

Country: Association:	Belgium FIMOP	China CHPSA	Czech Republic CAHP	Finland FHPA	France ARTEMA	Germany VDMA
National Home Sales (Consumption)	1)	Whole national market	Member companies sales	Member companies sales	Whole national market	Whole national market ¹⁾
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		7.823.509	97.729	335.000	987.500	2.905.000
2) National home sales Jan-Sept 2017/Jan-Sept 2016 recorded trend in %		17,9	4,0	8,1	3,0	3,4
3) National home sales trend (Oct-Dec 2017/Oct-Dec 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
Increase more than +5%		X		X		
Increase more than +10%						
4) National home sales forecast 2017/2016 Total Hydraulics increase/decrease		2,0	4,5	8,0	3,0	8,0
Forecast 2017/2016 mobile applications increase / decrease in %		1,9	6,5	8,0	3,0	
Forecast 2017/2016 industrial applications increase / decrease in %		0,1	2,5	9,0	2,0	
5) When was this sales forecast for 2017/2016 originally published (i.e. first date of publication)?		March 2017	October 2017	October 2017	October 2017	September 2017
6. National home sales forecast 2018/2017 (Total Hydraulics) increase / decrease in %			5,0	5,0		4,0
7. When was this sales forecast for 2018/2017 originally published (i.e. first date of publication)?		n/a	October 2017	October 2017	n/a	September 2017
National Home Orders						
1) National home orders Jan-Sept 2017/Jan-Sept 2016 recorded trend in %		12,2	4,5	10,0	15,0	17,6
2) National home orders trend (Oct-Dec 2017/Oct-Dec 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%						X
3) National home orders forecast 2017/2016 increase/decrease in %		2,0	5,0	10,0	3,0	
4) When was this orders forecast for 2017/2016 originally published (i.e. first date of publication)?		March 2017	October 2017	October 2017	October 2017	n/a
6. National home orders forecast 2018/2017 (Total Hydraulics) increase / decrease in %			5,0	5,0		
7. When was this orders forecast for 2018/2017 originally published (i.e. first date of publication)?		n/a	October 2017	October 2017	n/a	n/a
Customer Industries						
Economic trends (Oct-Dec 2017/Oct-Dec 2016)						
Mobile machinery application market						
increase		X	X	X		X
same					X	
decrease						
Industrial fixed machinery application market						
increase		X		X		X
same			X		X	
decrease						
Comparability: Considerable Changes?						
YES						
NO		X	X	X	X	X
Exchange Rate						
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
National Home Sales (Consumption)	Whole national market	Member companies sales	1)	Member companies sales		Member companies sales
1) National home sales 2016 in 1.000 national currency		218.700.000 JPY ¹⁾		1.500.000 NOK		102.710 RON
National home sales 2016 in 1.000 Euro	1.478.000	1.819.468		161.454		22.873
2) National home sales Jan-Sept 2017/Jan-Sept 2016 recorded trend in %	7,2	5,4		1,0		3,0
3) National home sales trend (Oct-Dec 2017/Oct-Dec 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
Increase more than +5%						
Increase more than +10%						
4) National home sales forecast 2017/2016 Total Hydraulics increase/decrease	6,0	6,4		3,0		3,0
Forecast 2017/2016 mobile applications increase / decrease in %				2,0		3,0
Forecast 2017/2016 industrial applications increase / decrease in %				3,0		3,0
5) When was this sales forecast for 2017/2016 originally published (i.e. first date of publication)?	October 2017	October 2017		November 2017		November 2017
6. National home sales forecast 2018/2017 (Total Hydraulics) increase / decrease in %				2,0		2,0
7. When was this sales forecast for 2018/2017 originally published (i.e. first date of publication)?	n/a	n/a		November 2017		November 2017
National Home Orders						
1) National home orders Jan-Sept 2017/Jan-Sept 2016 recorded trend in %	25,2	5,4		4,0		2,0
2) National home orders trend (Oct-Dec 2017/Oct-Dec 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					
Increase more than +10%						
3) National home orders forecast 2017/2016 increase/decrease in %	15,0	6,4		2,0		2,0
4) When was this orders forecast for 2017/2016 originally published (i.e. first date of publication)?	October 2017	October 2017		November 2017		November 2017
6. National home orders forecast 2018/2017 (Total Hydraulics) increase / decrease in %				2,0		3,0
7. When was this orders forecast for 2018/2017 originally published (i.e. first date of publication)?	n/a	n/a		November 2017		November 2017
Customer Industries						
Economic trends (Oct-Dec 2017/Oct-Dec 2016)						
Mobile machinery application market						
increase						
same	X			X		X
decrease						
Industrial fixed machinery application market						
increase				X		
same	X					X
decrease						
Comparability: Considerable Changes?						
YES						
NO	X	X		X		X
Exchange Rate						
Comments		1) National home sales 2016 revised.	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)		120,2 JPY		9,2906 NOK		4,4904 RON

Country: Association:	Slovenia FTS	Spain AIFTOP	Sweden HPF	Switzerland GOP	Taiwan TFPA	Turkey 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-Sept 2017/Jan-Sept 2016 recorded trend in %	4,0	6,8	0,8	-0,1	9,6	25,0
3) National home sales trend (Oct-Dec 2017/Oct-Dec 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		
Increase more than +5%					X	
Increase more than +10%						X
4) National home sales forecast 2017/2016 Total Hydraulics increase/decrease	4,0	4,5		1,7	9,0	25,0
Forecast 2017/2016 mobile applications increase / decrease in %	4,0				5,0	35,0
Forecast 2017/2016 industrial applications increase / decrease in %	4,0				10,0	18,0
5) When was this sales forecast for 2017/2016 originally published (i.e. first date of publication)?		November 2017	n/a	October 2017	November 2017	October 2017
6. National home sales forecast 2018/2017 (Total Hydraulics) increase / decrease in %	3,0	2,1		1,4	10,0	25,0
7. When was this sales forecast for 2018/2017 originally published (i.e. first date of publication)?		November 2017	n/a	October 2017	November 2017	October 2017
National Home Orders						
1) National home orders Jan-Sept 2017/Jan-Sept 2016 recorded trend in %	4,0	3,9	4,7	2,6	7,6	30,0
2) National home orders trend (Oct-Dec 2017/Oct-Dec 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		
Increase more than +5%					X	
Increase more than +10%						X
3) National home orders forecast 2017/2016 increase/decrease in %	4,0	3,1		2,5	8,5	30,0
4) When was this orders forecast for 2017/2016 originally published (i.e. first date of publication)?		November 2017	n/a	October 2017	November 2017	October 2017
6. National home orders forecast 2018/2017 (Total Hydraulics) increase / decrease in %	3,0	2,2		1,9	9,0	20,0
7. When was this orders forecast for 2018/2017 originally published (i.e. first date of publication)?		November 2017	n/a	October 2017	November 2017	October 2017
Customer Industries						
Economic trends (Oct-Dec 2017/Oct-Dec 2016)						
Mobile machinery application market						
increase	X				X	X
same		X		X		
decrease						
Industrial fixed machinery application market						
increase	X				X	X
same		X		X		
decrease						
Comparability: Considerable Changes?						
YES						
NO	X	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

