

Country: Association:	Belgium FIMOP	China CHPSA	Czech Republic CAHP	Finland FHFA	France ARTEMA	Germany VDMA
<b>National home sales (Consumption)</b>	Whole national market	Whole national market	Member companies sales	Member companies sales	Whole national market	Whole national market
1) National home sales <b>2015 in 1.000 national currency</b>		56.130.000 CNY	2.572.000 CZK			
National home sales <b>2015 in 1.000 Euro</b>		8.049.274	94.285	345.462	983.540	2.880.000
2) National home sales <b>Jan-March 2016/Jan-March 2015</b> recorded trend in %		-4,0	2,5	-10,0	2,0	2,9
3) National home sales trend <b>(April-June 2016/Jan-March 2015)</b>						
Decrease -10% or less						
Decrease less than -5%				X		
Decrease less than 0% to -5%						
Same 0%		X			X	
Increase more than 0% to +5%			X			X
Increase more than +5%						
Increase more than +10%						
4) National home sales <b>forecast 2016/2015</b> Total Hydraulics increase/decrease		-0,5	3,0	-5,0	2,0	-2,0
Forecast 2016/2015 <b>mobile</b> applications increase / decrease in %		-0,8	3,0	-3,0	2,0	
Forecast 2016/2015 <b>industrial</b> applications increase / decrease in %		0,0	3,0	-8,0	2,0	
5) When was this sales <b>forecast for 2016/2015</b> originally published (i.e. first date of publication)?		March 2016	April 2016	April 2016	February 2016	April 2016
<b>National Home Orders</b>						
1) National home orders <b>Jan-March 2016/Jan-March 2015</b> recorded trend in %		-7,0	3,0	-17,0	6,0	-1,3
2) National home orders trend <b>(April-June 2016/April-June 2015)</b>						
Decrease -10% or less						
Decrease less than -5%				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 <b>forecast 2016/2015</b> increase/decrease in %		-0,5	3,0	-5,0	2,0	
4) When was this orders <b>forecast for 2016/2015</b> originally published (i.e. first date of publication)?		March 2016	April 2016	April 2016	February 2016	n/a
<b>Customer industries</b>						
Economic trends <b>(April-June 2016/April-June 2015)</b>						
<b>Mobile</b> machinery application market						
increase		X	X			X
same				X	X	
decrease						
<b>Industrial</b> fixed machinery application market						
increase		X	X			X
same					X	
decrease				X		
<b>Comparability: Considerable changes?</b>						
YES						
NO		X	X	X	X	X
<b>Exchange rate</b>						
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			

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		Member companies sales	Member companies sales	Member companies sales
1) National home sales <b>2015 in 1.000 national currency</b>		231.956.000 JPY		1.669.645 NOK	585.000 PLN	106.520 RON
National home sales <b>2015 in 1.000 Euro</b>	1.450.000	1.727.020		186.561	139.815	23.962
2) National home sales <b>Jan-March 2016/Jan-March 2015</b> recorded trend in %	4,7	-9,1		-36,0	5,0	5,0
3) National home sales trend <b>(April-June 2016/Jan-March 2015)</b>						
Decrease -10% or less				X		
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%						
4) National home sales <b>forecast 2016/2015</b> Total Hydraulics increase/decrease	2,5	-2,1			5,0	2,0
Forecast 2016/2015 <b>mobile</b> applications increase / decrease in %	1,5				6,0	2,0
Forecast 2016/2015 <b>industrial</b> applications increase / decrease in %	5,5				4,0	2,0
5) When was this sales <b>forecast for 2016/2015</b> originally published (i.e. first date of publication)?	April 2016	March 2016		n/a	May 2016	May 2016
<b>National Home Orders</b>						
1) National home orders <b>Jan-March 2016/Jan-March 2015</b> recorded trend in %	-3,6	-7,4		-36,0	6,0	5,0
2) National home orders trend <b>(April-June 2016/April-June 2015)</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
Increase more than +5%					X	
Increase more than +10%						
3) National home orders <b>forecast 2016/2015</b> increase/decrease in %	1,0	-2,1			5,5	2,0
4) When was this orders <b>forecast for 2016/2015</b> originally published (i.e. first date of publication)?	April 2016	March 2016		n/a	May 2016	May 2016
<b>Customer industries</b>						
Economic trends <b>(April-June 2016/April-June 2015)</b>						
<b>Mobile</b> machinery application market						
increase					X	
same						
decrease	X			X		X
<b>Industrial</b> fixed machinery application market						
increase	X					
same					X	X
decrease				X		
<b>Comparability: Considerable changes?</b>						
YES				X		
NO	X	X			X	X
<b>Exchange rate</b>						
Comments			NL will report to 2 and 4 quarter			
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

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>2015 in 1.000 national currency</b>			5.173.000 SEK <sup>1)</sup>	213.822 CHF	7.753.522 NTD	1.305.000 TRY
National home sales <b>2015 in 1.000 Euro</b>	17.900	350.000	553.055	200.227	219.914	431.334
2) National home sales <b>Jan-March 2016/Jan-March 2015</b> recorded trend in %	5,0	6,0	-3,5	-7,4	-11,4	5,0
3) National home sales trend <b>(April-June 2016/Jan-March 2015)</b>						
Decrease -10% or less						
Decrease less than -5%					X	
Decrease less than 0% to -5%				X		
Same 0%						
Increase more than 0% to +5%	X					X
Increase more than +5%		X				
Increase more than +10%						
4) National home sales <b>forecast 2016/2015</b> Total Hydraulics increase/decrease	3,0	6,4		0,1	-10,0	5,0
Forecast 2016/2015 <b>mobile</b> applications increase / decrease in %	3,0	4,8			-10,0	5,0
Forecast 2016/2015 <b>industrial</b> applications increase / decrease in %	3,0	4,8			-10,0	5,0
5) When was this sales <b>forecast for 2016/2015</b> originally published (i.e. first date of publication)?		May 2016	n/a	April 2016	May 2016	March 2016
<b>National Home Orders</b>						
1) National home orders <b>Jan-March 2016/Jan-March 2015</b> recorded trend in %	3,0	5,4	-6,5	-7,9	-10,7	5,0
2) National home orders trend <b>(April-June 2016/April-June 2015)</b>						
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		X
Increase more than +5%		X				
Increase more than +10%						
3) National home orders <b>forecast 2016/2015</b> increase/decrease in %	3,0	5,4		0,4	11,5	5,0
4) When was this orders <b>forecast for 2016/2015</b> originally published (i.e. first date of publication)?		May 2016	n/a	April 2016	May 2016	March 2016
<b>Customer industries</b>						
Economic trends <b>(April-June 2016/April-June 2015)</b>						
<b>Mobile</b> machinery application market						
increase	X					
same		X		X		X
decrease					X	
<b>Industrial</b> fixed machinery application market						
increase	X					
same		X		X		X
decrease					X	
<b>Comparability: Considerable changes?</b>						
YES			X			
NO	X	X		X	X	X
<b>Exchange rate</b>						
Comments			1) Rough estimate			
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

