

Country: Association:	Belgium FIMOP	China CHPSA	Czech Republic CAHP	Finland FHPA	France ARTEMA	Germany VDMA
<b>National Home Sales (Consumption)</b>	Whole national market 1)	Whole national market	Member companies sales	Member companies sales	Whole national market	Whole national market <sup>1)</sup>
1) National home sales <b>2016 in 1.000 national currency</b>		57.520.000 CNY	2.642.000 CZK			
National home sales <b>2016 in 1.000 Euro</b>		7.823.509	97.729	334.854	987.500	2.905.000
2) National home sales <b>Jan-Dec 2016/Jan-Dec 2015</b> recorded trend in %	6,7	2,5	2,7	-3,0	0,0	0,9
3) National home sales trend ( <b>Jan-Mar 2017/Jan-Mar 2016</b> )						
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 <b>forecast 2017/2016</b> Total Hydraulics increase/decrease	-4,8	2,0	2,0	2,0		1,0
Forecast 2017/2016 <b>mobile</b> applications increase / decrease in %	-3,7	1,8	2,0	3,0		
Forecast 2017/2016 <b>industrial</b> applications increase / decrease in %	-11,4	0,2	2,0	0,0		
5) When was this sales <b>forecast for 2017/2016</b> originally published (i.e. first date of publication)?		March 2017	January 2017	January 2017		November 2016
<b>National Home Orders</b>						
1) National home orders <b>Jan-Dec 2016/Jan-Dec 2015</b> recorded trend in %	-4,9	2,5	2,7	-3,0	-11,0	-1,1
2) National home orders trend ( <b>Jan-Mar 2017/Jan-Mar 2016</b> )						
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 <b>forecast 2017/2016</b> increase/decrease in %	-8,6	2,0	2,0	2,0		
4) When was this orders <b>forecast for 2017/2016</b> originally published (i.e. first date of publication)?		March 2017	January 2017	January 2017		n/a
<b>Customer Industries</b>						
Economic trends ( <b>Jan-Mar 2017/Jan-Mar 2016</b> )						
<b>Mobile</b> machinery application market						
increase		X				X
same			X	X	X	
decrease	X					
<b>Industrial</b> fixed machinery application market						
increase	X					X
same		X	X	X	X	
decrease						
<b>Comparability: Considerable Changes?</b>						
YES						
NO	X	X	X	X	X	X
<b>Exchange Rate</b>						
Comments						
	1) B will report to 2 and 4 quarter					1) Forecast refers to domestic + export turnover
1 Euro = ... National currency (Euro-reference rate of the European Central Bank: Annual average of 2016)		7,3522 CNY	27,034 CZK			

Country: Association:	Italy ASSOFLUID	Japan JFPA	Netherlands FEDA	Norway HPF	Poland Corporation	Romania FLUIDAS
<b>National Home Sales (Consumption)</b>	Whole national market	Member companies sales	1)	Member companies sales	Member companies sales	Member companies sales
1) National home sales <b>2016 in 1.000 national currency</b>		217.789.000 JPY		1.500.000 NOK	550.000 PLN	111.846 RON
National home sales <b>2016 in 1.000 Euro</b>	1.478.000	1.811.889		161.454	126.054	24.908
2) National home sales <b>Jan-Dec 2016/Jan-Dec 2015</b> recorded trend in %	0,8	-6,1		-15,0	-10,0	5,0
3) National home sales trend ( <b>Jan-Mar 2017/Jan-Mar 2016</b> )						
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 <b>forecast 2017/2016</b> Total Hydraulics increase/decrease	2,0				-8,0	2,0
Forecast 2017/2016 <b>mobile</b> applications increase / decrease in %					22,0	2,0
Forecast 2017/2016 <b>industrial</b> applications increase / decrease in %					-12,0	2,0
5) When was this sales <b>forecast for 2017/2016</b> originally published (i.e. first date of publication)?	February 2017	n/a			January 2017	
<b>National Home Orders</b>						
1) National home orders <b>Jan-Dec 2016/Jan-Dec 2015</b> recorded trend in %	3,7	-3,0		-23,0	10,0	5,0
2) National home orders trend ( <b>Jan-Mar 2017/Jan-Mar 2016</b> )						
Decrease -10% or less						
Decrease less than -5%						
Decrease less than 0% to -5%						
Same 0%						
Increase more than 0% to +5%	X			X		X
Increase more than +5%						
Increase more than +10%					X	
3) National home orders <b>forecast 2017/2016</b> increase/decrease in %	3,0				9,0	5,0
4) When was this orders <b>forecast for 2017/2016</b> originally published (i.e. first date of publication)?	February 2017	n/a			January 2017	
<b>Customer Industries</b>						
Economic trends ( <b>Jan-Mar 2017/Jan-Mar 2016</b> )						
<b>Mobile</b> machinery application market						
increase	X				X	
same				X		X
decrease						
<b>Industrial</b> fixed machinery application market						
increase	X					
same					X	X
decrease				X		
<b>Comparability: Considerable Changes?</b>						
YES						
NO	X	X		X	X	X
<b>Exchange Rate</b>						
Comments			1) NL will report to 2 and 4 quarter			
1 Euro = ... National currency (Euro-reference rate of the European Central Bank: Annual average of 2016)		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
<b>National Home Sales (Consumption)</b>	Whole national market	Member companies sales	Whole national market	Whole national market	Member companies sales	Whole national market
1) National home sales <b>2016 in 1.000 national currency</b>				186.031 CHF	7.408.490 NTD	1.300.000 TRY
National home sales <b>2016 in 1.000 Euro</b>		390.000		170.639	207.748	388.837
2) National home sales <b>Jan-Dec 2016/Jan-Dec 2015</b> recorded trend in %		8,0		-1,8	-4,5	12,0
3) National home sales trend ( <b>Jan-Mar 2017/Jan-Mar 2016</b> )						
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 <b>forecast 2017/2016</b> Total Hydraulics increase/decrease		6,4		0,0	1,0	9,0
Forecast 2017/2016 <b>mobile</b> applications increase / decrease in %				0,0		12,0
Forecast 2017/2016 <b>industrial</b> applications increase / decrease in %				0,0		7,0
5) When was this sales <b>forecast for 2017/2016</b> originally published (i.e. first date of publication)?		February 2017		February 2017	January 2017	January 2017
<b>National Home Orders</b>						
1) National home orders <b>Jan-Dec 2016/Jan-Dec 2015</b> recorded trend in %		6,8		2,3	-4,5	8,0
2) National home orders trend ( <b>Jan-Mar 2017/Jan-Mar 2016</b> )						
Decrease -10% or less						
Decrease less than -5%						
Decrease less than 0% to -5%						
Same 0%					X	
Increase more than 0% to +5%		X		X		
Increase more than +5%						X
Increase more than +10%						
3) National home orders <b>forecast 2017/2016</b> increase/decrease in %		6,0		2,8	1,0	8,0
4) When was this orders <b>forecast for 2017/2016</b> originally published (i.e. first date of publication)?		February 2017		February 2017	January 2017	January 2017
<b>Customer Industries</b>						
Economic trends ( <b>Jan-Mar 2017/Jan-Mar 2016</b> )						
<b>Mobile</b> machinery application market						
increase						
same		X		X	X	X
decrease						
<b>Industrial</b> fixed machinery application market						
increase						
same		X		X	X	X
decrease						
<b>Comparability: Considerable Changes?</b>						
YES				X		
NO		X			X	X
<b>Exchange Rate</b>						
Comments						
1 Euro = ... National currency (Euro-reference rate of the European Central Bank: Annual average of 2016)				1,0902 CHF	35,661 NTD	3,3433 TRY