Country: Association:	UK BFPA	USA NFFPA
National Home Sales (Consumption)	Whole national market ¹⁾	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-Sept 2017/Jan-Sept 2016 recorded trend in %	7,1	8,9
3) National home sales trend (Oct-Dec 2017/Oct-Dec 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 forecast 2017/2016 Total Hydraulics increase/decrease	5,5	9,1
Forecast 2017/2016 mobile applications increase / decrease in %		9,1
Forecast 2017/2016 industrial applications increase / decrease in %		9,1
5) When was this sales forecast for 2017/2016 originally published (i.e. first date of publication)?	October 2017	October 2017
6. National home sales forecast 2018/2017 (Total Hydraulics) increase / decrease in %	0,3	3,5
7. When was this sales forecast for 2018/2017 originally published (i.e. first date of publication)?	October 2017	October 2017
National Home Orders		
1) National home orders Jan-Sept 2017/Jan-Sept 2016 recorded trend in %	29,4	18,6
2) National home orders trend (Oct-Dec 2017/Oct-Dec 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%	X	
3) National home orders forecast 2017/2016 increase/decrease in %		9,1
4) When was this orders forecast for 2017/2016 originally published (i.e. first date of publication)?	n/a	October 2017
6. National home orders forecast 2018/2017 (Total Hydraulics) increase / decrease in %		3,5
7. When was this orders forecast for 2018/2017 originally published (i.e. first date of publication)?	n/a	October 2017
Customer Industries		
Economic trends (Oct-Dec 2017/Oct-Dec 2016)		
Mobile machinery application market		
increase	X	
same		X
decrease		
Industrial fixed machinery application market		
increase		
same		X
decrease	X	
Comparability: Considerable Changes?		
YES		
NO	X	X
Exchange Rate		
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

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Country: Association:	Belgium FIMOP	China CHPSA	Czech Republic CAHP	Finland FHFA	France ARTEMA	Germany VDMA
National Home Sales (Consumption)	1)	Whole national market	Member companies sales	Member companies sales	Whole national market	Whole national market ¹⁾
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		3.086.151	54.191	56.000	277.000	1.490.000
2) National home sales Jan-Sept 2017/Jan-Sept 2016 recorded trend in %		18,9	4,5	2,0	4,0	7,8
3) National home sales trend (Oct-Dec 2017/Oct-Dec 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%		X				
Increase more than +10%						
4) National home sales forecast 2017/2016 increase/decrease in %		6,5	5,5	2,0	3,0	11,0
5) When was this sales forecast for 2017/2016 originally published (i.e. first date of publication)?		March 2017	October 2017	October 2017	June 2017	September 2017
6. National home sales forecast 2018/2017 increase / decrease in %			6,0	2,0		4,0
7. When was this sales forecast for 2018/2017 originally published (i.e. first date of publication)?		n/a	October 2017	October 2017	n/a	September 2017
National Home Orders						
1) National home orders Jan-Sept 2017/Jan-Sept 2016 recorded trend in %		17,9	4,5	4,0	6,0	7,7
2) National home orders trend (Oct-Dec 2017/Oct-Dec 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%		X				
Increase more than +10%						
3) National home orders forecast 2017/2016 increase/decrease in %		6,5	5,5	2,0	3,0	
4) When was this orders forecast 2017/2016 originally published (i.e. first date of publication)?		March 2017	October 2017	October 2017	June 2017	n/a
6. National home orders forecast 2018/2017 increase / decrease in %			6,0	2,0		
7. When was this orders forecast for 2018/2017 originally published (i.e. first date of publication)?		n/a	October 2017	October 2017	n/a	n/a
Customer Industries						
Economic trends (Oct-Dec 2017/Oct-Dec 2016)						
increase		X	X	X	X	
same						X
decrease						
Comparability: Considerable Changes?						
YES						
NO		X	X	X	X	X
Exchange Rate						
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			

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Country: Association:	Italy ASSOFLUID	Japan JFPA	Netherlands FEDA	Norway HPF	Poland Corporation	Romania FLUIDAS
National Home Sales (Consumption)	Whole national market	Member companies sales	1)	Member companies sales		Member companies sales
1) National home sales 2016 in 1.000 national currency		199.684.166 JPY		237.000 NOK		46.642 RON
National home sales 2016 in 1.000 Euro	791.000	1.661.266		25.510		10.387
2) National home sales Jan-Sept 2017/Jan-Sept 2016 recorded trend in %	8,6	12,3		-5,0		3,0
3) National home sales trend (Oct-Dec 2017/Oct-Dec 2016)						
Decrease -10% or less						
Decrease less than -5%						
Decrease less than 0% to -5%				X		
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 increase/decrease in %	7,5	20,4		-3,0		3,0
5) When was this sales forecast for 2017/2016 originally published (i.e. first date of publication)?	October 2017	October 2017		November 2017		November 2017
6. National home sales forecast 2018/2017 increase / decrease in %				-2,0		3,0
7. When was this sales forecast for 2018/2017 originally published (i.e. first date of publication)?	n/a	n/a		November 2017		November 2017
National Home Orders						
1) National home orders Jan-Sept 2017/Jan-Sept 2016 recorded trend in %	9,4	12,3		-10,0		2,0
2) National home orders trend (Oct-Dec 2017/Oct-Dec 2016)						
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
Increase more than +5%						
Increase more than +10%						
3) National home orders forecast 2017/2016 increase/decrease in %	8,0	20,4		-10,0		2,0
4) When was this orders forecast 2017/2016 originally published (i.e. first date of publication)?	October 2017	October 2017		November 2017		November 2017
6. National home orders forecast 2018/2017 increase / decrease in %				-3,0		2,0
7. When was this orders forecast for 2018/2017 originally published (i.e. first date of publication)?	n/a	n/a		November 2017		November 2017
Customer Industries						
Economic trends (Oct-Dec 2017/Oct-Dec 2016)						
increase						X
same	X			X		
decrease						
Comparability: Considerable Changes?						
YES						
NO	X	X		X		X
Exchange Rate						
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)		120,2 JPY		9,2906 NOK		4,4904 RON

