

Revised publication: supplement with regard to Sweden and UK

Country: Association:	Belgium FIMOP	China CHPSA	Czech Republic CAHP	Finland FHFA	France ARTEMA	Germany VDMA
National home sales (Consumption)	Whole national market	Whole national market	Member companies sales	Member companies sales	Whole national market	Whole national market
1) National home sales 2015 in 1.000 national currency		56.130.000 CNY	2.572.000 CZK			
National home sales 2015 in 1.000 Euro	168.710	8.049.274	94.285	345.462	983.540	2.880.000
2) National home sales Jan-Dec 2015/Jan-Dec 2014 recorded trend in %	-42,8	-0,8	3,0	-3,0	-3,0	1,7
3) National home sales trend (Jan-March 2016/Jan-March 2015)						
Decrease -10% or less						
Decrease less than -5%	X					
Decrease less than 0% to -5%		X				
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 2016/2015 Total Hydraulics increase/decrease	3,6	-0,5	2,0	0,0	2,0	
Forecast 2016/2015 mobile applications increase / decrease in %		-0,8	2,0	0,0	2,0	
Forecast 2016/2015 industrial applications increase / decrease in %		0,0	2,0	0,0	2,0	
5) When was this sales forecast for 2016/2015 originally published (i.e. first date of publication)?	February 2016	March 2016	February 2016	February 2016	February 2016	n/a
National Home Orders						
1) National home orders Jan-Dec 2015/Jan-Dec 2014 recorded trend in %	5,1	2,5	3,0	-4,0	1,0	4,0
2) National home orders trend (Jan-March 2016/Jan-March 2015)						
Decrease -10% or less	X					
Decrease less than -5%						
Decrease less than 0% to -5%		X				X
Same 0%				X	X	
Increase more than 0% to +5%			X			
Increase more than +5%						
Increase more than +10%						
3) National home orders forecast 2016/2015 increase/decrease in %	-5,8	2,0	2,0	0,0	2,0	
4) When was this orders forecast for 2016/2015 originally published (i.e. first date of publication)?	February 2016	March 2016	February 2016	February 2016	February 2016	n/a
Customer industries						
Economic trends (Jan-March 2016/Jan-March 2015)						
Mobile machinery application market						
increase				X	X	X
same						
decrease	X	X	X			
Industrial fixed machinery application market						
increase	X					X
same				X	X	
decrease		X	X			
Comparability: Considerable changes?						
YES	X					
NO		X	X	X	X	X
Additional information						
Comments	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 2015)		6,9733 CNY	27,279 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		Member companies sales	Member companies sales	Member companies sales
1) National home sales 2015 in 1.000 national currency		232.208.000 JPY		1.669.645 NOK	585.000 PLN	106.520 RON ¹⁾
National home sales 2015 in 1.000 Euro	1.450.000	1.728.896		186.561	139.815	23.962
2) National home sales Jan-Dec 2015/Jan-Dec 2014 recorded trend in %	-1,6	-7,6		-36,5	8,0	6,0
3) National home sales trend (Jan-March 2016/Jan-March 2015)						
Decrease -10% or less				X		
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 2016/2015 Total Hydraulics increase/decrease	3,5			-25,0	7,0	2,0
Forecast 2016/2015 mobile applications increase / decrease in %	2,0				6,0	2,0
Forecast 2016/2015 industrial applications increase / decrease in %	5,5				8,0	2,0
5) When was this sales forecast for 2016/2015 originally published (i.e. first date of publication)?	February 2016	n/a		February 2016	March 2016	March 2016
National Home Orders						
1) National home orders Jan-Dec 2015/Jan-Dec 2014 recorded trend in %	-4,8	-7,4		-36,5	8,0	6,0
2) National home orders trend (Jan-March 2016/Jan-March 2015)						
Decrease -10% or less				X		
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 2016/2015 increase/decrease in %	1,5			-25,0	7,0	2,0
4) When was this orders forecast for 2016/2015 originally published (i.e. first date of publication)?	February 2016	n/a		February 2016	March 2016	March 2016
Customer industries						
Economic trends (Jan-March 2016/Jan-March 2015)						
Mobile machinery application market						
increase						
same	X				X	
decrease				X		X
Industrial fixed machinery application market						
increase	X					
same					X	X
decrease				X		
Comparability: Considerable changes?						
YES						
NO	X			X	X	X
Additional information						
Comments			NL will report to 2 and 4 quarter			¹⁾ Estimation
¹ Euro = ... National currency (Euro-reference rate of the European Central Bank: Annual average of 2015)		134,31 JPY		8,9496 NOK	4,1841 PLN	4,4454 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) National home sales 2015 in 1.000 national currency			5.173.000 SEK	189.429 CHF ¹⁾	7.753.522 NTD	1.305.000 TRY
National home sales 2015 in 1.000 Euro	17.900	350.000	553.055	177.385	219.914	431.334
2) National home sales Jan-Dec 2015/Jan-Dec 2014 recorded trend in %	3,0	7,4	-5,5	-11,8	-5,0	15,0
3) National home sales trend (Jan-March 2016/Jan-March 2015)						
Decrease -10% or less						
Decrease less than -5%					X	X
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 2016/2015 Total Hydraulics increase/decrease	3,0	4,4		0,0	-5,0	10,0
Forecast 2016/2015 mobile applications increase / decrease in %	3,0			0,0	-5,0	12,0
Forecast 2016/2015 industrial applications increase / decrease in %	3,0			0,0	-5,0	5,0
5) When was this sales forecast for 2016/2015 originally published (i.e. first date of publication)?	March 2016	March 2016	n/a	February 2016	March 2016	February 2016
National Home Orders						
1) National home orders Jan-Dec 2015/Jan-Dec 2014 recorded trend in %	3,0	4,6	-0,5	-14,8	-4,5	10,0
2) National home orders trend (Jan-March 2016/Jan-March 2015)						
Decrease -10% or less						
Decrease less than -5%					X	X
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%						
3) National home orders forecast 2016/2015 increase/decrease in %	3,0	4,5		1,0	-3,0	8,0
4) When was this orders forecast for 2016/2015 originally published (i.e. first date of publication)?	March 2016	March 2016	n/a	February 2016	March 2016	February 2016
Customer industries						
Economic trends (Jan-March 2016/Jan-March 2015)						
Mobile machinery application market						
increase	X	X				
same						X
decrease				X	X	
Industrial fixed machinery application market						
increase	X	X				
same						
decrease				X	X	X
Comparability: Considerable changes?						
YES						
NO	X	X	X	X	X	X
Additional information						
Comments				1) Other data source than in previous quarters.		
1 Euro = ... National currency (Euro-reference rate of the European Central Bank: Annual average of 2015)			9,3535 SEK	1,0679 CHF	35,257 NTD	3,0255 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 2015 in 1.000 national currency	653.276 GBP ²⁾	11.665.104 USD
National home sales 2015 in 1.000 Euro	900.028	10.513.839
2) National home sales Jan-Dec 2015/Jan-Dec 2014 recorded trend in %	-10,3	-11,4
3) National home sales trend (Jan-March 2016/Jan-March 2015)		
Decrease -10% or less	X	
Decrease less than -5%		X
Decrease less than 0% to -5%		
Same 0%		
Increase more than 0% to +5%		
Increase more than +5%		
Increase more than +10%		
4) National home sales forecast 2016/2015 Total Hydraulics increase/decrease	1,8	3,0
Forecast 2016/2015 mobile applications increase / decrease in %		3,0
Forecast 2016/2015 industrial applications increase / decrease in %		3,0
5) When was this sales forecast for 2016/2015 originally published (i.e. first date of publication)?	September 2015	January 2016
National Home Orders		
1) National home orders Jan-Dec 2015/Jan-Dec 2014 recorded trend in %	-19,7	-14,9
2) National home orders trend (Jan-March 2016/Jan-March 2015)		
Decrease -10% or less	X	
Decrease less than -5%		X
Decrease less than 0% to -5%		
Same 0%		
Increase more than 0% to +5%		
Increase more than +5%		
Increase more than +10%		
3) National home orders forecast 2016/2015 increase/decrease in %		3,0
4) When was this orders forecast for 2016/2015 originally published (i.e. first date of publication)?	n/a	January 2016
Customer industries		
Economic trends (Jan-March 2016/Jan-March 2015)		
Mobile machinery application market		
increase		
same		
decrease	X	X
Industrial fixed machinery application market		
increase		
same		
decrease	X	X
Comparability: Considerable changes?		
YES		
NO	X	X
Additional information		
Comments	1) Only for the first question i.e. national home sales 2) Estimation	
¹ Euro = ... National currency (Euro-reference rate of the European Central Bank: Annual average of 2015)	0,72584 GBP	1,1095 USD

