

Country: Association:	Belgium FIMOP	China CHPSA	Czech Republic CAHP	Finland FHPA	France ARTEMA	Germany VDMA
National Home Sales (Consumption)	Whole national market 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	334.854	987.500	2.905.000
2) National home sales Jan-Dec 2016/Jan-Dec 2015 recorded trend in %	6,7	2,5	2,7	-3,0	0,0	0,9
3) National home sales trend (Jan-Mar 2017/Jan-Mar 2016)						
Decrease -10% or less						
Decrease less than -5%						
Decrease less than 0% to -5%					X	
Same 0%				X		
Increase more than 0% to +5%		X	X			
Increase more than +5%	X					X
Increase more than +10%						
4) National home sales forecast 2017/2016 Total Hydraulics increase/decrease	-4,8	2,0	2,0	2,0		1,0
Forecast 2017/2016 mobile applications increase / decrease in %	-3,7	1,8	2,0	3,0		
Forecast 2017/2016 industrial applications increase / decrease in %	-11,4	0,2	2,0	0,0		
5) When was this sales forecast for 2017/2016 originally published (i.e. first date of publication)?		March 2017	January 2017	January 2017		November 2016
National Home Orders						
1) National home orders Jan-Dec 2016/Jan-Dec 2015 recorded trend in %	-4,9	2,5	2,7	-3,0	-11,0	-1,1
2) National home orders trend (Jan-Mar 2017/Jan-Mar 2016)						
Decrease -10% or less						
Decrease less than -5%						
Decrease less than 0% to -5%	X				X	
Same 0%				X		
Increase more than 0% to +5%		X	X			X
Increase more than +5%						
Increase more than +10%						
3) National home orders forecast 2017/2016 increase/decrease in %	-8,6	2,0	2,0	2,0		
4) When was this orders forecast for 2017/2016 originally published (i.e. first date of publication)?		March 2017	January 2017	January 2017		n/a
Customer Industries						
Economic trends (Jan-Mar 2017/Jan-Mar 2016)						
Mobile machinery application market						
increase		X				X
same			X	X	X	
decrease	X					
Industrial fixed machinery application market						
increase	X					X
same		X	X	X	X	
decrease						
Comparability: Considerable Changes?						
YES						
NO	X	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	Member companies sales
1) National home sales 2016 in 1.000 national currency		217.789.000 JPY		1.500.000 NOK	550.000 PLN	111.846 RON
National home sales 2016 in 1.000 Euro	1.478.000	1.811.889		161.454	126.054	24.908
2) National home sales Jan-Dec 2016/Jan-Dec 2015 recorded trend in %	0,8	-6,1		-15,0	-10,0	5,0
3) National home sales trend (Jan-Mar 2017/Jan-Mar 2016)						
Decrease -10% or less						
Decrease less than -5%						
Decrease less than 0% to -5%				X	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 Total Hydraulics increase/decrease	2,0				-8,0	2,0
Forecast 2017/2016 mobile applications increase / decrease in %					22,0	2,0
Forecast 2017/2016 industrial applications increase / decrease in %					-12,0	2,0
5) When was this sales forecast for 2017/2016 originally published (i.e. first date of publication)?	February 2017	n/a			January 2017	
National Home Orders						
1) National home orders Jan-Dec 2016/Jan-Dec 2015 recorded trend in %	3,7	-3,0		-23,0	10,0	5,0
2) National home orders trend (Jan-Mar 2017/Jan-Mar 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%					X	
3) National home orders forecast 2017/2016 increase/decrease in %	3,0				9,0	5,0
4) When was this orders forecast for 2017/2016 originally published (i.e. first date of publication)?	February 2017	n/a			January 2017	
Customer Industries						
Economic trends (Jan-Mar 2017/Jan-Mar 2016)						
Mobile machinery application market						
increase	X				X	
same				X		X
decrease						
Industrial fixed machinery application market						
increase	X					
same					X	X
decrease				X		
Comparability: Considerable Changes?						
YES						
NO	X	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	4,3632 PLN	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	186.031 CHF	7.408.490 NTD	1.300.000 TRY
National home sales 2016 in 1.000 Euro		390.000	550.539	170.639	207.748	388.837
2) National home sales Jan-Dec 2016/Jan-Dec 2015 recorded trend in %		8,0	-2,5	-1,8	-4,5	12,0
3) National home sales trend (Jan-Mar 2017/Jan-Mar 2016)						
Decrease -10% or less						
Decrease less than -5%						
Decrease less than 0% to -5%						
Same 0%				X	X	
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		6,4		0,0	1,0	9,0
Forecast 2017/2016 mobile applications increase / decrease in %				0,0		12,0
Forecast 2017/2016 industrial applications increase / decrease in %				0,0		7,0
5) When was this sales forecast for 2017/2016 originally published (i.e. first date of publication)?		February 2017		February 2017	January 2017	January 2017
National Home Orders						
1) National home orders Jan-Dec 2016/Jan-Dec 2015 recorded trend in %		6,8	-1,0	2,3	-4,5	8,0
2) National home orders trend (Jan-Mar 2017/Jan-Mar 2016)						
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		
Increase more than +5%						X
Increase more than +10%						
3) National home orders forecast 2017/2016 increase/decrease in %		6,0		2,8	1,0	8,0
4) When was this orders forecast for 2017/2016 originally published (i.e. first date of publication)?		February 2017		February 2017	January 2017	January 2017
Customer Industries						
Economic trends (Jan-Mar 2017/Jan-Mar 2016)						
Mobile machinery application market						
increase						
same		X		X	X	X
decrease						
Industrial fixed machinery application market						
increase						
same		X		X	X	X
decrease						
Comparability: Considerable Changes?						
YES				X		
NO		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:	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	593.960 GBP	10.495.942 USD
National home sales 2016 in 1.000 Euro	724.801	9.482.286
2) National home sales Jan-Dec 2016/Jan-Dec 2015 recorded trend in %	-4,6	-8,9
3) National home sales trend (Jan-Mar 2017/Jan-Mar 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	1,0	7,7
Forecast 2017/2016 mobile applications increase / decrease in %		7,7
Forecast 2017/2016 industrial applications increase / decrease in %		7,7
5) When was this sales forecast for 2017/2016 originally published (i.e. first date of publication)?	October 2016	January 2017
National Home Orders		
1) National home orders Jan-Dec 2016/Jan-Dec 2015 recorded trend in %	8,4	-7,5
2) National home orders trend (Jan-Mar 2017/Jan-Mar 2016)		
Decrease -10% or less		
Decrease less than -5%		
Decrease less than 0% to -5%		
Same 0%		
Increase more than 0% to +5%		
Increase more than +5%		X
Increase more than +10%	X	
3) National home orders forecast 2017/2016 increase/decrease in %		7,7
4) When was this orders forecast for 2017/2016 originally published (i.e. first date of publication)?	n/a	January 2017
Customer Industries		
Economic trends (Jan-Mar 2017/Jan-Mar 2016)		
Mobile machinery application market		
increase	X	X
same		
decrease		
Industrial fixed machinery application market		
increase		X
same		
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 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		22.690.000 CNY	1.465.000 CZK			
National home sales 2016 in 1.000 Euro		3.086.151	54.191	46.958	277.000	1.490.000
2) National home sales Jan-Dec 2016/Jan-Dec 2015 recorded trend in %		6,9	3,5	-8,0	3,0	0,9
3) National home sales trend (Jan-Mar 2017/Jan-Mar 2016)						
Decrease -10% or less						
Decrease less than -5%						
Decrease less than 0% to -5%						
Same 0%				X	X	
Increase more than 0% to +5%		X	X			
Increase more than +5%						X
Increase more than +10%						
4) National home sales forecast 2017/2016 increase/decrease in %		6,5	3,0	2,0	2,0	3,0
5) When was this sales forecast for 2017/2016 originally published (i.e. first date of publication)?		March 2017	January 2017	January 2017	October 2016	November 2016
National Home Orders						
1) National home orders Jan-Dec 2016/Jan-Dec 2015 recorded trend in %		6,9	3,5	-6,0	4,0	4,0
2) National home orders trend (Jan-Mar 2017/Jan-Mar 2016)						
Decrease -10% or less						
Decrease less than -5%						
Decrease less than 0% to -5%						
Same 0%				X	X	
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 %		6,5	3,0	2,0	2,0	
4) When was this orders forecast 2017/2016 originally published (i.e. first date of publication)?		March 2017	January 2017	January 2017	October 2016	n/a
Customer Industries						
Economic trends (Jan-Mar 2017/Jan-Mar 2016)						
increase		X				X
same			X	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			

