

Country: Association:	Belgium FIMOP	China CHPSA	Czech Republic CAHP	Denmark BITVA	Finland FHFA	France ARTEMA
National Home Sales (Consumption)	Whole national market 1)	Whole national market	Member companies sales	Member companies sales	Member companies sales	Whole national market
1) National home sales 2017 in 1.000 national currency		64.517.000 CNY	2.761.000 CZK	2.023.676 DKK		
National home sales 2017 in 1.000 Euro		8.456.810	104.877	272.051	360.000	
2) National home sales Jan-Dec 2017/Jan-Dec 2016 recorded trend in %		12,6	4,5	-5,0	18,0	6,0
3) National home sales trend (Jan-Mar 2018/Jan-Mar 2017)						
Decrease -10% or less						
Decrease less than -5%						
Decrease less than 0% to -5%						
Same 0%				X		
Increase more than 0% to +5%		X	X			X
Increase more than +5%					X	
Increase more than +10%						
4) National home sales forecast 2018/2017 Total Hydraulics increase/decrease		7,6	4,0	0,0	5,0	3,0
Forecast 2018/2017 mobile applications increase / decrease in %		7,7	4,5	2,0	5,0	4,0
Forecast 2018/2017 industrial applications increase / decrease in %		7,0	3,5	-1,2	5,0	2,0
5) When was this sales forecast for 2018/2017 originally published (i.e. first date of publication)?		March 2018	January 2018	December 2017	Q3/2017	January 2018
National Home Orders						
1) National home orders Jan-Dec 2017/Jan-Dec 2016 recorded trend in %		7,9	4,5		15,0	15,0
2) National home orders trend (Jan-Mar 2018/Jan-Mar 2017)						
Decrease -10% or less						
Decrease less than -5%						
Decrease less than 0% to -5%						
Same 0%				X		
Increase more than 0% to +5%		X	X			X
Increase more than +5%					X	
Increase more than +10%						
3) National home orders forecast 2018/2017 increase/decrease in %		7,1	4,0	0,0	5,0	3,0
4) When was this orders forecast for 2018/2017 originally published (i.e. first date of publication)?		March 2018	January 2018	December 2017	Q3/2017	January 2018
Customer Industries						
Economic trends (Jan-Mar 2018/Jan-Mar 2017)						
Mobile machinery application market						
increase		X		X	X	
same			X			X
decrease						
Industrial fixed machinery application market						
increase		X			X	
same			X			X
decrease				X		
Comparability: Considerable Changes?						
YES						
NO		X	X	X	X	X
Exchange Rate						
Comments						
	1) B will report to 2 and 4 quarter					
1 Euro = ... National currency (Euro-reference rate of the European Central Bank: Annual average of 2017)		7,629 CNY	26,326 CZK	7,4386 DKK		

Country: Association:	Germany VDMA	Italy ASSOFLUID	Japan JFPA	Netherlands FEDA	Norway HPF	Poland Corporation
National Home Sales (Consumption)	Whole national market ¹⁾	Whole national market	Member companies sales	¹⁾	Member companies sales	Member companies sales
1) National home sales 2017 in 1.000 national currency			236.801.000 JPY		1.550.000 NOK	566.000 PLN
National home sales 2017 in 1.000 Euro	3.040.000	1.615.000	1.868.842		166.184	132.957
2) National home sales Jan-Dec 2017/Jan-Dec 2016 recorded trend in %	4,6	9,3	8,3		2,5	3,0
3) National home sales trend (Jan-Mar 2018/Jan-Mar 2017)						
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%						
4) National home sales forecast 2018/2017 Total Hydraulics increase/decrease	4,0				5,0	5,0
Forecast 2018/2017 mobile applications increase / decrease in %					3,0	6,0
Forecast 2018/2017 industrial applications increase / decrease in %					5,0	3,0
5) When was this sales forecast for 2018/2017 originally published (i.e. first date of publication)?	September 2017	n/a	n/a		January 2018	March 2018
National Home Orders						
1) National home orders Jan-Dec 2017/Jan-Dec 2016 recorded trend in %	20,7	30,0	21,3		4,5	6,0
2) National home orders trend (Jan-Mar 2018/Jan-Mar 2017)						
Decrease -10% or less						
Decrease less than -5%						
Decrease less than 0% to -5%						
Same 0%						
Increase more than 0% to +5%					X	
Increase more than +5%		X				X
Increase more than +10%	X					
3) National home orders forecast 2018/2017 increase/decrease in %					5,0	8,0
4) When was this orders forecast for 2018/2017 originally published (i.e. first date of publication)?	n/a	n/a	n/a		January 2018	March 2018
Customer Industries						
Economic trends (Jan-Mar 2018/Jan-Mar 2017)						
Mobile machinery application market						
increase	X	X			X	X
same						
decrease						
Industrial fixed machinery application market						
increase	X	X			X	
same						X
decrease						
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 2017)			126,71 JPY		9,327 NOK	4,257 PLN

Country: Association:	Romania FLUIDAS	Slovenia FTS	Spain AIFTOP	Sweden HPF	Switzerland GOP	Taiwan TFPA
National Home Sales (Consumption)	Member companies sales	Whole national market	Member companies sales	Whole national market	Whole national market	Member companies sales
1) National home sales 2017 in 1.000 national currency	107.846 RON			5.375.000 SEK	190.466 CHF	8.127.213 NTD
National home sales 2017 in 1.000 Euro	23.605			557.856	171.329	236.738
2) National home sales Jan-Dec 2017/Jan-Dec 2016 recorded trend in %	5,0			3,1	2,4	9,7
3) National home sales trend (Jan-Mar 2018/Jan-Mar 2017)						
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 2018/2017 Total Hydraulics increase/decrease	2,0				2,3	8,5
Forecast 2018/2017 mobile applications increase / decrease in %	2,0					5,0
Forecast 2018/2017 industrial applications increase / decrease in %	2,0					9,0
5) When was this sales forecast for 2018/2017 originally published (i.e. first date of publication)?	January 2018			n/a	January 2018	January 2018
National Home Orders						
1) National home orders Jan-Dec 2017/Jan-Dec 2016 recorded trend in %	5,0			5,1	6,9	7,8
2) National home orders trend (Jan-Mar 2018/Jan-Mar 2017)						
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%						
Increase more than +10%						
3) National home orders forecast 2018/2017 increase/decrease in %	2,0				2,3	8,0
4) When was this orders forecast for 2018/2017 originally published (i.e. first date of publication)?	January 2018			n/a	January 2018	January 2018
Customer Industries						
Economic trends (Jan-Mar 2018/Jan-Mar 2017)						
Mobile machinery application market						
increase					X	X
same	X					
decrease						
Industrial fixed machinery application market						
increase	X				X	X
same						
decrease						
Comparability: Considerable Changes?						
YES						
NO	X			X	X	X
Exchange Rate						
Comments						
1 Euro = ... National currency (Euro-reference rate of the European Central Bank: Annual average of 2017)	4,5688 RON			9,6351 SEK	1,1117 CHF	34,33 NTD

