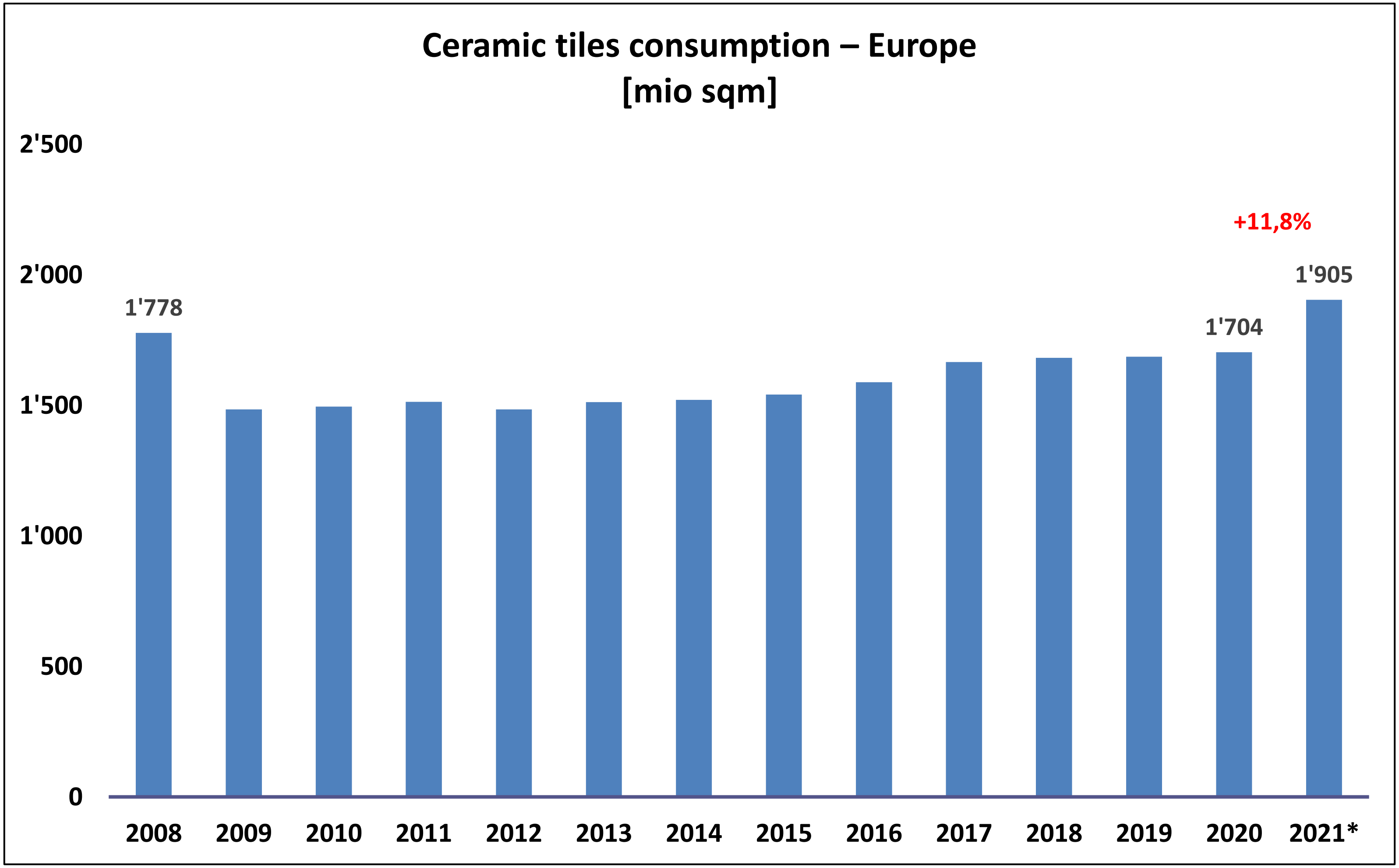
CONFINDUSTRIA CERAMICA

Statistics
Ceramic Tile Market
Europe

Reported at the meeting of the EUF Commission, Bologna (IT), 28-9-2022

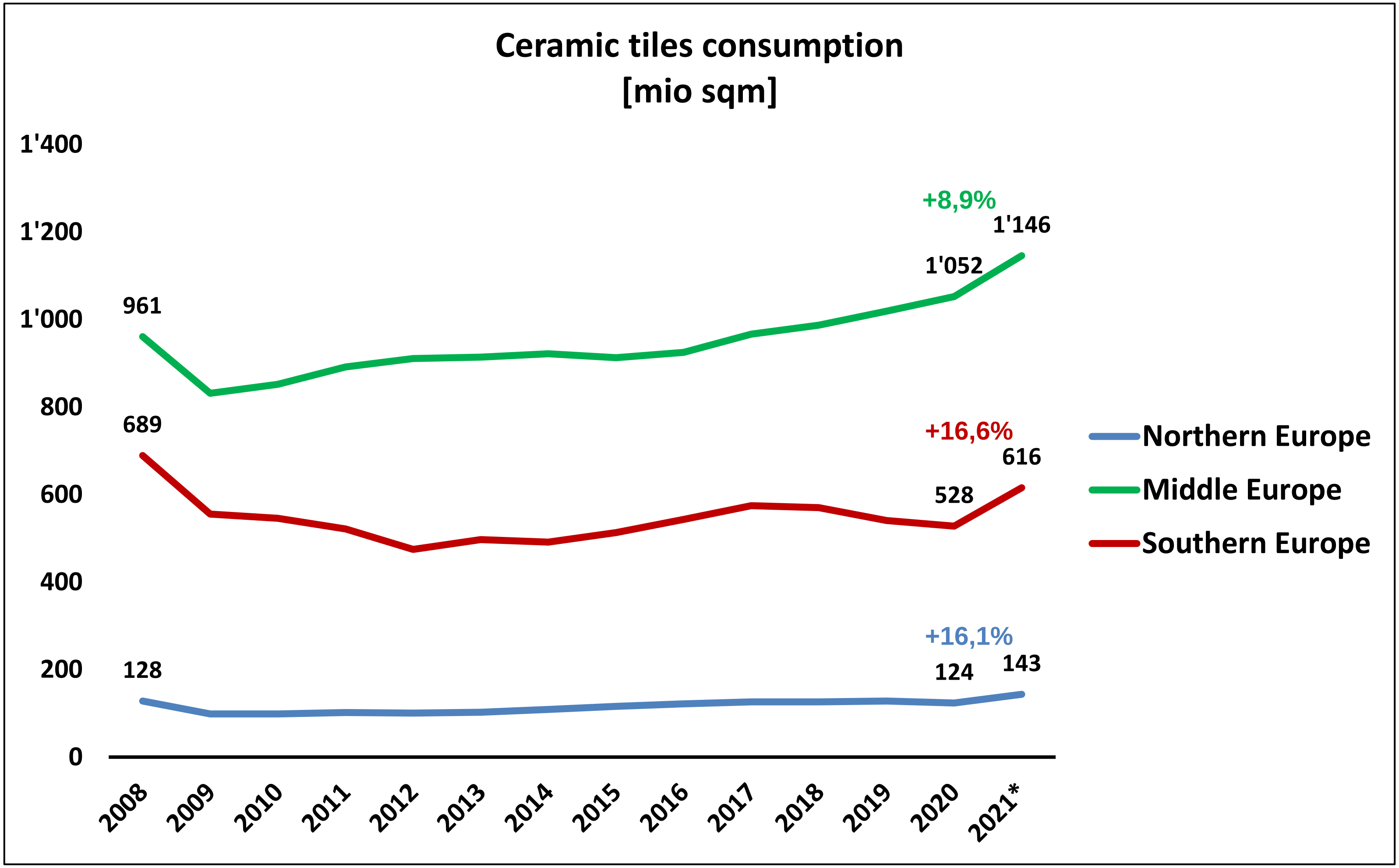
Europe: ceramic tile market



* estimates