Country:	UK	USA
Association:	BFPA	NFPA
<b>National home sales (Consumption)</b>	Whole national market <sup>1)</sup>	Whole national market
1) National home sales <b>2015 in 1.000 national currency</b>	653.276 GBP <sup>2)</sup>	11.665.104 USD
National home sales <b>2015 in 1.000 Euro</b>	900.028	10.513.839
2) National home sales <b>Jan-March 2016/Jan-March 2015</b> recorded trend in %	-12,2	-12,0
3) National home sales trend <b>(April-June 2016/Jan-March 2015)</b>		
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%		X
Increase more than +10%		
4) National home sales <b>forecast 2016/2015</b> Total Hydraulics increase/decrease	-4,6	3,0
Forecast 2016/2015 <b>mobile</b> applications increase / decrease in %		3,0
Forecast 2016/2015 <b>industrial</b> applications increase / decrease in %		3,0
5) When was this sales <b>forecast for 2016/2015</b> originally published (i.e. first date of publication)?	May 2016	January 2016
<b>National Home Orders</b>		
1) National home orders <b>Jan-March 2016/Jan-March 2015</b> recorded trend in %	7,5	-9,1
2) National home orders trend <b>(April-June 2016/April-June 2015)</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	X
Increase more than +10%		
3) National home orders <b>forecast 2016/2015</b> increase/decrease in %		3,0
4) When was this orders <b>forecast for 2016/2015</b> originally published (i.e. first date of publication)?	n/a	January 2016
<b>Customer industries</b>		
Economic trends <b>(April-June 2016/April-June 2015)</b>		
<b>Mobile</b> machinery application market		
increase		X
same		
decrease	X	
<b>Industrial</b> fixed machinery application market		
increase	X	X
same		
decrease		
<b>Comparability: Considerable changes?</b>		
YES		
NO	X	X
<b>Exchange rate</b>		
Comments	1) Only for the first question i.e.national home sales consumption 2) Estimate	
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
<b>National home sales (Consumption)</b>	Whole national market	Whole national market	Member companies sales	Member companies sales	Whole national market	Whole national market
1) National home sales <b>2015</b> in <b>1.000 national currency</b>		21.227.000 CNY	1.416.100 CZK			
National home sales <b>2015</b> in <b>1.000 Euro</b>		3.044.039	51.912	51.153	270.110	1.480.000
2) National home sales <b>Jan-March 2016/Jan-March 2015</b> recorded trend in %		4,5	2,0	-4,0	4,0	-1,0
3) National home sales trend ( <b>April-June 2016/April-June 2015</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		X	X
Increase more than +5%						
Increase more than +10%						
4) National home sales <b>forecast 2016/2015</b> increase/decrease in %		2,6	2,0	0,0	3,0	3,0
5) When was this sales forecast for 2016/2015 originally published (i.e. first date of publication)?		March 2016	April 2016	April 2016	April 2016	April 2016
<b>National Home Orders</b>						
1) National home orders <b>Jan-March 2016/Jan-March 2015</b> recorded trend in %		5,0	2,0	-3,0	6,0	2,5
2) National home orders trend ( <b>April-June 2016/April-June 2015</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		X	X
Increase more than +5%						
Increase more than +10%						
3) National home orders <b>forecast 2016/2015</b> increase/decrease in %		2,6	2,0	0,0	3,0	
4) When was this orders <b>forecast 2016/2015</b> originally published (i.e. first date of publication)?		March 2016	April 2016	April 2016	April 2016	n/a
<b>Customer industries</b>						
Economic trends ( <b>April-June 2016/April-June 2015</b> )						
increase		X	X			X
same				X	X	
decrease						
<b>Comparability: Considerable changes?</b>						
YES						
NO		X	X	X	X	X
<b>Exchange rate</b>						
Comments	B will report to 2 and 4 quarter					
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
<b>National home sales (Consumption)</b>	Whole national market	Member companies sales		Member companies sales	Member companies sales	Member companies sales
1) National home sales <b>2015</b> in <b>1.000 national currency</b>		193.520.000 JPY		219.800 NOK	103.000 PLN	48.308 RON
National home sales <b>2015</b> in <b>1.000 Euro</b>	736.500	1.440.846		24.560	24.617	10.867
2) National home sales <b>Jan-March 2016/Jan-March 2015</b> recorded trend in %	7,9	3,9		-1,0	5,0	5,0
3) National home sales trend ( <b>April-June 2016/April-June 2015</b> )						
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	X
Increase more than +5%						
Increase more than +10%						
4) National home sales <b>forecast 2016/2015</b> increase/decrease in %	5,0	1,1		-10,0	5,0	5,0
5) When was this sales forecast for 2016/2015 originally published (i.e. first date of publication)?	April 2016	March 2016		May 2016	May 2016	May 2016
<b>National Home Orders</b>						
1) National home orders <b>Jan-March 2016/Jan-March 2015</b> recorded trend in %	6,2	3,9		-1,0	4,0	4,0
2) National home orders trend ( <b>April-June 2016/April-June 2015</b> )						
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	X
Increase more than +5%						
Increase more than +10%						
3) National home orders <b>forecast 2016/2015</b> increase/decrease in %	4,0	1,1		-10,0	4,0	4,0
4) When was this orders <b>forecast 2016/2015</b> originally published (i.e. first date of publication)?	April 2016	March 2016		May 2016	May 2016	May 2016
<b>Customer industries</b>						
Economic trends ( <b>April-June 2016/April-June 2015</b> )						
increase	X					
same				X	X	X
decrease						
<b>Comparability: Considerable changes?</b>						
YES				X		
NO	X	X			X	X
<b>Exchange rate</b>						
Comments			NL will report to 2 and 4 quarter			
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
<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>2015</b> in <b>1.000 national currency</b>			1.165.000 SEK	187.236 CHF	7.993.490 NTD	424.000 TRY
National home sales <b>2015</b> in <b>1.000 Euro</b>	13.000	162.000	124.552	175.331	226.721	140.142
2) National home sales <b>Jan-March 2016/Jan-March 2015</b> recorded trend in %	5,0	11,5	-3,0	-1,6	-1,8	5,0
3) National home sales trend ( <b>April-June 2016/April-June 2015</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				X
Increase more than +5%				X		
Increase more than +10%						
4) National home sales <b>forecast 2016/2015</b> increase/decrease in %	3,0	6,6		4,4	1,5	5,0
5) When was this sales forecast for 2016/2015 originally published (i.e. first date of publication)?		May 2016	n/a	April 2016	May 2016	March 2016
<b>National Home Orders</b>						
1) National home orders <b>Jan-March 2016/Jan-March 2015</b> recorded trend in %	5,0	16,6	1,5	2,6	-2,8	5,0
2) National home orders trend ( <b>April-June 2016/April-June 2015</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	X
Increase more than +5%				X		
Increase more than +10%						
3) National home orders <b>forecast 2016/2015</b> increase/decrease in %	3,0	6,7		4,6	1,5	5,0
4) When was this orders <b>forecast 2016/2015</b> originally published (i.e. first date of publication)?		May 2016	n/a	April 2016	May 2016	March 2016
<b>Customer industries</b>						
Economic trends ( <b>April-June 2016/April-June 2015</b> )						
increase	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				2) Other data source than in previous quarters.		3) Range of products have 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
<b>National home sales (Consumption)</b>		Whole national market <sup>1)</sup>
1) National home sales <b>2015</b> in <b>1.000 national currency</b>	176.500 GBP	2.995.343 USD
National home sales <b>2015</b> in <b>1.000 Euro</b>	243.167	2.699.723
2) National home sales <b>Jan-March 2016/Jan-March 2015</b> recorded trend in %	-4,6	-6,3
3) National home sales trend ( <b>April-June 2016/April-June 2015</b> )		
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%		X
Increase more than +10%		
4) National home sales <b>forecast 2016/2015</b> increase/decrease in %	-2,5	2,3
5) When was this sales forecast for 2016/2015 originally published (i.e. first date of publication)?	May 2016	January 2016
<b>National Home Orders</b>		
1) National home orders <b>Jan-March 2016/Jan-March 2015</b> recorded trend in %		-5,2
2) National home orders trend ( <b>April-June 2016/April-June 2015</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 2016/2015</b> increase/decrease in %		2,3
4) When was this orders <b>forecast 2016/2015</b> originally published (i.e. first date of publication)?	n/a	January 2016
<b>Customer industries</b>		
Economic trends ( <b>April-June 2016/April-June 2015</b> )		
increase		X
same		
decrease	X	
<b>Comparability: Considerable changes?</b>		
YES	X	
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 2015)	0,72584 GBP	1,1095 USD