Country:	<b>UK</b>	<b>USA</b>
Association:	<b>BFPA</b>	<b>NFPA</b>
<b>National Home Sales (Consumption)</b>		Whole national market <sup>1)</sup> Whole national market
1) National home sales <b>2016 in 1.000 national currency</b>		10.495.942 USD
National home sales <b>2016 in 1.000 Euro</b>		9.482.286
2) National home sales <b>Jan-Dec 2016/Jan-Dec 2015</b> recorded trend in %		-8,9
3) National home sales trend ( <b>Jan-Mar 2017/Jan-Mar 2016</b> )		
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%		
4) National home sales <b>forecast 2017/2016</b> Total Hydraulics increase/decrease		7,7
Forecast 2017/2016 <b>mobile</b> applications increase / decrease in %		7,7
Forecast 2017/2016 <b>industrial</b> applications increase / decrease in %		7,7
5) When was this sales <b>forecast for 2017/2016</b> originally published (i.e. first date of publication)?		January 2017
<b>National Home Orders</b>		
1) National home orders <b>Jan-Dec 2016/Jan-Dec 2015</b> recorded trend in %		-7,5
2) National home orders trend ( <b>Jan-Mar 2017/Jan-Mar 2016</b> )		
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%		
3) National home orders <b>forecast 2017/2016</b> increase/decrease in %		7,7
4) When was this orders <b>forecast for 2017/2016</b> originally published (i.e. first date of publication)?		January 2017
<b>Customer Industries</b>		
Economic trends ( <b>Jan-Mar 2017/Jan-Mar 2016</b> )		
<b>Mobile</b> machinery application market		
increase		X
same		
decrease		
<b>Industrial</b> fixed machinery application market		
increase		X
same		
decrease		
<b>Comparability: Considerable Changes?</b>		
YES		
NO		X
<b>Exchange Rate</b>		
Comments		1) Only for the first question i.e.national home sales consumption.
1 Euro = ... National currency (Euro-reference rate of the European Central Bank: Annual average of 2016)		1,1069 USD

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Country: Association:	<b>Belgium</b> <b>FIMOP</b>	<b>China</b> <b>CHPSA</b>	<b>Czech Republic</b> <b>CAHP</b>	<b>Finland</b> <b>FHPA</b>	<b>France</b> <b>ARTEMA</b>	<b>Germany</b> <b>VDMA</b>
<b>National Home Sales (Consumption)</b>	1)	Whole national market	Member companies sales	Member companies sales	Whole national market	Whole national market <sup>1)</sup>
1) National home sales <b>2016</b> in <b>1.000 national currency</b>		22.690.000 CNY	1.465.000 CZK			
National home sales <b>2016</b> in <b>1.000 Euro</b>		3.086.151	54.191	46.958	277.000	1.490.000
2) National home sales <b>Jan-Dec 2016/Jan-Dec 2015</b> recorded trend in %		6,9	3,5	-8,0	3,0	0,9
3) National home sales trend ( <b>Jan-Mar 2017/Jan-Mar 2016</b> )						
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 <b>forecast 2017/2016</b> increase/decrease in %		6,5	3,0	2,0	2,0	3,0
5) When was this sales <b>forecast for 2017/2016</b> originally published (i.e. first date of publication)?		March 2017	January 2017	January 2017	October 2016	November 2016
<b>National Home Orders</b>						
1) National home orders <b>Jan-Dec 2016/Jan-Dec 2015</b> recorded trend in %		6,9	3,5	-6,0	4,0	4,0
2) National home orders trend ( <b>Jan-Mar 2017/Jan-Mar 2016</b> )						
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 <b>forecast 2017/2016</b> increase/decrease in %		6,5	3,0	2,0	2,0	
4) When was this orders <b>forecast 2017/2016</b> originally published (i.e. first date of publication)?		March 2017	January 2017	January 2017	October 2016	n/a
<b>Customer Industries</b>						
Economic trends ( <b>Jan-Mar 2017/Jan-Mar 2016</b> )						
increase		X				X
same			X	X	X	
decrease						
<b>Comparability: Considerable Changes?</b>						
YES						
NO		X	X	X	X	X
<b>Exchange Rate</b>						
Comments	1) B will report to 2 and 4 quarter					1) Forecast refers to domestic + export turnover
1 Euro = ... National currency (Euro-reference rate of the European Central Bank: Annual average of 2016)		7,3522 CNY	27,034 CZK			