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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		197.805.000 JPY		237.000 NOK		50.724 RON
National home sales 2016 in 1.000 Euro	791.000	1.645.632		25.510		11.296
2) National home sales Jan-Dec 2016/Jan-Dec 2015 recorded trend in %	7,3	2,2		8,0		5,0
3) National home sales trend (Jan-Mar 2017/Jan-Mar 2016)						
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
Increase more than +5%						
Increase more than +10%						
4) National home sales forecast 2017/2016 increase/decrease in %	5,0			10,0		5,0
5) When was this sales forecast for 2017/2016 originally published (i.e. first date of publication)?	February 2017	n/a		January 2017		
National Home Orders						
1) National home orders Jan-Dec 2016/Jan-Dec 2015 recorded trend in %	6,8	2,2		20,0		5,0
2) National home orders trend (Jan-Mar 2017/Jan-Mar 2016)						
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
Increase more than +5%						
Increase more than +10%						
3) National home orders forecast 2017/2016 increase/decrease in %	6,0			5,0		6,0
4) When was this orders forecast 2017/2016 originally published (i.e. first date of publication)?	February 2017	n/a		January 2017		
Customer Industries						
Economic trends (Jan-Mar 2017/Jan-Mar 2016)						
increase	X			X		
same						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	153.784 CHF	7.840.015 NTD	450.000 TRY
National home sales 2016 in 1.000 Euro		170.000	130.744	141.060	219.848	134.598
2) National home sales Jan-Dec 2016/Jan-Dec 2015 recorded trend in %		10,3	6,0	1,2	-1,9	7,0
3) National home sales trend (Jan-Mar 2017/Jan-Mar 2016)						
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		
Increase more than +5%						X
Increase more than +10%						
4) National home sales forecast 2017/2016 increase/decrease in %		6,1		4,7	1,0	10,0
5) When was this sales forecast for 2017/2016 originally published (i.e. first date of publication)?		February 2017		February 2017	January 2017	January 2017
National Home Orders						
1) National home orders Jan-Dec 2016/Jan-Dec 2015 recorded trend in %		11,5	2,6	0,6	-1,5	8,0
2) National home orders trend (Jan-Mar 2017/Jan-Mar 2016)						
Decrease -10% or less						
Decrease less than -5%						
Decrease less than 0% to -5%						
Same 0%					X	
Increase more than 0% to +5%				X		
Increase more than +5%		X				X
Increase more than +10%						
3) National home orders forecast 2017/2016 increase/decrease in %		6,2		5,2	1,0	10,0
4) When was this orders forecast 2017/2016 originally published (i.e. first date of publication)?		February 2017		February 2017	January 2017	January 2017
Customer Industries						
Economic trends (Jan-Mar 2017/Jan-Mar 2016)						
increase		X				
same				X	X	X
decrease						
Comparability: Considerable Changes?						
YES				X		
NO		X	X		X	X
Exchange Rate						
Comments						¹⁾ Range of products has been increased
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-Dec 2016/Jan-Dec 2015 recorded trend in %	-4,7	-9,3
3) National home sales trend (Jan-Mar 2017/Jan-Mar 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 increase/decrease in %	1,4	3,7
5) When was this sales forecast for 2017/2016 originally published (i.e. first date of publication)?	October 2016	January 2017
National Home Orders		
1) National home orders Jan-Dec 2016/Jan-Dec 2015 recorded trend in %		-8,6
2) National home orders trend (Jan-Mar 2017/Jan-Mar 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%		
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)?	n/a	January 2017
Customer Industries		
Economic trends (Jan-Mar 2017/Jan-Mar 2016)		
increase	X	X
same		
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