Country: Association:	Turkey AKDER	UK BFPA	USA NFPA
National Home Sales (Consumption)	Whole national market	Whole national market ¹⁾	Whole national market
1) National home sales 2017 in 1.000 national currency	1.669.000 TRY		12.266.898 USD
National home sales 2017 in 1.000 Euro	405.038		10.858.545
2) National home sales Jan-Dec 2017/Jan-Dec 2016 recorded trend in %	28,0		10,5
3) National home sales trend (Jan-Mar 2018/Jan-Mar 2017)			
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 2018/2017 Total Hydraulics increase/decrease	17,0		3,5
Forecast 2018/2017 mobile applications increase / decrease in %	17,0		3,5
Forecast 2018/2017 industrial applications increase / decrease in %	16,0		3,5
5) When was this sales forecast for 2018/2017 originally published (i.e. first date of publication)?	January 2018		January 2018
National Home Orders			
1) National home orders Jan-Dec 2017/Jan-Dec 2016 recorded trend in %	25,0		21,2
2) National home orders trend (Jan-Mar 2018/Jan-Mar 2017)			
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		
3) National home orders forecast 2018/2017 increase/decrease in %	17,0		3,5
4) When was this orders forecast for 2018/2017 originally published (i.e. first date of publication)?	January 2018		January 2018
Customer Industries			
Economic trends (Jan-Mar 2018/Jan-Mar 2017)			
Mobile machinery application market			
increase	X		X
same			
decrease			
Industrial fixed machinery application market			
increase	X		X
same			
decrease			
Comparability: Considerable Changes?			
YES			X
NO	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 2017)	4,1206 TRY		1,1297 USD

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Country: Association:	Belgium FIMOP	China CHPSA	Czech Republic CAHP	Denmark BITVA	Finland FHPA	France ARTEMA
National Home Sales (Consumption)	1)	Whole national market	Member companies sales	Pneumatics not available	Member companies sales	Whole national market
1) National home sales 2017 in 1.000 national currency		24.937.000 CNY	1.527.000 CZK			
National home sales 2017 in 1.000 Euro		3.268.711	58.003		57.000	292.500
2) National home sales Jan-Dec 2017/Jan-Dec 2016 recorded trend in %		9,9	4,2		10,0	6,0
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%						
Increase more than 0% to +5%		X	X			X
Increase more than +5%					X	
Increase more than +10%						
4) National home sales forecast 2018/2017 increase/decrease in %		8,9	5,0		5,0	4,0
5) When was this sales forecast for 2018/2017 originally published (i.e. first date of publication)?		March 2018	January 2018		Q3/2017	November 2017
National Home Orders						
1) National home orders Jan-Dec 2017/Jan-Dec 2016 recorded trend in %		9,1	5,0		5,0	6,0
2) National home orders trend (Jan-Mar 2018/Jan-Mar 2017)						
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%						
Increase more than +10%						
3) National home orders forecast 2018/2017 increase/decrease in %		8,5	5,0		5,0	4,0
4) When was this orders forecast 2018/2017 originally published (i.e. first date of publication)?		March 2018	January 2018		Q3/2017	November 2017
Customer Industries						
Economic trends (Jan-Mar 2018/Jan-Mar 2017)						
increase		X			X	
same			X			X
decrease						
Comparability: Considerable Changes?						
YES						
NO		X	X		X	X
Exchange Rate						
Comments	1) B will report to 2 and 4 quarter					
1 Euro = ... National currency (Euro-reference rate of the European Central Bank: Annual average of 2017)		7,629 CNY	26,326 CZK			

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Country: Association:	Germany VDMA	Italy ASSOFLUID	Japan JFPA	Netherlands FEDA	Norway HPF	Poland Corporation
National Home Sales (Consumption)	Whole national market ¹⁾	Whole national market	Member companies sales	1)	Member companies sales	Pneumatics not available
1) National home sales 2017 in 1.000 national currency			226.897.378 JPY		225.000 NOK	
National home sales 2017 in 1.000 Euro	1.590.000	866.000	1.790.682		24.124	
2) National home sales Jan-Dec 2017/Jan-Dec 2016 recorded trend in %	6,7	9,5	13,6		-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	
Same 0%						
Increase more than 0% to +5%	X	X				
Increase more than +5%						
Increase more than +10%						
4) National home sales forecast 2018/2017 increase/decrease in %	4,0				0,0	
5) When was this sales forecast for 2018/2017 originally published (i.e. first date of publication)?	September 2017	n/a	n/a		January 2018	
National Home Orders						
1) National home orders Jan-Dec 2017/Jan-Dec 2016 recorded trend in %	6,5	11,1	13,6		-5,0	
2) National home orders trend (Jan-Mar 2018/Jan-Mar 2017)						
Decrease -10% or less						
Decrease less than -5%						
Decrease less than 0% to -5%					X	
Same 0%						
Increase more than 0% to +5%		X				
Increase more than +5%	X					
Increase more than +10%						
3) National home orders forecast 2018/2017 increase/decrease in %					0,0	
4) When was this orders forecast 2018/2017 originally published (i.e. first date of publication)?	n/a	n/a	n/a		January 2018	
Customer Industries						
Economic trends (Jan-Mar 2018/Jan-Mar 2017)						
increase	X	X				
same					X	
decrease						
Comparability: Considerable Changes?						
YES						
NO	X	X	X		X	
Exchange Rate						
Comments	1) Forecast refers to domestic + export turnover			1) NL will report to 2 and 4 quarter		
1 Euro = ... National currency (Euro-reference rate of the European Central Bank: Annual average of 2017)			126,71 JPY		9,327 NOK	

