

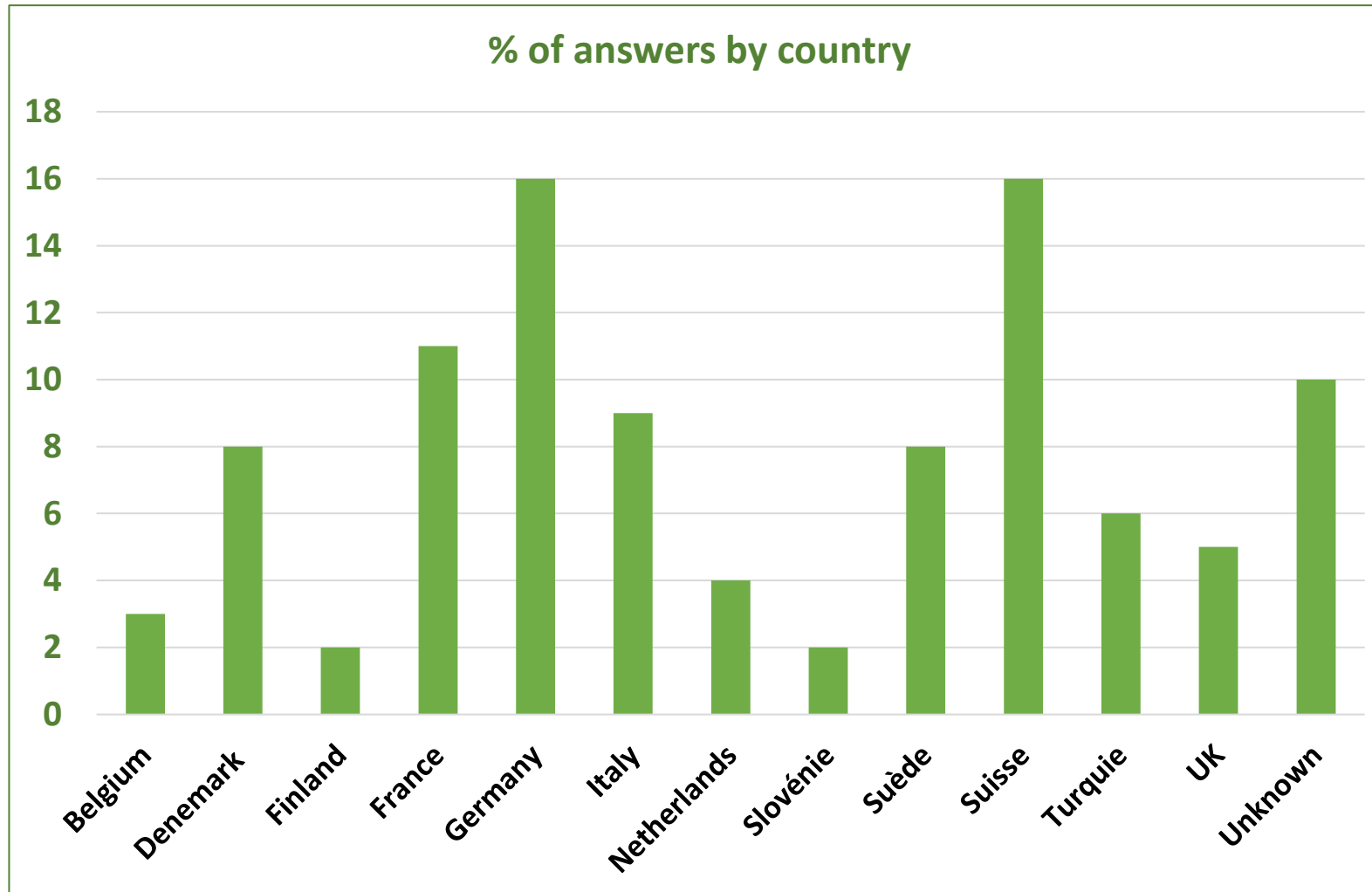


*The Voice of the European
Fluid Power Industry*

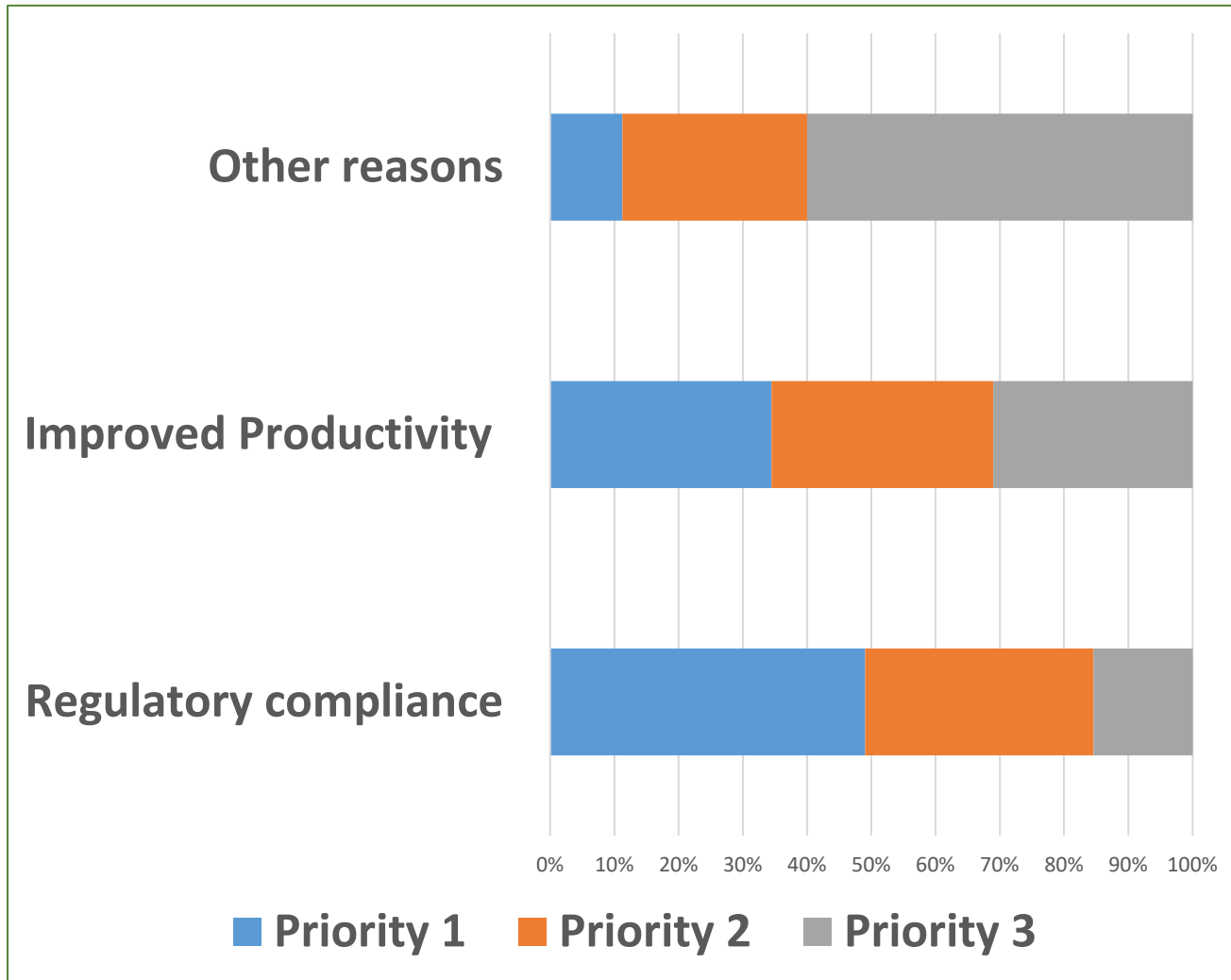