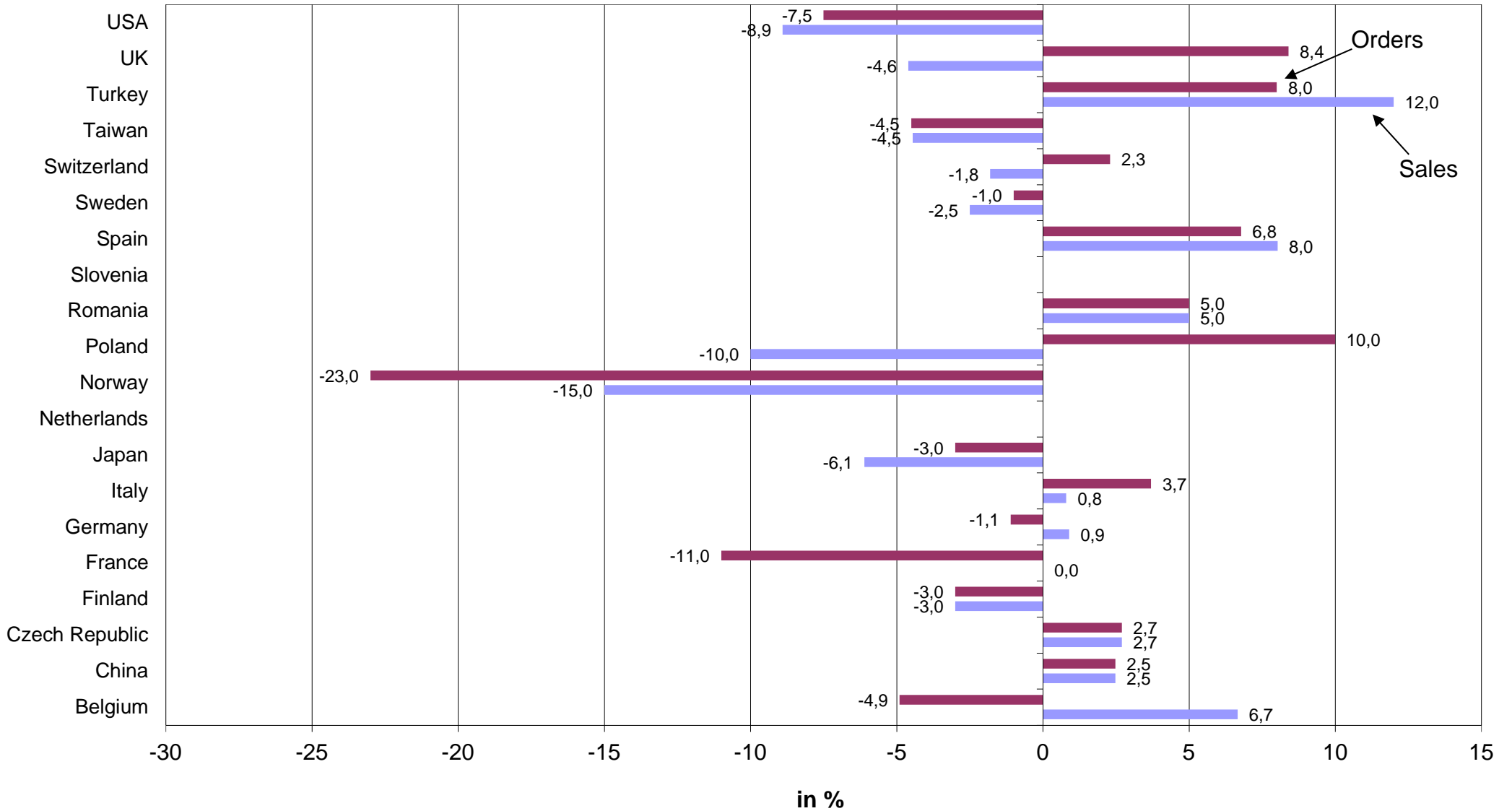
CETOP/ISC Quarterly Trend survey

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Miscellaneous / Developments affecting the trend

COUNTRY	Association	

Hydraulics Orders and Sales Changes January-December 2016/January-December 2015 in %

