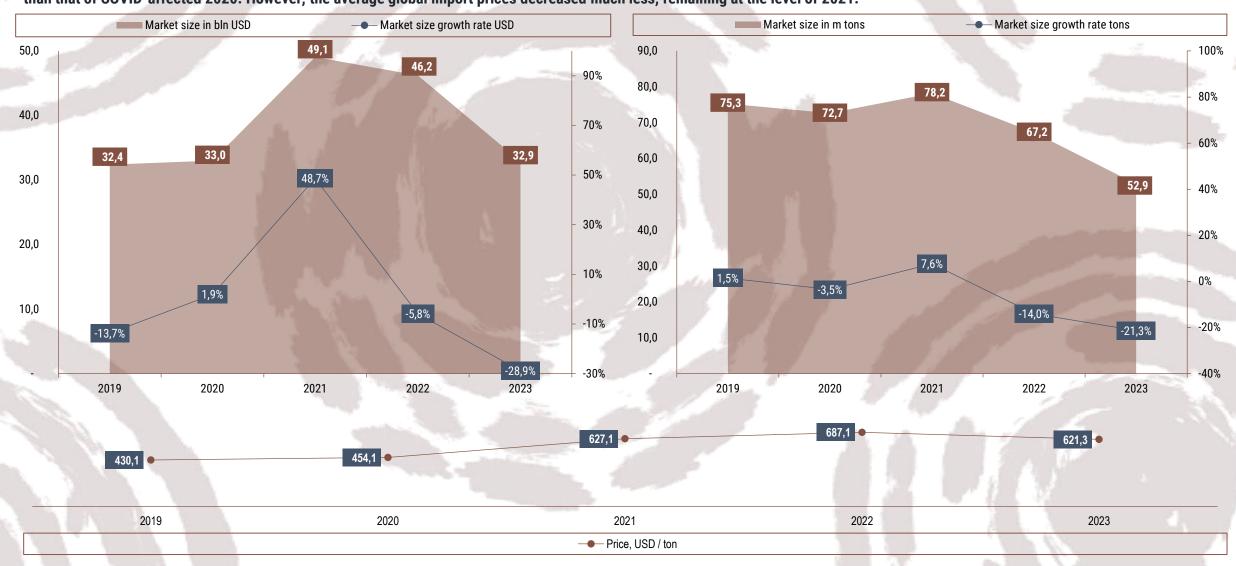


GLOBAL SAWN WOOD TRADE

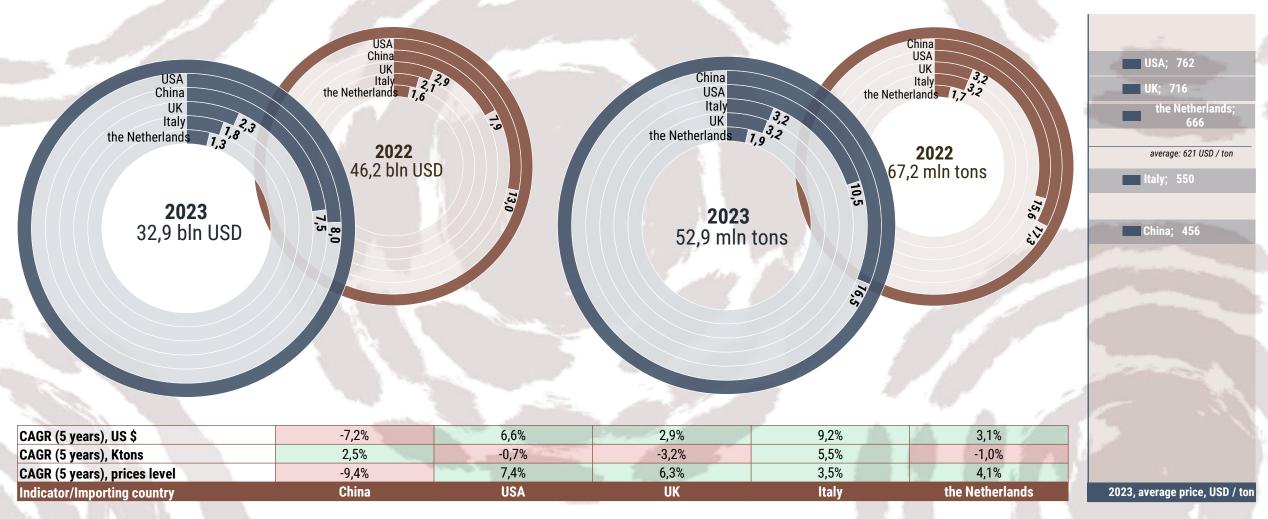
There has been observed a global decline of sawn wood trade in 2023: -28,9% in \$ terms and -21,3% by weight. The decline of the global market in 2023 was even much more dramatic than that of COVID-affected 2020. However, the average global import prices decreased much less, remaining at the level of 2021.





