



## Germany: Economic Situation

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Market outlook

17 March 2022, Web conference

## The Association – the industry

- » More than 220 member companies
  - Fluid Power
    - Turnover: 8.5 Billion Euro
      - » Hydraulics: 5.6 Billion Euro
      - » Pneumatics: 2.9 Billion Euro
    - Export ratio: 61%
    - The member companies represent about 85% of the German Fluid Power market
  - Sealings
    - Turnover: 1,3 Billion Euro
- » 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

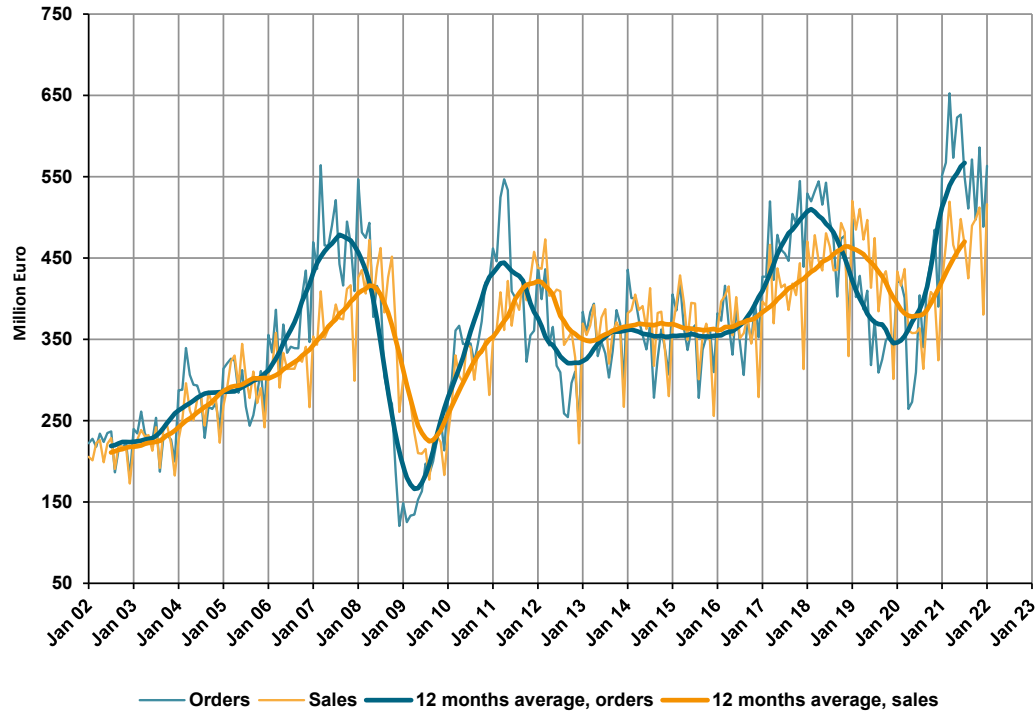


# Hydraulics and Pneumatics Sales and Orders



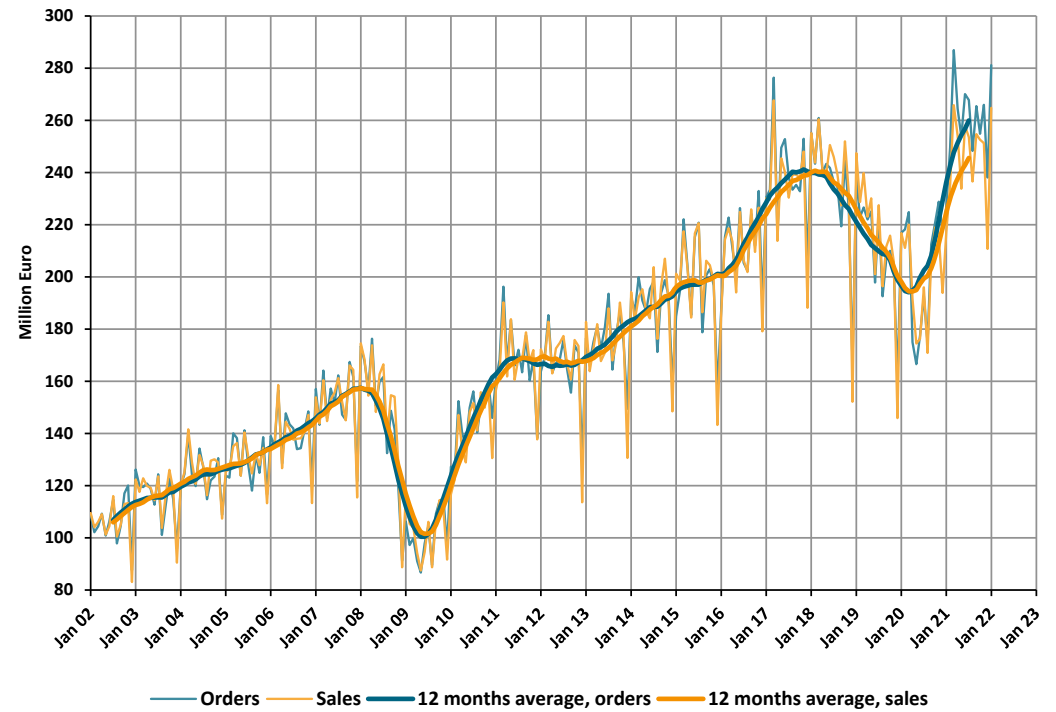
## Hydraulics

Sales: 2021/2020: +23 % Jan - Jan 2022/2021: +23 % Forecast 2022\*: +6 %  
 Orders: 2021/2020: +49 % Jan - Jan 2022/2021: + 2 %



## Pneumatics

Sales: 2021/2020: +22 % Jan - Jan 2022/2021: +22 % Forecast 2022\*: +7 %  
 Orders: 2021/2020: +27 % Jan - Jan 2022/2021: +24 %



