

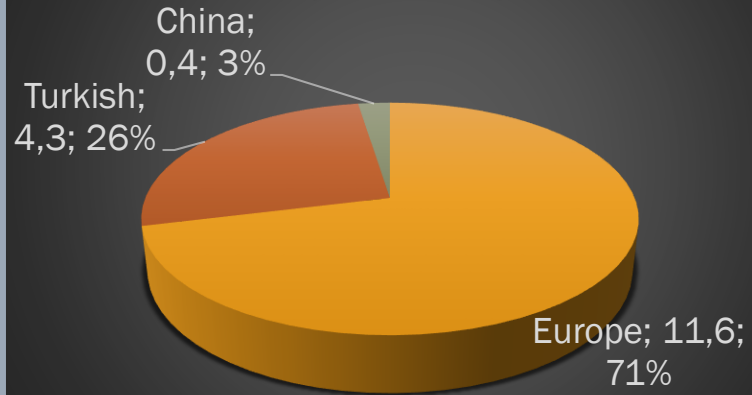


Water based dispersions in Ukraine 2023. Transformation

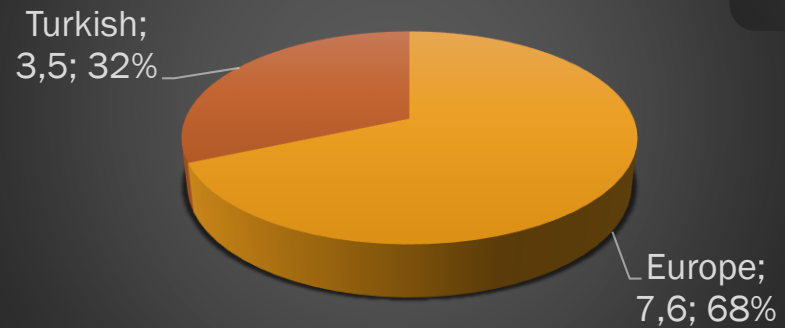


Situation on the market in 2023

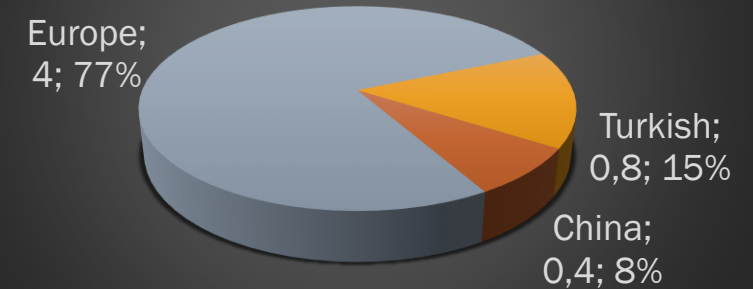
Water-based dispersions in 2023, Ukraine, KT



