

The regular exchange of information with you is important to us. We are convinced that this is the basis for mutual success, which is why we at STEINEL Solutions are committed to transparent and customer-oriented communication. With the STEINEL News format, we report the most exciting news from STEINEL, inform you about current events on the procurement market, offer you some market news and take a look at technologies.

## Raw material and supply chain management

### Security situation in the Red Sea

As previously reported, attacks on cargo ships in the Red Sea by the Houthi rebels from Yemen are having an impact on the logistics industry. It is currently not foreseeable that this situation will ease in the near future.

In December 2023, the volume of containers transported in the Red Sea had already fallen by more than half, forcing container ships to take a detour around Africa. This detour around the Cape of Good Hope takes seven to 20 days. As a result, freight costs and transport times for goods between the Far East and Europe have risen significantly - in some cases by up to 300 percent. The capacity utilization of the ships also has to be rescheduled. Due to the longer transport route, they cannot pick up new goods at a specific port as originally planned. If necessary, they would have to reload goods, which in turn can result in time and additional costs. Although most companies were able to reduce this backlog again, some carriers are currently still experiencing increased freight volumes due to the Chinese New Year.

Insurance claims relating to Yemen are currently being rejected by transport insurance companies. (1)

### Price situation & delivery times

Inventory range and order point are the two critical parameters for strategic buyers. Choosing the "optimal" time to order remains a major challenge at all levels (right up to the end customer). It is still unclear when the order point has been reached. Currently, the order volume is still well behind 2023.

There is a growing expectation that at least the phase of stock corrections will soon be over. However, when it comes to the question of how far into the future the company's own stocks actually extend, there are certainly different dimensions. This ranges from 50 days to around the first quarter of 2025. Delivery times also currently vary from four weeks to twelve months.

Many components are currently stable to slightly decreasing in terms of both price and replenishment times. Purchases have largely lost the horror of tenfold or higher prices. However, it should be noted that manufacturers/manufacturing service providers may have large stocks at different conditions. Only very few parts are priced in the opposite direction. This is because they have either been produced for a very long time and only in older factories with structure widths of 90nm and more, or contain raw materials (e.g. gold coatings for relays, etc.) that have recently become significantly more expensive.

The tense situation on the transport routes between Asia and Europe is leading to an increase in requests from customers for early deliveries. Despite many signs that delivery times are normalising, there are still delivery bottlenecks, such as 82 weeks for Z diodes, 100 weeks for ESD diodes and 99 weeks for SiC MOSFETs.

However, the fact that stock levels are falling across the entire industry also increases susceptibility to any unforeseen disruptions. Be it earthquakes, floods or other disruptive influences in the value chain, everything has an immediate impact on prices and delivery times. (2 & 3)

Certifications and quality standards

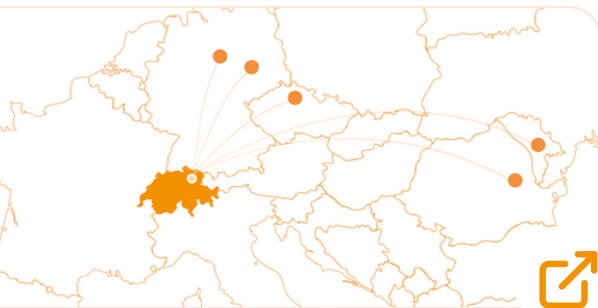


**Once again awarded the “Prädikat UND” rating**

The Fachstelle UND recognizes companies that successfully implement measures to reconcile work, family and private life as well as gender equality.

The repeated certification confirms STEINEL Solutions' ongoing commitment to a modern HR policy and the sustainable anchoring of family and work-life balance in its corporate strategy.

One-Stop-Shop



**One-Stop-Shop**

Together with and for our customers, we develop innovative products, provide advice and support from the idea to the market launch, and industrialize and manufacture from the heart of Europe! Our customers can rely on a Europe-wide manufacturing and product development network to scale up quickly and efficiently.

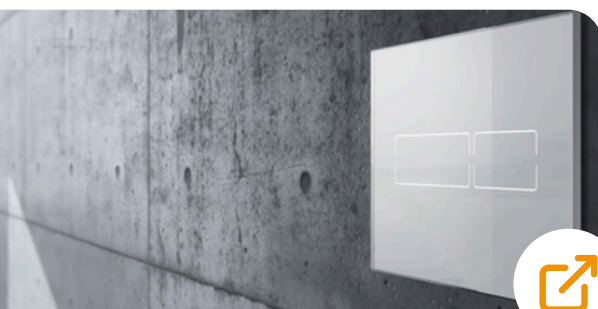
Specialist article



**Sensor development using Confusion Matrix**

As a provider of complete sensor solutions, STEINEL Solutions AG has many years of experience in the development and production of sensors in a wide range of industries. In addition to experience, the successful implementation is also based on the Confusion Matrix methodology.

References



**Sanitary application with STEINEL high-frequency technology**

STEINEL Solutions AG developed a proximity and trigger sensor for TECE GmbH in close cooperation. The TECElux Mini is an electronic real glass flush plate for the TECE cistern, in which a modified STEINEL high-frequency sensor is integrated.

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