

Country: Association:	Belgium INDUMOTION	China CHPSA	Czech Republic CAHP	Finland FHFA	France ARTEMA	Germany VDMA
<b>National Home Sales (Consumption)</b>	Member companies sales 1)	Whole national market	Member companies sales	Member companies sales	Whole national market	Whole national market <sup>1)</sup>
1) National home sales <b>2016 in 1.000 national currency</b>		57.520.000 CNY	2.642.000 CZK			
National home sales <b>2016 in 1.000 Euro</b>	169.554	7.823.509	97.729	334.854	987.500	2.905.000
2) National home sales <b>Jan-June 2017/Jan-June 2016</b> recorded trend in %	-5,8	16,9	3,0	5,0	0,0	0,9
3) National home sales trend ( <b>July-Sept 2017/July-Sept 2016</b> )						
Decrease -10% or less						
Decrease less than -5%						
Decrease less than 0% to -5%						
Same 0%						
Increase more than 0% to +5%	X		X	X	X	
Increase more than +5%						X
Increase more than +10%		X				
4) National home sales <b>forecast 2017/2016</b> Total Hydraulics increase/decrease	1,1	2,0	4,0	6,0	3,0	6,0
Forecast 2017/2016 <b>mobile</b> applications increase / decrease in %	9,1	1,9	6,0	7,0	3,0	
Forecast 2017/2016 <b>industrial</b> applications increase / decrease in %	-0,3	0,1	2,0	5,0	3,0	
5) When was this sales <b>forecast for 2017/2016</b> originally published (i.e. first date of publication)?		March 2017	July 2017	July 2017	June 2017	April 2017
<b>National Home Orders</b>						
1) National home orders <b>Jan-June 2017/Jan-June 2016</b> recorded trend in %	5,8	10,6	4,0	10,0	14,0	14,6
2) National home orders trend ( <b>July-Sept 2017/July-Sept 2016</b> )						
Decrease -10% or less						
Decrease less than -5%	X					
Decrease less than 0% to -5%						
Same 0%						
Increase more than 0% to +5%			X	X	X	
Increase more than +5%						
Increase more than +10%		X				X
3) National home orders <b>forecast 2017/2016</b> increase/decrease in %	1,3	2,0	5,0	7,0	3,0	
4) When was this orders <b>forecast for 2017/2016</b> originally published (i.e. first date of publication)?		March 2017	July 2017	July 2017	June 2017	n/a
<b>Customer Industries</b>						
Economic trends ( <b>July-Sept 2017/July-Sept 2016</b> )						
<b>Mobile</b> machinery application market						
increase	X	X	X	X		
same					X	X
decrease						
<b>Industrial</b> fixed machinery application market						
increase		X				X
same			X	X	X	
decrease	X					
<b>Comparability: Considerable Changes?</b>						
YES						
NO	X	X	X	X	X	X
<b>Exchange Rate</b>						
Comments						
	1) B will report to 2 and 4 quarter					1) Forecast refers to domestic + export turnover
1 Euro = ... National currency (Euro-reference rate of the European Central Bank: Annual average of 2016)		7,3522 CNY	27,034 CZK			

Country: Association:	Italy ASSOFLUID	Japan JFPA	Netherlands FEDA	Norway HPF	Poland Corporation	Romania FLUIDAS
<b>National Home Sales (Consumption)</b>	Whole national market	Member companies sales	1) <sup>1)</sup>	Member companies sales	Member companies sales	Member companies sales
1) National home sales <b>2016 in 1.000 national currency</b>				1.500.000 NOK		
National home sales <b>2016 in 1.000 Euro</b>	1.478.000			161.454		
2) National home sales <b>Jan-June 2017/Jan-June 2016</b> recorded trend in %	4,0			1,0		
3) National home sales trend ( <b>July-Sept 2017/July-Sept 2016</b> )						
Decrease -10% or less						
Decrease less than -5%						
Decrease less than 0% to -5%						
Same 0%						
Increase more than 0% to +5%	X			X		
Increase more than +5%						
Increase more than +10%						
4) National home sales <b>forecast 2017/2016</b> Total Hydraulics increase/decrease	4,0			3,0		
Forecast 2017/2016 <b>mobile</b> applications increase / decrease in %				2,0		
Forecast 2017/2016 <b>industrial</b> applications increase / decrease in %				3,0		
5) When was this sales <b>forecast for 2017/2016</b> originally published (i.e. first date of publication)?	April 2017			July 2017		
<b>National Home Orders</b>						
1) National home orders <b>Jan-June 2017/Jan-June 2016</b> recorded trend in %	18,2			3,0		
2) National home orders trend ( <b>July-Sept 2017/July-Sept 2016</b> )						
Decrease -10% or less						
Decrease less than -5%						
Decrease less than 0% to -5%						
Same 0%						
Increase more than 0% to +5%				X		
Increase more than +5%	X					
Increase more than +10%						
3) National home orders <b>forecast 2017/2016</b> increase/decrease in %	5,0			4,0		
4) When was this orders <b>forecast for 2017/2016</b> originally published (i.e. first date of publication)?	April 2017			July 2017		
<b>Customer Industries</b>						
Economic trends ( <b>July-Sept 2017/July-Sept 2016</b> )						
<b>Mobile</b> machinery application market						
increase	X			X		
same						
decrease						
<b>Industrial</b> fixed machinery application market						
increase	X			X		
same						
decrease						
<b>Comparability: Considerable Changes?</b>						
YES						
NO	X			X		
<b>Exchange Rate</b>						
Comments			1) NL will report to 2 and 4 quarter			
1 Euro = ... National currency (Euro-reference rate of the European Central Bank: Annual average of 2016)				9,2906 NOK		