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Country: Association:	Belgium FIMOP	China CHPSA	Czech Republic CAHP	Finland FHFA	France ARTEMA	Germany VDMA
National home sales (Consumption)	Whole national market	Whole national market	Member companies sales	Member companies sales	Whole national market	Whole national market
1) National home sales 2015 in 1.000 national currency		21.227.000 CNY	1.416.100 CZK			
National home sales 2015 in 1.000 Euro	76.772	3.044.039	51.912	51.153	270.110	1.480.000
2) National home sales Jan-Dec 2015/Jan-Dec 2014 recorded trend in %	5,1	-0,1	3,0	-1,0	3,0	
3) National home sales trend (Jan-March 2016/Jan-March 2015)						
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%	X		X		X	
Increase more than +5%						
Increase more than +10%						
4) National home sales forecast 2016/2015 increase/decrease in %	5,0	2,6	1,5	0,0	3,0	
5) When was this sales forecast for 2016/2015 originally published (i.e. first date of publication)?	March 2016	March 2016	February 2016	February 2016	February 2016	n/a
National Home Orders						
1) National home orders Jan-Dec 2015/Jan-Dec 2014 recorded trend in %	5,0	4,0	3,0	-1,0	3,0	
2) National home orders trend (Jan-March 2016/Jan-March 2015)						
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		X	
Increase more than +5%						X
Increase more than +10%						
3) National home orders forecast 2016/2015 increase/decrease in %	5,0	5,0	1,5	0,0	3,0	
4) When was this orders forecast 2016/2015 originally published (i.e. first date of publication)?	March 2016	March 2016	February 2016	February 2016	February 2016	n/a
Customer industries						
Economic trends (Jan-March 2016/Jan-March 2015)						
increase	X					
same		X		X	X	
decrease			X			X
Comparability: Considerable changes?						
YES						X ¹⁾
NO	X	X	X	X	X	
Additional information						
Comments	B will report to 2 and 4 quarter					¹⁾ Method of estimation has changed
1 Euro = ... National currency (Euro-reference rate of the European Central Bank: Annual average of 2015)		6,9733 CNY	27,279 CZK			