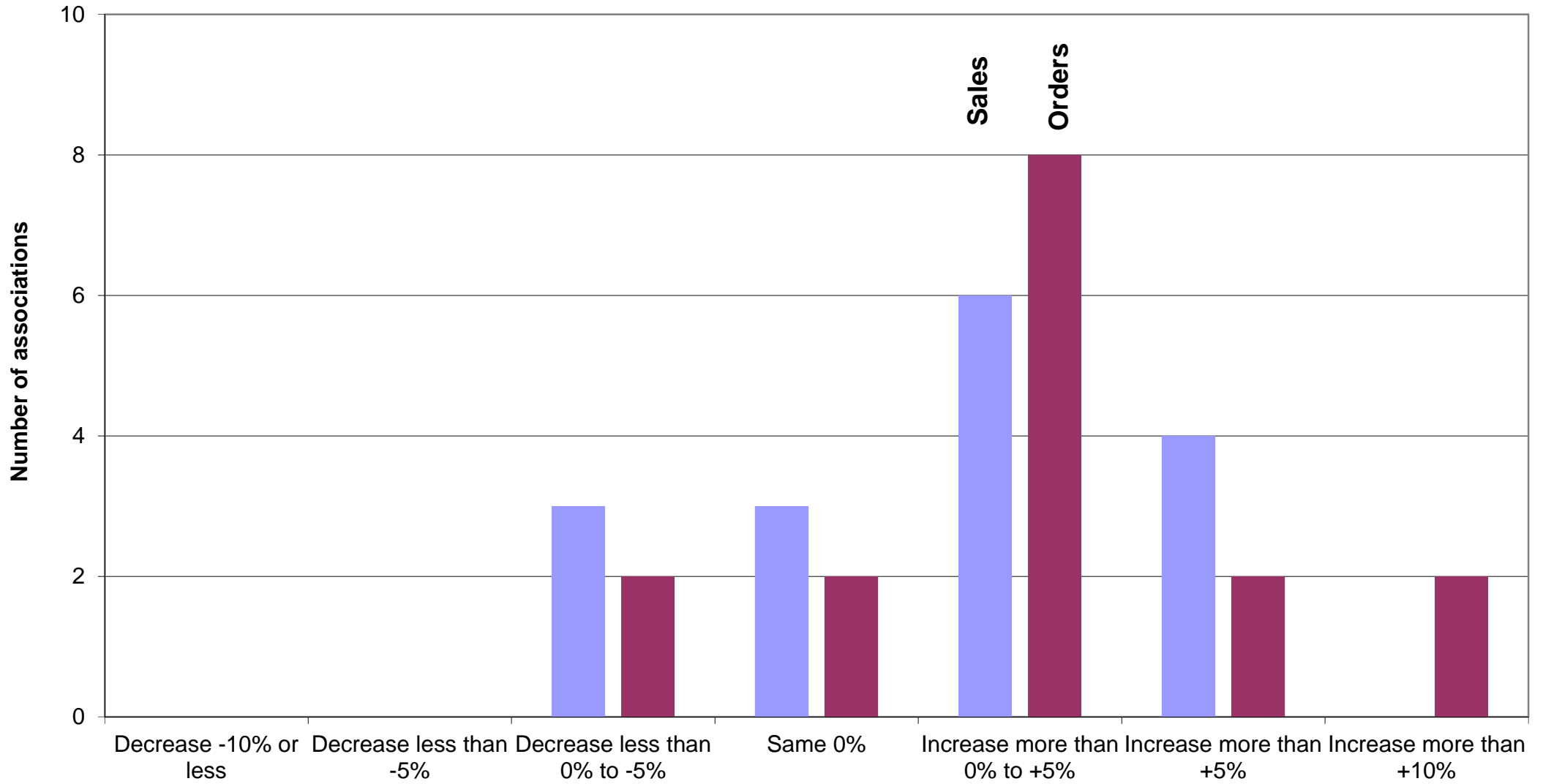


Source: CETOP/ISC Quarterly Trend survey, 1-4 Quarter 2016

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4 May 2017

Hydraulics Trend (January-March 2017/January-March 2016)

