

Country: Association:	Belgium FIMOP	China CHPSA	Czech Republic CAHP	Finland FHFA	France ARTEMA	Germany VDMA
National home sales	Whole national market	Member companies sales	Member companies sales	Whole national market	Whole national market	
National home sales (Consumption) 2014 in 1.000 national currency		56.587.000 CNY	2.498.000 CZK			
National home sales (Consumption) 2014 in 1.000 Euro		6.912.909	90.718	353.645	1.009.800	2.834.000
National home sales (Consumption) Jan-Sept 2015/Jan-Sept 2014 development in %		-10,0	3,5	-9,0	-6,0	0,3
National home sales (Consumption) trend Oct-Dec 2015/Oct-Dec 2014:						
Decrease -10% or less						
Decrease less than -5%				X		
Decrease less than 0% to -5%		X				
Same 0%						X
Increase more than 0% to +5%			X		X	
Increase more than +5%						
Increase more than +10%						
National home sales (Consumption) development 2015/2014 development in %, Total Hydraulics		4,1	3,0	-8,0	0,0	1,0
Development 2015/2014 mobile applications increase/decrease		1,1	3,0	-8,0	0,0	
Development 2015/2014 industrial applications increase/decrease		3,0	3,0	-9,0	0,0	
National home sales (Consumption) forecast 2016/2015 Total Hydraulics in %			2,0	0,0		0,0
When has this forecast been released (Month/year)?		early 2015	November 2015	October 2015	n/a	November 2015 ¹⁾
Orders						
Orders Jan-Sept 2015/Jan-Sept 2014 development in %		-10,0	3,5	-10,0	0,0	3,0
Orders trend Oct-Dec 2015/Oct-Dec 2014						
Decrease -10% or less				X		
Decrease less than -5%						
Decrease less than 0% to -5%		X				
Same 0%					X	
Increase more than 0% to +5%			X			
Increase more than +5%						X
Increase more than +10%						
Orders development 2015/2014 increase/decrease in % (rough estimation)		4,1	3,5	-9,0	0,0	4,0
Orders forecast 2016/2015 development increase/decrease in %			2,0	0,0		
When has this forecast been released (Month/year)?		early 2015	November 2015	October 2015	n/a	n/a
Customer industries						
Economic trends Oct-Dec 2015/Oct-Dec 2014						
Mobile machinery application market						
increase		X	X			
same						X
decrease				X	X	
Industrial fixed machinery application market						
increase			X			
same		X				X
decrease				X	X	
Comparability: Considerable changes?						
YES						
NO		X	X	X	X	X
Exchange rate						
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 2014)		8,1857 CNY	27,536 CZK			

Country: Association:	Italy ASSOFLUID	Japan JFPA	Netherlands FEDA	Norway HPF	Poland Corporation	Romania FLUIDAS
National home sales	Whole national market		Member companies sales		Member companies sales	Member companies sales
National home sales (Consumption) 2014 in 1.000 national currency				2.632.316 NOK	540.000 PLN	100.473 RON
National home sales (Consumption) 2014 in 1.000 Euro	1.473.500			315.081	129.054	22.610
National home sales (Consumption) Jan-Sept 2015/Jan-Sept 2014 development in %	3,4			-33,0	8,0	6,0
National home sales (Consumption) trend Oct-Dec 2015/Oct-Dec 2014:						
Decrease -10% or less				X		
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%						
National home sales (Consumption) development 2015/2014 development in %, Total Hydraulics	4,0			-30,0	9,0	
Development 2015/2014 mobile applications increase/decrease	3,0				10,0	5,0
Development 2015/2014 industrial applications increase/decrease	6,5				9,0	7,0
National home sales (Consumption) forecast 2016/2015 Total Hydraulics in %	5,0				8,0	6,0
When has this forecast been released (Month/year)?	October 2015			n/a	December 2015	September 2015
Orders						
Orders Jan-Sept 2015/Jan-Sept 2014 development in %	-5,2			-33,0	9,0	2,0
Orders trend Oct-Dec 2015/Oct-Dec 2014						
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%						
Orders development 2015/2014 increase/decrease in % (rough estimation)	-2,5			-30,0	10,0	2,0
Orders forecast 2016/2015 development increase/decrease in %	2,0				9,0	3,0
When has this forecast been released (Month/year)?	October 2015			n/a	December 2015	September 2015
Customer industries						
Economic trends Oct-Dec 2015/Oct-Dec 2014						
Mobile machinery application market						
increase						
same	X				X	X
decrease				X		
Industrial fixed machinery application market						
increase						X
same	X				X	
decrease				X		
Comparability: Considerable changes?						
YES						
NO	X			X	X	X
Exchange rate						
Comments			NL will report to 2 and 4 quarter			
1 Euro = ... National currency (Euro-reference rate of the European Central Bank: Annual average of 2014)		140,31 JPY		8,3544 NOK	4,1843 PLN	4,4437 RON