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Country: Association:	Italy ASSOFLUID	Japan JFPA	Netherlands FEDA	Norway HPF	Poland Corporation	Romania FLUIDAS
<b>National Home Sales (Consumption)</b>	Whole national market	Member companies sales	1)	Member companies sales		Member companies sales
1) National home sales <b>2016</b> in <b>1.000 national currency</b>		197.805.000 JPY		237.000 NOK		50.724 RON
National home sales <b>2016</b> in <b>1.000 Euro</b>	791.000	1.645.632		25.510		11.296
2) National home sales <b>Jan-Dec 2016/Jan-Dec 2015</b> recorded trend in %	7,3	2,2		8,0		5,0
3) National home sales trend ( <b>Jan-Mar 2017/Jan-Mar 2016</b> )						
Decrease -10% or less						
Decrease less than -5%						
Decrease less than 0% to -5%						
Same 0%				X		
Increase more than 0% to +5%	X					X
Increase more than +5%						
Increase more than +10%						
4) National home sales <b>forecast 2017/2016</b> increase/decrease in %	5,0			10,0		5,0
5) When was this sales <b>forecast for 2017/2016</b> originally published (i.e. first date of publication)?	February 2017	n/a		January 2017		
<b>National Home Orders</b>						
1) National home orders <b>Jan-Dec 2016/Jan-Dec 2015</b> recorded trend in %	6,8	2,2		20,0		5,0
2) National home orders trend ( <b>Jan-Mar 2017/Jan-Mar 2016</b> )						
Decrease -10% or less						
Decrease less than -5%						
Decrease less than 0% to -5%						
Same 0%				X		
Increase more than 0% to +5%	X					X
Increase more than +5%						
Increase more than +10%						
3) National home orders <b>forecast 2017/2016</b> increase/decrease in %	6,0			5,0		6,0
4) When was this orders <b>forecast 2017/2016</b> originally published (i.e. first date of publication)?	February 2017	n/a		January 2017		
<b>Customer Industries</b>						
Economic trends ( <b>Jan-Mar 2017/Jan-Mar 2016</b> )						
increase	X			X		
same						X
decrease						
<b>Comparability: Considerable Changes?</b>						
YES						
NO	X	X		X		X
<b>Exchange Rate</b>						
Comments			1) NL will report to 2 and 4 quarter			
1 Euro = ... National currency (Euro-reference rate of the European Central Bank: Annual average of 2016)		120,2 JPY		9,2906 NOK		4,4904 RON

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Country: Association:	<b>Slovenia</b> <b>FTS</b>	<b>Spain</b> <b>AIFTOP</b>	<b>Sweden</b> <b>HPF</b>	<b>Switzerland</b> <b>GOP</b>	<b>Taiwan</b> <b>TFPA</b>	<b>Turkey</b> <b>AKDER</b>
<b>National Home Sales (Consumption)</b>	Whole national market	Member companies sales	Whole national market	Whole national market	Member companies sales	Whole national market <sup>1)</sup>
1) National home sales <b>2016</b> in <b>1.000 national currency</b>				153.784 CHF	7.840.015 NTD	450.000 TRY
National home sales <b>2016</b> in <b>1.000 Euro</b>		170.000		141.060	219.848	134.598
2) National home sales <b>Jan-Dec 2016/Jan-Dec 2015</b> recorded trend in %		10,3		1,2	-1,9	7,0
3) National home sales trend ( <b>Jan-Mar 2017/Jan-Mar 2016</b> )						
Decrease -10% or less						
Decrease less than -5%						
Decrease less than 0% to -5%						
Same 0%					X	
Increase more than 0% to +5%		X		X		
Increase more than +5%						X
Increase more than +10%						
4) National home sales <b>forecast 2017/2016</b> increase/decrease in %		6,1		4,7	1,0	10,0
5) When was this sales <b>forecast for 2017/2016</b> originally published (i.e. first date of publication)?		February 2017		February 2017	January 2017	January 2017
<b>National Home Orders</b>						
1) National home orders <b>Jan-Dec 2016/Jan-Dec 2015</b> recorded trend in %		11,5		0,6	-1,5	8,0
2) National home orders trend ( <b>Jan-Mar 2017/Jan-Mar 2016</b> )						
Decrease -10% or less						
Decrease less than -5%						
Decrease less than 0% to -5%						
Same 0%					X	
Increase more than 0% to +5%				X		
Increase more than +5%		X				X
Increase more than +10%						
3) National home orders <b>forecast 2017/2016</b> increase/decrease in %		6,2		5,2	1,0	10,0
4) When was this orders <b>forecast 2017/2016</b> originally published (i.e. first date of publication)?		February 2017		February 2017	January 2017	January 2017
<b>Customer Industries</b>						
Economic trends ( <b>Jan-Mar 2017/Jan-Mar 2016</b> )						
increase		X				
same				X	X	X
decrease						
<b>Comparability: Considerable Changes?</b>						
YES				X		
NO		X			X	X
<b>Exchange Rate</b>						
Comments						<sup>1)</sup> Range of products has been increased
1 Euro = ... National currency (Euro-reference rate of the European Central Bank: Annual average of 2016)				1,0902 CHF	35,661 NTD	3,3433 TRY

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Country:	UK	USA
Association:	BFPA	NFPA
<b>National Home Sales (Consumption)</b>		Whole national market <sup>1)</sup>
1) National home sales <b>2016</b> in <b>1.000 national currency</b>		2.982.380 USD
National home sales <b>2016</b> in <b>1.000 Euro</b>		2.694.354
2) National home sales <b>Jan-Dec 2016/Jan-Dec 2015</b> recorded trend in %		-9,3
3) National home sales trend ( <b>Jan-Mar 2017/Jan-Mar 2016</b> )		
Decrease -10% or less		
Decrease less than -5%		
Decrease less than 0% to -5%		
Same 0%		
Increase more than 0% to +5%		X
Increase more than +5%		
Increase more than +10%		
4) National home sales <b>forecast 2017/2016</b> increase/decrease in %		3,7
5) When was this sales <b>forecast for 2017/2016</b> originally published (i.e. first date of publication)?		January 2017
<b>National Home Orders</b>		
1) National home orders <b>Jan-Dec 2016/Jan-Dec 2015</b> recorded trend in %		-8,6
2) National home orders trend ( <b>Jan-Mar 2017/Jan-Mar 2016</b> )		
Decrease -10% or less		
Decrease less than -5%		
Decrease less than 0% to -5%		
Same 0%		
Increase more than 0% to +5%		X
Increase more than +5%		
Increase more than +10%		
3) National home orders <b>forecast 2017/2016</b> increase/decrease in %		3,7
4) When was this orders <b>forecast 2017/2016</b> originally published (i.e. first date of publication)?		January 2017
<b>Customer Industries</b>		
Economic trends ( <b>Jan-Mar 2017/Jan-Mar 2016</b> )		
increase		X
same		
decrease		
<b>Comparability: Considerable Changes?</b>		
YES		
NO		X
<b>Exchange Rate</b>		
Comments		1) Only for the first question i.e. national home sales consumption
1 Euro = ... National currency (Euro-reference rate of the European Central Bank: Annual average of 2016)		1,1069 USD