Country: Association:	Slovenia FTS	Spain AIFTOP	Sweden HPF	Switzerland GOP	Taiwan TFPA	Turkey AKDER
<b>National Home Sales (Consumption)</b>	Whole national market	Member companies sales	Whole national market	Whole national market	Member companies sales	Whole national market
1) National home sales <b>2016 in 1.000 national currency</b>			5.213.000 SEK	209.484 CHF	7.408.490 NTD	1.304.050 TRY
National home sales <b>2016 in 1.000 Euro</b>	18.616	395.300	550.539	192.152	207.748	390.049
2) National home sales <b>Jan-June 2017/Jan-June 2016</b> recorded trend in %	5,0	9,3	-4,0	-1,0	9,4	8,0
3) National home sales trend ( <b>July-Sept 2017/July-Sept 2016</b> )						
Decrease -10% or less						
Decrease less than -5%						
Decrease less than 0% to -5%						
Same 0%						
Increase more than 0% to +5%	X			X		
Increase more than +5%		X			X	
Increase more than +10%						X
4) National home sales <b>forecast 2017/2016</b> Total Hydraulics increase/decrease	5,0			-5,0	8,0	8,0
Forecast 2017/2016 <b>mobile</b> applications increase / decrease in %	5,0	7,8		0,0	5,0	9,0
Forecast 2017/2016 <b>industrial</b> applications increase / decrease in %	5,0			0,0	9,0	6,0
5) When was this sales <b>forecast for 2017/2016</b> originally published (i.e. first date of publication)?		June 2017		July 2017	July 2017	July 2017
<b>National Home Orders</b>						
1) National home orders <b>Jan-June 2017/Jan-June 2016</b> recorded trend in %	5,0	14,9	4,2	2,3	7,0	8,0
2) National home orders trend ( <b>July-Sept 2017/July-Sept 2016</b> )						
Decrease -10% or less						
Decrease less than -5%						
Decrease less than 0% to -5%				X		
Same 0%						
Increase more than 0% to +5%	X					
Increase more than +5%					X	
Increase more than +10%		X				X
3) National home orders <b>forecast 2017/2016</b> increase/decrease in %	5,0	8,3		2,3	8,5	8,0
4) When was this orders <b>forecast for 2017/2016</b> originally published (i.e. first date of publication)?		June 2017		July 2017	July 2017	July 2017
<b>Customer Industries</b>						
Economic trends ( <b>July-Sept 2017/July-Sept 2016</b> )						
<b>Mobile</b> machinery application market						
increase	X	X			X	X
same				X		
decrease						
<b>Industrial</b> fixed machinery application market						
increase	X	X			X	X
same				X		
decrease						
<b>Comparability: Considerable Changes?</b>						
YES						
NO	X	X	X	X	X	X
<b>Exchange Rate</b>						
Comments						
1 Euro = ... National currency (Euro-reference rate of the European Central Bank: Annual average of 2016)			9,4689 SEK	1,0902 CHF	35,661 NTD	3,3433 TRY

Country:	<b>UK</b>	<b>USA</b>
Association:	<b>BFPA</b>	<b>NFPA</b>
<b>National Home Sales (Consumption)</b>	Whole national market <sup>1)</sup>	Whole national market
1) National home sales <b>2016 in 1.000 national currency</b>	615.555 GBP	10.495.942 USD
National home sales <b>2016 in 1.000 Euro</b>	751.153	9.482.286
2) National home sales <b>Jan-June 2017/Jan-June 2016</b> recorded trend in %	2,4	6,2
3) National home sales trend ( <b>July-Sept 2017/July-Sept 2016</b> )		
Decrease -10% or less		
Decrease less than -5%		
Decrease less than 0% to -5%		
Same 0%		
Increase more than 0% to +5%		X
Increase more than +5%		
Increase more than +10%	X	
4) National home sales <b>forecast 2017/2016</b> Total Hydraulics increase/decrease	1,0	3,7
Forecast 2017/2016 <b>mobile</b> applications increase / decrease in %		3,7
Forecast 2017/2016 <b>industrial</b> applications increase / decrease in %		3,7
5) When was this sales <b>forecast for 2017/2016</b> originally published (i.e. first date of publication)?	October 2016	July 2017
<b>National Home Orders</b>		
1) National home orders <b>Jan-June 2017/Jan-June 2016</b> recorded trend in %	18,5	14,4
2) National home orders trend ( <b>July-Sept 2017/July-Sept 2016</b> )		
Decrease -10% or less		
Decrease less than -5%		
Decrease less than 0% to -5%		X
Same 0%		
Increase more than 0% to +5%		
Increase more than +5%		
Increase more than +10%	X	
3) National home orders <b>forecast 2017/2016</b> increase/decrease in %		3,7
4) When was this orders <b>forecast for 2017/2016</b> originally published (i.e. first date of publication)?		July 2017
<b>Customer Industries</b>		
Economic trends ( <b>July-Sept 2017/July-Sept 2016</b> )		
<b>Mobile</b> machinery application market		
increase	X	X
same		
decrease		
<b>Industrial</b> fixed machinery application market		
increase	X	
same		X
decrease		
<b>Comparability: Considerable Changes?</b>		
YES		
NO	X	X
<b>Exchange Rate</b>		
Comments	1) Only for the first question i.e.national home sales consumption. Estimated data.	
1 Euro = ... National currency (Euro-reference rate of the European Central Bank: Annual average of 2016)	0,81948 GBP	1,1069 USD

**CETOP/ISC Quarterly Trend survey**  
**Pneumatics 1-2 Quarter 2017**  
16 of 20 countries

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Country: Association:	<b>Belgium</b> <b>INDUMOTION</b>	<b>China</b> <b>CHPSA</b>	<b>Czech Republic</b> <b>CAHP</b>	<b>Finland</b> <b>FHPA</b>	<b>France</b> <b>ARTEMA</b>	<b>Germany</b> <b>VDMA</b>
<b>National Home Sales (Consumption)</b>	Whole national market 1)	Whole national market	Member companies sales	Member companies sales	Whole national market	Whole national market <sup>1)</sup>
1) National home sales <b>2016</b> in <b>1.000 national currency</b>		22.690.000 CNY	1.465.000 CZK			
National home sales <b>2016</b> in <b>1.000 Euro</b>	78.615	3.086.151	54.191	56.256	277.000	1.490.000
2) National home sales <b>Jan-June 2017/Jan-June 2016</b> recorded trend in %	6,0	17,8	4,0	0,0	5,0	8,3
3) National home sales trend ( <b>July-Sept 2017/July-Sept 2016</b> )						
Decrease -10% or less						
Decrease less than -5%						
Decrease less than 0% to -5%						
Same 0%				X		
Increase more than 0% to +5%	X		X		X	
Increase more than +5%						
Increase more than +10%		X				X
4) National home sales <b>forecast 2017/2016</b> increase/decrease in %	4,5	6,5	5,0	2,0	3,0	10,0
5) When was this sales <b>forecast for 2017/2016</b> originally published (i.e. first date of publication)?	July 2017	March 2017	July 2017	July 2017		April 2017
<b>National Home Orders</b>						
1) National home orders <b>Jan-June 2017/Jan-June 2016</b> recorded trend in %	6,0	18,2	4,0	2,0	5,0	9,0
2) National home orders trend ( <b>July-Sept 2017/July-Sept 2016</b> )						
Decrease -10% or less						
Decrease less than -5%						
Decrease less than 0% to -5%						
Same 0%						
Increase more than 0% to +5%	X			X	X	
Increase more than +5%						
Increase more than +10%		X				X
3) National home orders <b>forecast 2017/2016</b> increase/decrease in %	4,5	6,5	5,0	2,0	3,0	
4) When was this orders <b>forecast 2017/2016</b> originally published (i.e. first date of publication)?	July 2017	March 2017	July 2017	July 2017		
<b>Customer Industries</b>						
Economic trends ( <b>July-Sept 2017/July-Sept 2016</b> )						
increase	X	X	X			X
same				X	X	
decrease						
<b>Comparability: Considerable Changes?</b>						
YES						
NO	X	X	X	X	X	X
<b>Exchange Rate</b>						
Comments	1) B will report to 2 and 4 quarter					1) Forecast refers to domestic + export turnover
1 Euro = ... National currency (Euro-reference rate of the European Central Bank: Annual average of 2016)		7,3522 CNY	27,034 CZK			

