### CETOP/ISC Quarterly Trend survey Hydraulics 1-2 Quarter 2017

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

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| Country:  | -                     | Japan                  | Netherlands                  | Norway                 | Poland                 | Romania                |
|---|-----------------------|------------------------|------------------------------|------------------------|------------------------|------------------------|
| Association:  | ASSOFLUID             | JFPA                   | FEDA                         | HPF                    | Corporation            | FLUIDAS                |
| National Home Sales (Consumption)   | Whole national market | Member companies sales | 1)                           | Member companies sales | Member companies sales | Member companies sales |
| 1) National home sales 2016 in 1.000 national currency  |                       |                        |                              | 1.500.000 NOK          |                        |                        |
| National home sales 2016 in 1.000 Euro  | 1.478.000             |                        |                              | 161.454                |                        |                        |
| 2) National home sales Jan-June 2017/Jan-June 2016 recorded trend in %  | 4,0                   |                        |                              | 1,0                    |                        |                        |
| 3) National home sales trend (July-Sept 2017/July-Sept 2016)  |                       |                        |                              |                        |                        |                        |
| 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 forecast 2017/2016 Total Hydraulics increase/decrease  | 4,0                   |                        |                              | 3,0                    |                        |                        |
| Forecast 2017/2016 <b>mobile</b> applications increase / decrease in %  |                       |                        |                              | 2,0                    |                        |                        |
| Forecast 2017/2016 industrial applications increase / decrease in % 5) When was this sales forecast for 2017/2016 originally published (i.e. first date of publication)?              | April 2017            |                        |                              | 3,0<br>July 2017       |                        |                        |
| , , , , , , , , , , , , , , , , , , ,   | April 2017            |                        |                              | July 2017              |                        |                        |
| National Home Orders  1) National home orders Jan-June 2017/Jan-June 2016 recorded trend in %   | 18,2                  |                        |                              | 3,0                    |                        |                        |
|   | 10,2                  |                        |                              | 3,0                    |                        |                        |
| 2) National home orders trend (July-Sept 2017/July-Sept 2016)   |                       | T                      |                              |                        |                        | T                      |
| 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                     |                        |                              |                        |                        |                        |
|   | 5.0                   | 1                      |                              | 1.0                    |                        |                        |
| 3) National home orders <b>forecast 2017/2016</b> increase/decrease in % 4) When was this orders <b>forecast for 2017/2016</b> originally published (i.e. first date of publication)? | 5,0<br>April 2017     |                        |                              | 4,0<br>July 2017       |                        |                        |
|   | 710111 2017           |                        |                              | Odly 2017              |                        |                        |
| Customer Industries Economic trends (July-Sept 2017/July-Sept 2016)   |                       |                        |                              |                        |                        |                        |
| Mobile machinery application market   |                       |                        |                              |                        |                        |                        |
| increase  | Х                     |                        |                              | X                      |                        |                        |
| same  |                       |                        |                              |                        |                        |                        |
| decrease  |                       | 1                      |                              |                        |                        | _                      |
| Industrial fixed machinery application market increase  | X                     |                        |                              | Х                      |                        |                        |
| same  |                       |                        |                              | ^                      |                        |                        |
| decrease  |                       |                        |                              |                        |                        |                        |
| Comparability: Considerable Changes?  |                       |                        |                              |                        |                        |                        |
| YES   |                       |                        |                              |                        |                        |                        |
| NO Exchange Rate  | X                     |                        |                              | X                      |                        |                        |
| 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             |                        |                        |
| • * *   | l .                   | L                      | I.                           | 5,2000 NOIX            |                        |                        |

