DIE MARKTENTWICKLUNG AUS DER SICHT EINES GROSSSÄGEWERKES

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I. Wirtschaftliche Rahmenbedingungen

II. Weltmärkte: EU

III. US/China/Japan/Levante

IV. Zusammenfassung

DIE MARKTENTWICKLUNG AUS DER SICHT EINES GROSSSÄGEWERKES

I. Wirtschaftliche Rahmenbedingungen

Wirtschaftswachstum

Economic Forecasts

Country/region	IMF	2008	2009	2010	2011	2012	2013	2014	2015
					% change				
United States	*19*	-0.3	-2.8	2.5	1.8	2.8	1.6	2.7	2.9
Japan	*6*	-1.1	-5.5	4.7	-0.6	1.9	1.9	2.3	1.7
Euro-zone	*14*	0.2	-4.3	1.9	1.6	-0.6	-0.3	1.1	1.4
United Kingdom	*3*	-0.8	-5.2	1.7	1.1	0.1	1.5	2.4	2.2
Asian Tigers	*8*	3.2	0.2	7.8	4.2	3.8	3.5	3.7	4.2
Latin American 4	*9*	4.2	-1.5	7.1	4.8	2.3	2.4	2.6	3.2
China	*14*	9.6	9.2	10.4	9.3	7.8	7.5	7.2	7.0
Canada	*2*	1.2	-2.7	3.4	2.5	1.7	1.7	2.3	2.0
Australia		2.6	1.4	2.6	2.4	3.7	2.3	2.5	2.9
New Zealand		-0.8	-1.5	1.9	1.4	2.7	2.8	3.2	2.2
India	*6*	8.1	6.5	9.7	7.5	5.1	4.4	4.6	4.9
Africa	*3*	5.6	2.7	5.4	5.4	4.9	5.3	5.0	5.2
CIS	*4*	5.3	-6.4	4.9	4.8	3.4	3.0	3.6	3.3
Eastern Europe	*4*	3.1	-3.6	4.6	5.4	1.4	2.2	2.8	2.8
Middle East	*5*	5.0	2.9	5.3	3.9	4.4	3.1	3.7	3.5
Other advanced	*5*	1.7	-1.1	5.8	3.3	1.8	2.6	3.0	2.7
World		**3.2**	**-0.2**	**5.5**	**4.0**	**3.2**	**2.9**	**3.5**	**3.5**

Source: National Australia Bank

Wirtschaftswachstum

Eurozone growth –overly dependent on Germany

NAB October 2013	2012	2013	2014	2015
Germany	0.7	0.9	1.3	1.3
France	0.0	0.4	1.0	1.5
Italy	-2.4	-1.8	1.0	0.8
Spain	-1.4	-1.8	1.0	1.3
The Netherlands	-1.0	-1.5	0.3	1.4
Belgium	-0.2	-0.2	1.0	1.6
Austria	0.7	0.7	1.5	2.1
Greece	-6.4	-4.3	-1.0	3.1
Finland	-0.8	-0.3	1.5	2.0
Portugal	-3.2	-2.4	1.0	1.9
Ireland	1.0	1.0	2.0	2.8
Slovakia	2.0	2.0	3.0	3.5
Luxembourg	-0.2	2.0	2.0	2.5
Slovenia	-1.0	2.0	1.6	1.9
Cyprus	-1.2	-10.0	-2.0	0.0
Estonia	2.0	5.0	4.0	3.5
Malta	1.2	2.0	2.0	2.0
Total	-0.6	-0.3	1.1	1.4

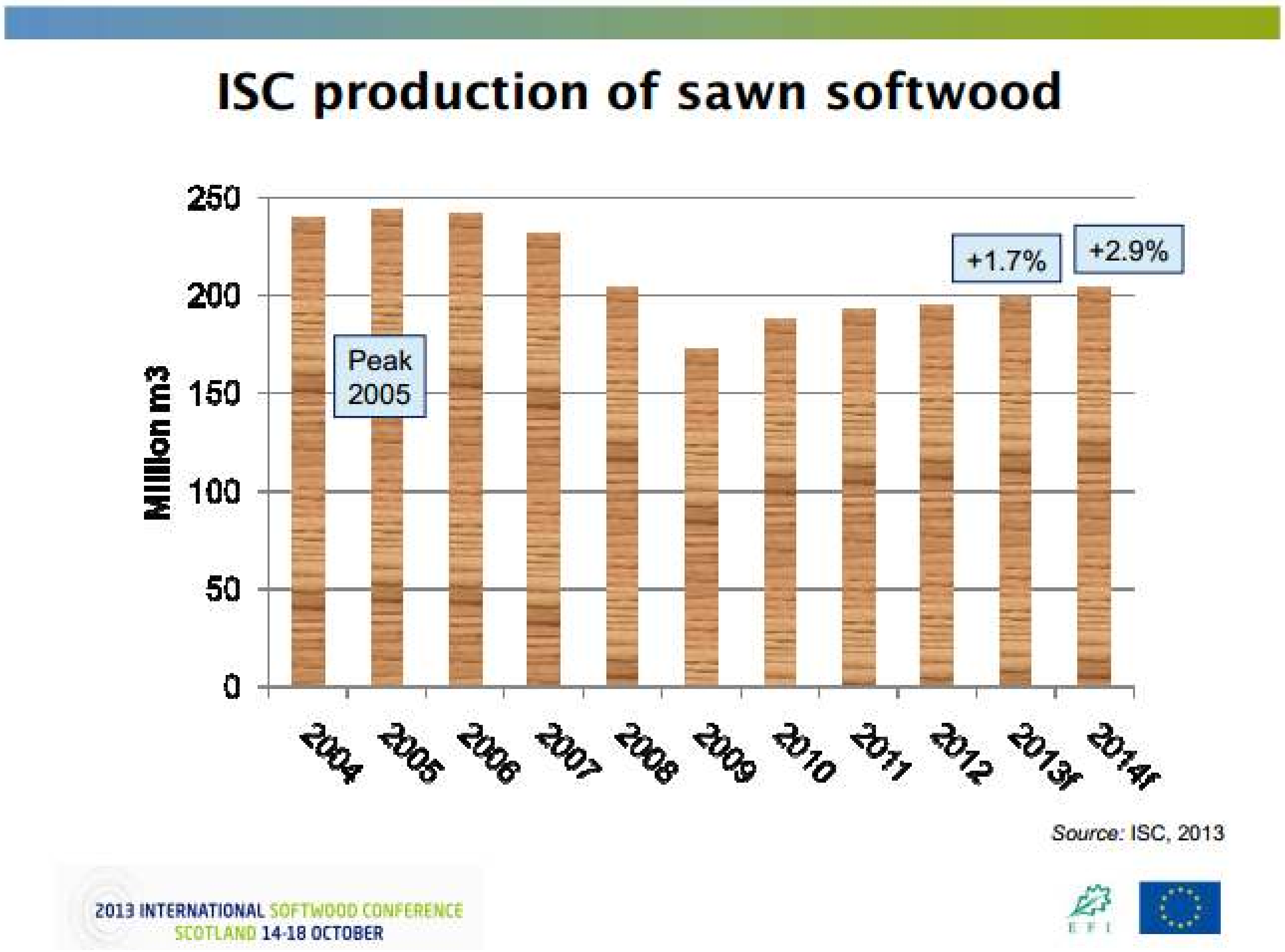
Source: National Australia Bank

DIE MARKTENTWICKLUNG AUS DER SICHT EINES GROSSSÄGEWERKES

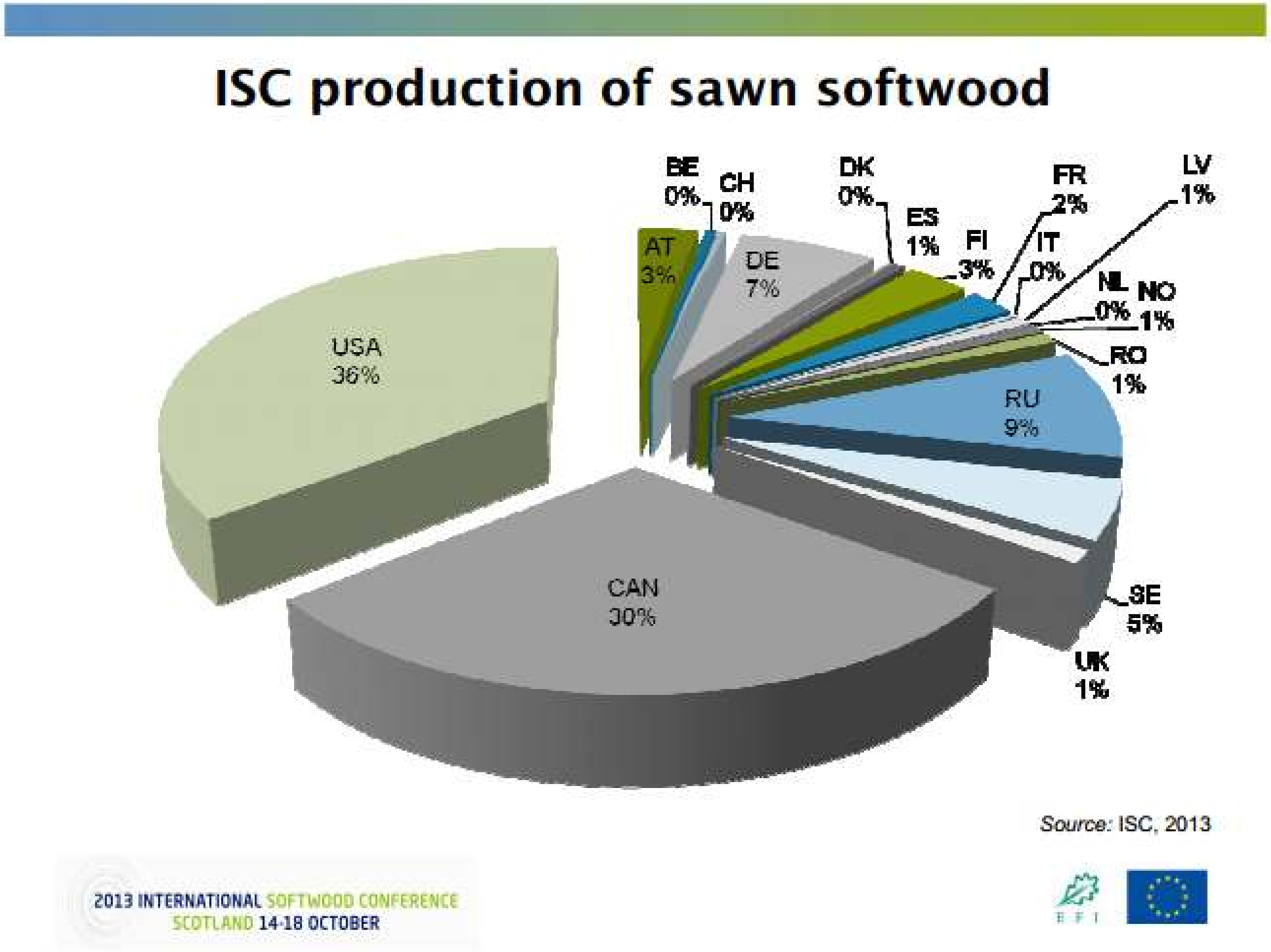
II. Weltmärkte (ISC 2013) – Produktion

Europa: Prod., Verbrauch, Export

Schnittholzproduktion steigt !

