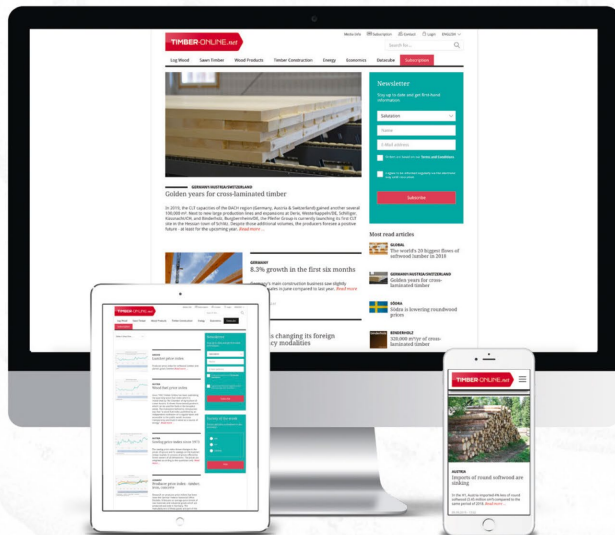


**TIMBER
-ONLINE**

*Knowledge
stimulates
growth.*



Datacube



MENA-Region

Europe's (Today) Most Promising Overseas Market: A Deep Dive

72st International Softwood Conference
Taormina, 17th and 18th October 2024

78 years Holzkurier

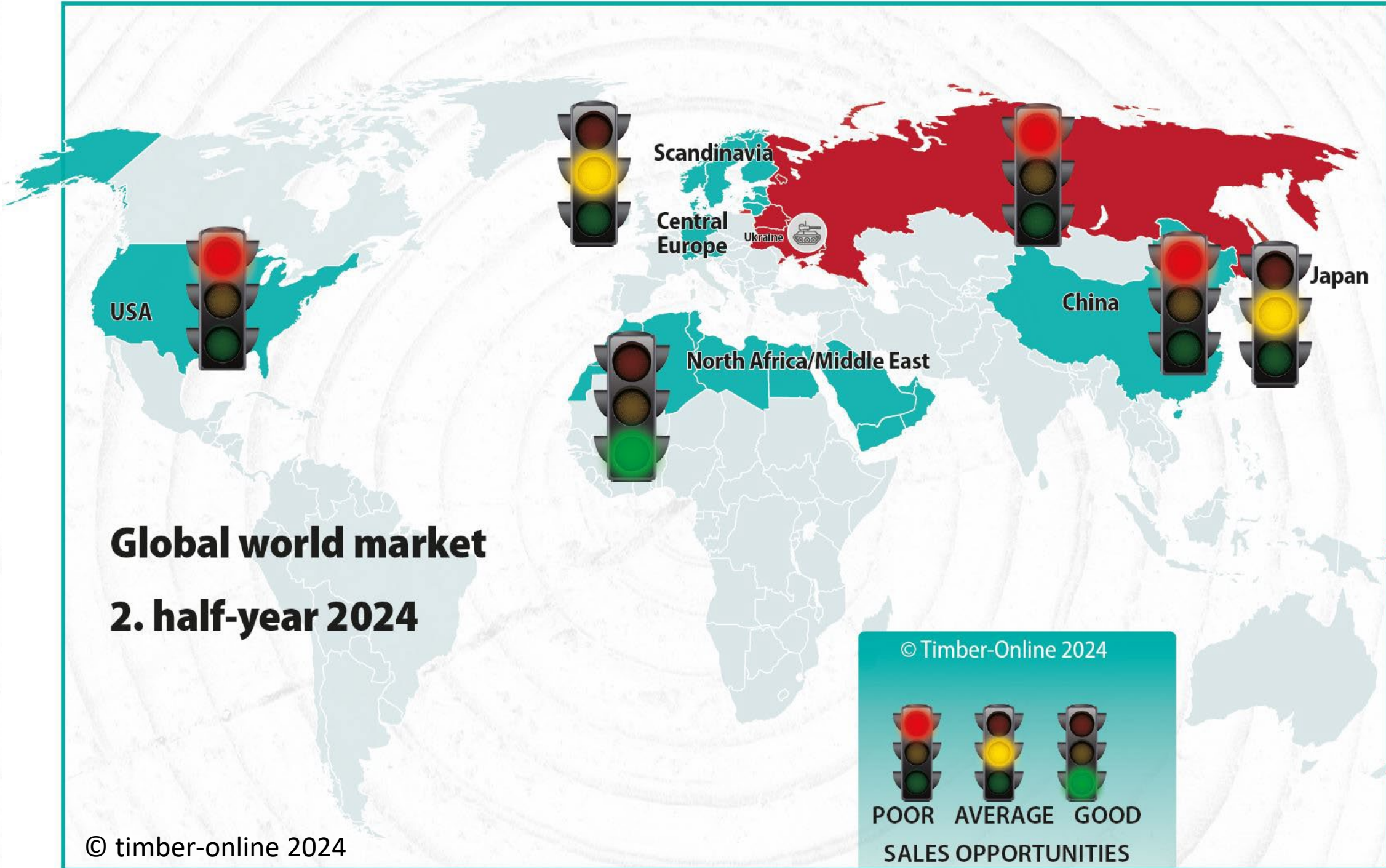


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24 years **timber-online.net**



With **twelve journalists** it's the **largest** editorial team in the European timber sector.



Global world market

2. half-year 2024

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POOR AVERAGE GOOD

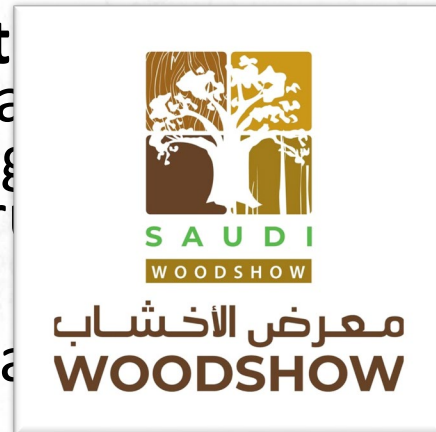
SALES OPPORTUNITIES

Youth + Mega projects: promises for future or already economically significant?