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| Country:<br>Association:  |                       | Spain<br>AIFTOP        | Sweden<br>HPF         | Switzerland<br>GOP    | Taiwan<br>TFPA         | Turkey<br>AKDER       |
|---|-----------------------|------------------------|-----------------------|-----------------------|------------------------|-----------------------|
| National Home Sales (Consumption)   | Whole national market | Member companies sales | Whole national market | Whole national market | Member companies sales | Whole national market |
| 1) National home sales 2016 in 1.000 national currency  |                       |                        | 5.213.000 SEK         | 209.484 CHF           | 7.408.490 NTD          | 1.304.050 TRY         |
| National home sales 2016 in 1.000 Euro  | 18.616                | 395.300                | 550.539               | 192.152               | 207.748                | 390.049               |
| 2) National home sales Jan-June 2017/Jan-June 2016 recorded trend in %                                | 5,0                   | 9,3                    | -4,0                  | -1,0                  | 9,4                    | 8,0                   |
| 3) National home sales trend (July-Sept 2017/July-Sept 2016)  |                       |                        |                       |                       |                        |                       |
| 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%   |                       |                        |                       |                       | Α                      | Х                     |
| 4) National home sales forecast 2017/2016 Total Hydraulics increase/decrease                          | 5,0                   |                        | <u> </u>              | -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 forecast for 2017/2016 originally published (i.e. first date of publication)?  |                       | June 2017              |                       | July 2017             | July 2017              | July 2017             |
| National Home Orders  |                       |                        |                       |                       |                        |                       |
| 1) National home orders Jan-June 2017/Jan-June 2016 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% Increase more than +10%  |                       | X                      |                       |                       | Х                      | X                     |
|   |                       |                        |                       | <u> </u>              | 1                      |                       |
| 3) National home orders forecast 2017/2016 increase/decrease in %                                     | 5,0                   | 8,3                    |                       | 2,3                   | 8,5                    | 8,0                   |
| 4) When was this orders forecast for 2017/2016 originally published (i.e. first date of publication)? |                       | June 2017              |                       | July 2017             | July 2017              | July 2017             |
| Customer Industries   |                       |                        |                       |                       |                        |                       |
| Economic trends (July-Sept 2017/July-Sept 2016)  Mobile machinery application market                  |                       |                        |                       |                       |                        |                       |
| increase  | Х                     | X                      |                       |                       | Х                      | Х                     |
| same  |                       |                        |                       | Х                     |                        |                       |
| decrease  |                       |                        |                       |                       |                        |                       |
| Industrial fixed machinery application market   |                       |                        |                       |                       |                        |                       |
| increase  | X                     | X                      |                       |                       | Х                      | Х                     |
| same<br>decrease  |                       |                        |                       | Х                     |                        |                       |
| Comparability: Considerable Changes?  |                       |                        | <u> </u>              |                       |                        |                       |
| YES   |                       |                        | T                     |                       |                        |                       |
| NO  | Х                     | Х                      | X                     | Х                     | Х                      | Х                     |
| Exchange Rate   |                       |                        |                       | •                     | •                      |                       |
| 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            |

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| Country:  |   | USA                   |
|---|---|-----------------------|
| Association:  | BFPA  | NFPA                  |
| National Home Sales (Consumption)   | Whole national market <sup>1)</sup>   | Whole national market |
| 1) National home sales 2016 in 1.000 national currency  | 615.555 GBP   | 10.495.942 USD        |
| National home sales 2016 in 1.000 Euro  | 751.153   | 9.482.286             |
| 2) National home sales Jan-June 2017/Jan-June 2016 recorded trend in %                                      | 2,4   | 6,2                   |
| 3) National home sales trend (July-Sept 2017/July-Sept 2016)  |   |                       |
| 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 forecast 2017/2016 Total Hydraulics increase/decrease                                | 1,0   | 3,7                   |
| Forecast 2017/2016 <b>mobile</b> applications increase / decrease in %                                      |   | 3,7                   |
| Forecast 2017/2016 industrial 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             |
| National Home Orders  |   |                       |
| 1) National home orders Jan-June 2017/Jan-June 2016 recorded trend in %                                     | 18,5  | 14,4                  |
| 2) National home orders trend (July-Sept 2017/July-Sept 2016)   |   |                       |
| Decrease -10% or less   |   |                       |
| Decrease less than -5%  |   |                       |
| Decrease less than 0% to -5%  |   | Х                     |
| Same 0%   |   |                       |
| Increase more than 0% to +5%  |   |                       |
| Increase more than +5%  |   |                       |
| Increase more than +10%   | X   |                       |
| 3) National home orders forecast 2017/2016 increase/decrease in %   |   | 3.7                   |
| 4) When was this orders forecast for 2017/2016 originally published (i.e. first date of publication)?       |   | July 2017             |
| Customer Industries   |   |                       |
| Economic trends (July-Sept 2017/July-Sept 2016)   |   |                       |
| Mobile machinery application market   |   |                       |
| increase  | Х   | Х                     |
| same  |   |                       |
| decrease  |   |                       |
| Industrial fixed machinery application market   |   |                       |
| increase  | X   |                       |
| same  |   | Х                     |
| decrease  |   |                       |
| Comparability: Considerable Changes?  |   |                       |
| YES   |   |                       |
| NO  | X   | X                     |
| Exchange Rate   | 0016 # 5 # 3  |                       |
| Comments  | Only for the first question<br>i.e.national home sales<br>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            |
|   | U,01948 GBP   | 1,1009 030            |

