

II half of
2014



RUSSIAN WOOD PELLETS MARKET ANALYSIS



National Forest Investments and
Development Agency

FRAMEWORK
«OPEN MARKET»

Dear colleagues!

The situation in Russian economy gives unique chance for wood pellet producers. I think that no one could have imagined more preferable external conditions for exporters. Current macroeconomic situation is similar to the one of 00's at the period of incipience of pellet industry in Russia.

Potential of a 'cheap Ruble' is already revealed in the increasing of export volumes. We hope that it will help pellet producers to use fully their opportunities this year.

Within the frameworks of international exhibition WOODDEX Moscow-2015 we organize All-Russian Wood Industries Investment Congress. This event is provided in cooperation with «Derewo.RU» magazine. We invite you to the biggest specialized Congress at 25 November 2015. More information you can find on the site – www.investyles.ru.

ABSTRACT



Vitaly A. Lipsky

CEO

'National Forest Investments
and Development Agency' LTD

NATIONAL FOREST INVESTMENTS

and DEVELOPMENT AGENCY



- ✓ Wood products market research
- ✓ Raw wood market research
- ✓ Wood-processing manufactures and 'green' energy plants business-planning
- ✓ Technology market research

WWW.NLARI.COM

Marketing framework "Open Market" is conceived with the purpose of bringing specialized analytical marketing researches to a wider audience. The main objective of the framework is to provide readers with the most accurate information about prices, volumes, competitors, buyers and market trends. This review is intended to help market participants to understand actual market conditions for making management decisions. Marketing research should contain sufficient, reliable, relevant and useful information for the lowest reasonable price.

Analytical review is produced for all market participants interested in a strategic development of their business in the timber sector and for companies intending to invest in this sector.

Review is published twice a year in English and Russian.

FRAMEWORK

YOU CAN GET FULL INFORMATION
BY CONTACTS:

Phone: +7 (812) 921-77-45

E-mail: market@nlari.ru

*You can send us your order or
question. We glad answer to you.*

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MARKET

Wood pellets producers vividly responded to the devaluation of the ruble and are striving to take full advantage of new opportunities. Export of wood pellets for the period is 499.747 tons, it's on 35% more than was exported in the 1st half of 2014.

Export volumes was increased through commissioning of new capacities, such as JSC "LDK-3" and increasing production on existing capacities (for example "Vyborgskaya Lesopromyshlennaya Korporatsiya" LTD).

Export volume can be doubled in foreseeable future, because Russian production capacities are used only for 30-40%.

Geography of wood pellets supplies was expanded. Weak Ruble allows increasing transport costs. We can see direct export supplies to the Netherland that has not been seen for the last two years.

Analytical articles about market situation are published on our site

www.nlari.com

on analytical blog
'STRATFOREST'

You can find our articles in
social networks:



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Wood pellets market analysis has been issued within framework 'Open Market' that supplies operative analytical information to all market participants.

Wood pellets market report chronology is below.

RELEASED EDITIONS

Start of framework
'OPEN MARKET'

2012

First reports
for pellets
and
briquettes
markets

Russian pellet market
analysis subscribers
present 85% of
market turnover

First report
about OSB
market

2013

Russian pellet
market report
renovation

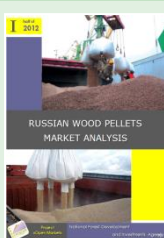
2014

Brief reports about market situation
you can find on our site sections
'ANALYTICS' and in blog
'STRATFOREST'

ATTENTION: Preview-versions of
reports you can find on our site
www.nlari.com in section 'OPEN
MARKET'



Rus.version

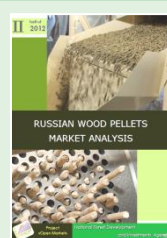


Eng.version

I half of year



Rus.version



Eng.version

II half of year



Rus.version



Eng.version

I half of year



Rus.version

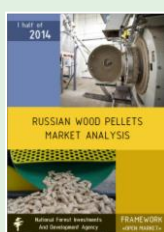


Eng.version

II half of year



Rus.version



Eng.version

I half of year



Rus.version



Eng.version

II half of year

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RELATED MATERIALS

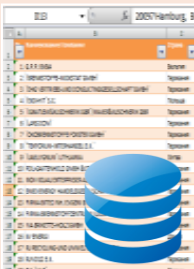
We offer you analytical materials and data bases for biofuel markets. Please note that the data bases are constantly updated.

Russian wood briquettes market analysis



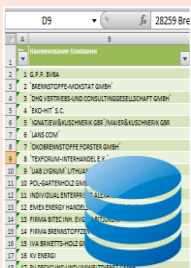
Analytical report is focused on prices and contains data of wood briquettes export prices and volumes, Russian market prices, EU market prices and information about market participants.

