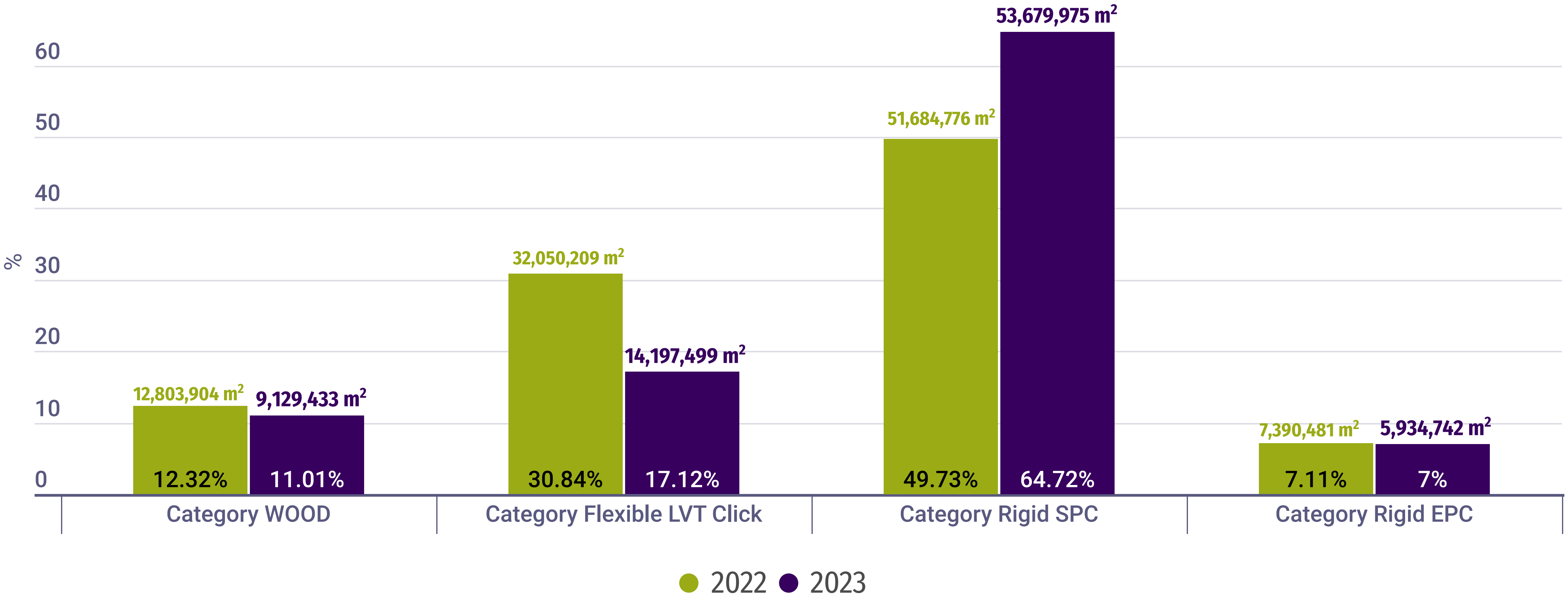
# MMFA Sales 2022-2023

## Shares of Product Categories in %

**The global sales figures of MMFA members were not immune to the overall decline of the construction sector and show a decrease of -20% across all categories (Wood and Polymer) compared to 2022, with 82.9 million m² sold in 2023.**

When it comes to individual categories, only **SPC** had a positive result of **+3,86%**, while **LVT** and **EPC** lost **-55,70%** and **-19,70%** respectively, and **Wood** lost **-28,70%**.

