



# Cost Drivers of Aquasign®

## Raw Materials

Aquasign® markers are made from a propriety silicone base, material backing combined with an acrylic tape, all of which are single source components. Approximately 78% of raw material costs can be attribute to the silicone components. Whilst the Euro is weak against the Pound this has been offset by the strength of the USD.

### Silicone - Cost Drivers

#### Silicon Metal

- 65-75% Raw Material Cost

#### Methanol

- 15-30% Raw Material Cost

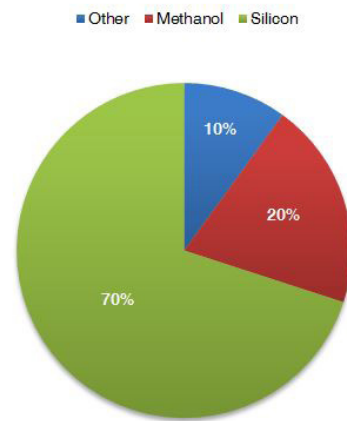
#### Crude Oil

- Indirect Impact

#### Fumed & Precipitated Silica

- For Elastomers

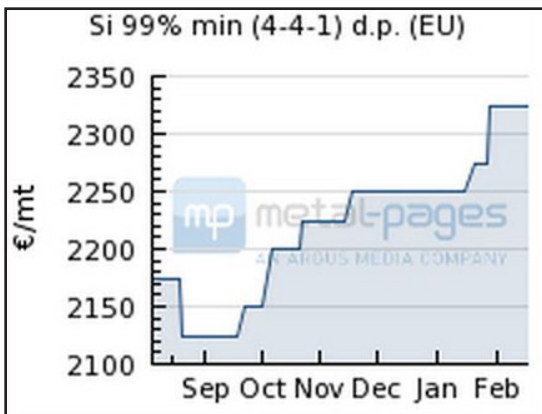
Siloxane Raw Material Cost Breakdown



Source: Internal Bluestar Silicones

### Price History

Our procurement team review market data quarterly to ensure that decreases are pursued when market conditions warrant. In the last 14 months AQUASIGN has not been able to receive price reductions for any of its anti-fouling raw materials. Due to lead times AQUASIGN holds a minimum stock level of 3 months' supply for critical components thus once price decreases are achieved this will be the lag time before benefits are experienced.



Source: <http://www.metal-pages.com>



Source: Methanex