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| Country:<br>Association:   | Belgium<br>INDUMOTION            | China<br>CHPSA        | Czech Republic<br>CAHP | Finland<br>FHPA        | France<br>ARTEMA      | Germany<br>VDMA                               |
|--|----------------------------------|-----------------------|------------------------|------------------------|-----------------------|---|
| National Home Sales (Consumption)  | 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 2016 in 1.000 national currency   |                                  | 22.690.000 CNY        | 1.465.000 CZK          |                        |                       |   |
| National home sales 2016 in 1.000 Euro   | 78.615                           | 3.086.151             | 54.191                 | 56.256                 | 277.000               | 1.490.000                                     |
| 2) National home sales Jan-June 2017/Jan-June 2016 recorded trend in %                                   | 6,0                              | 17,8                  | 4,0                    | 0,0                    | 5,0                   | 8,3   |
| 3) National home sales trend (July-Sept 2017/July-Sept 2016)   |                                  |                       |                        |                        |                       |   |
| Decrease -10% or less  |                                  |                       |                        |                        |                       |   |
| Decrease less than -5%   |                                  |                       |                        |                        |                       |   |
| Decrease less than 0% to -5%   |                                  |                       |                        |                        |                       |   |
| Same 0%  |                                  |                       |                        | Х                      |                       |   |
| Increase more than 0% to +5%   | X                                |                       | X                      |                        | X                     |   |
| Increase more than +5% Increase more than +10%   |                                  | X                     |                        |                        |                       | X   |
|  |                                  |                       |                        | I                      |                       |   |
| 4) National home sales <b>forecast 2017/2016</b> increase/decrease in %                                  | 4,5<br>July 2017                 | 6,5<br>March 2017     | 5,0<br>July 2017       | 2,0<br>July 2017       | 3,0                   | 10,0<br>April 2017                            |
| 5) When was this sales forecast for 2017/2016 originally published (i.e. first date of publication)?     | July 2017                        | March 2017            | July 2017              | July 2017              |                       | April 2017                                    |
| National Home Orders   |                                  |                       |                        |                        |                       |   |
| 1) National home orders Jan-June 2017/Jan-June 2016 recorded trend in %                                  | 6,0                              | 18,2                  | 4,0                    | 2,0                    | 5,0                   | 9,0   |
| 2) National home orders trend (July-Sept 2017/July-Sept 2016)  |                                  |                       |                        |                        |                       |   |
| Decrease -10% or less  |                                  |                       |                        |                        |                       |   |
| Decrease less than -5%   |                                  |                       |                        |                        |                       |   |
| Decrease less than 0% to -5%   |                                  |                       |                        |                        |                       |   |
| Same 0%<br>Increase more than 0% to +5%  | X                                |                       |                        | X                      | X                     |   |
| Increase more than +5%   | ^                                |                       |                        | ^                      | ^                     |   |
| Increase more than +10%  |                                  | Х                     |                        |                        |                       | Х   |
| 3) National home orders forecast 2017/2016 increase/decrease in %  | 4,5                              | 6,5                   | 5,0                    | 2,0                    | 3,0                   | 1   |
| 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              | 3,0                   |   |
| Customer Industries  | ·                                |                       | •                      | •                      |                       | •   |
| Economic trends (July-Sept 2017/July-Sept 2016)  |                                  |                       |                        |                        |                       |   |
| increase   | X                                | Х                     | Х                      |                        |                       | X   |
| same   |                                  |                       |                        | Х                      | X                     |   |
| decrease   |                                  |                       |                        |                        |                       |   |
| Comparability: Considerable Changes?   |                                  |                       |                        |                        |                       |   |
| YES  |                                  |                       |                        |                        |                       |   |
| NO NO  | Х                                | X                     | X                      | X                      | X                     | X   |
| Exchange Rate  | 4) Dudli secondo Const 4         | T                     | T                      | 1                      | 1                     | Id) Farrant refere to                         |
| Comments   | B will report to 2 and 4 quarter |                       |                        |                        |                       | 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             |                        |                       |   |

