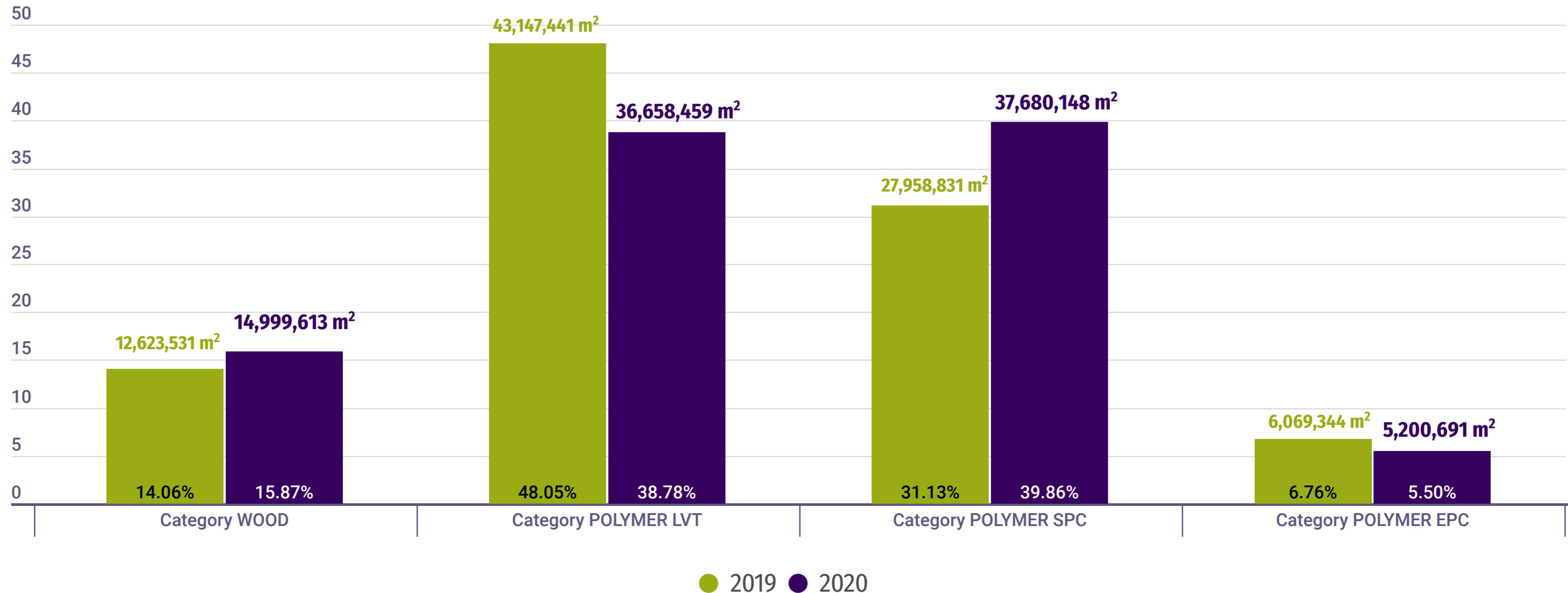


MMFA Sales 2019-2020

Shares of Product Categories in %

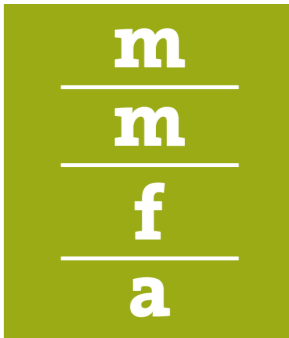
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The 2020 global sales figures of MMFA members show that while wood products continue to grow with a global increase in sales of + 18,82 % and rigid SPC products maintain their market penetration across all major regions with a steady growth of +34,8%, the growth of the 'polymer' product category had been affected by COVID-19 as sales only revealed a modest rise of + 3,1 % at the end of the year. Overall sales spiked in Q3 in an attempt to recuperate the setback during Q1 due to the early days of the pandemic and tax issues with the US.