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National home sales (Consumption)	Whole national market	Member companies sales		Member companies sales	Member companies sales	Member companies sales
1) National home sales 2015 in 1.000 national currency		183.993.000 JPY		219.800 NOK	103.000 PLN	48.308 RON ¹⁾
National home sales 2015 in 1.000 Euro	736.500	1.369.913		24.560	24.617	10.867
2) National home sales Jan-Dec 2015/Jan-Dec 2014 recorded trend in %	8,5	1,2		-32,0	6,0	6,0
3) National home sales trend (Jan-March 2016/Jan-March 2015)						
Decrease -10% or less				X		
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 2016/2015 increase/decrease in %	4,0			-20,0	6,0	6,0
5) When was this sales forecast for 2016/2015 originally published (i.e. first date of publication)?	February 2016	n/a		February 2016	March 2016	March 2016
National Home Orders						
1) National home orders Jan-Dec 2015/Jan-Dec 2014 recorded trend in %	8,5	1,2		-32,0	6,0	6,0
2) National home orders trend (Jan-March 2016/Jan-March 2015)						
Decrease -10% or less				X		
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 2016/2015 increase/decrease in %	2,0			-20,0	7,0	6,0
4) When was this orders forecast 2016/2015 originally published (i.e. first date of publication)?	February 2016	n/a		February 2016	March 2016	March 2016
Customer industries						
Economic trends (Jan-March 2016/Jan-March 2015)						
increase						X
same	X			X	X	
decrease						
Comparability: Considerable changes?						
YES						
NO	X			X	X	X
Additional information						
Comments			NL will report to 2 and 4 quarter			1) Estimation
1 Euro = ... National currency (Euro-reference rate of the European Central Bank: Annual average of 2015)		134,31 JPY		8,9496 NOK	4,1841 PLN	4,4454 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) National home sales 2015 in 1.000 national currency			1.165.000 SEK	152.009 CHF ¹⁾	7.993.490 NTD	424.000 TRY
National home sales 2015 in 1.000 Euro	13.000	162.700	124.552	142.344	226.721	140.142
2) National home sales Jan-Dec 2015/Jan-Dec 2014 recorded trend in %	3,0	2,0	2,5	-9,1	-9,1	4,0
3) National home sales trend (Jan-March 2016/Jan-March 2015)						
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				
Increase more than +5%						
Increase more than +10%						
4) National home sales forecast 2016/2015 increase/decrease in %		5,9		3,1	-2,5	10,0
5) When was this sales forecast for 2016/2015 originally published (i.e. first date of publication)?	n/a	March 2016	n/a	February 2016	March 2016	February 2016
National Home Orders						
1) National home orders Jan-Dec 2015/Jan-Dec 2014 recorded trend in %		8,8	1,8	-10,6	-8,1	10,0
2) National home orders trend (Jan-March 2016/Jan-March 2015)						
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				
Increase more than +5%						
Increase more than +10%						
3) National home orders forecast 2016/2015 increase/decrease in %	3,0	6,8		3,3	-2,5	2,0
4) When was this orders forecast 2016/2015 originally published (i.e. first date of publication)?	March 2016	March 2016	n/a	February 2016	March 2016	February 2016
Customer industries						
Economic trends (Jan-March 2016/Jan-March 2015)						
increase	X			X	X	X
same		X				
decrease						
Comparability: Considerable changes?						
YES						X ¹⁾
NO	X	X	X	X	X	
Additional information						
Comments				¹⁾ Other data source than in previous quarters.		¹⁾ Range of products has been increased
1 Euro = ... National currency (Euro-reference rate of the European Central Bank: Annual average of 2015)			9,3535 SEK	1,0679 CHF	35,257 NTD	3,0255 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 2015 in 1.000 national currency	174.640 GBP ²⁾	2.995.543 USD
National home sales 2015 in 1.000 Euro	240.604	2.699.904
2) National home sales Jan-Dec 2015/Jan-Dec 2014 recorded trend in %	-3,3	-6,8
3) National home sales trend (Jan-March 2016/Jan-March 2015)		
Decrease -10% or less	X	
Decrease less than -5%		X
Decrease less than 0% to -5%		
Same 0%		
Increase more than 0% to +5%		
Increase more than +5%		
Increase more than +10%		
4) National home sales forecast 2016/2015 increase/decrease in %	2,5	2,3
5) When was this sales forecast for 2016/2015 originally published (i.e. first date of publication)?	September 2015	January 2016
National Home Orders		
1) National home orders Jan-Dec 2015/Jan-Dec 2014 recorded trend in %	-0,9	-7,5
2) National home orders trend (Jan-March 2016/Jan-March 2015)		
Decrease -10% or less		
Decrease less than -5%		X
Decrease less than 0% to -5%		
Same 0%		
Increase more than 0% to +5%		
Increase more than +5%		
Increase more than +10%		
3) National home orders forecast 2016/2015 increase/decrease in %		2,3
4) When was this orders forecast 2016/2015 originally published (i.e. first date of publication)?	n/a	January 2016
Customer industries		
Economic trends (Jan-March 2016/Jan-March 2015)		
increase		
same		
decrease	X	X
Comparability: Considerable changes?		
YES	X	
NO		X
Additional information		
Comments	1) Only for the first question i.e. national home sales 2) Estimation	
1 Euro = ... National currency (Euro-reference rate of the European Central Bank: Annual average of 2015)	0,72584 GBP	1,1095 USD

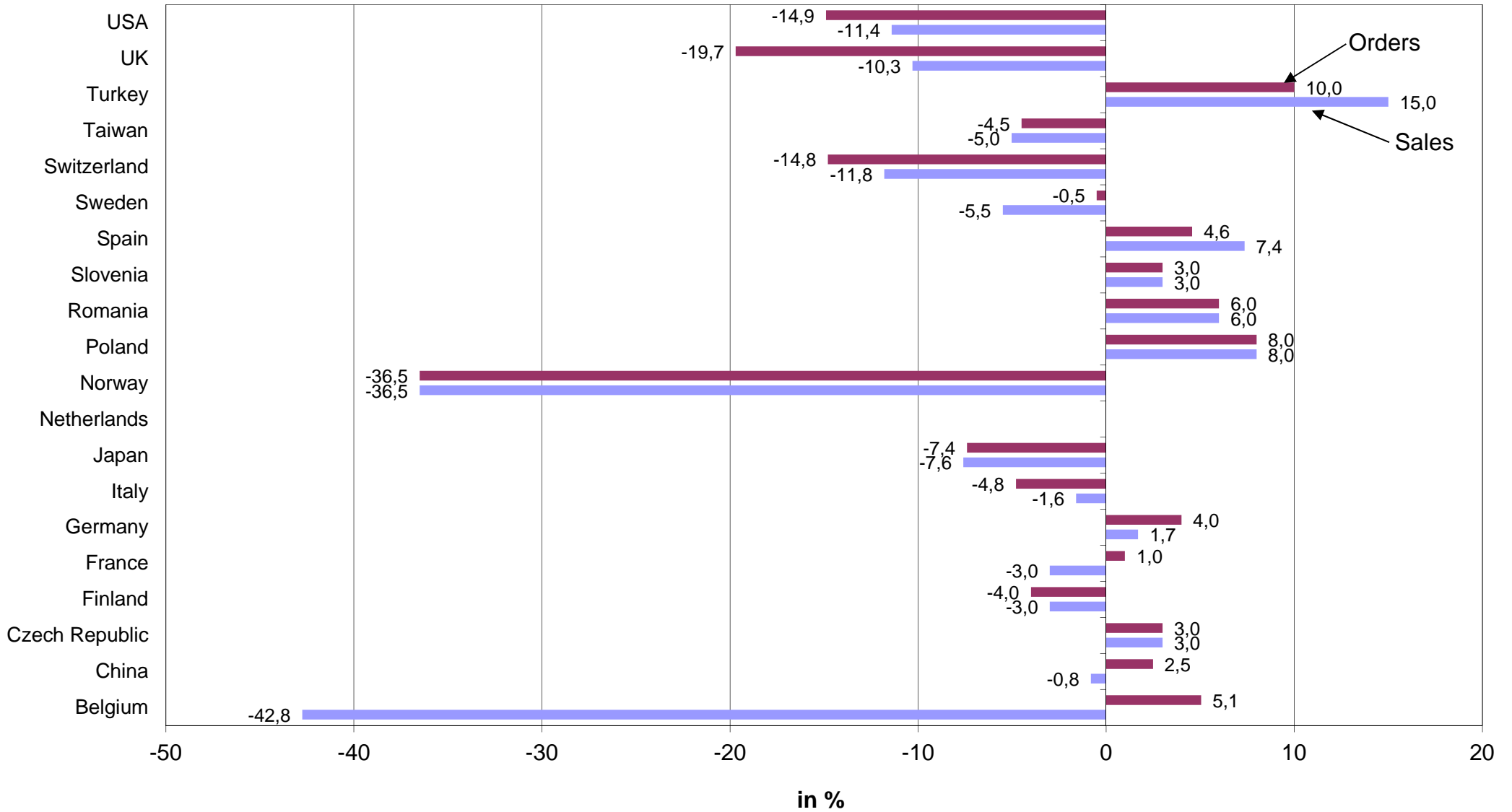
CETOP/ISC Trend survey, State of business