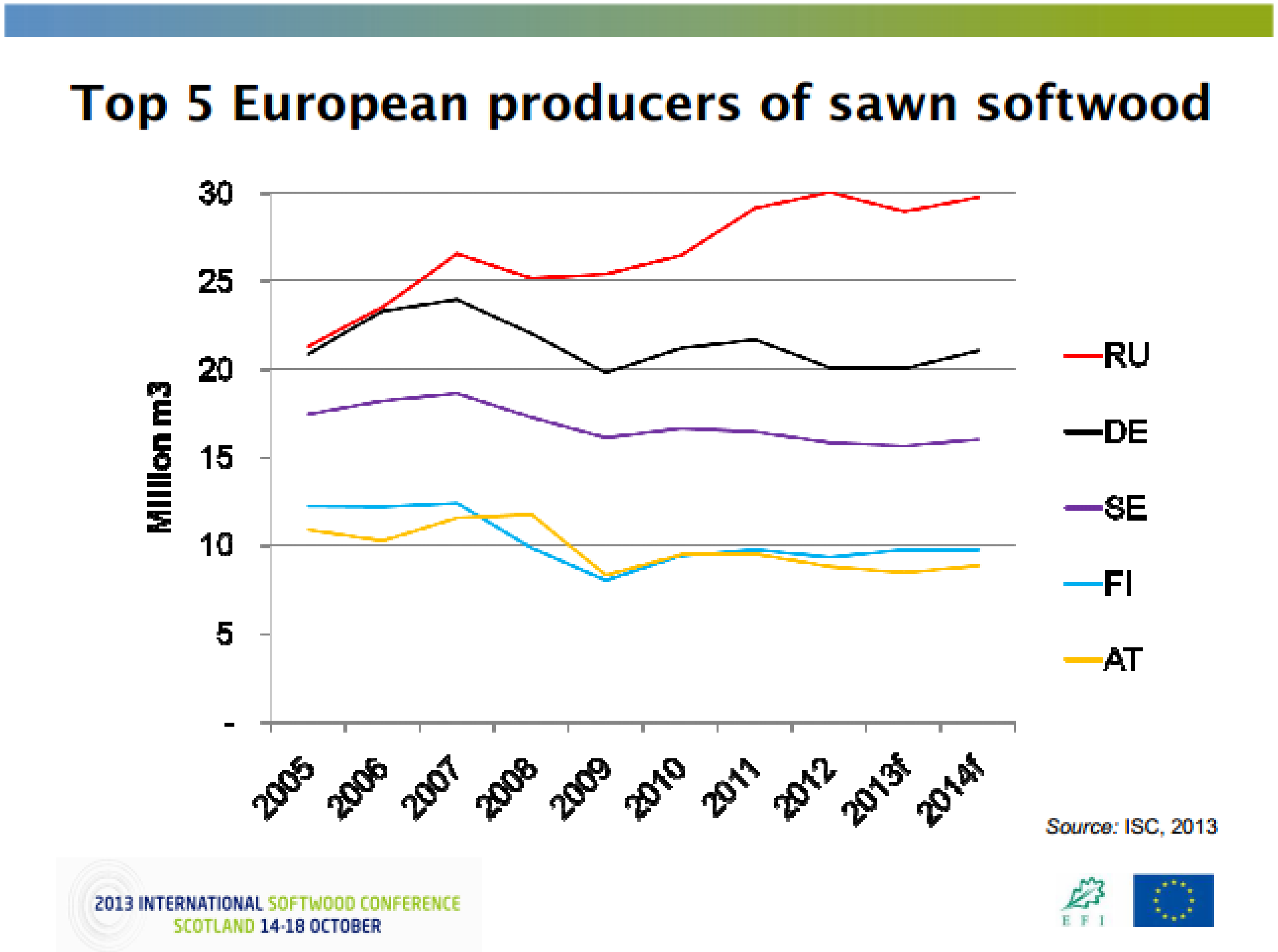


Schnittholz, prozentuell



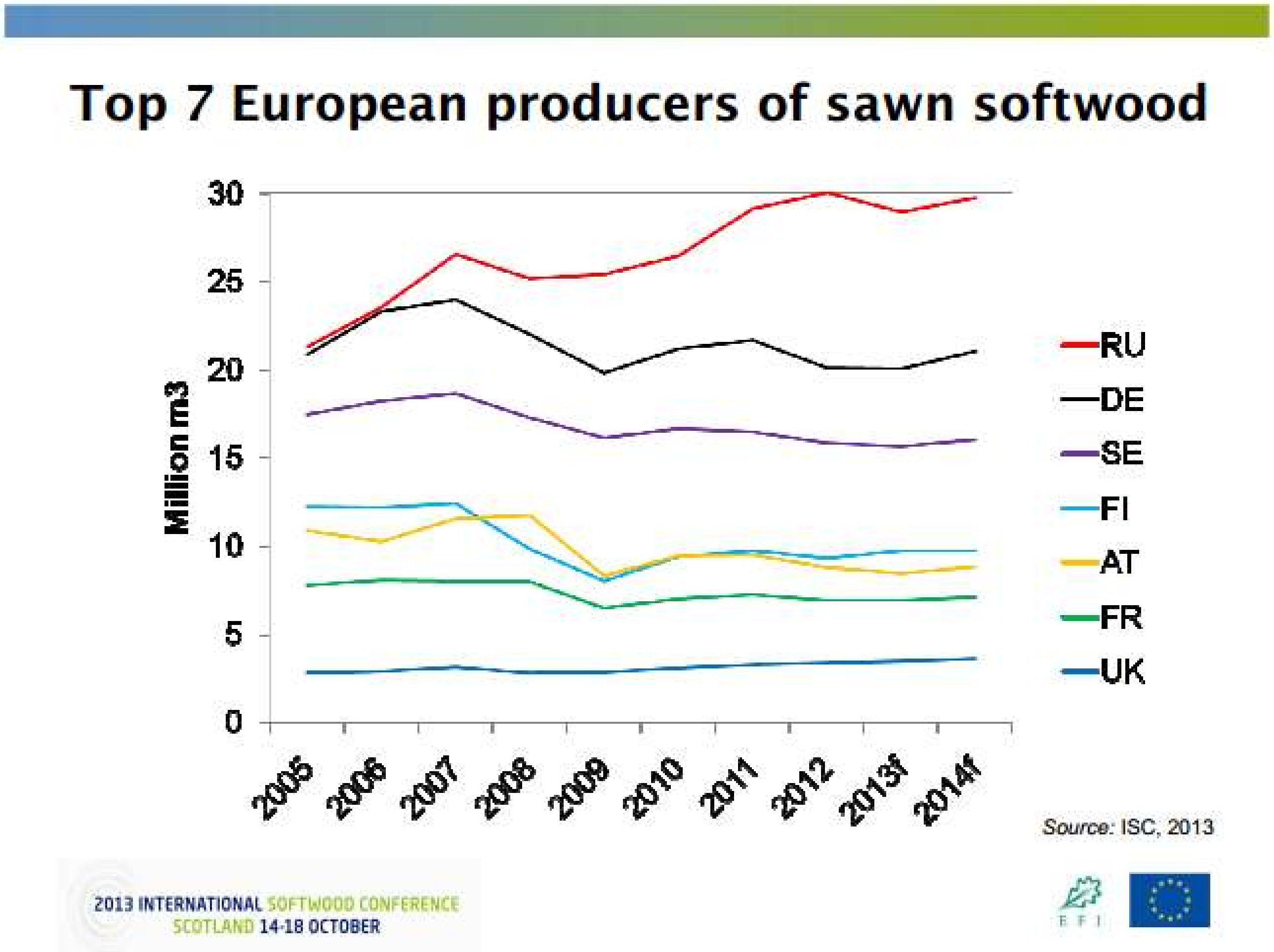
Gr. Produzenten in Europa

VM HOLZ
TIMBER FROM AUSTRIA

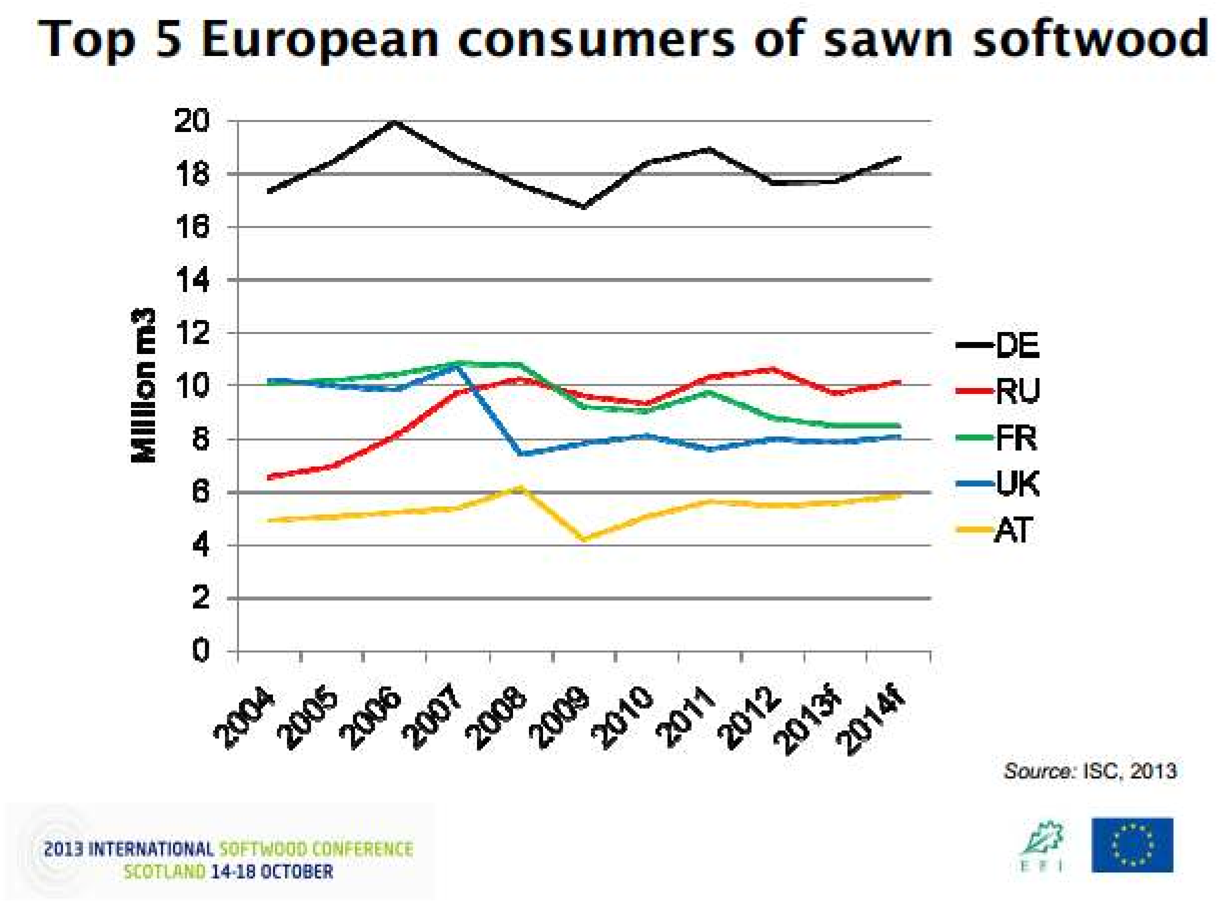


A verliert, Russl. steigt

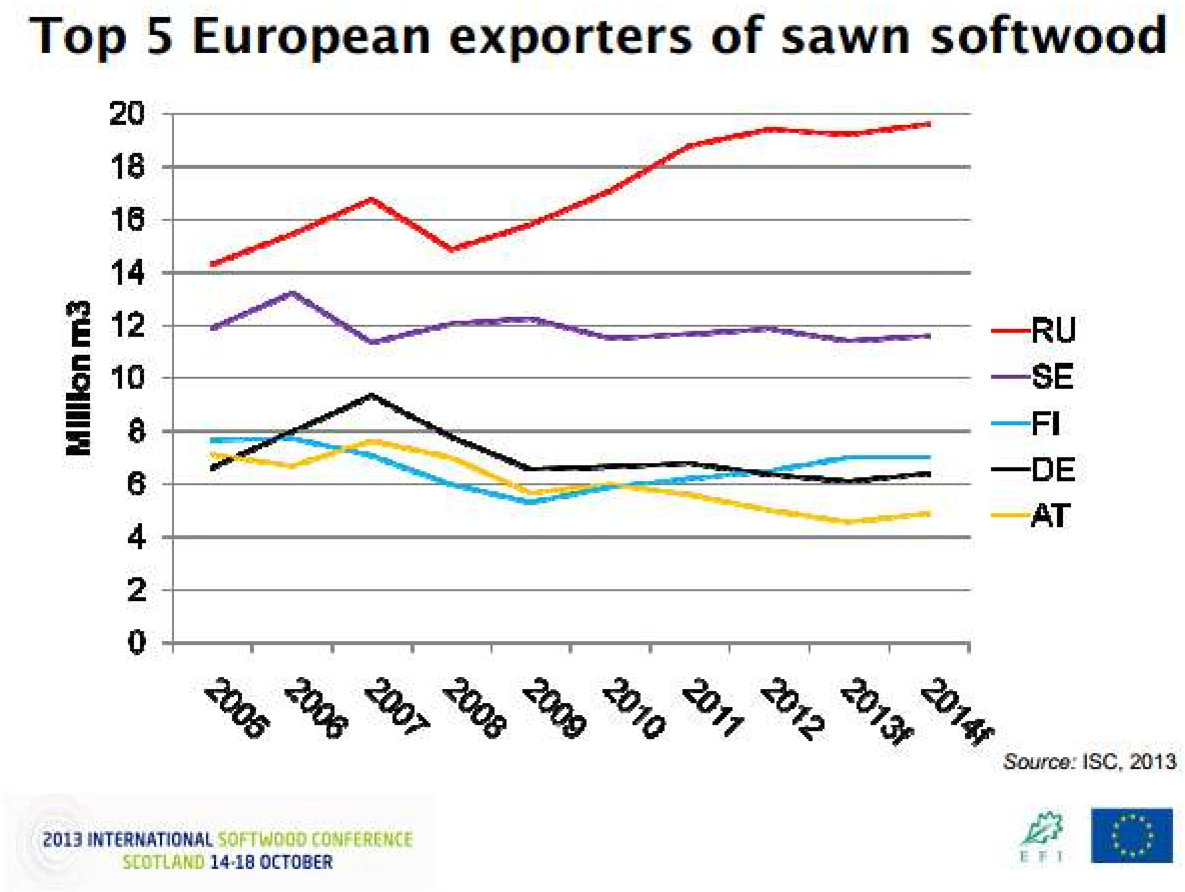
VM HOLZ
TIMBER FROM AUSTRIA