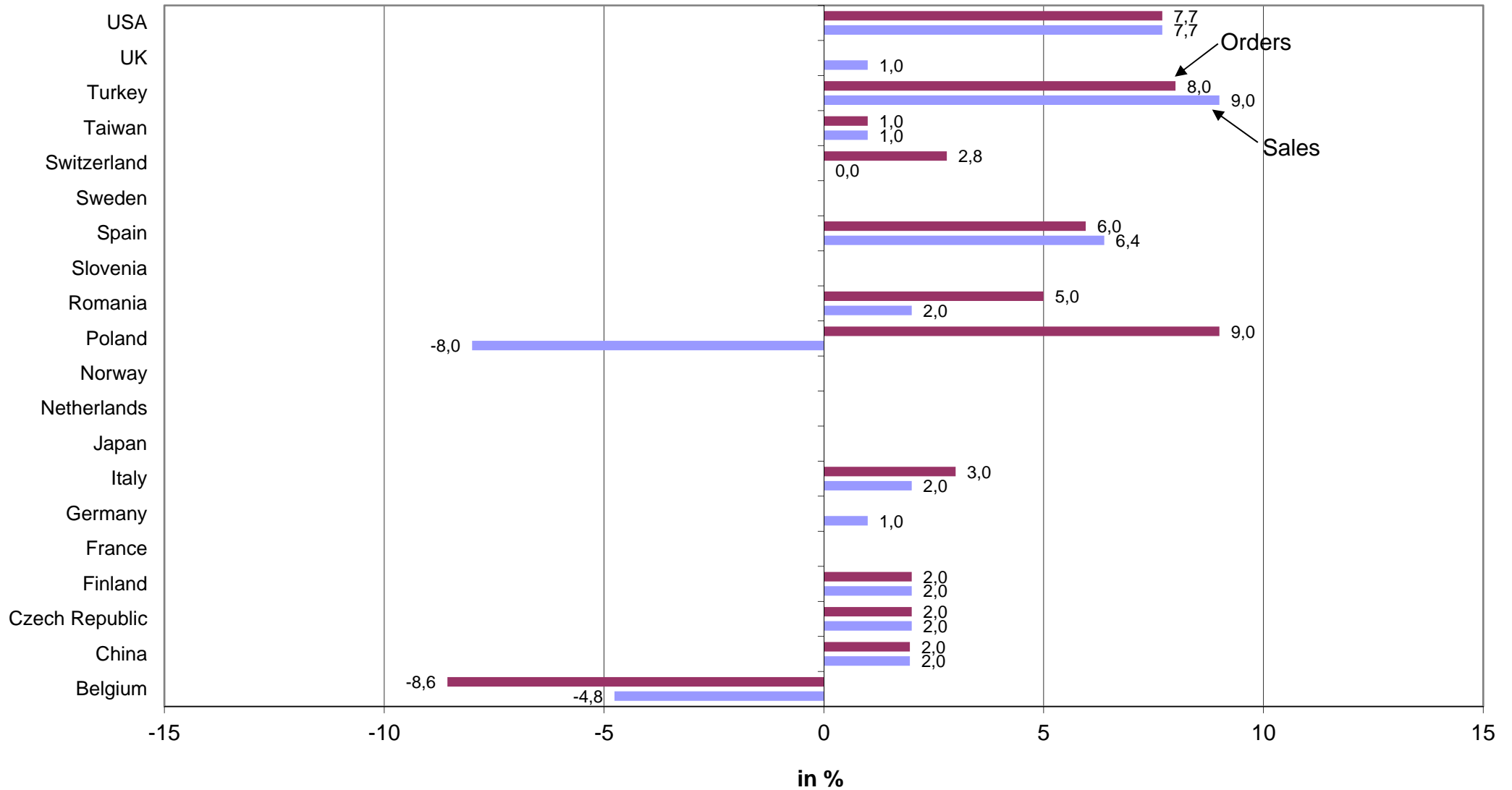


Source: CETOP/ISC Quarterly Trend survey, 1-4 Quarter 2016

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4 May 2017

Hydraulics Orders and Sales Forecast 2017/2016

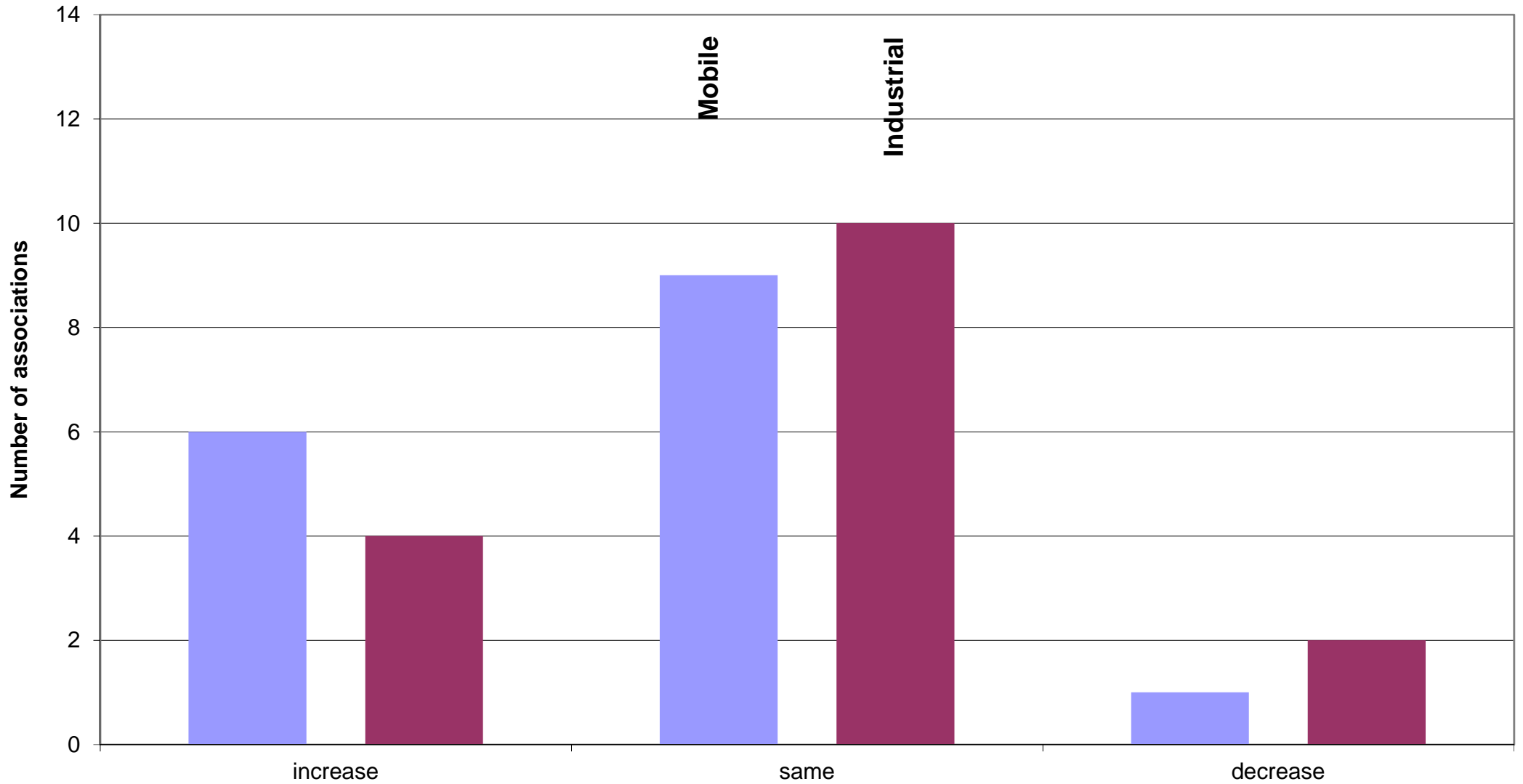


Source: CETOP/ISC Quarterly Trend survey, 1-4 Quarter 2016

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4 May 2017

Hydraulics Customer Industries Trend (January-March 2017/January-March 2016)

