

European Sawn Softwood Markets

UNECE Timber Committee Market Discussions

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by

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Contents

- Demand
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Geographical Coverage

Western Europe

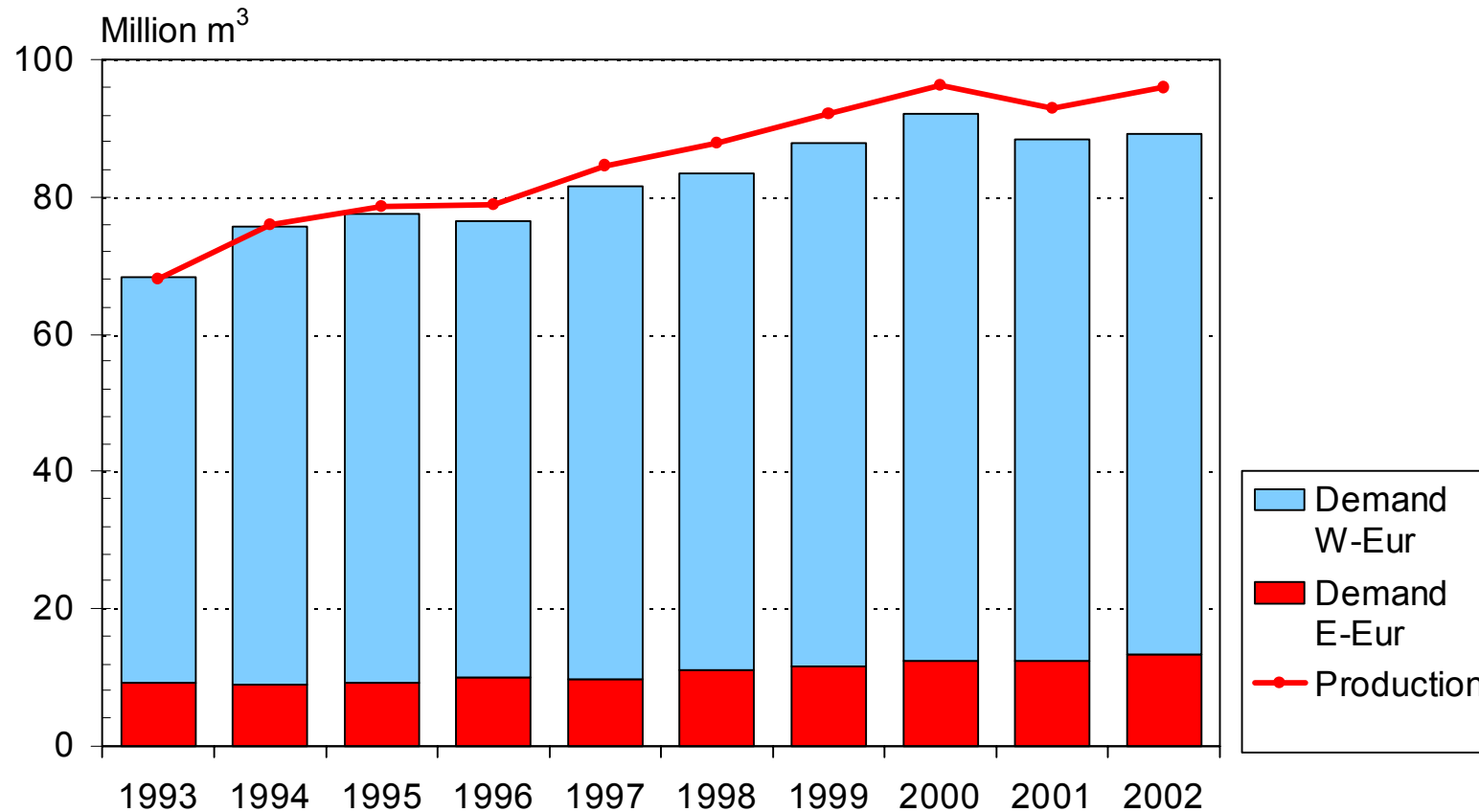