MMFA Category WOOD

Total sales 2016-2020

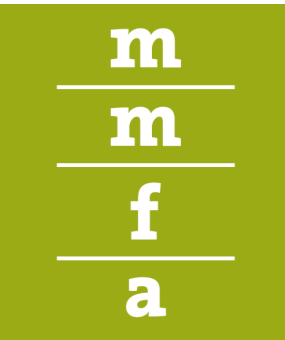


- The total sales of wood products reached 15.0 million m² in 2020, **an increase of + 18,82 % compared to 2019**
- The region that recorded by far the **greatest increase in sales is North America**. With 0.1 million m², the sales more than doubled in 2020 (+171,1% vs 2019)
- With a growth rate of + 21,8 %, Eastern Europe (0.8 million m² sold) overtook the growth of Western Europe (14.0 million m², + 18,3 % vs 2019)
- The impact of COVID-19 resulted in a decrease of sales in the wood category in Latin America (- 35,8 % vs 2019), Africa (- 630,9 % vs 2019) and Australia / Oceania (- 69,8% vs 2019)

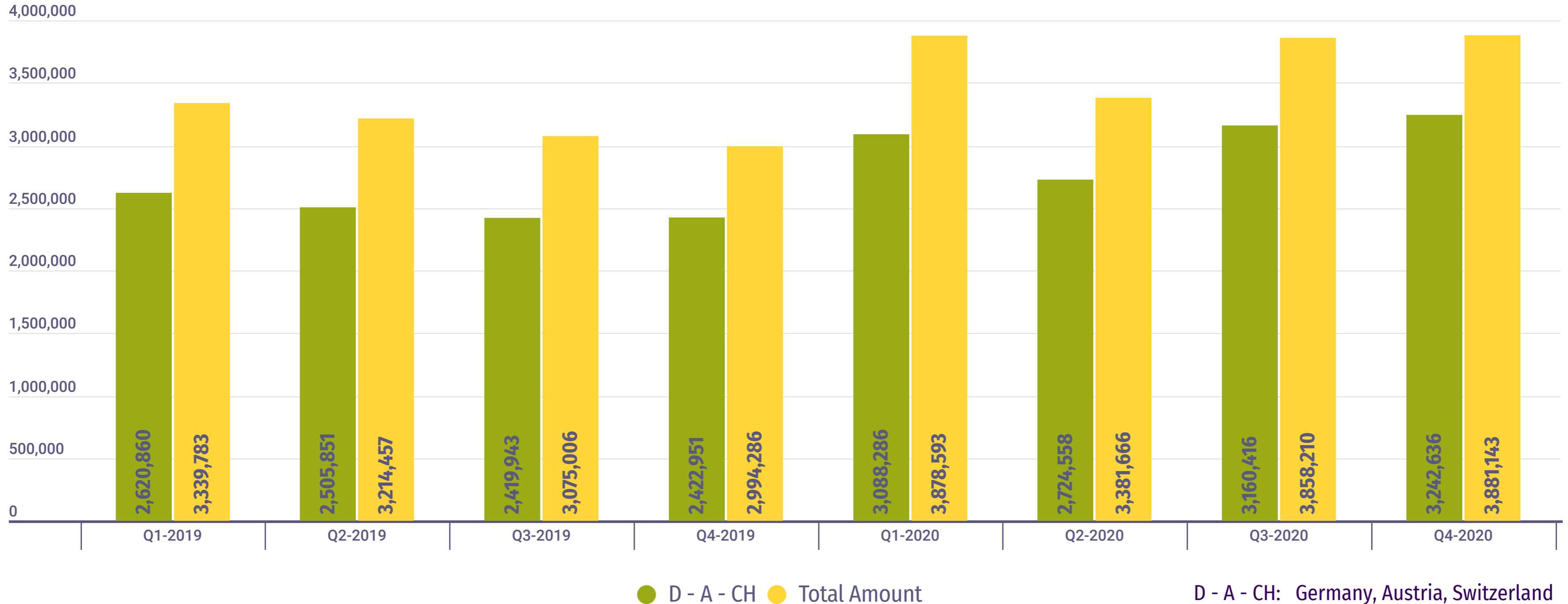


MMFA Category WOOD

2019-2020 quarterly sales in m²

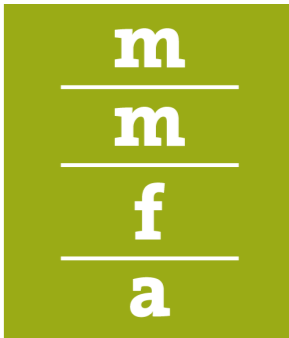


- Germany and Austria kept their positions as the countries with the highest sales in Western Europe.
- In Germany, 10.3 million m² were sold (+ 25,2 % vs 2019)
- Austria recorded sales of 1.4 million m² (+ 9,2 % vs 2019).
- The same applies to the Czech Republic. As in the previous year, it was the country with the highest sales in Eastern Europe (0.4 million m², + 10 % vs 2019).