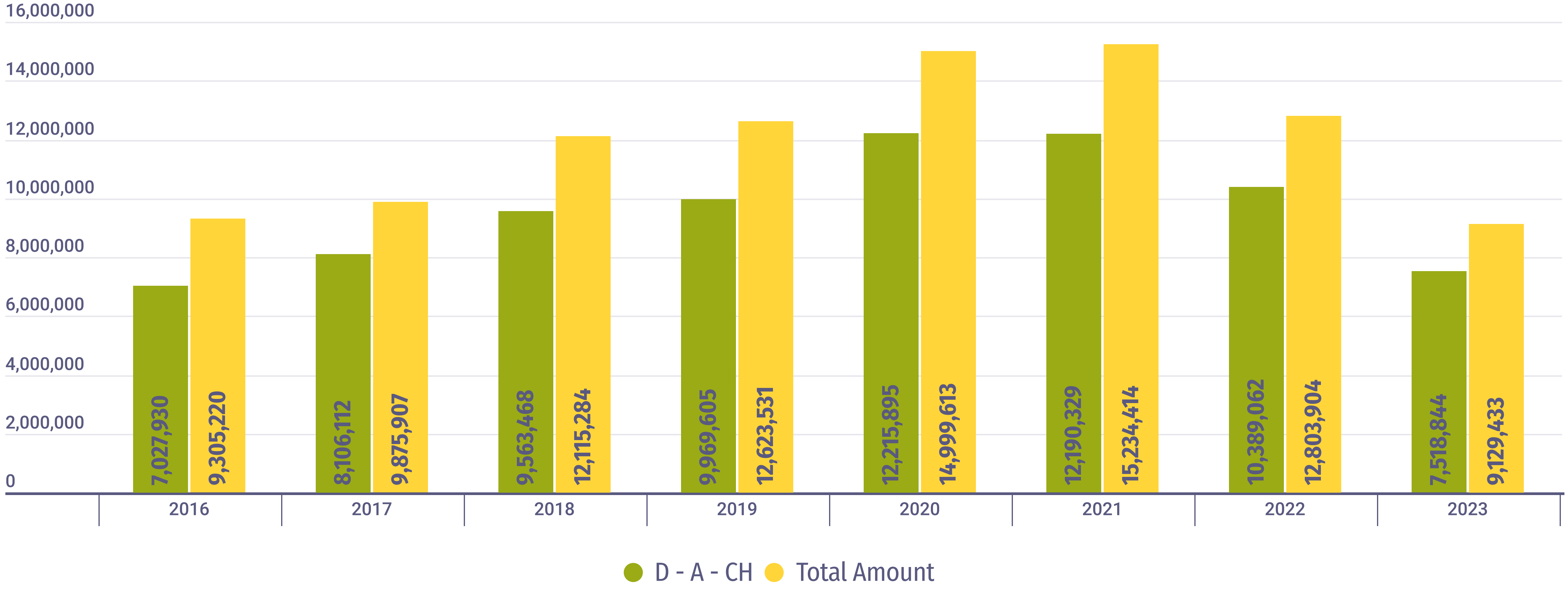
Ongoing global disruptions like the war in Ukraine, Middle East and tensions in the Red Sea – as well as associated costs of logistics and raw materials – continue to ripple through various industries, and the multilayer modular flooring sector is not an exception.



# MMFA Category WOOD

## Total sales 2016-2023 in m²

- **The total sales of Wood products reached 9.1 million m² in 2023, decreasing by -28,70 % compared to 2022.**
- With 8.4 million m² sold, Western Europe saw a decrease of -28,78% in sales compared to last year.
- Sales also decreased in Eastern Europe by -34,34% vs 2022, with 0.5 million m² sold.




D - A - CH: Germany, Austria, Switzerland

# MMFA Category WOOD

## 2022-2023 quarterly sales in $m^2$

- **The Wood category seems to be plateauing at 2.1 million $m^2$/quarter.**
- Germany and Austria, which account for about 78% of the total sales in Western Europe, saw a decrease in sales compared to last year: -28,25 % vs 2022 with 6.1 million $m^2$ sold, and -27,44% vs 2022 with 1.1 million $m^2$ sold respectively.