ELECTRIFICATION SURVEY

General Assembly – 10 June 2021

Electrification survey – 50 answers



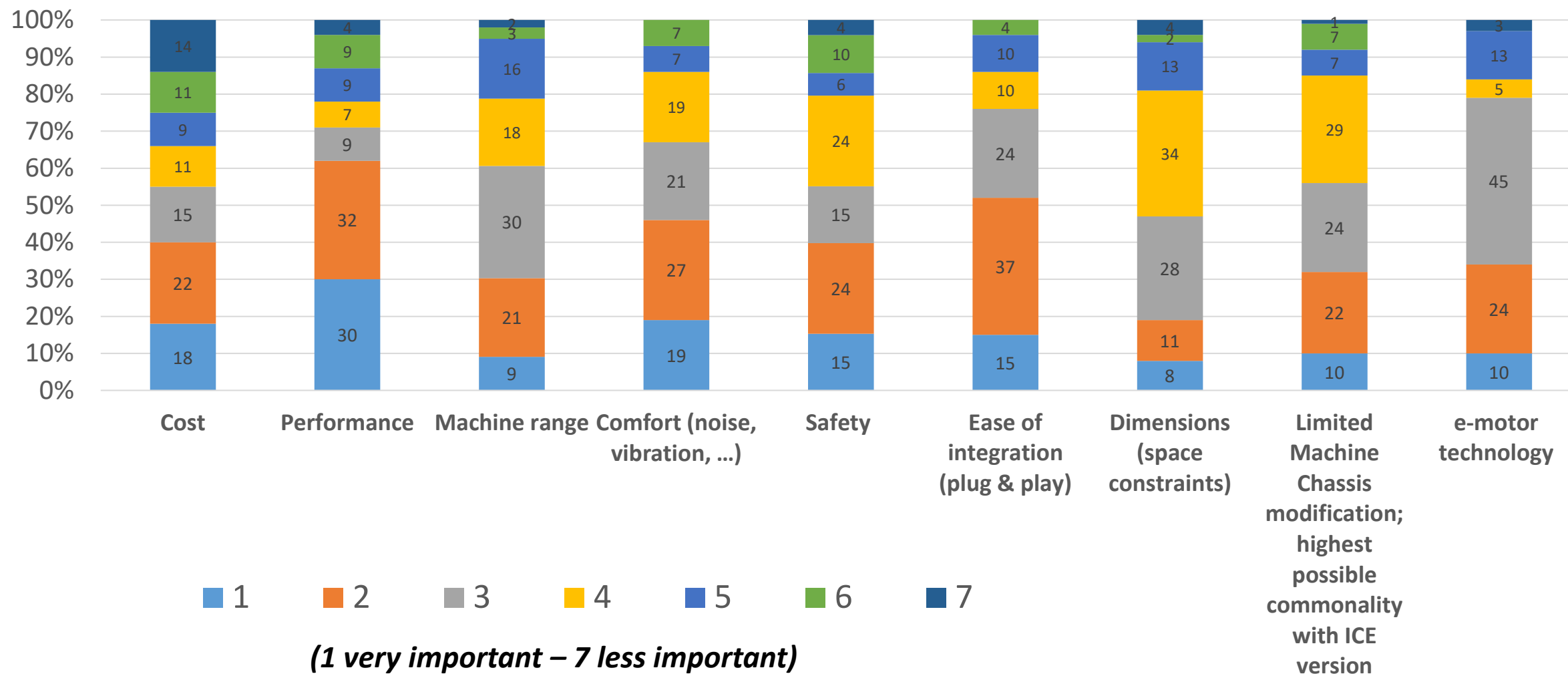
1. What do you consider to be the primary reason for an OEM to develop or adopt an electric machine? (Please select only one priority per category.)