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Country: Association:	Slovenia FTS	Spain AIFTOP	Sweden HPF	Switzerland GOP	Taiwan TFPA	Turkey AKDER
National Home Sales (Consumption)	Whole national market	Member companies sales	Whole national market	Whole national market	Member companies sales	Whole national market ¹⁾
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-Sept 2017/Jan-Sept 2016 recorded trend in %	4,0	11,0	20,5	5,5	14,2	20,0
3) National home sales trend (Oct-Dec 2017/Oct-Dec 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		
Increase more than +10%					X	X
4) National home sales forecast 2017/2016 increase/decrease in %	4,0	8,6		7,3	14,5	20,0
5) When was this sales forecast for 2017/2016 originally published (i.e. first date of publication)?		November 2017	n/a	October 2017	November 2017	October 2017
6. National home sales forecast 2018/2017 increase / decrease in %	4,0	5,8		5,6	14,0	20,0
7. When was this sales forecast for 2018/2017 originally published (i.e. first date of publication)?		November 2017	n/a	October 2017	November 2017	October 2017
National Home Orders						
1) National home orders Jan-Sept 2017/Jan-Sept 2016 recorded trend in %	4,0	12,0	5,3	6,7	14,6	25,0
2) National home orders trend (Oct-Dec 2017/Oct-Dec 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		
Increase more than +10%					X	X
3) National home orders forecast 2017/2016 increase/decrease in %	4,0	6,1		8,7	15,0	25,0
4) When was this orders forecast 2017/2016 originally published (i.e. first date of publication)?		November 2017		October 2017	November 2017	October 2017
6. National home orders forecast 2018/2017 increase / decrease in %	4,0	6,3		5,3	13,0	20,0
7. When was this orders forecast for 2018/2017 originally published (i.e. first date of publication)?		November 2017	n/a	October 2017	November 2017	October 2017
Customer Industries						
Economic trends (Oct-Dec 2017/Oct-Dec 2016)						
increase	X			X	X	X
same		X				
decrease						
Comparability: Considerable Changes?						
YES						
NO	X	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

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Country:	UK	USA
Association:	BFPA	NFPA
National Home Sales (Consumption)		
	Whole national market ¹⁾	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-Sept 2017/Jan-Sept 2016 recorded trend in %	4,9	11,3
3) National home sales trend (Oct-Dec 2017/Oct-Dec 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 forecast 2017/2016 increase/decrease in %	4,6	12,2
5) When was this sales forecast for 2017/2016 originally published (i.e. first date of publication)?	October 2017	October 2017
6. National home sales forecast 2018/2017 increase / decrease in %	2,7	2,4
7. When was this sales forecast for 2018/2017 originally published (i.e. first date of publication)?	October 2017	October 2017
National Home Orders		
1) National home orders Jan-Sept 2017/Jan-Sept 2016 recorded trend in %		12,8
2) National home orders trend (Oct-Dec 2017/Oct-Dec 2016)		
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%		
Increase more than +10%		
3) National home orders forecast 2017/2016 increase/decrease in %		12,2
4) When was this orders forecast 2017/2016 originally published (i.e. first date of publication)?	n/a	October 2017
6. National home orders forecast 2018/2017 increase / decrease in %		2,4
7. When was this orders forecast for 2018/2017 originally published (i.e. first date of publication)?	n/a	October 2017
Customer Industries		
Economic trends (Oct-Dec 2017/Oct-Dec 2016)		
increase	X	
same		X
decrease		
Comparability: Considerable Changes?		
YES		
NO	X	X
Exchange Rate		
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

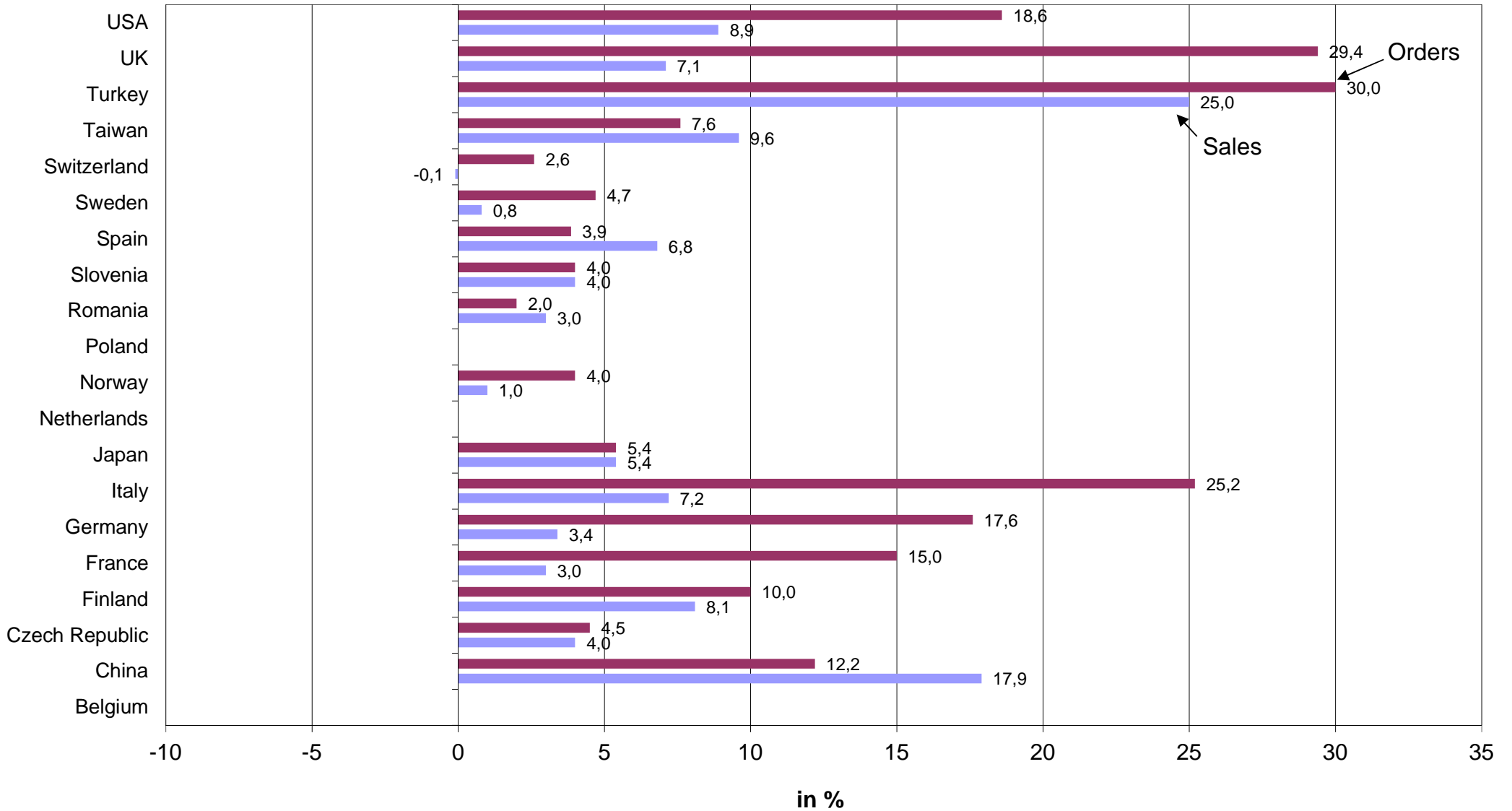
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Miscellaneous / Developments affecting the trend