- EU and EFTA countries

Eastern Europe

- CEE and CIS

Supply and Demand in Europe

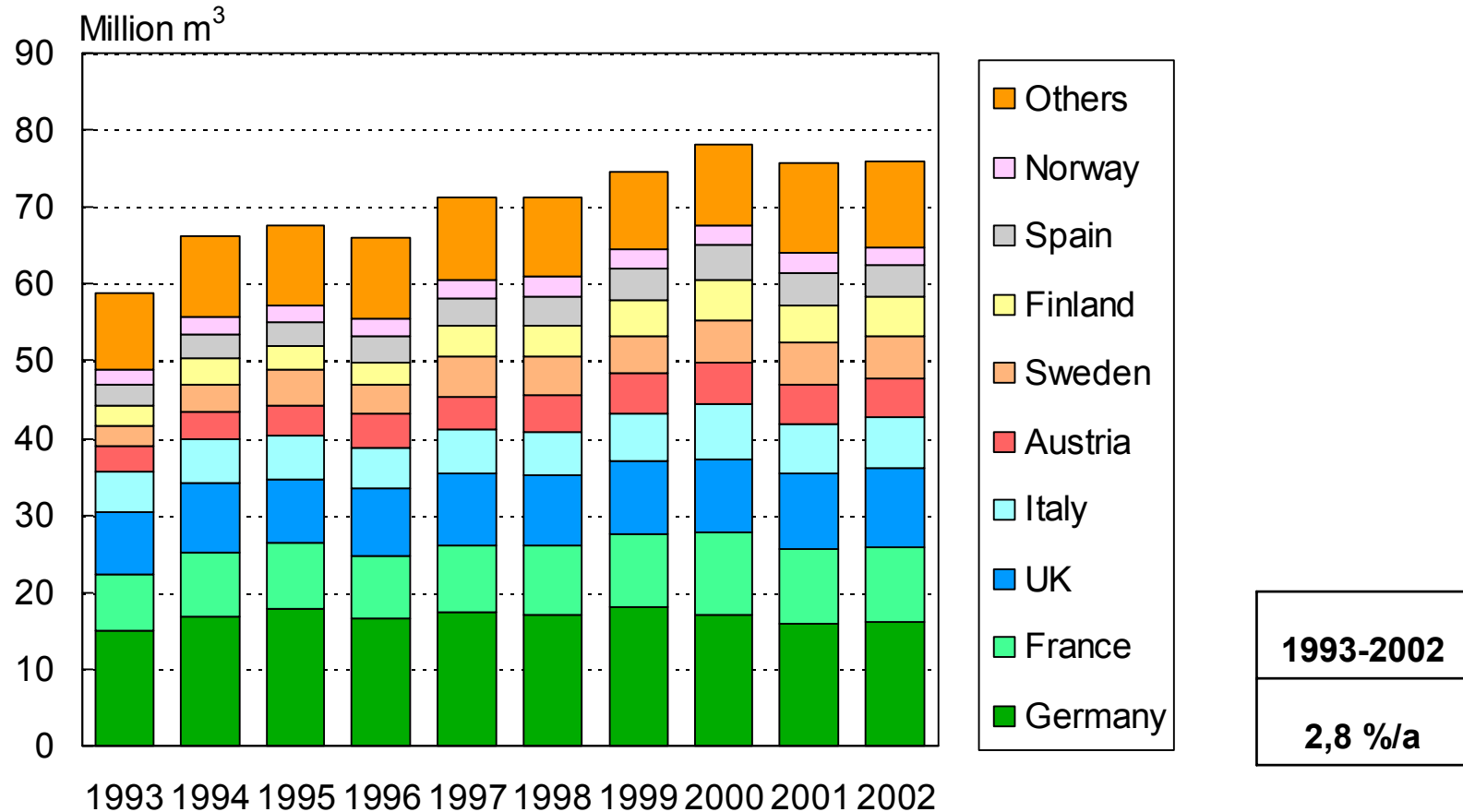
Overall growth – Supply exceeds demand



Source: JP database, UNECE/FAO

Demand in Western Europe

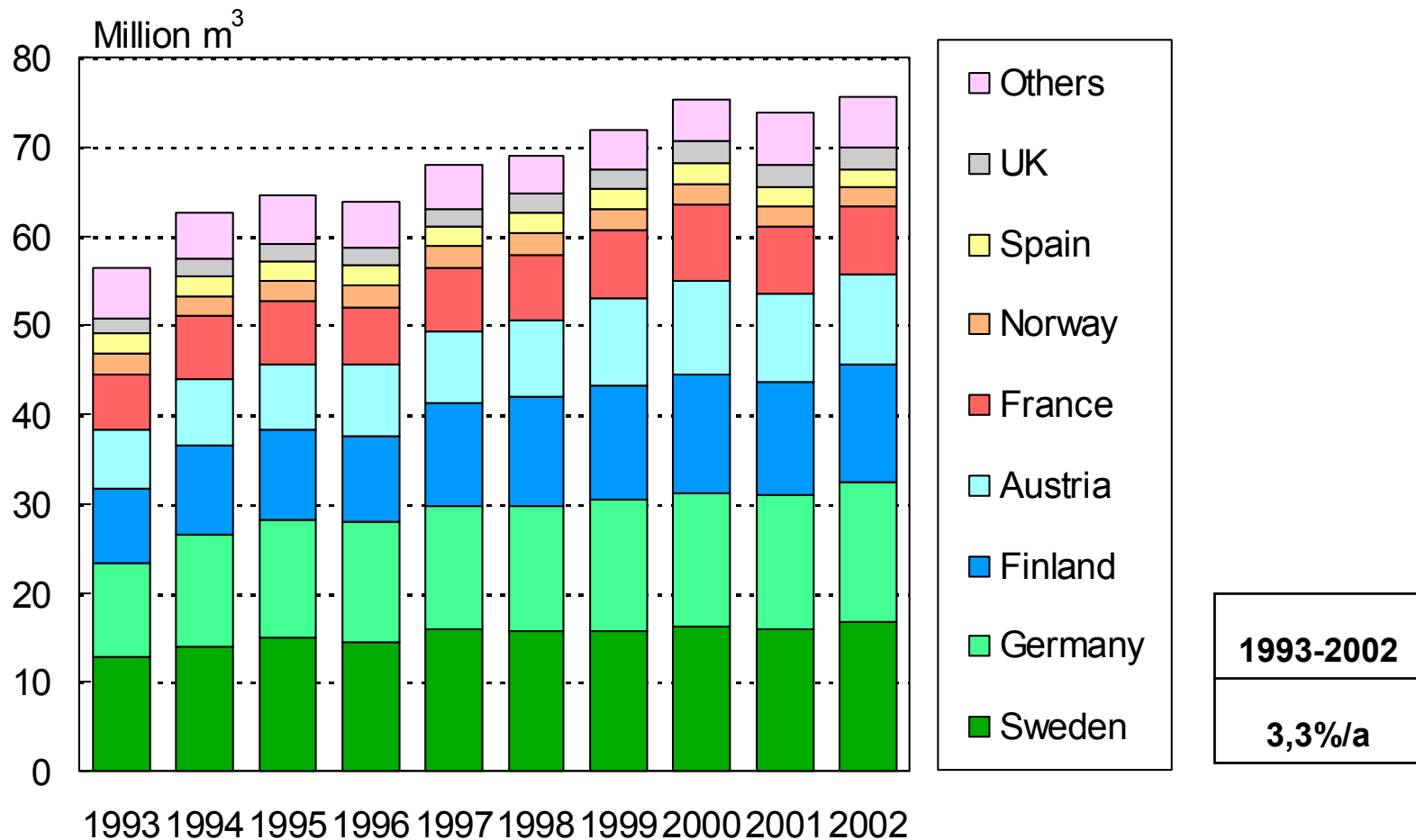
Demand in the key markets stagnating – Others growing



