



Germany: Economic Situation

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Market outlook

7 October 2021, Web conference

The Association – the industry

- » 219 member companies
- » Turnover: 7.0 Billion Euro
 - Hydraulics: 4.6 Billion Euro
 - Pneumatics: 2.4 Billion Euro
- » Export ratio: 60%
- » 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, 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

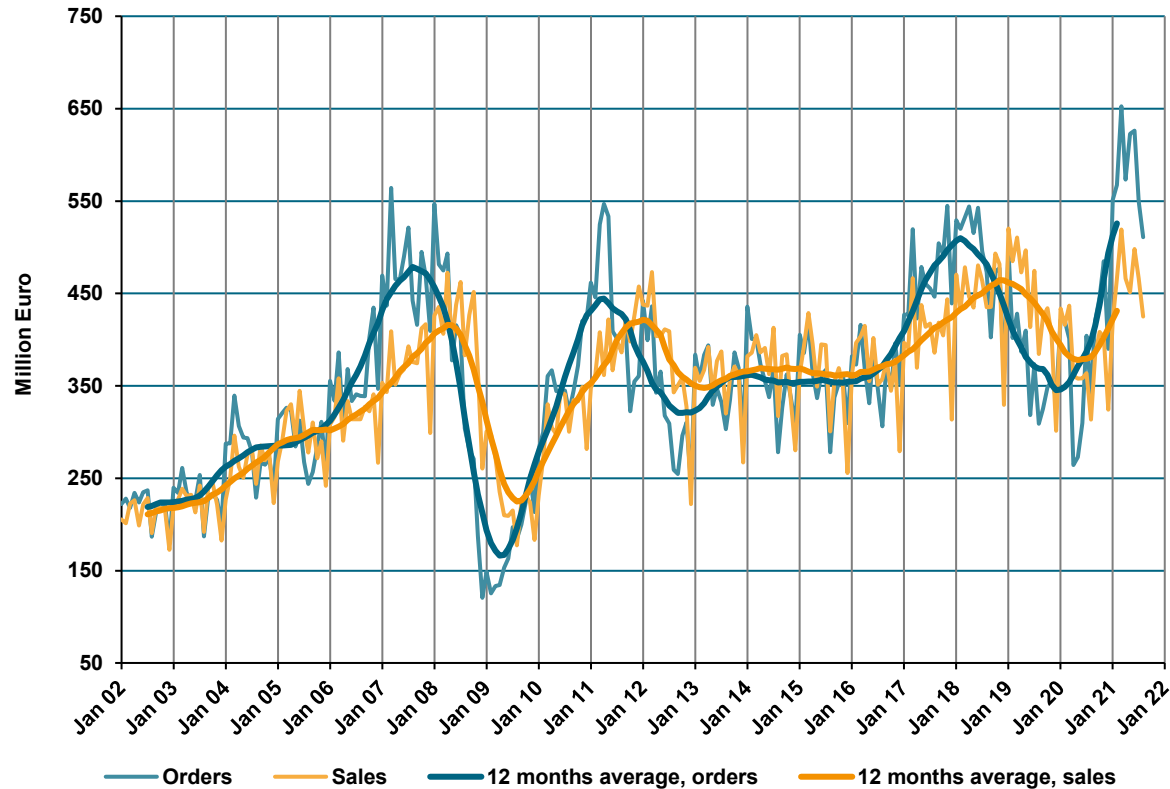


Hydraulics and Pneumatics Sales and Orders



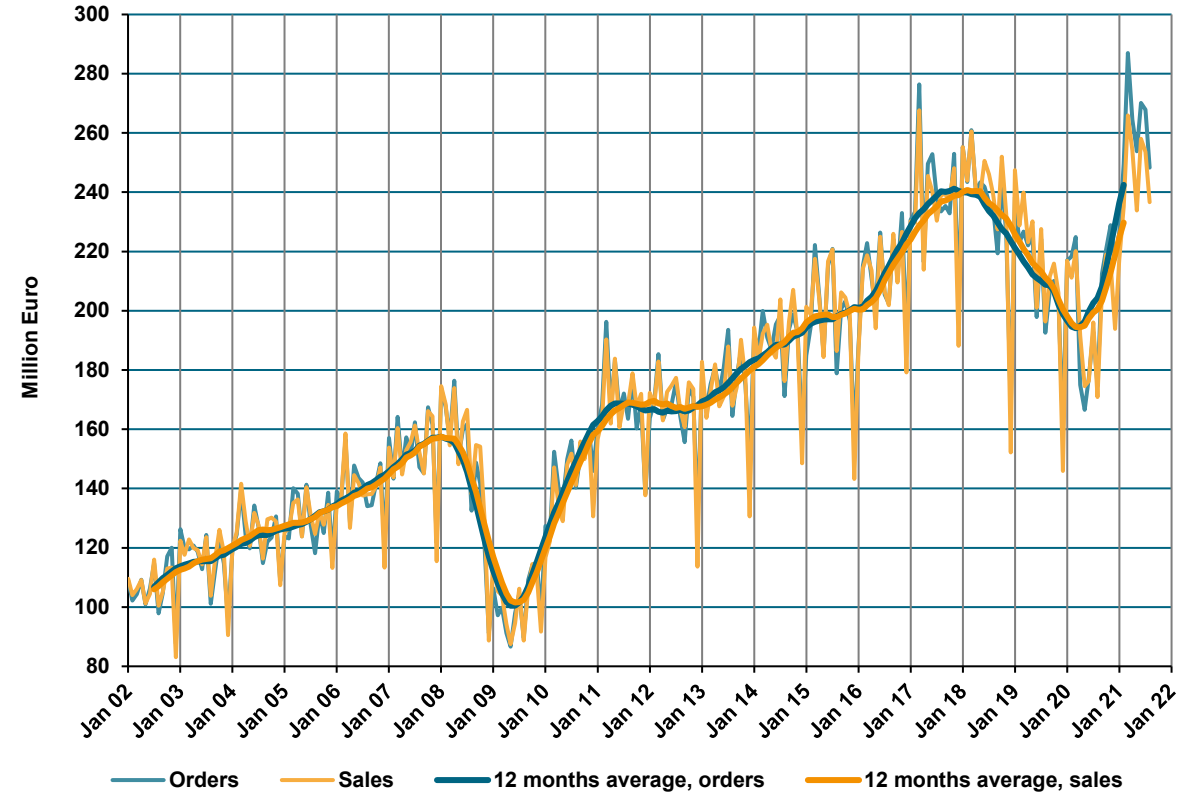
Hydraulics

Sales: 2020/2019: -14 % Jan - Aug 2021/2020: +22 % Forecast 2021*: +15 %
 Orders: 2020/2019: +2 % Jan - Aug 2021/2020: +64 %



Pneumatics

Sales: 2020/2019: -7 % Jan - Aug 2021/2020: +26 % Forecast 2021*: +15 %
 Orders: 2020/2019: -4 % Jan - Aug 2021/2020: +34 %