- Biggest driver: The **young population** has a growing need for living space (22 countries, 465 million inhabitants, 221 Million <24 y).



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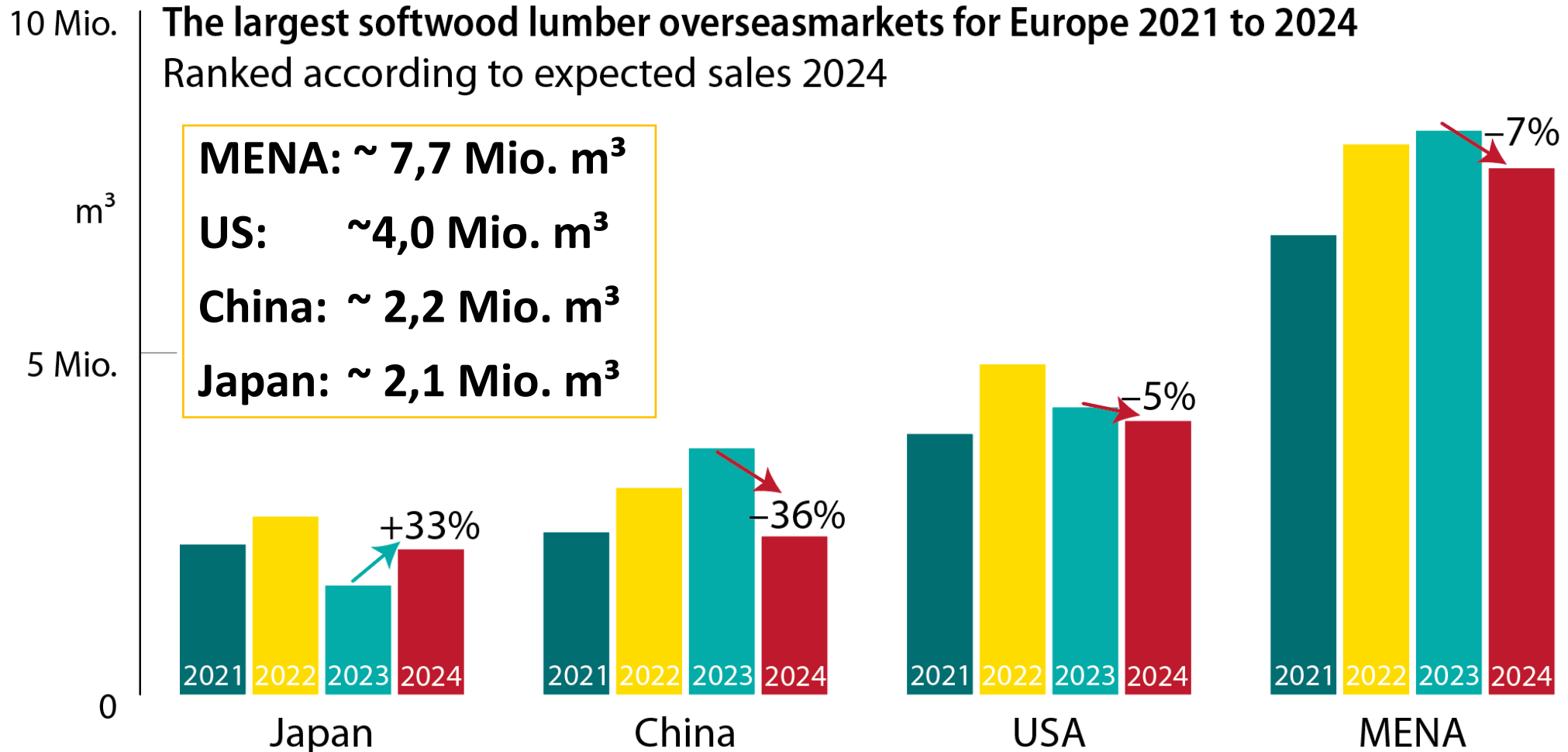
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being invested in
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• **Sporting Events:**

Morocco host of Africa Cup in 2025; World Cup in 2030 together with Spain and Portugal; Saudi Arabia will organise the Asian Winter Games in 2029; World Cup in 2034 (?)