COUNTRY	Association	
Norway	HPF	Pneumatics: Some larger single projects in Q3 and Q4 2016 not repeating in 2017 Technology change

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

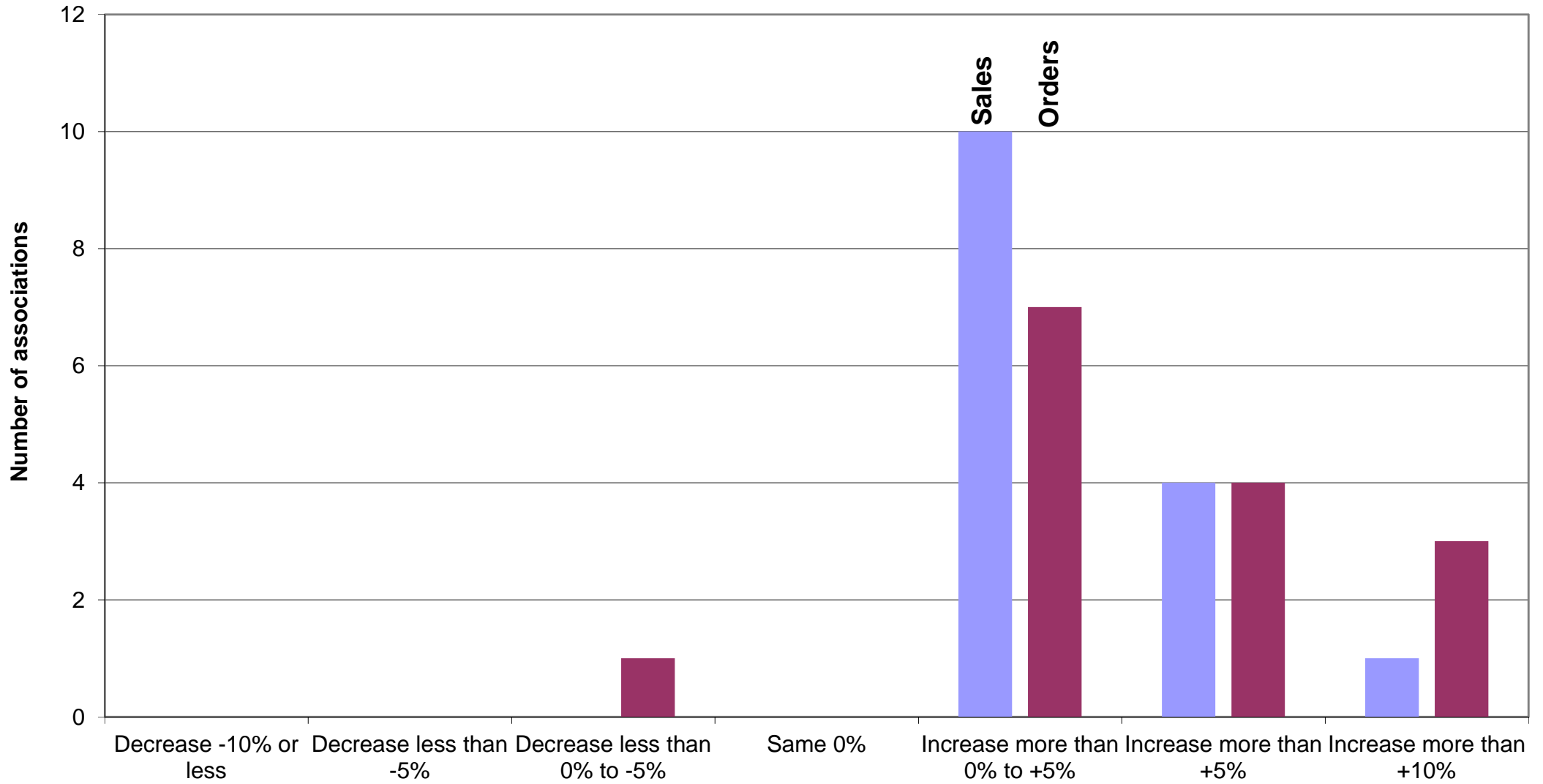


Source: CETOP/ISC Quarterly Trend survey, 1-3 Quarter 2017

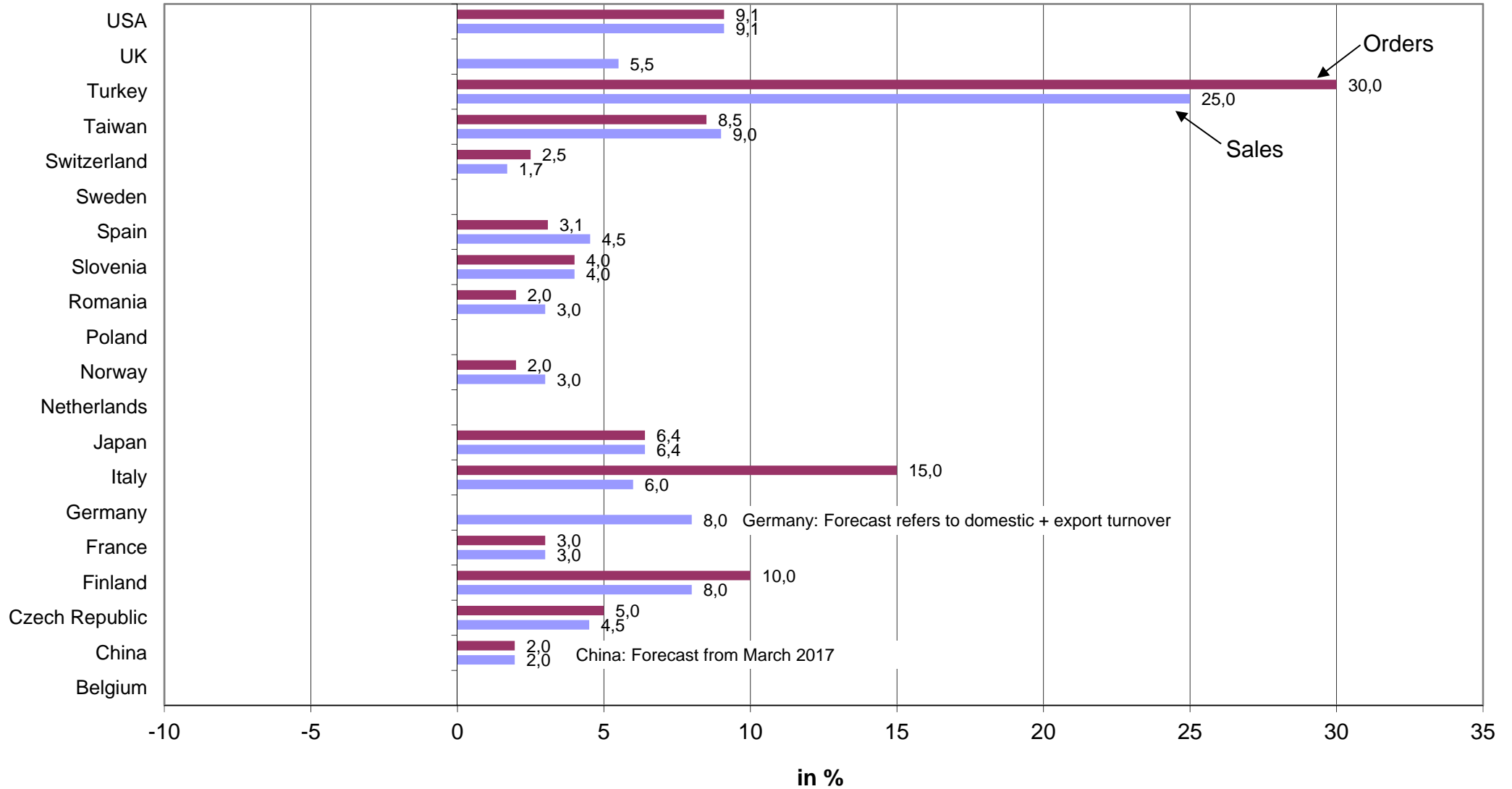