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Miscellaneous / Developments affecting the trend

COUNTRY	Association	
Poland	Corporation	The world and European financial and economic situation appears in Poland GDP in 2012 +1,9%, in 2013 +2,43% in 2014 +3,3%, in I-III Quarter 2015 about +3,6%. Deflation 0,2%, unemployment 9,61%. Increase of consumption goods in 2015 and very low increase of investments goods, construction and mining, tools machine etc. in 2014. Clients machine manufacturers declare increase of number orders for hydraulics and pneumatics components and systems. Export achieves superiority over import in 2013 and 2014 and I-III Quarter 2015 for the first time in 25 years. We are waiting for new economic policy of our new government.
UK	BFPA	Pneumatics: From 1.1.2016 we are no longer collecting pneumatic order data in the monthly figures so we will not be able to complete the orders section for the future.

Hydraulics Orders and Sales Changes Jan-Dec 2015/Jan-Dec 2014 in %

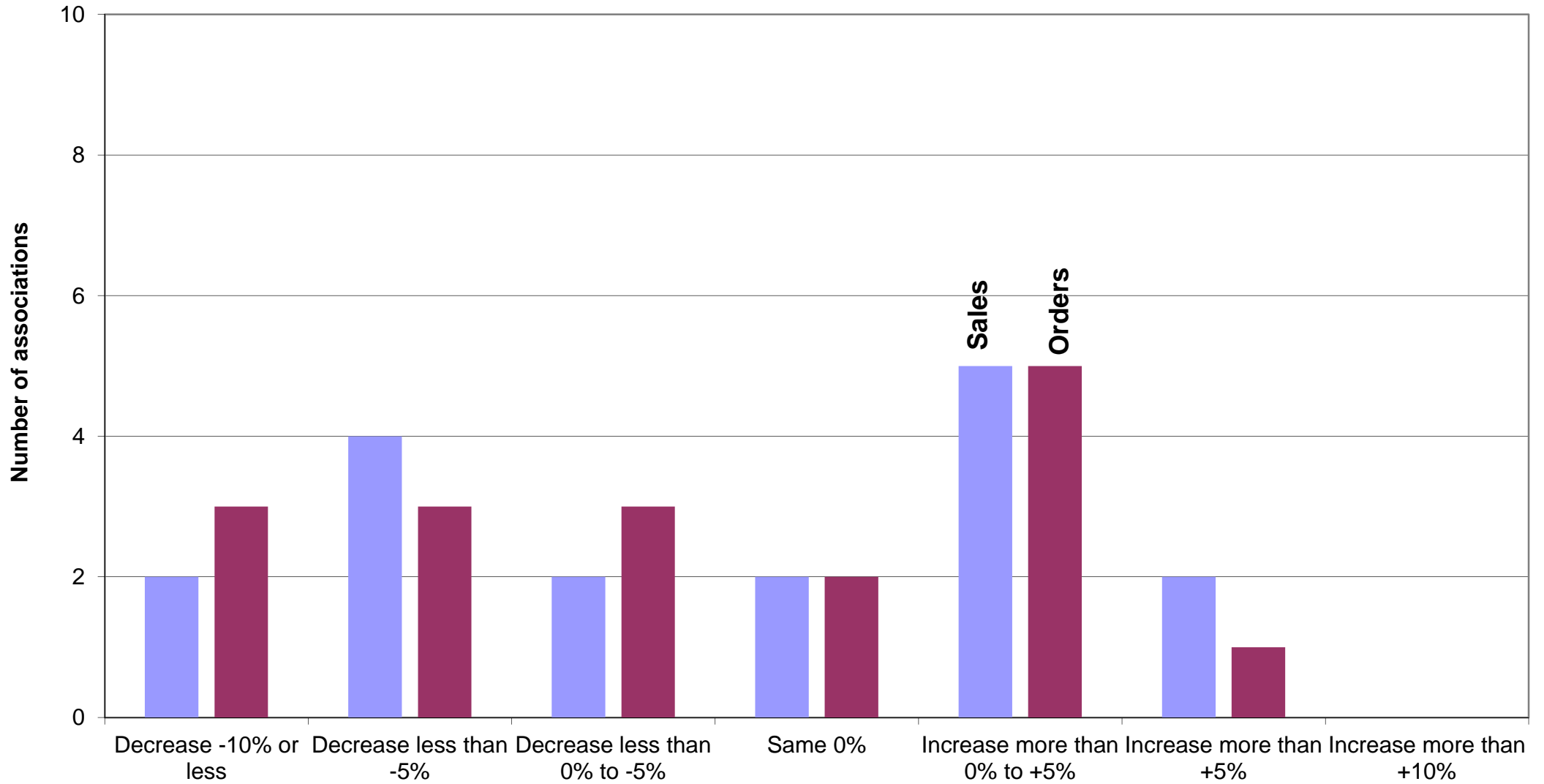


Source: CETOP/ISC Trend survey, 1-4 Quarter 2015

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6 June 2016

Hydraulics Trend (Jan-March 2016/Jan-March 2015)