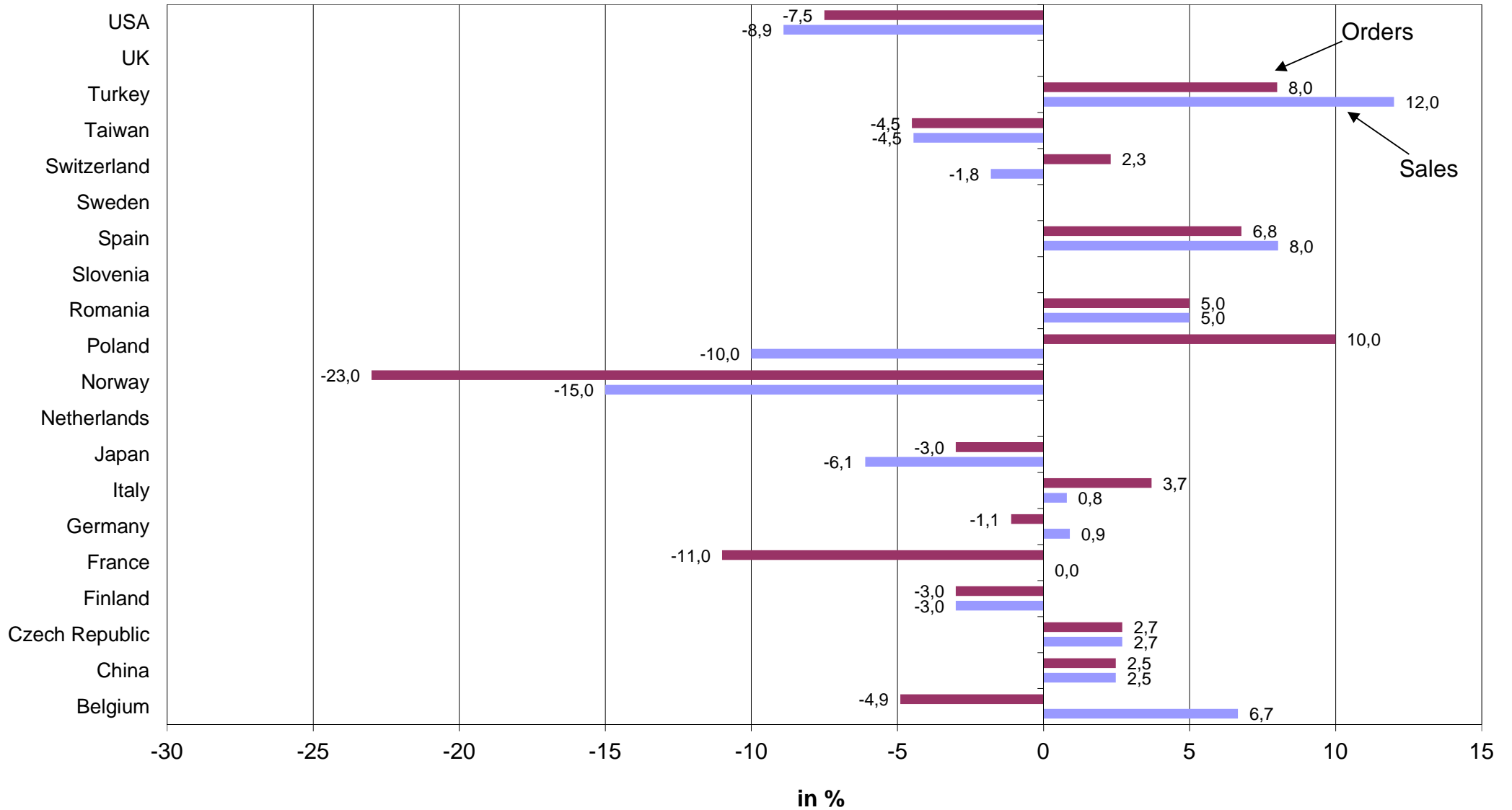
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Miscellaneous / Developments affecting the trend

