

## Market Update

19.09.2022

Dear Customers,

the end of the year 2022 is approaching quickly. Again, an eventful and turbulent year comes to an end. As it appears, we can expect 2023 to be similarly challenging for us and our market partners.

For MVQ Silicones GmbH the end of the year is always exceptionally turbulent, hence we would like to use the opportunity to inform you about current market trends and our closure times.

### **1. Commercial Pricing**

Current pricing for our GP-Sheeting, SIL-Spongesheeting and all our extrusion will remain stable for all orders shipped before 15<sup>th</sup> of December 2022. Unfortunately, Rogers Bisco and Poron Materials are exempt from this rule.

We suggest you use the opportunity to increase your stocks at current pricing, before we close for our Christmas break.

Unfortunately, we are currently unable to provide pricing information for 2023. The talks with our raw material suppliers are yet to be held and as it currently stands, we do not expect significant decreases. Given the current surge in energy prices, general inflationary environment and the Russian invasion in Ukraine, the market remains unstable. As it currently stands it is more likely to see further price increases for 2023.

### **2. Lead Times and reliability**

With the end of the summer holiday period our deliveries from stock material will return lead times within one week. Materials that need to be produced currently have a lead time of 5-7 weeks. MVQ Silicones GmbH is therefore one of the most reliable and quickest suppliers within the industry.

Unfortunately, that does not include Rogers Bisco Materials. These are still heavily delayed by the manufacturer and have current lead times of 40 weeks and more. Should you have customers or project that rely on Rogers Bisco materials, contact us, so that we can try to help as early as possible.

### **3. Closure times**

Because of our inventory check we will not be sending shipments from the 26<sup>th</sup> of October 2022 until the 1<sup>st</sup> of November 2022. On the 2<sup>nd</sup> of November we will be available as usual.

In addition to that, MVQ Silicones GmbH will be closed from the 23<sup>rd</sup> of December 2022 until the 6<sup>th</sup> of January 2023. We will return on the 9<sup>th</sup> of January 2023.

In summary of the above, we recommend that you and your customers use this opportunity to place your orders until the year end now. That will ensure you current pricing and in time delivery for the start of 2023. Please contact us to discuss potential call off orders for Q1 2023 to ensure pricing even beyond the end of 2022.

Best Regards  
Kevin Soudah  
General Manager  
MVQ Silicones GmbH