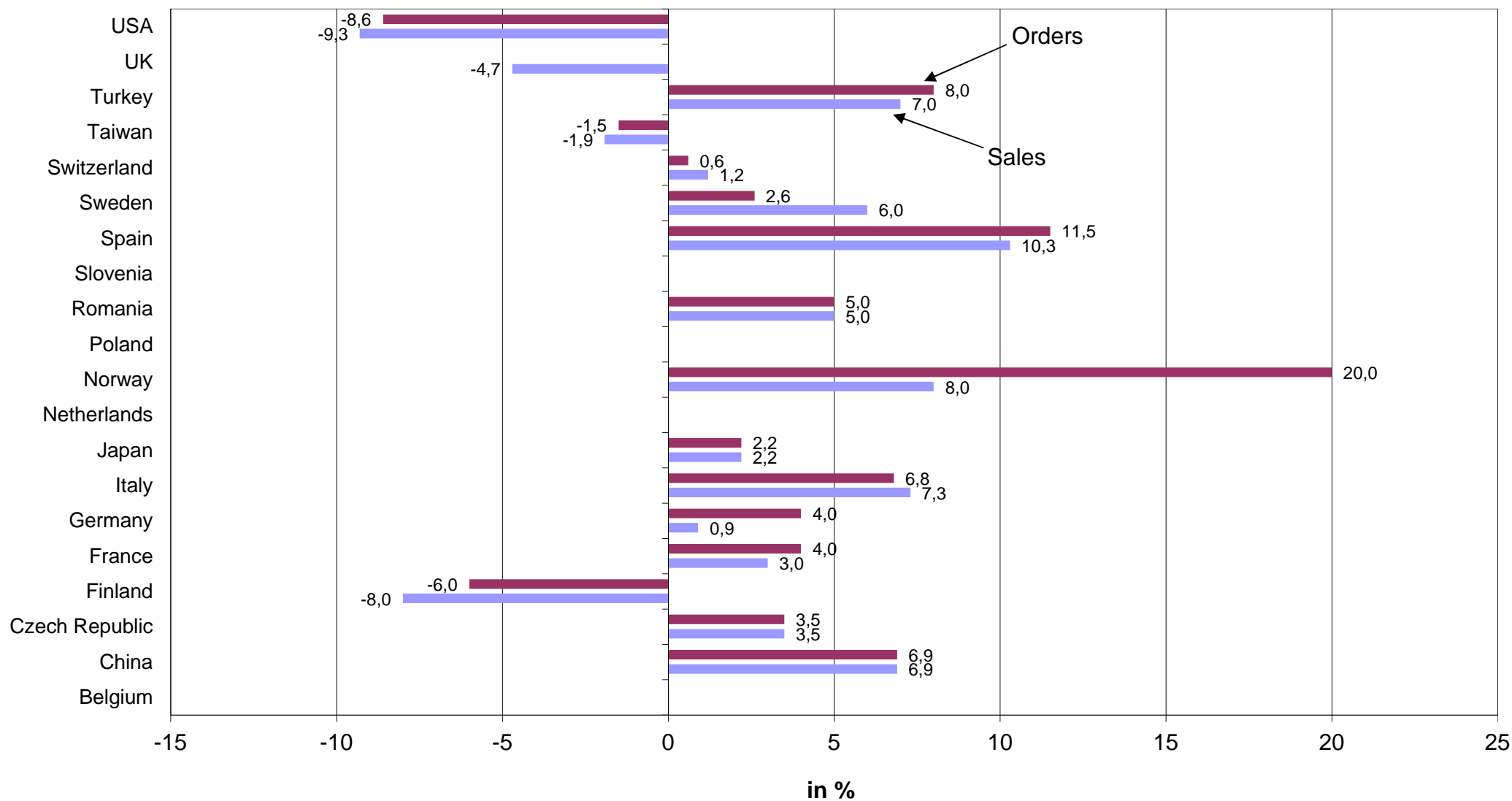


Source: CETOP/ISC Quarterly Trend survey, 1-4 Quarter 2016

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4 May 2017

Pneumatics Orders and Sales Changes January-December 2016/January-December 2015 in %