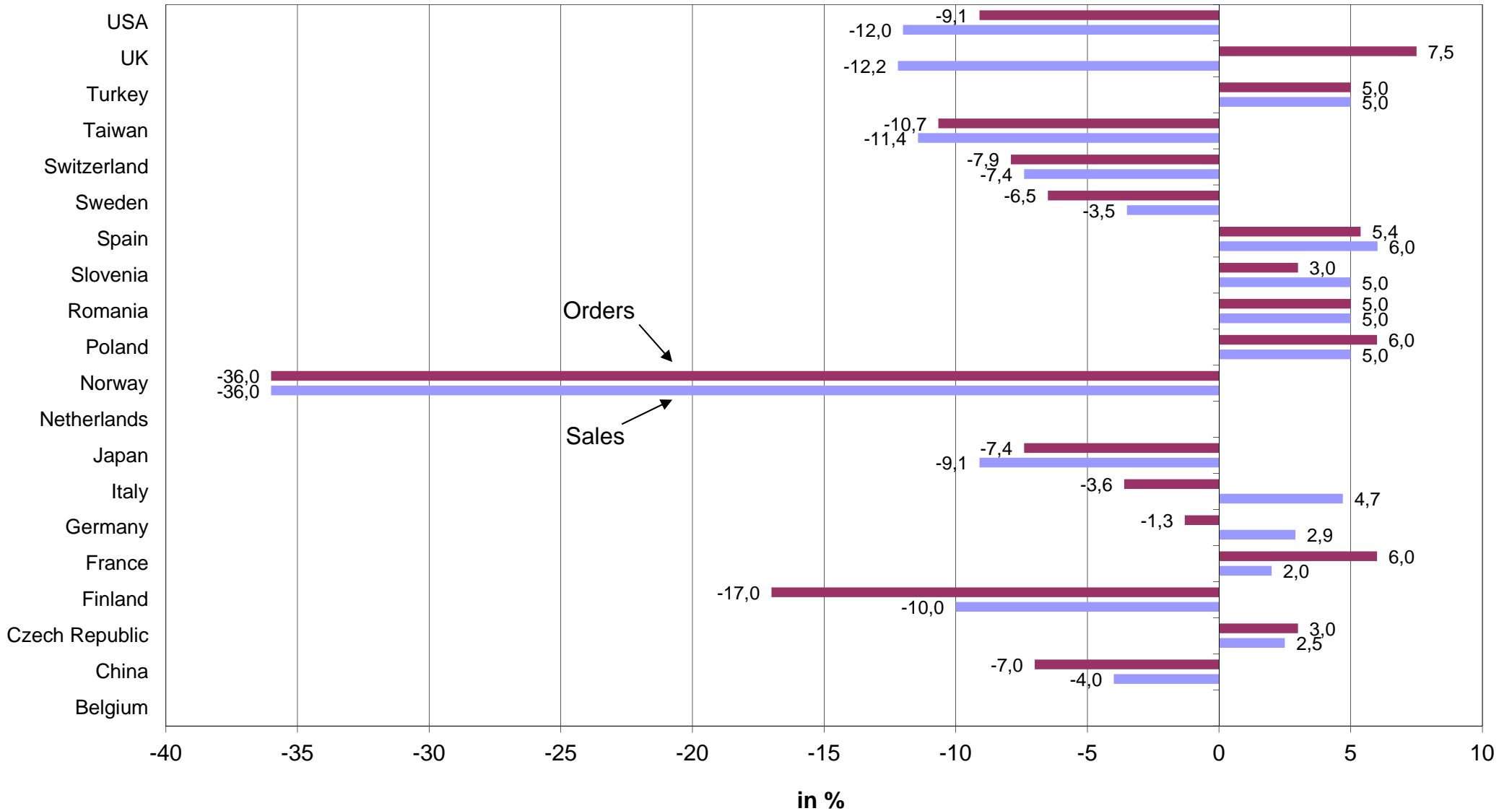
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#### Miscellaneous / Developments affecting the trend