Data Base of wood briquettes buyers (importers)



Data Base contains full contact information about importers of wood briquettes.

Data Base of pellet producers



Data Base of pellet producers in Russian Federation, Ukraine and Belarus. Data Base includes description of export volumes, capacity, types of equipment and other information. Data Base contains partial information about briquettes producers.

Data Base of wood pellets buyers (importers)



Data Base contains full contact information about importers of wood pellets.

Detailed information about related materials you can find on our site www.nlari.com, in sections 'SOLUTIONS' and 'OPEN MARKET'

Publications per year: 2 issues of market overview

I half of year



Release date:

- ✓ 15 August
– Russian version
- ✓ 30 August
– English version

II half of year



Release date:

- ✓ 15 February
– Russian version
- ✓ 28 February
– English version

Analytical market review issues in Portable Document Format (PDF) only.

SUBSCRIPTION

Price for Russian version:

- ✓ 19.900 RUBLES – for ONE half-year market overview. If you want buy one issue without subscription;
- ✓ 27.900 RUBLES – for TWO half-year market overview. If you want get two issues of market overview by annual subscription;

Price for English version:

- ✓ 999 EURO – for ONE half-year market overview. If you want buy one issue without subscription;
- ✓ 1.499 EURO – for TWO half-year market overview. If you want get two issues of market overview by annual subscription;

PRICES

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*You can send us your questions,
we are glad to answer you*

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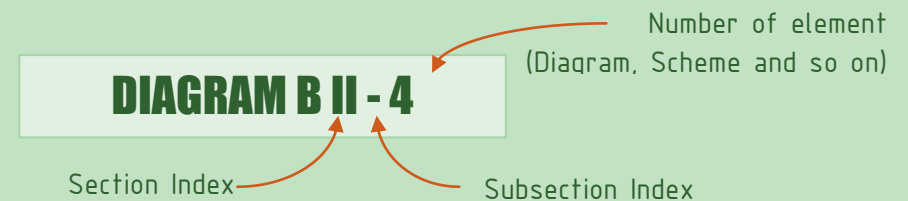
MARKET OVERVIEW STRUCTURE

DESCRIPTION

Market Overview consists of 4 basic Sections indexed by alphabetical symbols. Subsections indexed by Roman numerals. The Tables, Schemes, Diagrams and other graphic elements have continuous numbering within subsections and content section and subsection indexes.

EXAMPLE

Market overview information is presented with maximum of visualization



SECTION A

EXPORT PRICES for WOOD PELLETS

Russian export of wood pellets. Price technical analysis grouped by INCOTERMS shipping points and terms. Maximum, minimum and weighted average prices are presented by buyers and sellers for period.

SECTION B

PELLET PRICES in RUSSIAN FEDERATION (RETAIL PRICES)

Russian domestic wood pellets market price monitor.

SECTION C

HANDLING CHARGES for WOOD PELLETS

Current information on costs for wood pellets handling in Russian sea ports.

MARKET OVERVIEW STRUCTURE

SECTION D

CURRENCIES FLUCTUATIONS for PERIOD (euro/ruble)

Currencies fluctuations for period. Export profitability depending on currencies fluctuations.

SECTION E

INFORMATION

Information about wood pellets market, investments, market players and so on.