Source: JP database, UNECE/FAO

Production in Western Europe

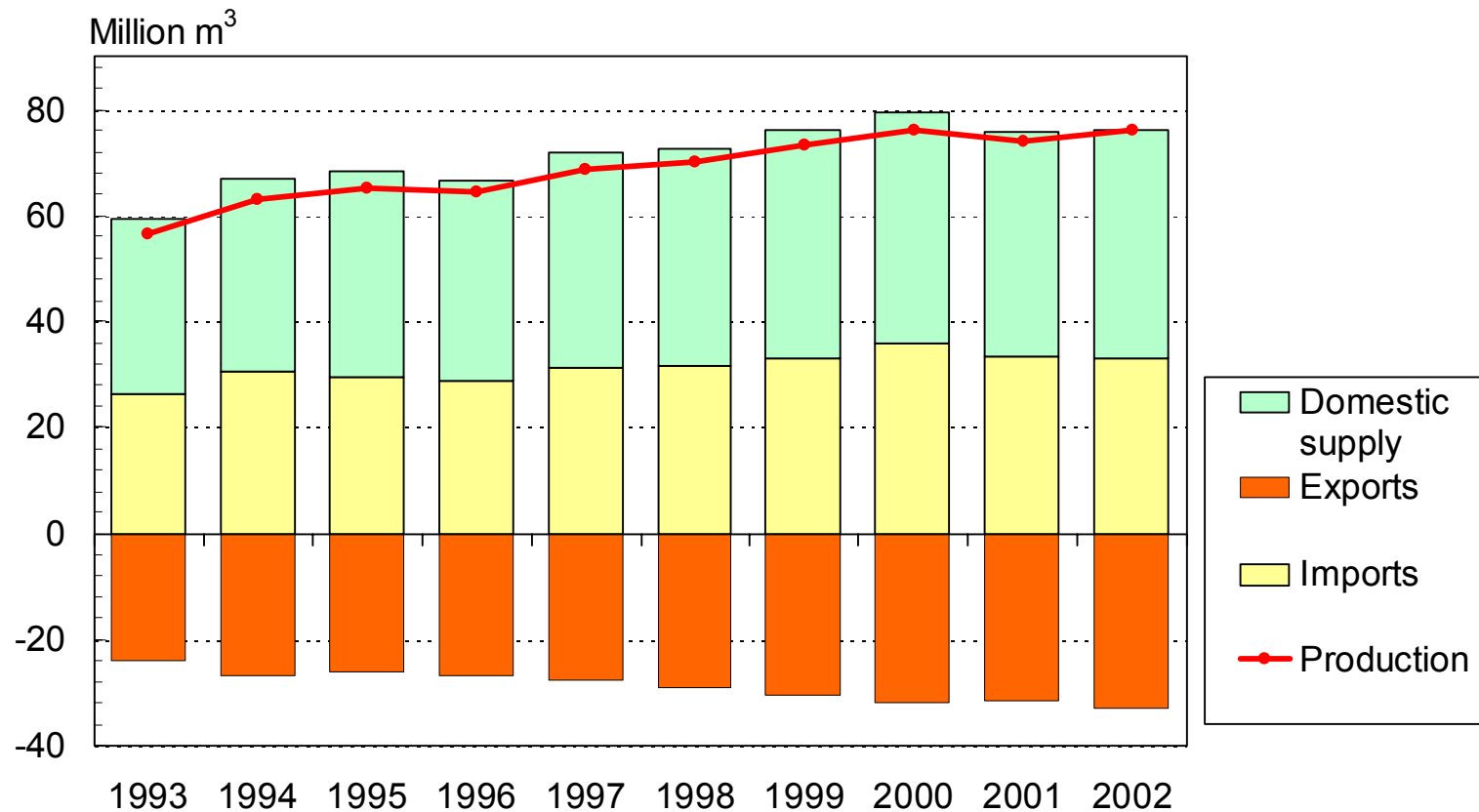
Traditional key suppliers strengthening their share of supply