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Country: Association:	Romania FLUIDAS	Slovenia FTS	Spain AIFTOP	Sweden HPF	Switzerland GOP	Taiwan TFPA
National Home Sales (Consumption)	Member companies sales	Whole national market	Member companies sales	Whole national market	Whole national market	Member companies sales
1) National home sales 2017 in 1.000 national currency	48.974 RON			1.480.000 SEK	165.060 CHF	8.968.977 NTD
National home sales 2017 in 1.000 Euro	10.719			153.605	148.475	261.258
2) National home sales Jan-Dec 2017/Jan-Dec 2016 recorded trend in %	5,0			19,7	7,3	14,4
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%					X	
Increase more than +10%						
4) National home sales forecast 2018/2017 increase/decrease in %	3,0				6,4	8,5
5) When was this sales forecast for 2018/2017 originally published (i.e. first date of publication)?	January 2018			n/a	January 2018	January 2018
National Home Orders						
1) National home orders Jan-Dec 2017/Jan-Dec 2016 recorded trend in %	5,0			5,1	9,2	15,0
2) National home orders trend (Jan-Mar 2018/Jan-Mar 2017)						
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	
Increase more than +10%						
3) National home orders forecast 2018/2017 increase/decrease in %	3,0				7,0	9,5
4) When was this orders forecast 2018/2017 originally published (i.e. first date of publication)?	January 2018			n/a	January 2018	January 2018
Customer Industries						
Economic trends (Jan-Mar 2018/Jan-Mar 2017)						
increase					X	X
same	X					
decrease						
Comparability: Considerable Changes?						
YES						
NO	X			X	X	X
Exchange Rate						
Comments						
1 Euro = ... National currency (Euro-reference rate of the European Central Bank: Annual average of 2017)	4,5688 RON			9,6351 SEK	1,1117 CHF	34,33 NTD

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Country: Association:	Turkey AKDER	UK BFPA	USA NFFPA
National Home Sales (Consumption)			
	Whole national market	Whole national market ¹⁾	Whole national market
1) National home sales 2017 in 1.000 national currency	594.000 TRY		3.333.612 USD
National home sales 2017 in 1.000 Euro	144.154		2.950.883
2) National home sales Jan-Dec 2017/Jan-Dec 2016 recorded trend in %	24,0		12,4
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%			
Increase more than +10%	X		
4) National home sales forecast 2018/2017 increase/decrease in %	25,0		2,4
5) When was this sales forecast for 2018/2017 originally published (i.e. first date of publication)?	January 2018		January 2018
National Home Orders			
1) National home orders Jan-Dec 2017/Jan-Dec 2016 recorded trend in %	23,0		13,8
2) National home orders trend (Jan-Mar 2018/Jan-Mar 2017)			
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		
3) National home orders forecast 2018/2017 increase/decrease in %	20,0		2,4
4) When was this orders forecast 2018/2017 originally published (i.e. first date of publication)?	January 2018		January 2018
Customer Industries			
Economic trends (Jan-Mar 2018/Jan-Mar 2017)			
increase			X
same	X		
decrease			
Comparability: Considerable Changes?			
YES			X
NO	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 2017)	4,1206 TRY	GBP	1,1297 USD