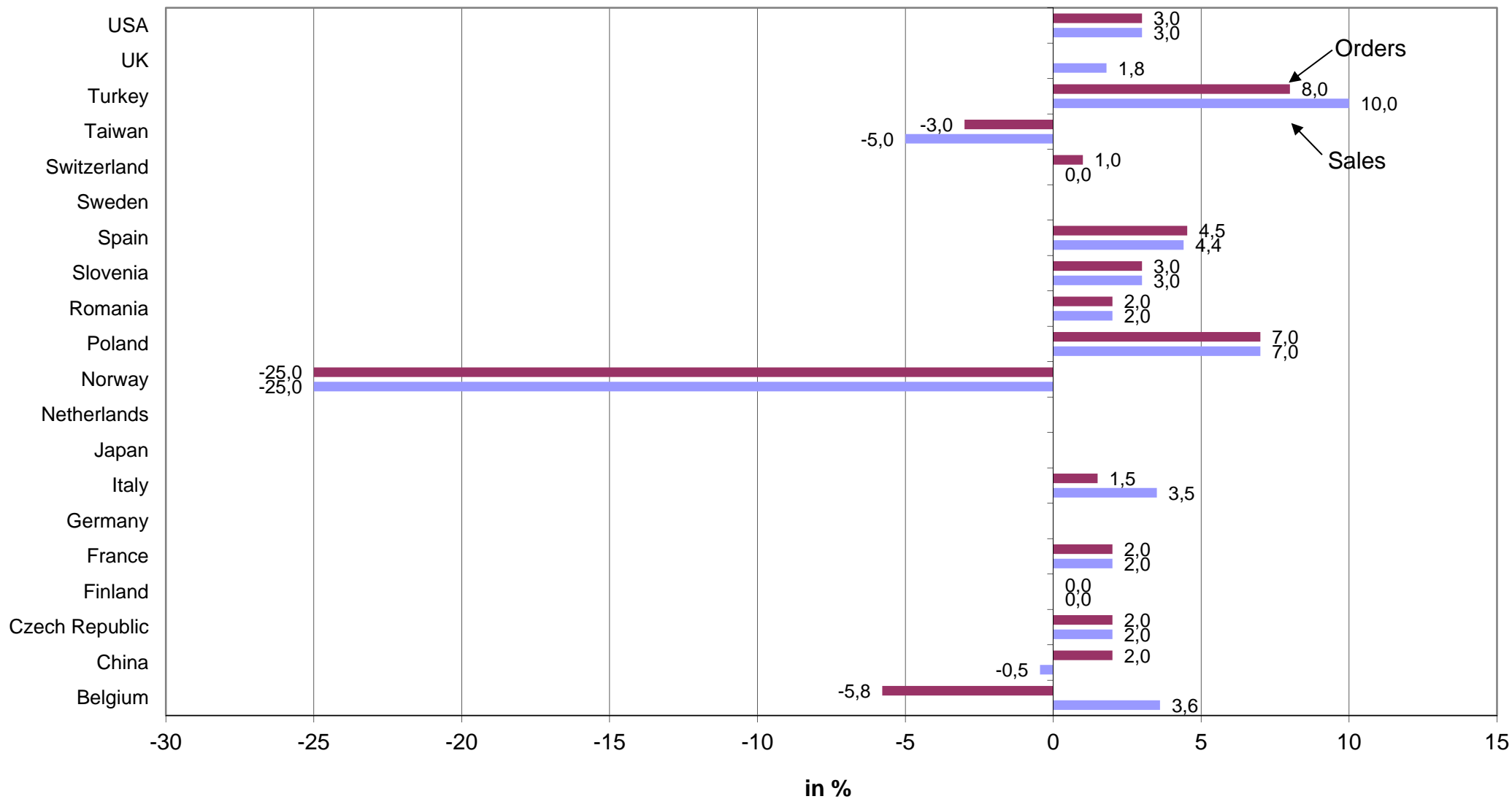


Source: CETOP/ISC Trend survey, 1-4 Quarter 2015

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Hydraulics Orders and Sales Forecast 2016/2015