*Forecasts from 13 July 2021

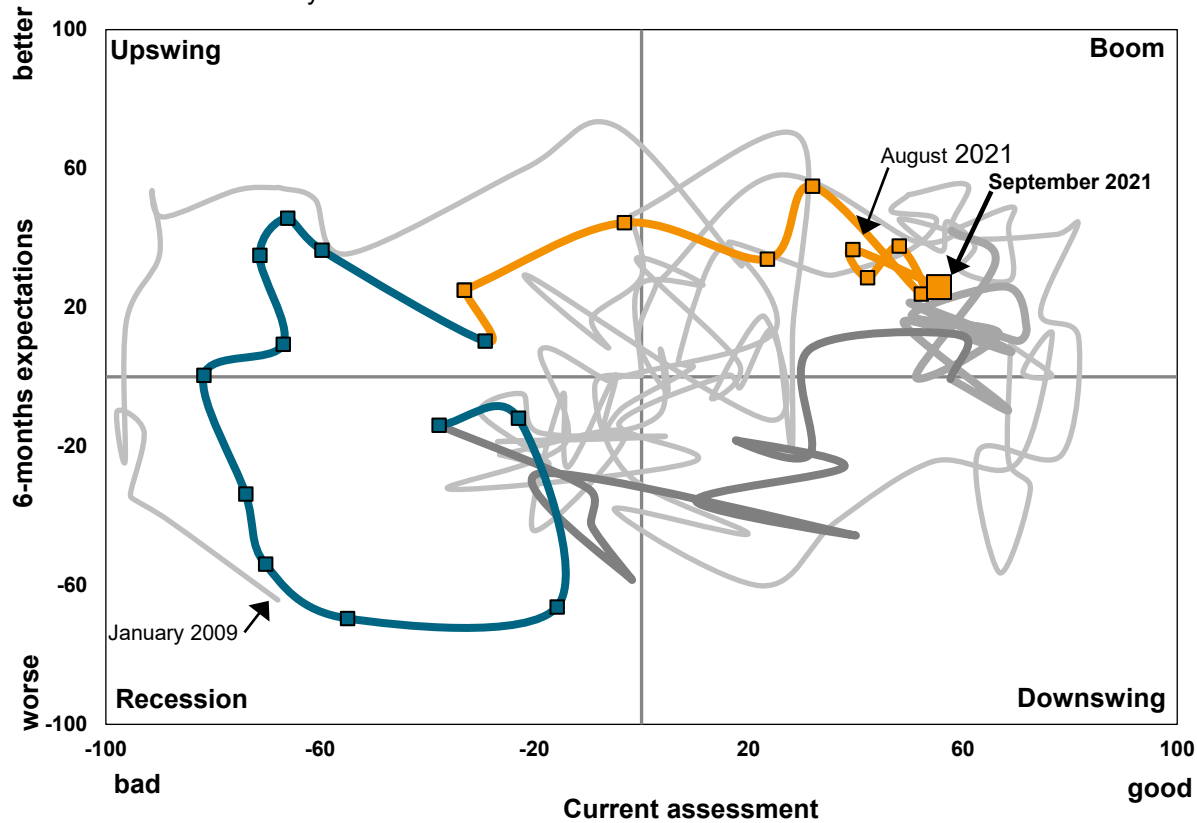
Source: VDMA

Ifo Business Cycle Clocks Hydraulics and Pneumatics



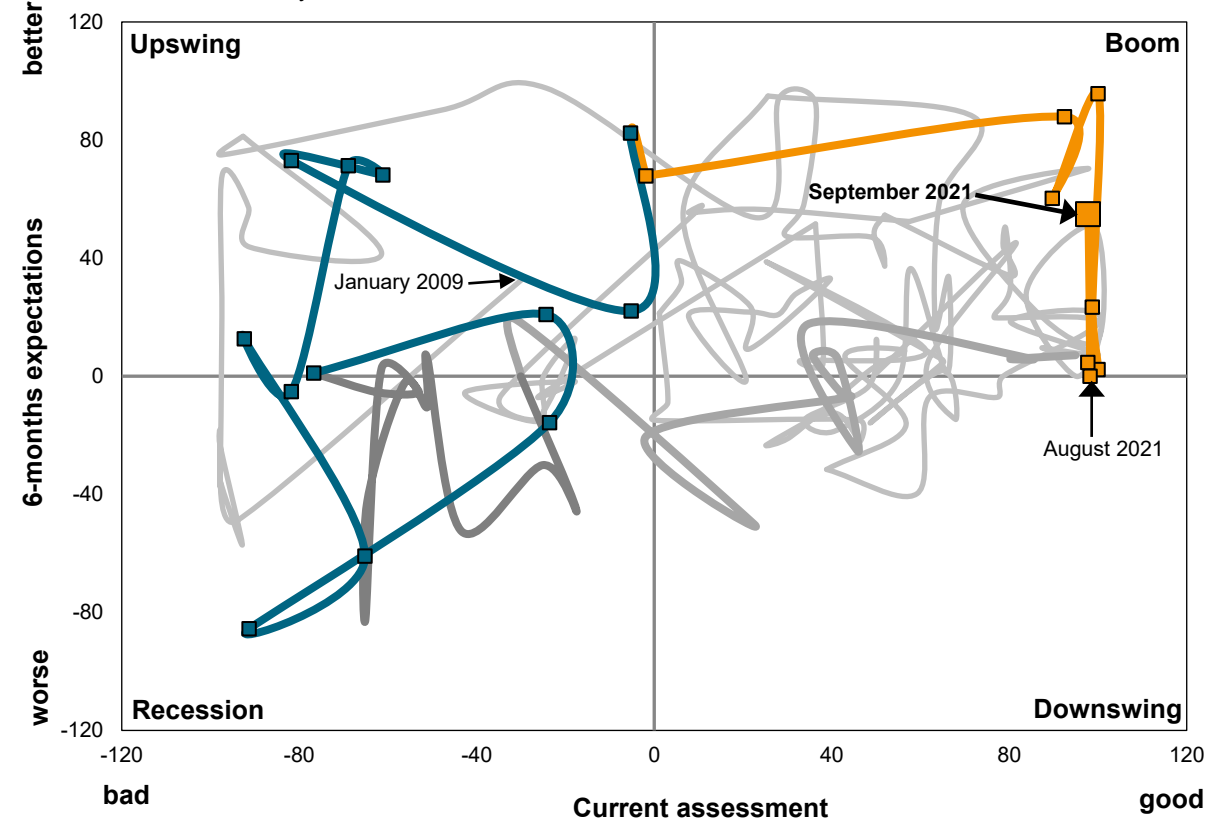
Hydraulics

Balance of positive-negative replies
Data "satisfactory / same" is not considered.