**CETOP/ISC Quarterly Trend survey**  
**Pneumatics 1-2 Quarter 2017**  
 16 of 20 countries

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Country: Association:	Italy ASSOFLUID	Japan JFPA	Netherlands FEDA	Norway HPF	Poland Corporation	Romania FLUIDAS
<b>National Home Sales (Consumption)</b>						
	Whole national market	Member companies sales	1)	Member companies sales	Member companies sales	Member companies sales
1) National home sales <b>2016</b> in <b>1.000 national currency</b>				237.000 NOK		
National home sales <b>2016</b> in <b>1.000 Euro</b>	791.000			25.510		
2) National home sales <b>Jan-June 2017/Jan-June 2016</b> recorded trend in %	8,3			0,0		
3) National home sales trend ( <b>July-Sept 2017/July-Sept 2016</b> )						
Decrease -10% or less						
Decrease less than -5%						
Decrease less than 0% to -5%						
Same 0%				X		
Increase more than 0% to +5%						
Increase more than +5%	X					
Increase more than +10%						
4) National home sales <b>forecast 2017/2016</b> increase/decrease in %	8,0			0,0		
5) When was this sales <b>forecast for 2017/2016</b> originally published (i.e. first date of publication)?	April 2017			July 2017		
<b>National Home Orders</b>						
1) National home orders <b>Jan-June 2017/Jan-June 2016</b> recorded trend in %	9,6			0,0		
2) National home orders trend ( <b>July-Sept 2017/July-Sept 2016</b> )						
Decrease -10% or less						
Decrease less than -5%						
Decrease less than 0% to -5%						
Same 0%				X		
Increase more than 0% to +5%						
Increase more than +5%	X					
Increase more than +10%						
3) National home orders <b>forecast 2017/2016</b> increase/decrease in %	8,0			0,0		
4) When was this orders <b>forecast 2017/2016</b> originally published (i.e. first date of publication)?	April 2017			July 2017		
<b>Customer Industries</b>						
Economic trends ( <b>July-Sept 2017/July-Sept 2016</b> )						
increase	X					
same						
decrease						
<b>Comparability: Considerable Changes?</b>						
YES						
NO	X			X		
<b>Exchange Rate</b>						
Comments			1) NL will report to 2 and 4 quarter			
1 Euro = ... National currency (Euro-reference rate of the European Central Bank: Annual average of 2016)				9,2906 NOK		

**CETOP/ISC Quarterly Trend survey**  
**Pneumatics 1-2 Quarter 2017**  
 16 of 20 countries

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Country: Association:	<b>Slovenia</b> <b>FTS</b>	<b>Spain</b> <b>AIFTOP</b>	<b>Sweden</b> <b>HPF</b>	<b>Switzerland</b> <b>GOP</b>	<b>Taiwan</b> <b>TFPA</b>	<b>Turkey</b> <b>AKDER</b>
<b>National Home Sales (Consumption)</b>	Whole national market	Member companies sales	Whole national market	Whole national market	Member companies sales	Whole national market
1) National home sales <b>2016</b> in <b>1.000 national currency</b>			1.238.000 SEK	178.873 CHF	7.840.015 NTD	478.860 TRY
National home sales <b>2016</b> in <b>1.000 Euro</b>	13.390	172.300	130.744	164.074	219.848	143.230
2) National home sales <b>Jan-June 2017/Jan-June 2016</b> recorded trend in %	5,0	13,6	19,9	2,4	13,5	12,0
3) National home sales trend ( <b>July-Sept 2017/July-Sept 2016</b> )						
Decrease -10% or less						
Decrease less than -5%						
Decrease less than 0% to -5%						
Same 0%						
Increase more than 0% to +5%	X	X		X		
Increase more than +5%						
Increase more than +10%					X	X
4) National home sales <b>forecast 2017/2016</b> increase/decrease in %	5,0	8,5		6,3	13,0	12,0
5) When was this sales <b>forecast for 2017/2016</b> originally published (i.e. first date of publication)?		June 2017		July 2017	July 2017	July 2017
<b>National Home Orders</b>						
1) National home orders <b>Jan-June 2017/Jan-June 2016</b> recorded trend in %	5,0	13,0	7,3	3,0	14,0	12,0
2) National home orders trend ( <b>July-Sept 2017/July-Sept 2016</b> )						
Decrease -10% or less						
Decrease less than -5%						
Decrease less than 0% to -5%						
Same 0%						
Increase more than 0% to +5%	X					
Increase more than +5%		X		X		
Increase more than +10%					X	X
3) National home orders <b>forecast 2017/2016</b> increase/decrease in %	5,0	8,6		7,8	12,0	12,0
4) When was this orders <b>forecast 2017/2016</b> originally published (i.e. first date of publication)?		June 2017		July 2017	July 2017	July 2017
<b>Customer Industries</b>						
Economic trends ( <b>July-Sept 2017/July-Sept 2016</b> )						
increase	X	X			X	X
same				X		
decrease						
<b>Comparability: Considerable Changes?</b>						
YES						
NO	X	X	X	X	X	X
<b>Exchange Rate</b>						
Comments						
1 Euro = ... National currency (Euro-reference rate of the European Central Bank: Annual average of 2016)			9,4689 SEK	1,0902 CHF	35,661 NTD	3,3433 TRY