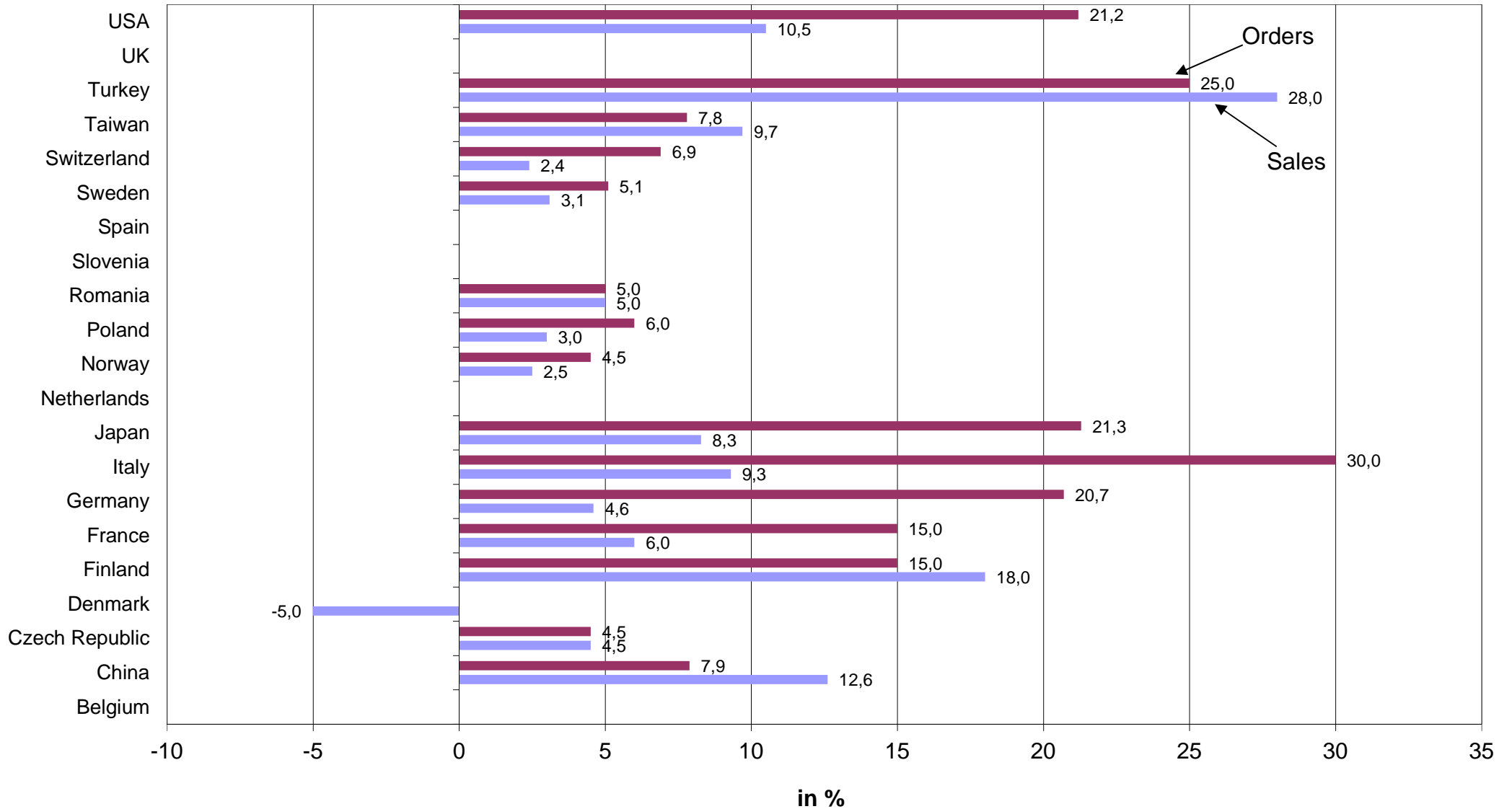
CETOP/ISC Quarterly Trend survey

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Miscellaneous / Developments affecting the trend

COUNTRY	Association	
USA	NFPA	Hydraulics and Pneumatics: 2016 actual figures were used to replace 2016 estimated figures. 2017 figures are estimated based of 2016 actual.