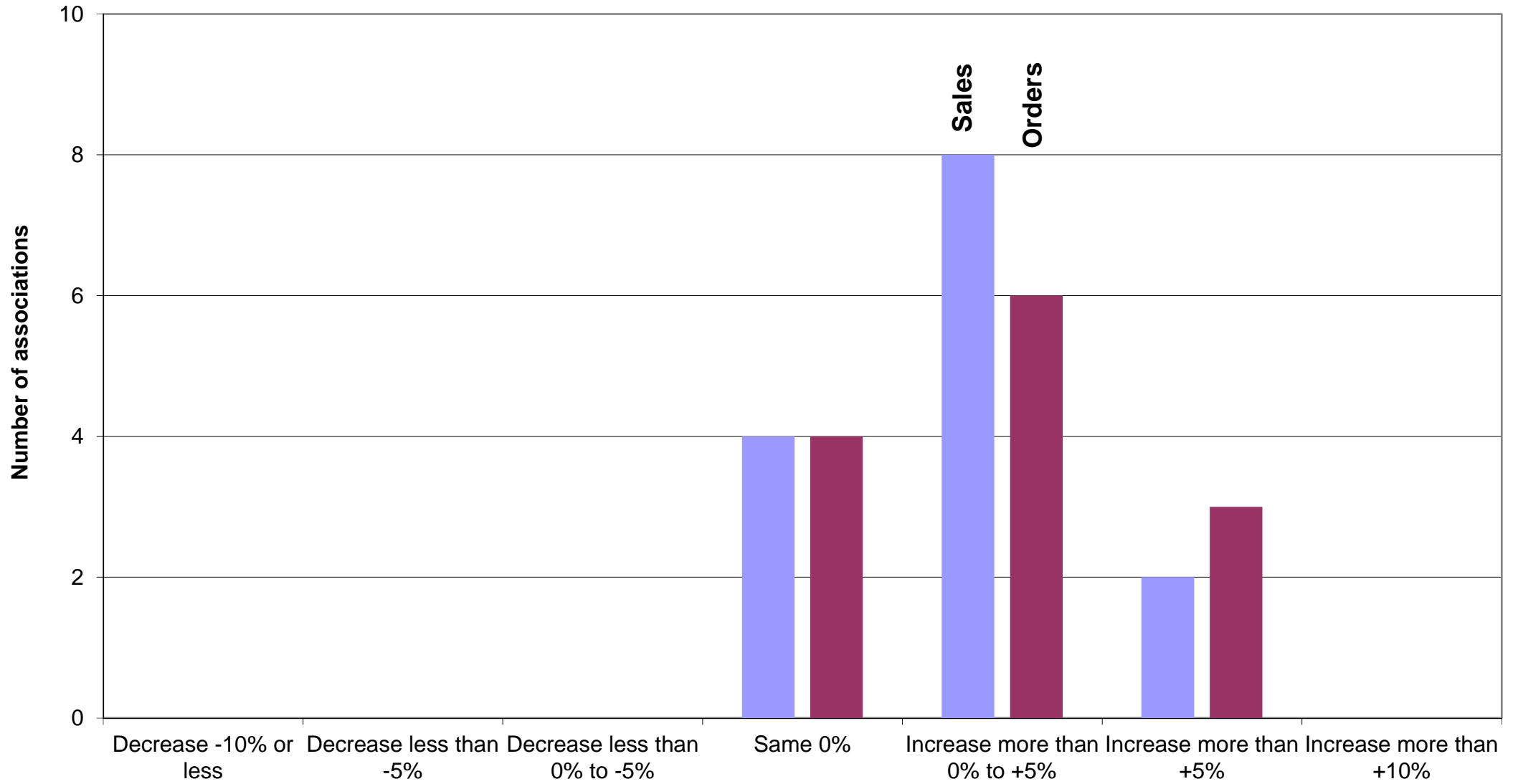


Source: CETOP/ISC Quarterly Trend survey, 1-4 Quarter 2016

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4 May 2017

Pneumatics Trend (January-March 2017/January-March 2016)

