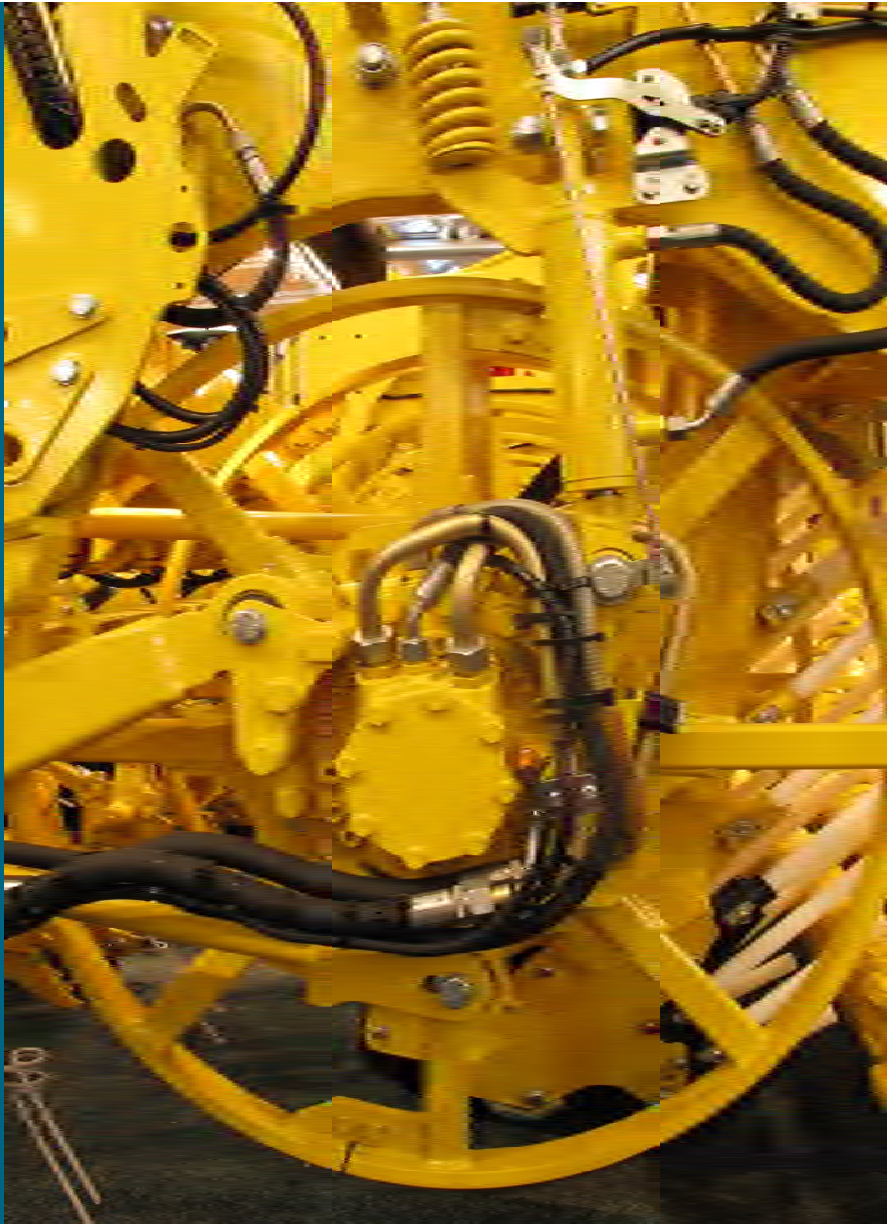


Germany: Economic Situation

International Fluid Power Summit meeting,
3 April 2019, Hanover, Germany



Current situation ...

Market outlook ...



