



TradeData International
BETTER BUSINESS DECISIONS



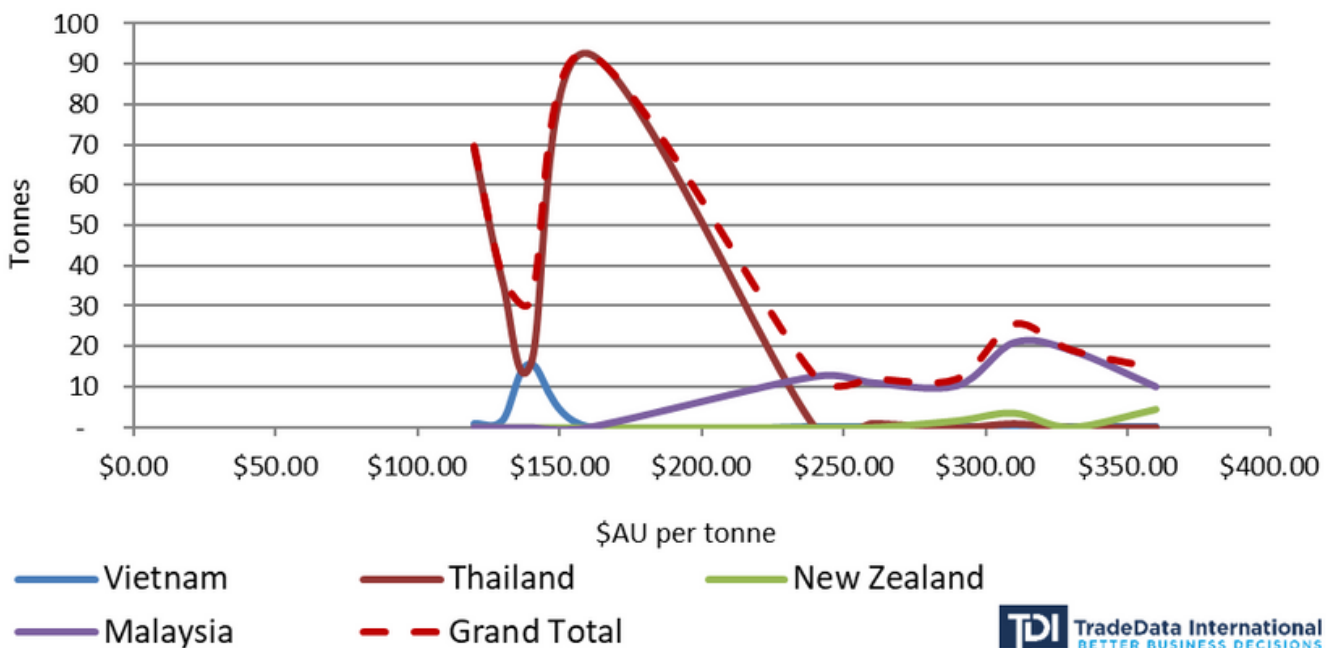
**Import volumes increase by
200 % at substantially higher
prices**

Understanding Supply Lines

The product is Quicklime, which is used in various manufacturing applications like steel, paper, water treatment, mining, and others. There are several large Australian manufacturers (Adbri, Boral, Sibelco, Wagner, Lime Group Australia) as well as others that import. The issue for local firms is import volumes have more than doubled and average prices are increasing strongly - WHY?