SA Universal dispersions in 2023, Ukraine, KT

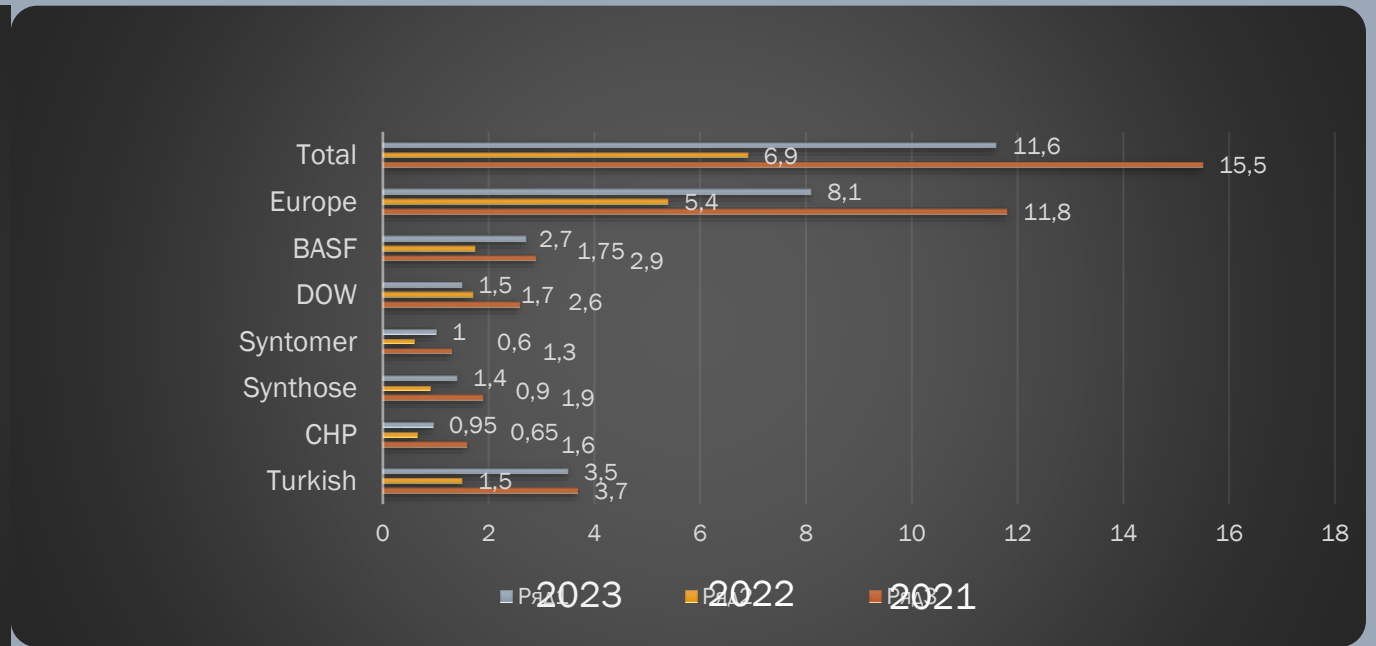
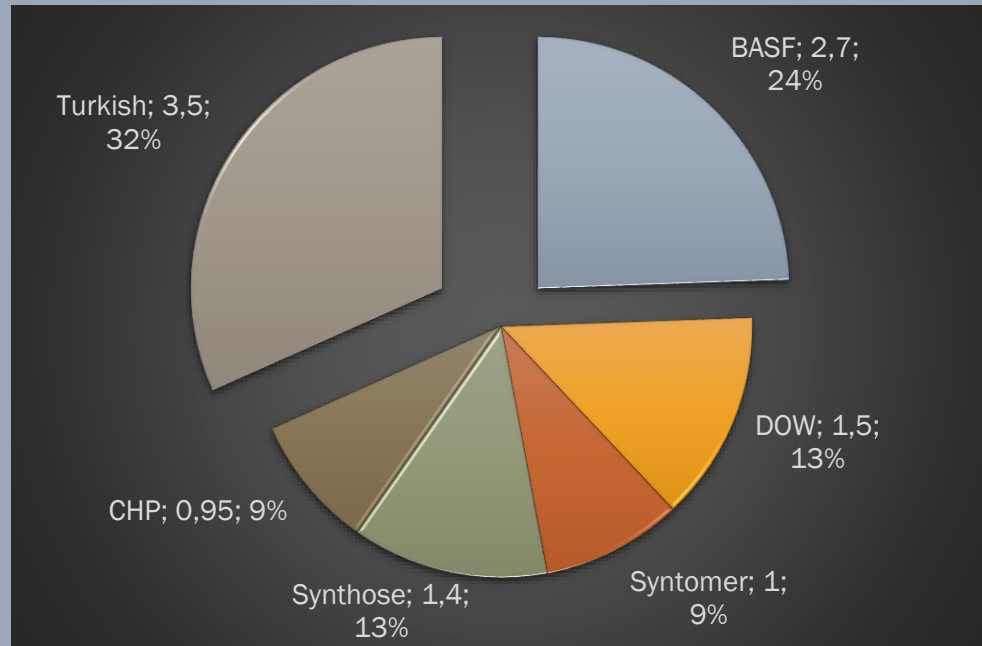