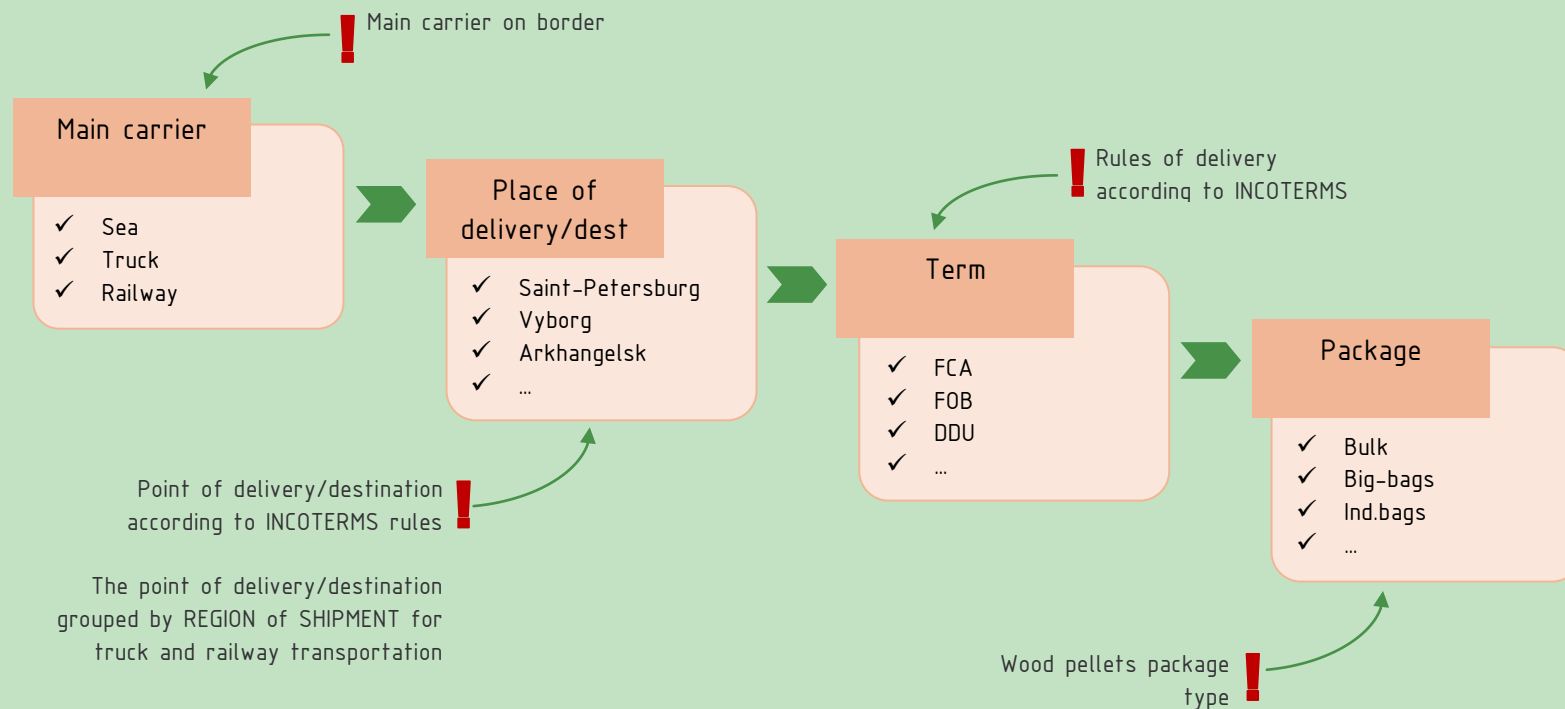
MARKET OVERVIEW STRUCTURE

DATA

Basic data for Section A: EXPORT PRICES for WOOD PELLETS is Custom Statistics for period by Custom Codes: 441310000, 441391000, 441399000, and other market information, achieved as a result of questionnaires of market participants, phone survey and other research methods.

STRUCTURE

Structure of Section A is focused on export prices and groups market information as below:



TERMS and DEFINITIONS

SELLER/ EXPORTER

Russian company that sell wood pellets abroad. Exporter of wood pellets may not be producer; it may be reseller or affiliated with pellet producer trade company.

On Schemes, in column 'Exporter/Producer' company exporter (seller) and pellets producer is presented, if this information is accessible.

BUYER

Foreign company that buy wood pellets. Buyer is importer. As a rule, on Russian market buyer isn't a consumer, but trade company.

EXPORT PRICES

Export prices are presented in invoices. Export price is defined for net-volume only.

EXPORT VOLUME

Export volume of wood pellets is grouped by period, exporter or buyer.

PLACE of DELIVERY/ DESTINATION

Place of delivery/destination is a point of transfer cargo to buyer. It can be a sea port, production plant, terminal and other named place destination.

TERMS and DEFINITIONS

TERM	Rule of delivery according to INCOTERMS.
BULK SHIPMENT	Sea shipment of wood pellets to the cargo space or specialized transport volume of vessel.
SHIPMENT in BIG-BAGS	Shipment of wood pellets packed in big-bags by vessel, truck and railway. It is expected that buyer will unload carrier in big-bags too. As a rule, truck shipments of wood pellets packed in big-bags are palletized.
SHIPMENT in CONTAINERS	Transportation of wood pellets in reusable containers. Wood pellets are packed in big-bags or individual package.
SEA SHIPMENT in INDIVIDUAL PACKAGE	Sea shipment of palletized wood pellets in individual packages. Transport in vessels as a palletized cargo.
TRUCK SHIPMENT in INDIVIDUAL PACKAGE	Truck shipment of palletized wood pellets in individual package.