Shifting Markets for European Softwood Lumber

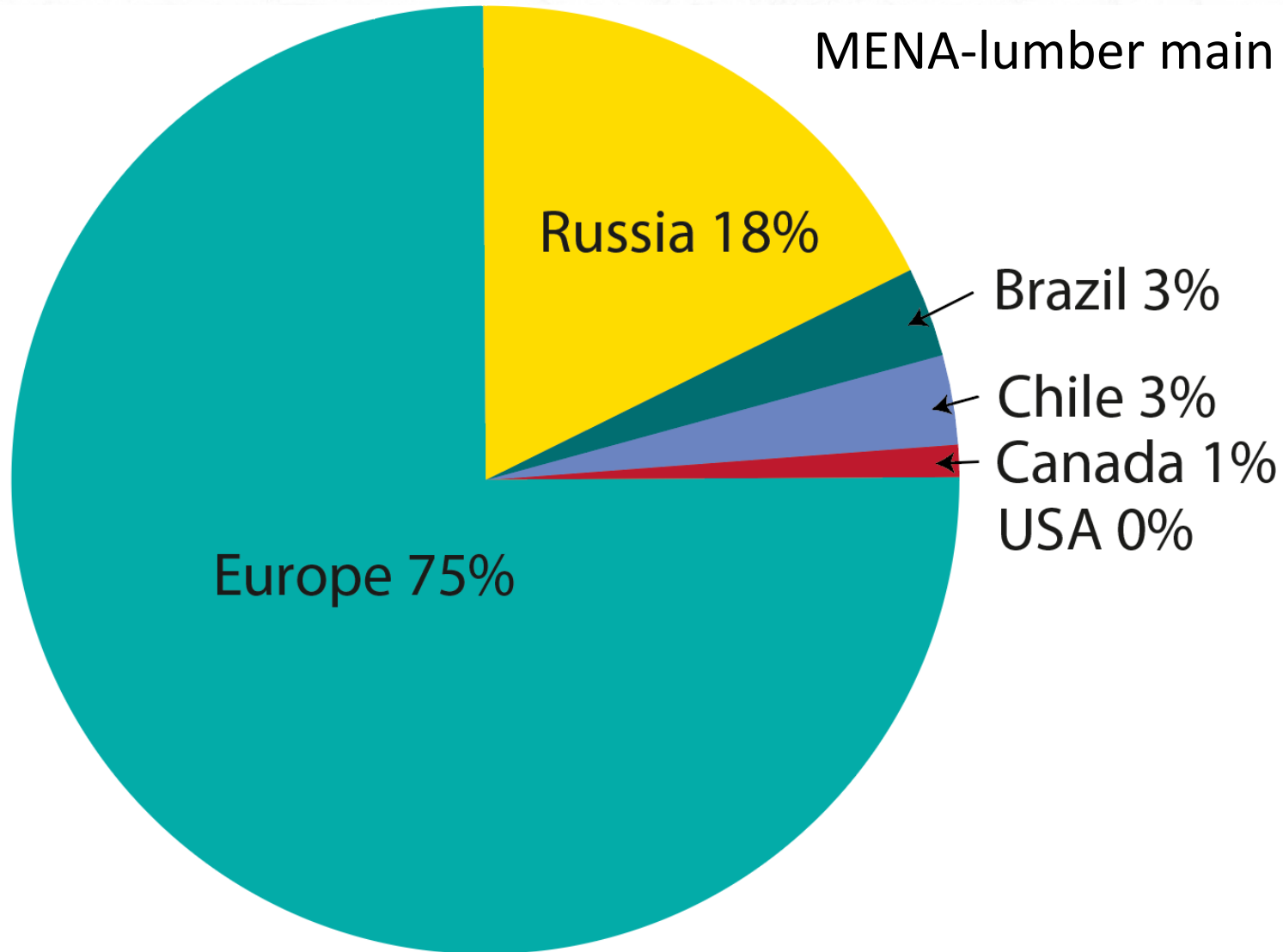


One in three cubic metres is exported overseas

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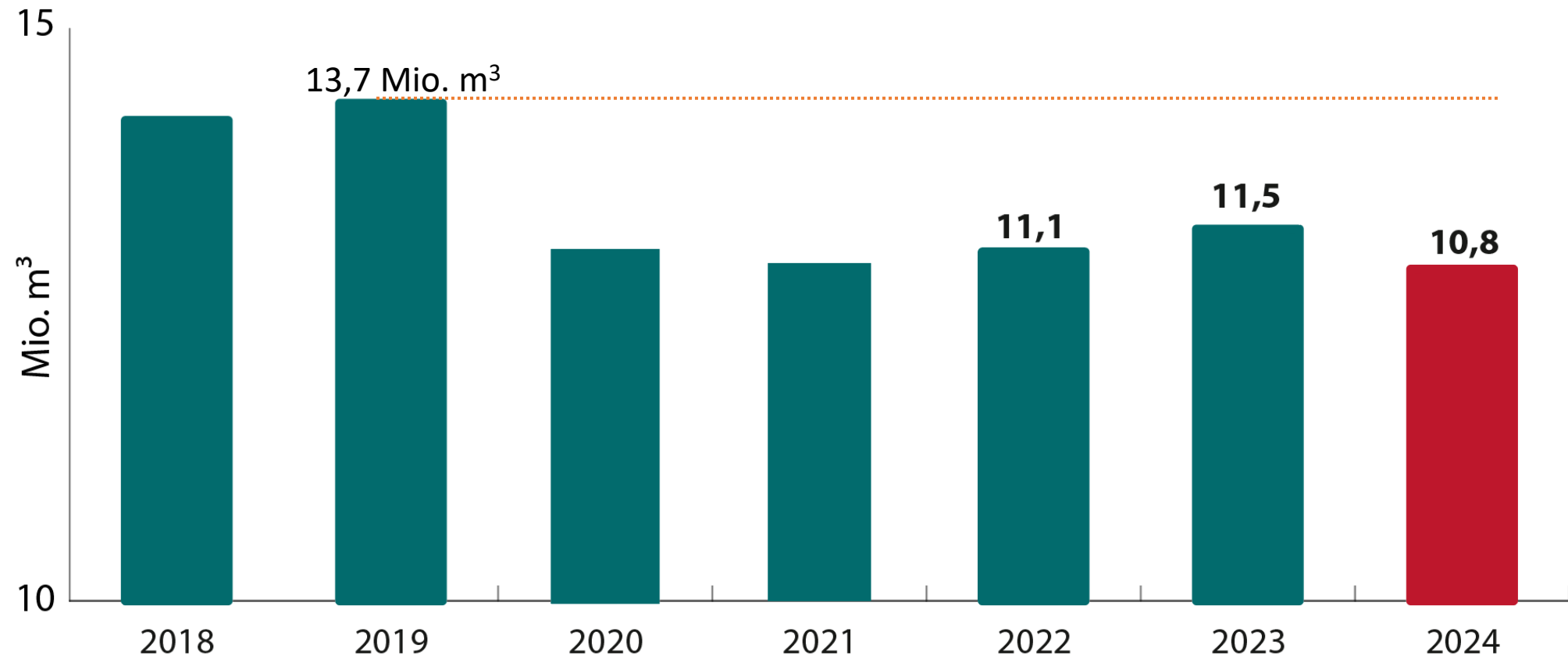
Mostly Europe, Some Russia, Little Else