Pneumatics

Balance of positive-negative replies
Data "satisfactory / same" is not considered.



Source: ifo Institute, VDMA

Trends in Fluid Power



Positioning of fluid power in competition with electromechanics

Further development of education and training

Contribution of fluid power to the climate goals/CO2 reduction

Digitalisation in fluid power

Development in major customer industries

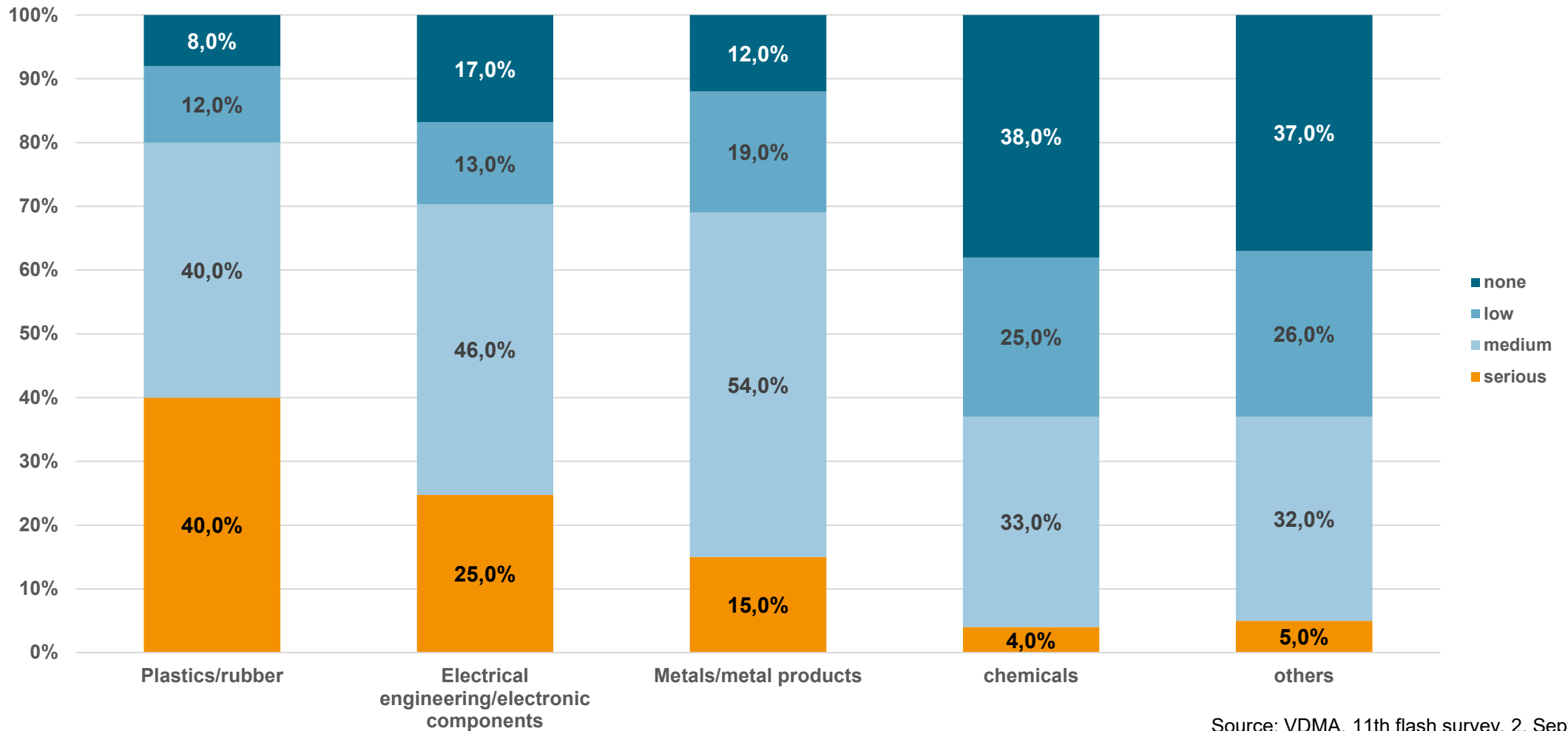


New orders (recorded trends)	
Customer industries	January-August 2021/2020
Agricultural machinery	↑↑↑
Building material machines	↑↑↑
Construction equipment	↑↑↑
Food Processing & packaging machinery	↑↑
Machine tools	↑↑↑
Materials handling technology	↑↑↑
Mining equipment	↑↑↑
Plastics & rubber machinery	↑↑↑
Printing & paper machinery	↑↑↑
Process plant and equipment	↑
Robotics & automation	↑↑
Textile machinery	↑↑↑
Woodworking machinery	↑↑↑
Mechanical engineering	↑↑↑
Power Transmission	↑↑↑
Hydraulics	↑↑↑
Pneumatics	↑↑↑