German Fluid Power



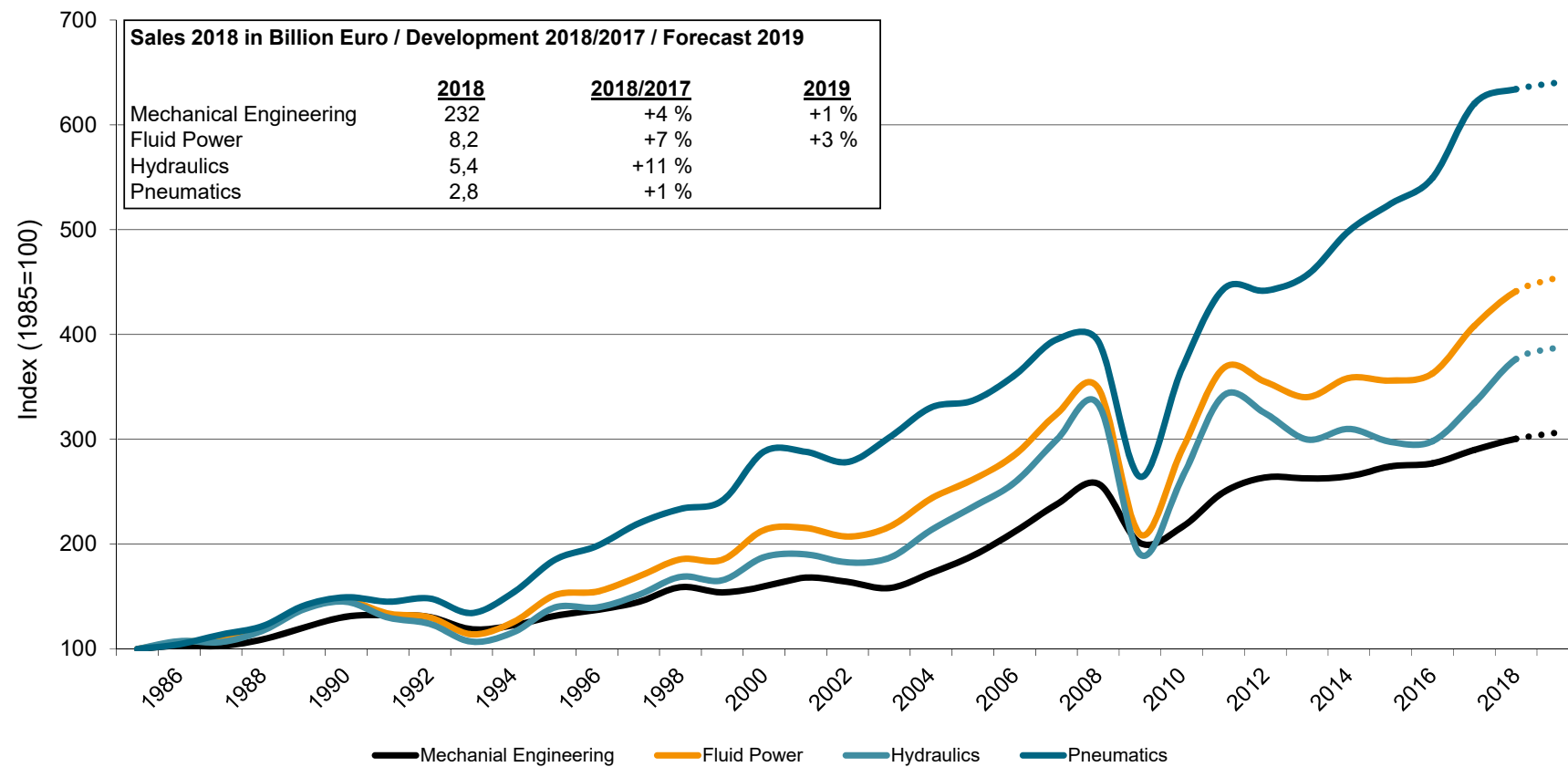
The Association – the industry

- » 215 member companies
- » Turnover: 8.2 Billion Euro
 - Hydraulics: 5.4 Billion Euro
 - Pneumatics: 2.8 Billion Euro
- » Export ratio: 57%
- » The member companies represent about 85% of the German Fluid Power market
- » Member of CETOP, the European umbrella association for Fluid Power
 - President: Stefan König, Danfoss Power Solutions, Germany
 - General Secretariat: Fluid Power Association within VDMA, Germany
- » Member of ISC - International Fluidpower Statistics Committee
 - ISC Chairman: Amadio Bolzani, Italy
 - ISC Secretary: Sylvia Grohmann-Mundschenk, Germany