MENA-lumber main importsources H1 2024

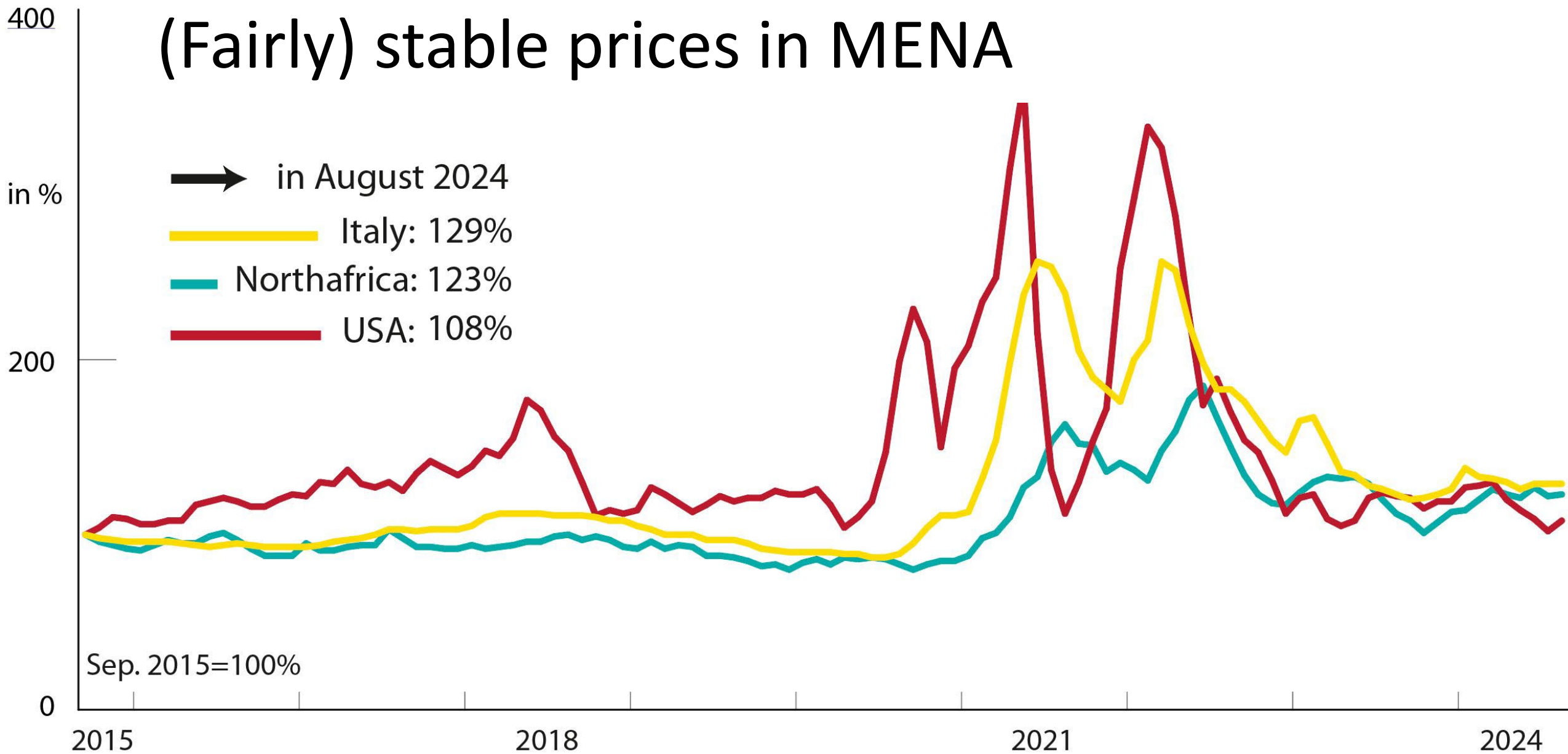


Lumber demand in MENA-Region

only softwood lumber; in Mio. m³



(Fairly) stable prices in MENA



Sources: US/IT timber-online; Northafrica: Association of the Austrian timber industry

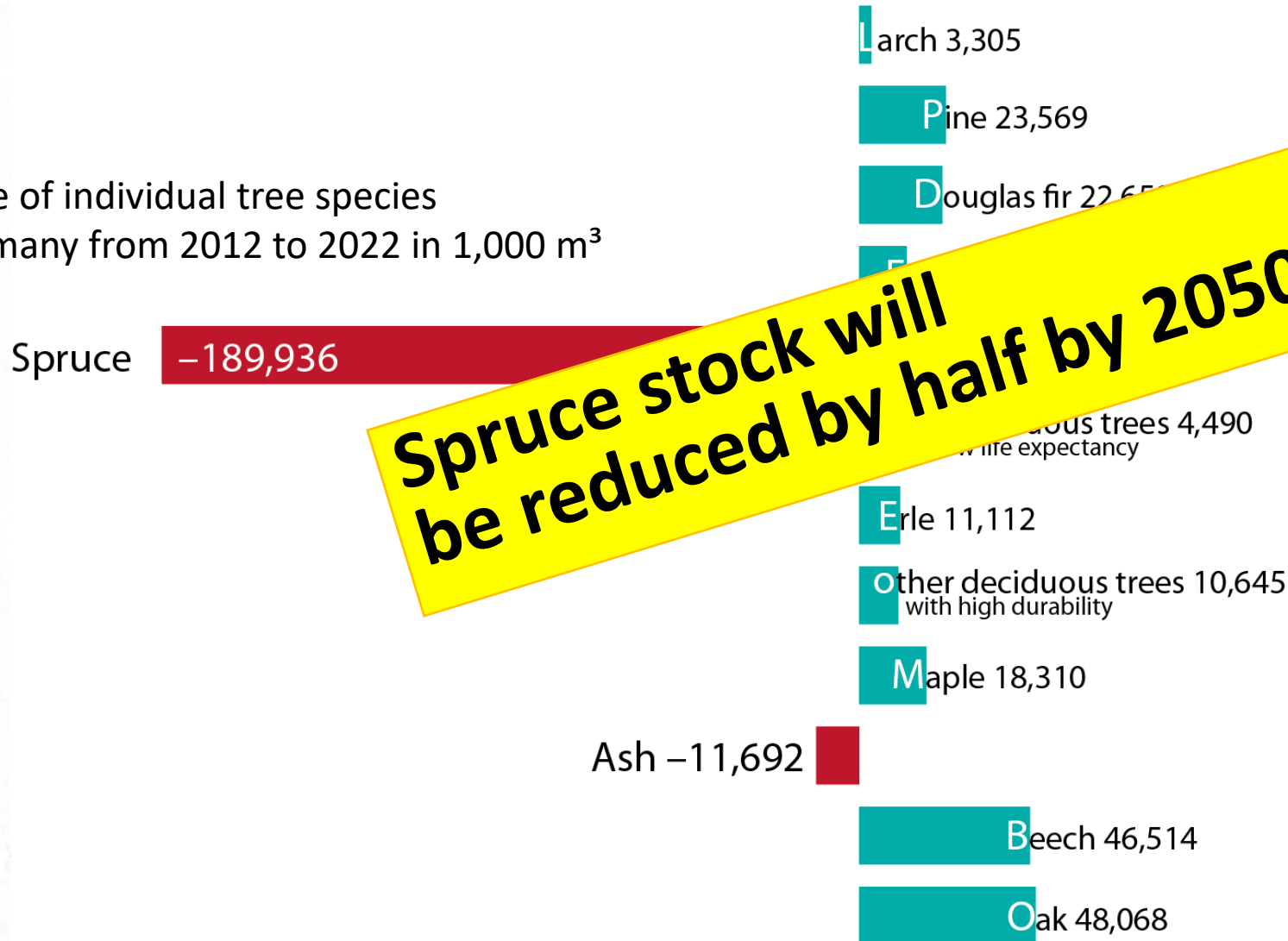
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Germany's Forest Stocks (2012-2022)