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Hydraulics Trend (October-December 2017/October-December 2016)



Hydraulics Orders and Sales Forecast 2017/2016

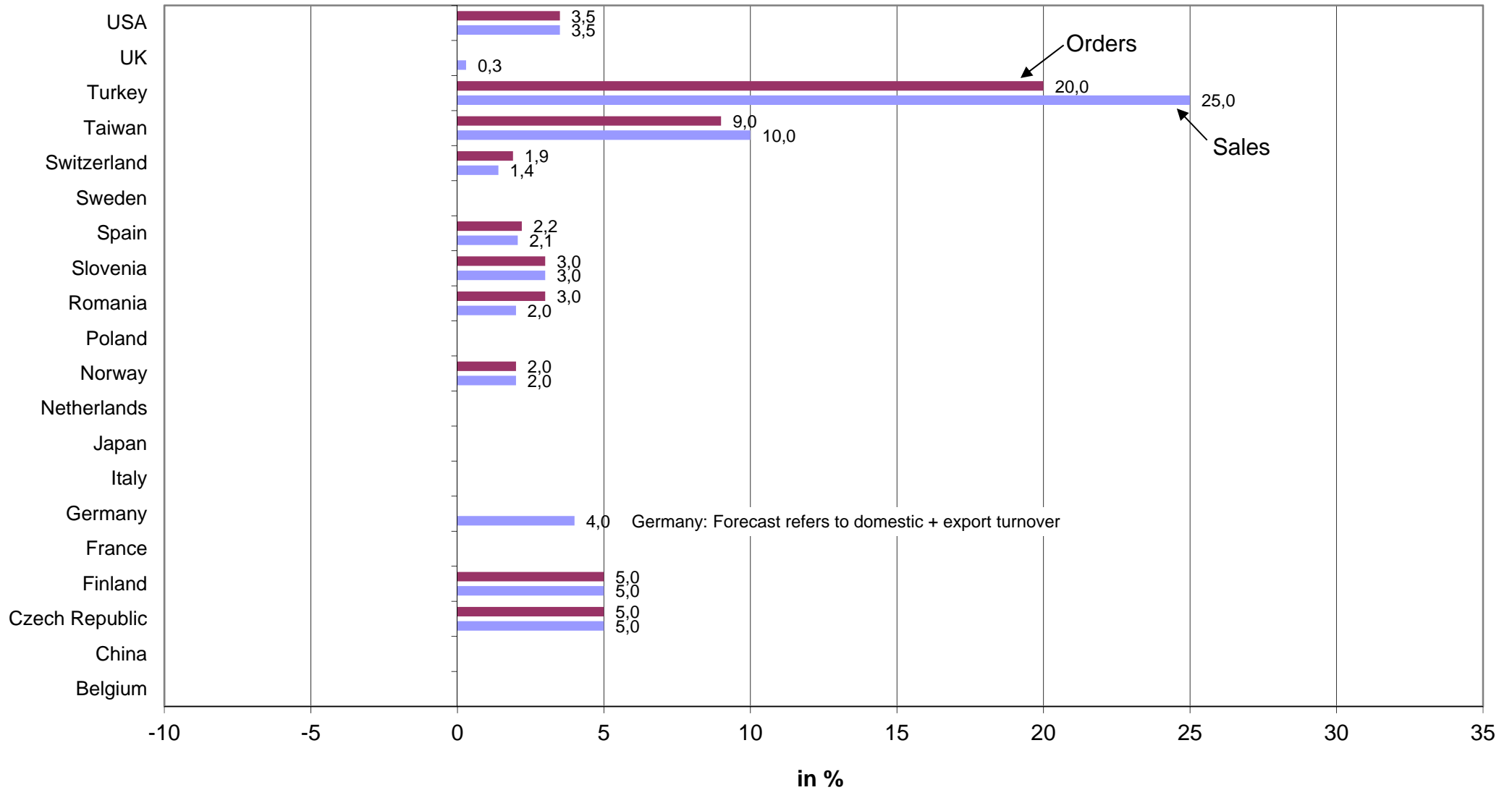


Source: CETOP/ISC Quarterly Trend survey, 1-3 Quarter 2017

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Hydraulics Orders and Sales Forecast 2018/2017