Source: JP database, UNECE/FAO

Supply and Demand in Western Europe

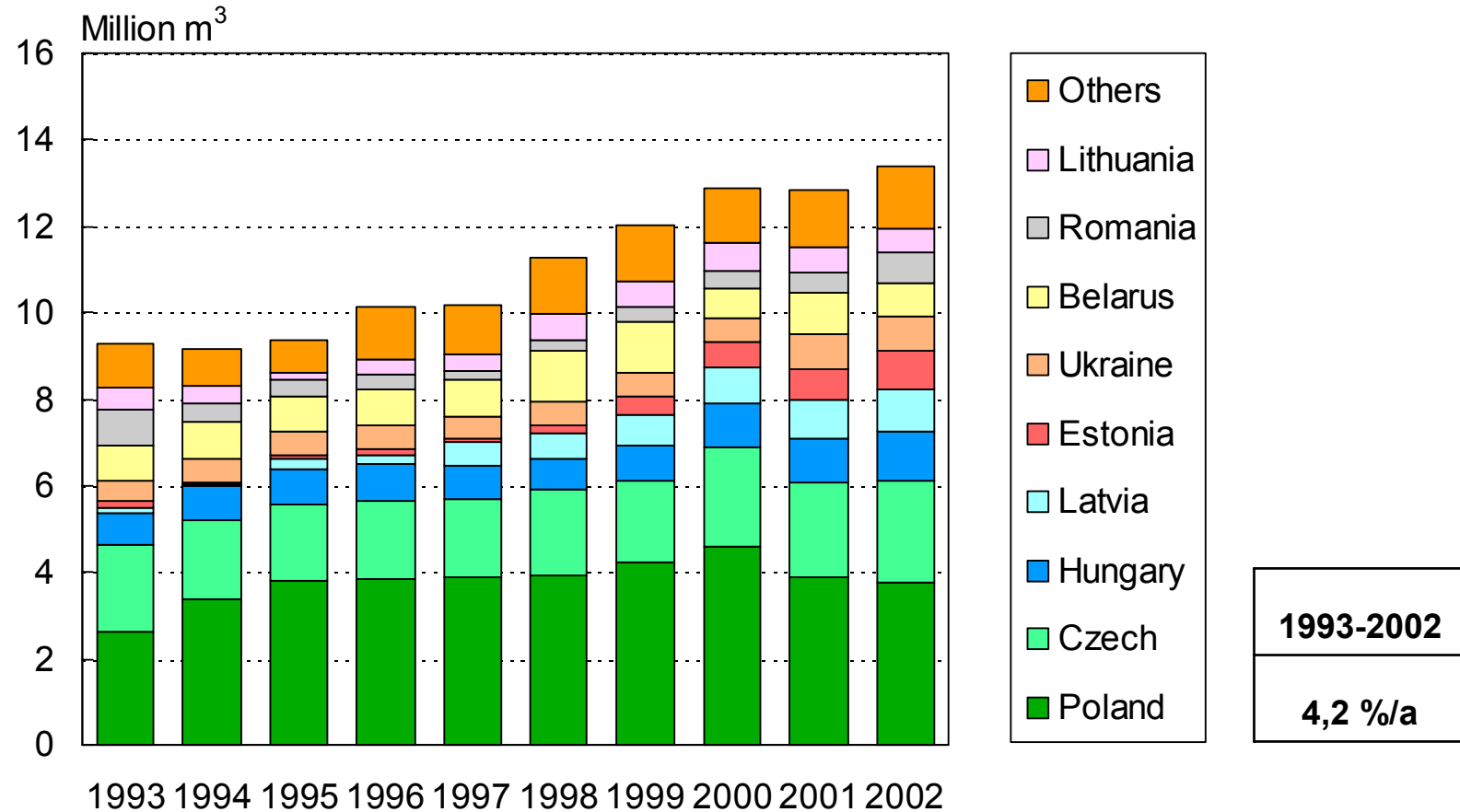
Slow growth in Western Europe



Source: JP database, UNECE/FAO

Demand in Eastern Europe

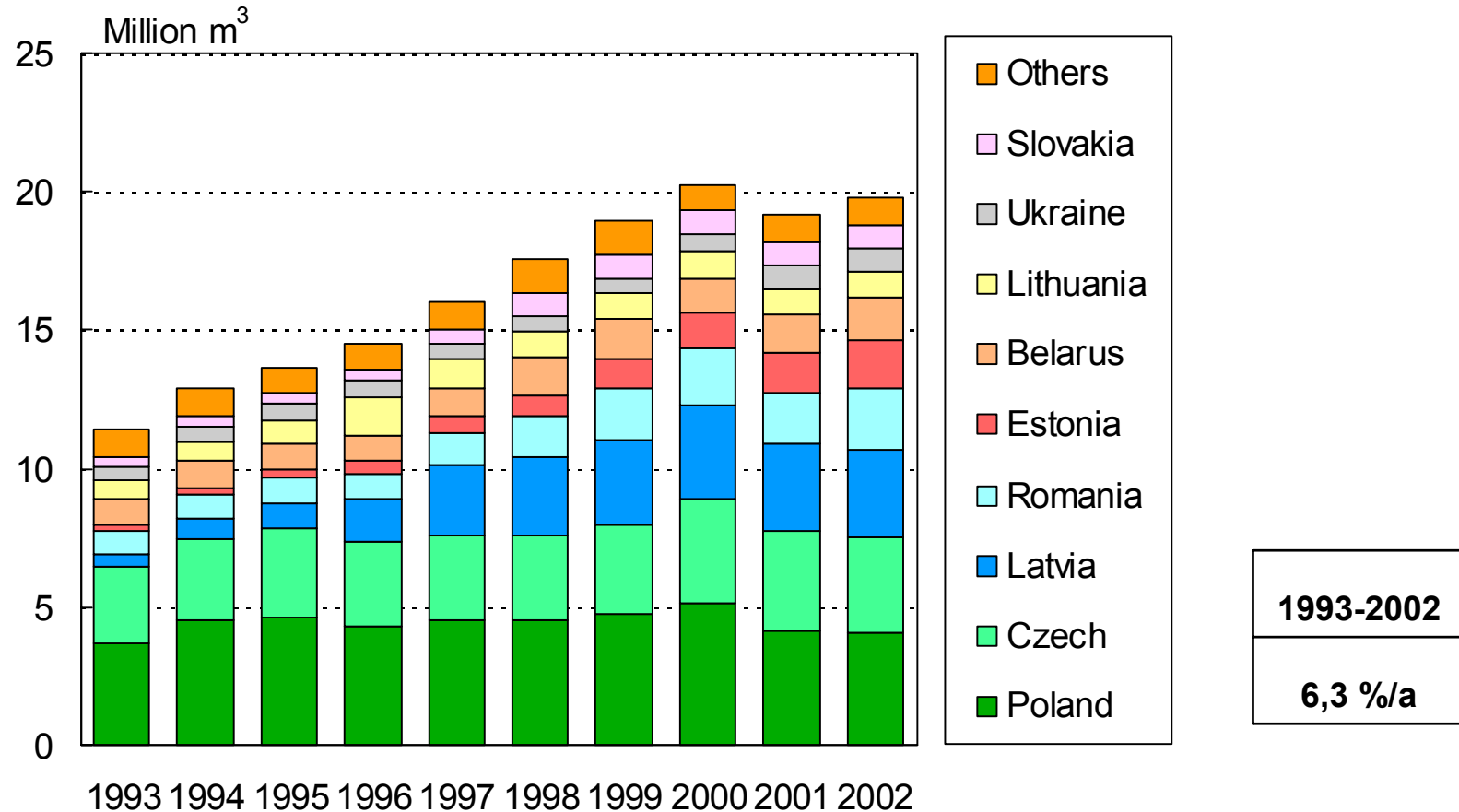
Strong growth in demand