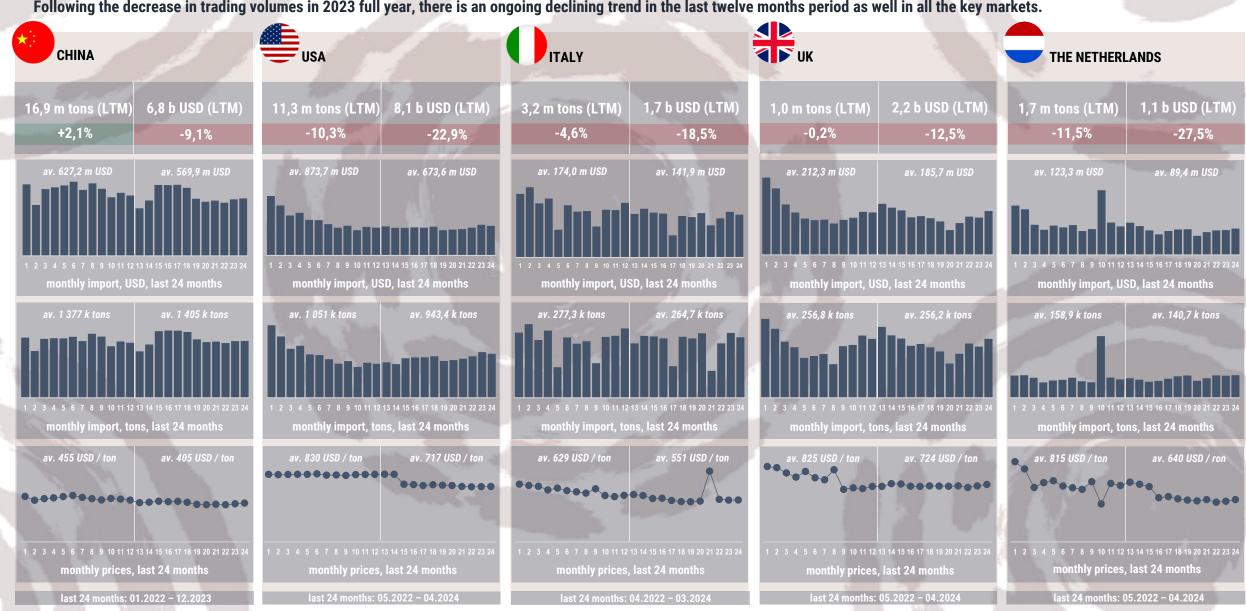
LARGEST IMPORTERS IN 2023

China and USA jointly account for 47% of global imports in monetary terms and for 51% by volume. The list of key importers also includes such countries as the United Kingdom, Italy and the Netherlands. The majority of the largest markets decreased their trading volumes in 2023 in comparison to 2022, especially in monetary terms.



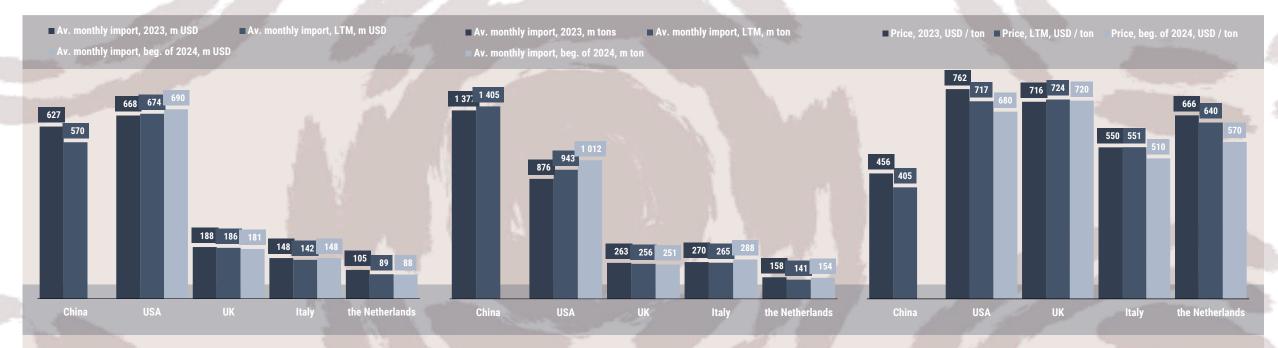
GLOBAL TRADE IN RECENT PERIOD

Following the decrease in trading volumes in 2023 full year, there is an ongoing declining trend in the last twelve months period as well in all the key markets.



GLOBAL TRADE IN THE BEGINNING OF 2024

Despite the ongoing declining trend for the last twelve months period, the beginning of 2024 solely allows to observe a certain recovery in some of the key markets. Prices decline may probably stimulate further growth of demand.



Probable reasons for the decline in 2023 following presumed recovery in 2024 are:

- o residential construction stagnation in China and US;
- o decline of furniture markets across all geographies in 2023, in 2024 certain recovery observed;
- o decline of engineered wood market (windows, doors, timber structures and wooden houses) due to new construction market decline;
- o prices increase in 2022 and remaining high during 2023;
- o high prices in Europe due to interruption of supplies from Russia.



MAIN SUPPLIERS OF SAWN WOOD

The majority of the largest sawn wood suppliers decreased their volumes in last twelve months in monetary terms by 16-23%, excluding Thailand. Trading volumes, however, decreased less drastically, by 3-11%, excluding Thailand, following lower price levels, which is believed to stimulate the demand in future.