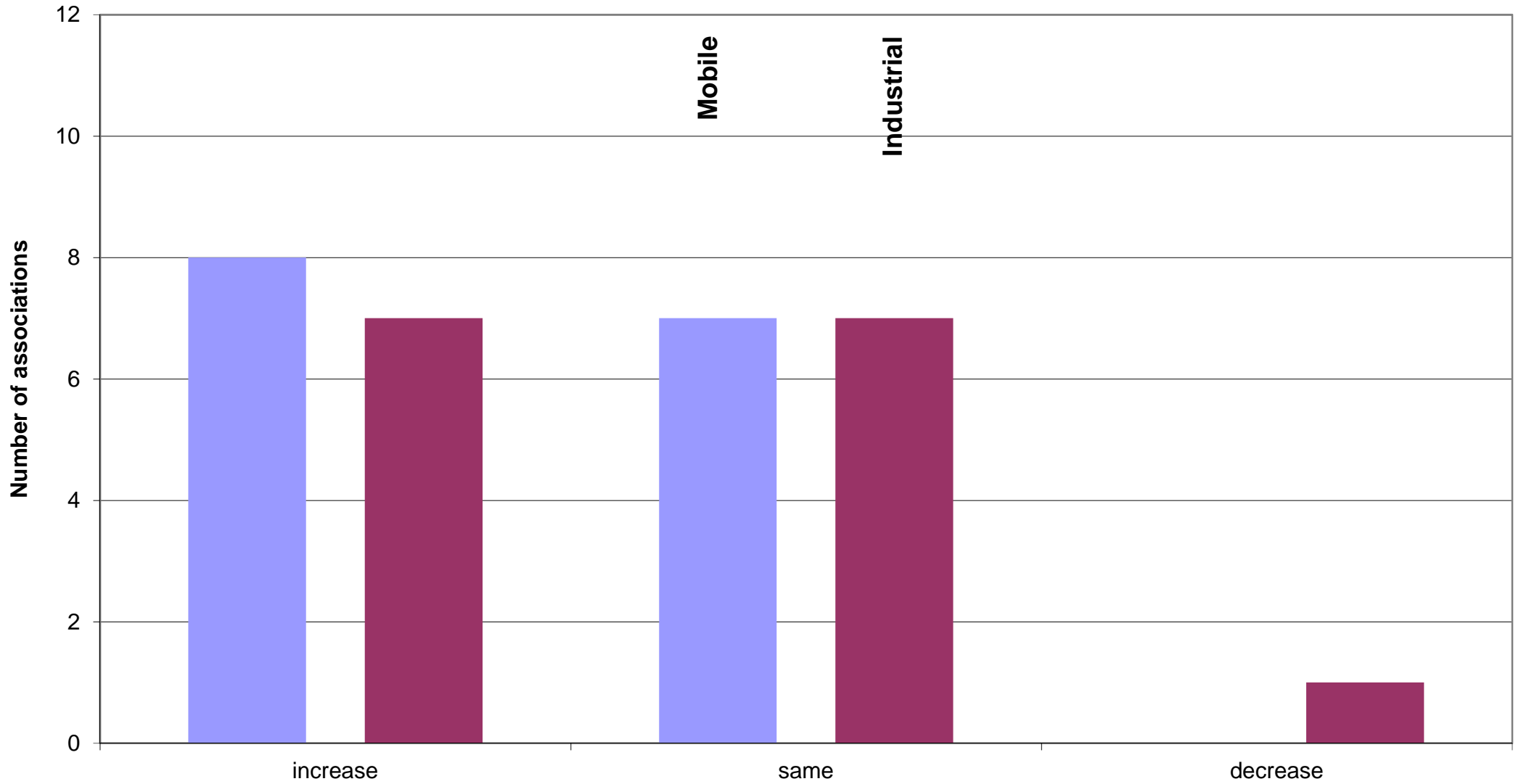


Source: CETOP/ISC Quarterly Trend survey, 1-3 Quarter 2017

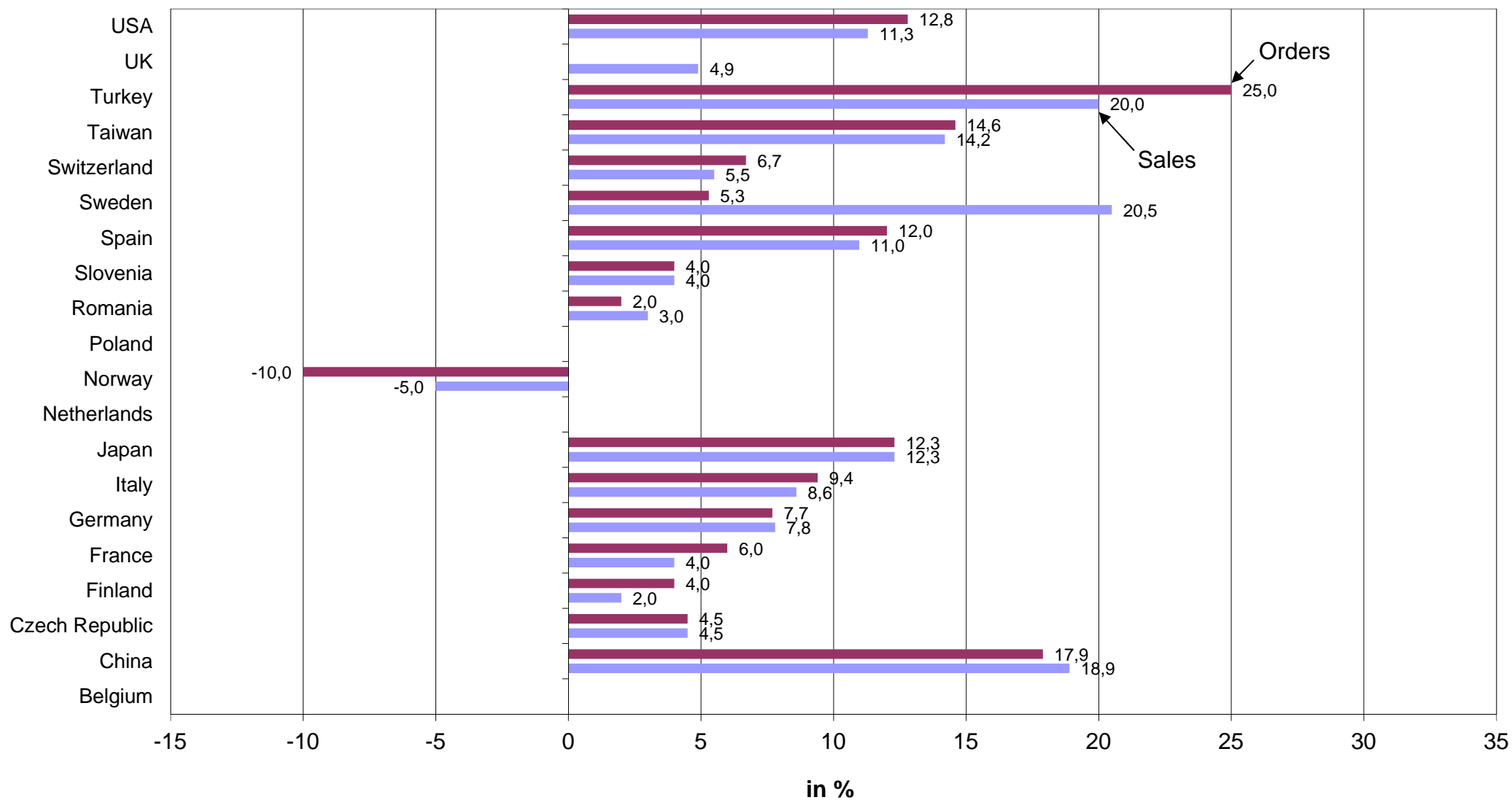
The charts are only available to the responding associations and their member companies and not meant for general publication

