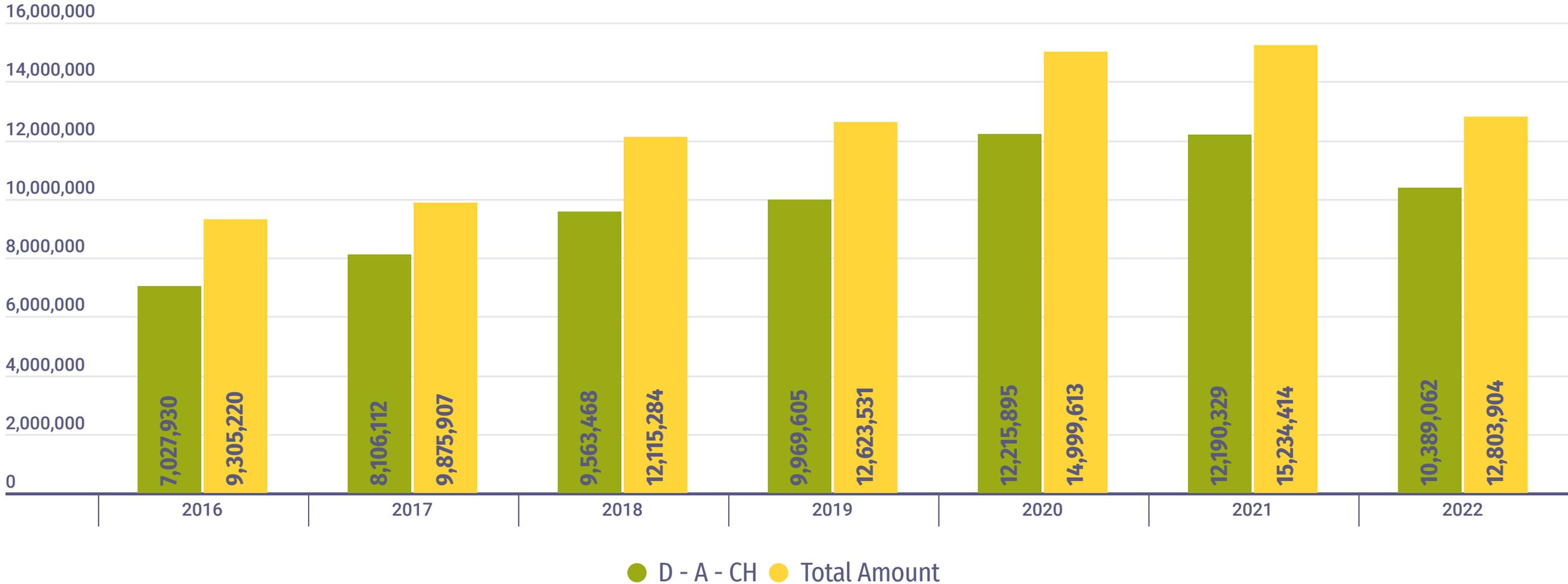


# MMFA Category WOOD

## Total sales 2016-2022

m  
m  
f  
a

- The total sales of wood products reached 12.8 million m<sup>2</sup> in 2022, decreasing by -15,95 % compared to 2021.
- With 11.8 million m<sup>2</sup> sold, Western Europe saw a decrease of -16,02% in sales compared to last year.
- Sales also decreased in Eastern Europe by -14,72% vs 2021, with 0.8 million m<sup>2</sup> sold.