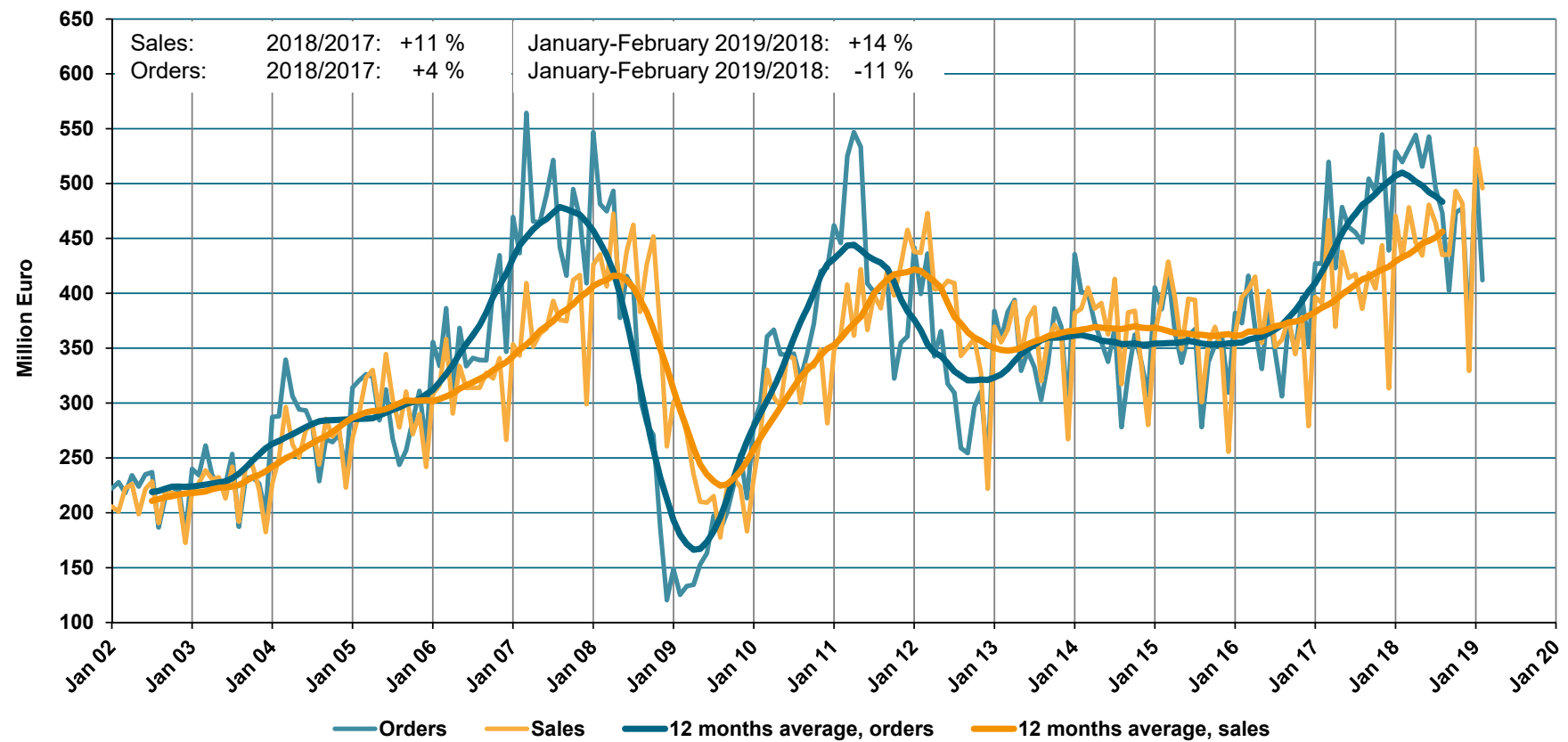
Sales Development

Mechanical Engineering / Fluid Power / Hydraulics / Pneumatics



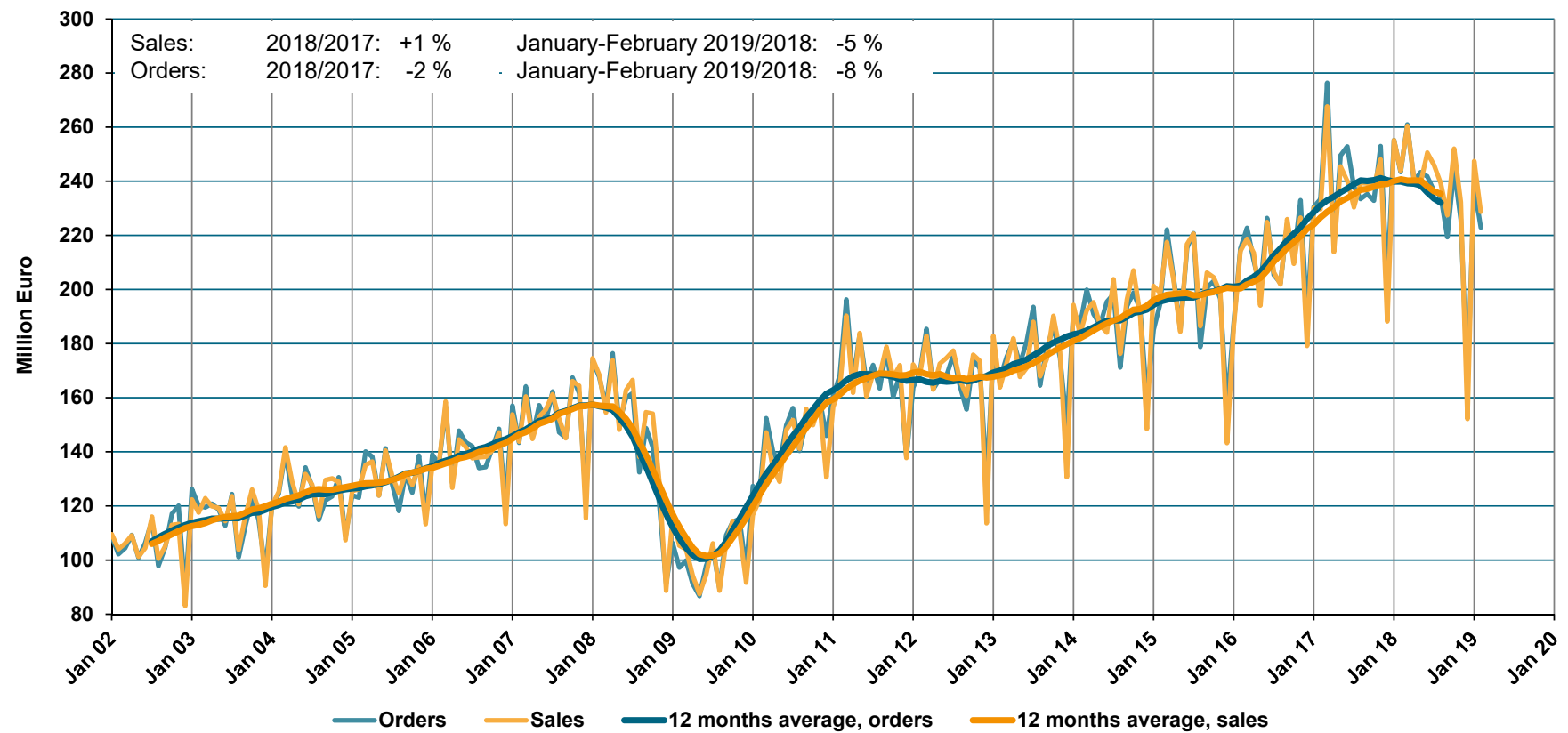