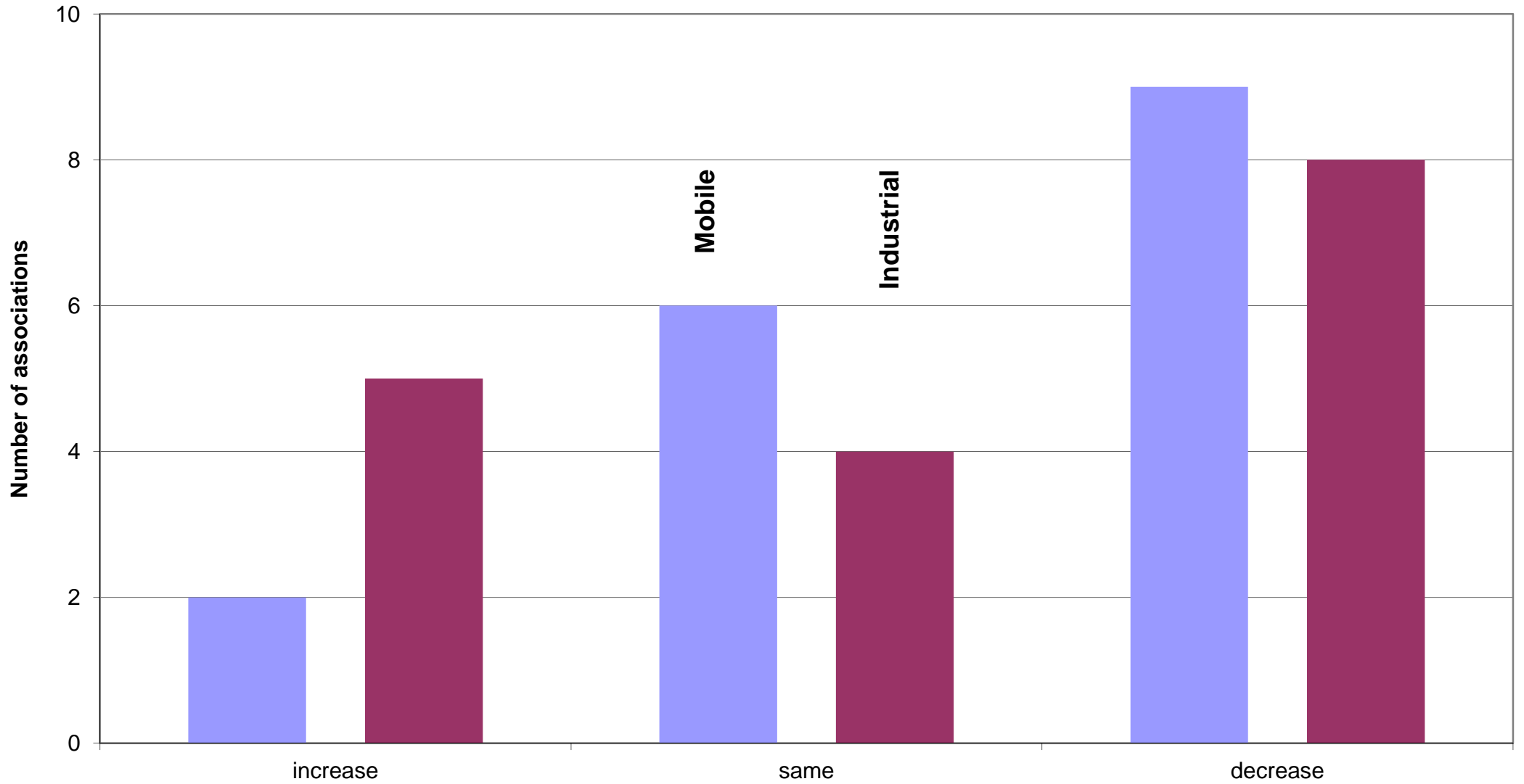


Source: CETOP/ISC Trend survey, 1-4 Quarter 2015

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Hydraulics Customer Industries Trend (Jan-March 2016/Jan-March 2015)

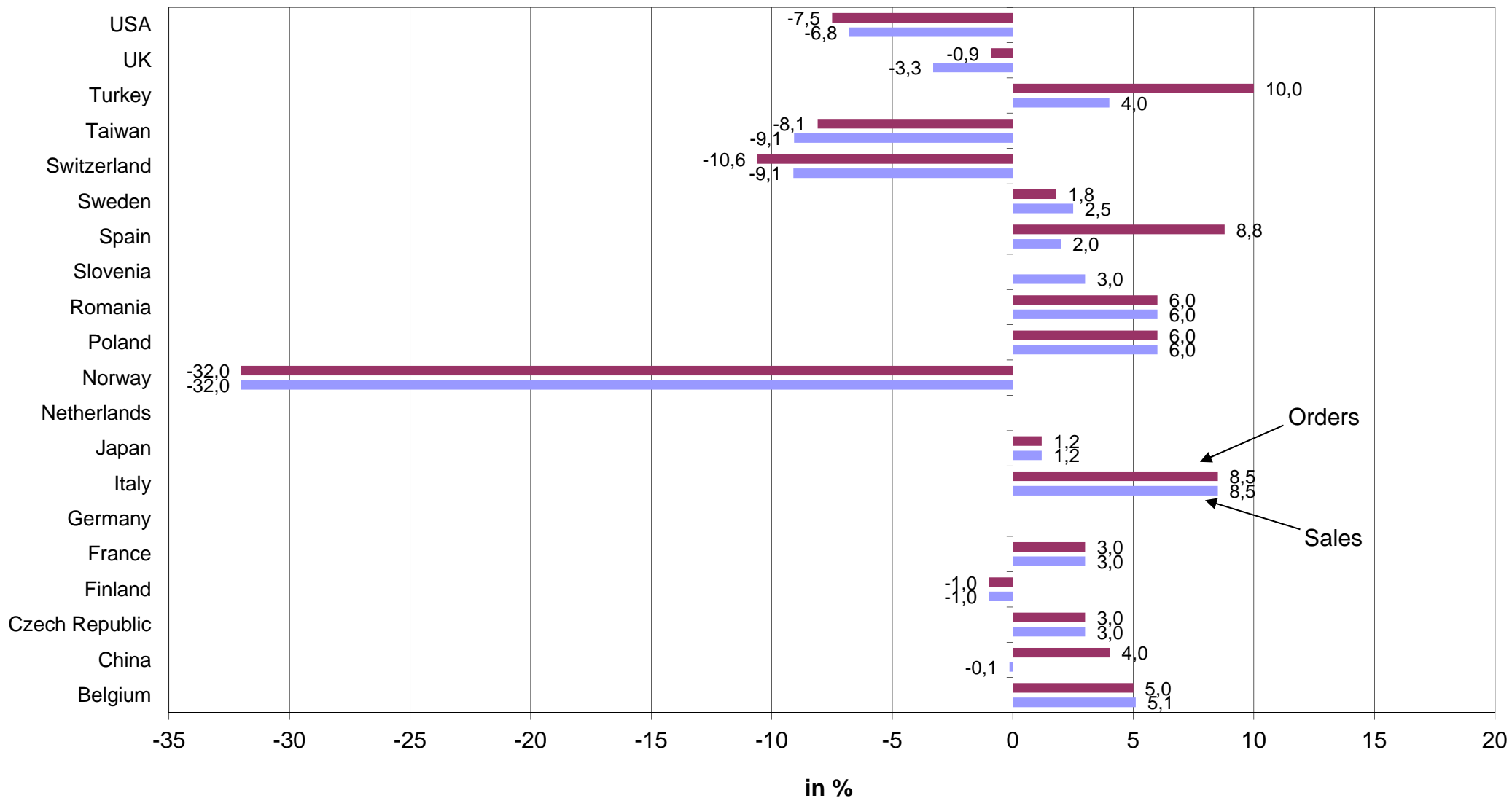


Source: CETOP/ISC Trend survey, 1-4 Quarter 2015

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Pneumatics **Orders** and **Sales** Changes Jan-Dec 2015/Jan-Dec 2014 in %