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

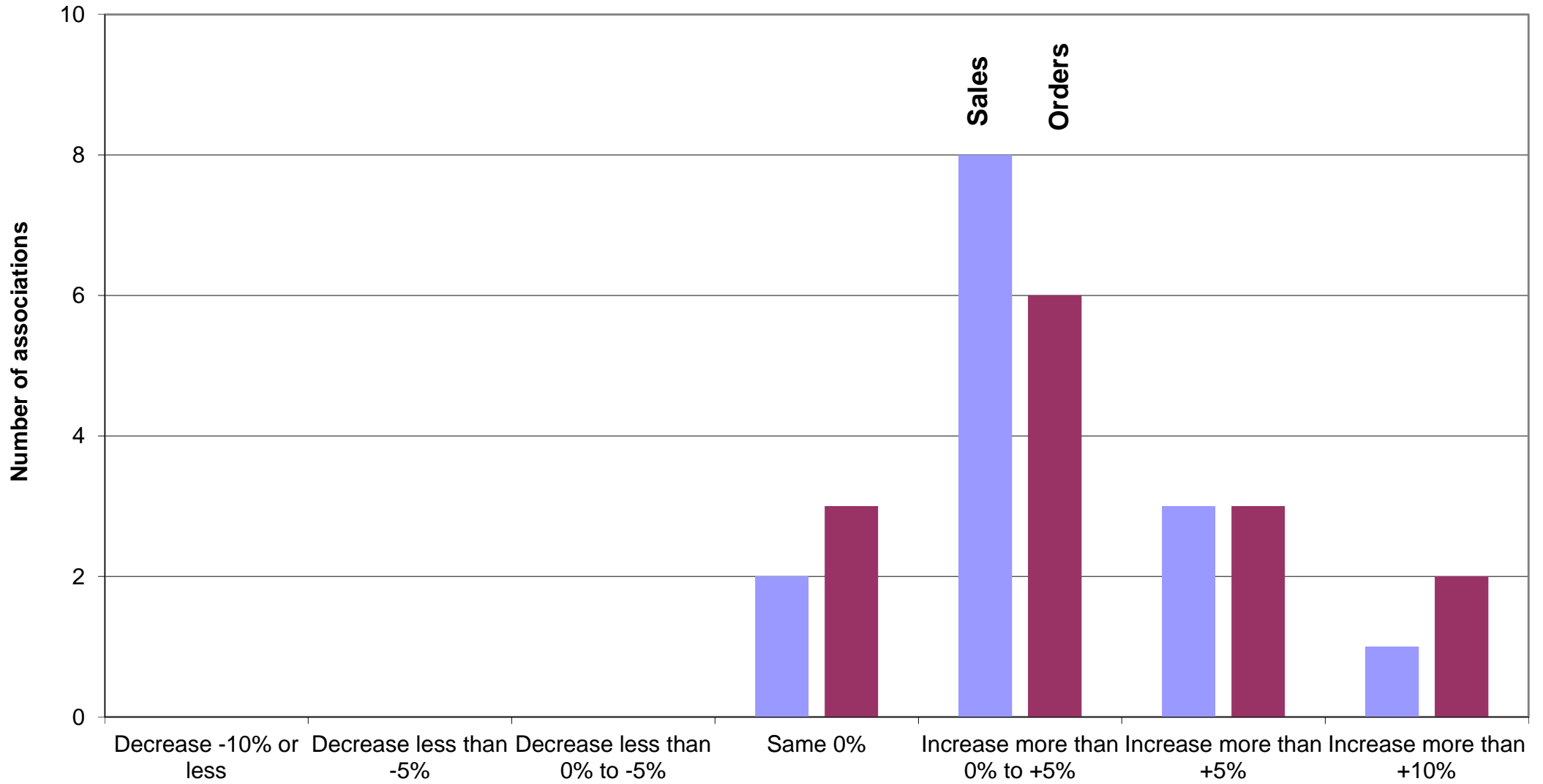


Source: CETOP/ISC Quarterly Trend survey, 1-4 Quarter 2017

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

6 March 2018

Hydraulics Trend (January-March 2018/January-March 2017)