Source: VDMA

Hydraulics Sales and Orders



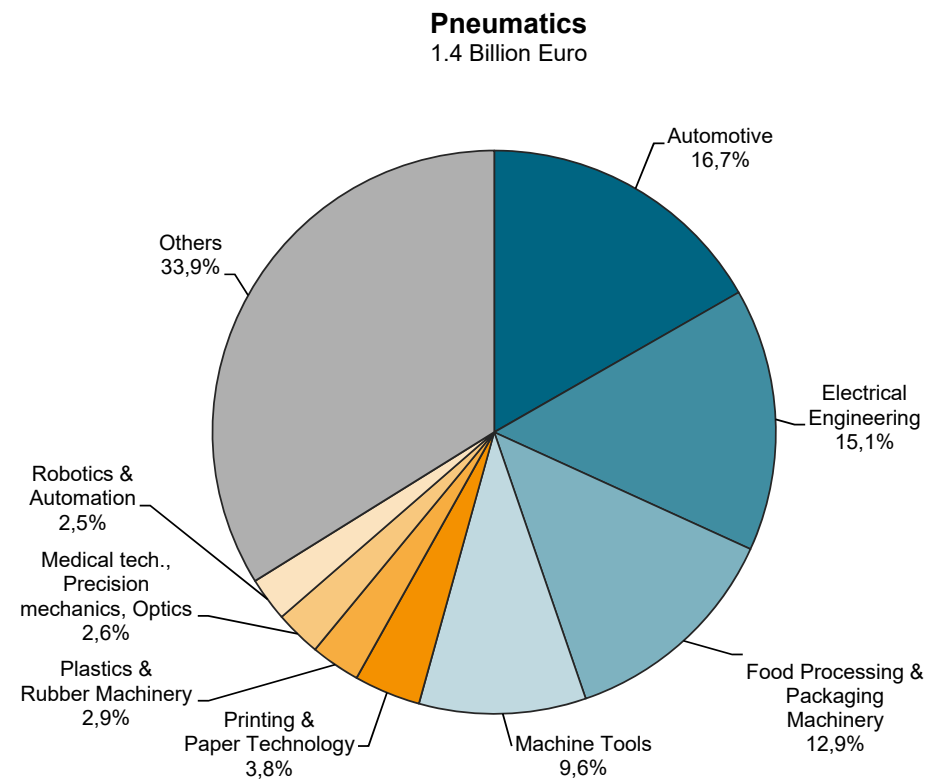
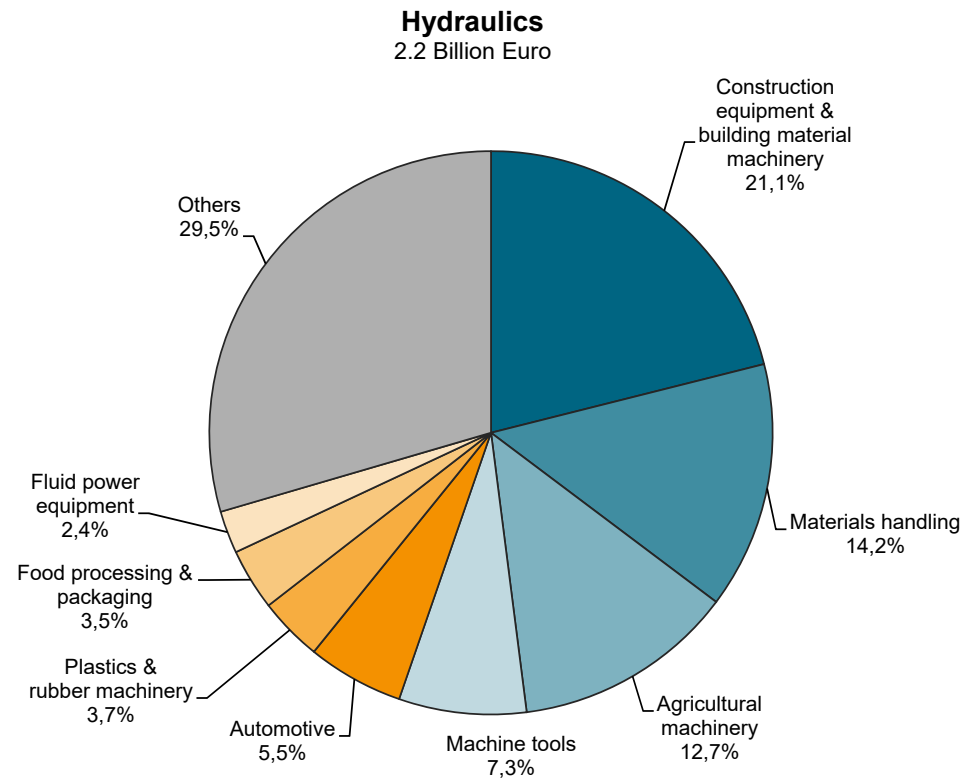
Source: VDMA