Country: Association:	Slovenia FTS	Spain AIFTOP	Sweden HPF	Switzerland GOP	Taiwan TFPA	Turkey AKDER
National home sales	Whole national market	Member companies sales	Whole national market	Whole national market	Member companies sales	Whole national market
National home sales (Consumption) 2014 in 1.000 national currency			5.467.837 SEK	242.061 CHF	8.164.181 NTD	1.135.619 TRY
National home sales (Consumption) 2014 in 1.000 Euro	17.300	324.730	600.960	199.293	202.953	390.717
National home sales (Consumption) Jan-Sept 2015/Jan-Sept 2014 development in %	1,0	9,0	3,2	-9,6	-3,9	15,0
National home sales (Consumption) trend Oct-Dec 2015/Oct-Dec 2014:						
Decrease -10% or less						
Decrease less than -5%				X		
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%						
National home sales (Consumption) development 2015/2014 development in %, Total Hydraulics	1,0	8,5		-7,8	-4,0	15,0
Development 2015/2014 mobile applications increase/decrease	1,0				-3,5	18,0
Development 2015/2014 industrial applications increase/decrease	1,0				-2,5	10,0
National home sales (Consumption) forecast 2016/2015 Total Hydraulics in %	3,0	6,4		0,1	1,5	12,0
When has this forecast been released (Month/year)?	October 2015	October 2015	n/a	September 2015	November 2015	October 2015
Orders						
Orders Jan-Sept 2015/Jan-Sept 2014 development in %	1,0	6,7	0,0	-12,7	-3,9	10,0
Orders trend Oct-Dec 2015/Oct-Dec 2014						
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				X
Increase more than +5%						
Increase more than +10%						
Orders development 2015/2014 increase/decrease in % (rough estimation)	1,0	12,2		-9,2	-4,5	15,0
Orders forecast 2016/2015 development increase/decrease in %	3,0	4,2		0,8	1,5	12,0
When has this forecast been released (Month/year)?	October 2015	October 2015	n/a	September 2015	November 2015	October 2015
Customer industries						
Economic trends Oct-Dec 2015/Oct-Dec 2014						
Mobile machinery application market						
increase		X				
same	X					X
decrease				X	X	
Industrial fixed machinery application market						
increase						
same	X	X				X
decrease				X	X	
Comparability: Considerable changes?						
YES						
NO	X	X	X	X	X	X
Exchange rate						
Comments						
1 Euro = ... National currency (Euro-reference rate of the European Central Bank: Annual average of 2014)			9,0985 SEK	1,2146 CHF	40,227 NTD	2,9065 TRY

Country:	UK	USA
Association:	BFPA	NFPA
National home sales	Whole national market ¹⁾	Whole national market
National home sales (Consumption) 2014 in 1.000 national currency	728.290 GBP	13.166.031 USD
National home sales (Consumption) 2014 in 1.000 Euro	903.451	9.910.449
National home sales (Consumption) Jan-Sept 2015/Jan-Sept 2014 development in %	-6,4	-8,8
National home sales (Consumption) trend Oct-Dec 2015/Oct-Dec 2014:		
Decrease -10% or less	X	
Decrease less than -5%		
Decrease less than 0% to -5%		X
Same 0%		
Increase more than 0% to +5%		
Increase more than +5%		
Increase more than +10%		
National home sales (Consumption) development 2015/2014 development in %, Total Hydraulics	-2,8	-11,0
Development 2015/2014 mobile applications increase/decrease		-11,0
Development 2015/2014 industrial applications increase/decrease		-11,0
National home sales (Consumption) forecast 2016/2015 Total Hydraulics in %	1,8	4,5
When has this forecast been released (Month/year)?	September 2015	October 2015
Orders		
Orders Jan-Sept 2015/Jan-Sept 2014 development in %	-20,5	-12,9
Orders trend Oct-Dec 2015/Oct-Dec 2014		
Decrease -10% or less	X	
Decrease less than -5%		
Decrease less than 0% to -5%		X
Same 0%		
Increase more than 0% to +5%		
Increase more than +5%		
Increase more than +10%		
Orders development 2015/2014 increase/decrease in % (rough estimation)		-14,0
Orders forecast 2016/2015 development increase/decrease in %		4,5
When has this forecast been released (Month/year)?	n/a	October 2015
Customer industries		
Economic trends Oct-Dec 2015/Oct-Dec 2014		
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
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 2014)	0,80612 GBP	1,3285 USD

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Country: Association:	Belgium FIMOP	China CHPSA	Czech Republic CAHP	Finland FHPA	France ARTEMA	Germany VDMA
National home sales		Whole national market	Member companies sales	Member companies sales	Whole national market	Whole national market
National home sales (Consumption) 2014 in 1.000 national currency		21.258.000 CNY	1.371.000 CZK			
National home sales (Consumption) 2014 in 1.000 Euro		2.596.968	49.789	51.452	262.604	1.341.000
National home sales (Consumption) Jan-Sept 2015/Jan-Sept 2014 development in %		-0,1	3,0	6,0	2,0	3,4
National home sales (Consumption) trend Oct-Dec 2015/Oct-Dec 2014						
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%						
National home sales (Consumption) development 2015/2014 increase/decrease in %		5,5	3,0	5,0	2,0	3,0
National home sales (Consumption) forecast 2016/2015 increase/decrease in %			1,0	3,0	2,0	6,0
When has this forecast been released (Month/year)?		early 2015	November 2015	October 2015	October 2015	November 2015 ¹⁾
Orders						
Orders Jan-Sept 2015/Jan-Sept 2014 development in %		-1,1	3,0	2,0	1,0	1,4
Orders trend Oct-Dec 2015/Oct-Dec 2014						
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	X
Increase more than +5%						
Increase more than +10%						
Orders development 2015/2014 increase/decrease in %		5,5	3,0	2,0	2,0	1,5
Orders forecast 2016/2015 increase/decrease in %			1,0	3,0	2,0	
When has this forecast been released (Month/year)?		early 2015	November 2015	October 2015	October 2015	n/a
Customer industries						
Economic trends Oct-Dec 2015/Oct-Dec 2014						
increase		X	X	X		
same					X	X
decrease						
Comparability: Considerable changes?						
YES						
NO		X	X	X	X	X
Exchange rate						
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 2014)		8,1857 CNY	27,536 CZK			

