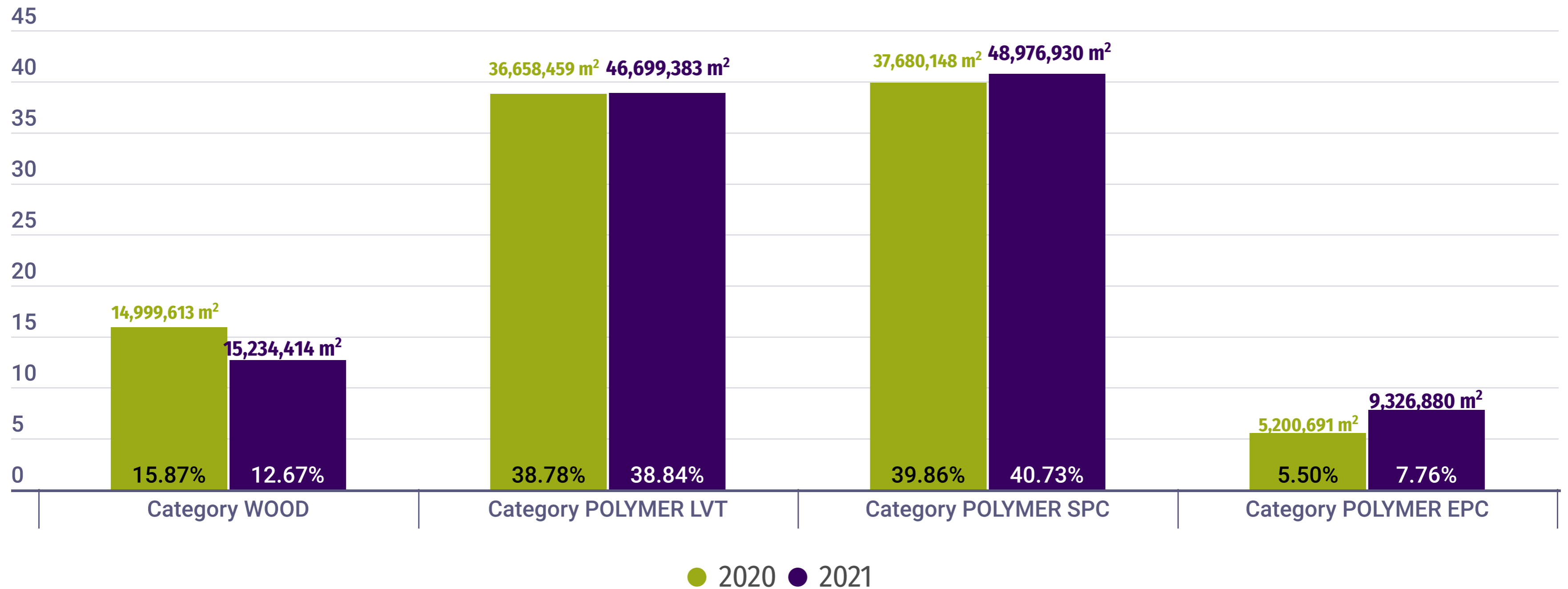


MMFA Sales 2020-2021

Shares of Product Categories in %



The 2021 global sales figures of MMFA members show a total growth of +27% across all categories from 2020 to 2021. When it comes to individual categories, **Wood** had a modest increase of +1,57% and **Rigid EPC and SPC** products sustain their penetration of the market with an impressive increase of +79,34% and +29,98% respectively compared to 2020.



MMFA Category WOOD

Total sales 2016-2021



- The total sales of wood products reached 15.2 million m² in 2021, an increase of +1,57 % compared to 2020.
- The region that recorded by far the **greatest increase in sales was Latin America**. With 0.04 million m² sold, the sales had a record increase of +209,62% vs 2020.
- With a growth rate of +5,54%, Eastern Europe (0.9 million m² sold) overtook the growth of Western Europe (14.1 million m², +1,17% vs 2020).
- The impact of COVID-19 resulted in a decrease of sales in the wood category in Asia (-26,22% vs 2020), Africa (-132,74% vs 2020) and Australia/Oceania (-52,63% vs 2020).