COUNTRY	Association	

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

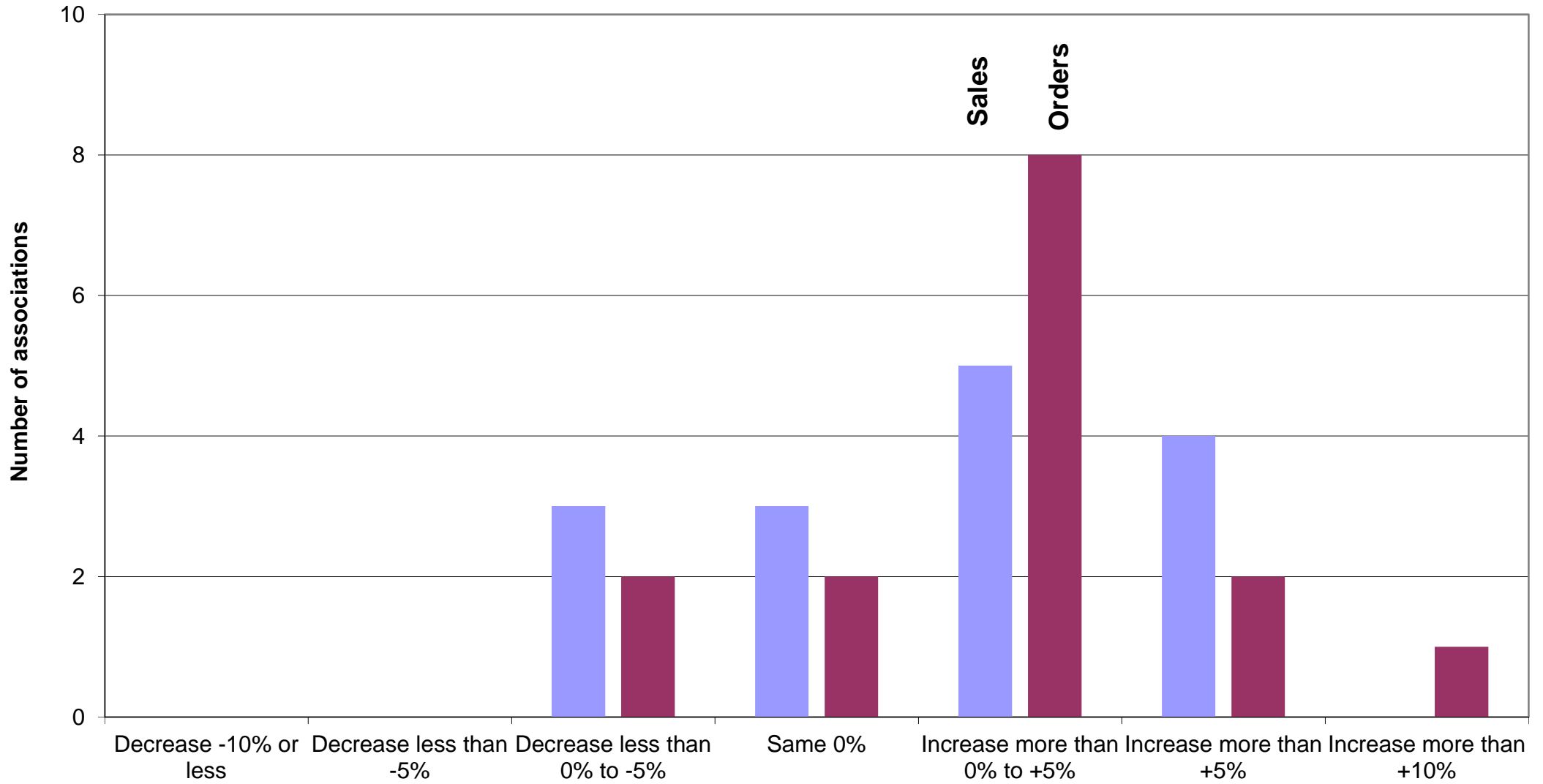


Source: CETOP/ISC Quarterly Trend survey, 1-4 Quarter 2016

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

1 March 2017

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

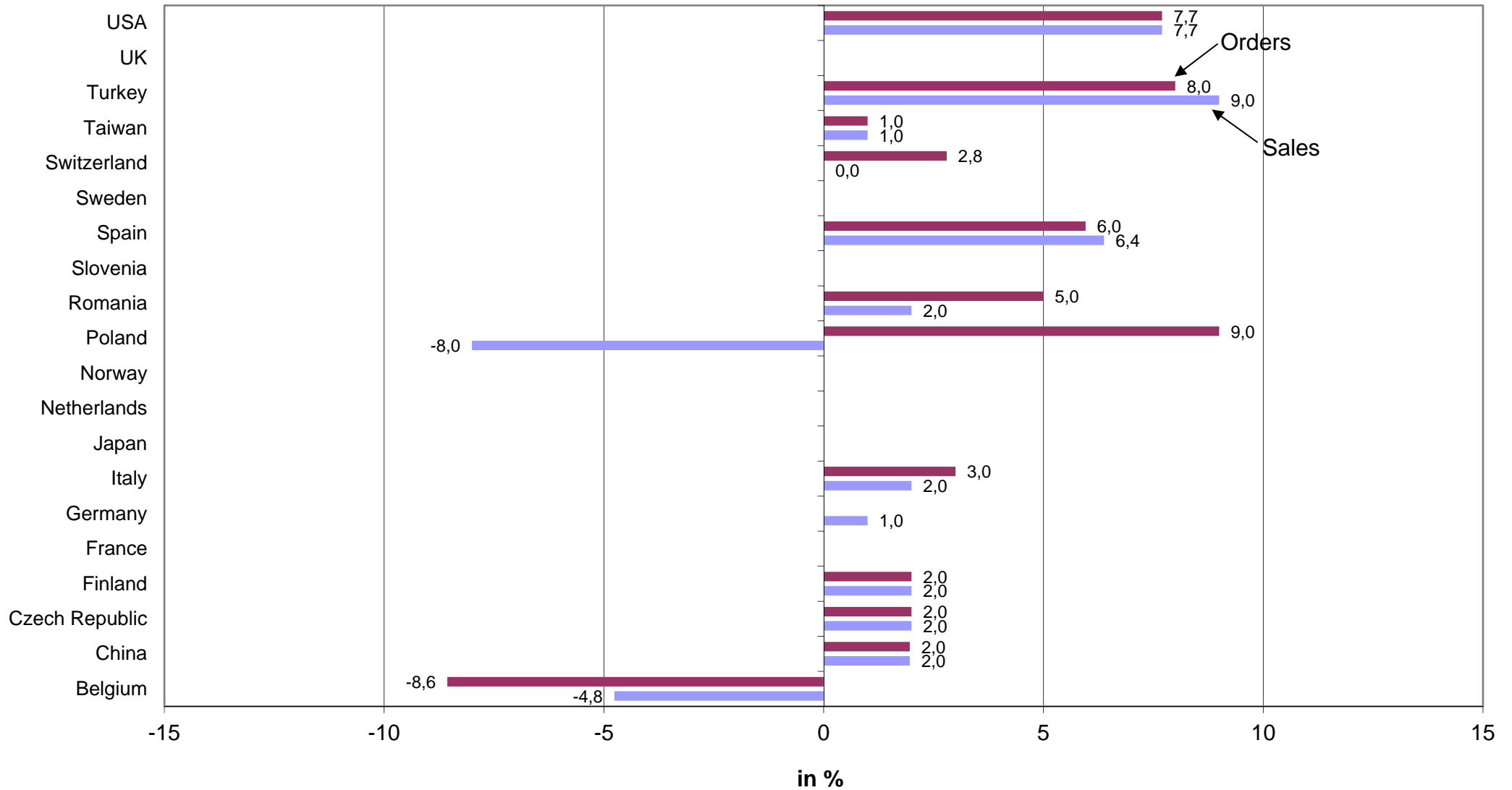


Source: CETOP/ISC Quarterly Trend survey, 1-4 Quarter 2016