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| Country: Association:   | Italy<br>ASSOFLUID    | Japan<br>JFPA          | Netherlands<br>FEDA                     | Norway<br>HPF          | Poland<br>Corporation  | Romania<br>FLUIDAS     |
|---|-----------------------|------------------------|---|------------------------|------------------------|------------------------|
| National Home Sales (Consumption)   | Whole national market | Member companies sales | 1)                                      | Member companies sales | Member companies sales | Member companies sales |
| 1) National home sales 2016 in 1.000 national currency  | Whole Hadonal Market  | Wember companies sales | • | 237.000 NOK            | Wember companies sales | Wember companies sales |
| National home sales 2016 in 1.000 Euro  | 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 (July-Sept 2017/July-Sept 2016)  |                       |                        |   |                        |                        |                        |
| Decrease -10% or less   |                       |                        |   |                        |                        |                        |
| Decrease less than -5%  |                       |                        |   |                        |                        |                        |
| Decrease less than 0% to -5%  |                       |                        |   |                        |                        |                        |
| Same 0%   |                       |                        |   | Х                      |                        |                        |
| 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              |                        |                        |
| National Home Orders  |                       |                        |   | •                      |                        |                        |
| 1) National home orders Jan-June 2017/Jan-June 2016 recorded trend in %                                     | 9,6                   |                        | <u> </u>                                | 0,0                    |                        | <u> </u>               |
| 2) National home orders trend (July-Sept 2017/July-Sept 2016)   | - 7                   | 1                      | l                                       | -,-                    | 1                      | l .                    |
| 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 forecast 2017/2016 increase/decrease in %   | 8,0                   |                        |   | 0,0                    |                        |                        |
| 4) When was this orders forecast 2017/2016 originally published (i.e. first date of publication)?           | April 2017            |                        |   | July 2017              |                        |                        |
| Customer Industries   |                       |                        |   |                        |                        |                        |
| Economic trends (July-Sept 2017/July-Sept 2016)   |                       |                        |   |                        |                        |                        |
| increase  | X                     |                        |   |                        |                        |                        |
| same  |                       |                        |   |                        |                        |                        |
| decrease  |                       |                        |   |                        |                        |                        |
| Comparability: Considerable Changes?  |                       |                        |   |                        |                        |                        |
| YES   |                       |                        |   |                        |                        |                        |
| NO  | Х                     |                        |   | X                      |                        |                        |
| Exchange Rate   |                       |                        | 11) All will report to 0 and 4          | 1                      |                        | I                      |
| Comments  |                       |                        | 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             |                        |                        |

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| Country:<br>Association:  | Slovenia<br>FTS       | Spain<br>AIFTOP        | Sweden<br>HPF         | Switzerland<br>GOP    | Taiwan<br>TFPA         | Turkey<br>AKDER       |
|---|-----------------------|------------------------|-----------------------|-----------------------|------------------------|-----------------------|
| National Home Sales (Consumption)   | Whole national market | Member companies sales | Whole national market | Whole national market | Member companies sales | Whole national market |
| 1) National home sales 2016 in 1.000 national currency  |                       |                        | 1.238.000 SEK         | 178.873 CHF           | 7.840.015 NTD          | 478.860 TRY           |
| National home sales 2016 in 1.000 Euro  | 13.390                | 172.300                | 130.744               | 164.074               | 219.848                | 143.230               |
| 2) National home sales Jan-June 2017/Jan-June 2016 recorded trend in %  | 5,0                   | 13,6                   | 19,9                  | 2,4                   | 13,5                   | 12,0                  |
| 3) National home sales trend (July-Sept 2017/July-Sept 2016)  |                       |                        |                       |                       |                        |                       |
| Decrease -10% or less   |                       |                        |                       |                       |                        |                       |
| Decrease less than -5%  |                       |                        |                       |                       |                        |                       |
| Decrease less than 0% to -5%  |                       |                        |                       |                       |                        |                       |
| Same 0%   | X                     | X                      |                       | X                     |                        |                       |
| Increase more than 0% to +5% Increase more than +5%   | ^                     | ^                      |                       | ^                     |                        |                       |
| Increase more than +10%   |                       |                        |                       |                       | X                      | X                     |
|   |                       | 0.5                    | 1                     |                       | 42.0                   | 40.0                  |
| 4) National home sales <b>forecast 2017/2016</b> increase/decrease in % 5) When was this sales <b>forecast for 2017/2016</b> originally published (i.e. first date of publication)? | 5,0                   | 8,5<br>June 2017       |                       | 6,3<br>July 2017      | 13,0<br>July 2017      | 12,0<br>July 2017     |
|   |                       | Odric 2017             |                       | Odly 2017             | Odly 2017              | July 2017             |
| National Home Orders  | 5.0                   | 10.0                   | 7.0                   | 1 00                  | 14.0                   | 40.0                  |
| 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 (July-Sept 2017/July-Sept 2016)   |                       | T                      | 1                     | T                     | T                      |                       |
| 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%  |                       | Х                      |                       | Х                     |                        |                       |
| Increase more than +10%   |                       |                        |                       |                       | X                      | X                     |
| 3) National home orders forecast 2017/2016 increase/decrease in %   | 5,0                   | 8,6                    |                       | 7,8                   | 12,0                   | 12,0                  |
| 4) When was this orders forecast 2017/2016 originally published (i.e. first date of publication)?   | - 7 -                 | June 2017              |                       | July 2017             | July 2017              | July 2017             |
| Customer Industries   |                       |                        |                       |                       |                        |                       |
| Economic trends (July-Sept 2017/July-Sept 2016)   |                       |                        |                       |                       |                        |                       |
| increase  | Х                     | X                      |                       |                       | X                      | X                     |
| same  |                       |                        |                       | X                     |                        |                       |
| decrease  |                       | <u> </u>               | <u> </u>              | <u> </u>              |                        |                       |
| Comparability: Considerable Changes?  |                       |                        | 1                     | T                     | <u> </u>               |                       |
| YES<br>NO   |                       | X                      | X                     | X                     | X                      | X                     |
| Exchange Rate   | ^                     | ^                      | ^                     |                       |                        | ^                     |
| 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            |