**CETOP/ISC Quarterly Trend survey**

**Pneumatics 1-2 Quarter 2017**

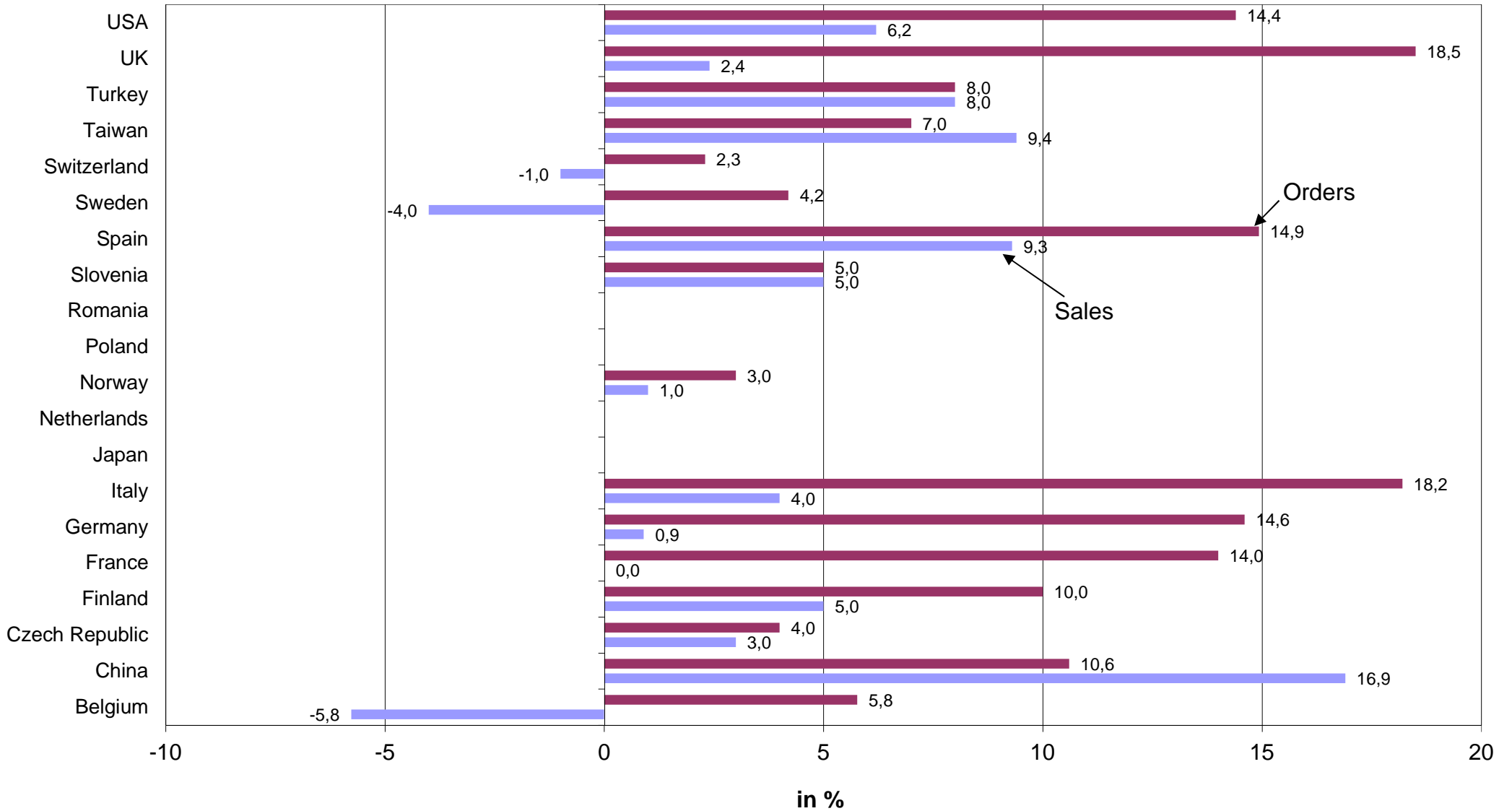
16 of 20 countries

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Country:	<b>UK</b>	<b>USA</b>
Association:	<b>BFPA</b>	<b>NFPA</b>
<b>National Home Sales (Consumption)</b>		
	Whole national market <sup>1)</sup>	Whole national market
1) National home sales <b>2016</b> in <b>1.000 national currency</b>	170.400 GBP	2.982.380 USD
National home sales <b>2016</b> in <b>1.000 Euro</b>	207.937	2.694.354
2) National home sales <b>Jan-June 2017/Jan-June 2016</b> recorded trend in %	1,0	10,1
3) National home sales trend ( <b>July-Sept 2017/July-Sept 2016</b> )		
Decrease -10% or less		
Decrease less than -5%		
Decrease less than 0% to -5%		
Same 0%		
Increase more than 0% to +5%		X
Increase more than +5%	X	
Increase more than +10%		
4) National home sales <b>forecast 2017/2016</b> increase/decrease in %	1,4	3,7
5) When was this sales <b>forecast for 2017/2016</b> originally published (i.e. first date of publication)?	October 2016	July 2017
<b>National Home Orders</b>		
1) National home orders <b>Jan-June 2017/Jan-June 2016</b> recorded trend in %		10,8
2) National home orders trend ( <b>July-Sept 2017/July-Sept 2016</b> )		
Decrease -10% or less		
Decrease less than -5%		
Decrease less than 0% to -5%		X
Same 0%		
Increase more than 0% to +5%		
Increase more than +5%		
Increase more than +10%		
3) National home orders <b>forecast 2017/2016</b> increase/decrease in %		3,7
4) When was this orders <b>forecast 2017/2016</b> originally published (i.e. first date of publication)?		July 2017
<b>Customer Industries</b>		
Economic trends ( <b>July-Sept 2017/July-Sept 2016</b> )		
increase	X	
same		X
decrease		
<b>Comparability: Considerable Changes?</b>		
YES		
NO	X	X
<b>Exchange Rate</b>		
Comments	1) Only for the first question i.e. national home sales consumption	
1 Euro = ... National currency (Euro-reference rate of the European Central Bank: Annual average of 2016)	0,81948 GBP	1,1069 USD