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EXPORT PRICES for WOOD PELLETS

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SECTION A

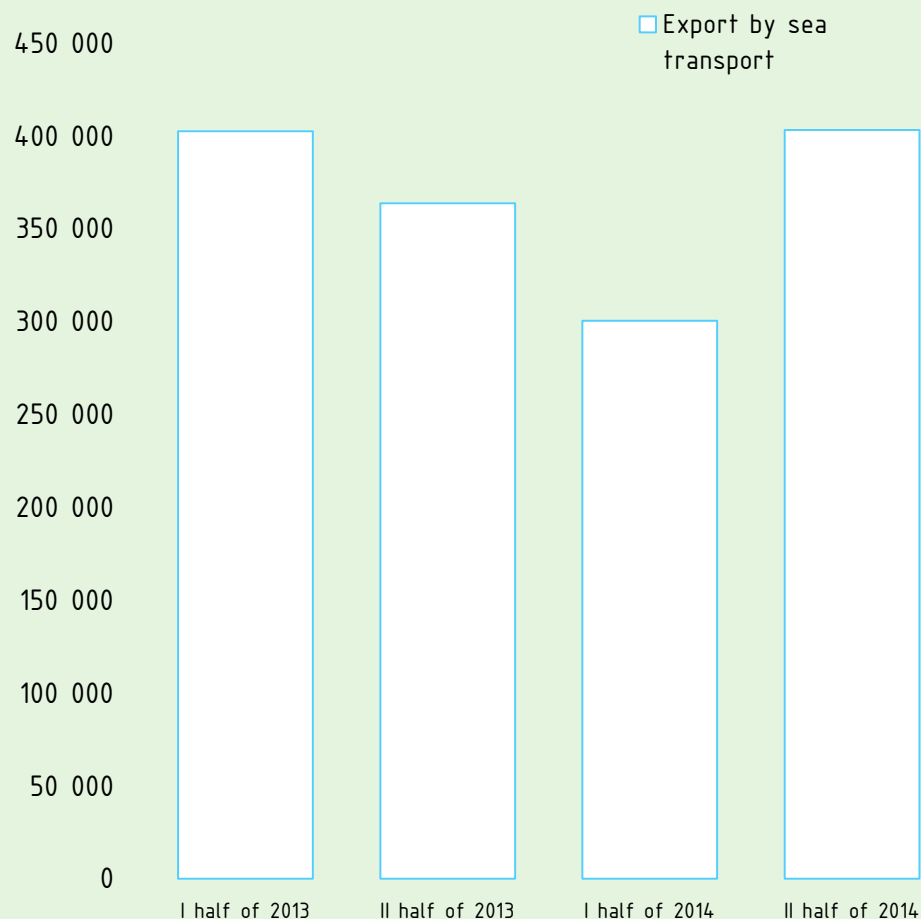
EXPORT PRICES for WOOD PELLETS

SUBSECTION I

SEA SHIPMENT of WOOD PELLETS

SEA SHIPMENT*
for 1st half of 2014

403.258 tons



* - SEA EXPORT VOLUMES by PLACES DELIVERY/DESTINATION
ALL TERMS/ALL PACKAGE

Sea shipment includes all export operations; mean a vessel as a main carrier. It includes bulk, palletized and containerized shipments.

Sea shipments are grouped by package type. Shipments in containers include bulk, big-bags packed pellets and pellets in individual package.

More than 403.258 tons of wood pellets were totally exported by sea during the IInd half of 2014. It composes 80% of all wood pellets export.

Export volumes by the sea way are increased in 1.34 times in compare with the 1st half of 2014. It was achieved through supplies from JSC "LDK-3" and LLC "VLC".

Significant export transactions were in euro. Wood pellets export to South Korea was in US dollars.

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CONTENT of SECTION A

SUBSECTION I: SEA SHIPMENT of WOOD PELLETS



INTERACTIVE CONTENT OF SUBSECTION AI: SEA SHIPMENT OF WOOD PELLETS

SAINT-PETERSBURG

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INTERACTIVE CONTENT OF SUBSECTION AI: SEA SHIPMENT OF WOOD PELLETS

SAINT-PETERSBURG

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INTERACTIVE CONTENT OF SUBSECTION AI: SEA SHIPMENT OF WOOD PELLETS

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INTERACTIVE CONTENT OF SUBSECTION AI: SEA SHIPMENT OF WOOD PELLETS

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TOTAL
for LLC «VLK»

INCOTERMS	ALL TERMS	PACKAGE	ALL TYPES
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KRESTCY

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TOTAL no JSC «LDK-3»

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KHIMKI

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INTERACTIVE CONTENT OF SUBSECTION AI: SEA SHIPMENT OF WOOD PELLETS

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INTERACTIVE CONTENT OF SUBSECTION AI: SEA SHIPMENT OF WOOD PELLETS

VANINO

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EXPORT PRICES for WOOD PELLETS

MAP AI-1: GEOGRAPHY POINTS SHIPMENT OF WOOD PELLETS

TRANSPORT

SEA SHIPMENT

INCOTERMS

ALL TERMS

SAINT-PETERSBURG

PACKAGE

ALL TYPES

