

## Soaring gas prices will raise the cost of some building materials

The construction sector has already faced high prices for timber, steel and plastics this year. Due to skyrocketing gas prices, prices of energy-intensive building materials like concrete, cement and bricks will rise too, though at a slower pace



Construction workers in Budapest, Hungary

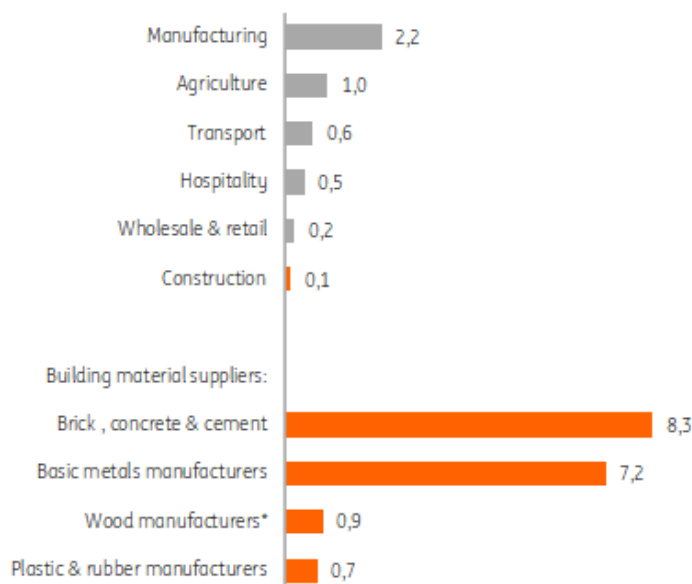
Energy markets are likely to remain tight in the coming months, especially if the European winter turns out to be cold. EU leaders are increasingly saying that the situation has become 'unbearable' for households and businesses. In a recent [article](#), Gerben Hieminga and Warren Patterson analysed policy options, but concluded there is no panacea. So what does the high gas price mean for the construction industry?

### Contractors don't use a lot of gas

Rising gas prices increase production costs for several industries, but manufacturing, agriculture (eg. horticulture) and transportation are particularly large users of natural gas. In comparison, the construction sector is not very gas intensive. In fact, sectors like wholesale, retail and hospitality are more reliant on this fossil fuel.

## Contractors use little gas, producers of building materials use a lot of gas

Use of terrajoule natural gas per € 1 million value added output, 2018



Source: Eurostat & ING Research, \*estimate

## Brick factories and the concrete and cement industry are energy intensive

While contractors don't use a lot of natural gas in the building process, that doesn't mean they are not impacted by rising gas prices. Suppliers of metals, bricks, concrete and cement are heavy users of natural gas. For instance, gas can easily account for one-third of the cost of a brick factory, as heating is an essential part of the production process.

---

*"French building material firm Saint-Gobain last week said it is expecting €1.5 billion of materials and energy cost inflation compared with 2020. That adds €400 million to its previous estimate from July, mainly due to the cost of energy in Europe"*

---

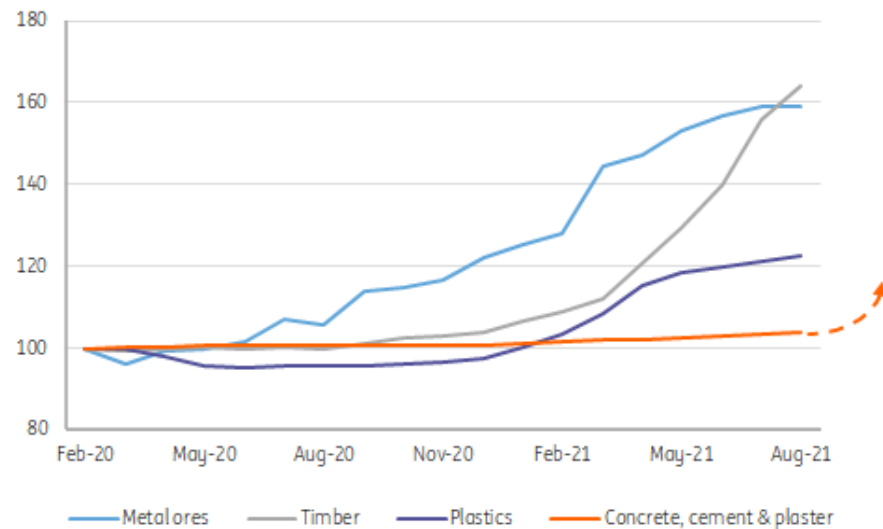
## Pass on the price

As we explained in our last [article](#) on building material prices, the "price through" of procurement prices in the markets for concrete, cement and bricks is rather slow as there is relatively low competition. This is due to the characteristics of these materials. They are large and heavy and consequently difficult and costly to transport. Therefore, concrete, cement and bricks are primarily traded on local markets. This gives the suppliers of these products more market power, which generally results in relatively higher prices but consequently also in lower price volatility. As a

result, output prices of these industries decrease but also increase at a slower pace compared to timber and plastics. This is one of the reasons why we haven't seen strong price hikes in cement, concrete and bricks, yet.