D - A - CH: Germany, Austria, Switzerland

# MMFA Category POLYMERS (accrued)

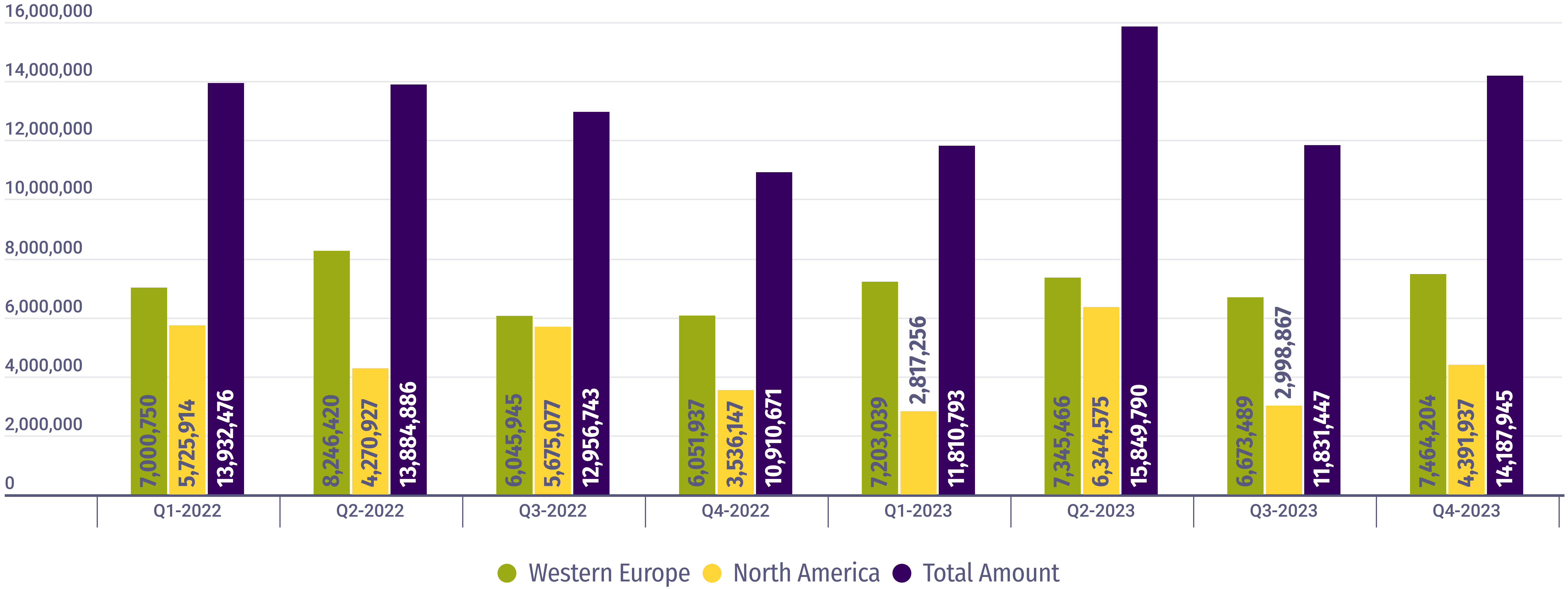
## Total sales 2022-2023 in $m^2$

- **In 2023, global sales of polymer products decreased by -19% (73.8 million m² compared to 2022).** The stable growth of SPC sales (+3,86%) could not compensate for the decline of the flexible click market (-55,70%). MMFA members sold significantly less into the largest single market USA (-38,40%).
- It is worth noting that with a +25,73% increase, Norway is slowing approaching the 1 million m² mark. While some countries like Austria (+8,28%), Denmark (+21,76), Italy (+26,16%) and Poland (+34,53%) show a solid growth, other larger markets including Germany (-23,99%) and France (-4,79%), are on a downward trend.