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Country: Association:	Italy ASSOFLUID	Japan JFPA	Netherlands FEDA	Norway HPF	Poland Corporation	Romania FLUIDAS
National home sales	Whole national market			Member companies sales	Member companies sales	Member companies sales
National home sales (Consumption) 2014 in 1.000 national currency				323.171 NOK	97.000 PLN	45.574 RON*
National home sales (Consumption) 2014 in 1.000 Euro	679.100			38.683	23.182	10.256
National home sales (Consumption) Jan-Sept 2015/Jan-Sept 2014 development in %	8,9			-37,0	8,0	7,0
National home sales (Consumption) trend Oct-Dec 2015/Oct-Dec 2014						
Decrease -10% or less				X		
Decrease less than -5%						
Decrease less than 0% to -5%						
Same 0%						
Increase more than 0% to +5%						
Increase more than +5%	X				X	X
Increase more than +10%						
National home sales (Consumption) development 2015/2014 increase/decrease in %	8,5			-30,0	7,0	4,0
National home sales (Consumption) forecast 2016/2015 increase/decrease in %	7,0				5,0	3,0
When has this forecast been released (Month/year)?	October 2015			n/a	December 2015	September 2015
Orders						
Orders Jan-Sept 2015/Jan-Sept 2014 development in %	8,6			-37,0	6,0	7,0
Orders trend Oct-Dec 2015/Oct-Dec 2014						
Decrease -10% or less				X		
Decrease less than -5%						
Decrease less than 0% to -5%						
Same 0%						
Increase more than 0% to +5%						
Increase more than +5%	X				X	X
Increase more than +10%						
Orders development 2015/2014 increase/decrease in %	8,0			-30,0	7,0	4,0
Orders forecast 2016/2015 increase/decrease in %	6,0				5,0	3,0
When has this forecast been released (Month/year)?	October 2015			n/a	December 2015	September 2015
Customer industries						
Economic trends Oct-Dec 2015/Oct-Dec 2014						
increase						
same	X				X	X
decrease				X		
Comparability: Considerable changes?						
YES						
NO	X			X	X	X
Exchange rate						
Comments			NL will report to 2 and 4 quarter			* Total for Pneumatics revised
1 Euro = ... National currency (Euro-reference rate of the European Central Bank: Annual average of 2014)		140,31 JPY		8,3544 NOK	4,1843 PLN	4,4437 RON

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Country: Association:	Slovenia FTS	Spain AIFTOP	Sweden HPF	Switzerland GOP	Taiwan TFPA	Turkey AKDER
National home sales	Whole national market	Member companies sales	Whole national market	Whole national market	Member companies sales	Whole national market
National home sales (Consumption) 2014 in 1.000 national currency			1.136.000 SEK	204.118 CHF	8.790.818 NTD	407.531 TRY
National home sales (Consumption) 2014 in 1.000 Euro	12.600	159.530	124.856	168.054	218.530	140.214
National home sales (Consumption) Jan-Sept 2015/Jan-Sept 2014 development in %	2,0	5,4	11,3	-9,6	-4,5	10,0
National home sales (Consumption) trend Oct-Dec 2015/Oct-Dec 2014						
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%						
National home sales (Consumption) development 2015/2014 increase/decrease in %	2,0	5,5		-8,1	-5,6	7,0
National home sales (Consumption) forecast 2016/2015 increase/decrease in %	2,0	5,4		1,9	1,5	10,0
When has this forecast been released (Month/year)?	October 2015	October 2015	n/a	September 2015	November 2015	October 2015
Orders						
Orders Jan-Sept 2015/Jan-Sept 2014 development in %	1,0	7,2	2,0	-9,5	-4,6	5,0
Orders trend Oct-Dec 2015/Oct-Dec 2014						
Decrease -10% or less						
Decrease less than -5%				X		
Decrease less than 0% to -5%					X	
Same 0%	X					
Increase more than 0% to +5%						X
Increase more than +5%		X				
Increase more than +10%						
Orders development 2015/2014 increase/decrease in %	1,0	7,4		-9,3	-5,6	6,0
Orders forecast 2016/2015 increase/decrease in %	2,0	6,5		1,9	2,5	10,0
When has this forecast been released (Month/year)?	October 2015	October 2015	n/a	September 2015	November 2015	October 2015
Customer industries						
Economic trends Oct-Dec 2015/Oct-Dec 2014						
increase						
same	X	X				X
decrease				X	X	
Comparability: Considerable changes?						
YES						
NO	X	X	X	X	X	X
Exchange rate						
Comments						
1 Euro = ... National currency (Euro-reference rate of the European Central Bank: Annual average of 2014)			9,0985 SEK	1,2146 CHF	40,227 NTD	2,9065 TRY

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Country: Association:	UK BFPA	USA NFPA
National home sales	Whole national market ¹⁾	Whole national market
National home sales (Consumption) 2014 in 1.000 national currency	180.600 GBP	3.213.888 USD
National home sales (Consumption) 2014 in 1.000 Euro	224.036	2.419.186
National home sales (Consumption) Jan-Sept 2015/Jan-Sept 2014 development in %	-3,4	-5,2
National home sales (Consumption) trend Oct-Dec 2015/Oct-Dec 2014		
Decrease -10% or less		
Decrease less than -5%		
Decrease less than 0% to -5%		X
Same 0%	X	
Increase more than 0% to +5%		
Increase more than +5%		
Increase more than +10%		
National home sales (Consumption) development 2015/2014 increase/decrease in %	-1,3	-6,0
National home sales (Consumption) forecast 2016/2015 increase/decrease in %	2,5	3,7
When has this forecast been released (Month/year)?	September 2015	October 2015
Orders		
Orders Jan-Sept 2015/Jan-Sept 2014 development in %	1,5	-6,2
Orders trend Oct-Dec 2015/Oct-Dec 2014		
Decrease -10% or less		
Decrease less than -5%		
Decrease less than 0% to -5%		X
Same 0%	X	
Increase more than 0% to +5%		
Increase more than +5%		
Increase more than +10%		
Orders development 2015/2014 increase/decrease in %		-8,0
Orders forecast 2016/2015 increase/decrease in %		3,7
When has this forecast been released (Month/year)?	n/a	October 2015
Customer industries		
Economic trends Oct-Dec 2015/Oct-Dec 2014		
increase		
same	X	
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 2014)	0,80612 GBP	1,3285 USD