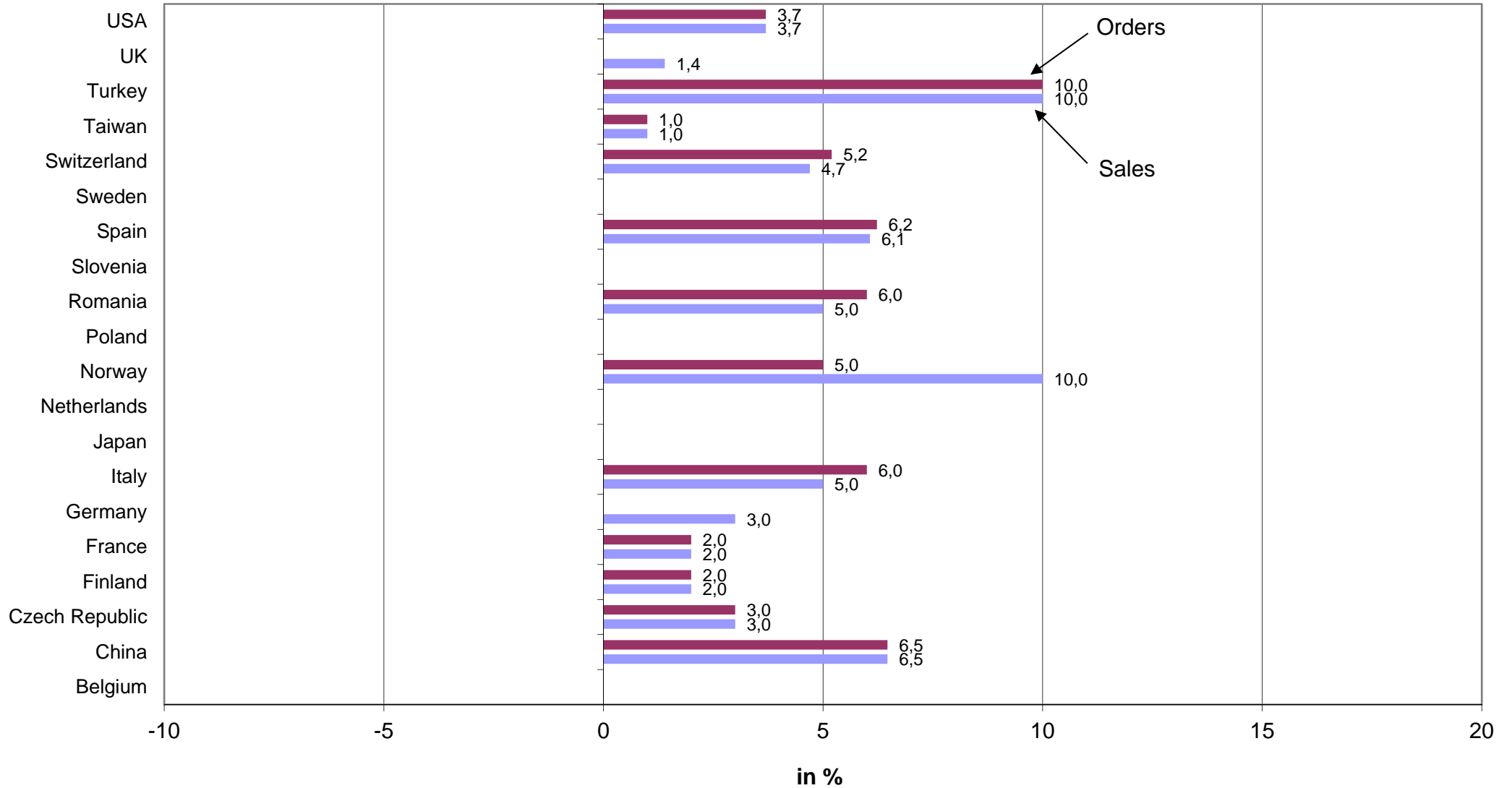


Source: CETOP/ISC Quarterly Trend survey, 1-4 Quarter 2016

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4 May 2017

Pneumatics Orders and Sales Forecast 2017/2016

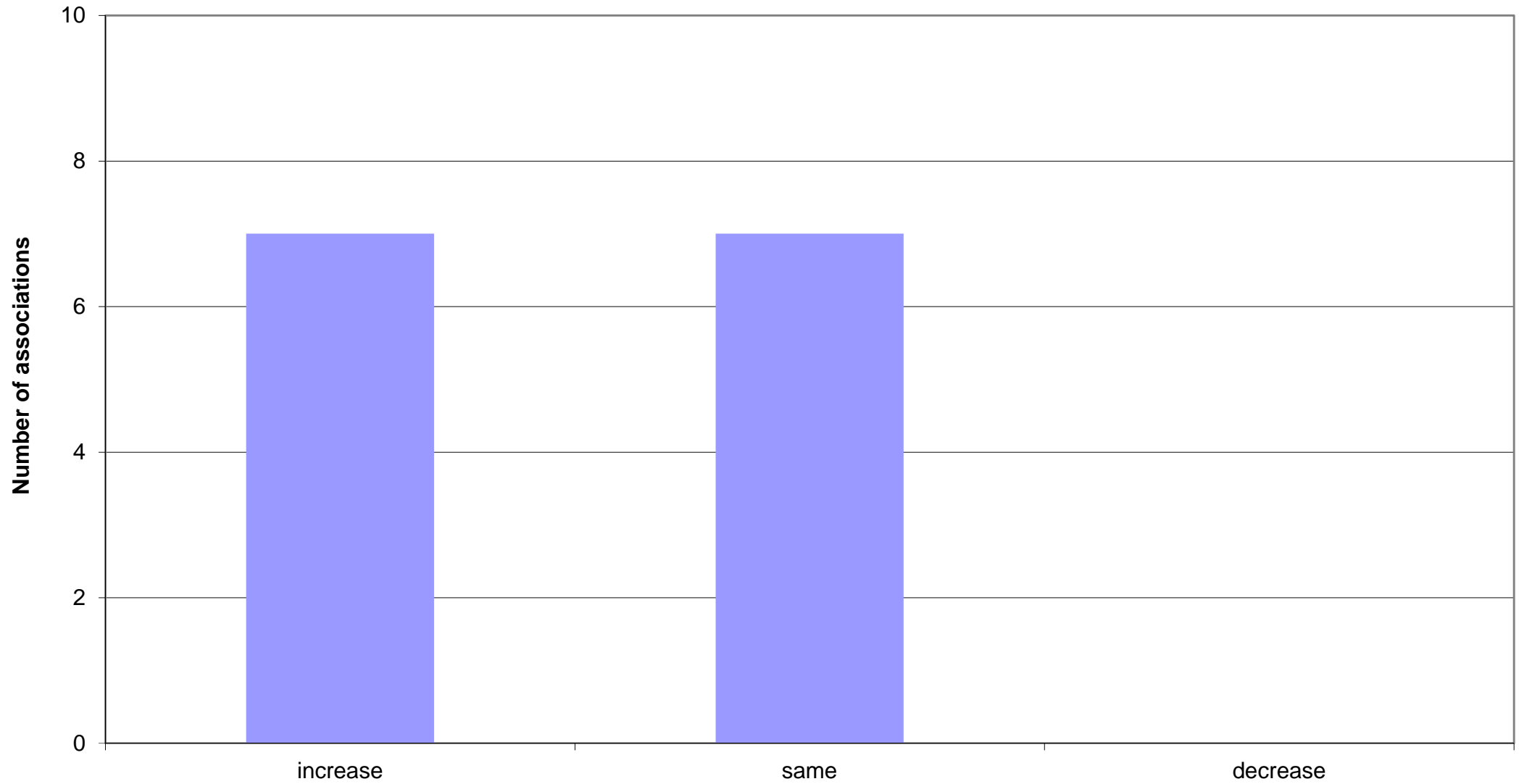


Source: CETOP/ISC Quarterly Trend survey, 1-4 Quarter 2016

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4 May 2017

Pneumatics Customer Industries Trend (January-March 2017/January-March 2016)



Source: CETOP/ISC Quarterly Trend survey, 1-4 Quarter 2016

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4 May 2017