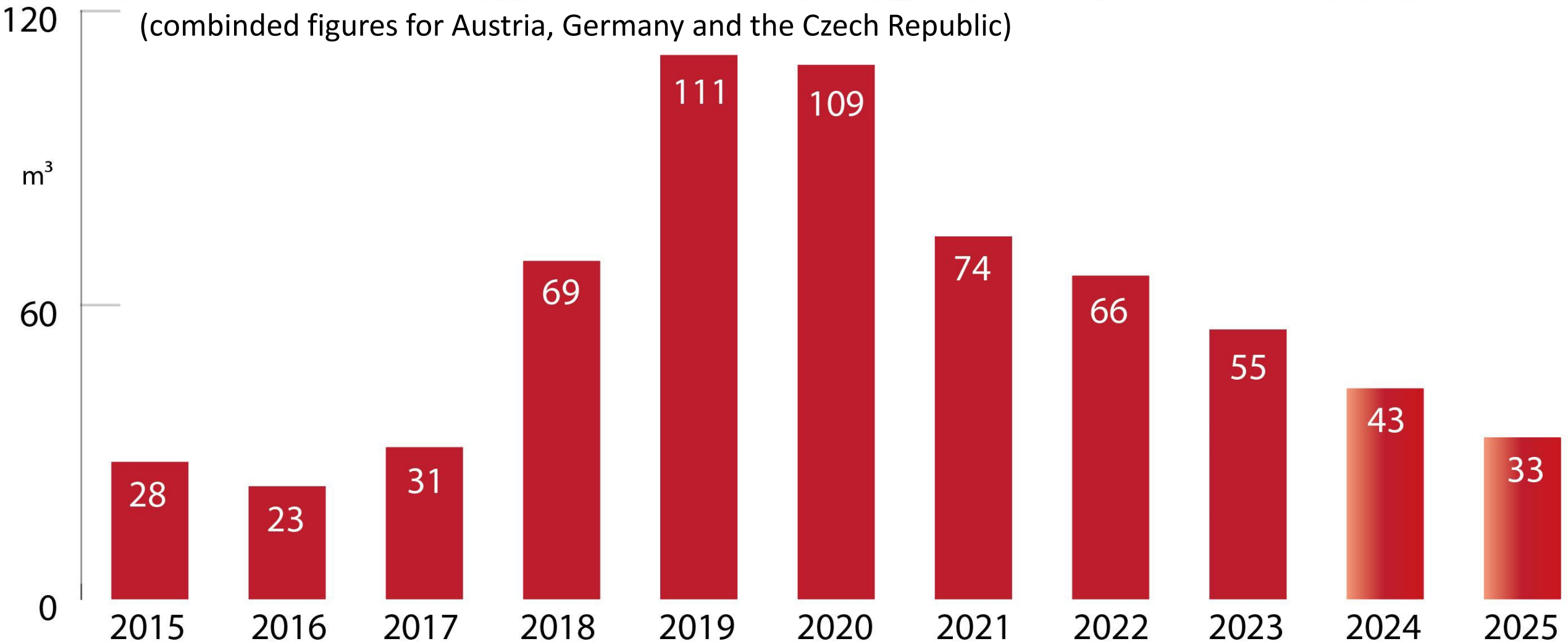
Change of individual tree species
in Germany from 2012 to 2022 in 1,000 m³