Source: VDMA

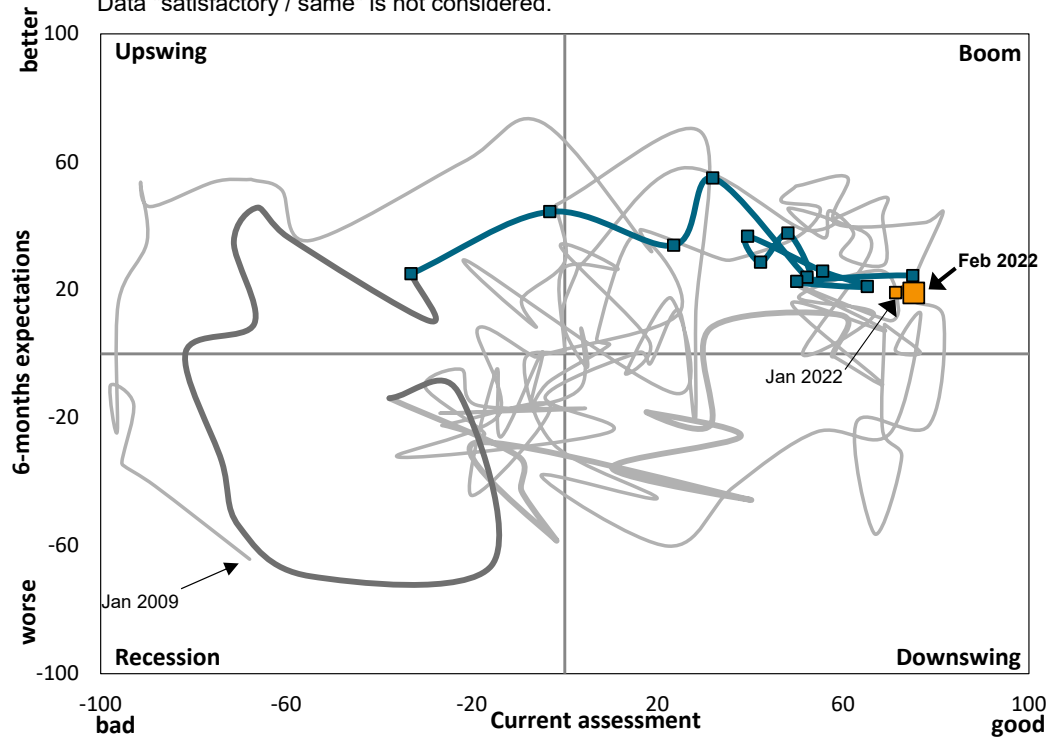
\*Forecasts from November 2021

# Ifo Business Cycle Clocks Hydraulics and Pneumatics



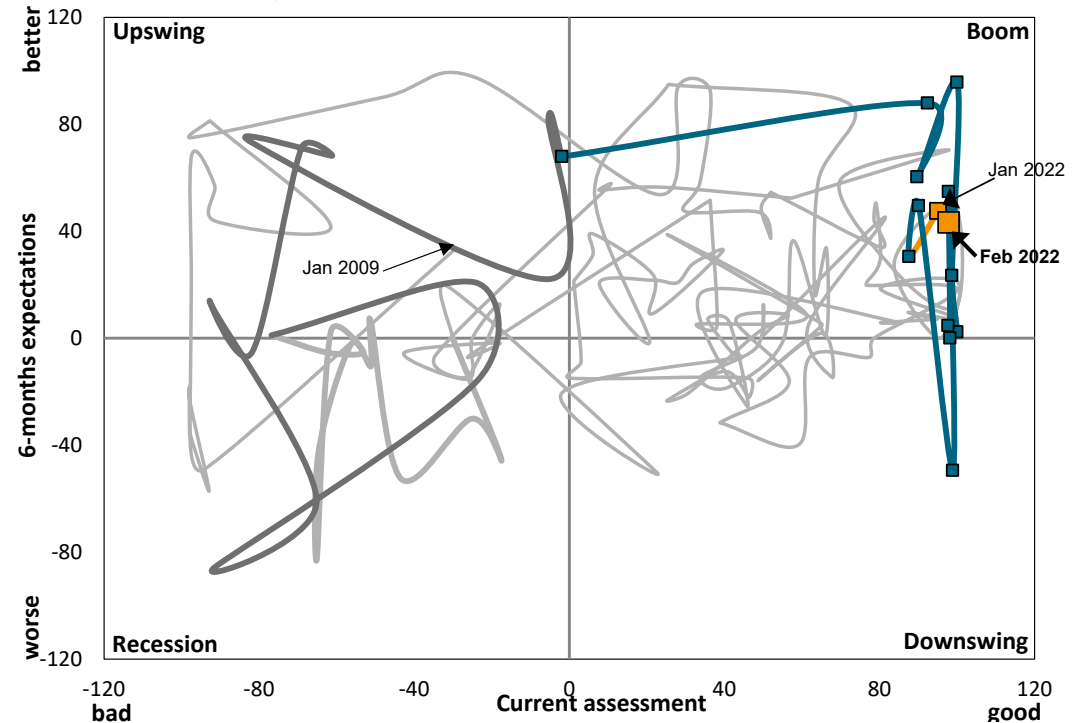
## Hydraulics

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

# Development in major customer industries

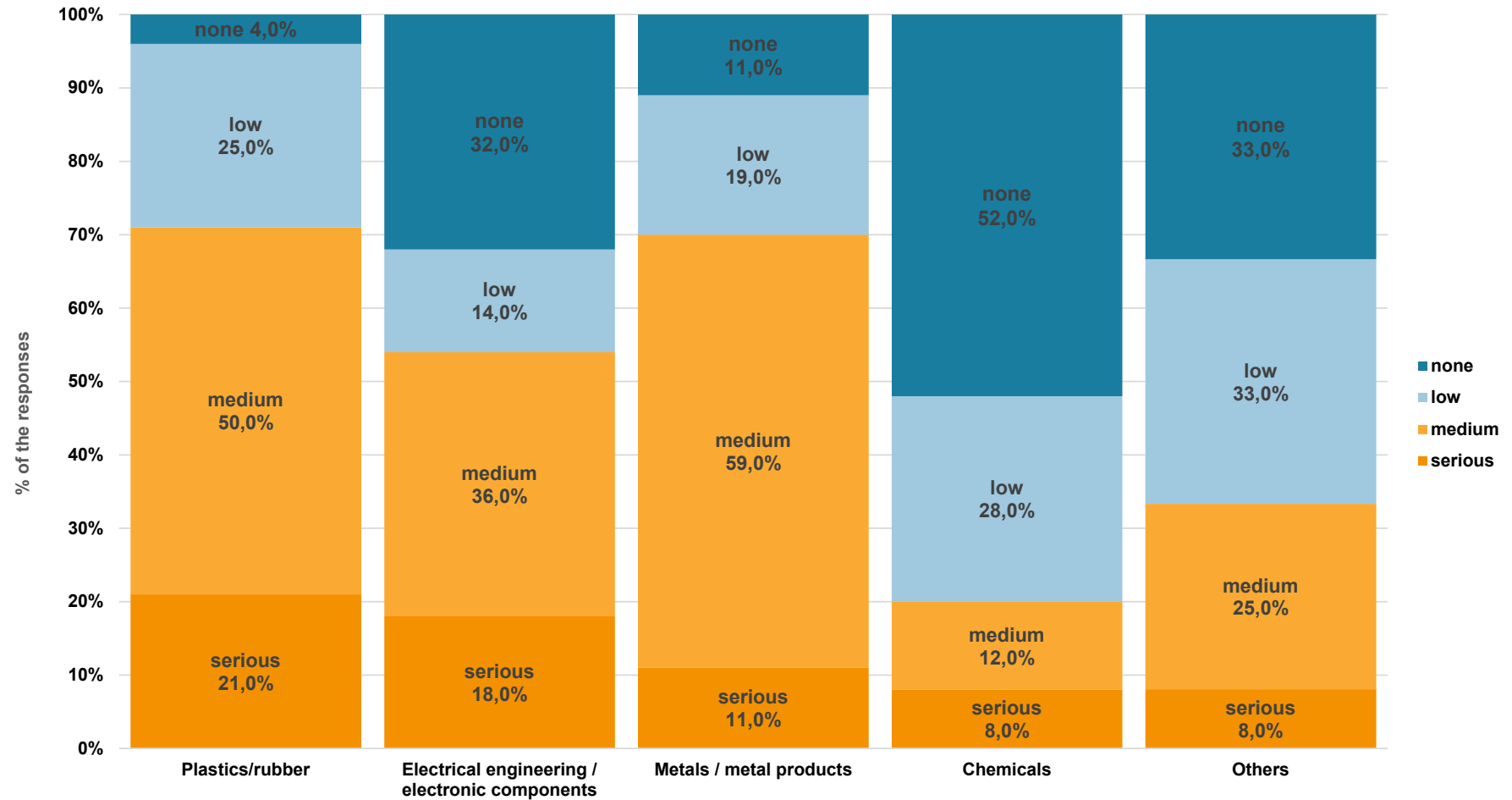
New orders (recorded trends)	
Customer industries	January 2022/2021
Agricultural machinery	→
Building material machines	↑↑↑
Construction equipment	→
Food Processing & packaging machinery	↑↑↑
Machine tools	↑↑↑
Materials handling technology	↑↑↑
Mining equipment	→
Plastics & rubber machinery	↓↓↓
Printing & 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