Source: Confindustria Ceramica/Prometeia

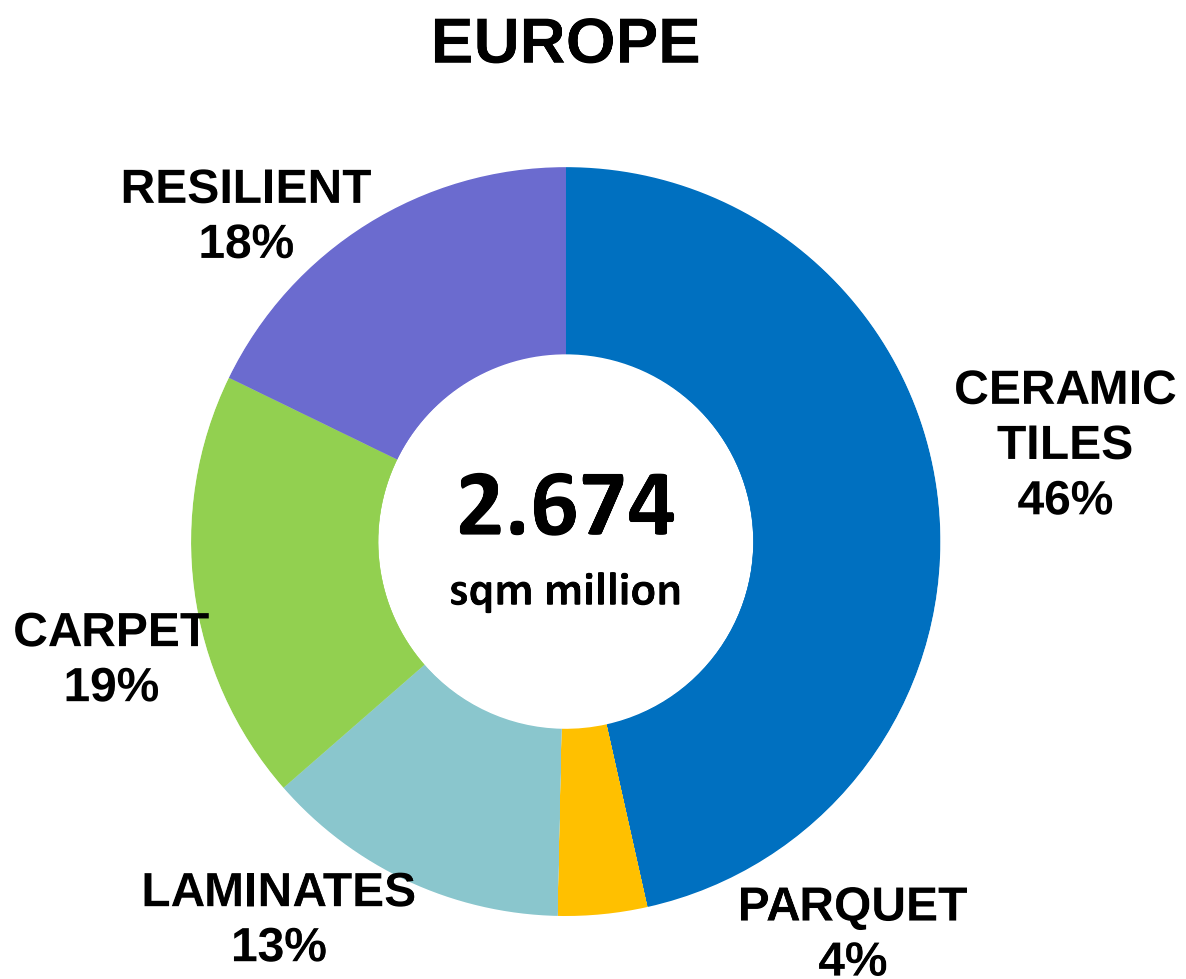
Europe: ceramic tile market



* estimates

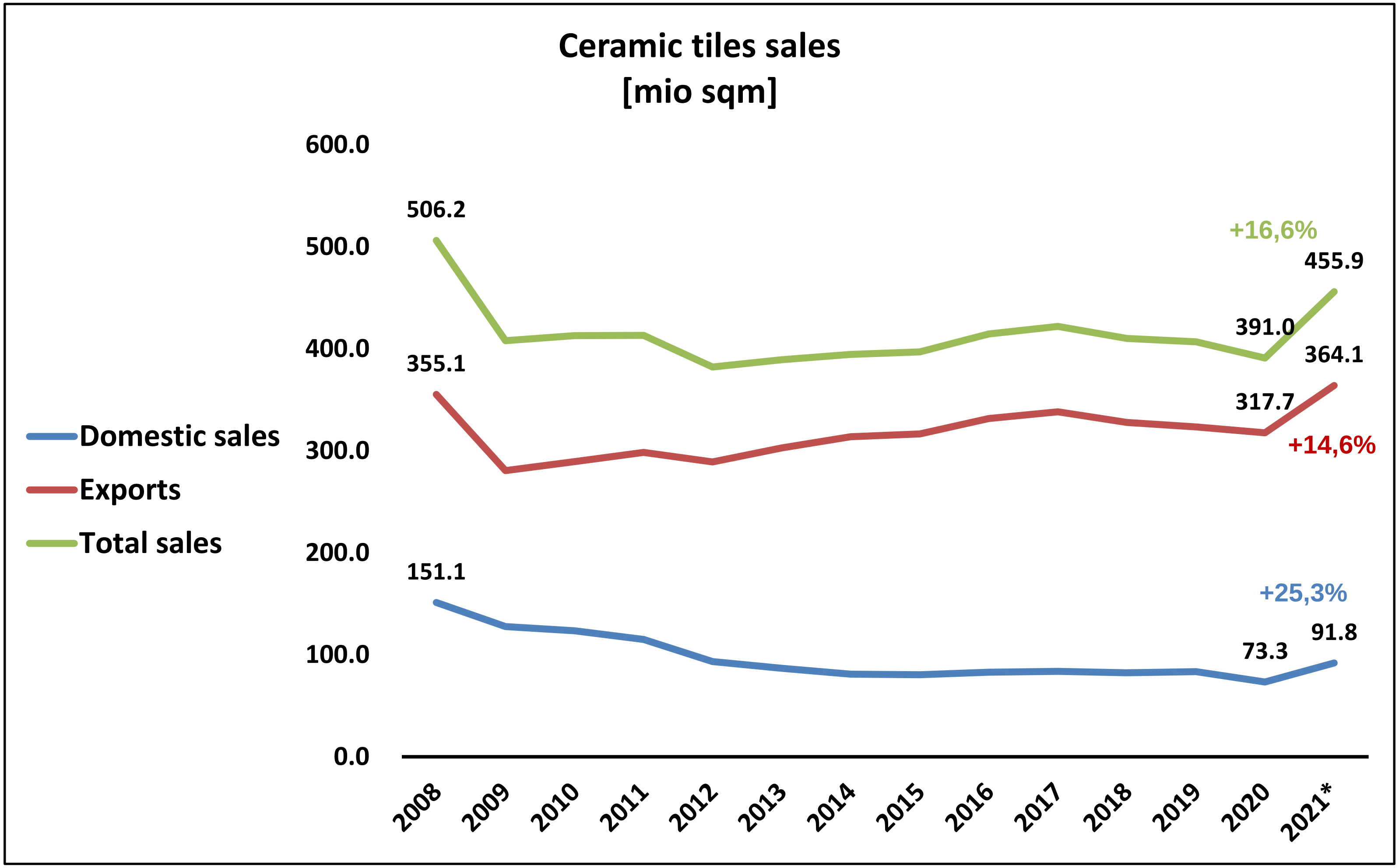
Source: Confindustria Ceramica/Prometeia

Floor Covering Consumption - Year 2020



Source: Centro Studi Confindustria Ceramica on Prometeia, FEP, EPFL, WCTF, Mapei

Italian Industry – Domestic sales and Exports 2021



* estimates

Source: Confindustria Ceramica

Italian Industry – Porcelain tiles production sizes

88% of the Italian ceramic tiles production is **porcelain**

s = tile's longest sidelength

Year	s <= 33 cm	33 cm < s <= 50 cm	50 cm < s <= 80 cm	s > 80 cm
2015	18%	12%	51%	**19%**
2016	16%	9%	53%	**22%**
2017	14%	9%	52%	**25%**
2018	12%	6%	55%	**27%**
2019	12%	4%	56%	**28%**
2020	11%	4%	55%	**30%**