## Hydraulics Orders and Sales Changes January-June 2017/January-June 2016 in %

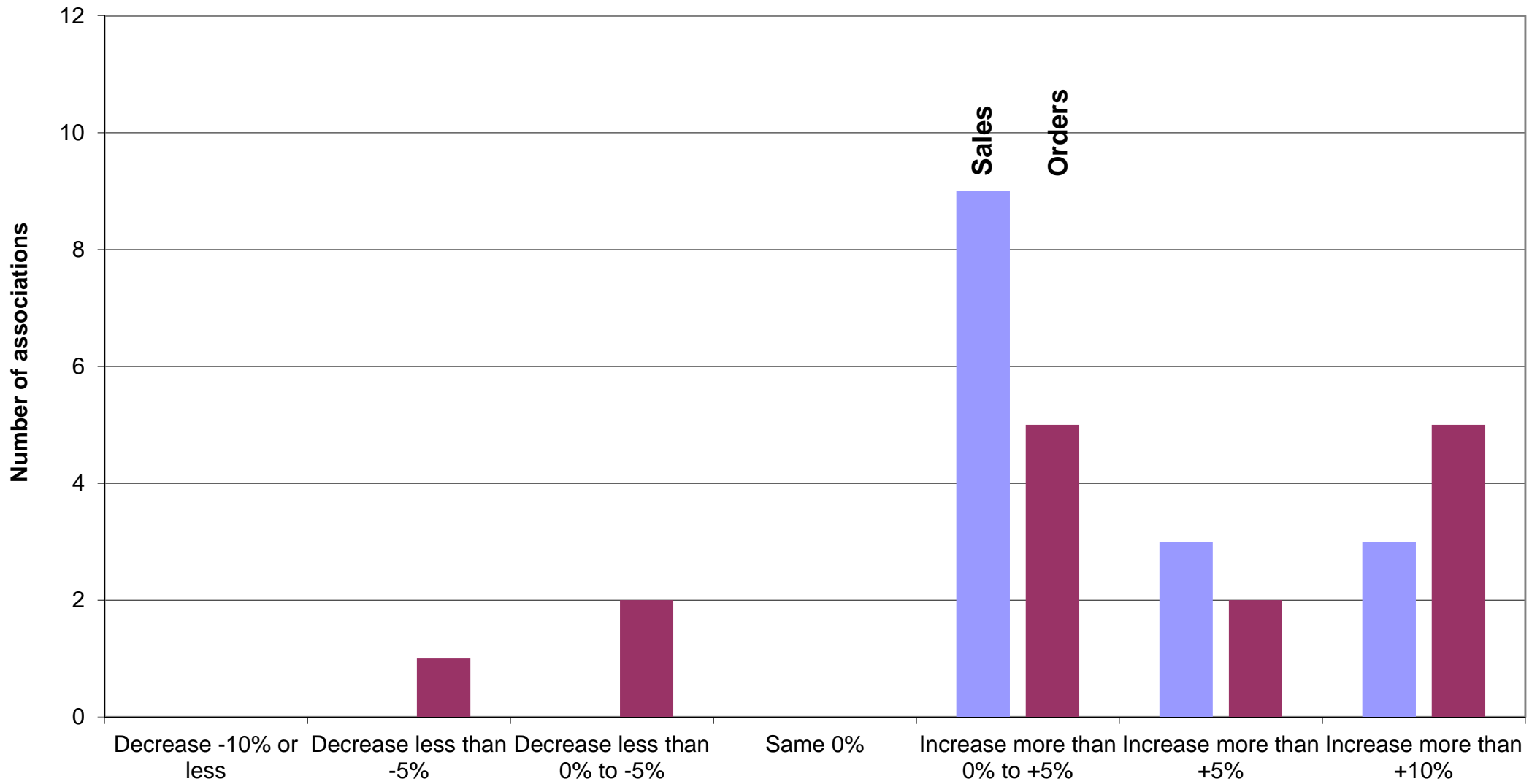


Source: CETOP/ISC Quarterly Trend survey, 1-2 Quarter 2017

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5 September 2017

## Hydraulics Trend (July-September 2017/July-September 2016)

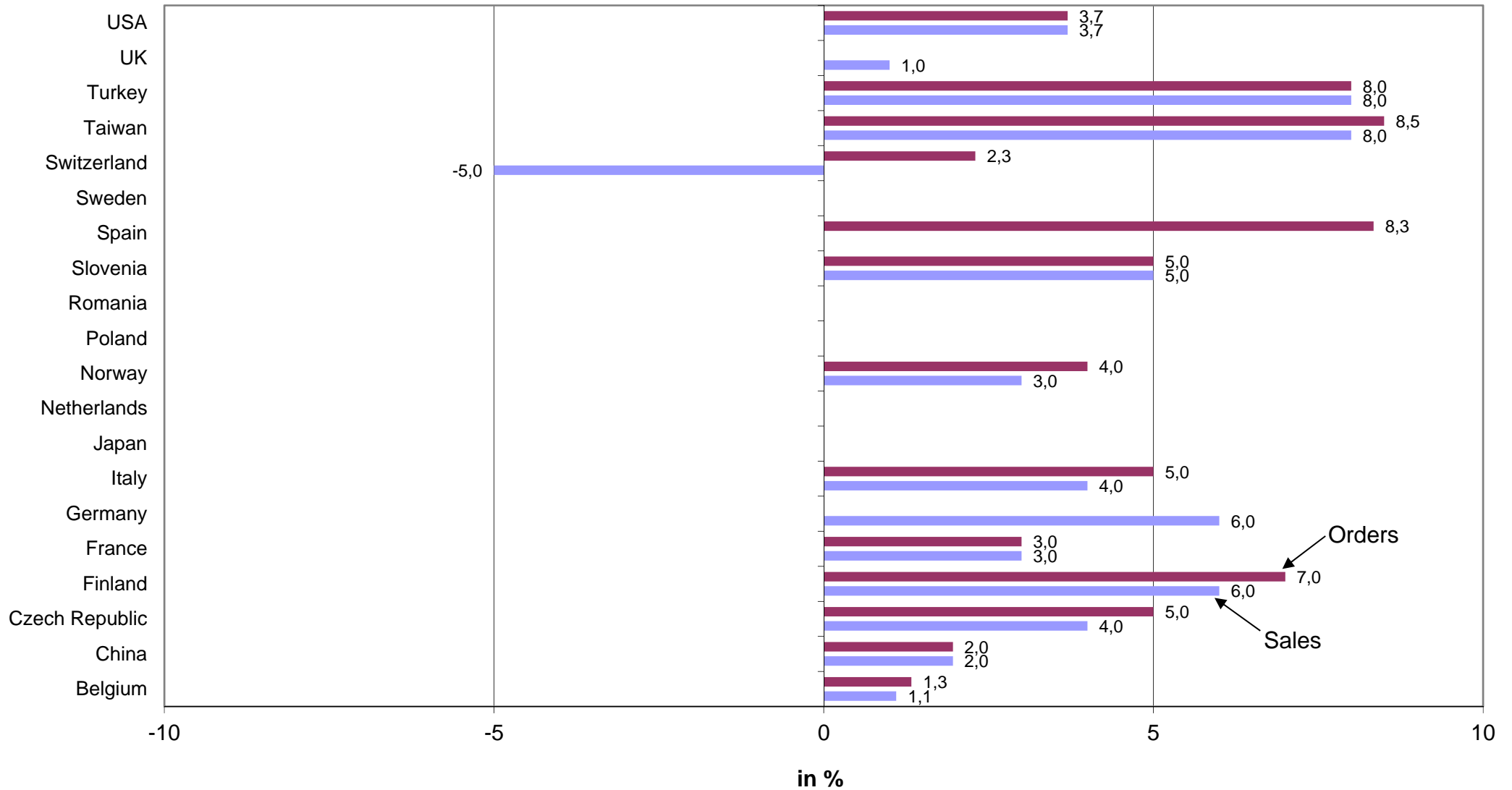


Source: CETOP/ISC Quarterly Trend survey, 1-2 Quarter 2017

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5 September 2017