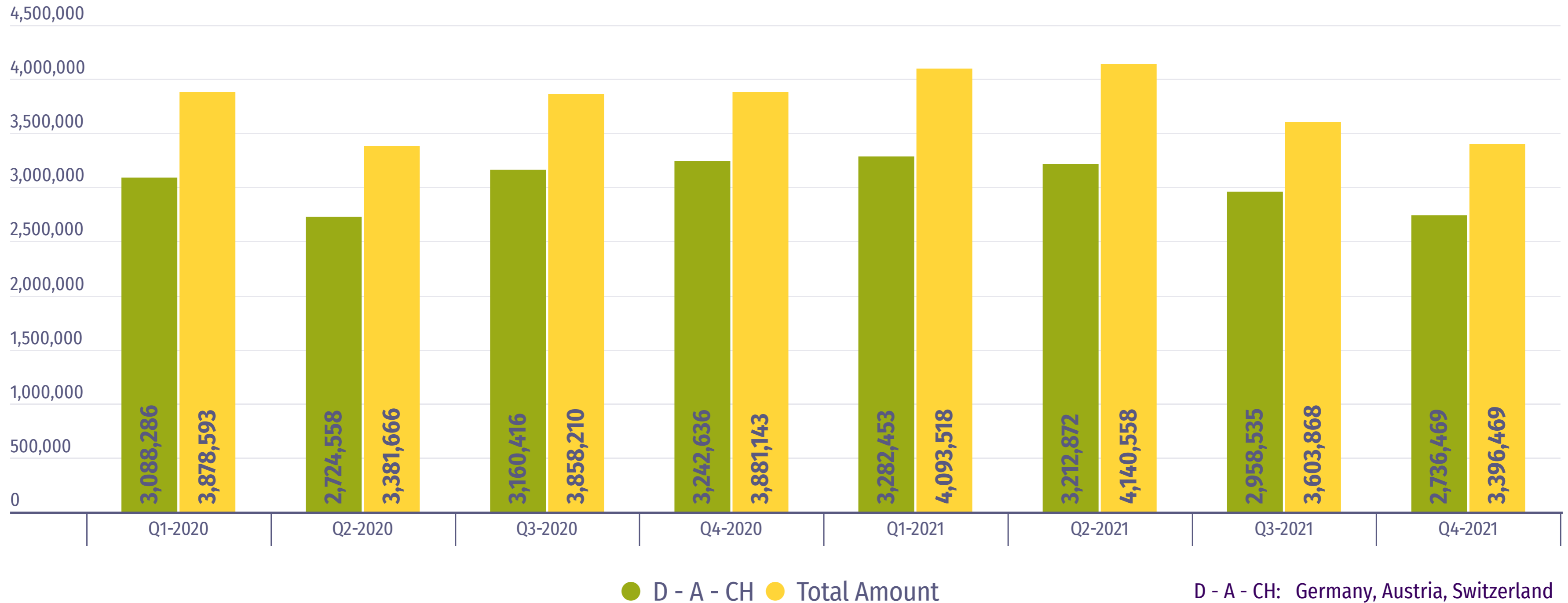
D - A - CH: Germany, Austria, Switzerland

MMFA Category WOOD

2020-2021 quarterly sales in m²



- Germany and Austria kept their positions as the countries with the highest sales in Western Europe, although sales in Germany slightly decreased compared to the previous year (-1,19% vs 2020 with 10.1 million m² sold).
- Austria recorded sales of 1.5 million m² (+7,70% vs 2020).
- Notable sales increases were reported in Great Britain (+133,10% vs 2020) and in Scandinavia vs 2020: Denmark (+50,07%), Norway (+42,57%) and Sweden (+69,19%).
- As in the previous year, Czech Republic was the country with the highest sales in Eastern Europe (0.4 million m², +8,48% vs 2020).