12 December 2017

Hydraulics Customer Industries Trend (October-December 2017/October-December 2016)



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

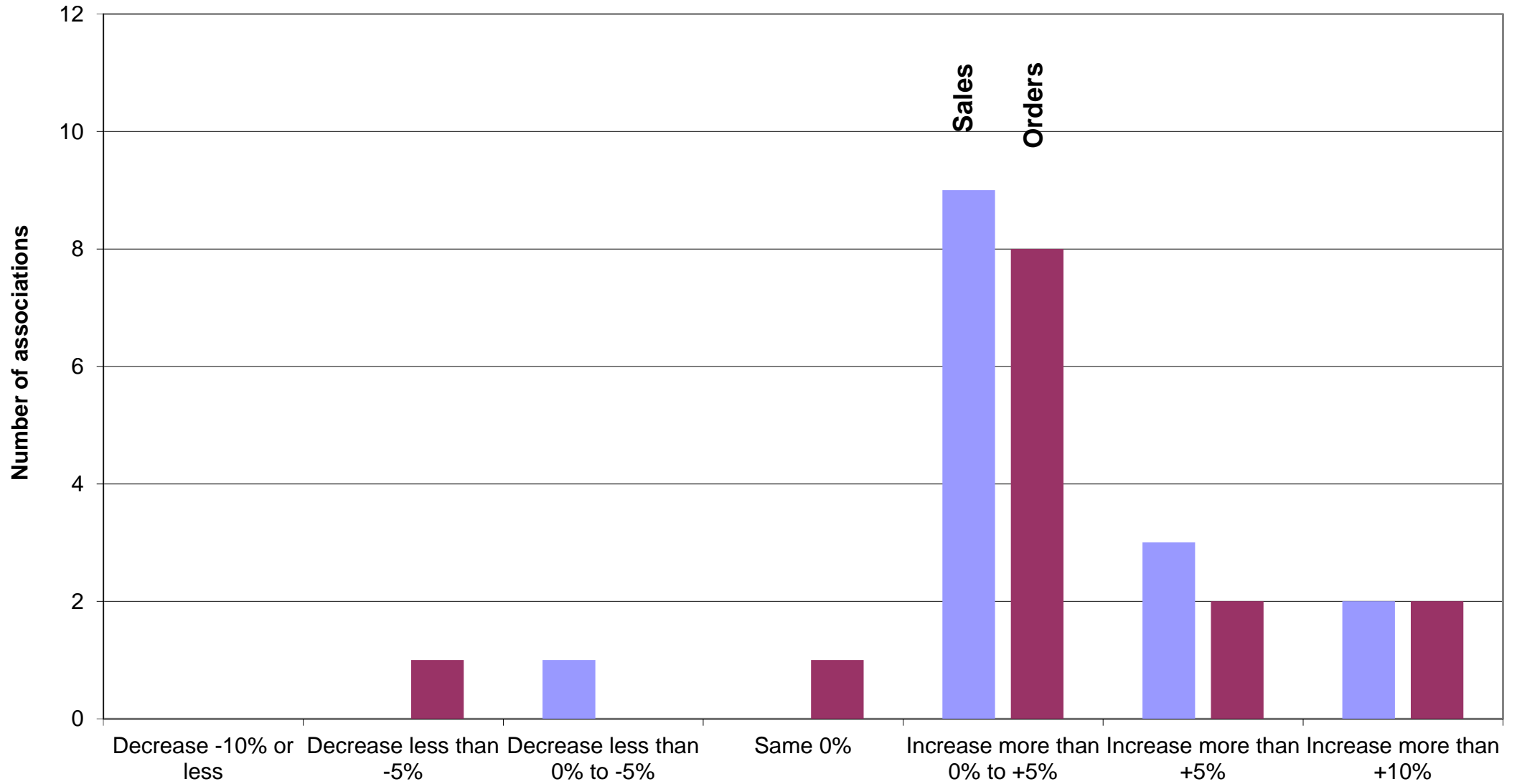


Source: CETOP/ISC Quarterly Trend survey, 1-3 Quarter 2017

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12 December 2017

Pneumatics Trend (October-December 2017/October-December 2016)