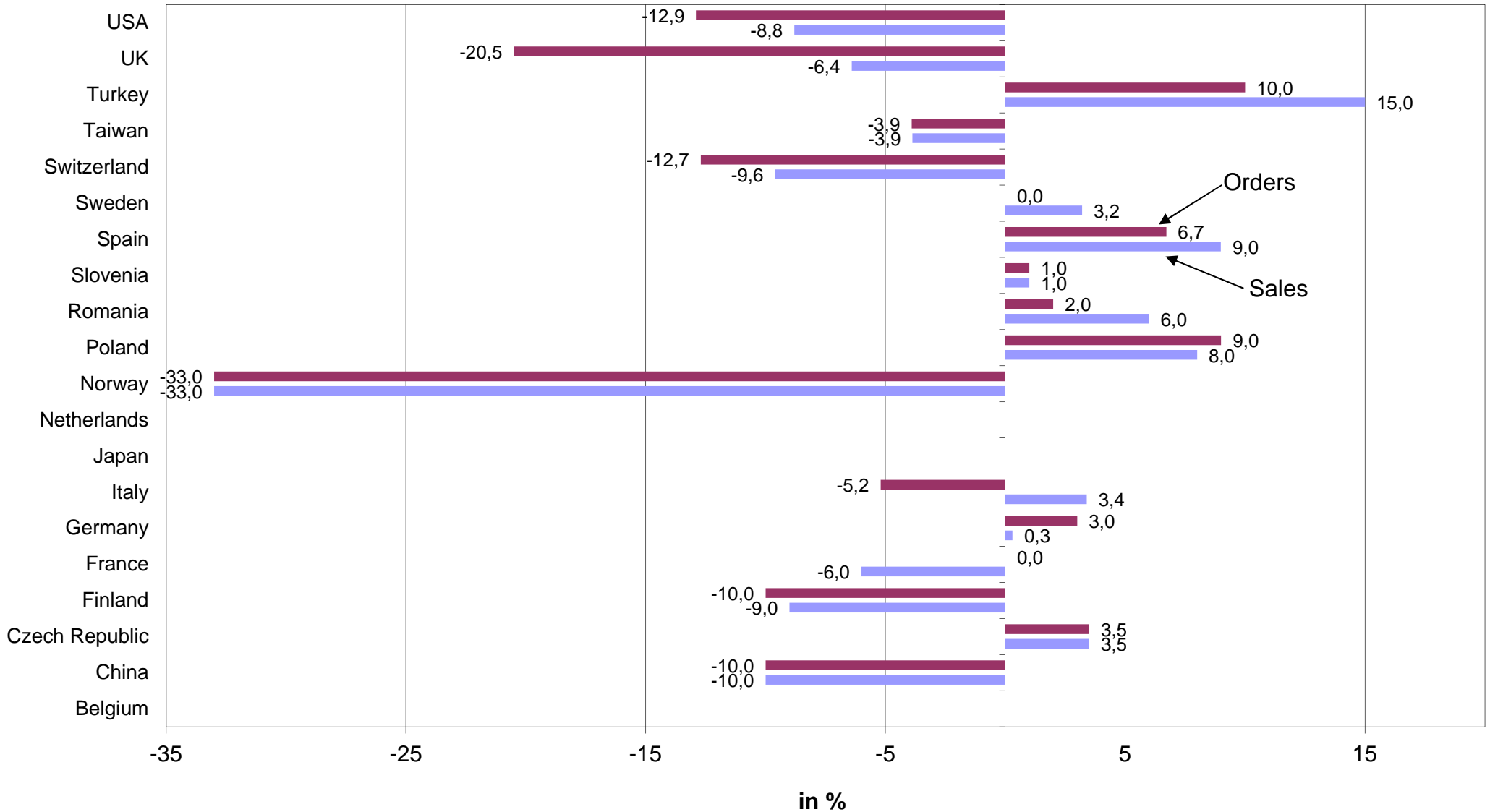
CETOP/ISC Trend survey, State of business**1-3 Quarter 2015**

Miscellaneous / Developments affecting the trend

HYDRAULICS			
COUNTRY	Association	Contact	
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 of 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.

PNEUMATICS			
COUNTRY	Association	Contact	
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 of 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.