Pneumatics Sales and Orders



Source: VDMA

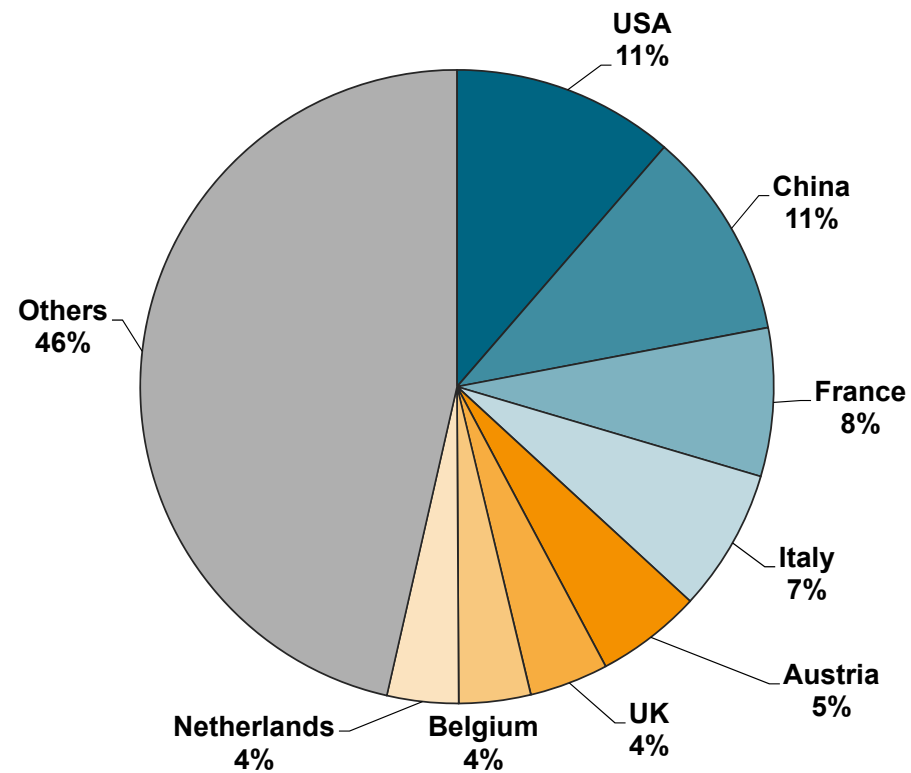
The main Customer Markets Fluid Power in % of the domestic sales