Spruce stock will be reduced by half by 2050

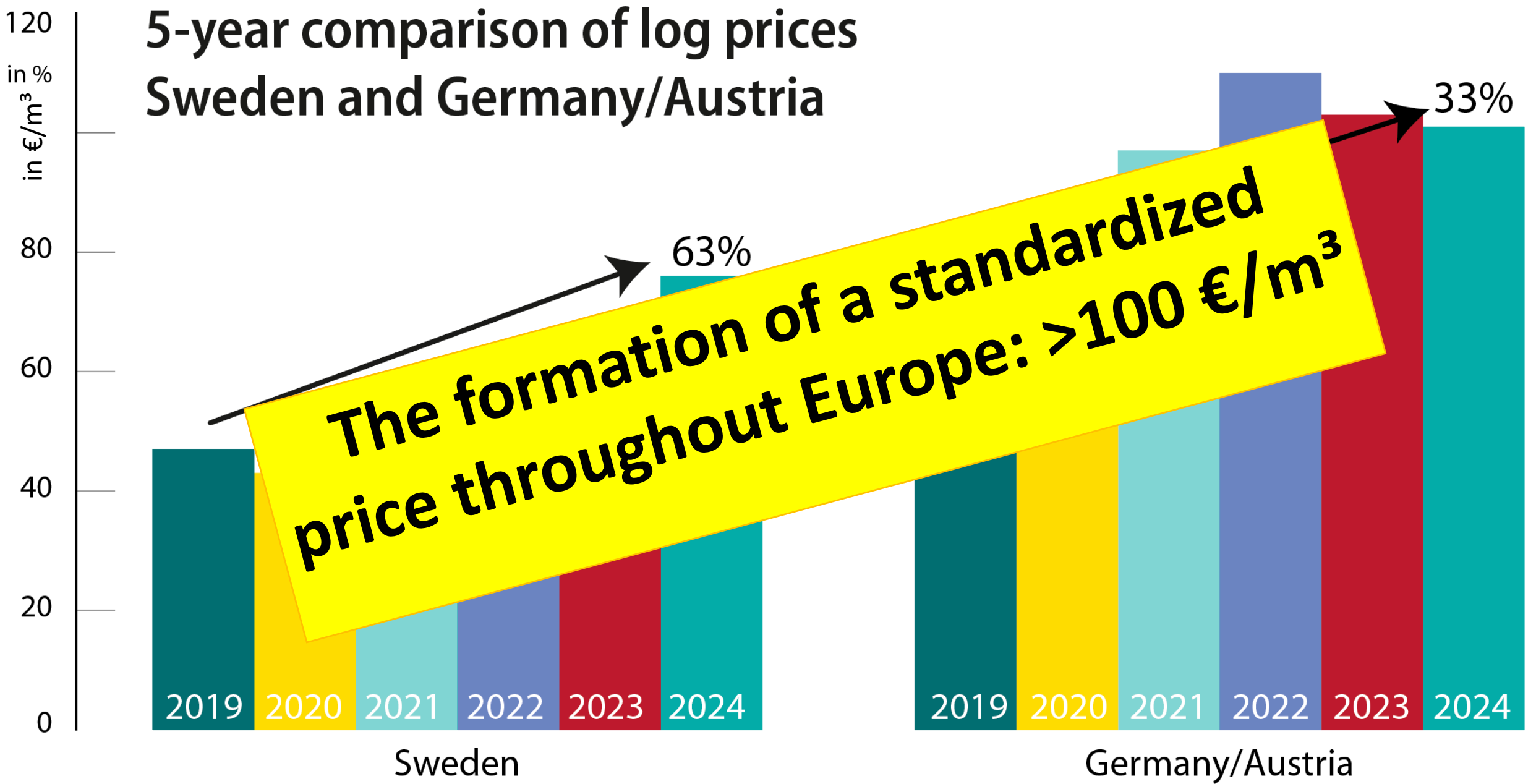
Damaged wood in Central Europe - peaked 2020

(combined figures for Austria, Germany and the Czech Republic)



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5-year comparison of log prices Sweden and Germany/Austria



Softwood lumber exports to MENA-Region H1 2024

Softwood Lumber Shipments to North Africa and Middle East (in 1,000 m³)

Expporteur \ Importeur	Egypt	Saudi Arabia	Morocco	Algeria	UAE	Israel	Iraq	Tunisia	Other countries	Jan-Juni		Diff. in %
										2023	2024	
Sweden	643	142	196	150	1	24	0	29	76	1.422	1.261	-11
Finland	468	185	106	112	0,1	164	0,2	47	37	1.383	1.120	-19
Russia	290	k. A.	k. A.	k. A.	k. A.	k. A.	103	k. A.	527	890	920	3
Austria	3	101	45	100	76	8	1	7	128	390	468	20
Romania	4	68	7	1	94	8	15	0	74	230	270	17
Germany	23	47	17	50	58	8	3	0,1	40	305	245	-20
Brazil	1	57	8	0	56	3	0	0	17	172	142	-17
Chile	0	66	0	0	46	0	0	0	28	137	141	3
Canada	6	18	0,2	0	19	0	3	0	9	54	55	2
USA	9	1	0,4	5	1	1	0	2	4	18	23	28
EU (excl. Top 5)	114	78	100	33	45	45	0	9	57	519	481	-7
Total	1.562	762	479	449	398	260	124	95	997	5.520	5.125	-7

Sources: AT: Statistics Austria; other EU countries: Eurostat; BR: Comex Stat - MDIC; CA: Statistics Canada; CL: Ministry of Agriculture (Minagri - Chile); US: United States Department of Agriculture; RU: Holzkurier estimate
 Commodity codes: 440711, 440712, 440713, 440714, 440719. Austria does not have its own port of shipment, but delivers to the Levant via Slovenia and Croatia. The model used also takes into account the quantities that Austria exported to these two countries. These exports were deducted from the Slovenian and Croatian exports and allocated to Austria. The allocation to the countries of North Africa and the Levant was done on a percentage basis. Holzkurier definition of the Levant: Algeria, Syrian Arab Republic, Bahrain, Egypt, Iraq, Islamic Republic of Iran, Israel, Jordan, Kuwait, Lebanon, Libya, Morocco, Oman, Saudi Arabia, Sudan, Tunisia, United Arab Emirates, Qatar, Yemen. | © timber-online 2024

Insights* MENA lumber market H1 2024

total import: 5,1 Mio. m³


Importvolume: -7%

Value top ten flows: -15%

Highest prices*:

Morocco  (360 US-\$/m³)

Lowest prices*:

Egypt  (233 US-\$/m³)

Exporter ranking

#1 Sweden  (-11%)

#2 Finland  (-19%)

#3 Russia  (+3%)

Importer ranking

#1 Egypt  (+6%)

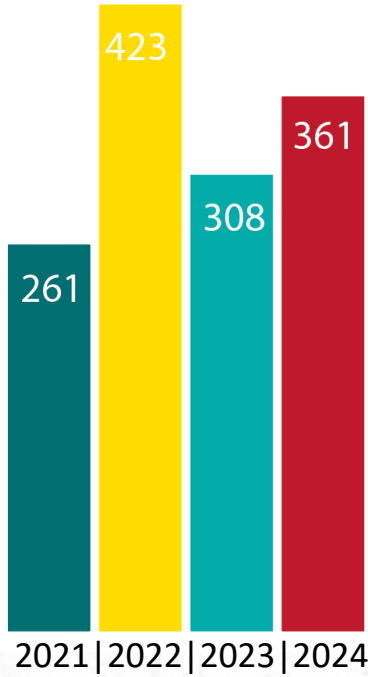
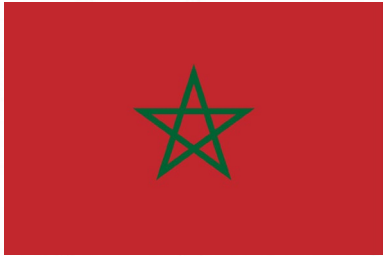
#2 Algeria  (-35%)

#3 Saudi Arabia  (-6%)

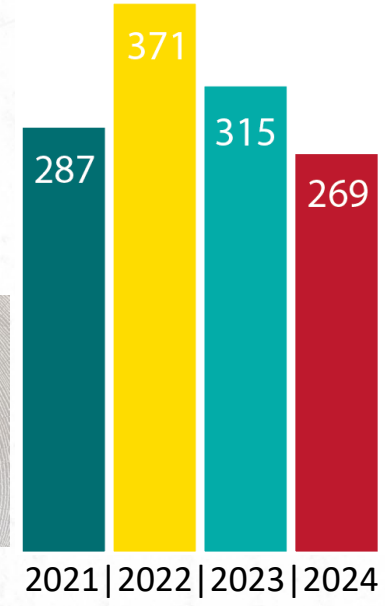
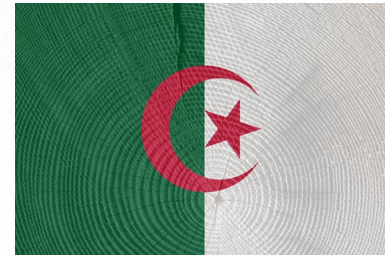
* average of all delivery values by delivery quantities of this country

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Morocco:

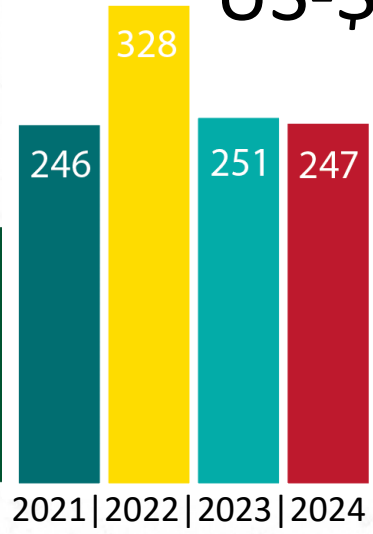


Algeria :

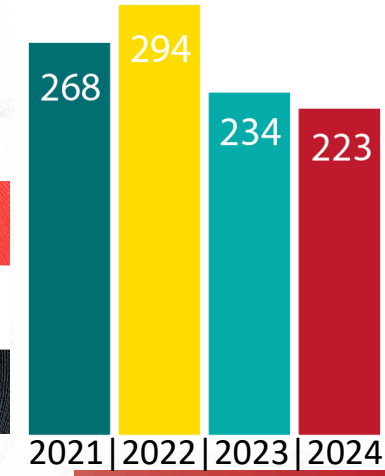


US-\$/m³ in four key-countries

Saudi Arabia :