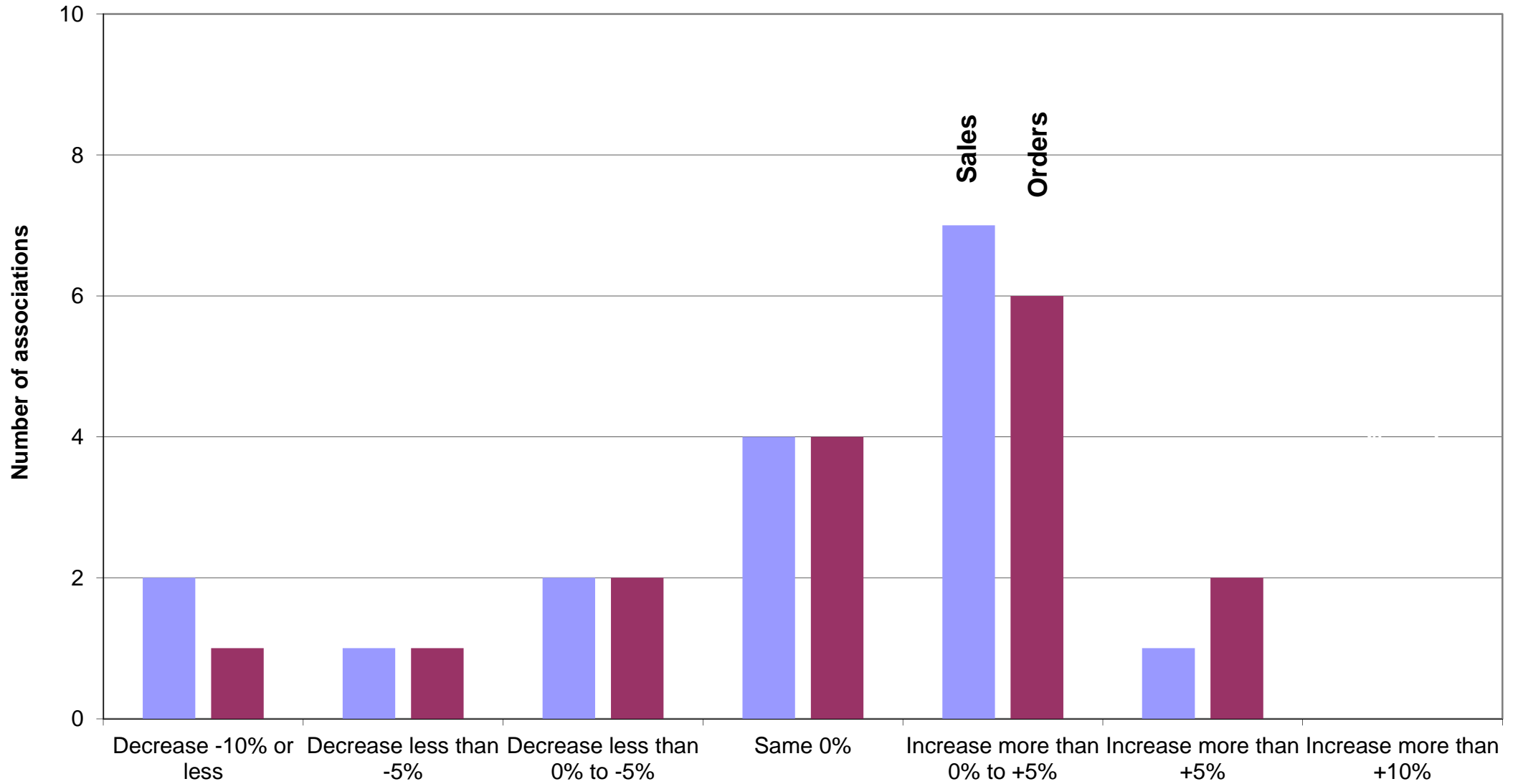


Source: CETOP/ISC Trend survey, 1-4 Quarter 2015

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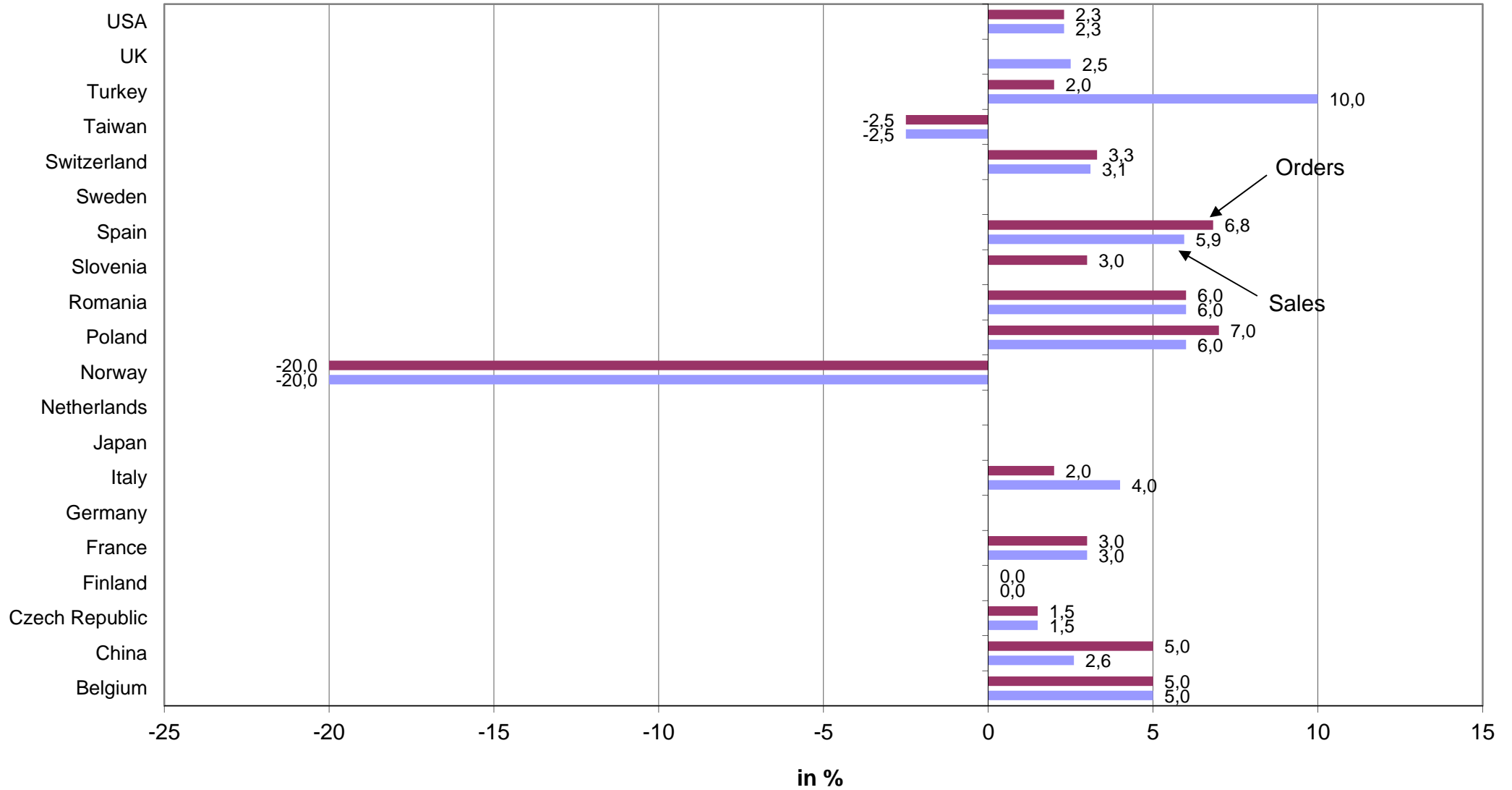
Pneumatics Trend (Jan-March 2016/Jan-March 2015)