## Hydraulics Orders and Sales Forecast 2017/2016

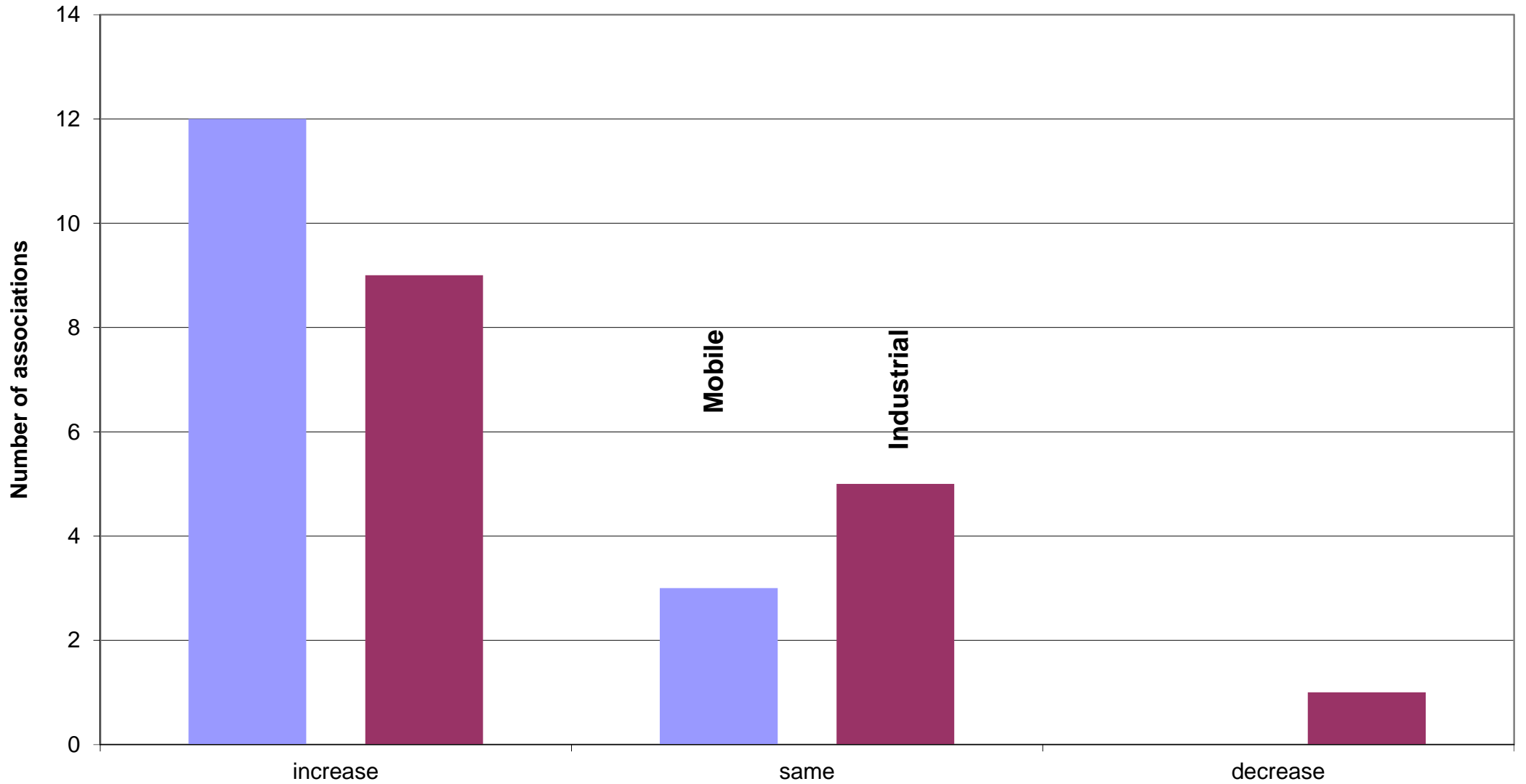


Source: CETOP/ISC Quarterly Trend survey, 1-2 Quarter 2017

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5 September 2017

## Hydraulics Customer Industries Trend (July-September 2017/July-September 2016)

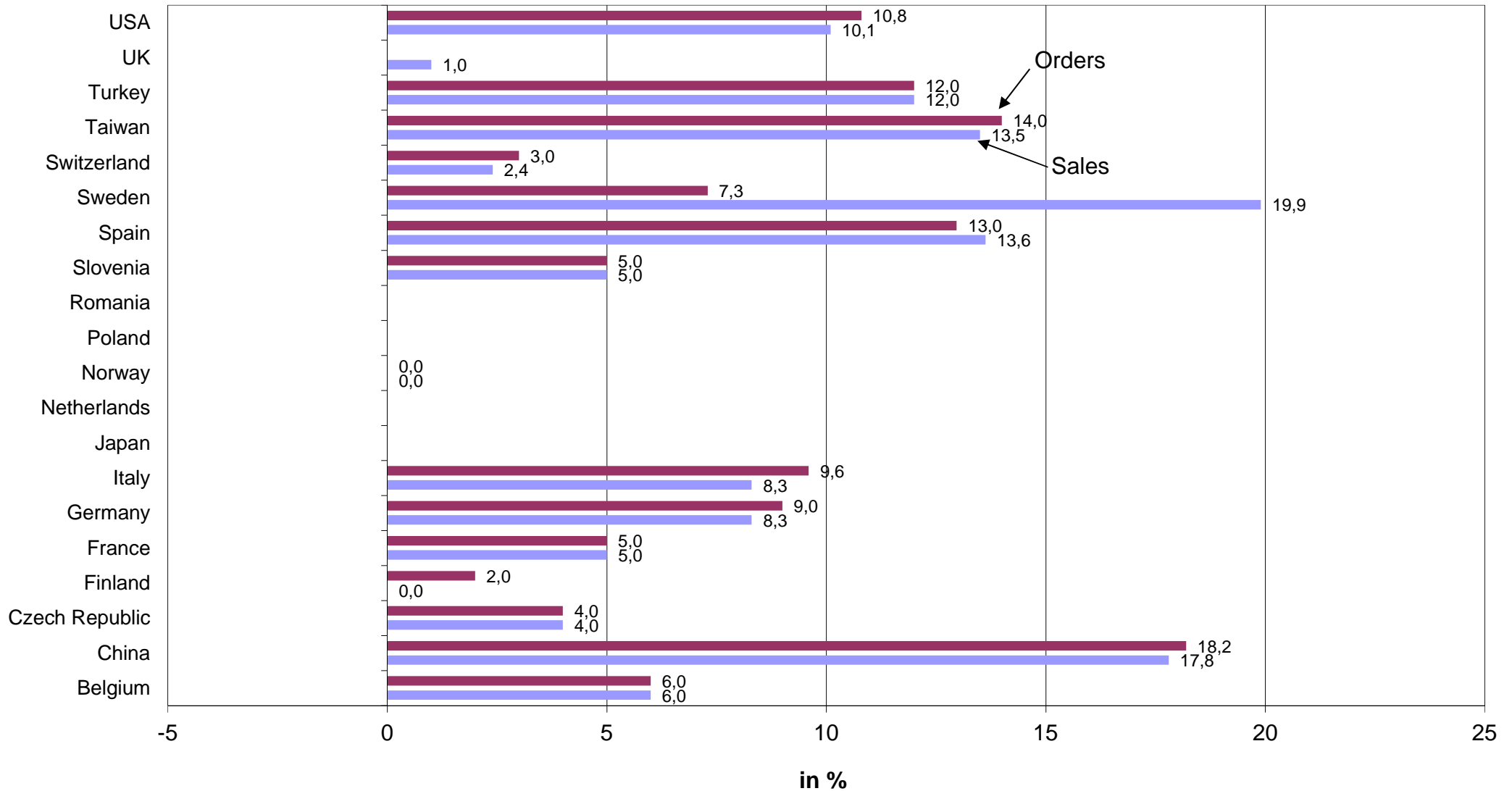


Source: CETOP/ISC Quarterly Trend survey, 1-2 Quarter 2017