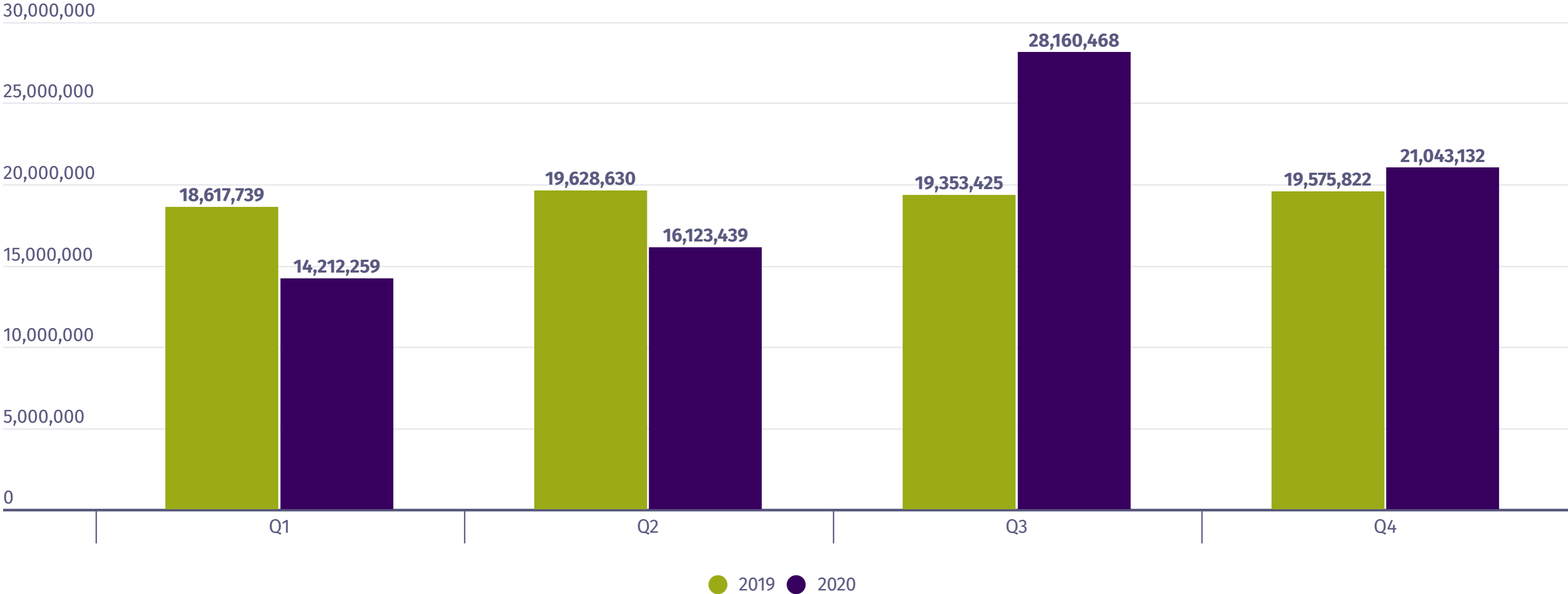


MMFA Category POLYMERS (accrued)

Total sales 2019-2020 in m²

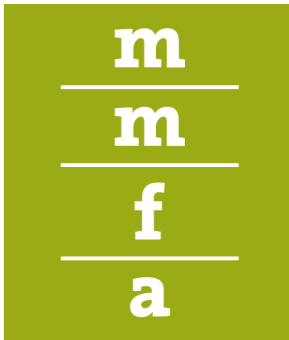


- In 2020, global sales of polymer products slightly increased by + 3,1 % in comparison to 2019 to 79.5 million m²
- The key driver for this positive end-of-year result were **Rigid SPC products** which continued to perform well in 2020 with 37.7 million m² sold (+ 34,8 % vs 2019)
- The other polymer categories had to face setbacks with 5.2 million m² sold of Rigid EPC flooring (- 14,31 % vs 2019) and 36.7 million m² sold of LVT flooring (- 15 % vs 2019)