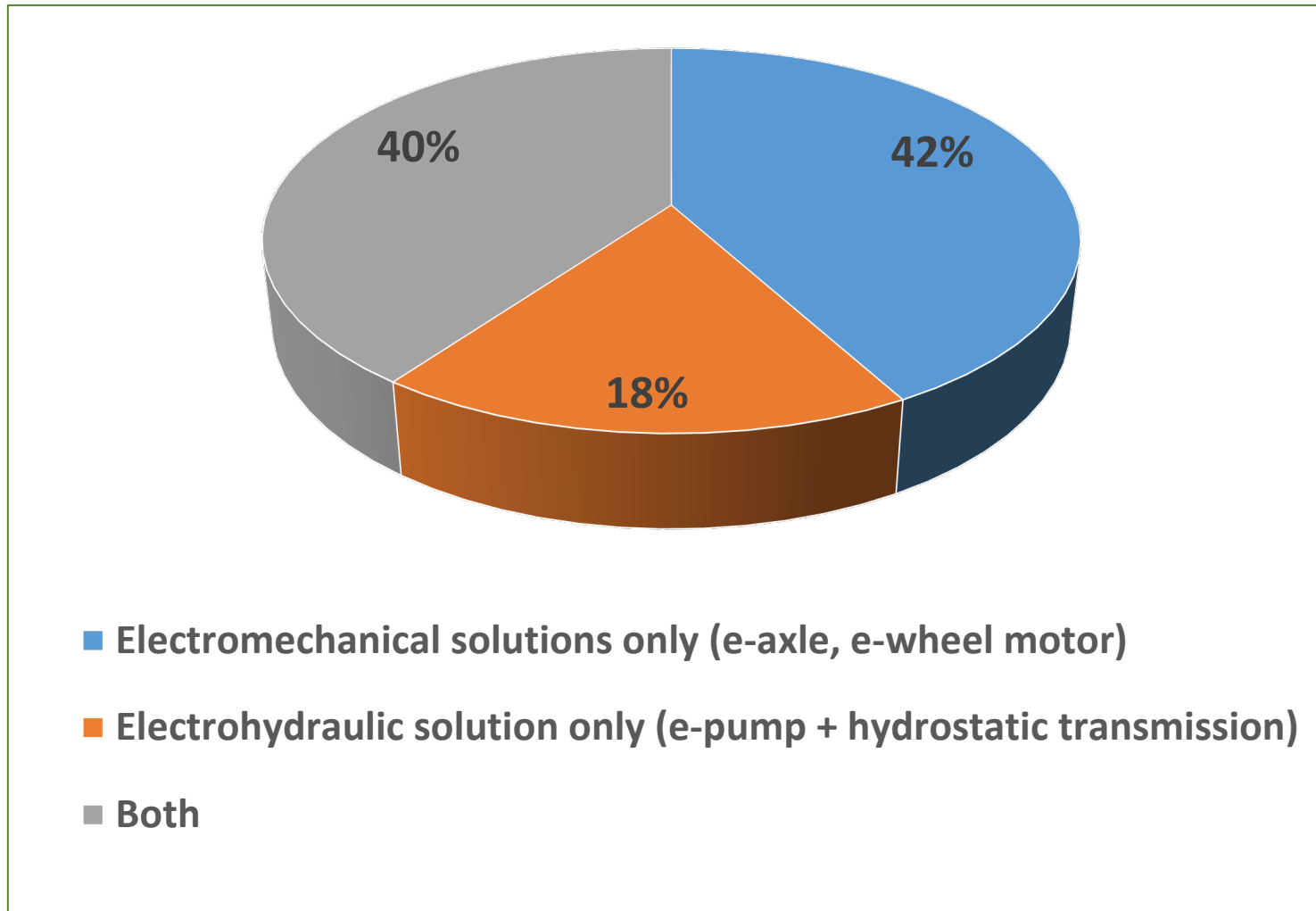
Other reasons:

- Green Image; Marketing, Political image**
- Trend in reducing Co2;
- Green energy,**
- Financial aspects, cost reduction
- Demands of the market,**
- Modification of faster and more precise machines,
- Science based targets + Customers want to be sustainable**
- Noise, congested area of operation, improved operator experience and control.
- Not wanting to use oil anymore because of environment or food regulations.**
- Exploring before others (early adopters)