Source: JP database, UNECE/FAO

Production in Eastern Europe

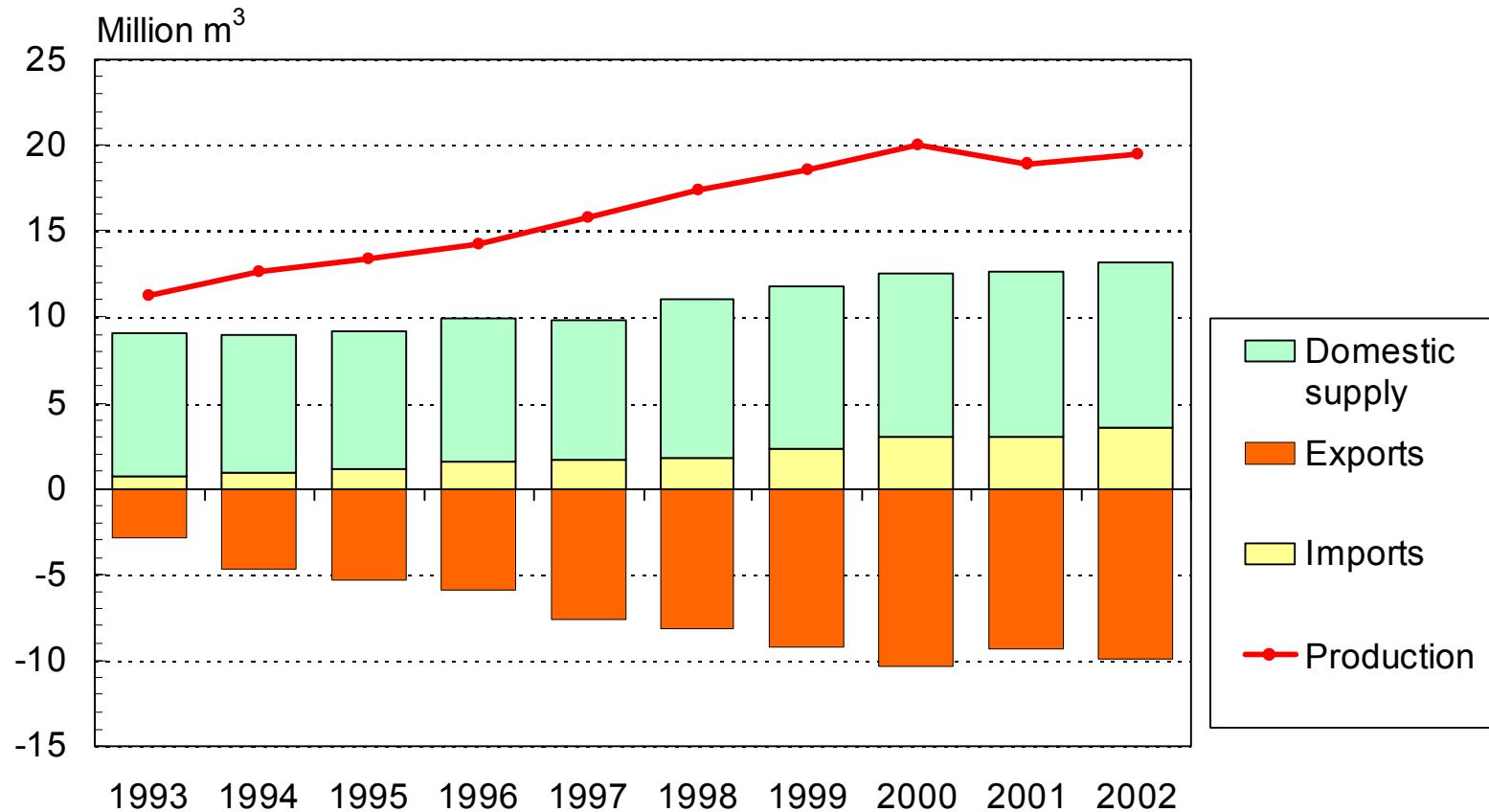
Strong growth in production



Source: JP database, UNECE/FAO

Supply and Demand in Eastern Europe

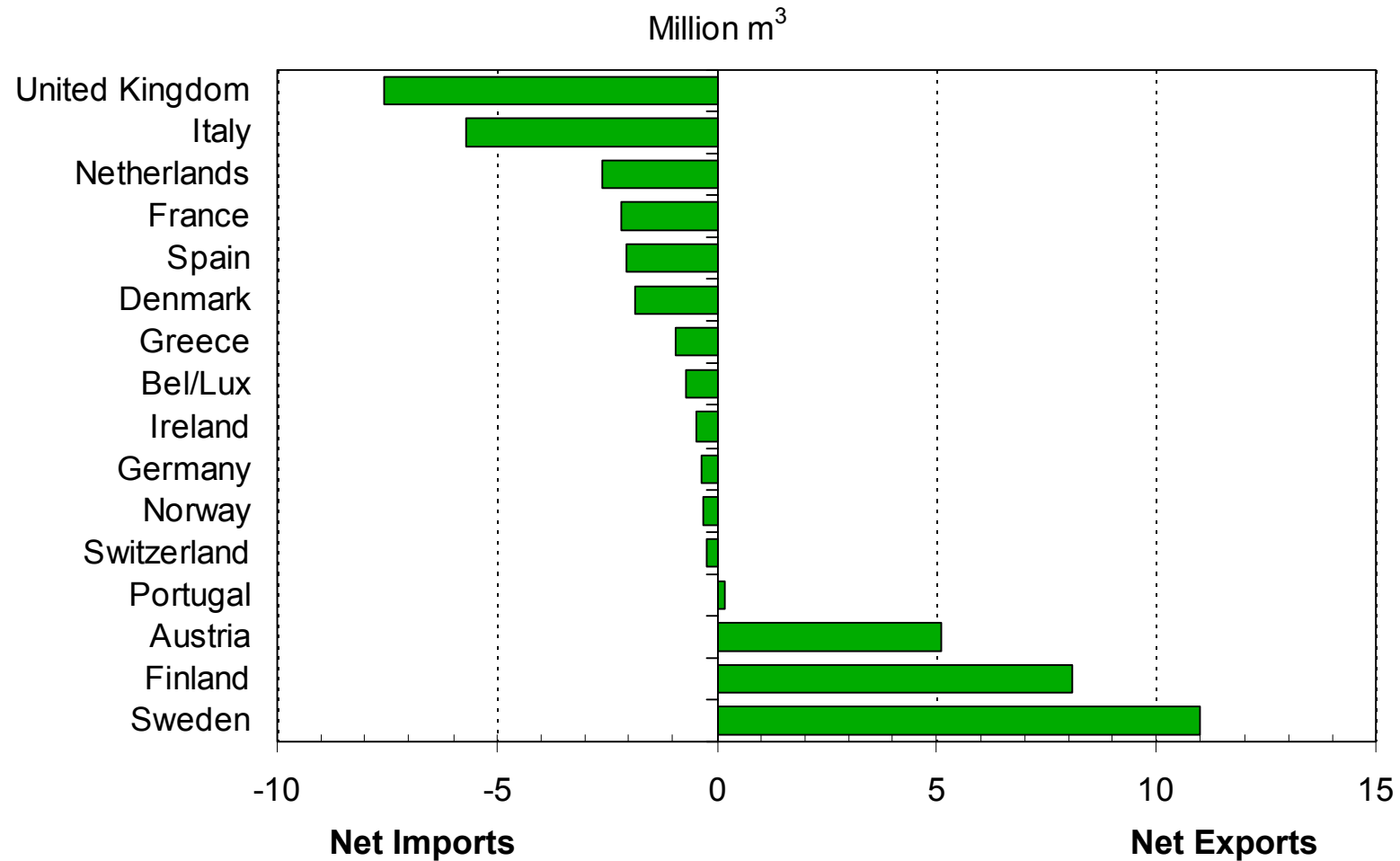
Growth in net exports



Source: JP database, UNECE/FAO