Source: Confindustria Ceramica

Italian Industry – Market share in European countries

Country	Italian market share
AUSTRIA	58%
BELUX	37%
GERMANY	47%
FRANCE	39%
SWITZERLAND	57%
NETHERLANDS	22%
UNITED KINGDOM	14%
DENMARK	38%

(2021 estimates on sqm consumption)

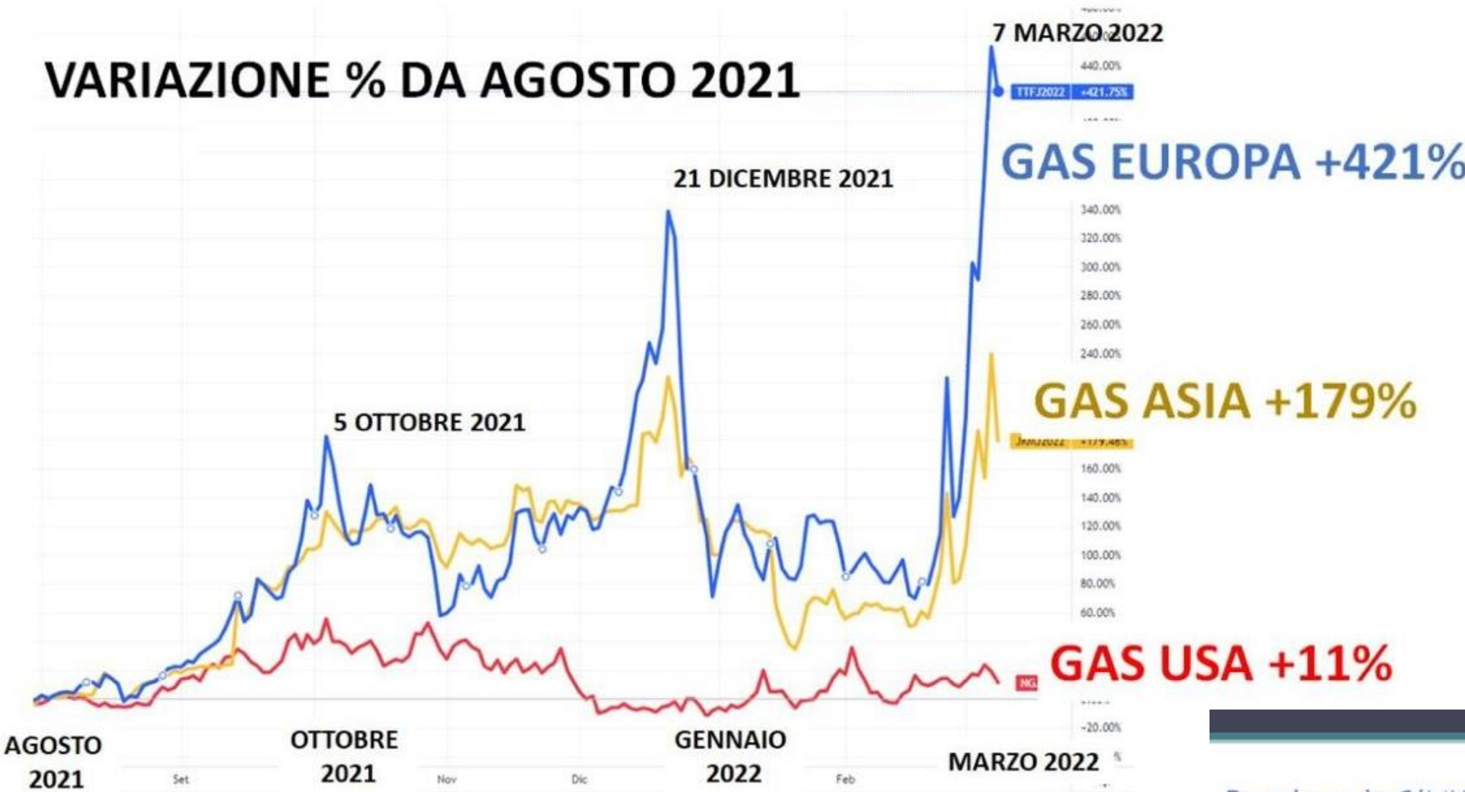
Source: Confindustria Ceramica/Prometeia