COUNTRY	Association	
Norway	HPF	<b>Hydraulics:</b> We have two new members, which are now reporting. So numbers will not tell the whole truth.  <b>Pneumatics:</b> We have two new members of HPF Norway - this will obviously have impact on the numbers. Making forecasting anything more of an educated guess.
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 Quarter 2016 about +3,6%. Deflation 0,2%, employment 10,3%. The increase of consumption goods in 2015 and very low increase of investments goods, construction , 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 2015 for the first time in 25 years. We are waiting for new economic policy of our new government.
Sweden	HPF	<b>Hydraulics:</b> We normally make an estimate of the total market out of what has been reported by the member companies. This has not yet been done for 2015, so this is more of a rough estimate. We will need to get back with this figure when this is done.
UK	BFPA	<b>Pneumatics:</b> The BFPA pneumatic figures now contain some extra products which are sold by pneumatic companies due to a new product list being introduced for the BFPA pneumatic surveys in 2016.

## Hydraulics Orders and Sales Changes Jan-March 2016/Jan-March 2015 in %

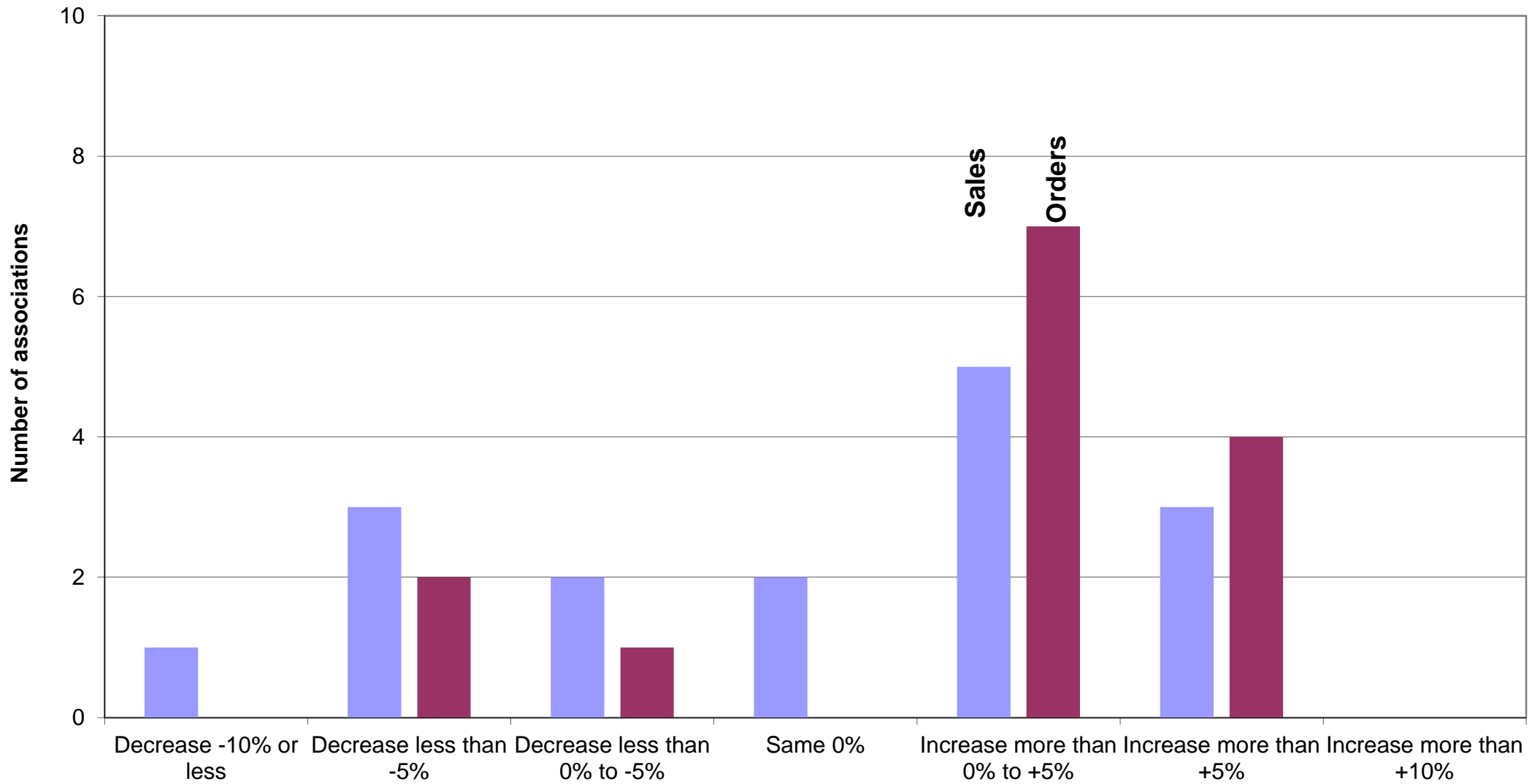