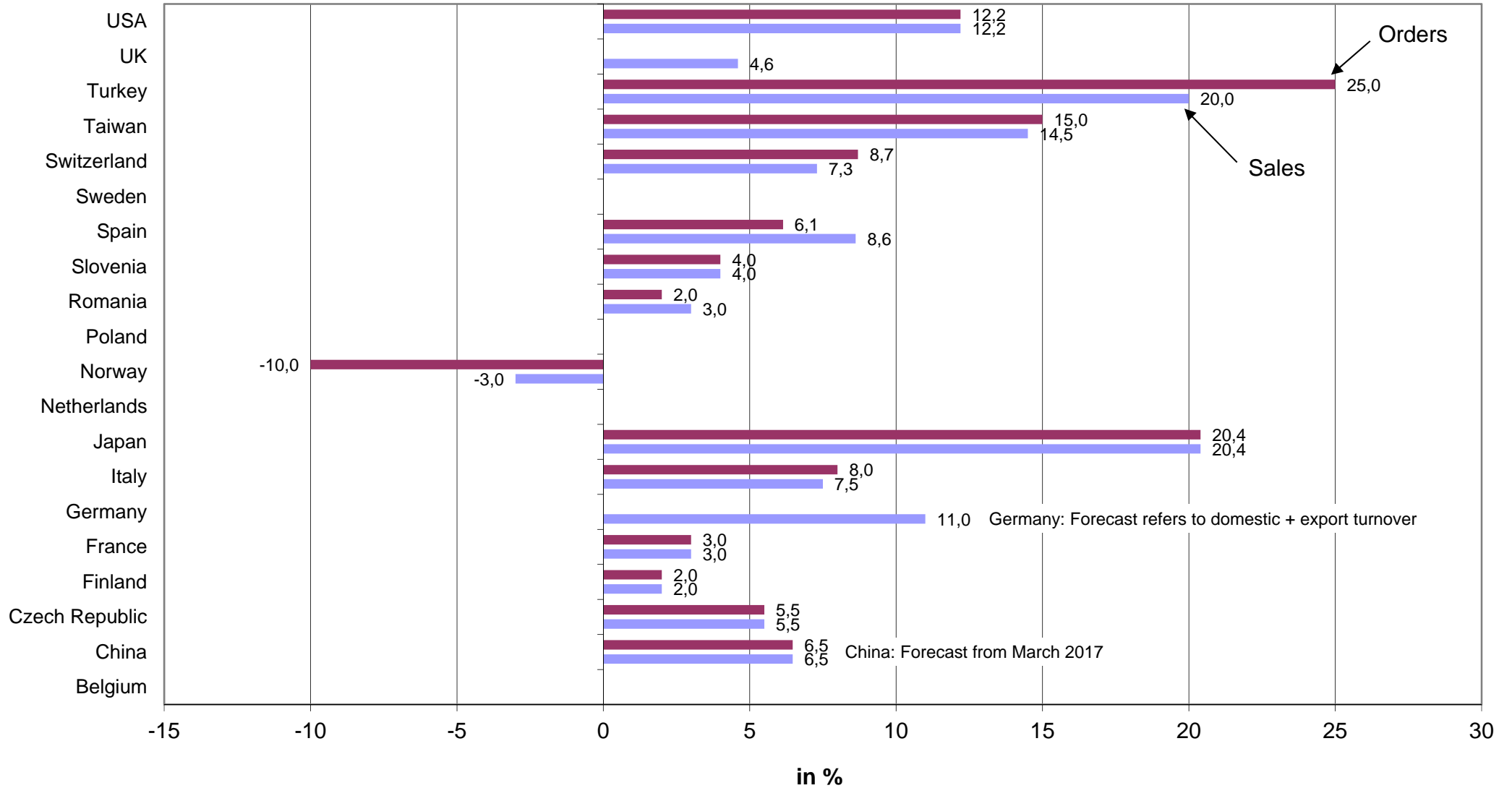


Source: CETOP/ISC Quarterly Trend survey, 1-3 Quarter 2017

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Pneumatics Orders and Sales Forecast 2017/2016

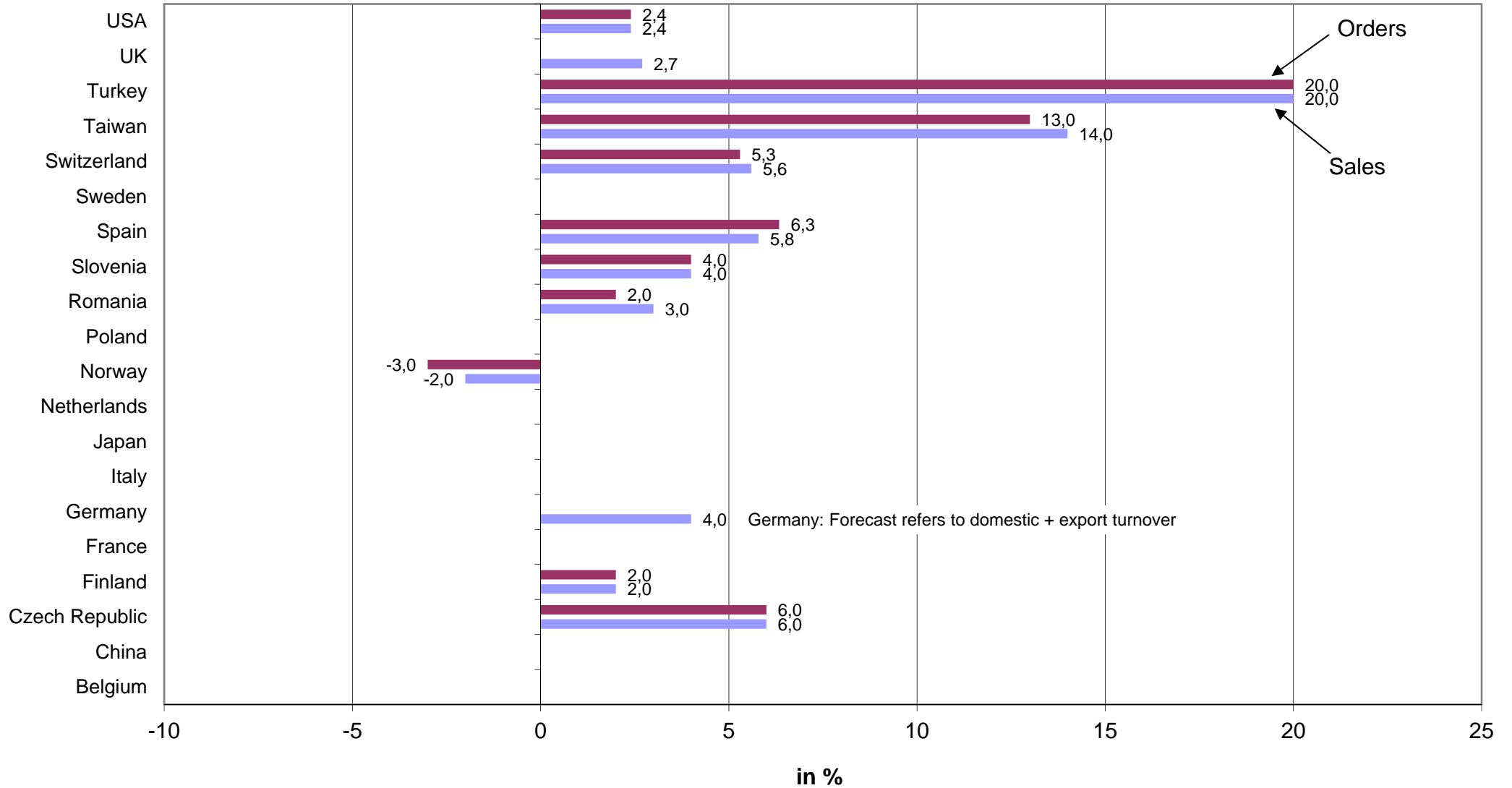


Source: CETOP/ISC Quarterly Trend survey, 1-3 Quarter 2017

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Pneumatics Orders and Sales Forecast 2018/2017



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Pneumatics Customer Industries Trend (October-December 2017/October-December 2016)