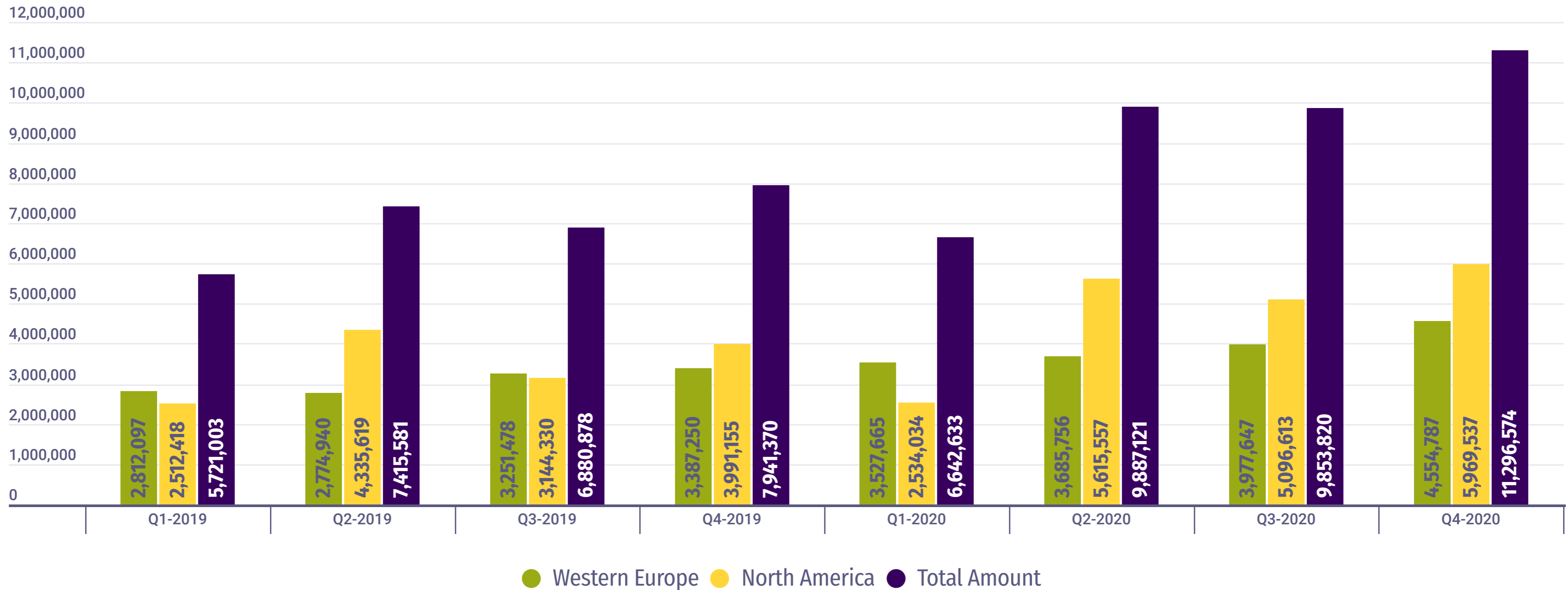


MMFA Category POLYMER Rigid SPC

2019-2020 quarterly sales in m²

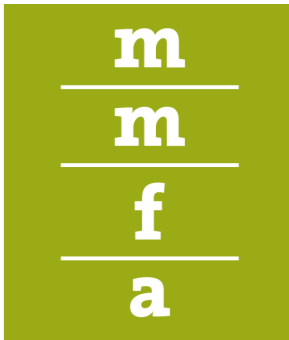


- Rigid SPC products continued to perform well in 2020 with **37.7 million m² sold** (+ 34,8 % vs 2019)
- Eastern Europe: SPC products in the region experienced a sharp increase in sales of + 153,3 % (2.0 million m² sold)
- Western Europe: SPC was the only product category which grew in 2020 (15.7 million m², + 28,8 % vs 2019)
- The SPC category was the strongest of all polymer groups in North America with 19.2 million m² of flooring sold (+ 37,4 % vs 2019)
- In contrast to other regions, the SPC sector in Latin America faced setbacks of - 22,2 % compared to 2019 (0.2 million m² sold)