Italian Industry – 2022 first semester exports

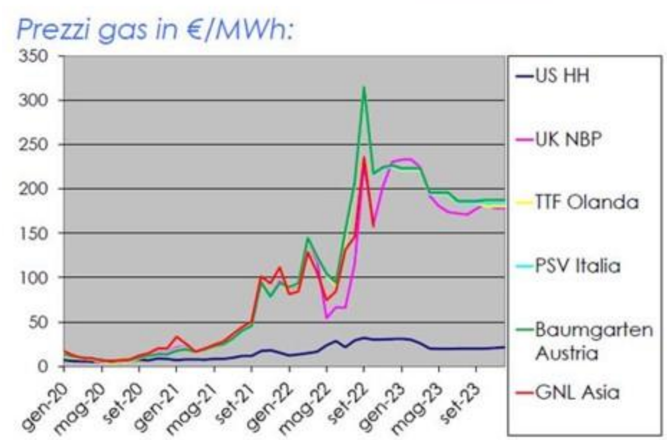
	sq. mt. million	€ million	∆% sq. mt.	∆% €
TOTAL EU	122,4	2.000,5	5,7%	20,2%
EUROPE EXTRA-EU	20,4	288,6	3,0%	13,3%
AMERICA	27,7	515,9	2,7%	21,3%
ASIA	22,1	386,3	25,3%	37,1%
AFRICA	5,4	56,7	4,2%	34,7%
OCEANIA	3,4	50,9	9,4%	17,1%
TOTAL EXPORTS	**201,4**	**3.298,9**	**6,8%**	**21,7%**

Source: Confindustria Ceramica

GAS PRICES USA – EU - ASIA



€/MWh



Energy consumption

The process is predominantly thermal and operated continuously (24/7)