# MMFA Category Rigid SPC

## 2022-2023 quarterly sales in $m^2$

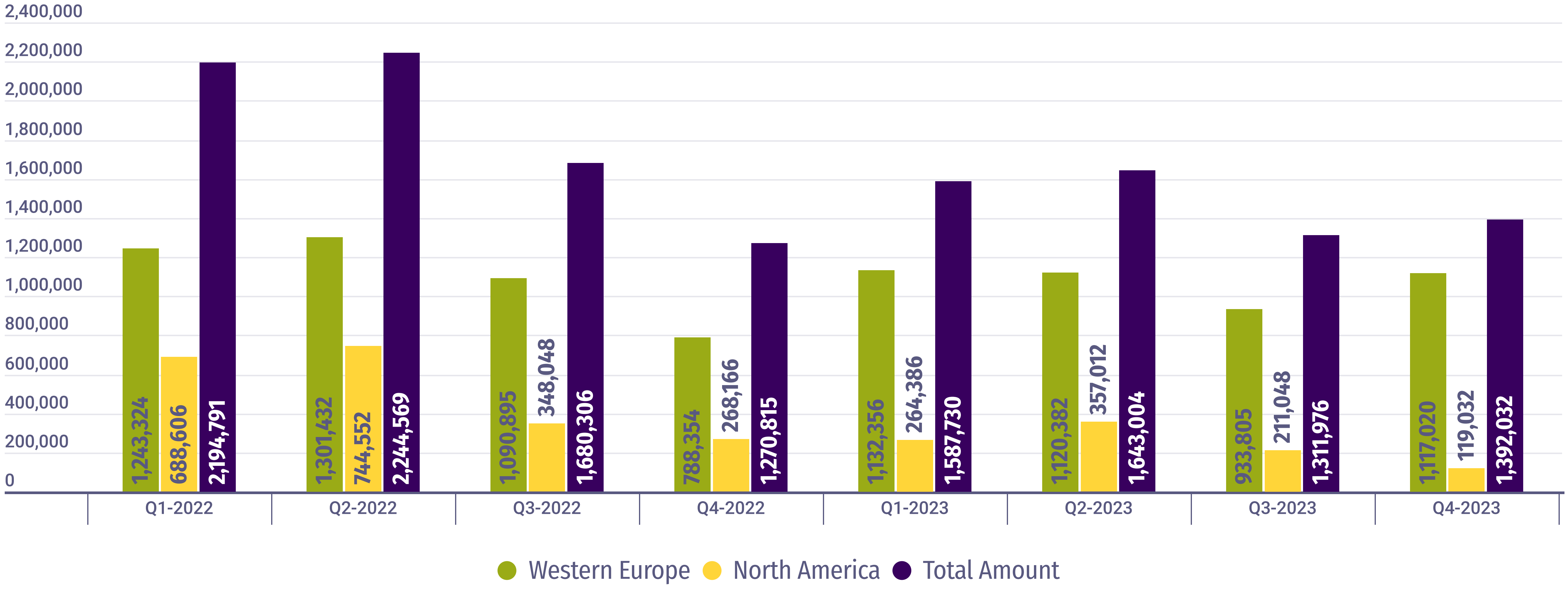
- **Rigid SPC was the only polymers category with a positive result in 2023: 53.7 million m² sold (+3,86% vs 2022).**
- In Western Europe, sales SPC products grew by +4,90% vs 2022 (28.7 million m² sold).
- Eastern Europe also saw an increase of +57,58% in sales vs 2022 (5.4 million m² sold).
- Sales of SPC decreased in North America with 16.5 million m² sold (-13,82% vs 2022).



# MMFA Category Rigid EPC

2022-2023 quarterly sales in $m^2$

- **The Rigid EPC category saw a decrease in sales of -19,70% vs 2022, with 5.9 million m² sold.**
- Western Europe: EPC product sales of 4.3 million m² (-2,72% vs 2022).
- Sales of EPC also decreased in Eastern Europe: 0.3 million m² sold (-0,88% vs 2022).
- North America: negative results with 0.9 million m² sold (-53,57% vs 2022).



# MMFA Category Flexible LVT Click

2022-2023 quarterly sales in $m^2$

- **Negative end-of-year for the category with 14.2 million m² sold (-55,70% vs 2022).**
- Western Europe: LVT flooring product sales decreased by -40,38% vs 2022 (10.6 million m² sold).
- Sales of LVT also decreased in Eastern Europe: 1.2 million m² (-31,13% vs 2022).
- North America: 1.5 million m² products sold, which represents an decrease of -85,74% vs 2022.