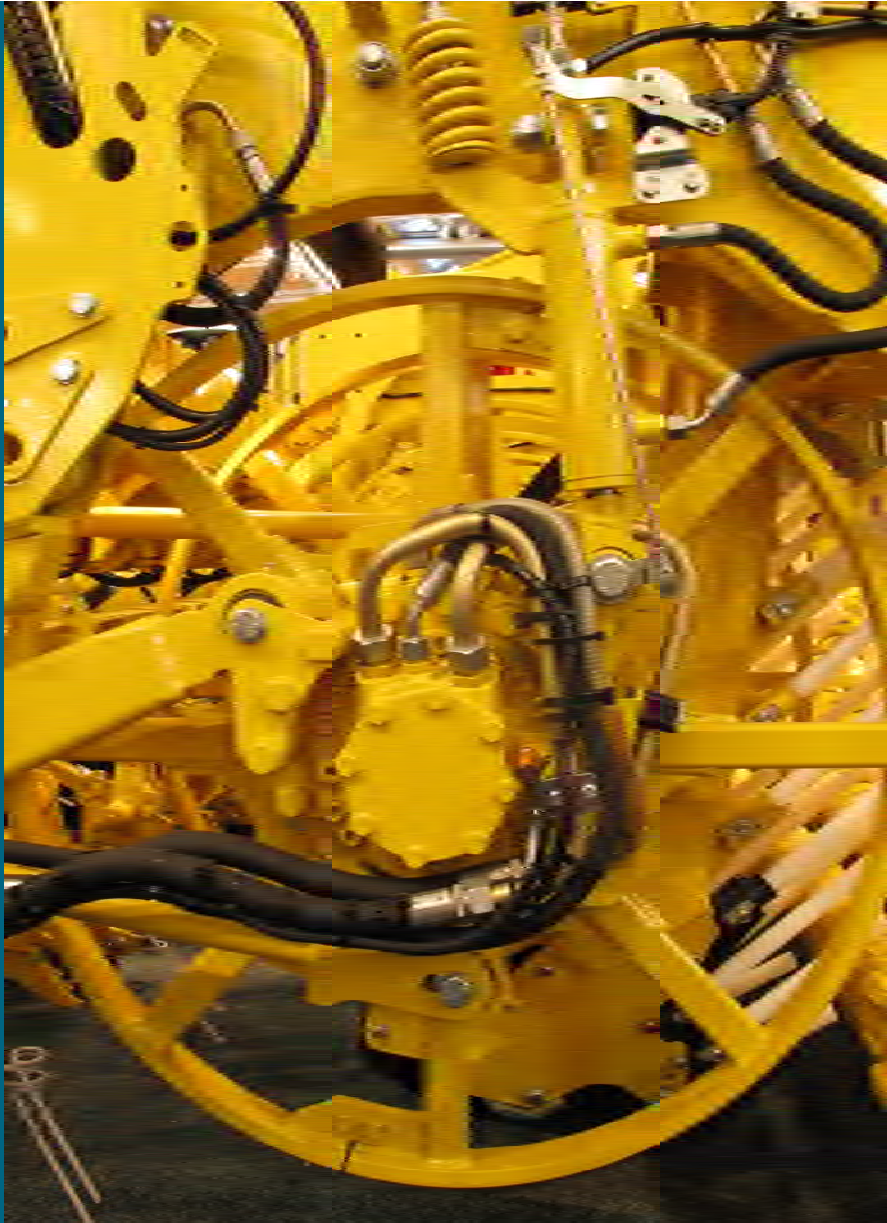
Source: VDMA

German Fluid Power Exports

The main customer countries



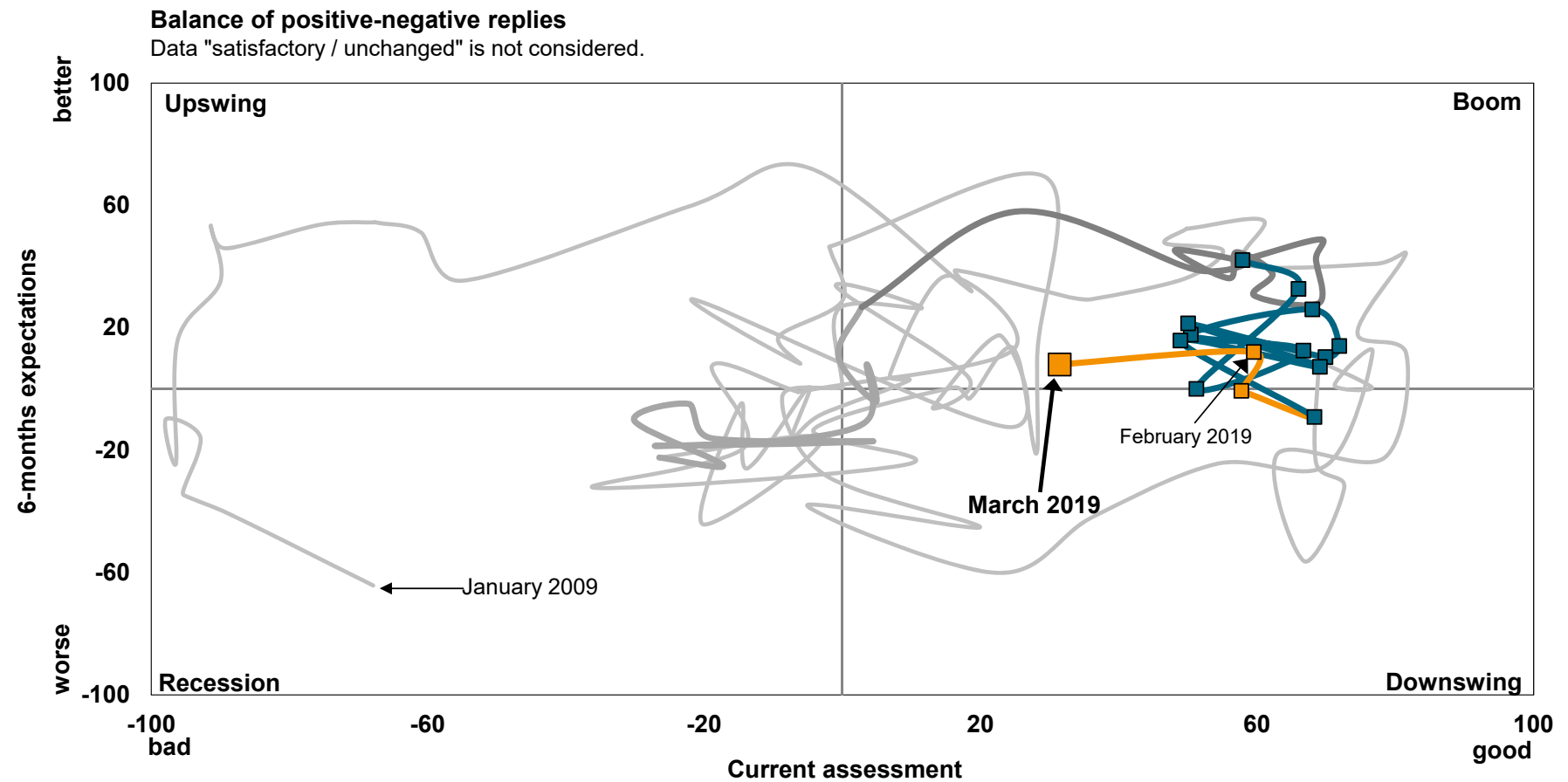
Source: National Statistical Offices, VDMA



Current situation ...