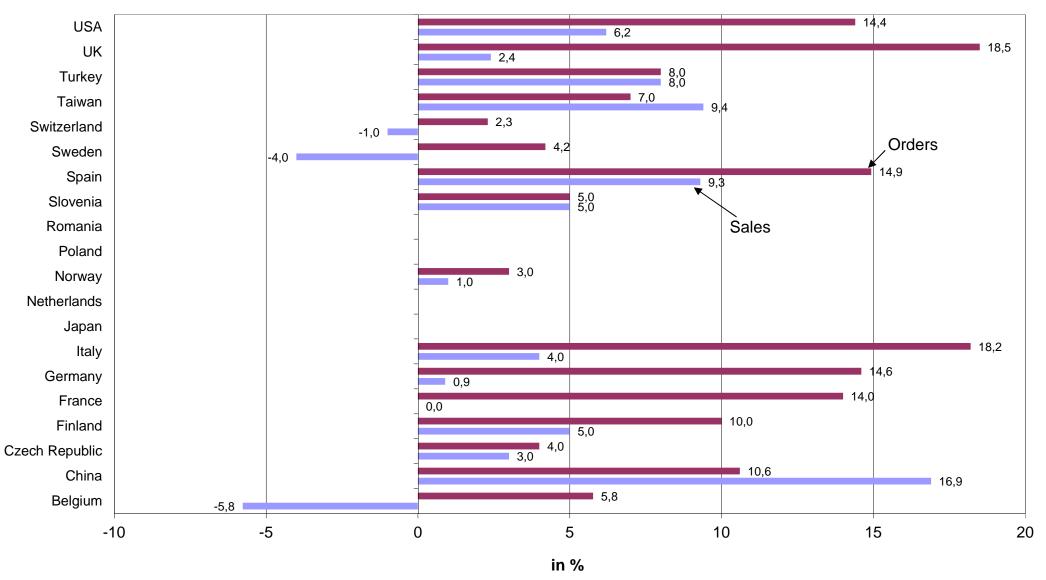
16 of 20 countries

This data is only available to the responding CETOP and ISC associations and their member companies and is not meant for general publication. CETOP / ISC data should therefore not be released to external organisations e.g. consultants, magazines, banks etc. General enquiries concerning CETOP / ISC data should be referred to CETOP / ISC.