Sawn Softwood Net Trade - 2002

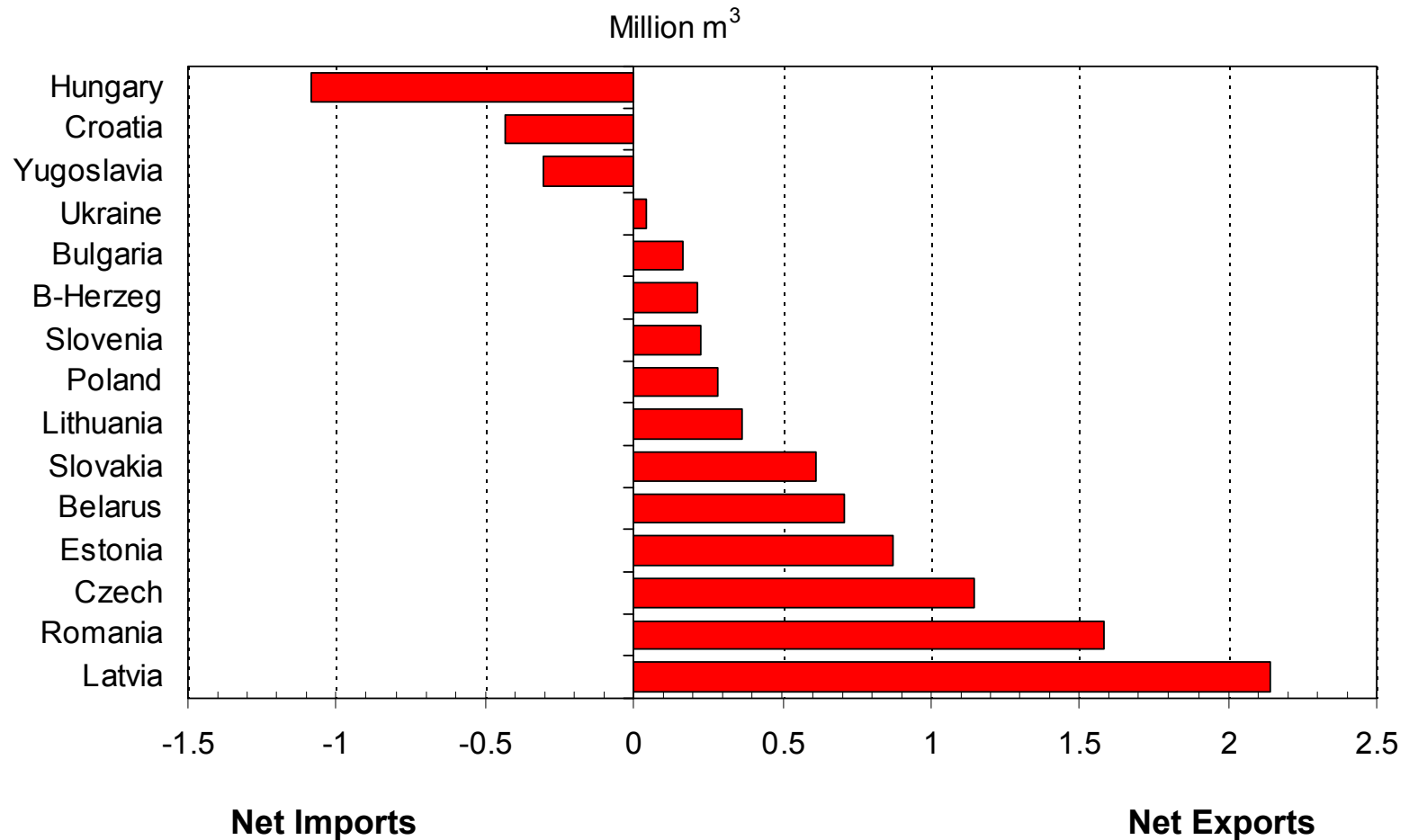
Most Western European countries are net importers



Source: JP database, UNECE/FAO

Sawn Softwood Net Trade - 2002

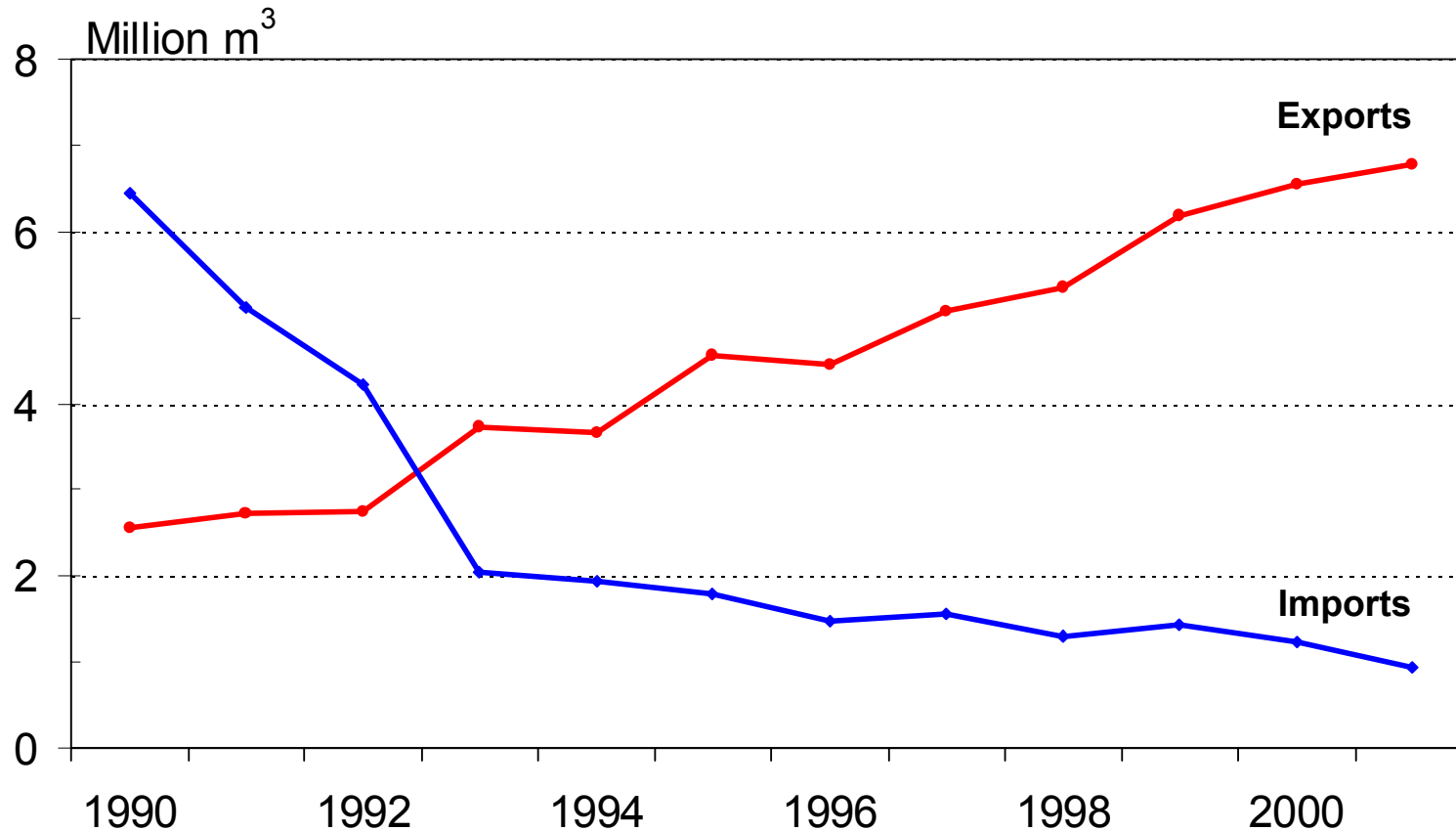
Most Eastern European countries are net exporters