Source: CETOP/ISC Trend survey, 1-4 Quarter 2015

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Pneumatics Orders and Sales Forecast 2016/2015

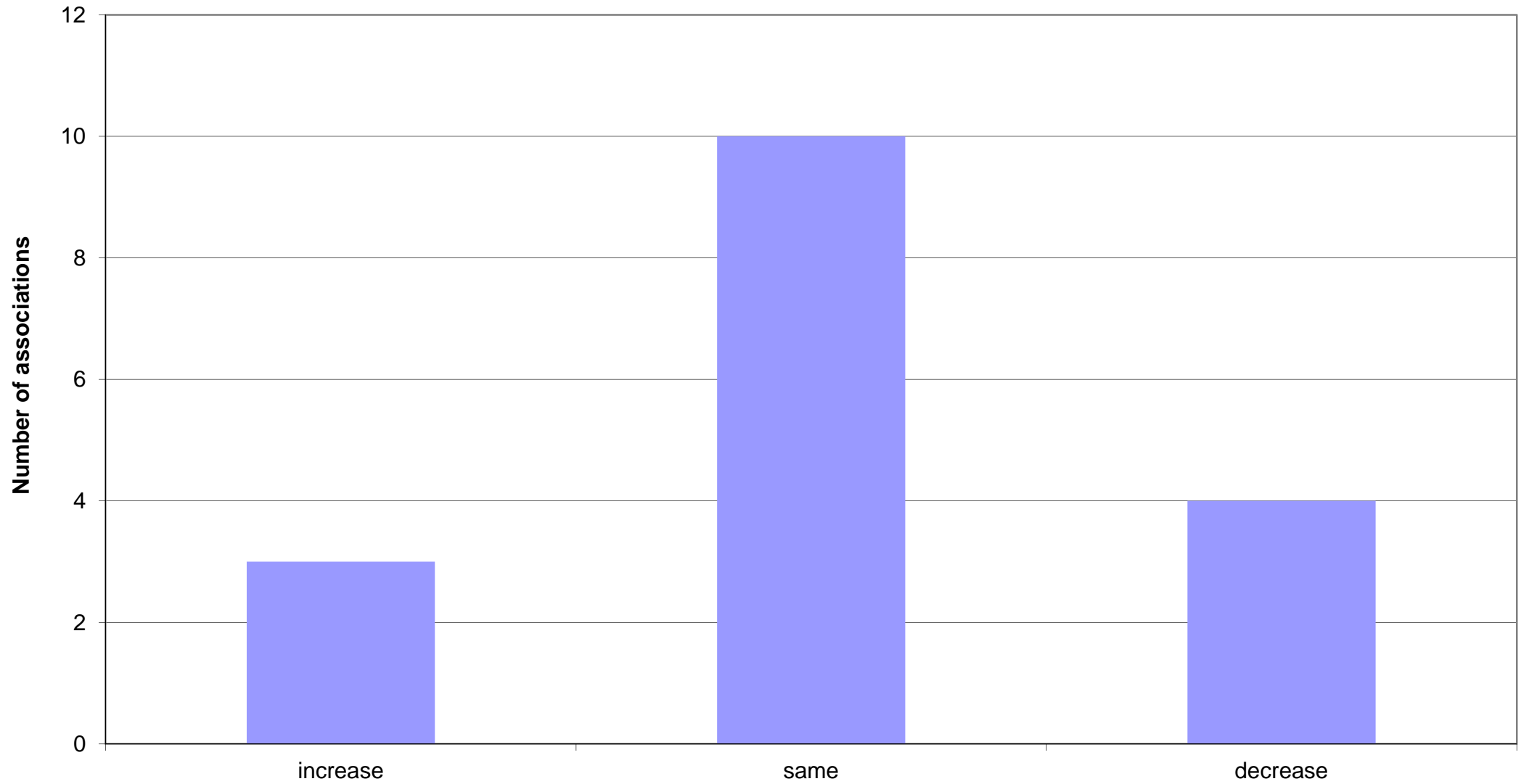


Source: CETOP/ISC Trend survey, 1-4 Quarter 2015

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Pneumatics Customer Industries Trend (Jan-March 2016/Jan-March 2015)



Source: CETOP/ISC Trend survey, 1-4 Quarter 2015

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