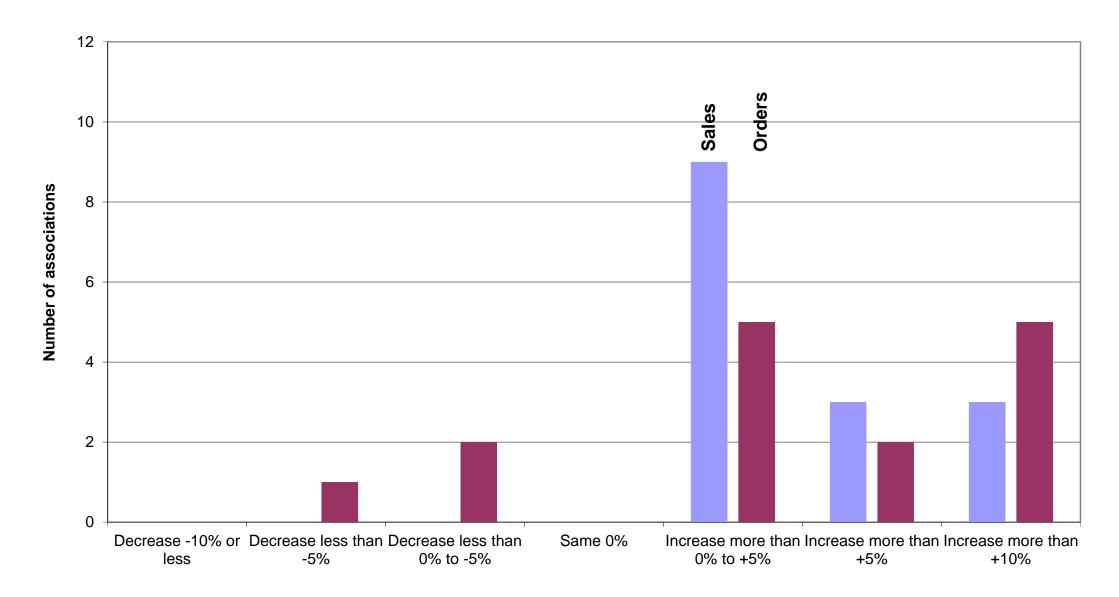
| Country:<br>Association:  | BFPA                                | USA<br>NFPA           |
|---|-------------------------------------|-----------------------|
| National Home Sales (Consumption)   | Whole national market <sup>1)</sup> | Whole national market |
| 1) National home sales 2016 in 1.000 national currency  | 170.400 GBP                         | 2.982.380 USD         |
| National home sales 2016 in 1.000 Euro  | 207.937                             | 2.694.354             |
| 2) National home sales Jan-June 2017/Jan-June 2016 recorded trend in %                                      | 1,0                                 | 10,1                  |
| 3) National home sales trend (July-Sept 2017/July-Sept 2016)  |                                     |                       |
| 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             |
| , , , , , , , , , , , , , , , , , , ,   | 00.000. =0.0                        |                       |
| National Home Orders  |                                     | 10.0                  |
| 1) National home orders Jan-June 2017/Jan-June 2016 recorded trend in %                                     |                                     | 10,8                  |
| 2) National home orders trend (July-Sept 2017/July-Sept 2016)   |                                     |                       |
| 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 forecast 2017/2016 increase/decrease in %   |                                     | 3,7                   |
| 4) When was this orders forecast 2017/2016 originally published (i.e. first date of publication)?           |                                     | July 2017             |
| Customer Industries   |                                     |                       |
| Economic trends (July-Sept 2017/July-Sept 2016)   | I                                   |                       |
| increase  | X                                   |                       |
| same  | ^                                   | Х                     |
| decrease  |                                     | <u> </u>              |
| Comparability: Considerable Changes?  |                                     |                       |
| YES   |                                     |                       |
| NO  | Х                                   | Х                     |
| Exchange Rate   |                                     |                       |
| Comments  | 1) Only for the first question      | 1                     |
|   | 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            |

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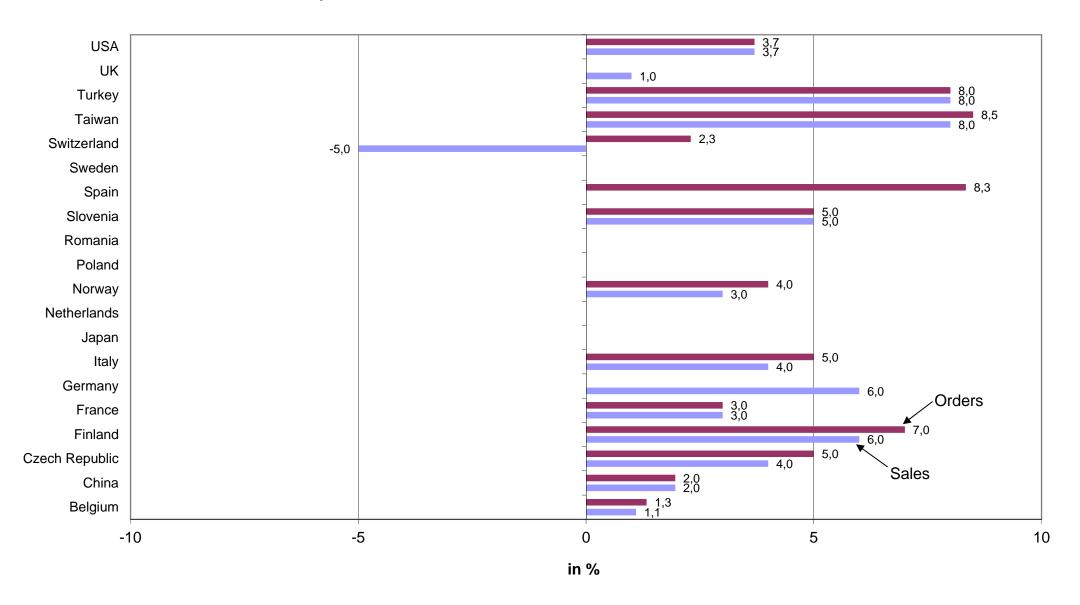
### Hydraulics Orders and Sales Changes January-June 2017/January-June 2016 in %