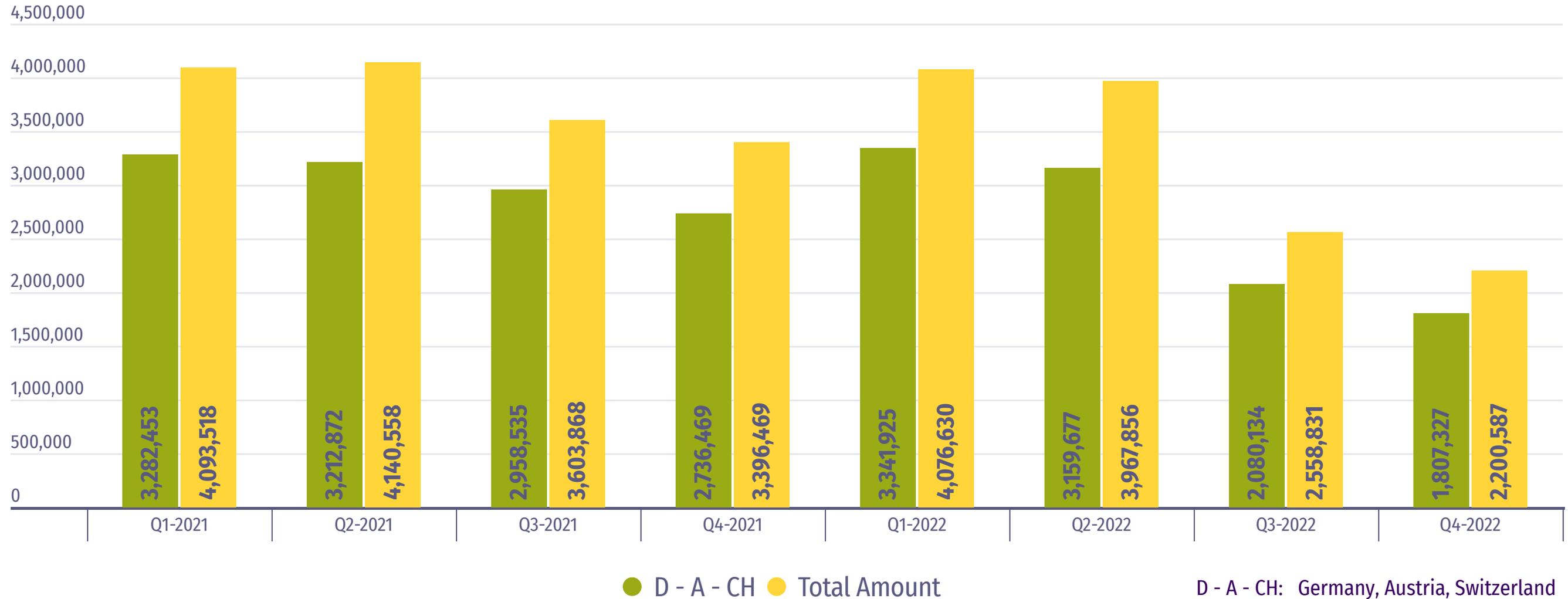
D - A - CH: Germany, Austria, Switzerland

# MMFA Category WOOD

## 2021-2022 quarterly sales in m<sup>2</sup>

m  
m  
f  
a

- Germany and Austria, which account for about 77% of the total sales in Western Europe, saw a decrease in sales compared to last year: -15,98 % vs 2021 with 8.5 million m<sup>2</sup> sold, and -7,30% vs 2021 with 1.4 million m<sup>2</sup> sold respectively.
- The only Scandinavian country that showed an increase in sales was Sweden (+7,5%), as Denmark, Finland and Norway decreased by -28,98%, -13,54% and -28,32% respectively vs 2021.