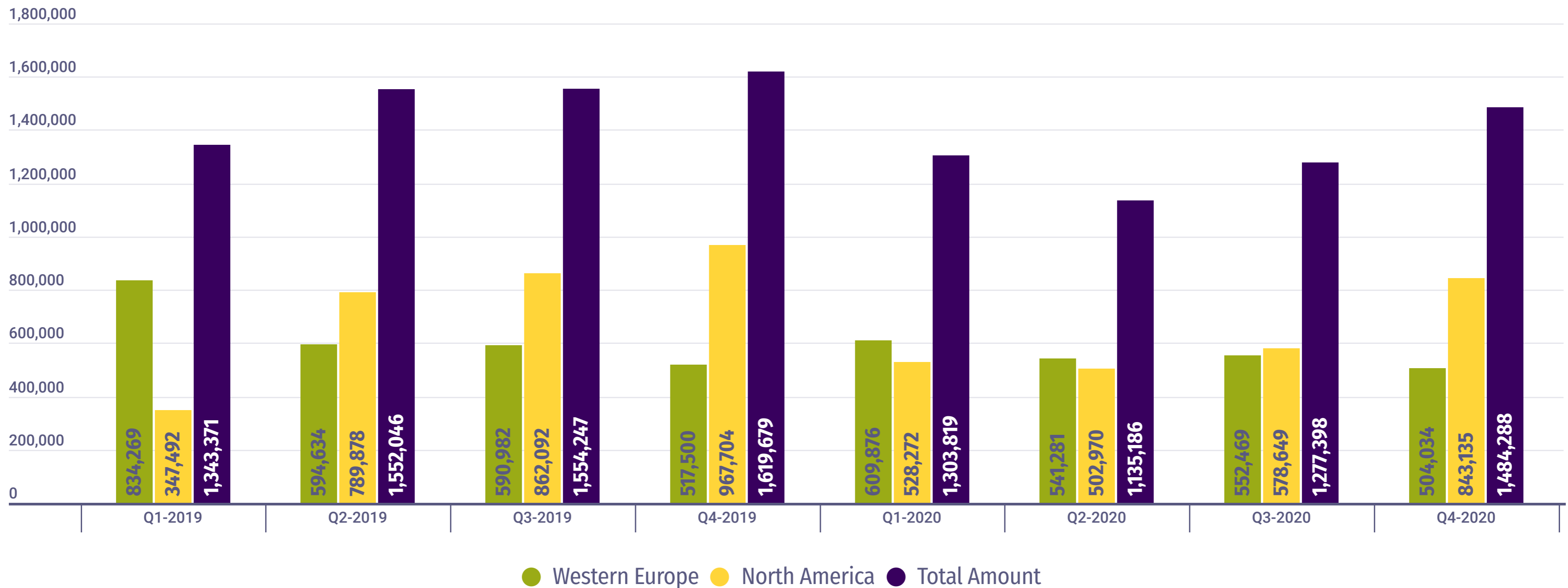


MMFA Category POLYMER Rigid EPC

2019-2020 quarterly sales in m²

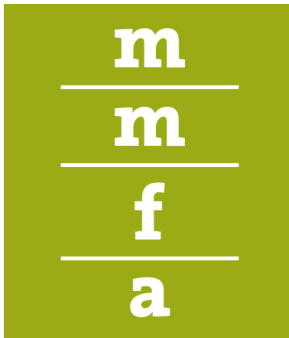


- The Rigid EPC category had to face setbacks with 5.2 million m² sold (- 14,31 % vs 2019)
- Eastern Europe: sales of EPC decreased (0.2 million m², - 19,3 % vs 2019)
- Western Europe: EPC product sales (2.2 million m²) decreased by - 13,0 %
- North America: The lower figures of EPC (2.5 million m², - 17,3 % vs 2019)



MMFA Category POLYMER LVT Click

2019-2020 quarterly sales in m²



- **Overall decrease** within the whole category with 36.7 million m² sold of LVT flooring (- 15 % compared to 2019)
- Eastern Europe: LVT flooring product sales decreased (2.7 million m², - 0,3 % vs 2019)
- Western Europe: greater decrease of - 22,9 % (19.6 million m² sold)
- North America: the only region with an increase with 13.4 million m² products sold, meaning + 4,0 % vs 2019