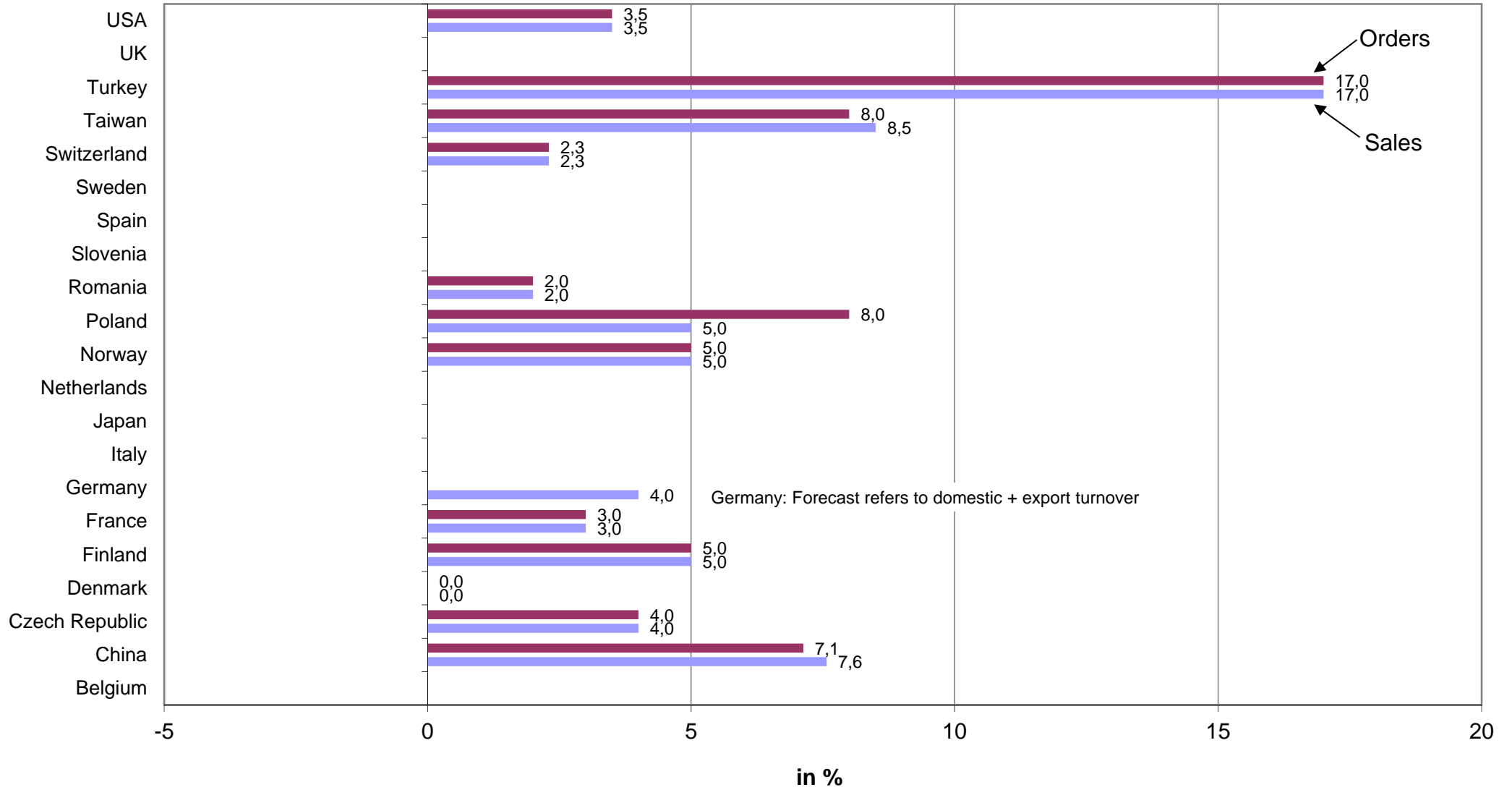


Source: CETOP/ISC Quarterly Trend survey, 1-4 Quarter 2017

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6 March 2018

Hydraulics Orders and Sales Forecast 2018/2017

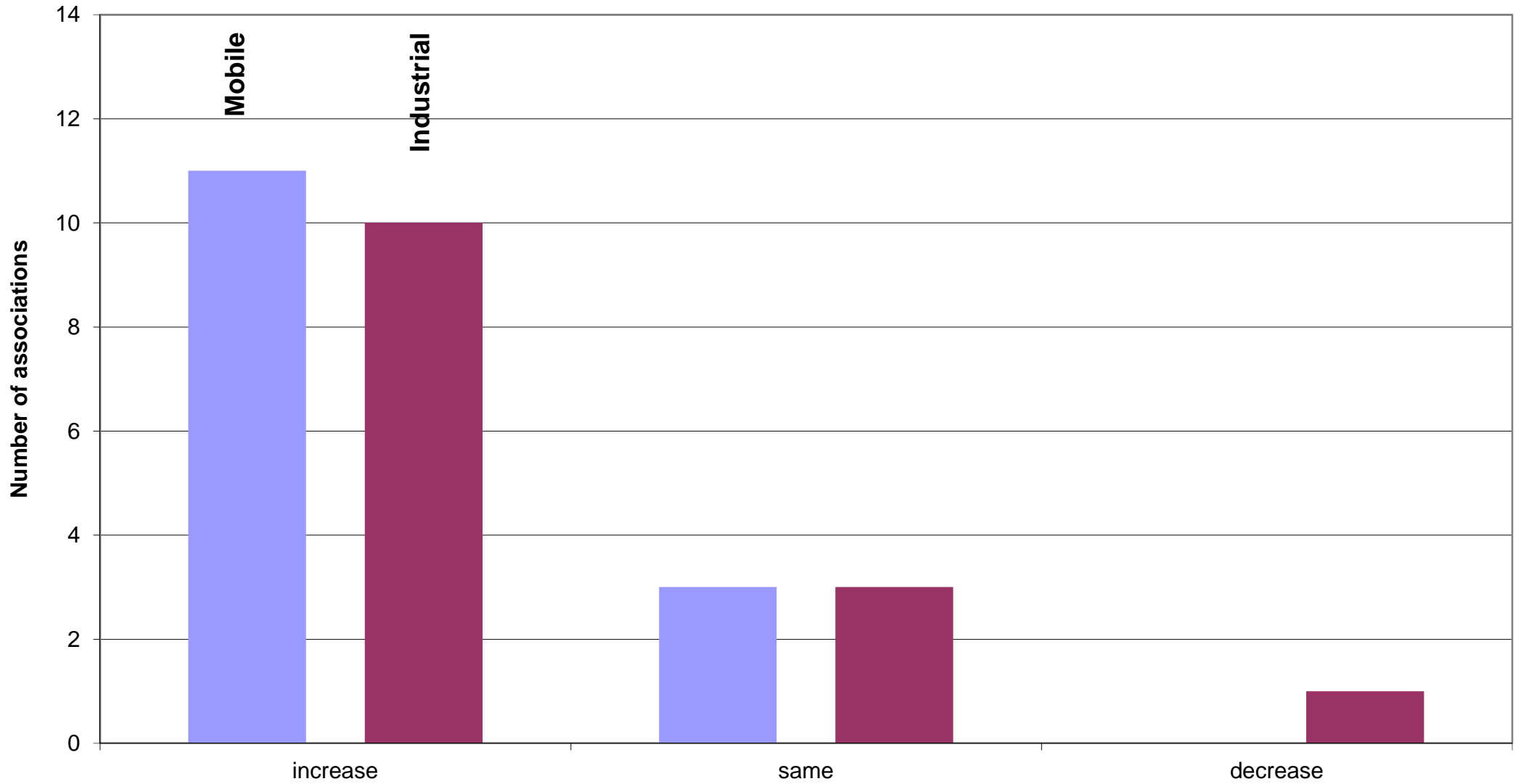


Source: CETOP/ISC Quarterly Trend survey, 1-4 Quarter 2017

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6 March 2018

Hydraulics Customer Industries Trend (January-March 2018/January-March 2017)