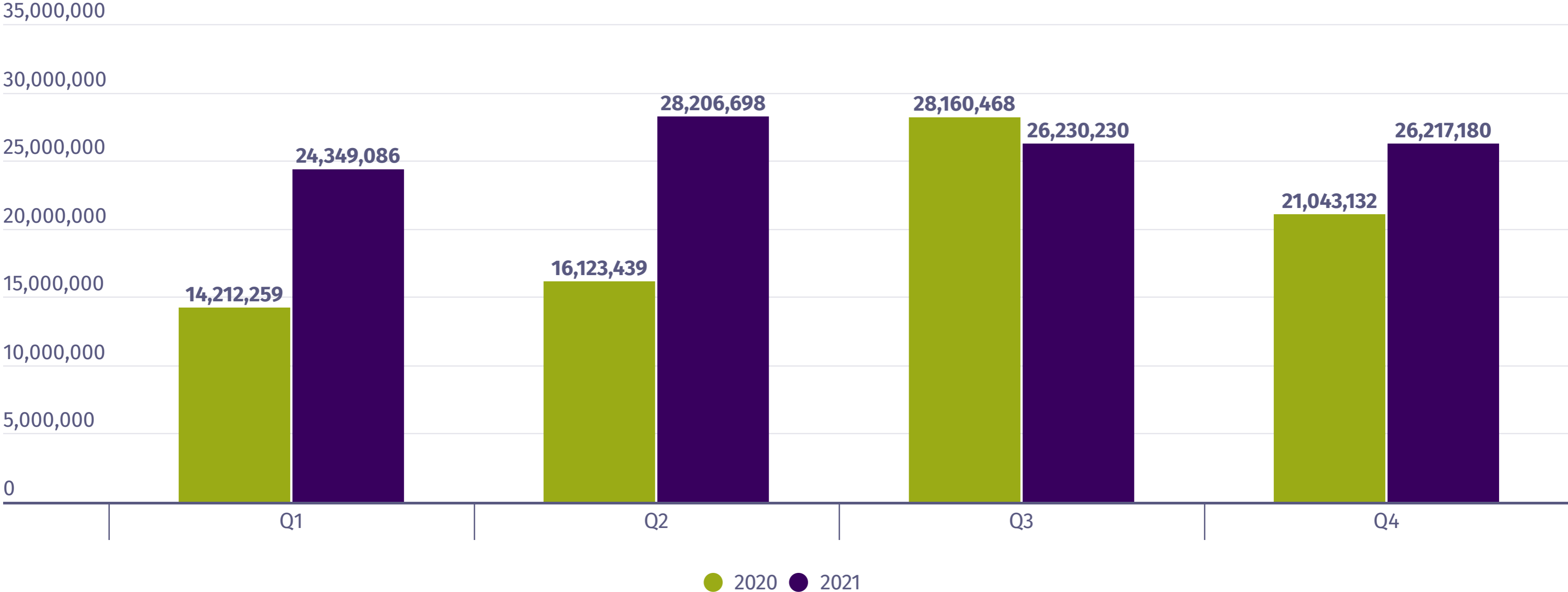


MMFA Category POLYMERS (accrued)

Total sales 2020-2021 in m²



- In 2021, global sales of polymer products increased by +32,01% (105 million m² compared to 2020).
- The key driver for this positive end-of-year result were **Rigid EPC and SPC products** which continued to perform well in 2021 with a **combined 58.3 million m² sold** (+35,97% vs 2020).
- The Polymer LVT category also had an increase in sales of +27,39% vs 2020 with 46.7 million m² sold.



MMFA Category POLYMER Rigid SPC

2020-2021 quarterly sales in m²



- Rigid SPC products continued to perform well in 2021 with **49 million m² sold (+29,98% vs 2020)**.
- Eastern Europe: SPC products in the region experienced a sharp increase in sales of +60,63% (3.2 million m² sold).
- Western Europe: SPC products also grew in 2021 (24.6 million m², +56,43% vs 2020).
- The SPC category also had positive results in North America with 19.5 million m² sold (+1,80% vs 2020).
- Other regions also had a good performance compared to 2020: Africa +157,44%, Latin America +70,86%, Asia +187,83% and Australia/Oceania +97,08%.