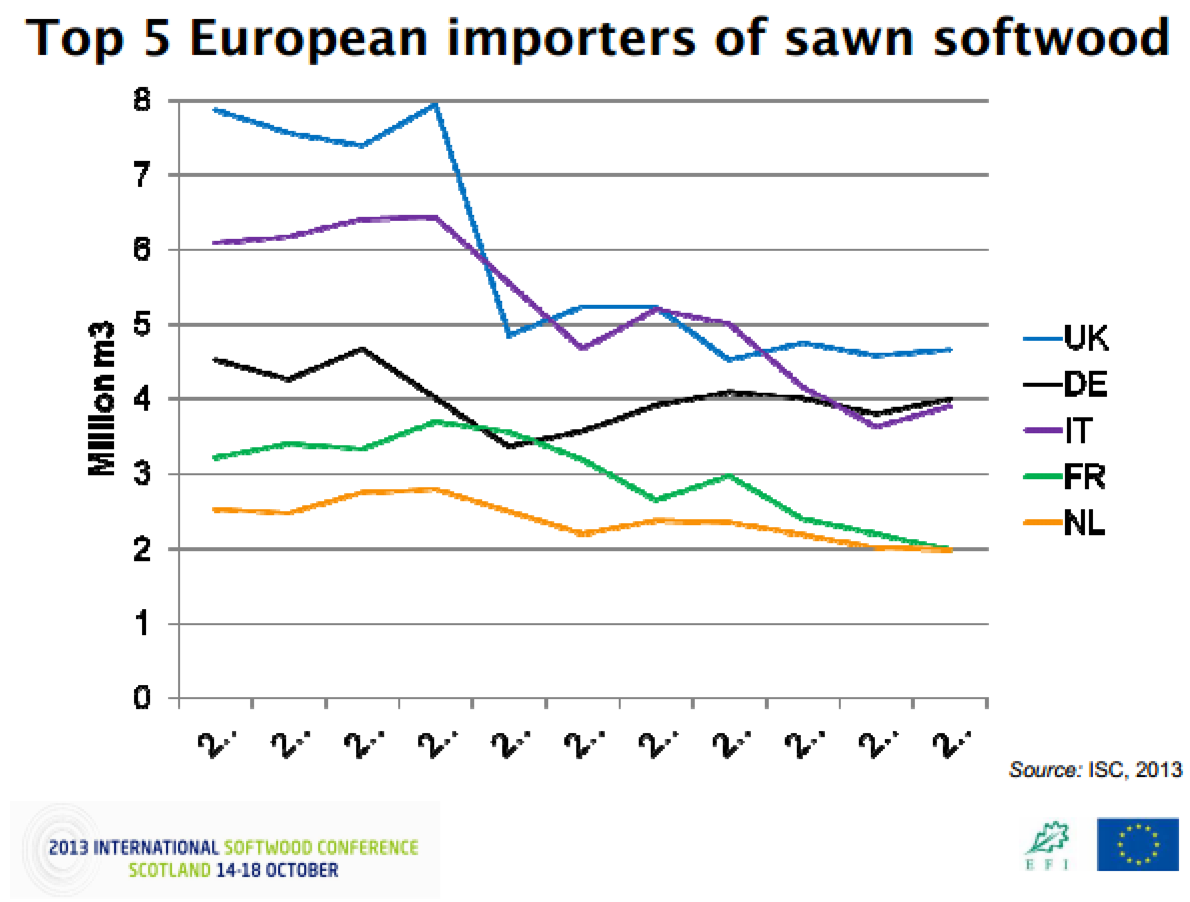
SH-Verbrauch



SH-Exportmengen

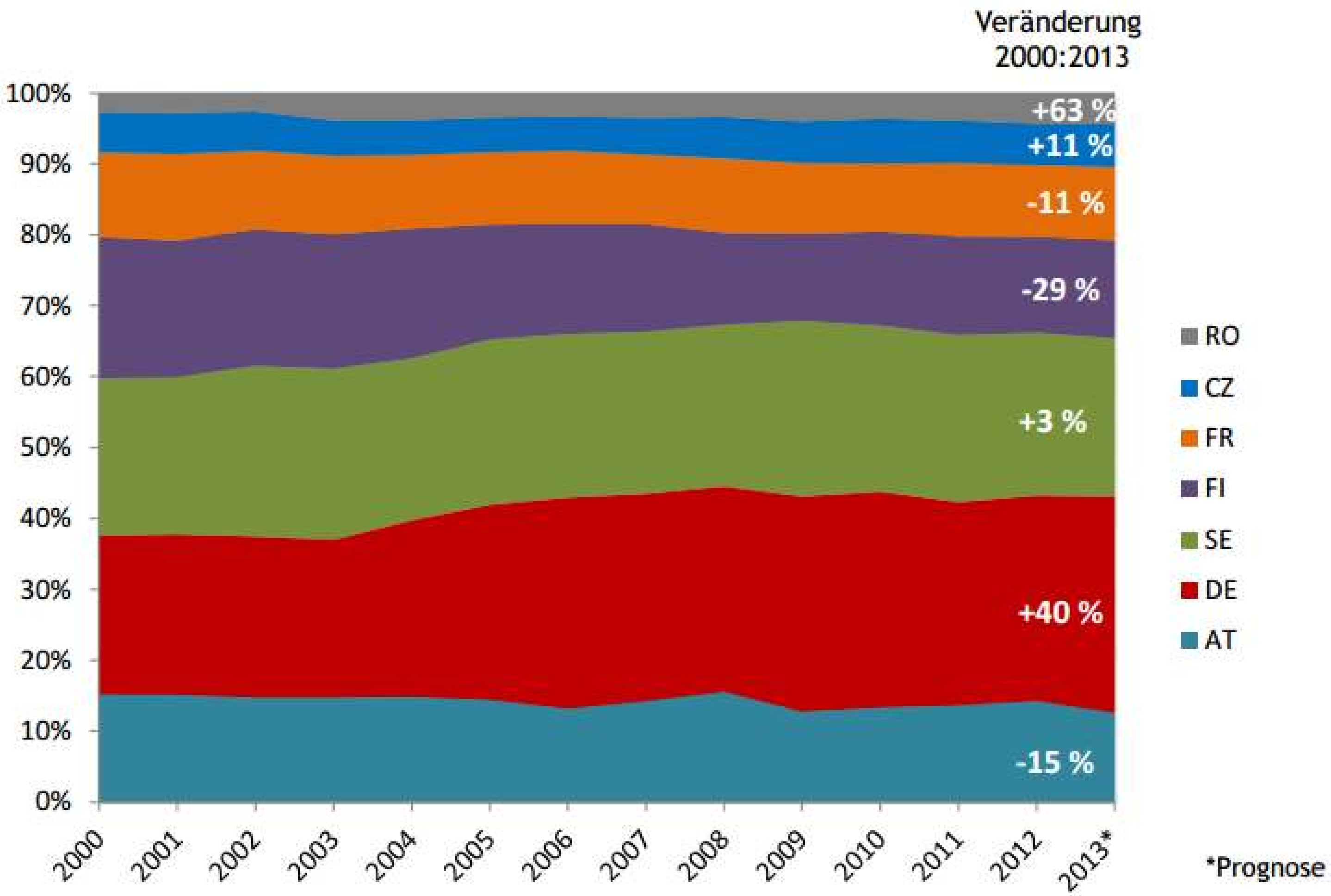


SH-Import


Top 5 European importers of sawn softwood
Million m3
8
7
6
5
4
3
2
1
0
UK
DE
IT
FR
NL
Source: ISC, 2013
2013 INTERNATIONAL SOFTWOOD CONFERENCE
SCOTLAND 14-18 OCTOBER