Special dispersions in 2023, Ukraine, KT



- THE VOLUME OF ALL DISPERSIONS (ACRYLIC GROUP)- 16,3KT
- SA DISPERSIONS - 11,1KT
- SPECIAL APPLICATION - 5,2KT

SA dispersions in 2023, KT

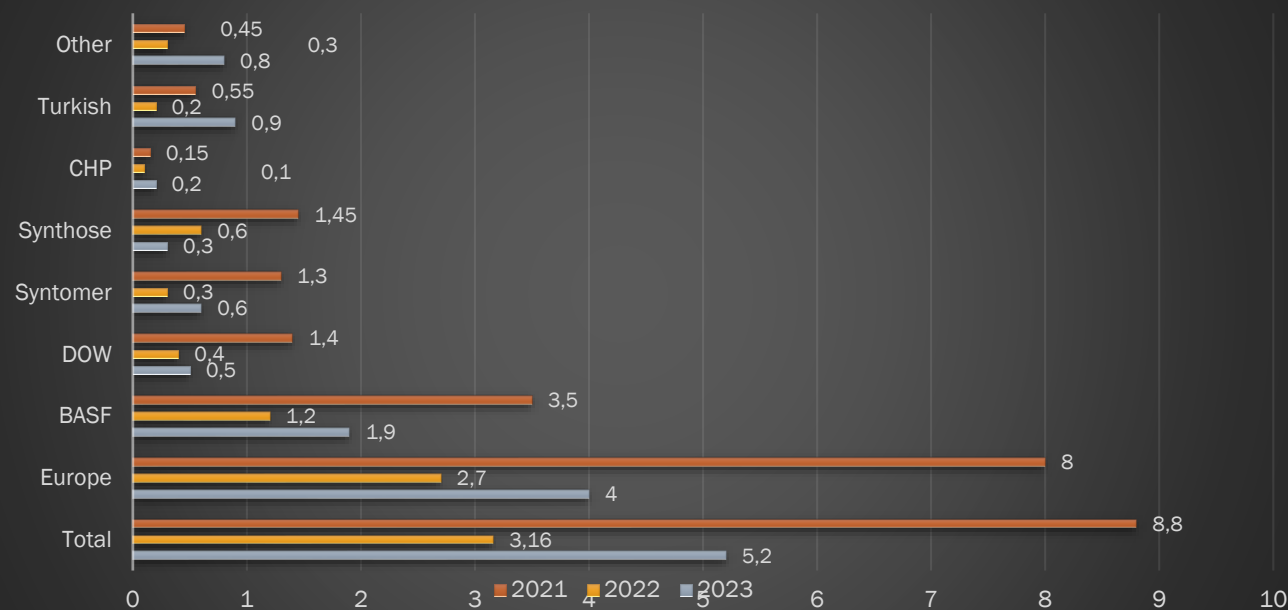
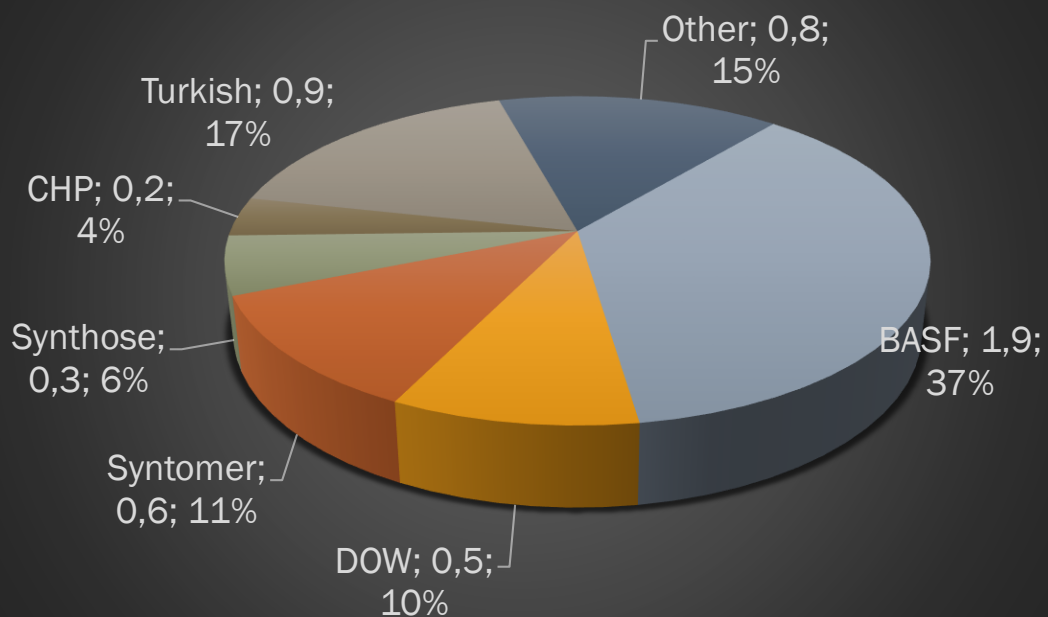