Source: CETOP/ISC Trend survey, 1 Quarter 2016

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6 June 2016

## Hydraulics Trend (April-June 2016/April-June 2015)

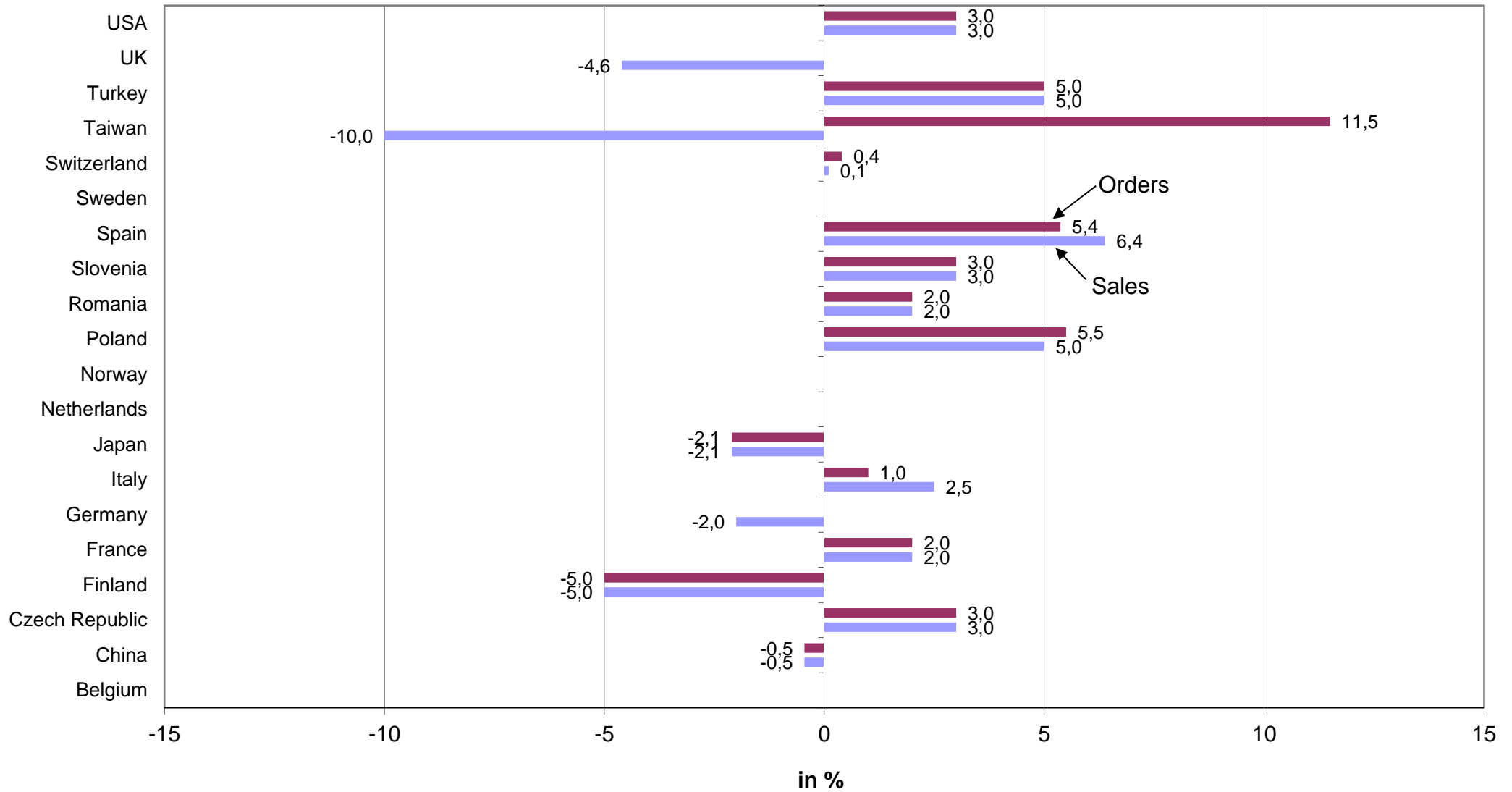


Source: CETOP/ISC Trend survey, 1 Quarter 2016

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

6 June 2016

## Hydraulics Orders and Sales Forecast 2016/2015

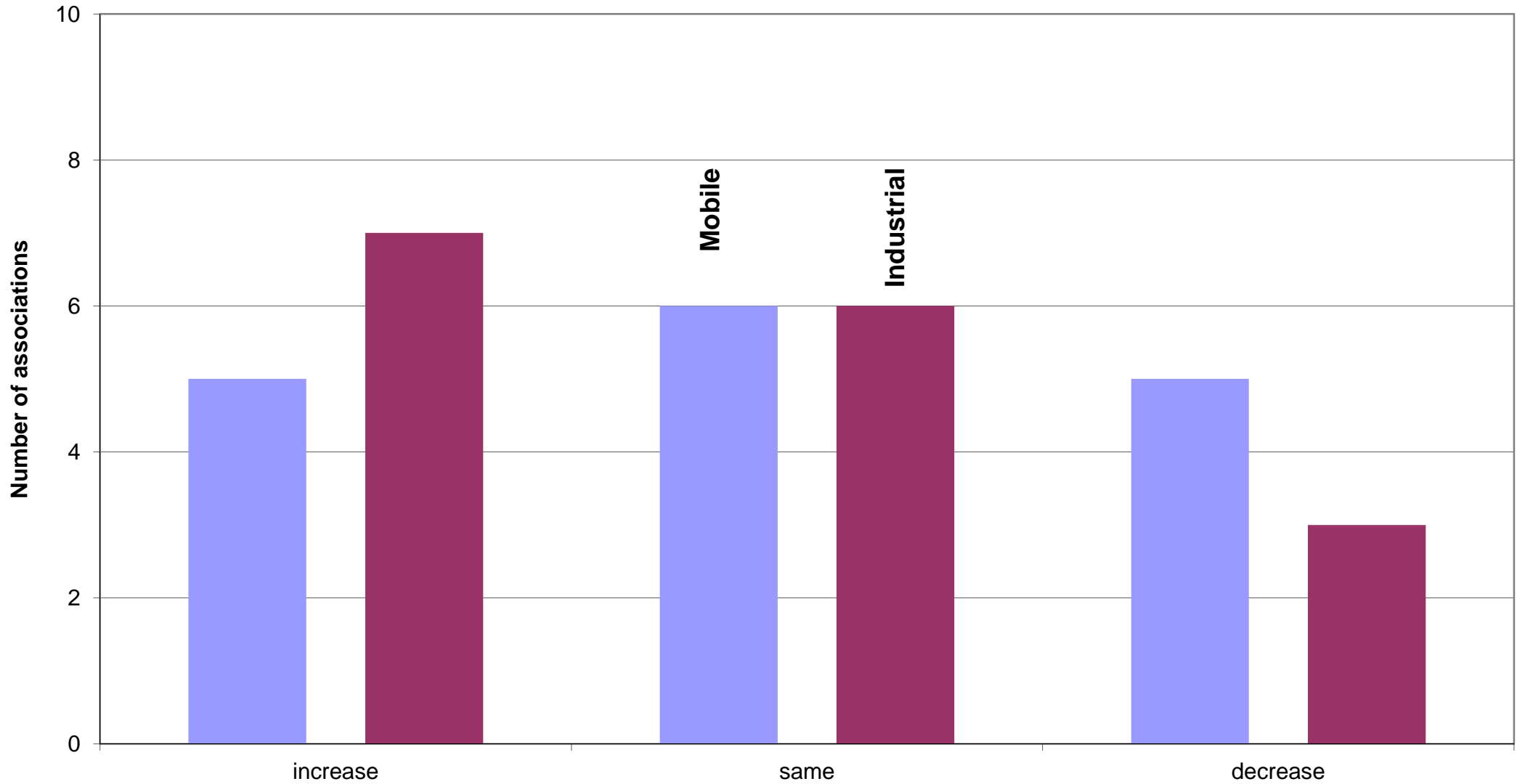


Source: CETOP/ISC Trend survey, 1 Quarter 2016

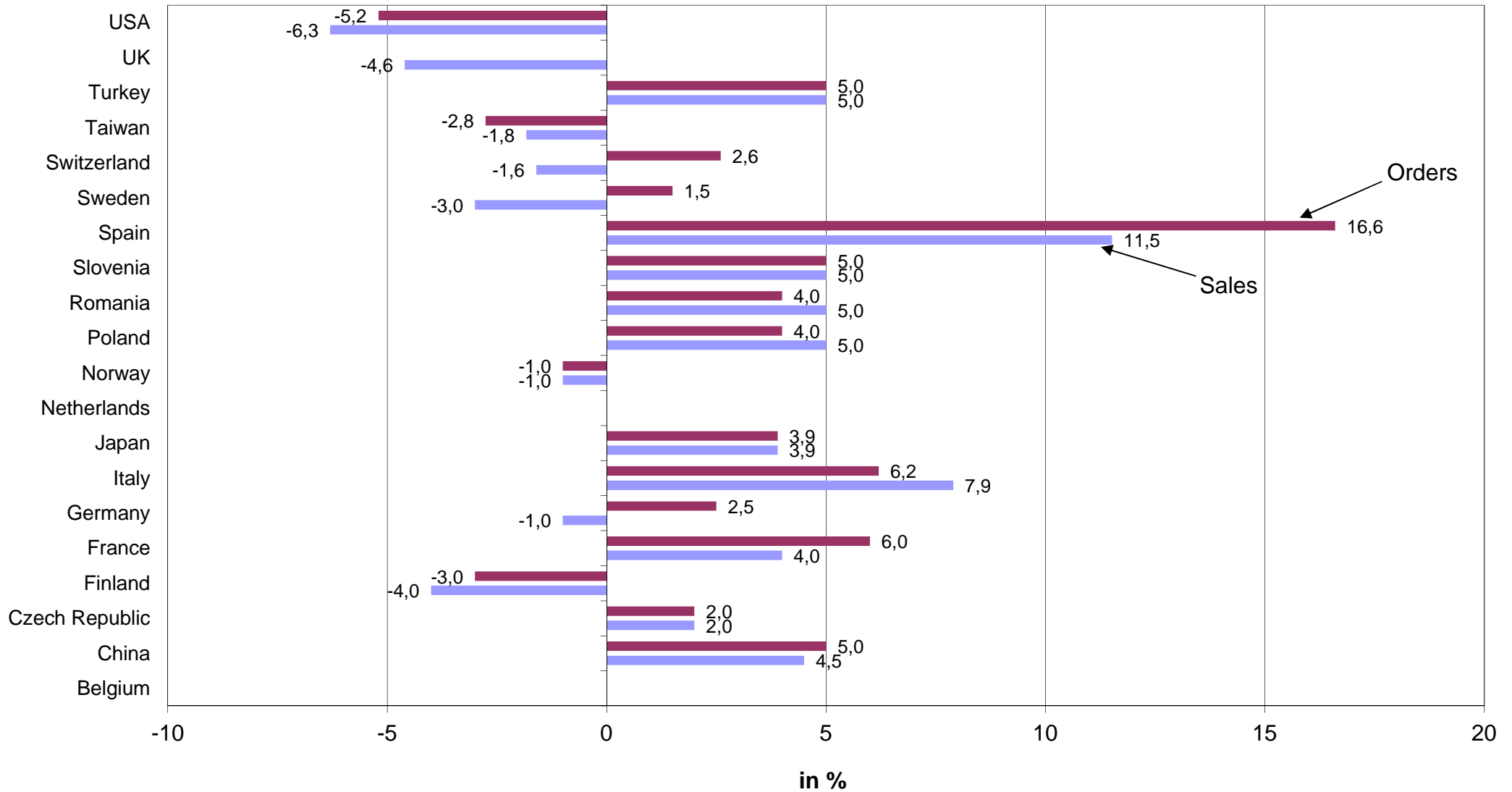
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## Hydraulics Customer Industries Trend (April-June 2016/April-June 2015)