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1 March 2017

## Hydraulics Orders and Sales Forecast 2017/2016

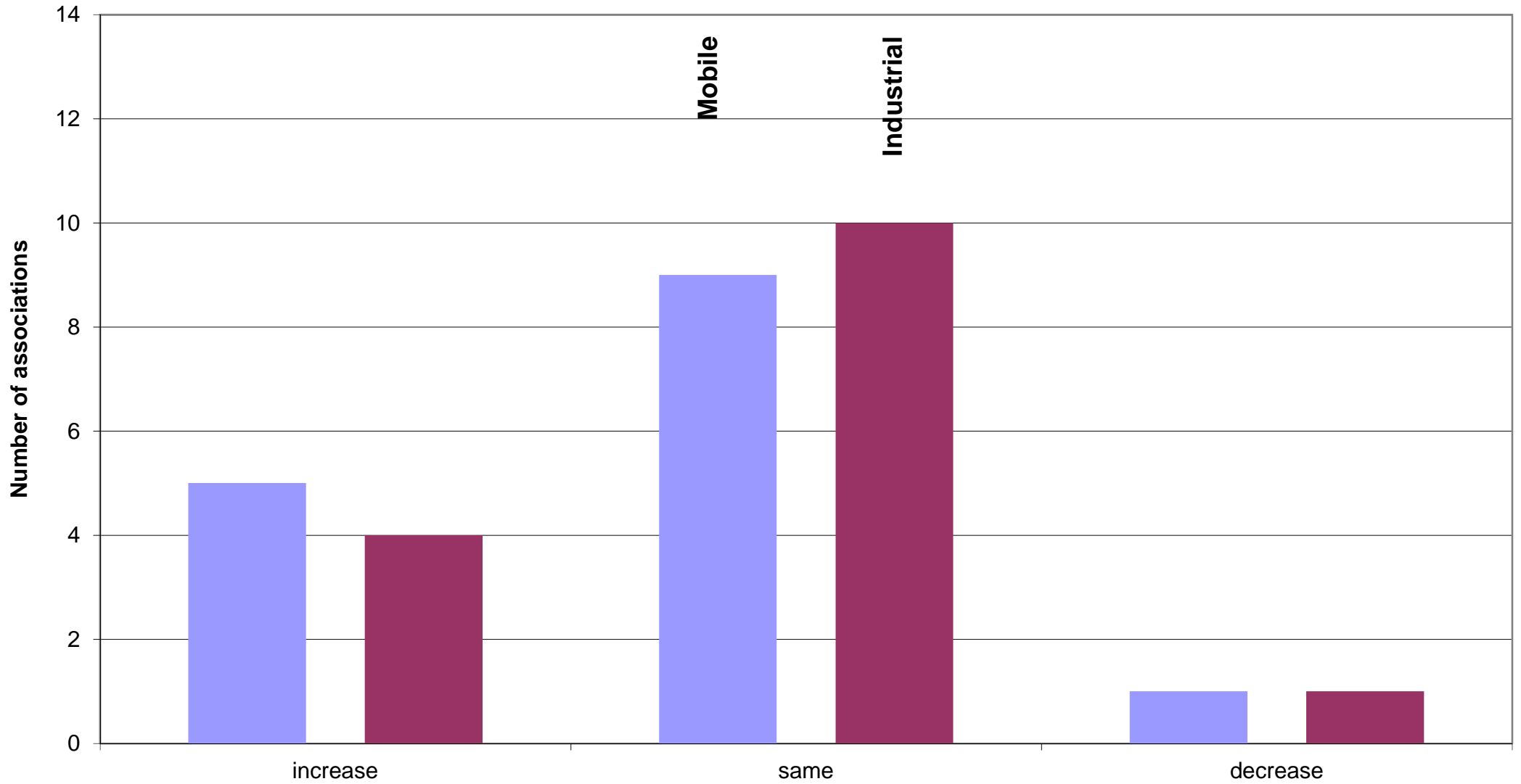


Source: CETOP/ISC Quarterly Trend survey, 1-4 Quarter 2016

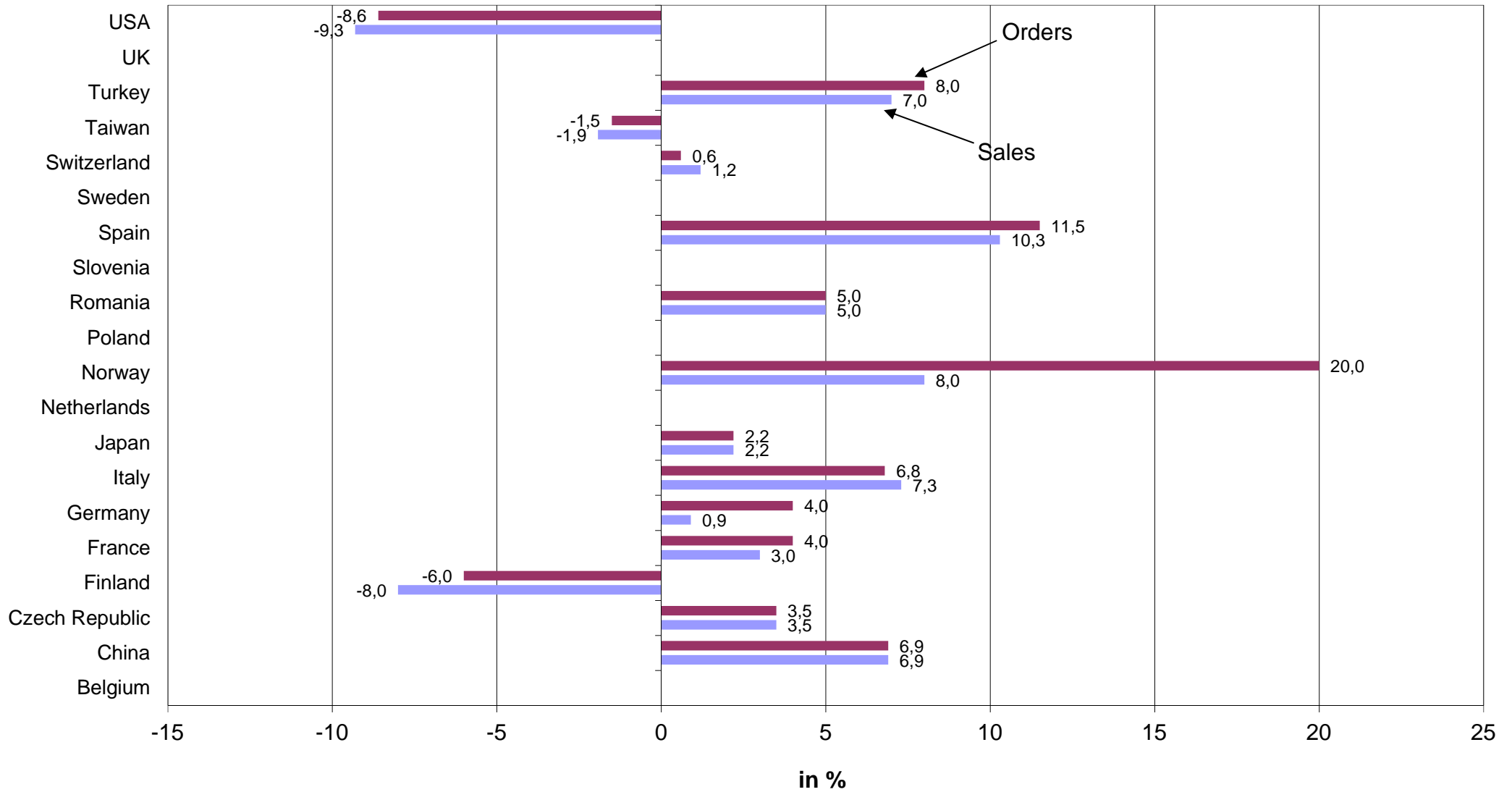
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## Hydraulics Customer Industries Trend (January-March 2017/January-March 2016)