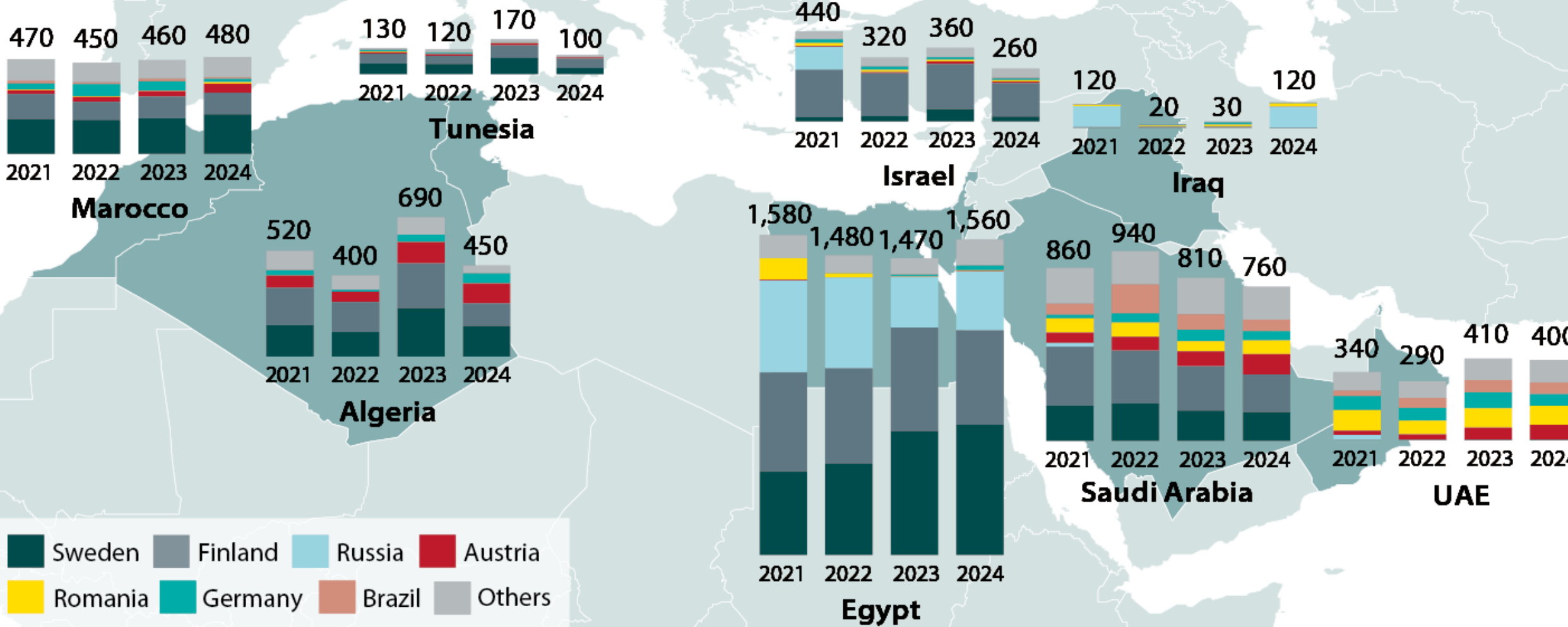


Egypt :



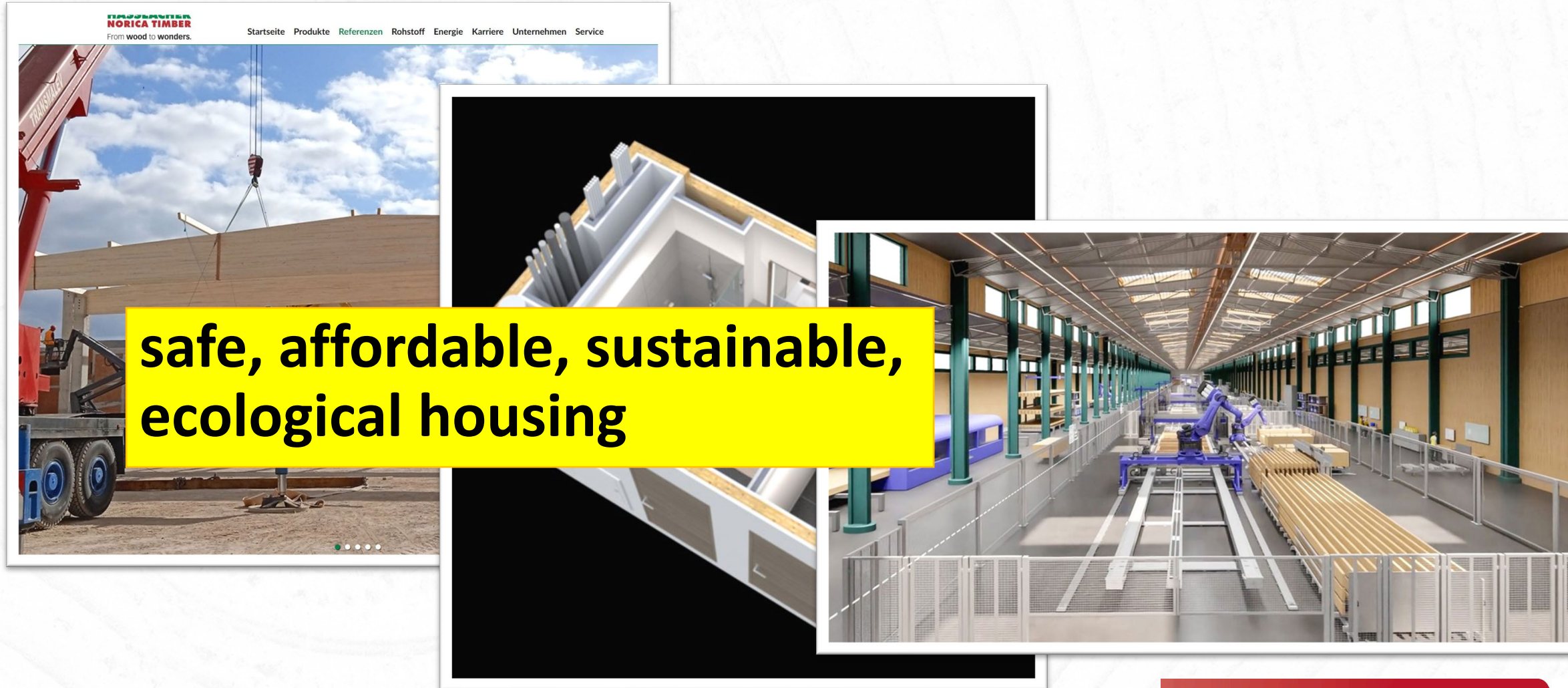
DEVELOPMENT OF SOFTWOOD LUMBER IMPORTS | 1ST HALF-YEAR 2024

of the most important markets in the MENA region, volumes in 1,000 m³



- Sweden
- Finland
- Russia
- Austria
- Romania
- Germany
- Brazil
- Others

MENA 2030: from formwork to ...?



Summary and Outlook

- Stable market ties between Europe and MENA have developed over decades.
- Europe's wood availability and usage are shifting (more wood in construction).
- A third of European sawn timber is exported overseas, but this may change.
- per capita consumption is very low
- Wood usage in MENA is expected rise and to evolve (“green building”).
- In the future, the region will no longer use wooden products for single-use purposes but for higher-quality and more durable applications.
- MENA will need new price levels and material sources.

All data/information:



+



+



If you need more detailed analyses or individual research about the European market, please contact me directly via LinkedIn ([linkedin.com/in/gerd-ebner/](https://www.linkedin.com/in/gerd-ebner/)) or e-mail g.ebner@timber-online.net