## Pneumatics Orders and Sales Changes Jan-March 2016/Jan-March 2015 in %

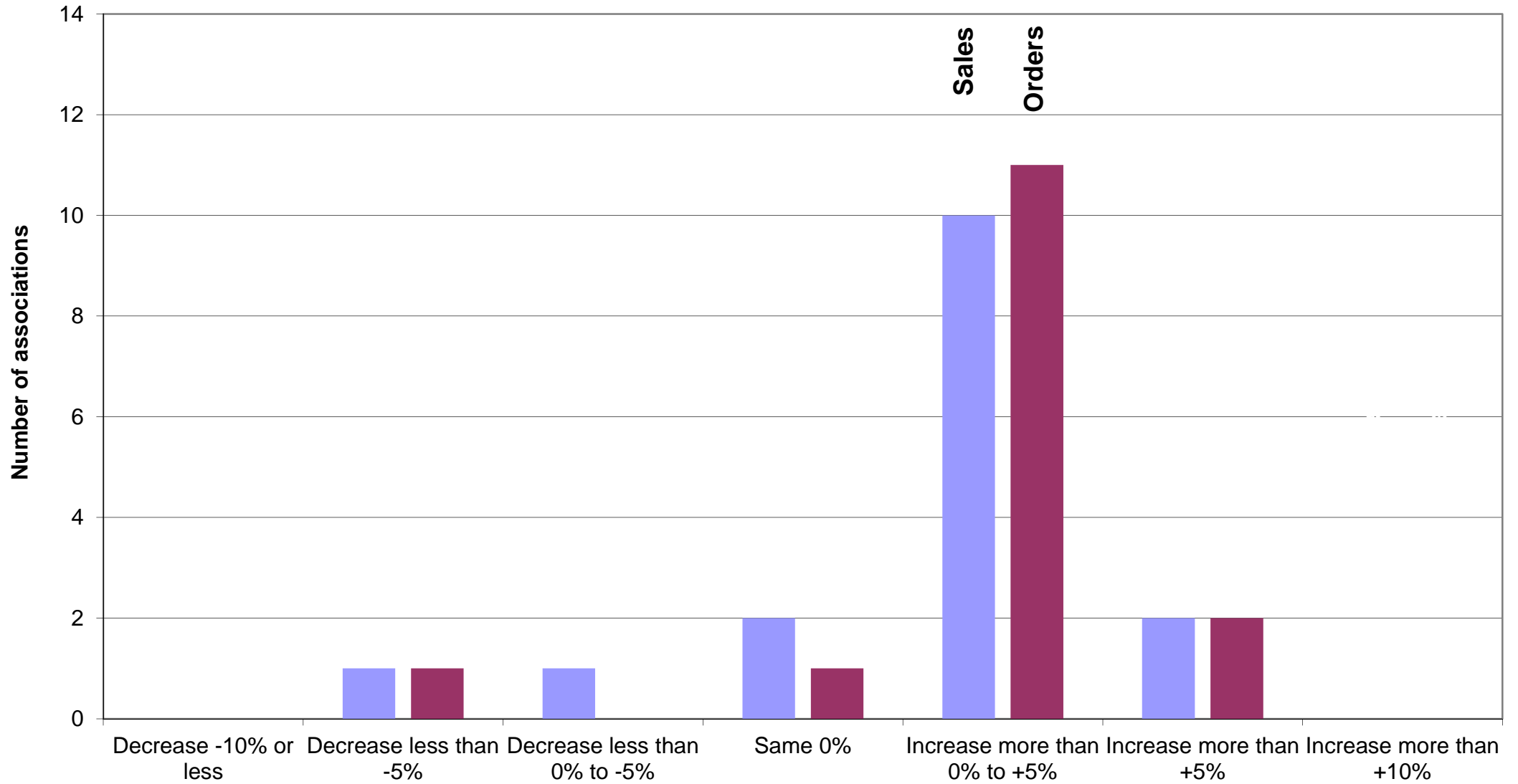


Source: CETOP/ISC Trend survey, 1 Quarter 2016

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## Pneumatics Trend (April-June 2016/April-June 2015)