Source: JP database, UNECE/FAO

European Overseas Trade (excl. Russia & CIS)

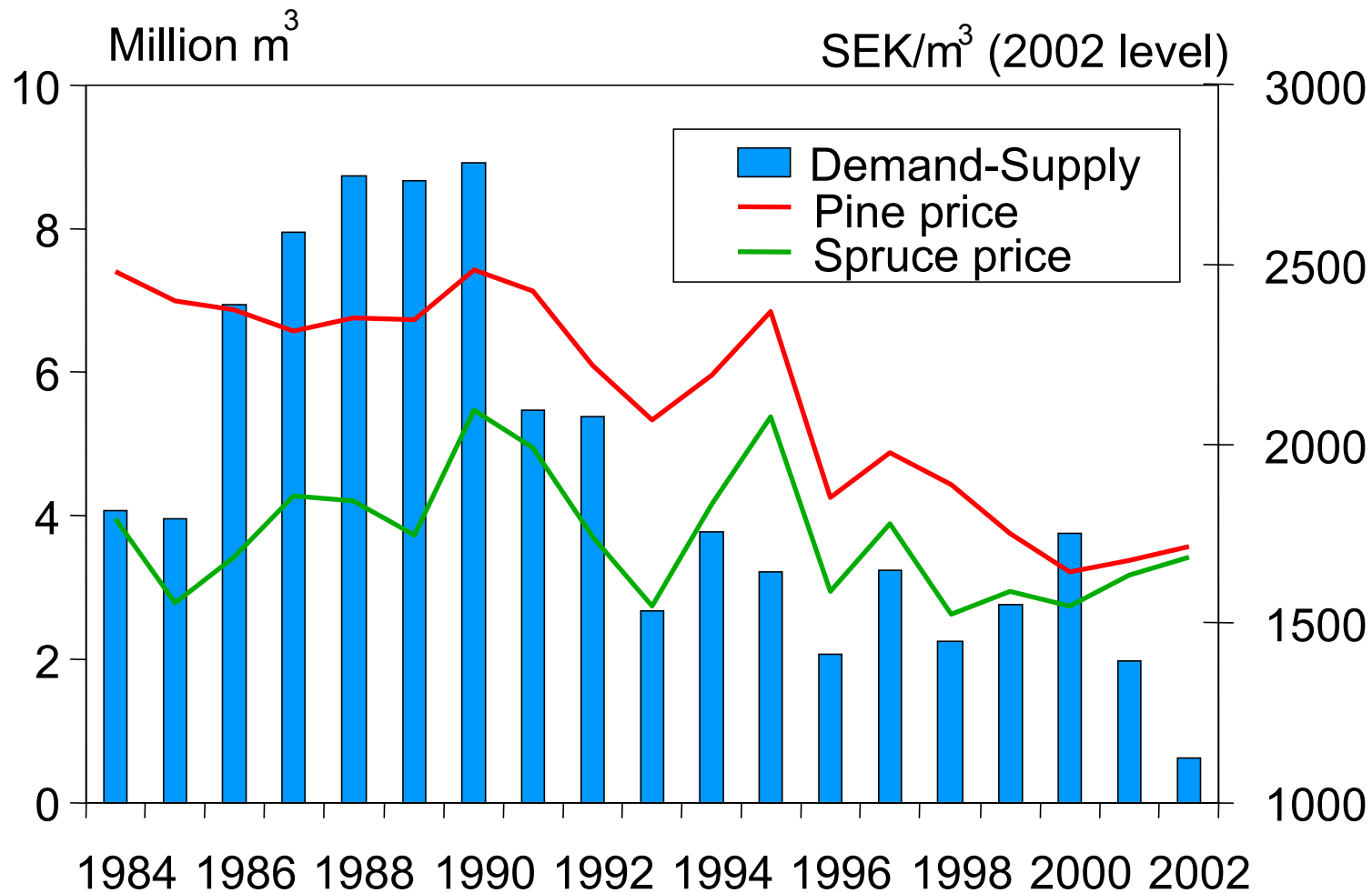
Europe as a whole has become a net exporter