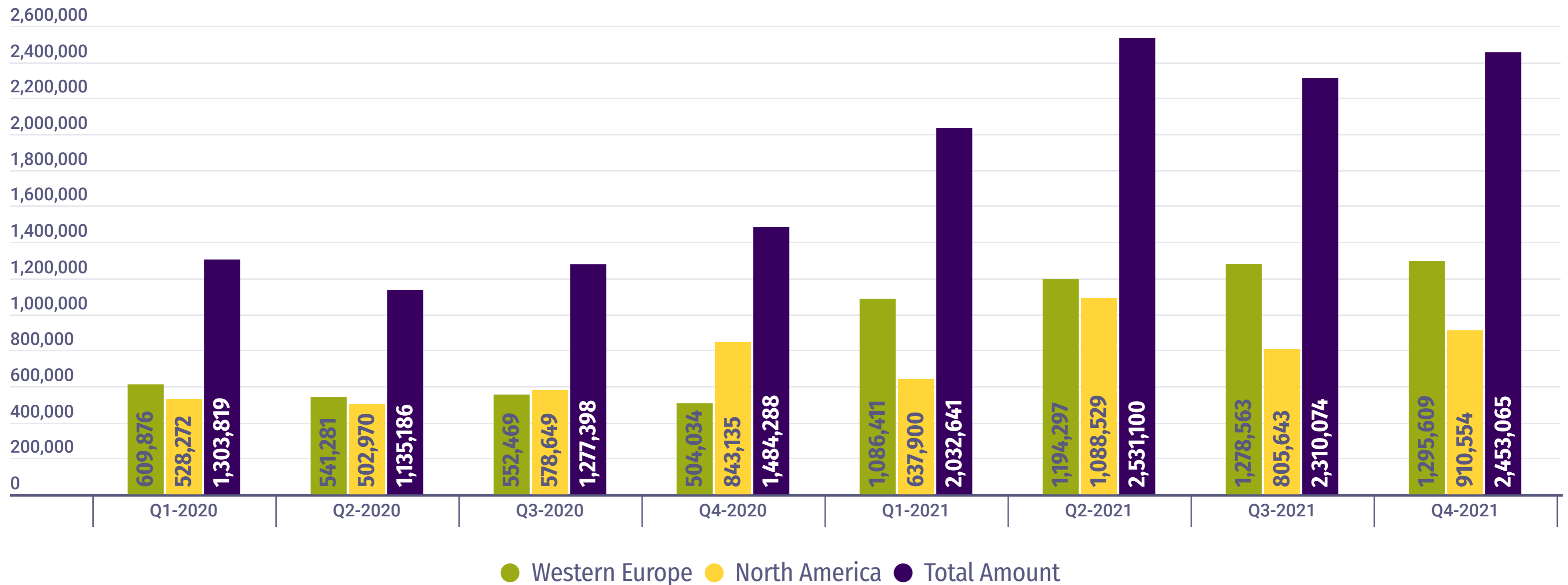


MMFA Category POLYMER Rigid EPC

2020-2021 quarterly sales in m²



- The Rigid EPC category had the **highest growth of all polymer categories, with +79,34+ vs 2020 (9.3 million m² sold).**
- Eastern Europe: sales of EPC increased (0.3 million m², +118,95%).
- Western Europe: EPC product sales (4.8 million m²) increased by +119,91%.
- North America: Positive results with 3.4 million m² sold (+40,34% vs 2020).



MMFA Category POLYMER LVT Clic

2020-2021 quarterly sales in m²



- **Positive end-of-year for the category with 46.6 million m² sold (+27,39% vs 2020).**
- Eastern Europe: LVT flooring product sales decreased (2.5 million m², -6,27% vs 2020).
- Western Europe: increase in sales of +24,85% (24.4 million m² sold).
- North America: 17.7 million m² products sold, which represents an increase of +32,02% vs 2020.