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

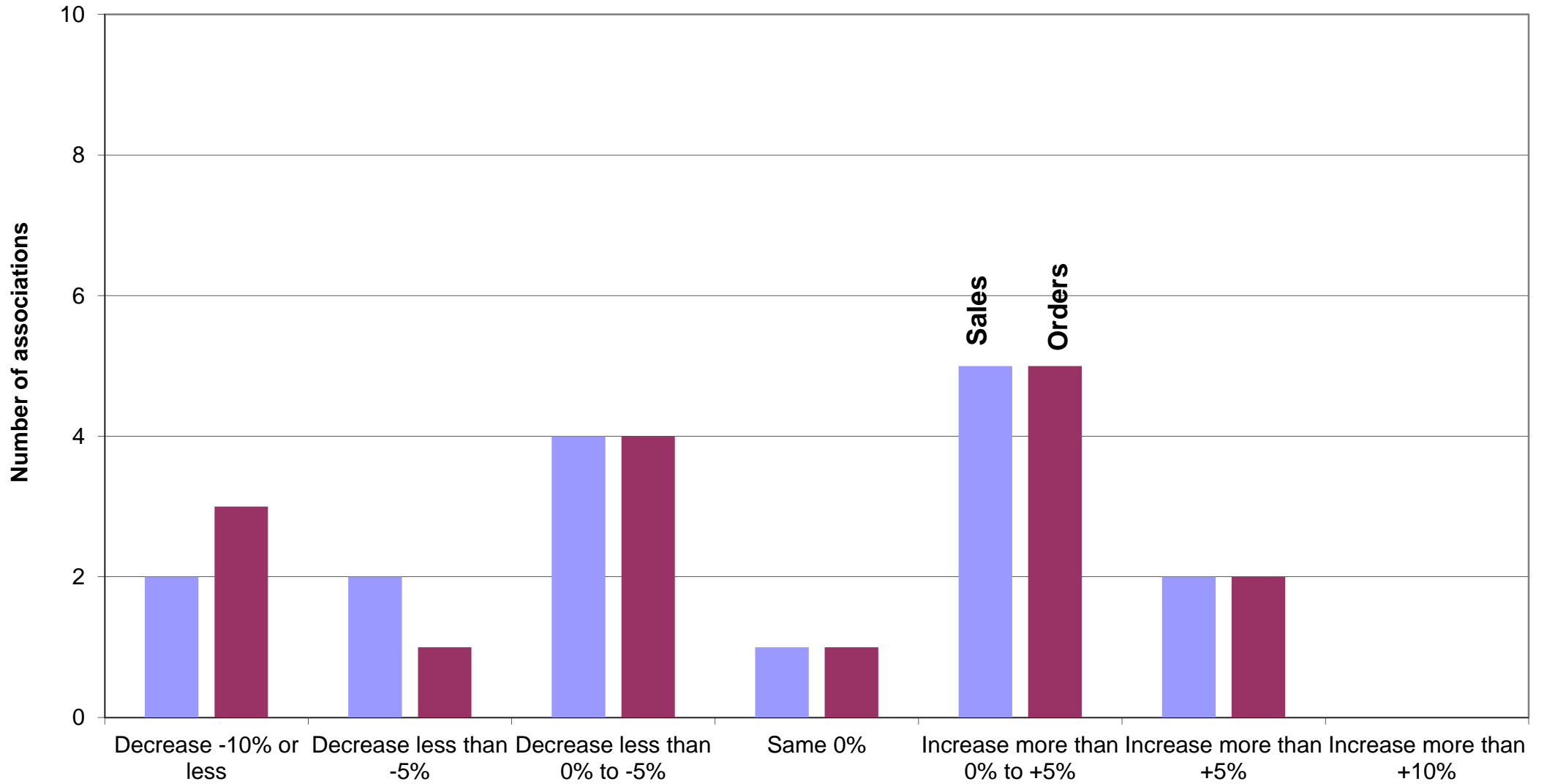


Source: CETOP/ISC Trend survey, 1-3 Quarter 2015

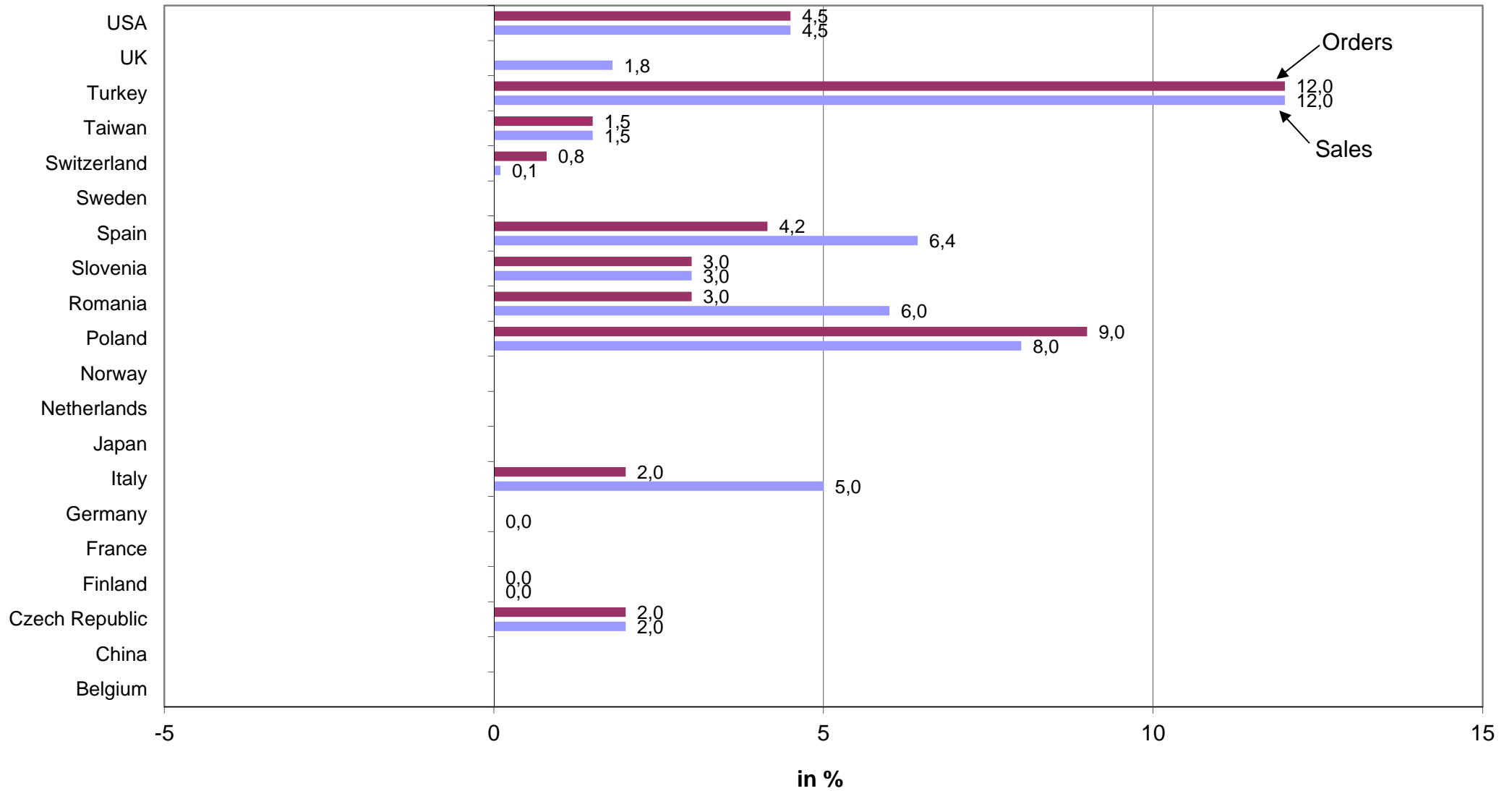
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18 December 2015