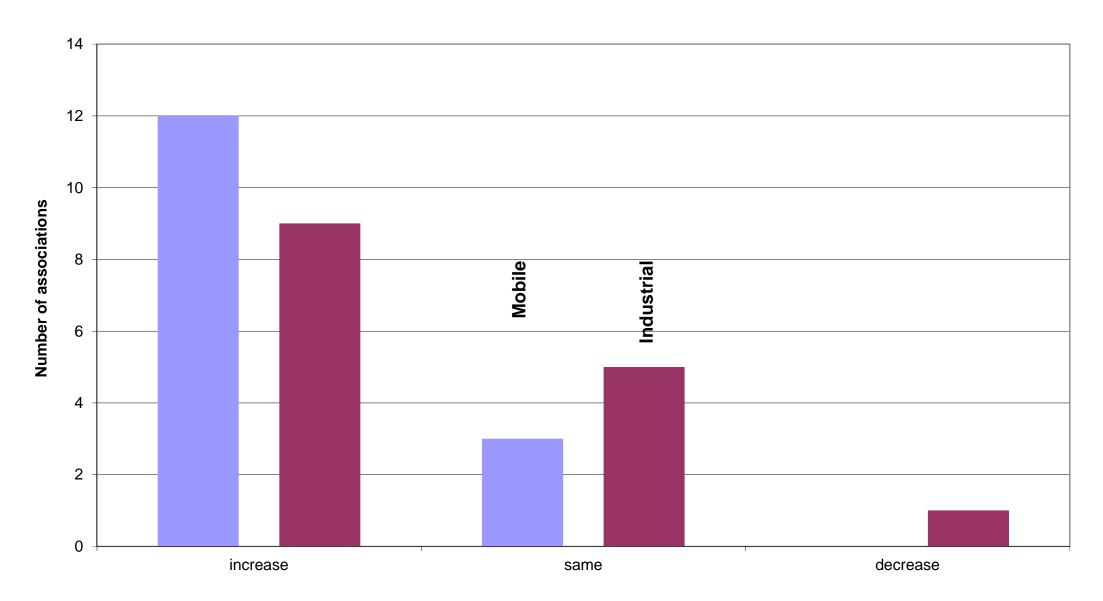
## Hydraulics Trend (July-September 2017/July-September 2016)



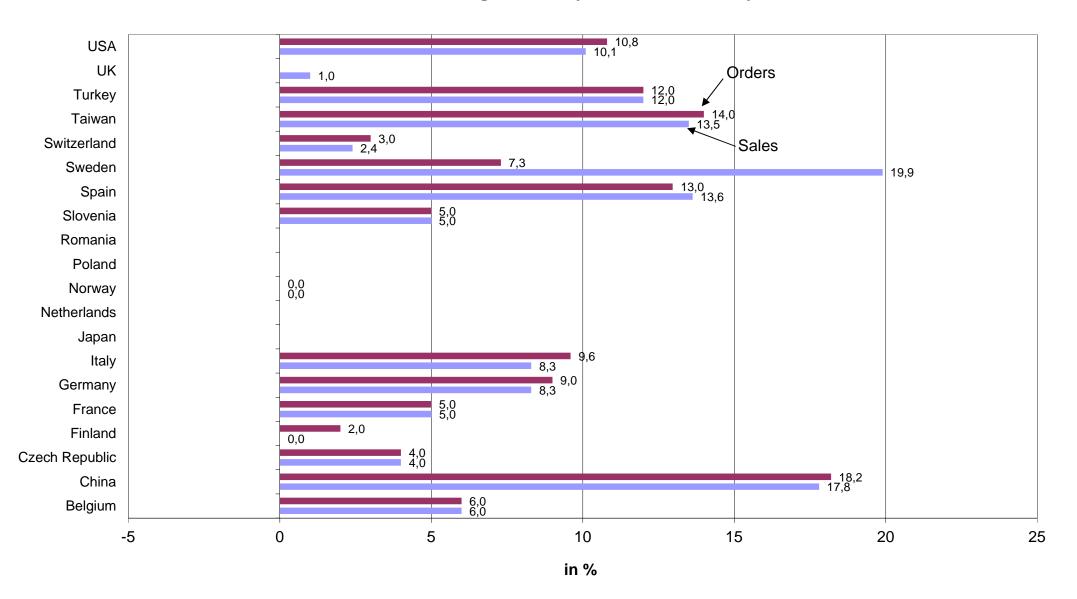
## **Hydraulics Orders and Sales Forecast 2017/2016**