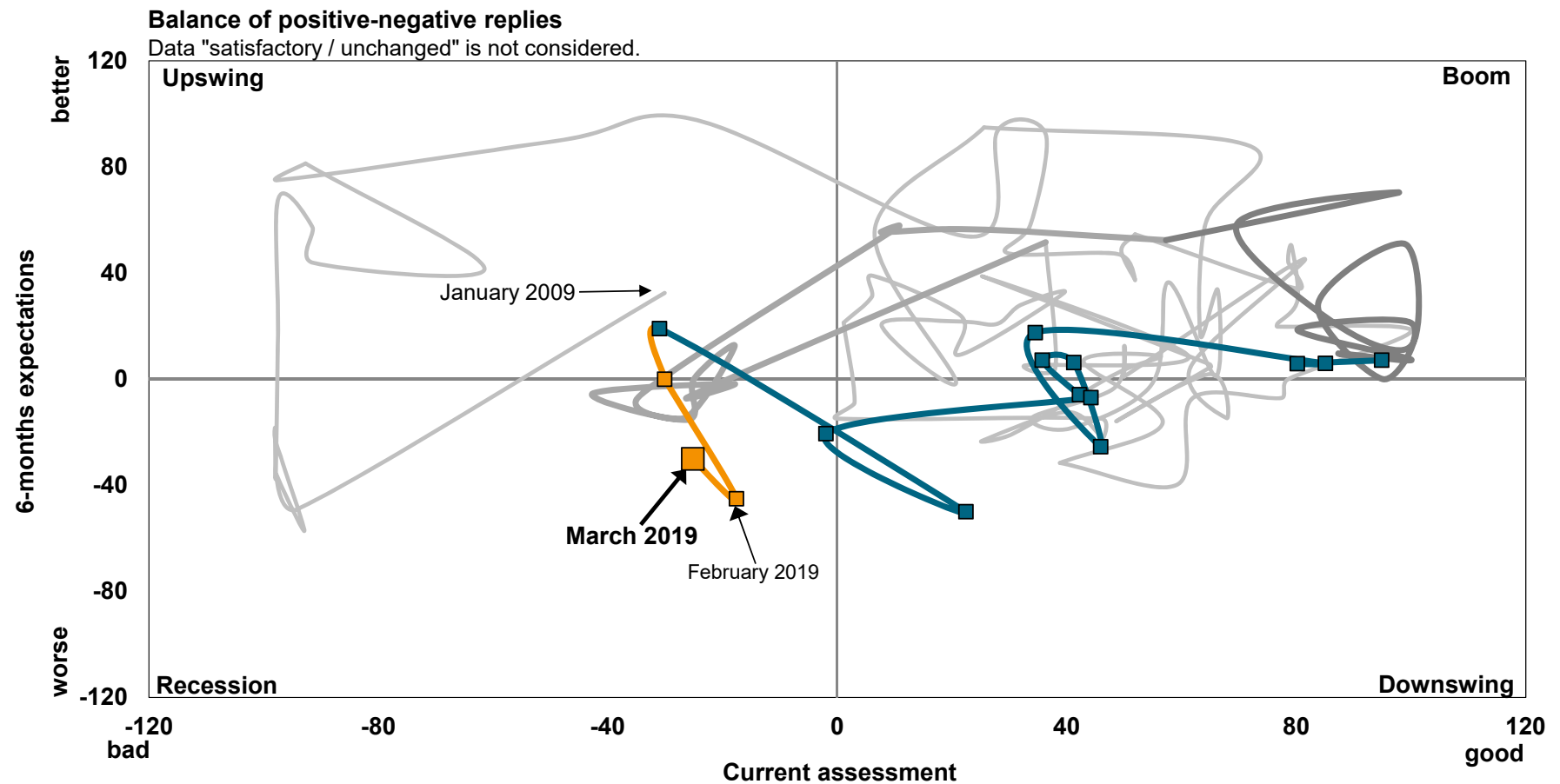
Market outlook ...