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5 September 2017

## Pneumatics Orders and Sales Changes January-June 2017/January-June 2016 in %

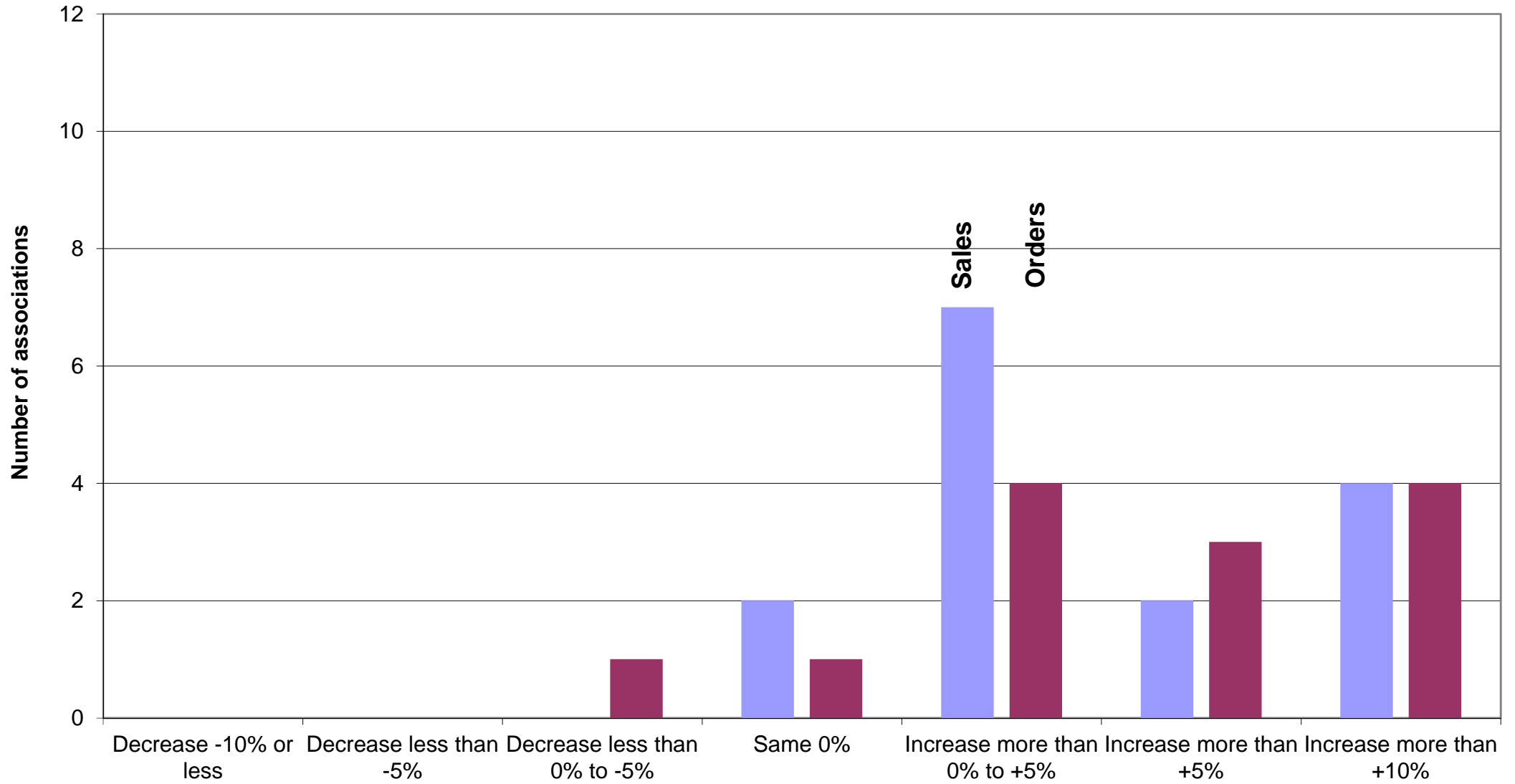


Source: CETOP/ISC Quarterly Trend survey, 1-2 Quarter 2017

The charts are only available to the responding associations and their member companies and not meant for general publication

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## Pneumatics Trend (July-September 2017/July-September 2016)