Hydraulics Trend (Oct-Dec 2015/Oct-Dec 2014)



Hydraulics Orders and Sales Forecast 2016/2015

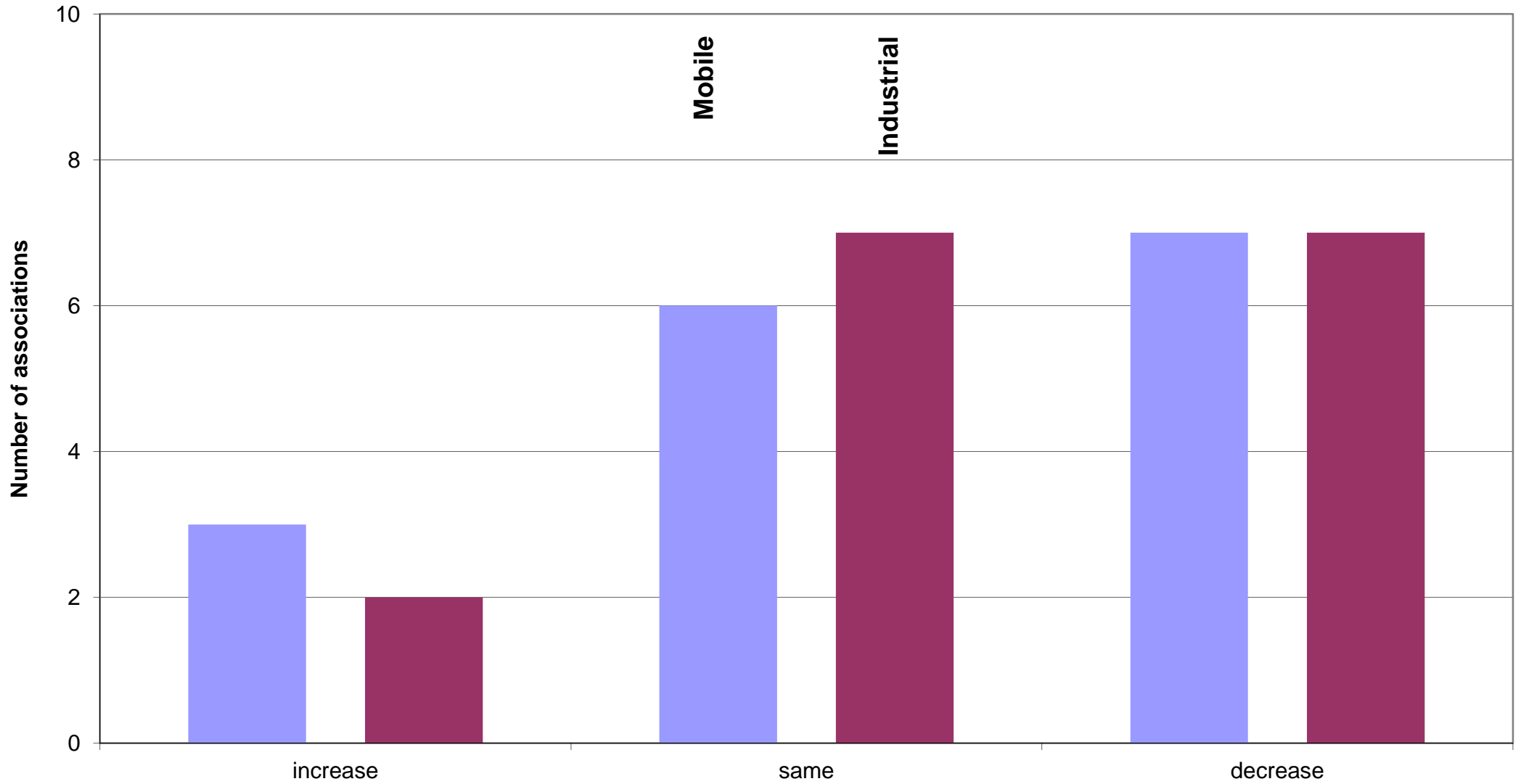


Source: CETOP/ISC Trend survey, 1-3 Quarter 2015

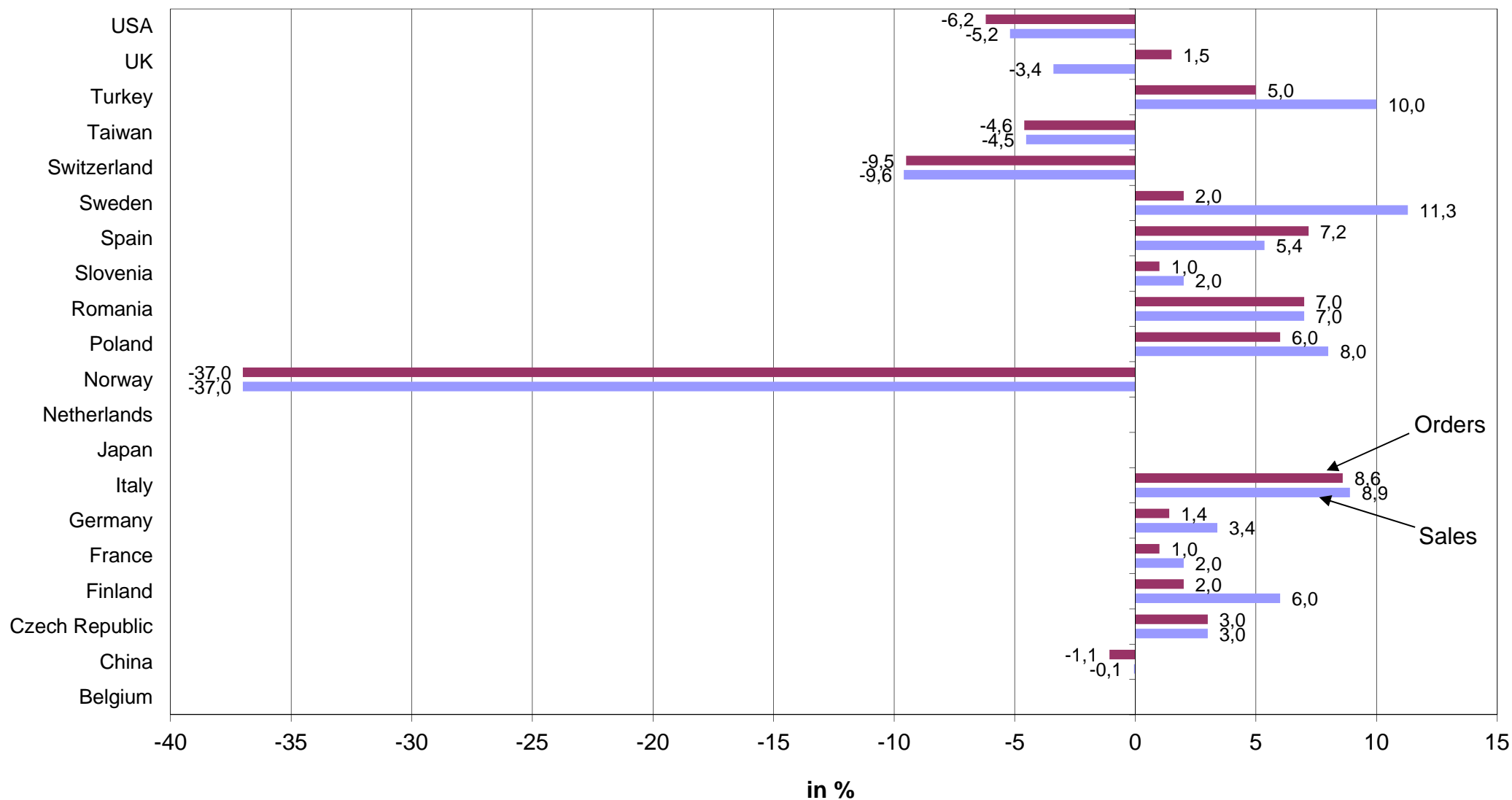
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Hydraulics Customer Industries Trend (Oct-Dec 2015/Oct-Dec 2014)