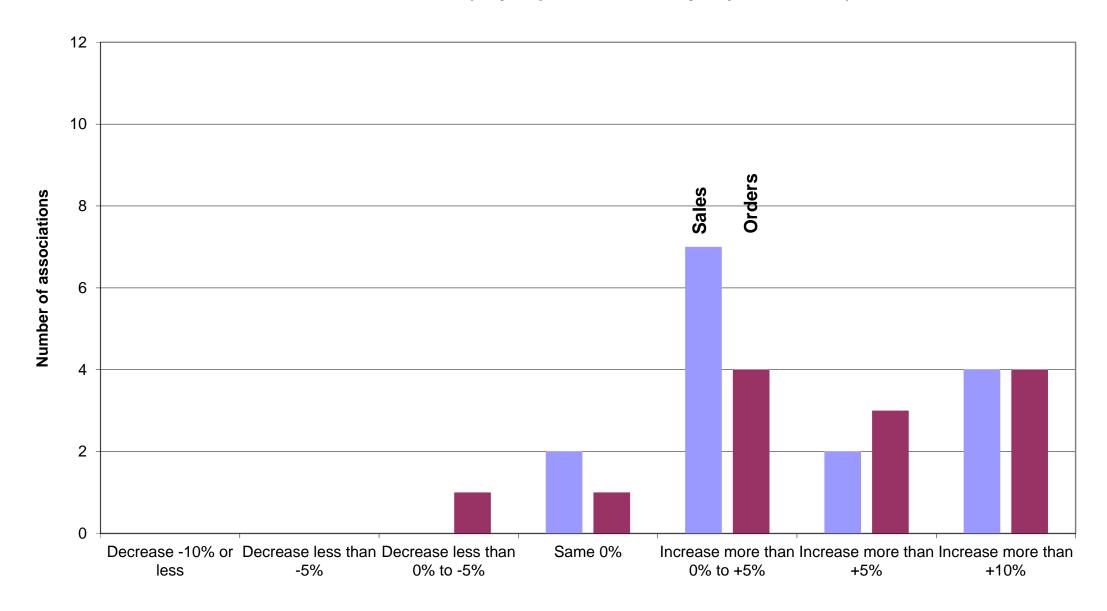
# Hydraulics Customer Industries Trend (July-September 2017/July-September 2016)



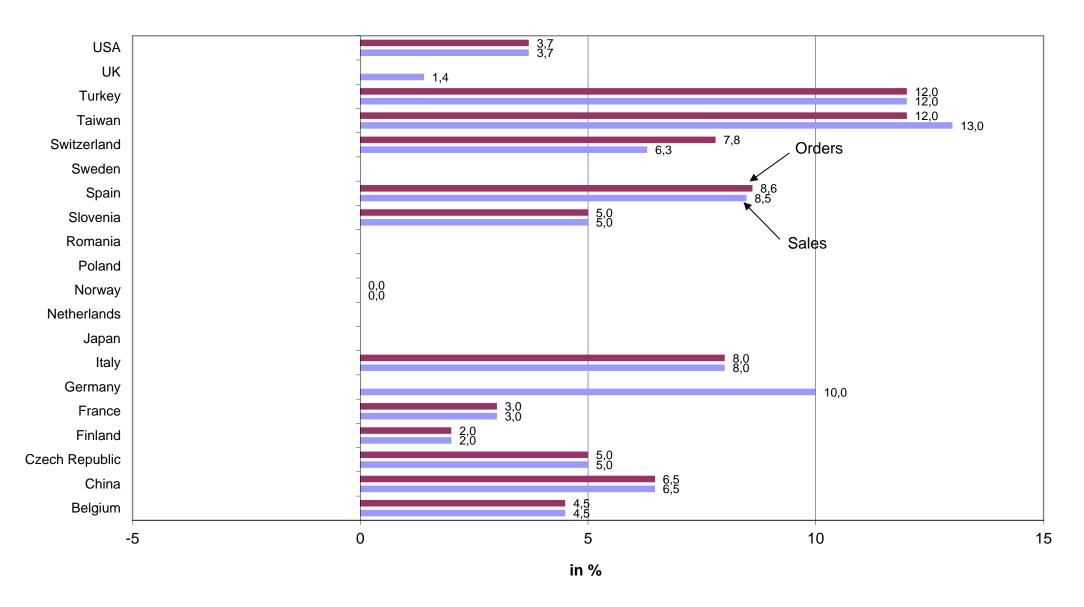
### Pneumatics Orders and Sales Changes January-June 2017/January-June 2016 in %



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



### **Pneumatics Orders and Sales Forecast 2017/2016**



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