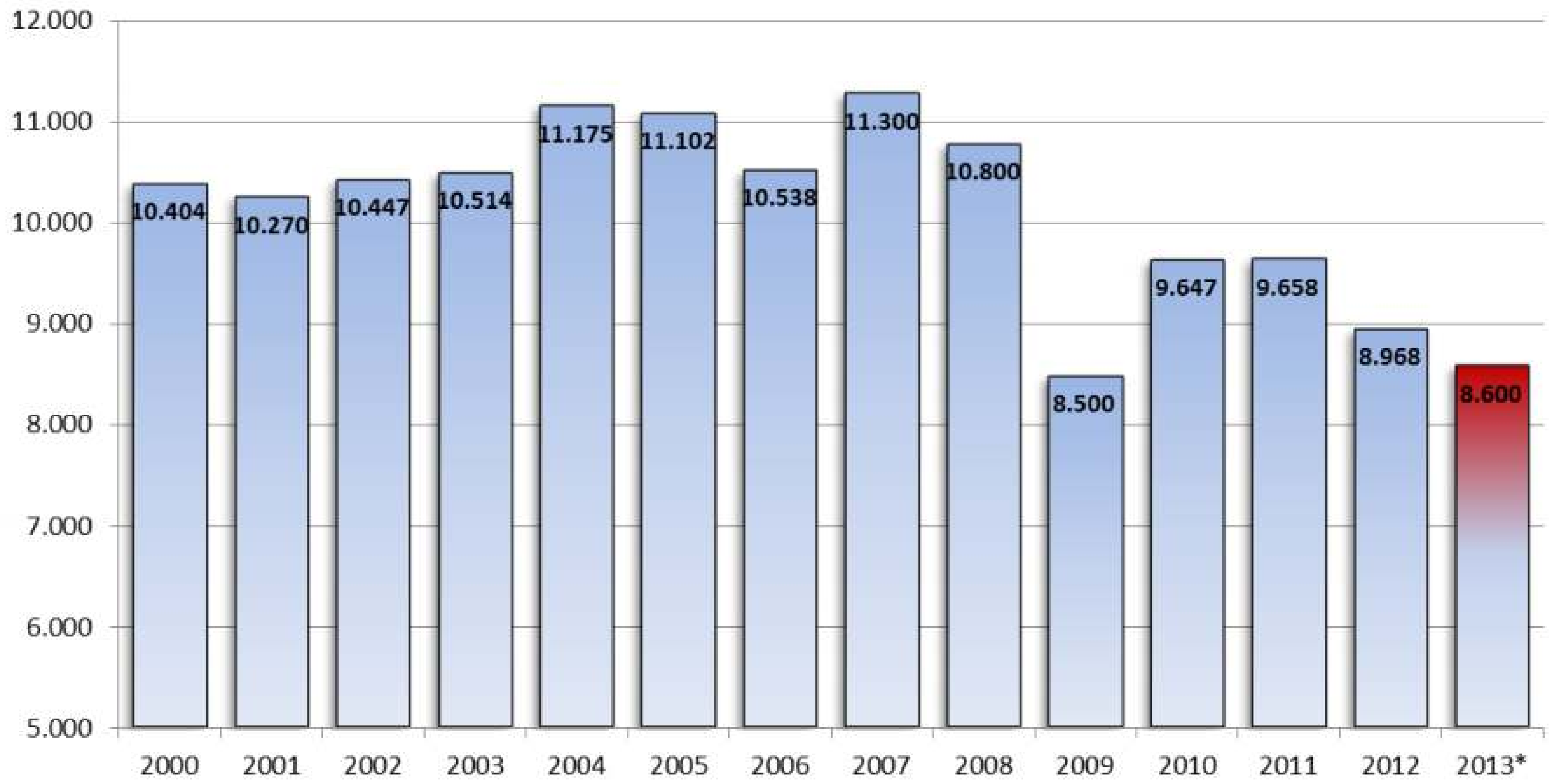
Entwicklung der Marktanteile (G7-EU)
(Angaben in %)

VM HOLZ
TIMBER FROM AUSTRIA



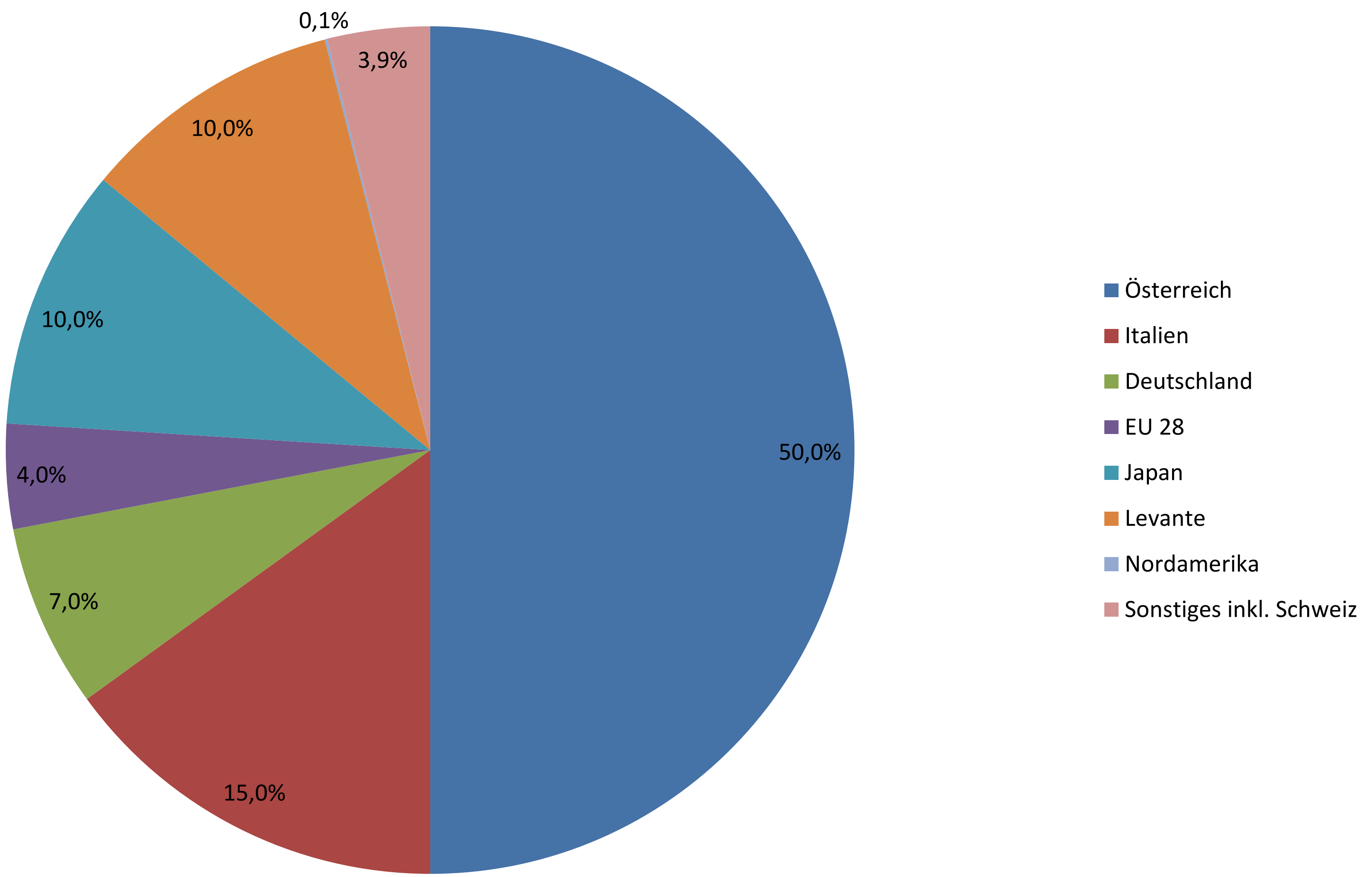
Grafik:
FV Holzindustrie, Mag. Margot Schatzl
Quelle: Statistik Austria

Produktionsentwicklung Schnittholz 1997-2013 (in 1.000 m³)