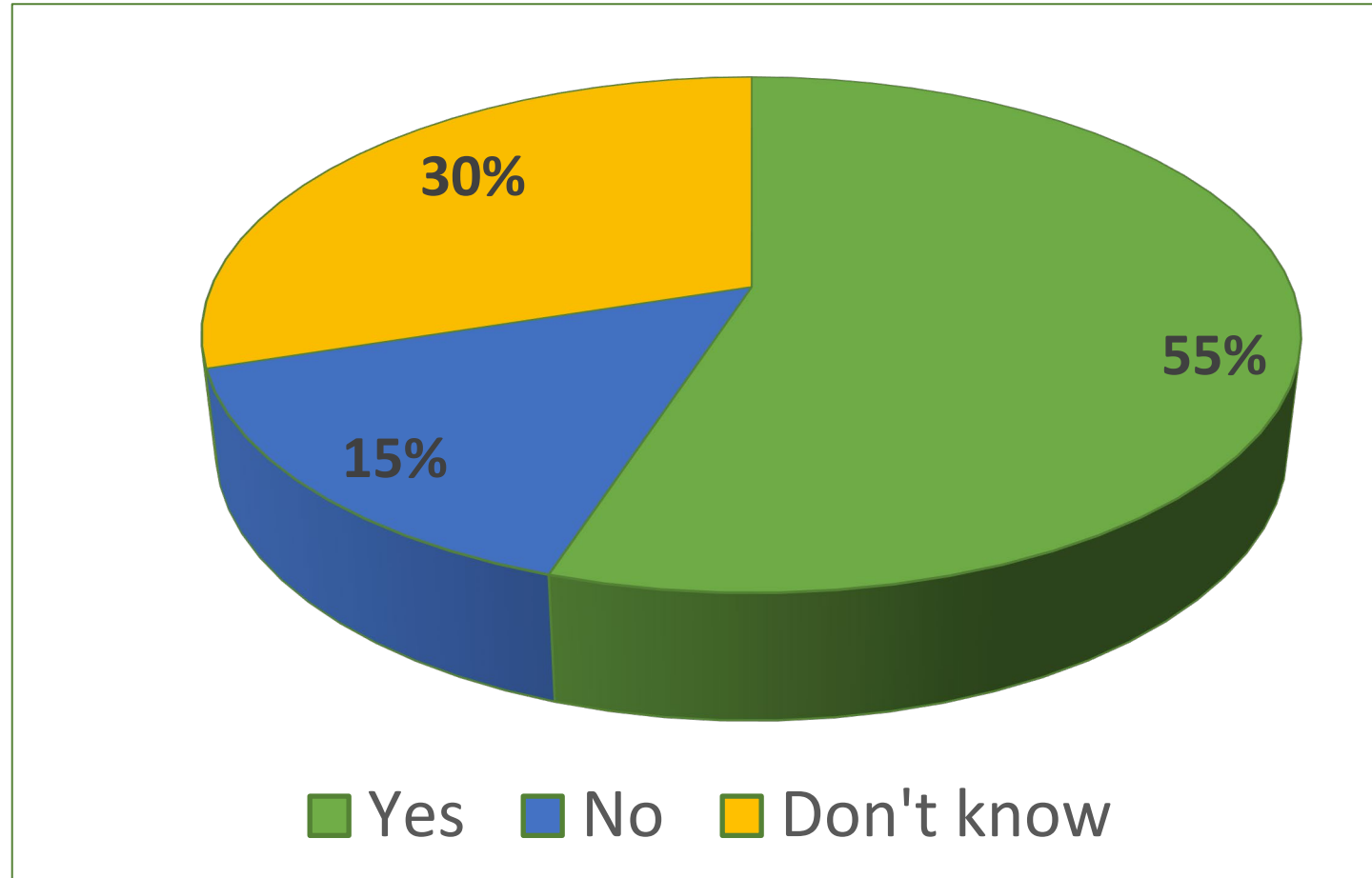
2. Please indicate the relative importance of each of the following factors when an OEM is selecting the electric power generation technology of the machine.



3. For the electrification of the drive function, which of the following technologies is most often selected by OEMs?



4. In your experience, do you believe that there is a growing interest amongst OEM's in integrated components combining all required functions in one single unit therefore enabling easy connection to a Battery V+ & V-, CAN? (i.e. Inverter + E-motor + hydraulic or mechanical drive)?



5. Liquid cooled e-motors improve continuous performance whilst ensuring that the device remains small and compact. Do you think the market will consider using such solutions for any or all of the following?