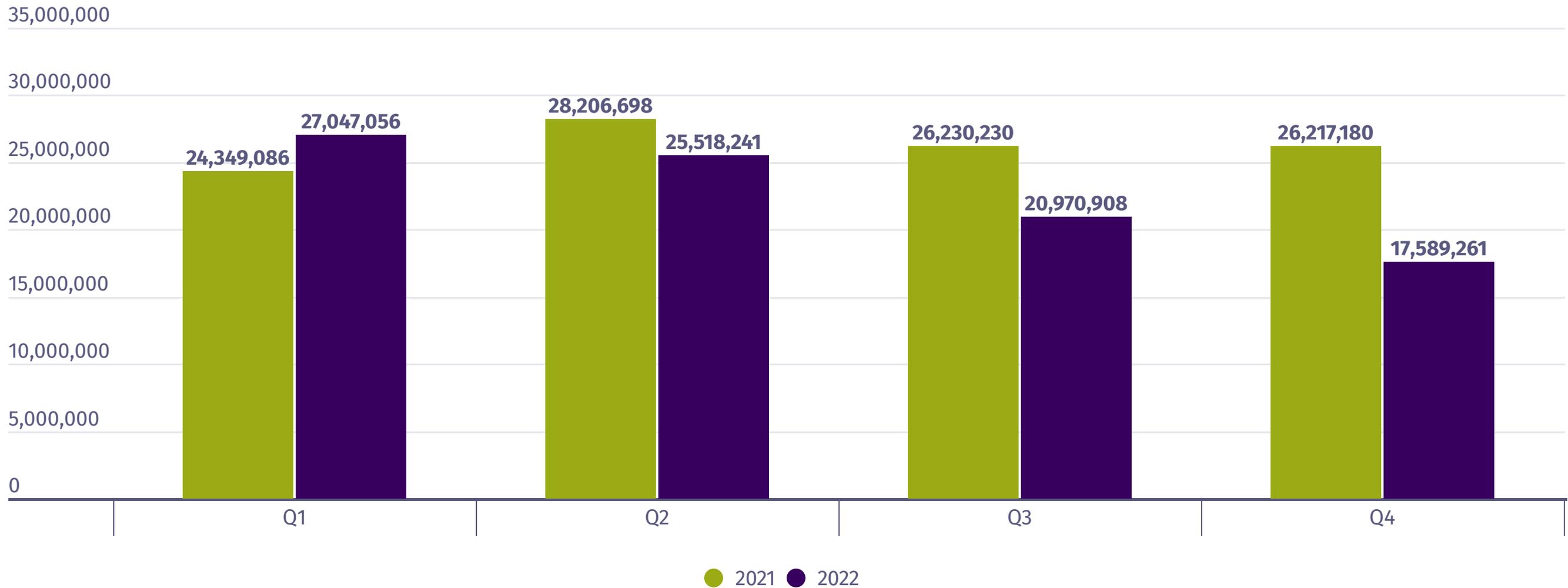


# MMFA Category POLYMERS (accrued)

Total sales 2021-2022 in m<sup>2</sup>

m  
m  
f  
a

- In 2022, global sales of polymer products decreased by -13,22% (91.1 million m<sup>2</sup> compared to 2021). The stable growth of SPC sales (+5,53%) could not compensate for the decline of the flexible click market (-31,37%). MMFA members sold significantly less into the largest single market USA (-21,95%).
- Some countries like Austria (+11,01%), Denmark (+58,90) and Italy (+2,89%), among others, show a solid growth, while other larger markets including Germany (-10,18%), are on a slight decline.



# MMFA Category POLYMER Rigid SPC

## 2021-2022 quarterly sales in m<sup>2</sup>

m  
m  
f  
a

- Rigid SPC was the only polymers category with a positive result in 2022: 51.7 million m<sup>2</sup> sold (+5,53% vs 2021).
- In Western Europe SPC products grew by +11,02% vs 2021 (27.3 million m<sup>2</sup> sold).
- Easter Europe also saw an increase of sales of +5,36% vs 2021 (3.4 million m<sup>2</sup> sold).
- The SPC category had slight decrease in North America with 19.2 million m<sup>2</sup> sold (-1,81% vs 2021).
- Other regions also had a good performance compared to 2021: Africa +5,07%, Latin America +11,42%, Asia +5,02% and Australia/Oceania +27,10%.



# MMFA Category POLYMER Rigid EPC

2021-2022 quarterly sales in m<sup>2</sup>

m  
m  
f  
a

- The Rigid EPC category saw a decrease in sales of -20,76% vs 2021, with 7.4 million m<sup>2</sup> sold.
- Western Europe: EPC product sales of 4.4 million m<sup>2</sup> (-8,88% vs 2021).
- Sales of EPC also decreased in Eastern Europe: 0.3 million m<sup>2</sup> sold (-9,25% vs 2021).
- North America: negative results with 2 million m<sup>2</sup> sold (-40,47% vs 2021).



# MMFA Category POLYMER LVT Click

## 2021-2022 quarterly sales in m<sup>2</sup>

m  
m  
f  
a

- Negative end-of-year for the category with 32.1 million m<sup>2</sup> sold (-31,37% vs 2021).
- Western Europe: LVT flooring product sales decreased by -27,16% vs 2021 (17.8 million m<sup>2</sup> sold).
- Sales of LVT also decreased in Eastern Europe: 1.7 million m<sup>2</sup> (-32,35% vs 2021).
- North America: 10.9 million m<sup>2</sup> products sold, which represents an decrease of -38,72% vs 2021.