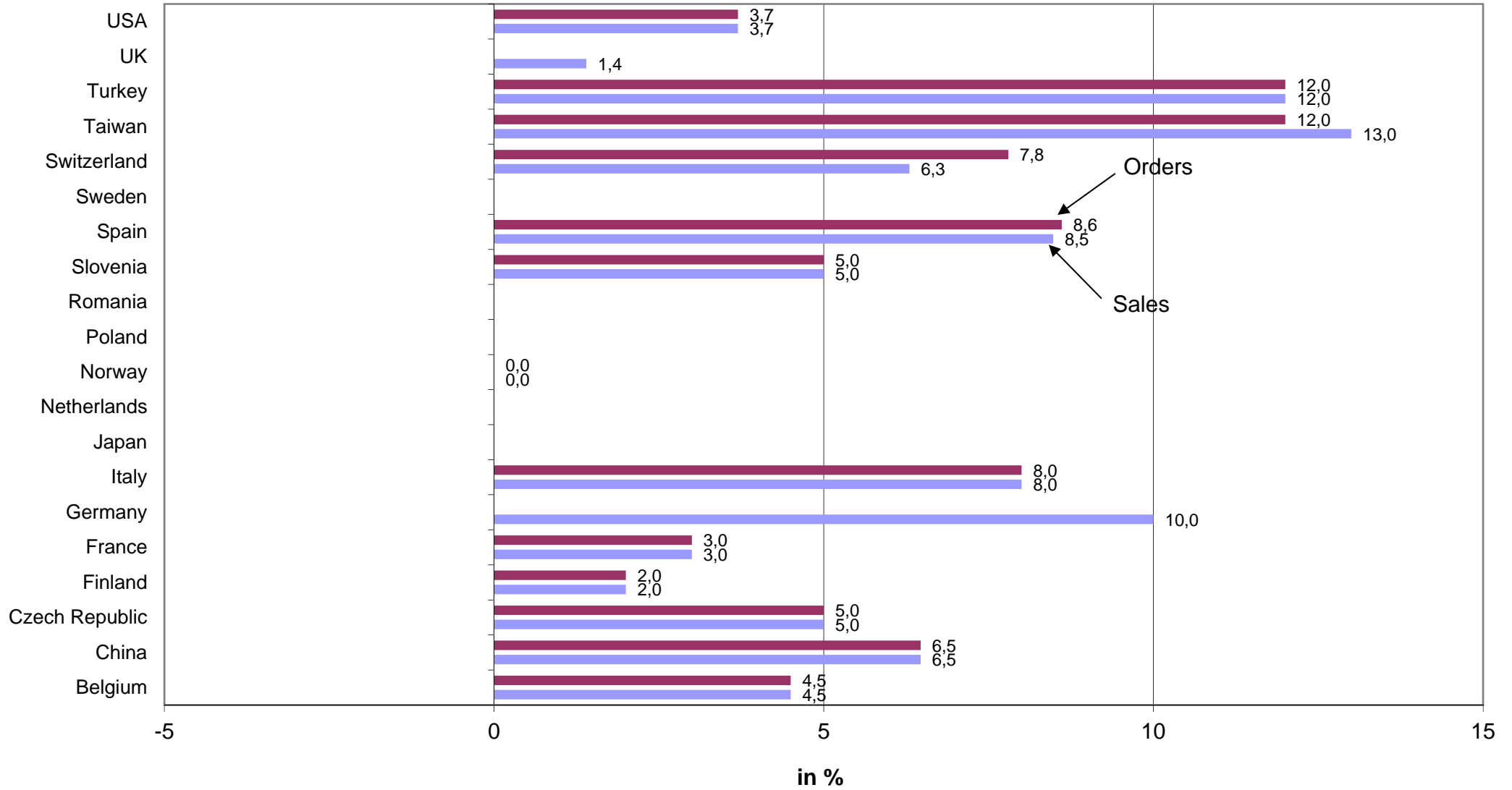


Source: CETOP/ISC Quarterly Trend survey, 1-2 Quarter 2017

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## Pneumatics Orders and Sales Forecast 2017/2016

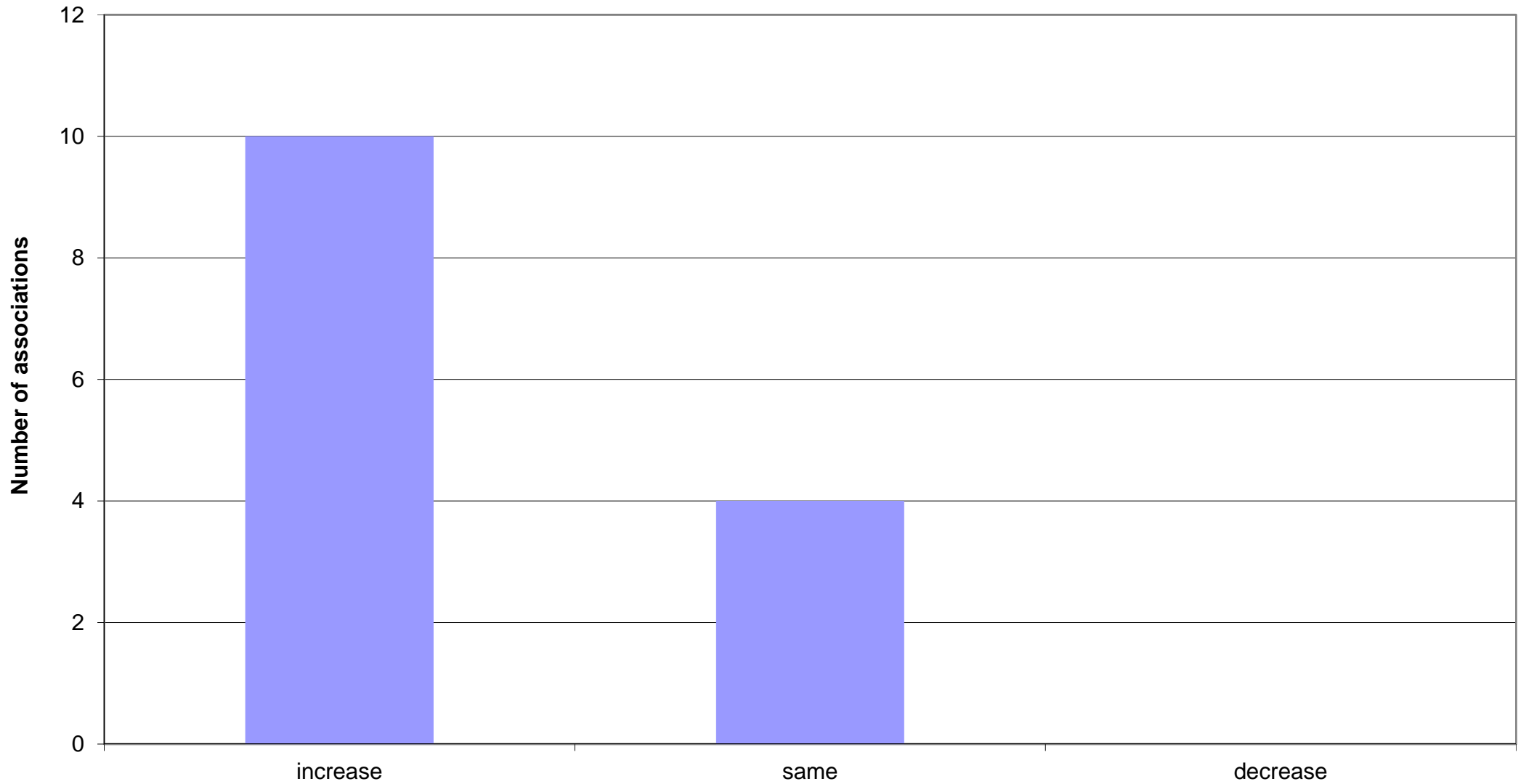


Source: CETOP/ISC Quarterly Trend survey, 1-2 Quarter 2017

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### Pneumatics Customer Industries Trend (July-September 2017/July-September 2016)



Source: CETOP/ISC Quarterly Trend survey, 1-2 Quarter 2017

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