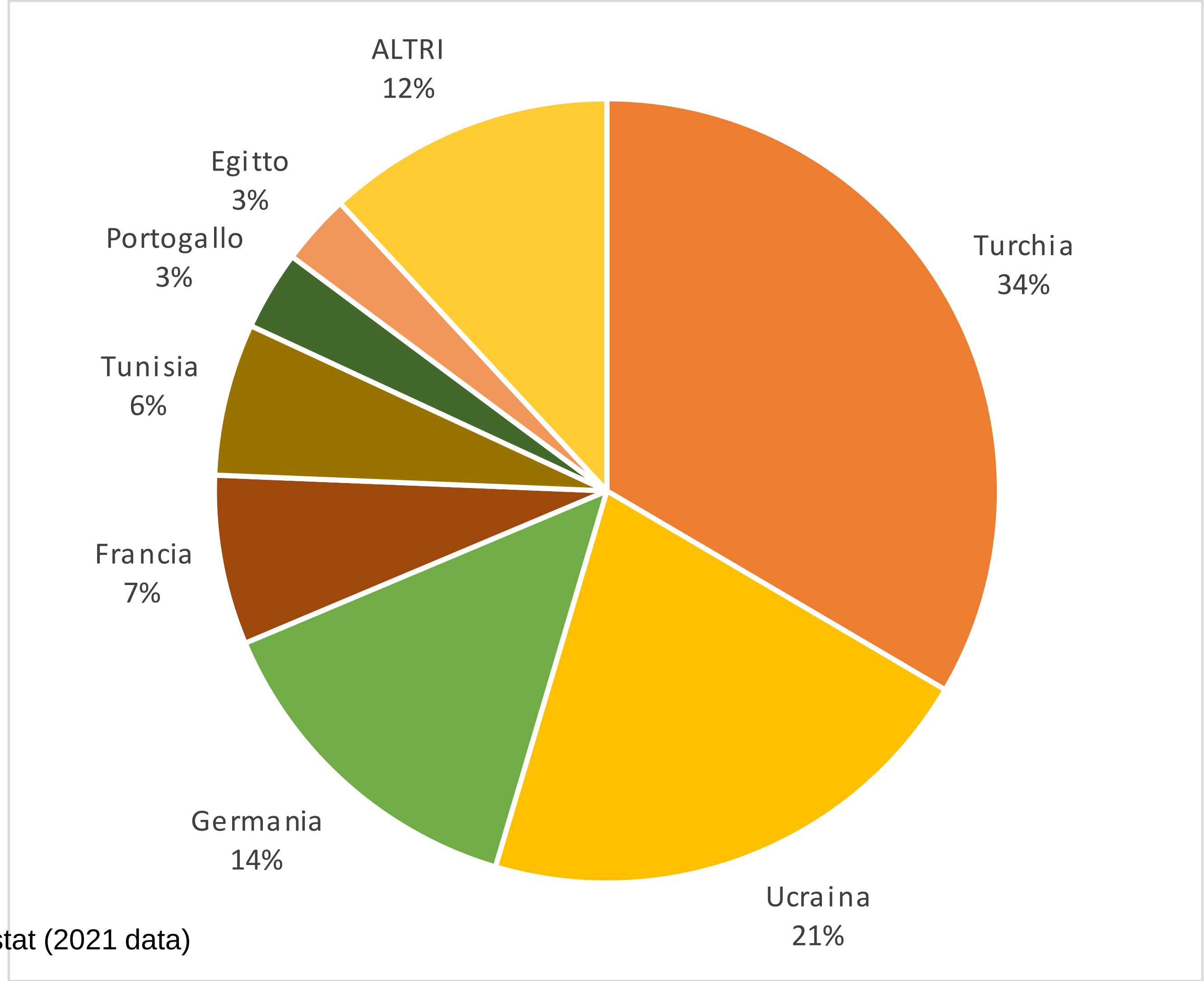
80% gas		20% electricity
1,4 Mld Scm/year	+	1,6 TWh/year 46% self-generated with high-efficiency cogeneration

Heavily exposed to rising energy costs

25c€/Scm May 2021	→	**200c€/Scm** August 2022		**70 €/MWh** May 2021	→	**350 €/MWh** August 2022

The sector's extra cost for gas only is € 2.5 billion, or about 1/3 of turnover

Main exporters of raw materials for the Italian ceramic industry (% calculated on tons – TOTAL 9.320.557 tons) 2021



Source: Eurostat (2021 data)

Current situation facing the italian ceramic industry

- Strong domestic and international demand. **International customers are a priority for all our companies**

- Soaring costs of natural gas and other production factors.

- Disrupting supplies of Ukranian clays, representing the 21% of all raw materials used by the Italian ceramic industry.

- Italian ceramic companies have chosen to continue operating in accordance with their business strategies, despite this having a severe impact on their profitability.
- NO INTERRUPTION OF COMMERCIAL ACTIVITIES

CONTINUOUS SEARCH OF RAW MATERIALS SUPPLIERS

The Association immediately took steps to support companies in their search for raw materials from other countries (Bulgaria, Argentina, Azerbaijan, Kazakhstan, etc.).

From **Turkey**, Italy imports mainly feldspaths.
Following the interruption in the supply chain of raw materials from Ukraine, **the Turkish government has decided to include kaolin and clays (non-chaolinitic and non-refractory) in the list of materials subject to the provisions of the export regulation.**

The export of goods included in this list **is subject to registration** (by the exporter with a Turkish exporters' association) before they can be exported from Turkey.

Memorandum of Understanding between the two parties:

BKRI
BUNDESVERBAND KERAMISCHE ROHSTOFFE UND INDUSTRIEMINERALE e.V.

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German producers confirmed the possibility of **increasing the volume of raw materials to be exported to Italy** (from the present level of **1 million tons/year** – already representing about 30% of the total imported)

-This agreement calls for an increase in mineral flows – of clay, in particular - to the Italian ceramic industry of up to +10% by the end of August and up to +30 % by December 2022

-20 Italian companies have confirmed their willingness and interest in adopting medium-long term agreements for the receipt of materials.