Explanation	
↓ ↓ ↓	< -30%
↓ ↓	-30% to -20%
↓	-20% to -10%
↓	-10% to -2%
→	-2% to +2%
→	+2% to +10%
↑	+10% to +20%
↑ ↑	+20% to +30%
↑ ↑ ↑	>+30%

Source: VDMA

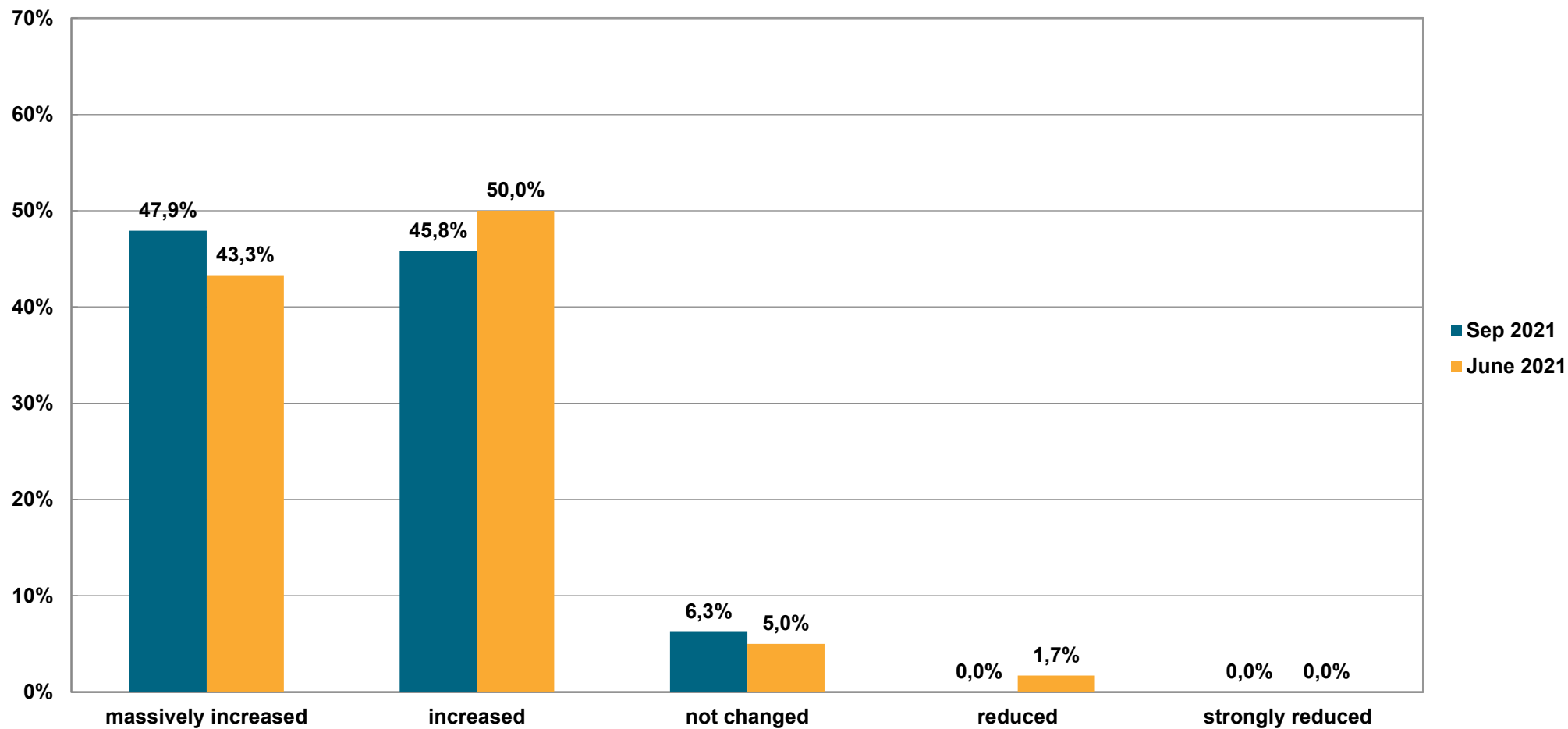
Fluid Power: Shortages in the supply chains



Source: VDMA, 11th flash survey, 2. September 2021

Fluid Power: Delivery Times

Compared to "normal", our delivery times have currently changed as follows:



Quelle: VDMA