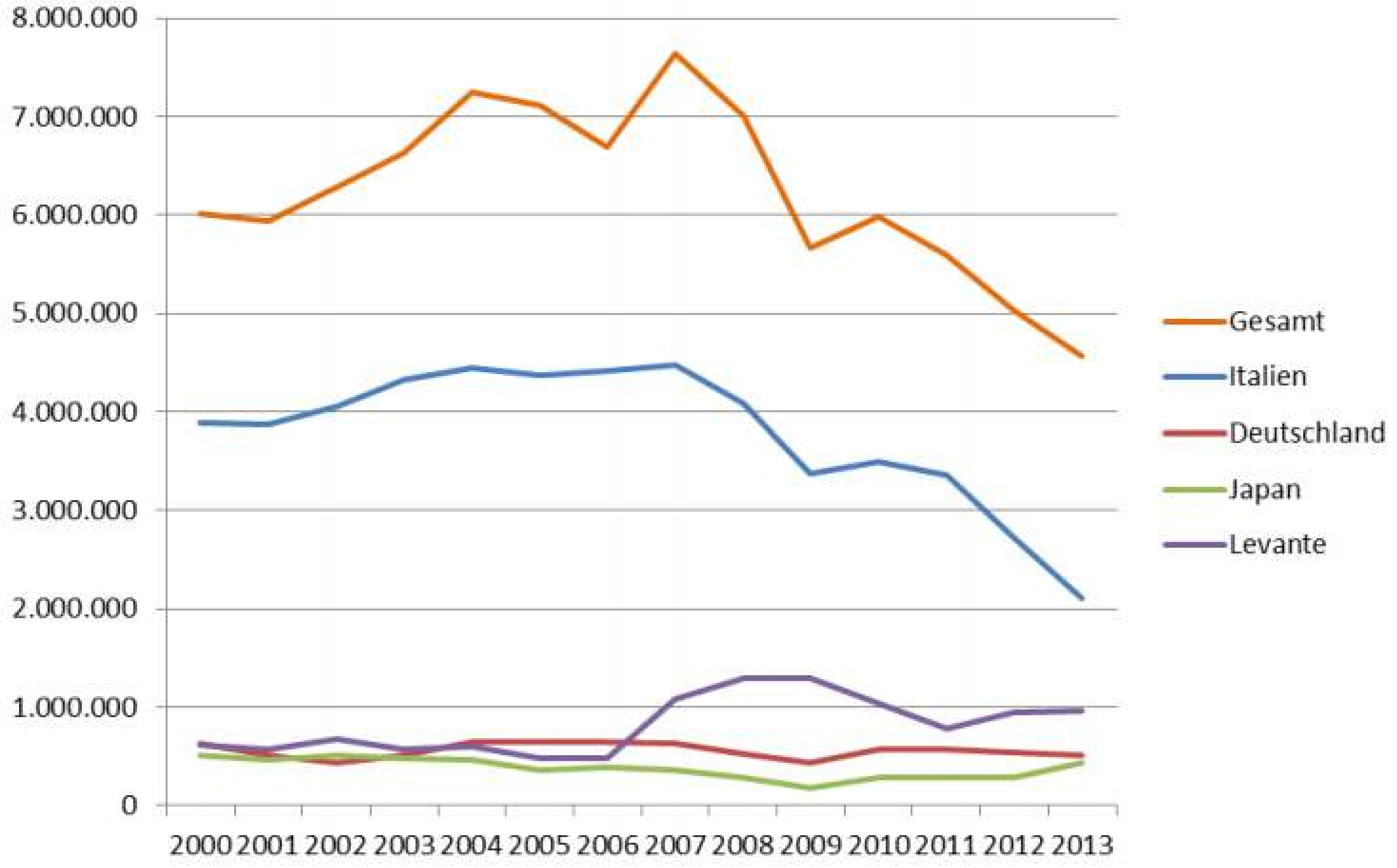


Grafik:
FV Holzindustrie, Mag. Margot Schatzl
Quelle: Statistik Austria

Absatzmengen (2013, Zielland)
österr. „Muster-Sägewerk“

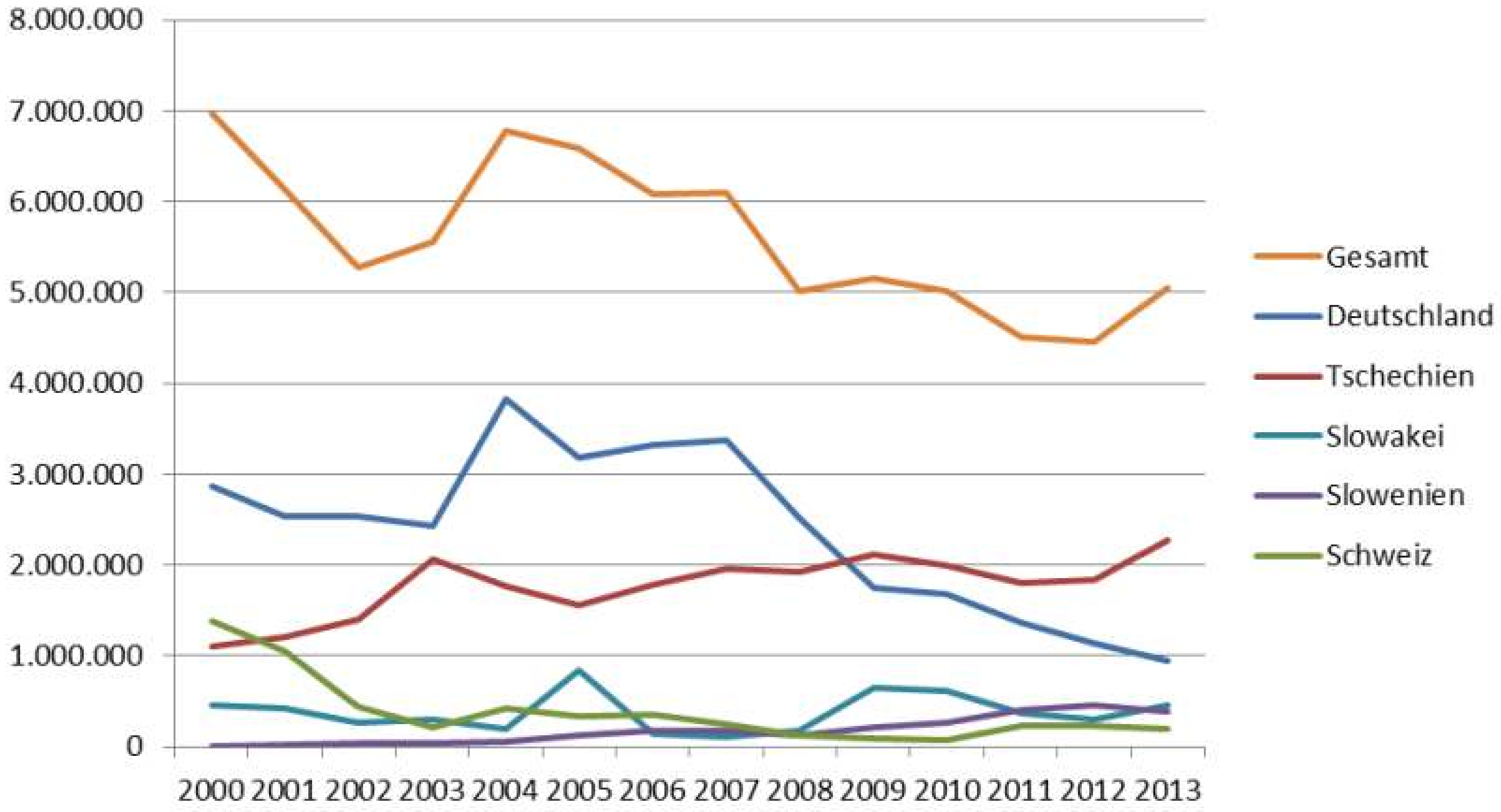


Exportentwicklung NSH nach ausgesuchten Ländern (Angaben in m³)



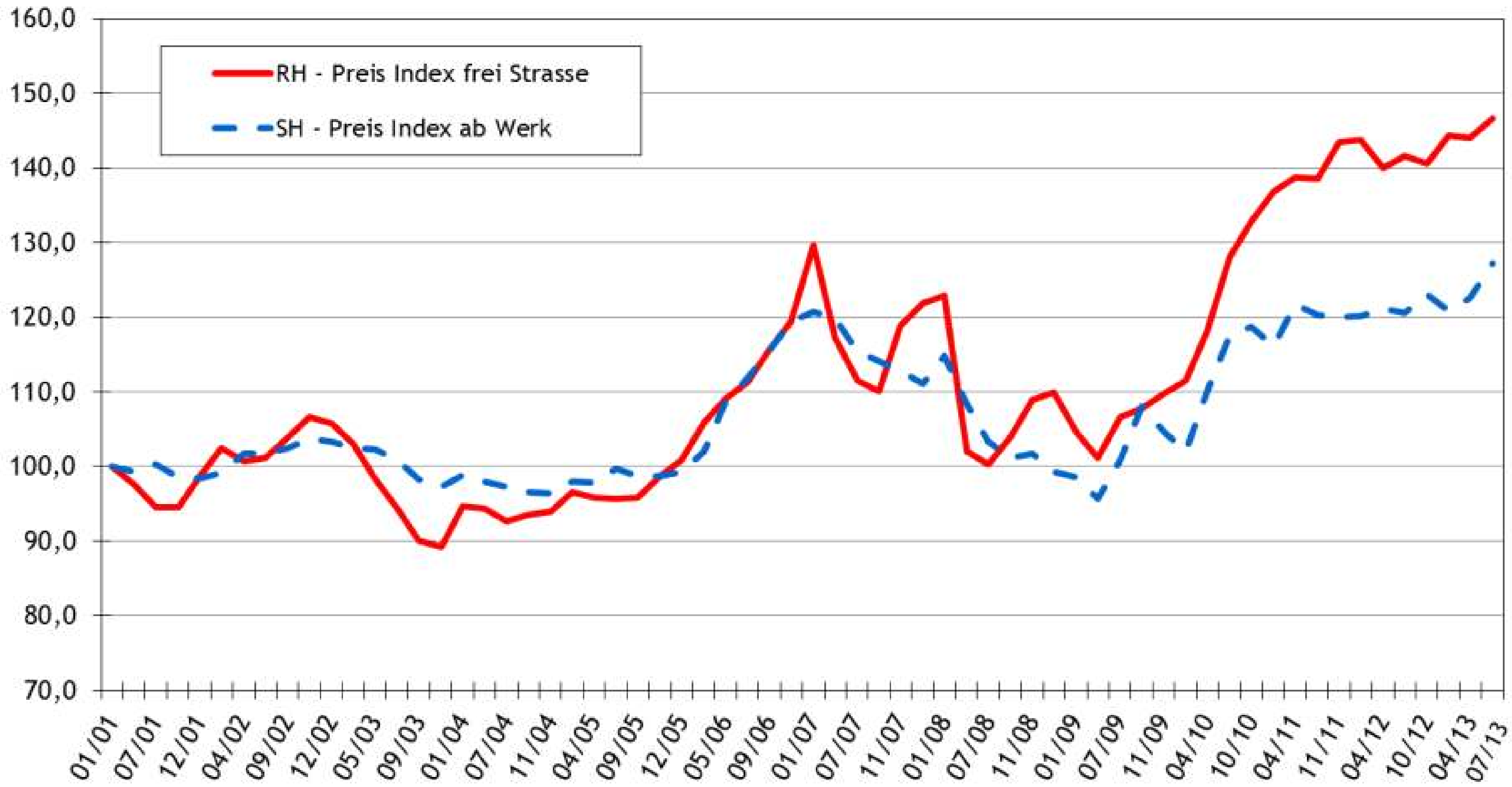
Grafik:
FV Holzindustrie, Mag. Margot Schatzl
Quelle: Statistik Austria

Importentwicklung NRH nach ausgesuchten Ländern (Angaben in m³)



Grafik:
FV Holzindustrie, Mag. Margot Schatzl
Quelle: Statistik Austria

Schnittholz - Rundholz
Preisentwicklung 2001-2013 (100 = Jänner 2001)



Grafik:
FV Holzindustrie, Mag. Margot Schatzl
Quelle: Statistik Austria

Int. RH-Preisvergleich

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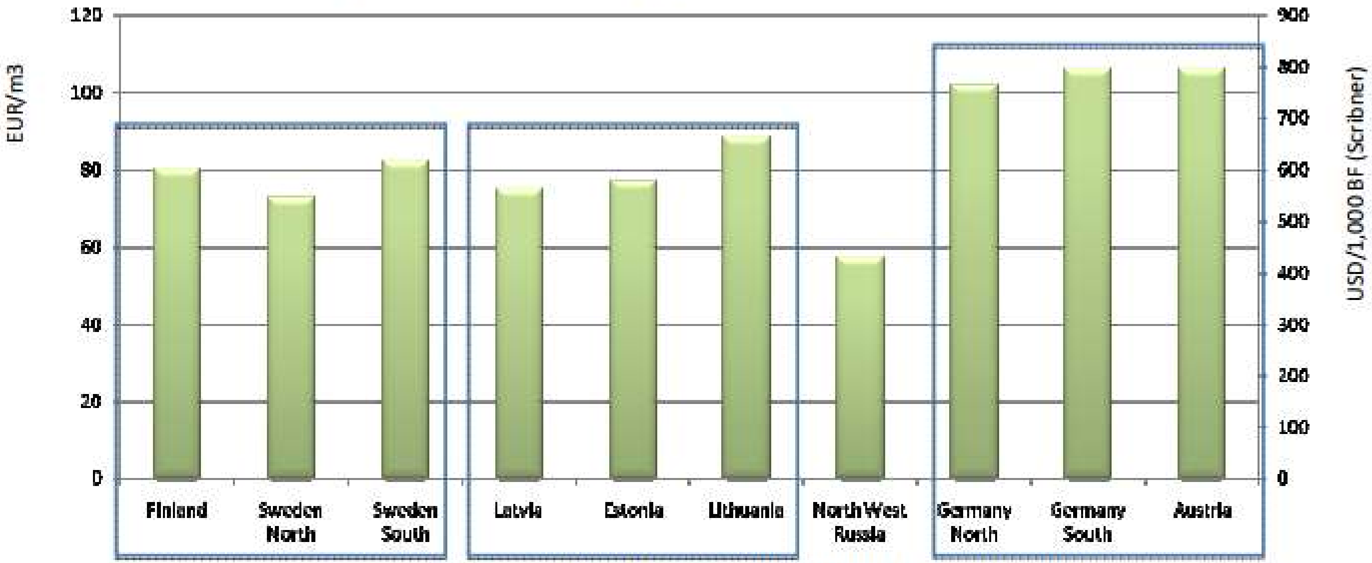
Log supply and log costs

Log prices are high across Europe, with large regional differences

When comparing the log prices we must bear in mind that log sizes, yields and by-product prices vary



DLD Sawn Log Prices Q3 2013 in EUR/m3 & USD/1,000 BF (Scribner)

Source: Norvik Timber Industries, Finnish Sawmills Association, Statistik Austria