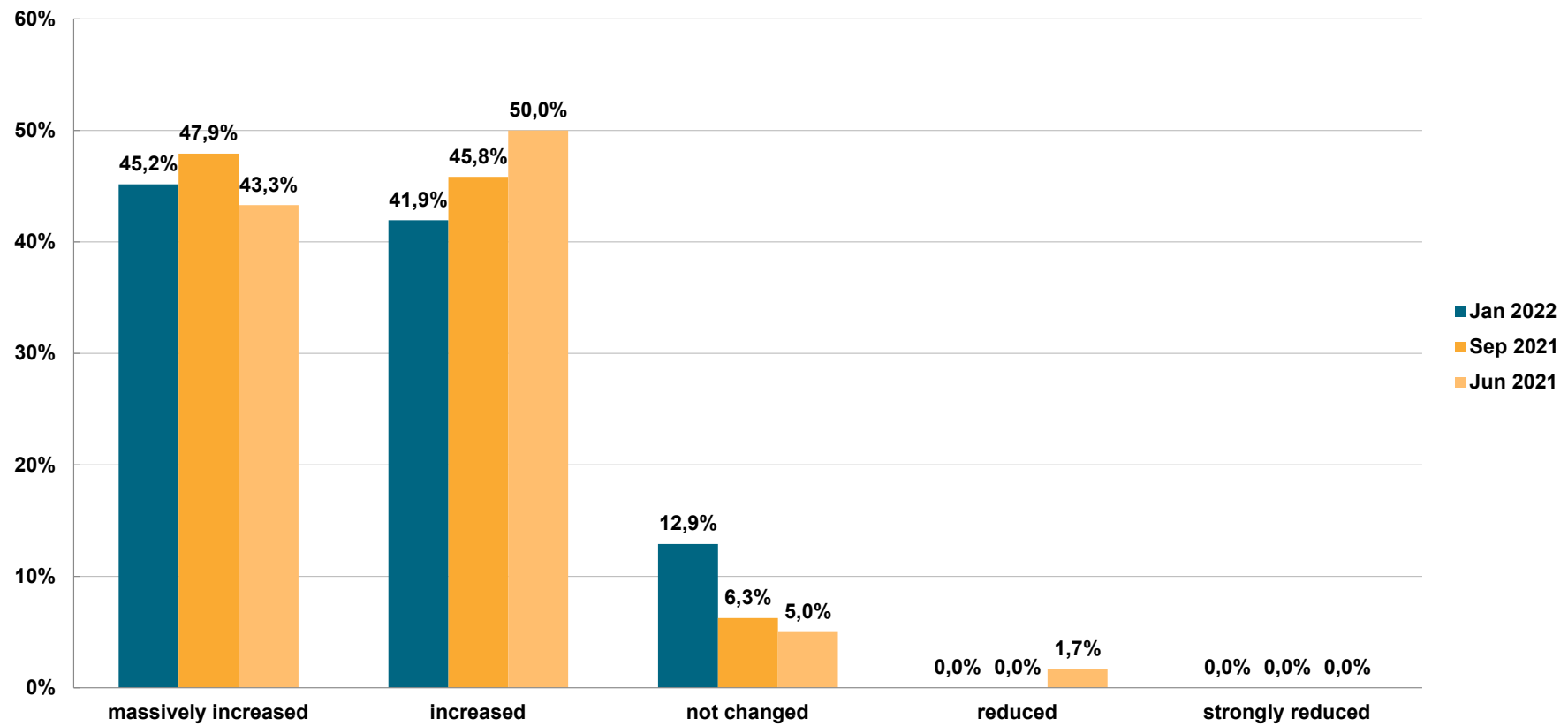
# Fluid Power: Shortages in the supply chains



Source: VDMA, 13 Flash Survey, 3 March 2022,

# Fluid Power: Delivery Times

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



Quelle: VDMA



**See you at the Hanover Fair**  
**in Hanover from**  
**30 May – 02 June 2022**