Ifo Business Cycle Clock Hydraulics



Source: ifo Institute, VDMA

Ifo Business Cycle Clock Pneumatics



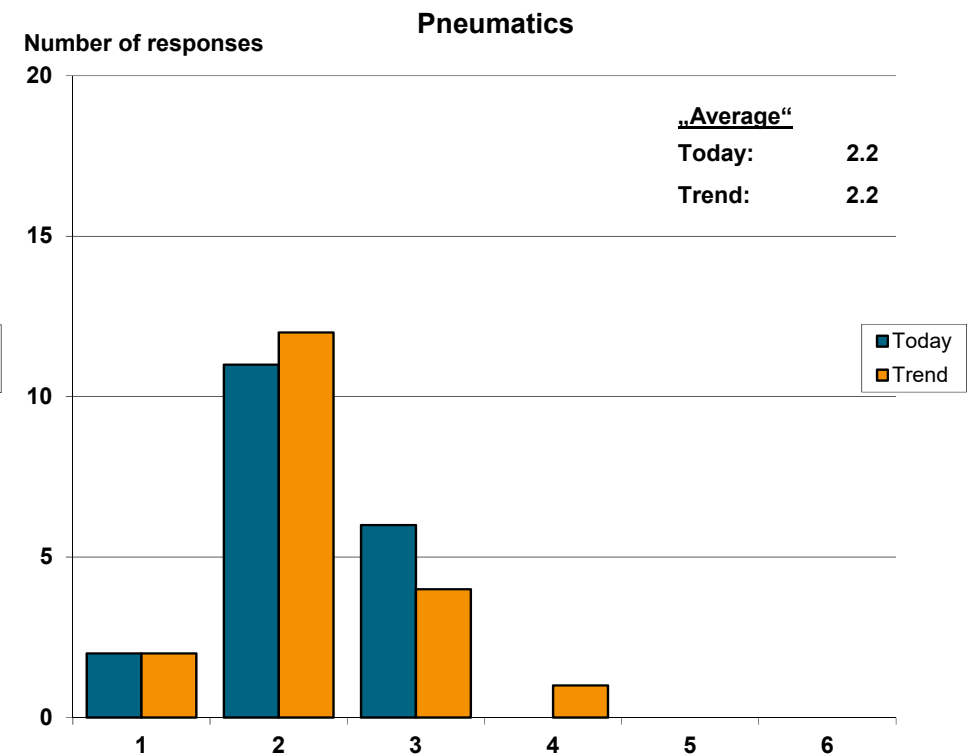
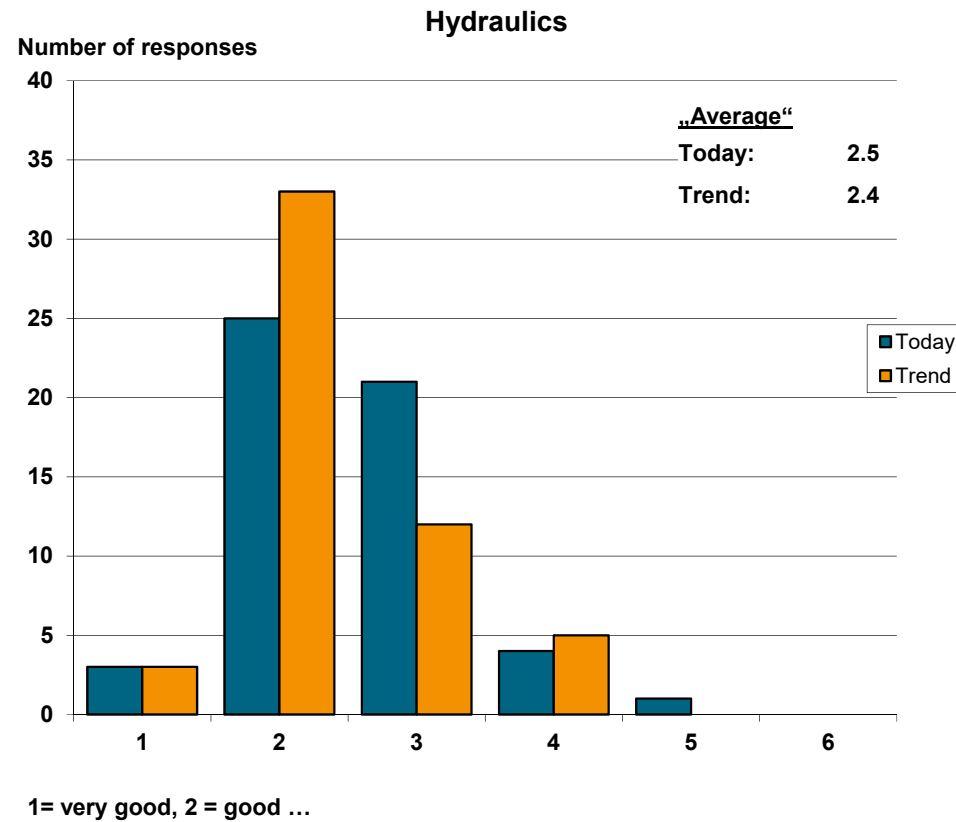
Source: ifo Institute, VDMA

Trend surveys on the economic situation

School Grades Hydraulics and Pneumatics

From the point of view of the member companies of the Fluid Power Association within VDMA

February 2019



Source: VDMA