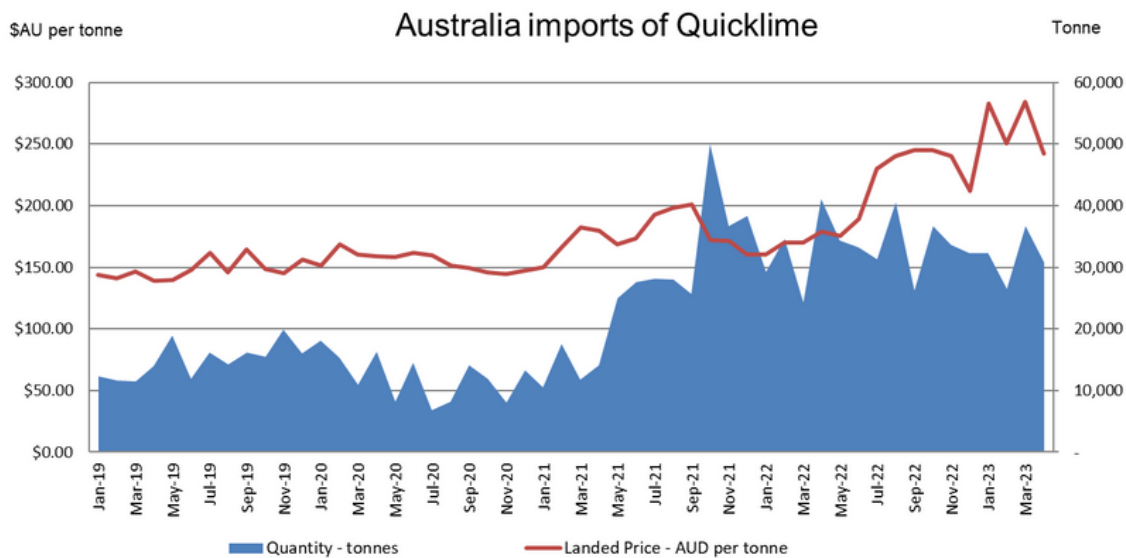


Price Histogram - Australia Imports of Quicklime 2022

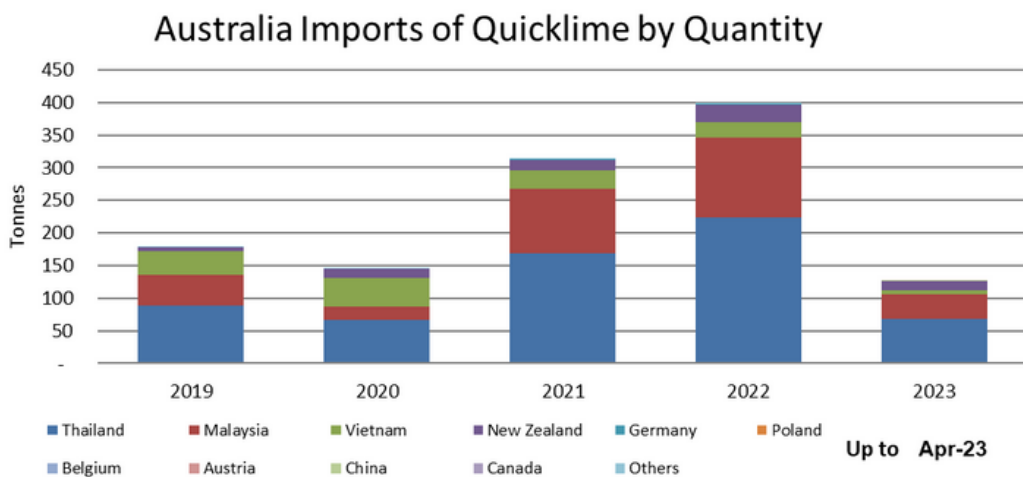


Understanding the market

TradeData works with clients to enable them to understand and react to changing market conditions. TradeData clients can adjust their purchasing, reporting, marketing, sales, and production decisions with improved understanding of import and export markets.



Import volumes triple from 10 to 30 thousand tonnes a month. Average prices increase from around \$170 to just under \$250 per tonne in 2022

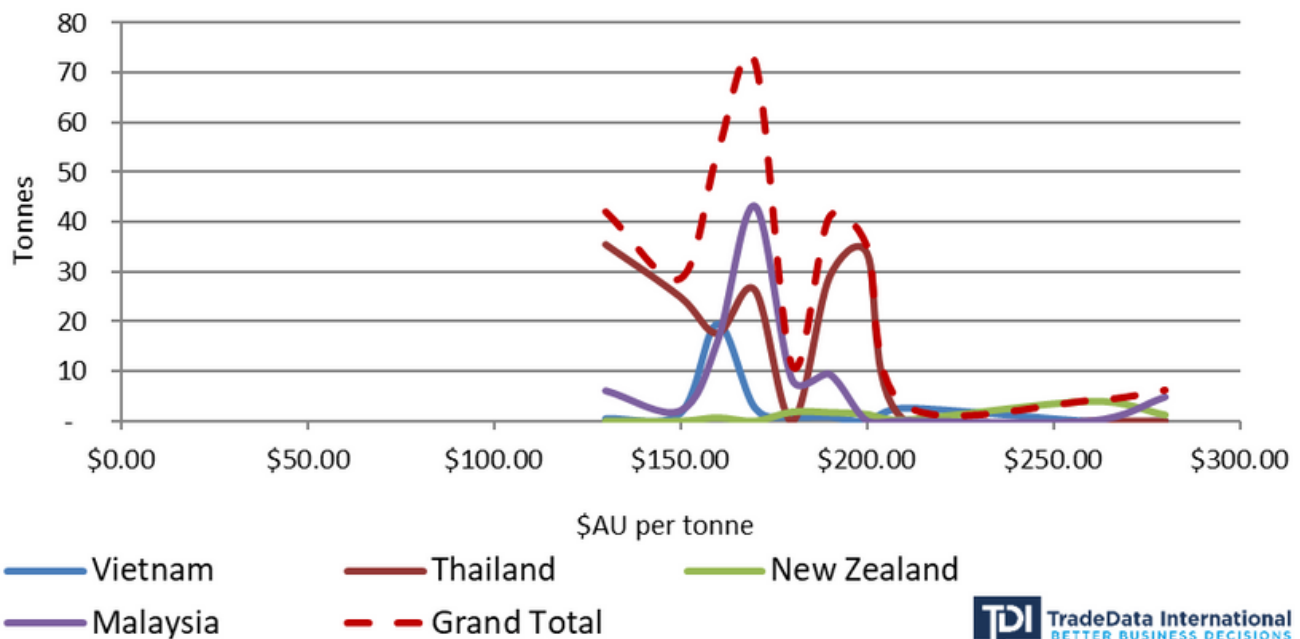


Large increase in import volumes from Thailand and Malaysia

Who is driving these rapid price increases

In 2021, imports from Malaysia and Thailand landed in Australia at prices between \$AU 150 per and \$AU 200 per tonne. In 2022, this changed substantially with Malaysia supplying larger volumes at far higher prices between up to \$AU 330 per tonne

Price Histogram - Australia Imports of Quicklime 2021



The increased supply from Malaysia is from Port Kelang into Fremantle and are possibly from RCI Lime or Lhoist Malaysia both of whom export from Port Kelang

Outcomes Influencing Strategic Decisions

The import market for Quicklime in Australia has changed substantially over the last two years with substantially higher volumes and prices.

A new higher priced market segment from Malaysia has emerged. Local firms, working with TradeData International, monitoring import statistics monthly gain valuable market insights to influence their production, purchase, and pricing decisions as market dynamics change.