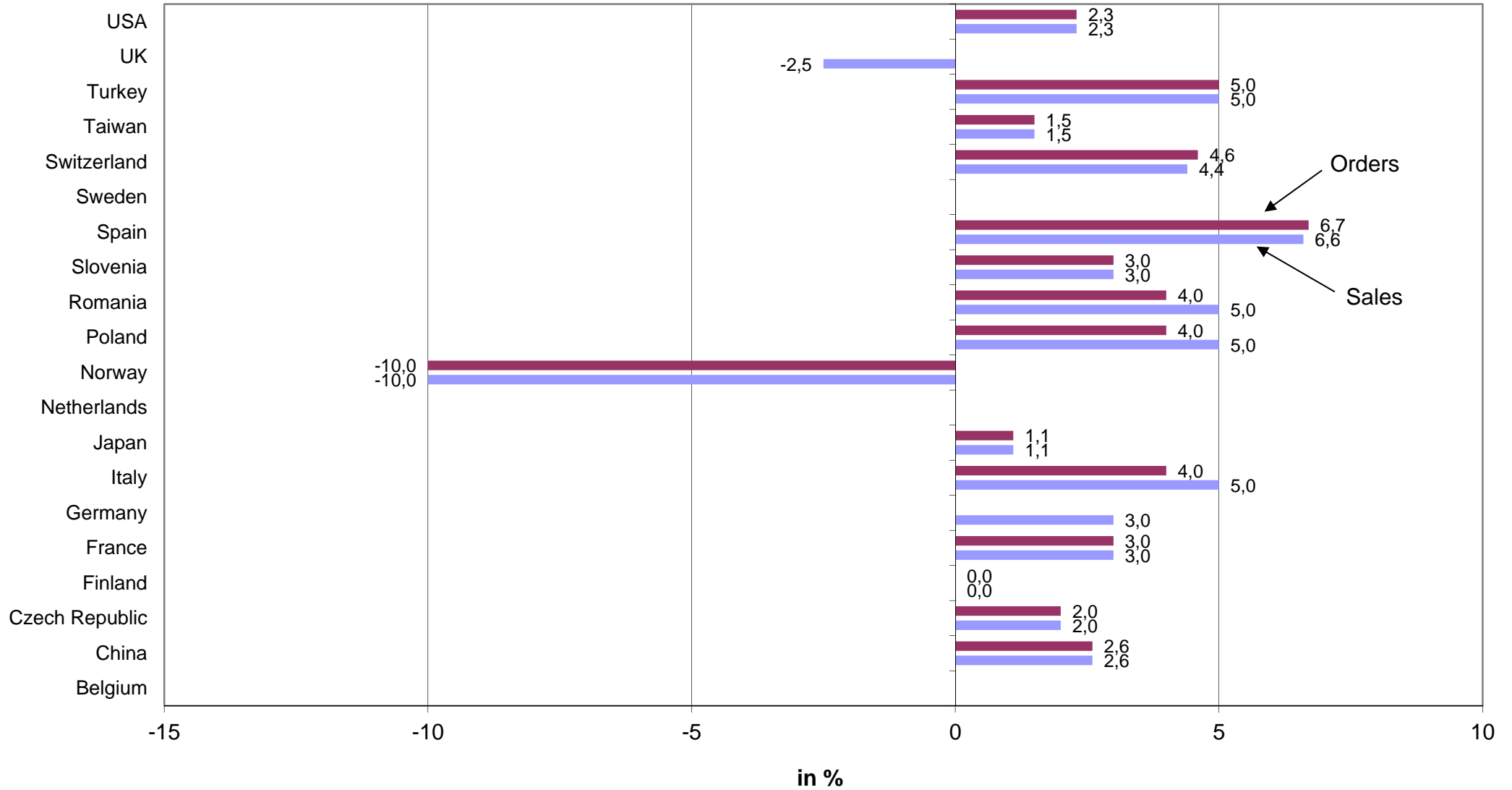


Source: CETOP/ISC Trend survey, 1 Quarter 2016

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## Pneumatics Orders and Sales Forecast 2016/2015



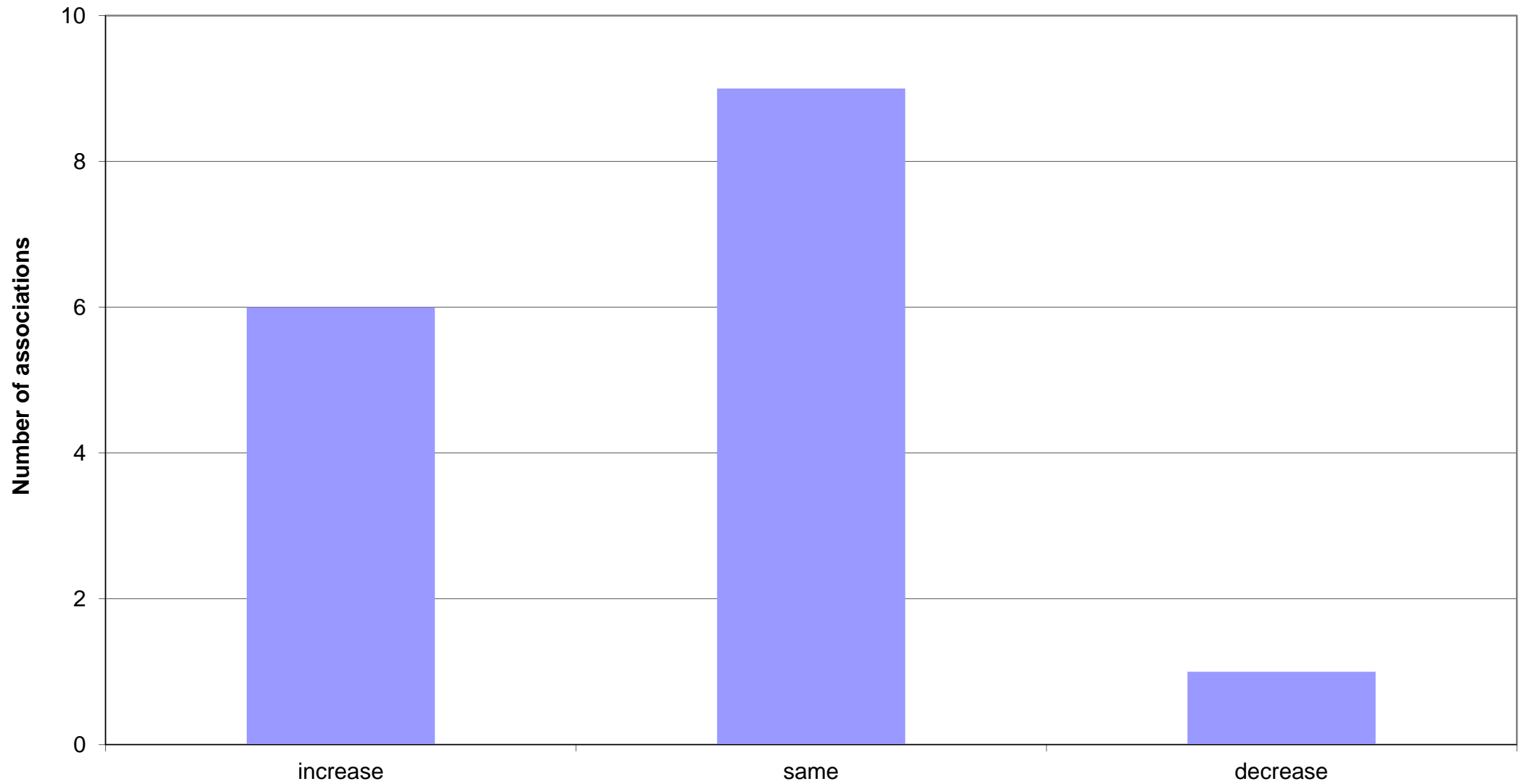
Source: CETOP/ISC Trend survey, 1 Quarter 2016

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## Pneumatics Customer Industries Trend (April-June 2016/April-June 2015)



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