NORVIK TIMBER INDUSTRIES

…incl. US

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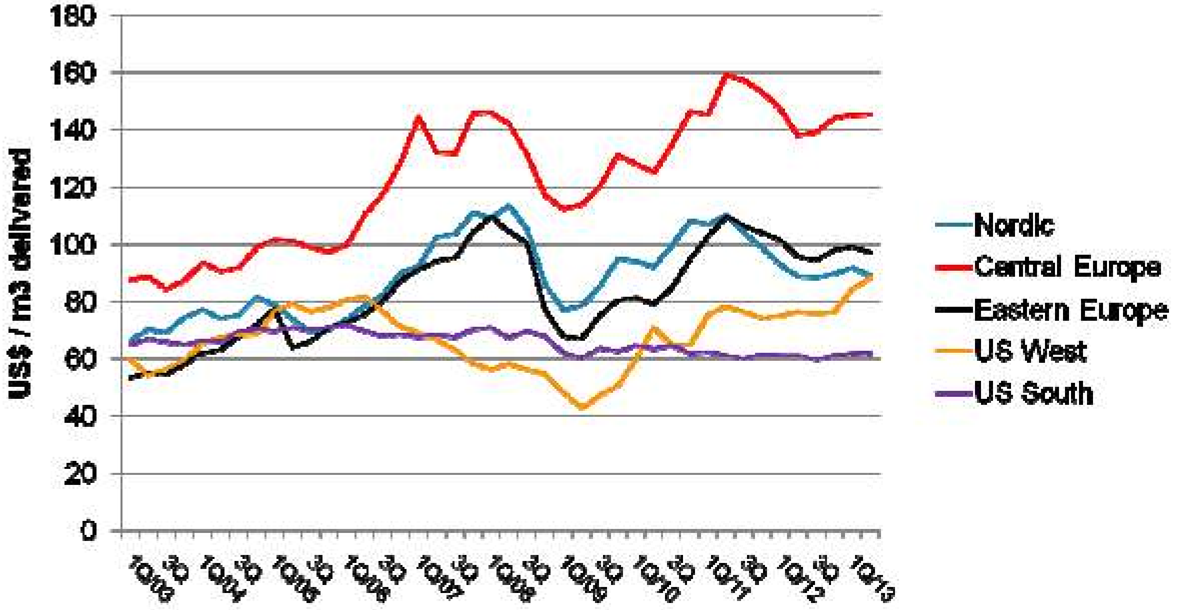
TIMBER FROM AUSTRIA

Sawlog price developments: Global, Nordic, Europe and United States



Source: Wood Resource Quarterly, Wood Resources International, 2013

2013 INTERNATIONAL SOFTWOOD CONFERENCE
SCOTLAND 14-18 OCTOBER

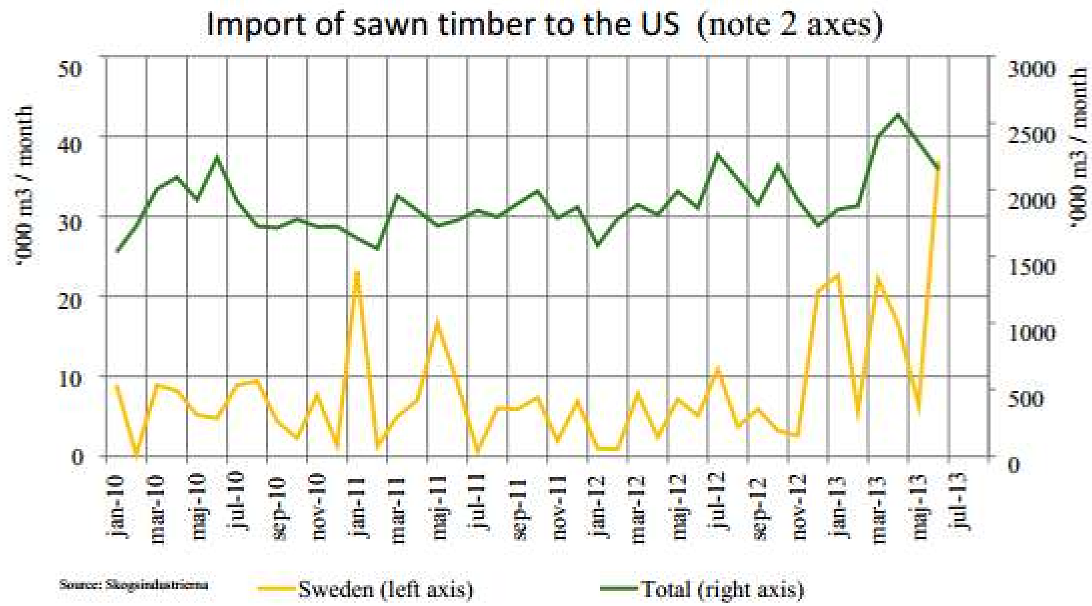
EFI

DIE MARKTENTWICKLUNG AUS DER SICHT EINES GROSSSÄGEWERKES

III. Weltmärkte - US / CHINA

US – prakt. keine Lief. aus A

Sawn softwood exports to the US



Total imports of sawn timber +21% January-June.

Imports from Sweden January-June 110 000 m3 (+175%), high level in June.

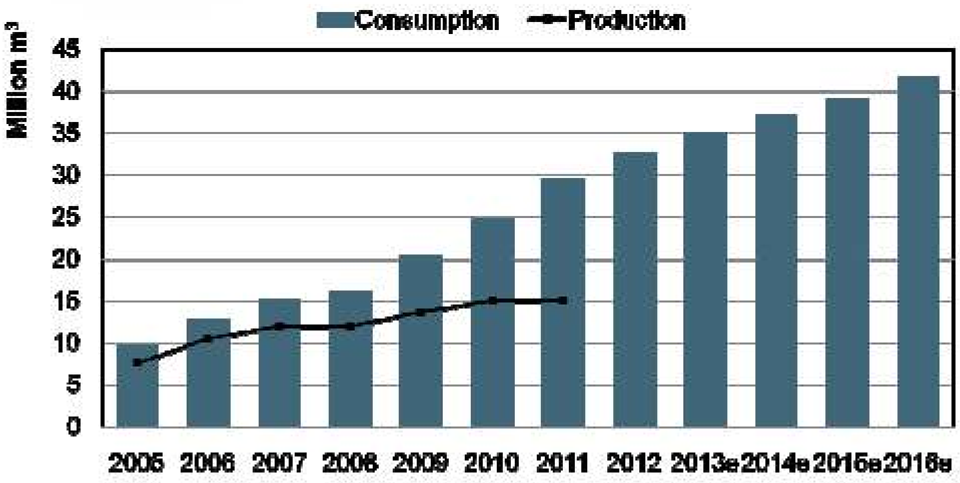
Only marginal exports from rest of Europe.

China – Verbrauch steigt rapide!

VM HOLZ
TIMBER FROM AUSTRIA

Setra

Strong growth in sawn softwood consumption reaching 42 million m3 by 2016



China is increasingly dependent on imports for both sawn softwood and the logs used by the domestic industry

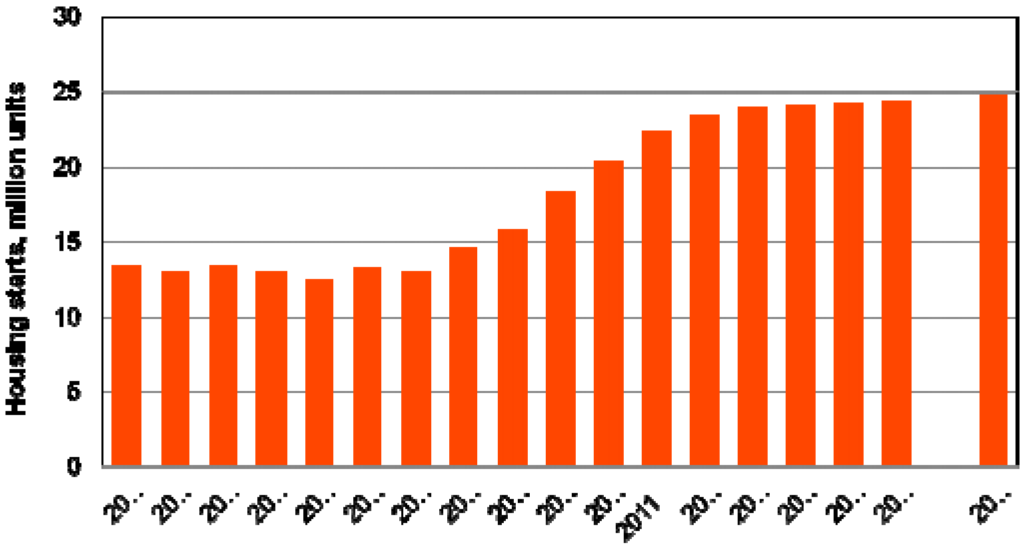
WOOD FOR LIFE

Hausbau China

VM HOLZ
TIMBER FROM AUSTRIA

Setra

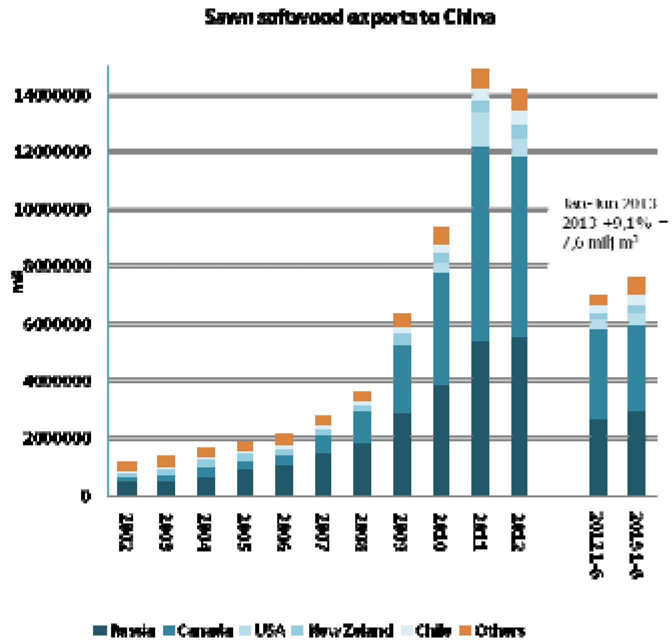
Growing housing starts supported by government decisions - green solutions will be important as well as affordable housing