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

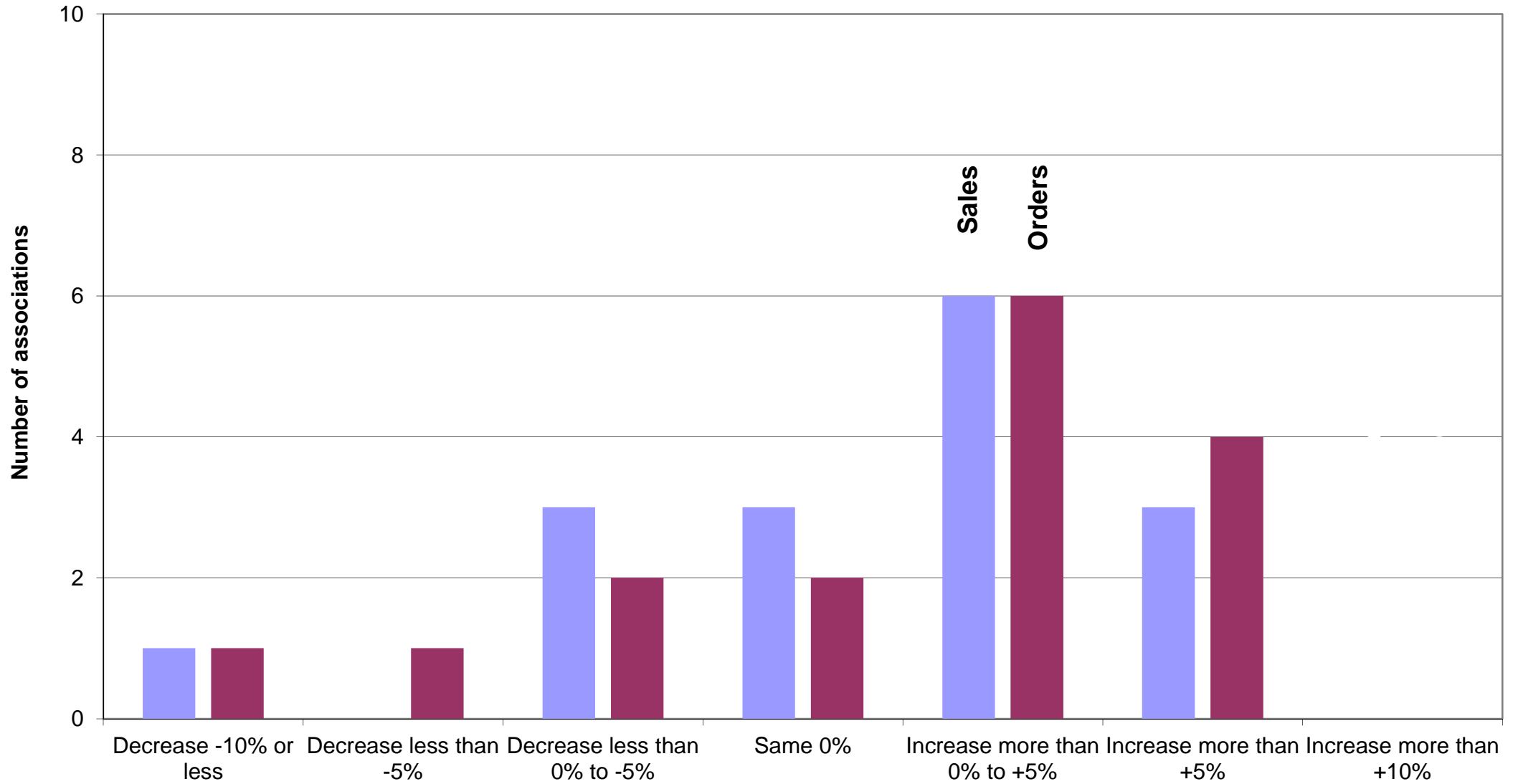


Source: CETOP/ISC Trend survey, 1-3 Quarter 2015

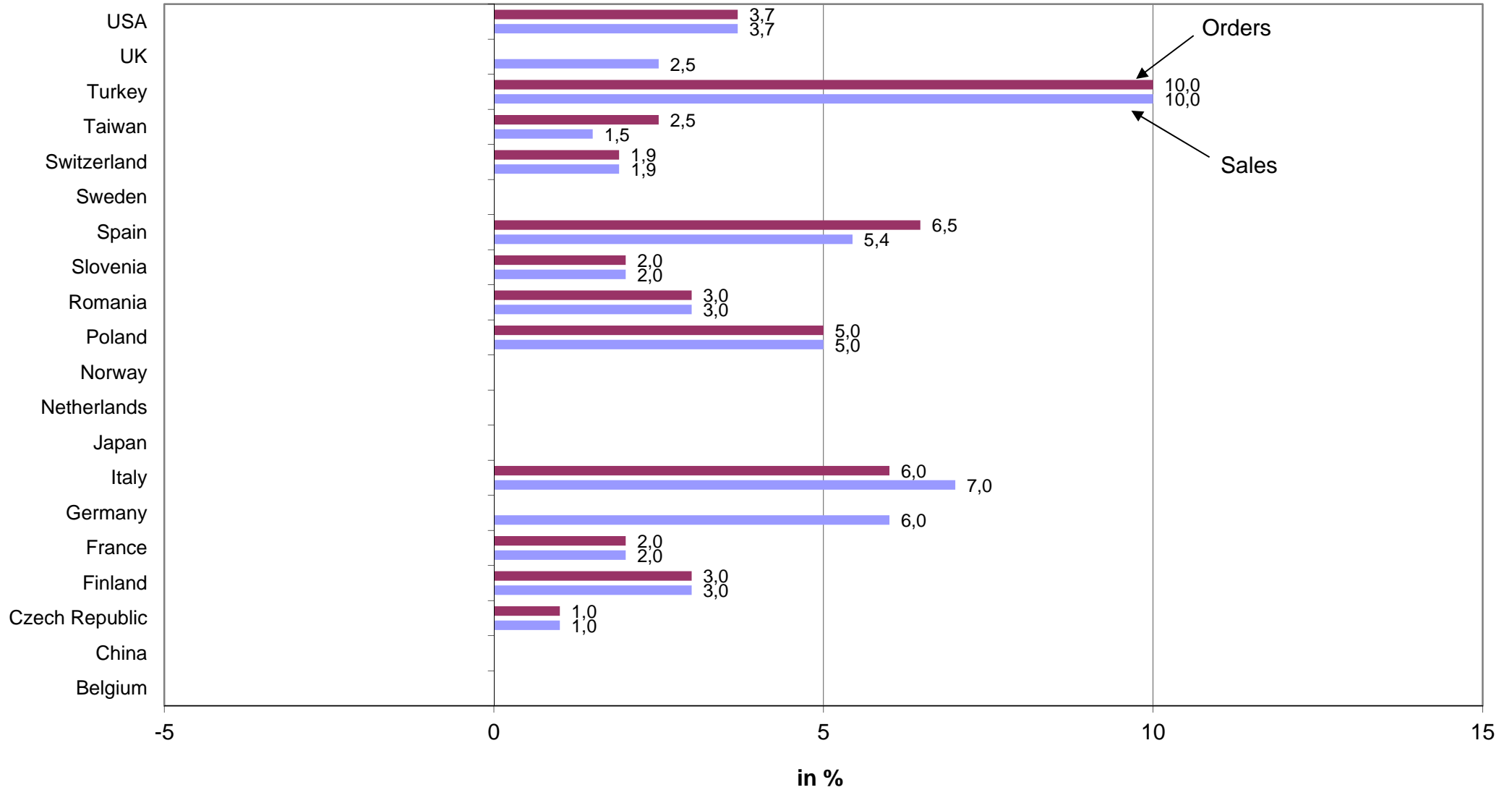
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18 December 2015

Pneumatics Trend (Oct-Dec 2015/Oct-Dec 2014)



Pneumatics Orders and Sales Forecast 2016/2015



Source: CETOP/ISC Trend survey, 1-3 Quarter 2015

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18 December 2015

Pneumatics Customer Industries Trend (Oct-Dec 2015/Oct-Dec 2014)