+60% 2023/2022, -25% 2023/2021 IN THE MARKET

+50% 2023/2022, -31% 2023/2021 FROM EUROPE

+130% 2023/2022, -5% 2023/2021 FROM TURKEY

Special dispersions in 2023, KT



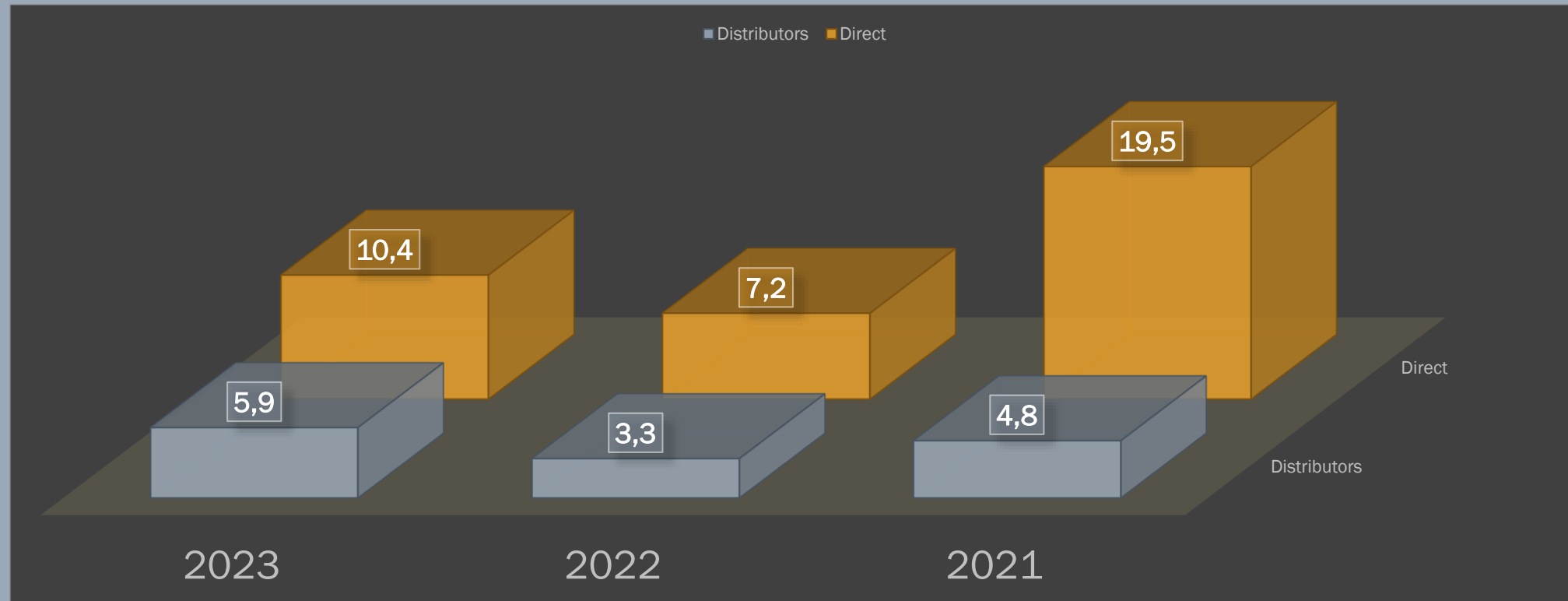
+62% 2023/2022, -40% 2023/2021 IN THE MARKET

+48% 2023/2022, -50% 2023/2021 FROM EUROPE

+770% 2023/2022, +60% 2023/2021 FROM TURKEY

30% of assortment is lost

Distribution market in 2023



- 20% OF DELIVERIES VIA DISTRIBUTORS IN 2021
- 31% OF DELIVERIES VIA DISTRIBUTORS IN 2022
- 36% OF DELIVERIES VIA DISTRIBUTORS IN 2023

Influencing factors in 2024

- e – RECOVERY (3-7%)
- e – HOME
- POSTPONED DEMAND
- KEY RATE (15%)
- GRANTS
- INVESTORS
- FRONT LINE
- MOBILISATION
- SUPPLY CHAIN (SAFETY)
- CRISES IN THE WORLD

FORECASTS FOR 2024???