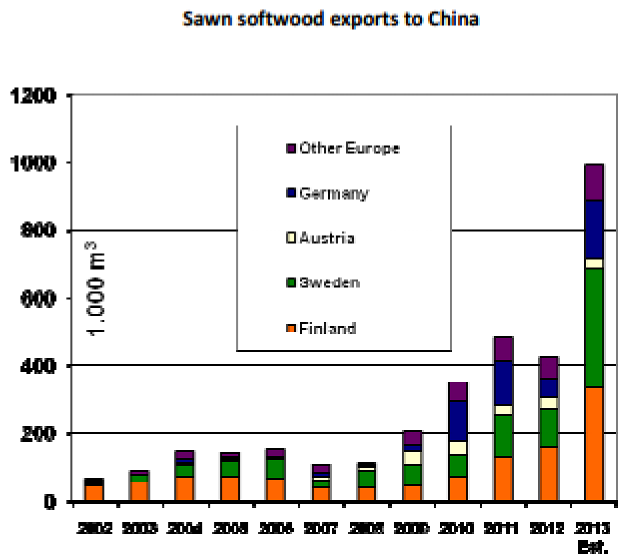
WOOD FOR LIFE

CHINA – Importquellen

Sawn softwood exports to China

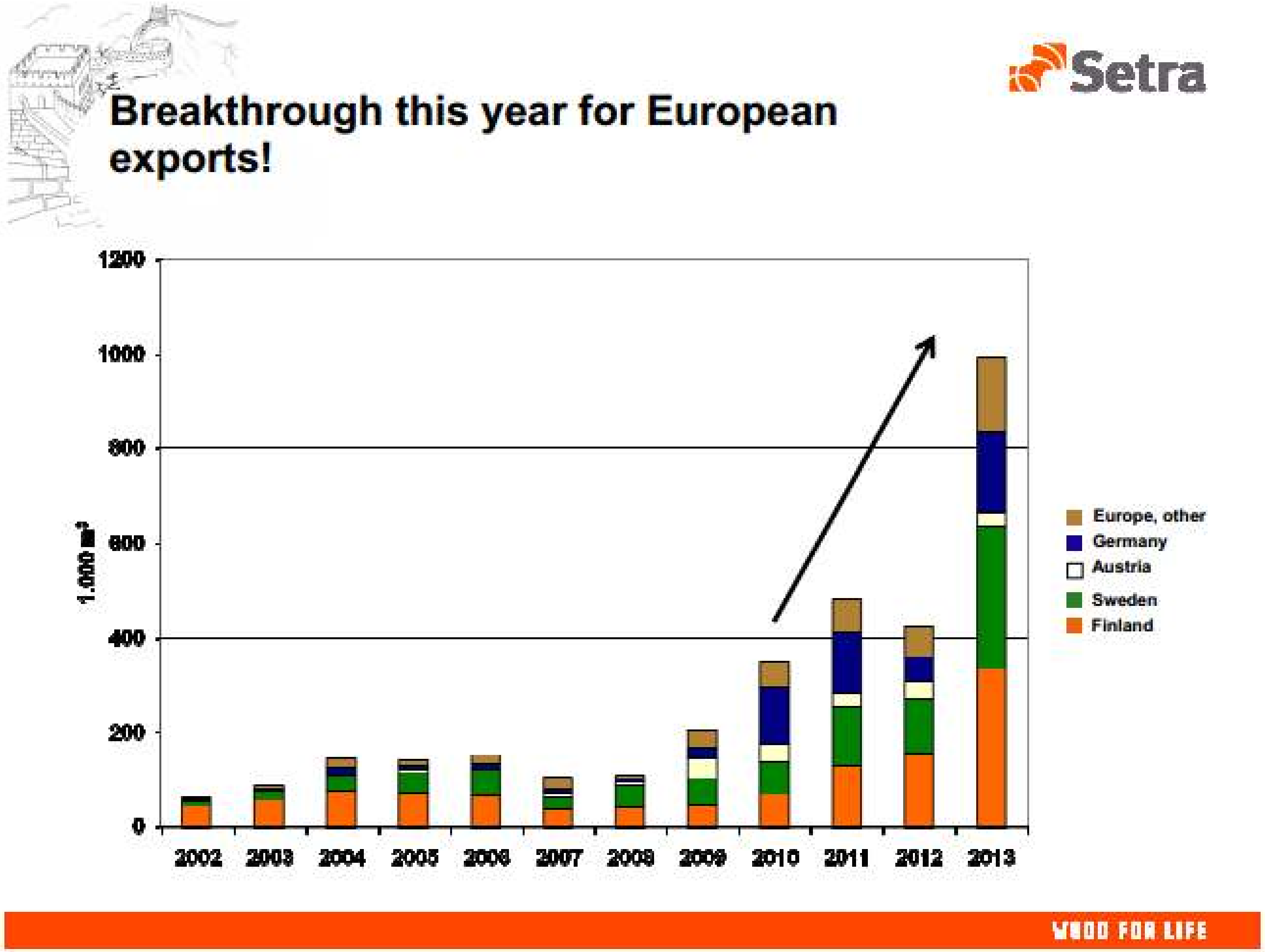


Source: Finnish Sawmill Association

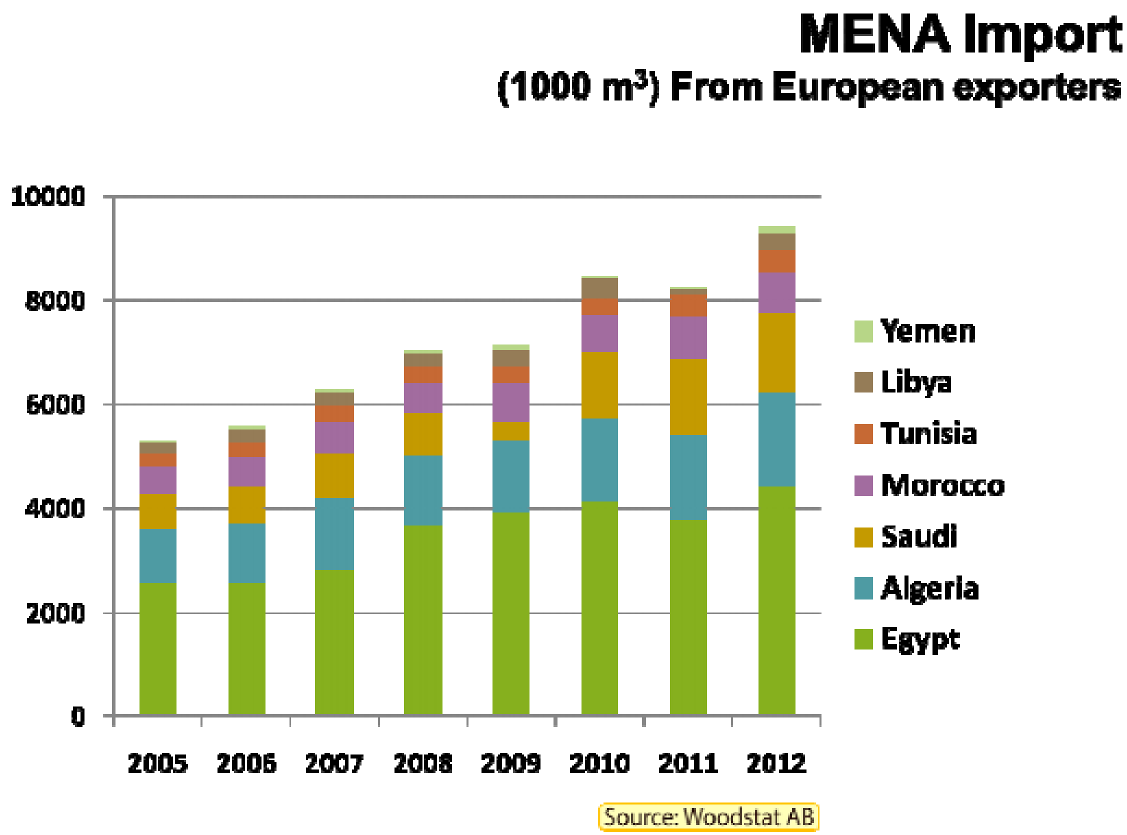


Source: Skogsindustrierna

EU – steig. Lief. nach China



LEVANTE



MENA Import
(1000 m³) From European exporters
10000
8000
6000
4000
2000
0
2005
2006
2007
2008
2009
2010
2011
2012
Yemen
Libya
Tunisia
Morocco
Saudi
Algeria
Egypt
Source: Woodstat AB

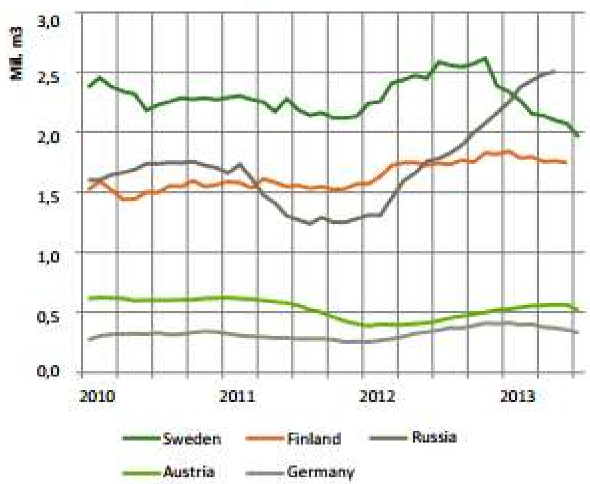
LEVANTE

Sawn softwood exports to MENA

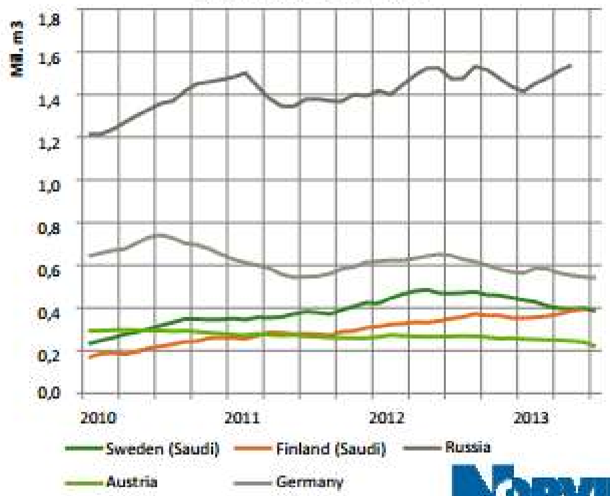
The MENA region is important for European sawmilling industry.

Long term outlook for the region remains positive – young demographics, etc. but in the short and medium term the political and social unrest will cause challenges.