Source: UNECE/FAO, EFI

Demand-Supply vs. Prices - Western Europe

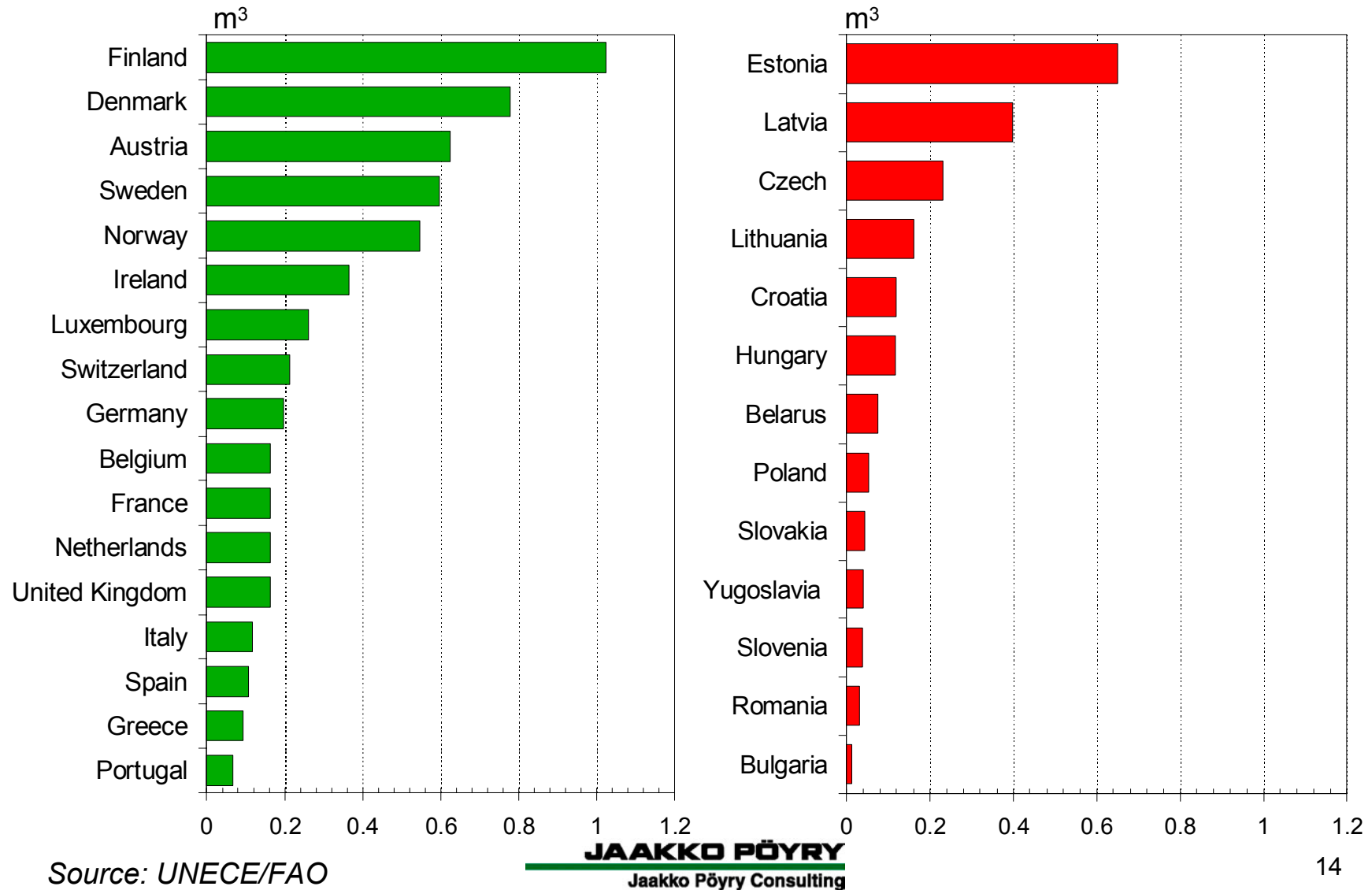
Growing market saturation – Negative impact on prices



Source: JP database

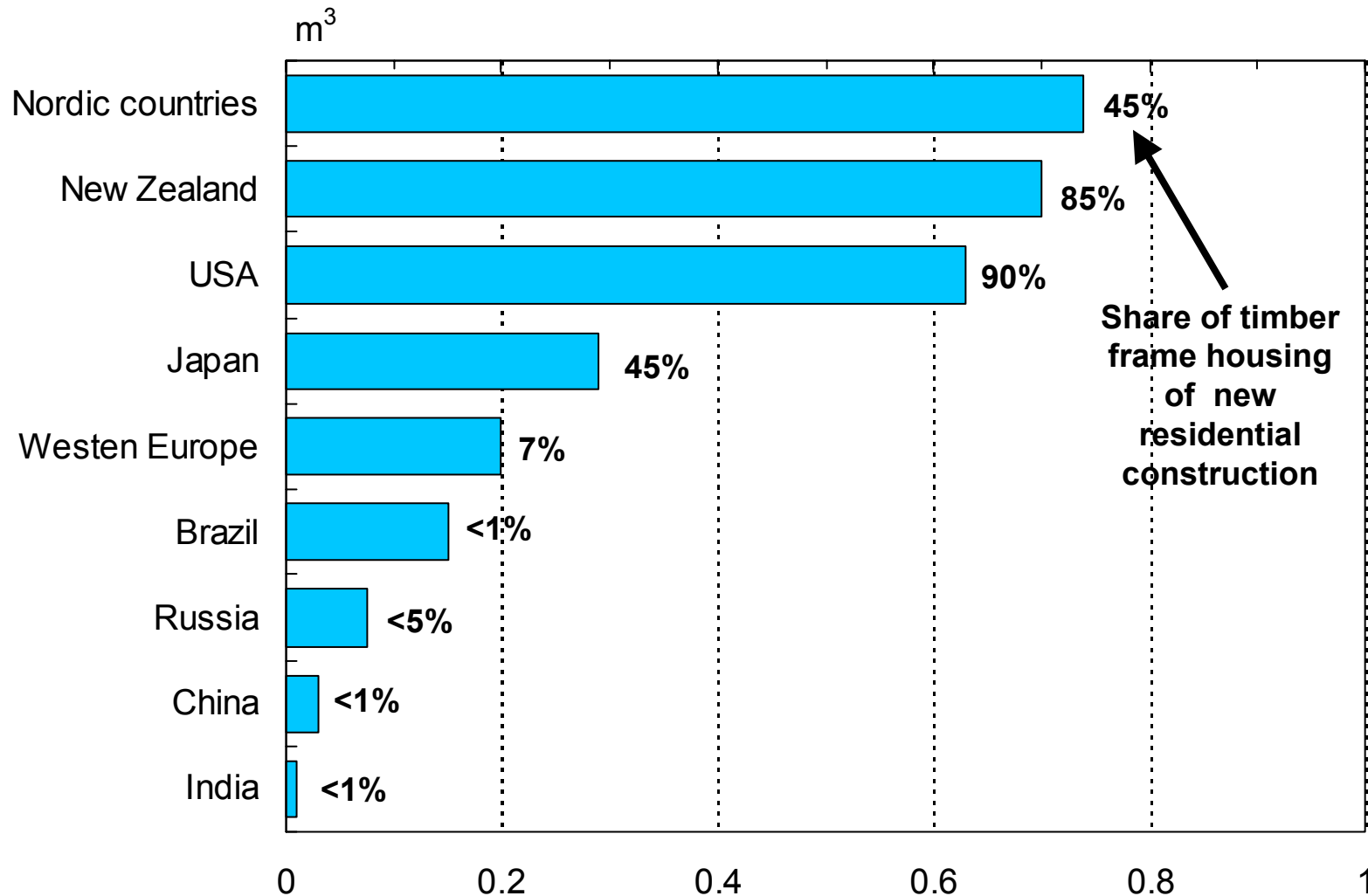
Consumption Per Capita – Europe 2002

Significant variation in consumption per capita



Consumption Per Capita – Global

Correlation between consumption and timber frame housing



Source: JP database, UNECE/FAO

Conclusions

- **Stagnant demand development in Western Europe**
- **Macro economic drivers do not support significant growth**
- **Increasing demand and production in low cost countries**
- **Oversupply in Europe**
- **Active measures needed:**
 - **To gain share in overseas markets**
 - **To increase per capita demand in Europe**

Thank You