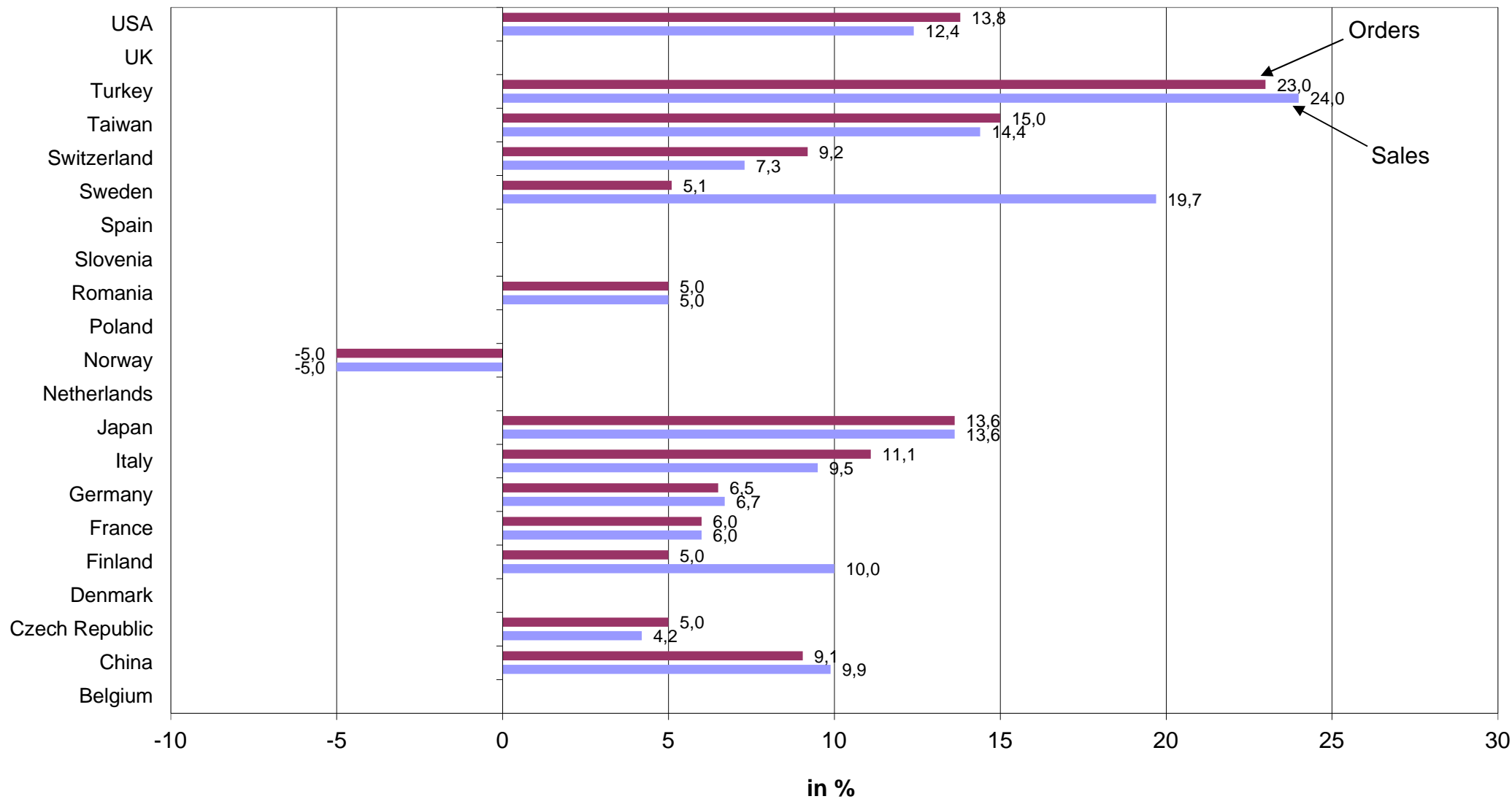


Source: CETOP/ISC Quarterly Trend survey, 1-4 Quarter 2017

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6 March 2018

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

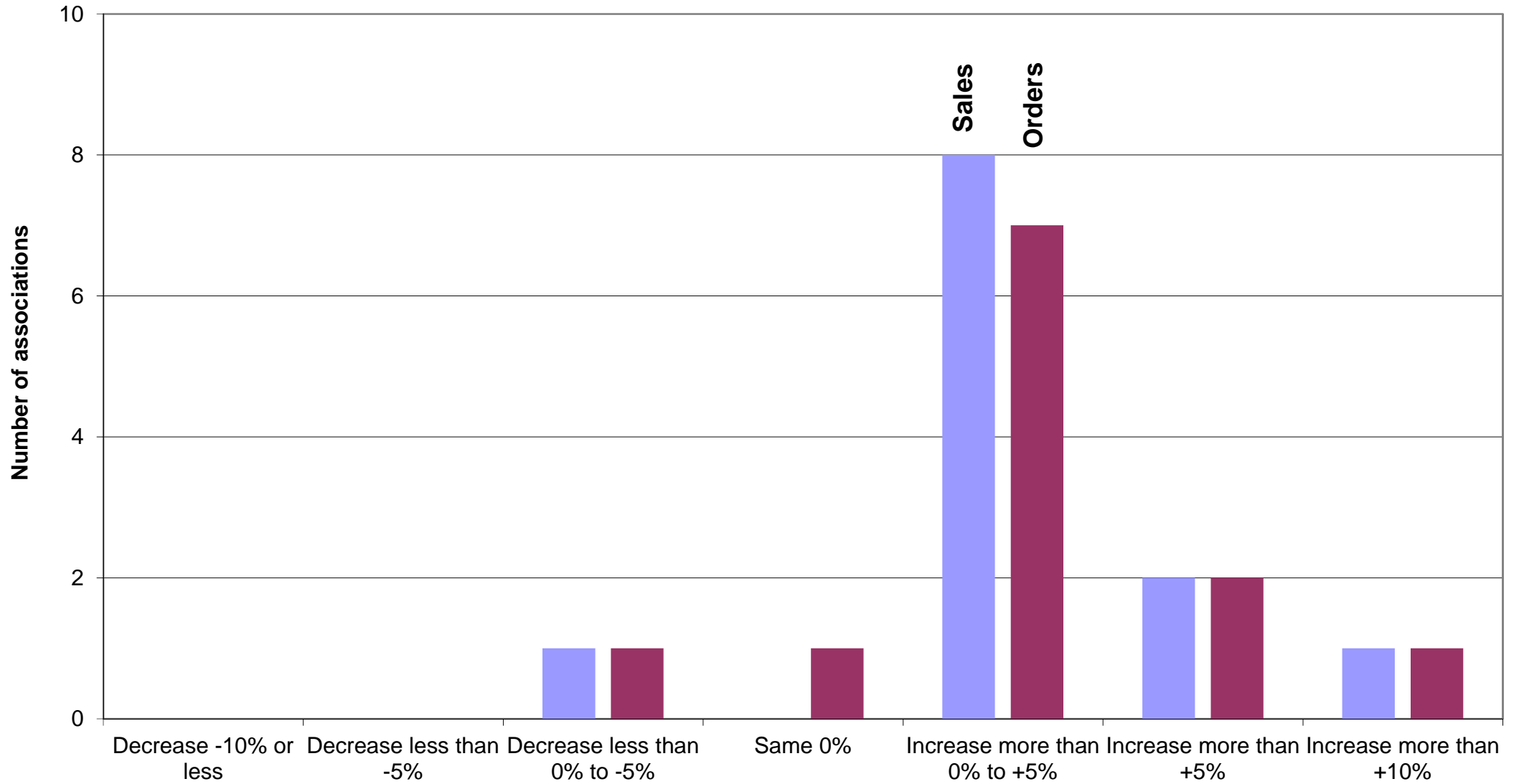


Source: CETOP/ISC Quarterly Trend survey, 1-4 Quarter 2017

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6 March 2018

Pneumatics Trend (January-March 2018/January-March 2017)