Exports to North Africa until May -13,
Rolling 12 months



Exports to Middle East until May -13
Rolling 12 months



NORVIK TIMBER INDUSTRIES

DIE MARKTENTWICKLUNG AUS DER SICHT EINES GROSSSÄGEWERKES

III. Weltmärkte - JAPAN

Japan - Demographie

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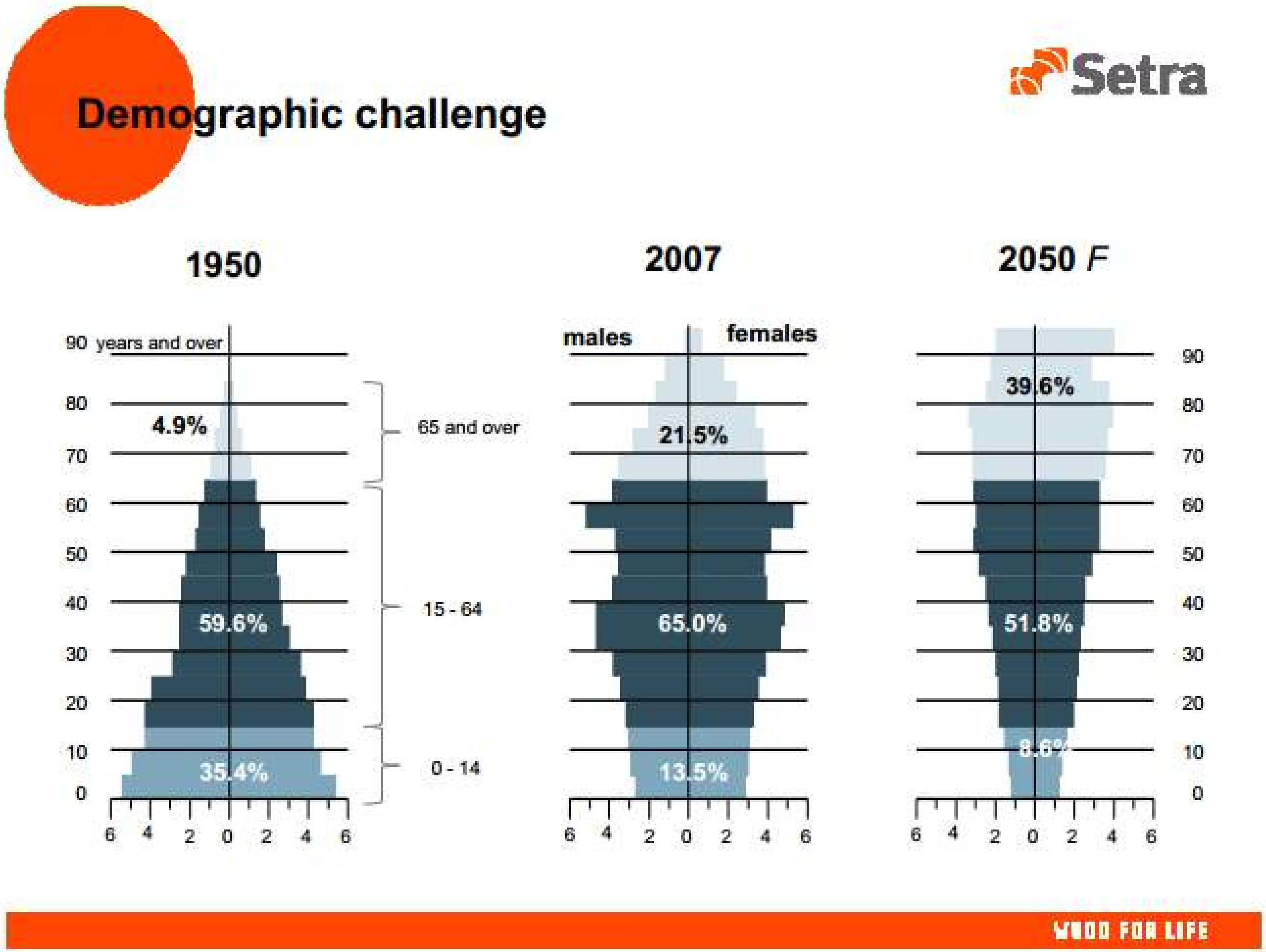
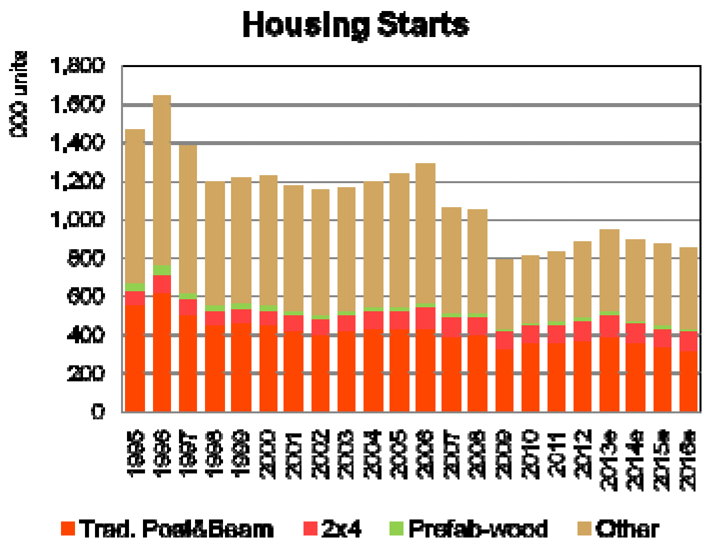


Japan - Hausbauzahlen

VM HOLZ
TIMBER FROM AUSTRIA

Setra

Demographics and VAT increase brings un-certainty for the future



- Predicted housing starts at 920-950 level 2013. Has reached it´s max limits due to labour shortage
- Tsunami re-build accounting for 22 – 25 000 units per year for the coming 5 year period
- Former levels of housing starts clearly restricted going forward due to unfavorable demographics
- Still un-certain impact of the VAT increase. Will most likely have a negative impact when implemented.

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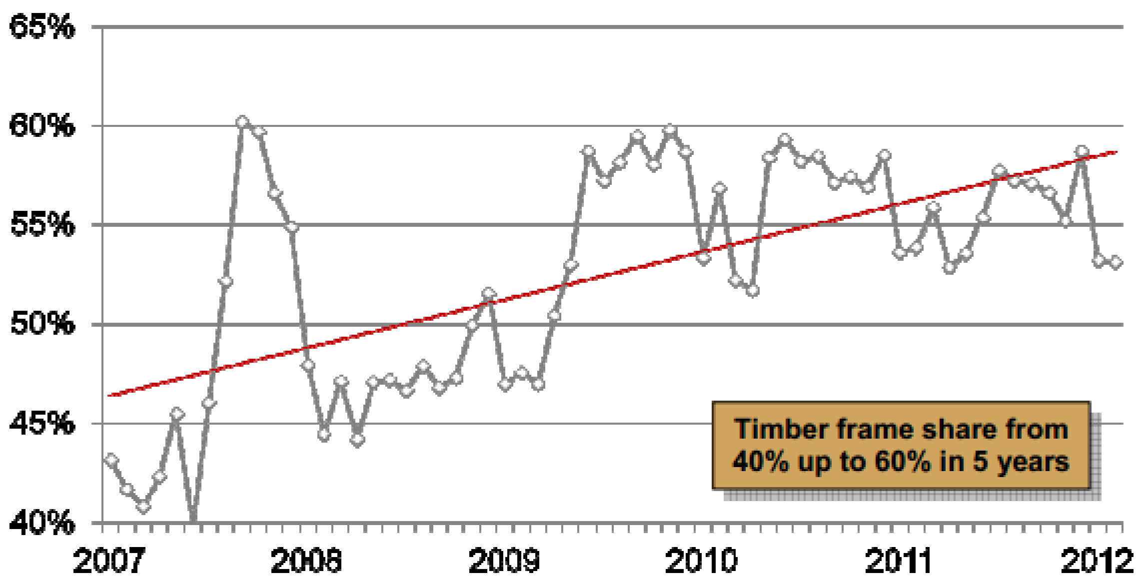
Japan – Holzeinsatz steigt

The share of timber frame houses continues to grow



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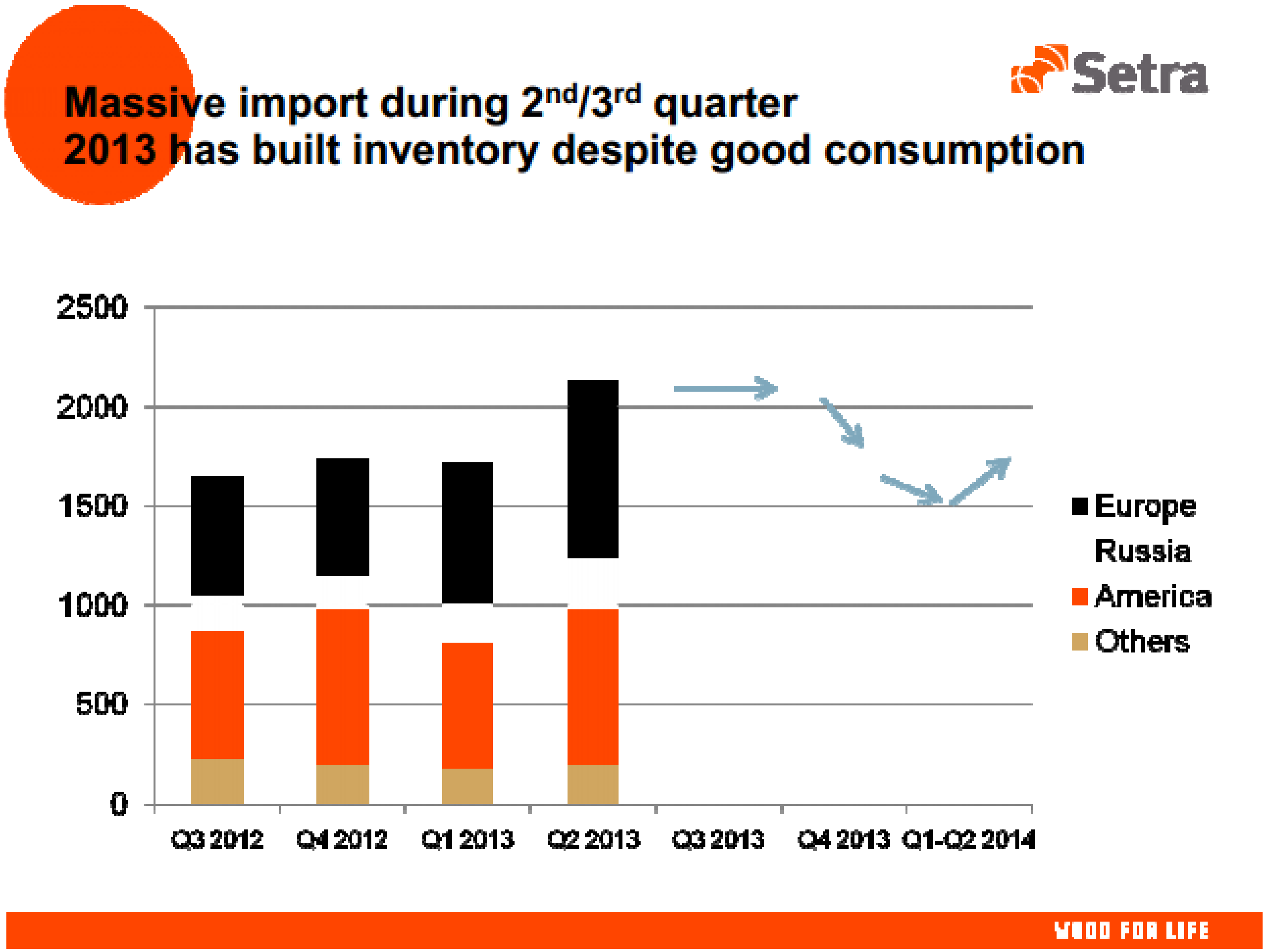
Japan – Import ☺



Japan - Importsteigerungen

DIE MARKTENTWICKLUNG AUS DER SICHT EINES GROSSSÄGEWERKES

IV. ZUSAMMENFASSUNG

Zusammenfassung:
SH-Mengen

- Schnittholzproduktion steigt weltweit

- In A sinkt Produktion

- Österr. Säge verliert Marktanteile

Zusammenfassung:
SH- Mengen

- Wichtiger Exportmarkt:
  EU ist „kleiner“ geworden
- Japan – Levante bleiben wichtig
- Asien (China) wächst langsam
- US – kein kurzfristiger „Ersatz“
- Risiko: Wechselkurse !

Zusammenfassung: Rundholz

- **Mengen bleiben nachhaltig auf aktuellem Niveau, d.h.**

Bei einer Auslastung von 70-80% muss ein österr. Sägewerk im Durchschnitt ca. 25% seines Holzbedarfes importieren.

- **„Hausgarten" versus „Schornstein"**

- **Intern. höchstes Preisniveau**

Ergebnissituation

- **Ergebnissituation 2012**
  Sehr schlecht !
  EGT`s bis -10% und darüber !

- **Ergebnissituation 2013**
  Schlecht !
  (Strohhalm: Japan)

Begleiterscheinungen

VM HOLZ
TIMBER FROM AUSTRIA

- Keine maßgebl. Investitionen
- Zunehmende techn. Überalterung
- Bilanztechnische Kosmetik
  Abschreibungszeiträume…
  Bewertungen…

Resumee

- **Österr Säge – „Sackgasse “**

  Marktanteile, Finanzkraft, Kosten- &Technologieführerschaft

- Rundholz-“Leben und leben lassen“

  Regionale Vermarktung, Logistikkosten minimieren

  Partnerschaft weiterpflegen…

- **Produktdiversifikation, -veredelung**

  Schnittholz, Nebenprodukte…

DANKE FÜR IHRE AUFMERKSAMKEIT

Quellen: ISC 2013, FV Holzindustrie