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

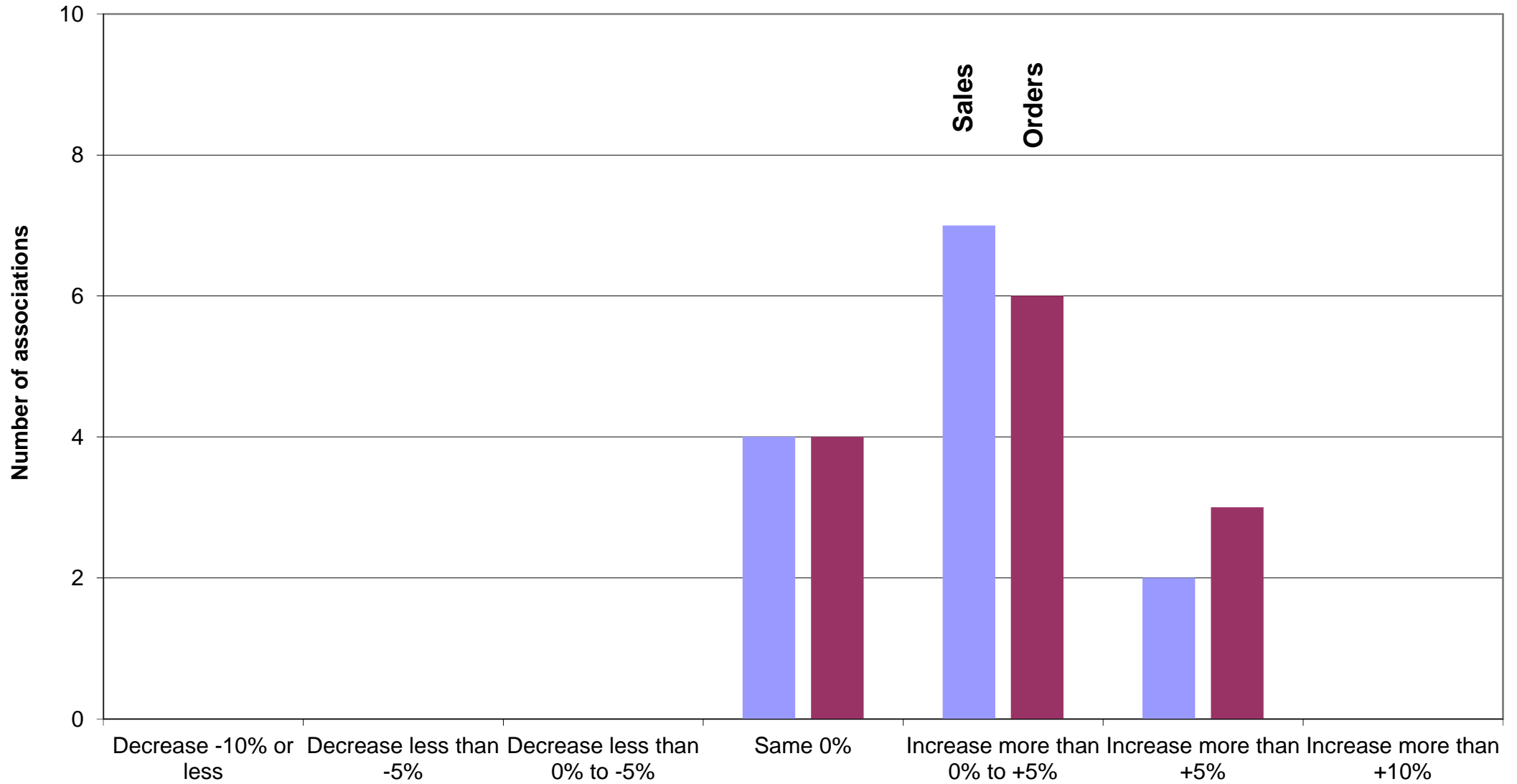


Source: CETOP/ISC Quarterly Trend survey, 1-4 Quarter 2016

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

1 March 2017

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

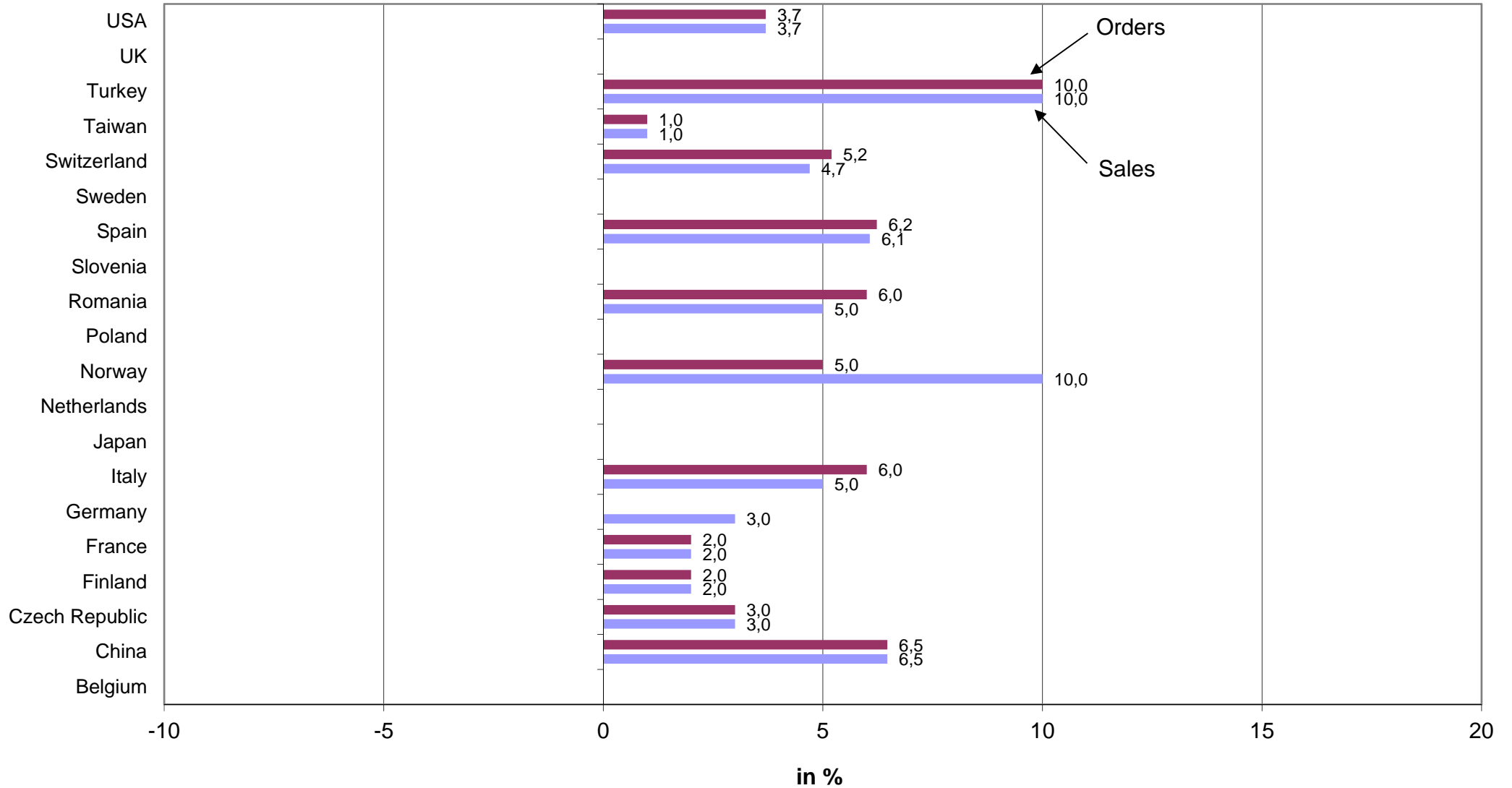


Source: CETOP/ISC Quarterly Trend survey, 1-4 Quarter 2016