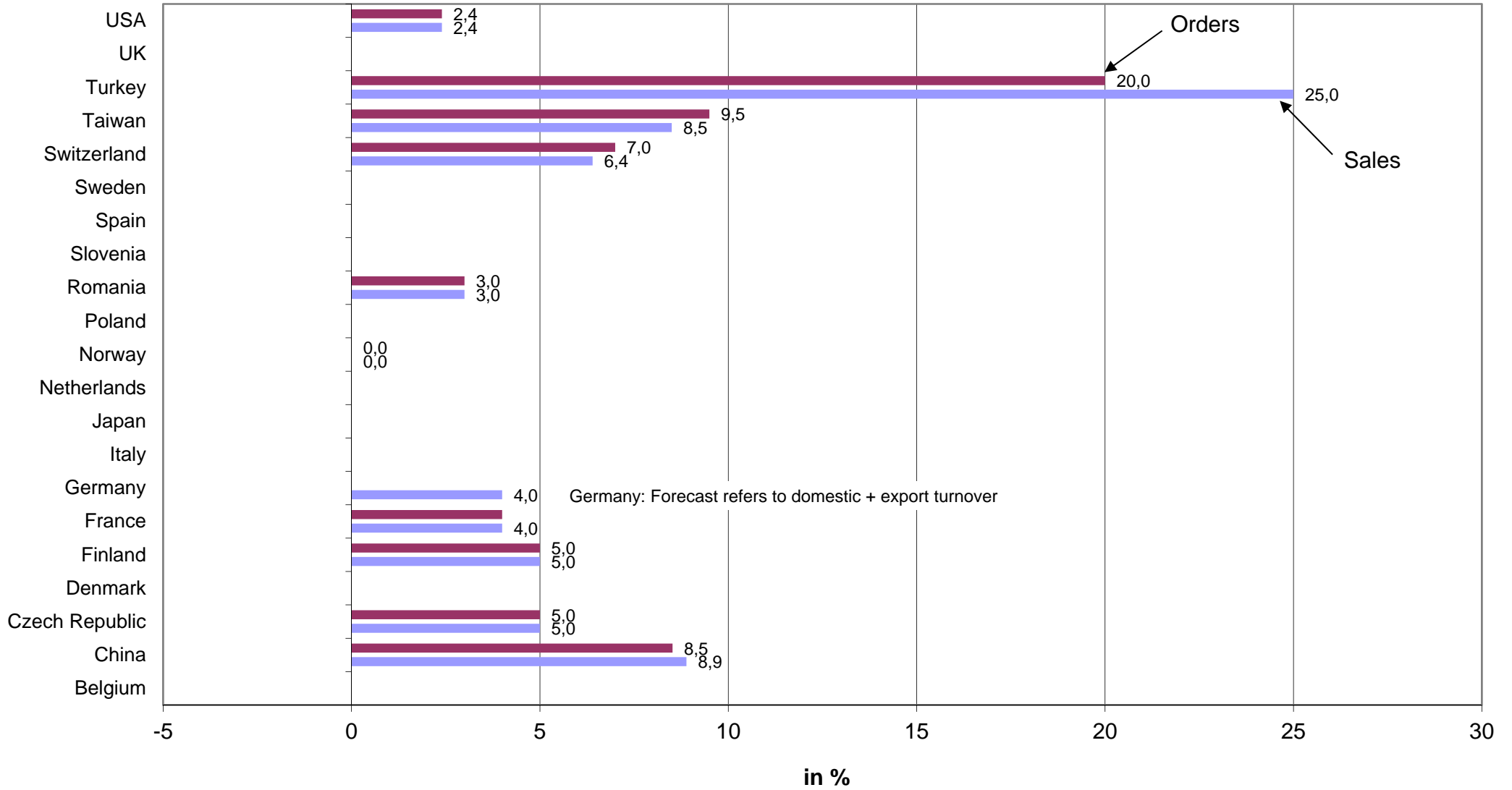


Source: CETOP/ISC Quarterly Trend survey, 1-4 Quarter 2017

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6 March 2018

Pneumatics Orders and Sales Forecast 2018/2017

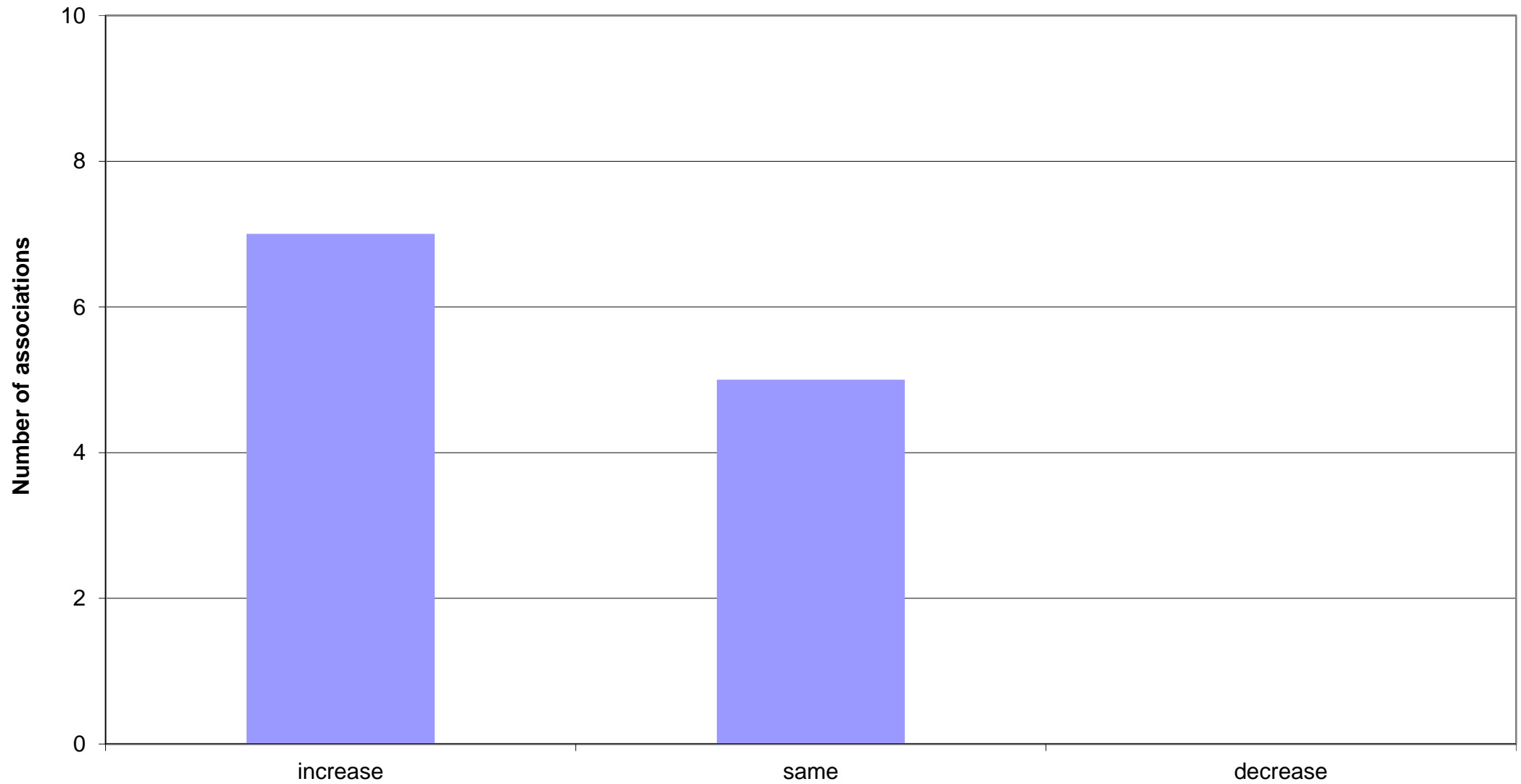


Source: CETOP/ISC Quarterly Trend survey, 1-4 Quarter 2017

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6 March 2018

Pneumatics Customer Industries Trend (January-March 2018/January-March 2017)



Source: CETOP/ISC Quarterly Trend survey, 1-4 Quarter 2017

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6 March 2018