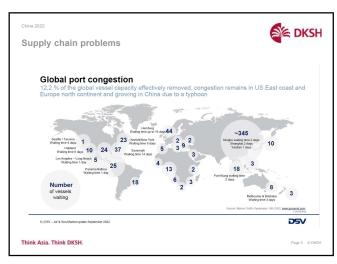


Agenda

- Supply chain problems
- Stocks of raw material and ready made brushes
- Delays in Europe – missing orders in China – what a contradiction
- Natural bristle
- Outlook



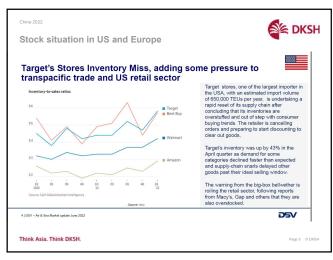
Supply chain problems

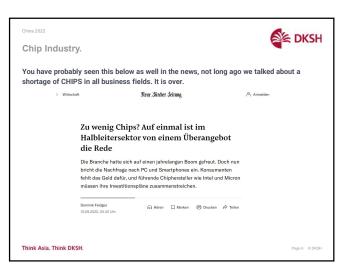
Cannot remember we ever had such huge problems with our worldwide supply chain service providers be it seafreight or landfreight.

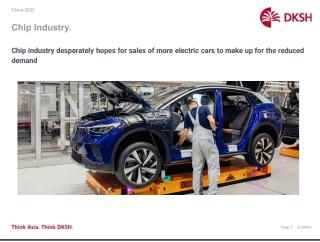
Everybody was affected by this problem. I have to say sorry to my customers for these delays which we partly had.

The contradictionary situation is showing currently - on one side we and our customers are still suffering from the above-mentioned delay of lots of containers, - but on the others side we can already see increasing stocks and «CLEAR OFF SALES»

This situation is showing to me on my daily business talks in all our business fields. Partly we still have terribly delayed goods, on the other hand due to missing new orders most of my customers are reluctant to purchase for 2023.







Market for filaments and bristles
SEAFREIGHT

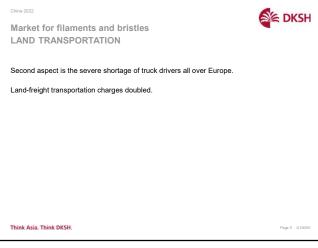
Juch a situation is according my experience in this business field a typical moment for falling prices.

Different this year.

Despite already reduced sea freight cost which went down from 10.000 USD in January 2022 per 20 feet TCEU to 6.000 USD per TCEU in September from Shanghai to Hamburg. We are still at an all time high for sea freight rates. Remember in the past we paid around 2.000 USD:

Think Asia. Think DKSH.

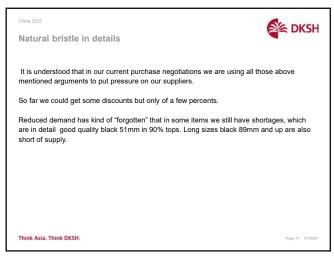
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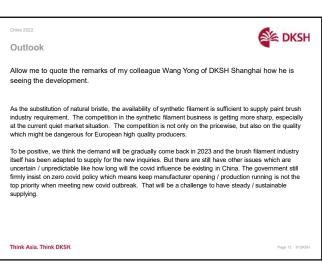
Market for filaments and bristles USD/EUR

Third reason for still high prices is: On top we have for those who are buying in EUR or corresponding currencies a price increase of around 18% depending on the period of time which one is looking at. Today exchange rate USD EUR is 1.00 a year ago it was 1.18 USD / EUR

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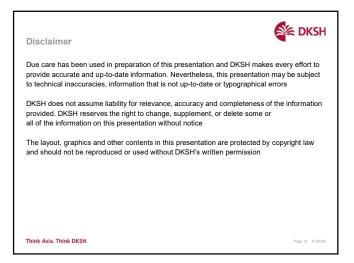


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