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## Pneumatics Orders and Sales Forecast 2017/2016



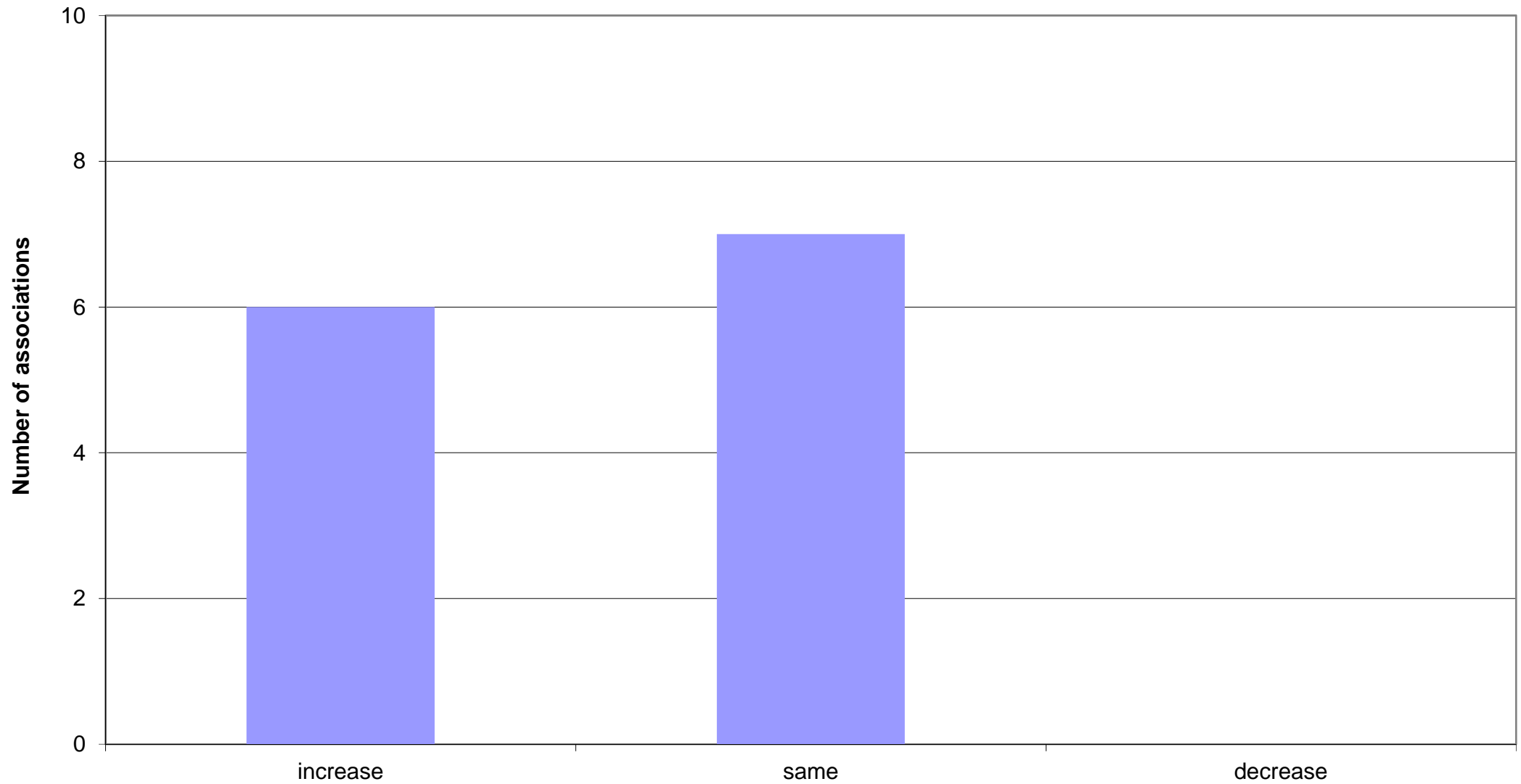
Source: CETOP/ISC Quarterly Trend survey, 1-4 Quarter 2016

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1 March 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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1 March 2017