## Concrete & cement prices will increase

Producer Price Index, Index February 2020=100 in the European Union



Source: Eurostat, ING Research

## The next procurement price increase: cement, concrete and bricks

Despite the slower pass-through of procurement prices (including gas prices) for concrete, cement and bricks, the boom in gas prices will eventually make its way through these markets, which are very energy intensive. Therefore, contractors will have to prepare themselves for a phase of rising prices for building materials. The only “positive” thing for them is that the increase will probably be slower compared to plastics and timber.

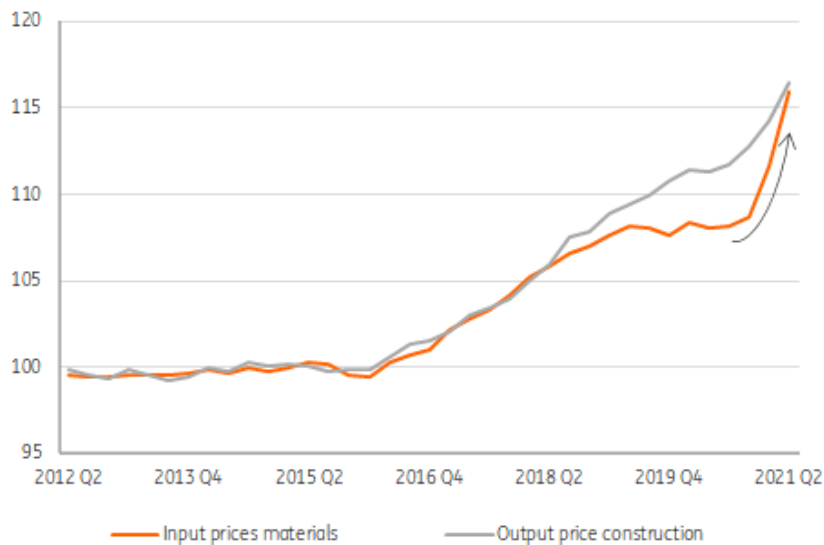
## Contractors' margins are diminishing

Building companies' profit margins have already come under pressure due to price hikes in timber, plastics and metals. These rising costs can easily lead to loss-making projects, as profit margins are thin in the construction sector, generally about 2% to 4%.

Output prices of construction projects and input prices of building materials are, in general, closely related. However, from 2018 until the end of 2020, contractors' output prices increased faster than input prices, which could have resulted in higher profits. Now, input prices are catching up quickly, having seen the biggest increase in the first half of 2021 since 2004.

## Contractors input prices are catching up

Construction prices new residential buildings, Quarterly data Index 2015=100, European Union



Source: Eurostat, ING Research

The construction sector is already struggling with substantially higher timber, plastic and metal prices. Increasing costs of concrete, cement and bricks will add more pressure to already low margins and could also lead to new supply chain disruptions if suppliers are forced to reduce production. This could lead to shortages and delays in the building process. To cope with price fluctuations, contractors will have to closely follow the price movements in building materials and [use hedging policies](#) to minimise losses.

### Author

#### Maurice van Sante

Senior Economist Construction & Team Lead Sectors

[maurice.van.sante@ing.com](mailto:maurice.van.sante@ing.com)

### Disclaimer

This publication has been prepared by the Economic and Financial Analysis Division of ING Bank N.V. (“ING”) solely for information purposes without regard to any particular user’s investment objectives, financial situation, or means. *ING forms part of ING Group (being for this purpose ING Group N.V. and its subsidiary and affiliated companies).* The information in the publication is not an investment recommendation and it is not investment, legal or tax advice or an offer or solicitation to purchase or sell any financial instrument. Reasonable care has been taken to ensure that this publication is not untrue or misleading when published, but ING does not represent that it is accurate or complete. ING does not accept any liability for any direct, indirect or consequential loss arising from any use of this publication. Unless otherwise stated, any views, forecasts, or estimates are solely those of the author(s), as of the date of the publication and are subject to change without notice.

The distribution of this publication may be restricted by law or regulation in different jurisdictions and persons into whose possession this publication comes should inform themselves about, and observe, such restrictions.

Copyright and database rights protection exists in this report and it may not be reproduced, distributed or published by any person for any purpose without the prior express consent of ING. All rights are reserved. ING Bank N.V. is authorised by the Dutch Central

Bank and supervised by the European Central Bank (ECB), the Dutch Central Bank (DNB) and the Dutch Authority for the Financial Markets (AFM). ING Bank N.V. is incorporated in the Netherlands (Trade Register no. 33031431 Amsterdam). In the United Kingdom this information is approved and/or communicated by ING Bank N.V., London Branch. ING Bank N.V., London Branch is authorised by the Prudential Regulation Authority and is subject to regulation by the Financial Conduct Authority and limited regulation by the Prudential Regulation Authority. ING Bank N.V., London branch is registered in England (Registration number BR000341) at 8-10 Moorgate, London EC2 6DA. For US Investors: Any person wishing to discuss this report or effect transactions in any security discussed herein should contact ING Financial Markets LLC, which is a member of the NYSE, FINRA and SIPC and part of ING, and which has accepted responsibility for the distribution of this report in the United States under applicable requirements.

Additional information is available on request. For more information about ING Group, please visit [www.ing.com](http://www.ing.com).