



## Germany – Economic Situation Fluid Power



CETOP Market Outlook  
9 March 2023, Web conference

## The Association – the industry

- » 233 member companies
  - Fluid Power
    - Turnover: 9.6 Billion Euro
      - » Hydraulics: 6.4 Billion Euro
      - » Pneumatics: 3.2 Billion Euro
    - Export ratio: 60%
    - 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: Arjan Coppens, Bosch Rexroth, Netherlands
  - General Secretary: Sylvia Grohmann-Mundschenk, VDMA, Germany
- » Member of ISC - International Fluidpower Statistics Committee
  - ISC Chairman: Amadio Bolzani, Italy
  - ISC Secretariat: CETOP

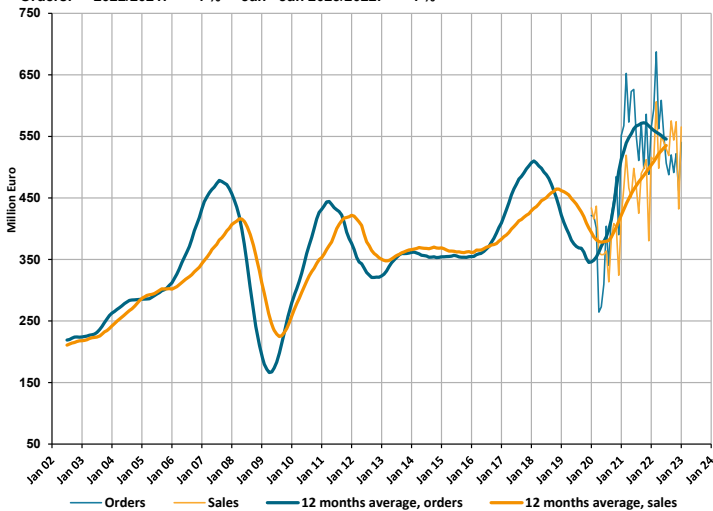


## Hydraulics and Pneumatics Sales and Orders not price-adjusted



### Hydraulics

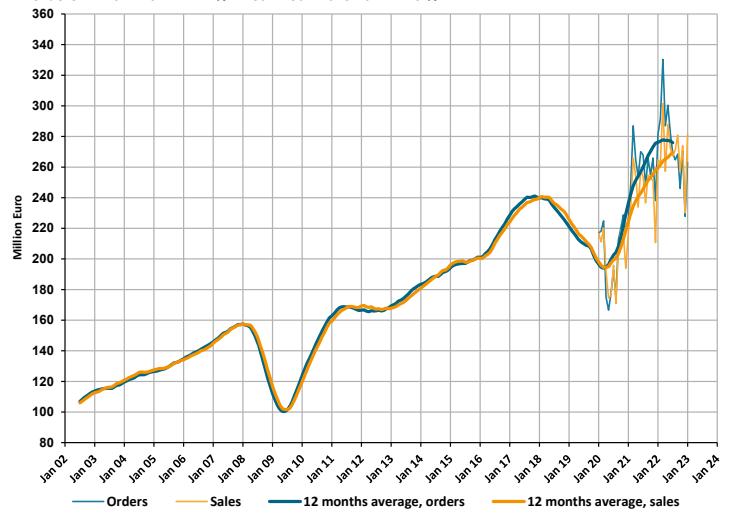
Sales: 2022/2021: +14 % Jan - Jan 2023/2022: +10 % Forecast 2023/2022\*: +2 %  
 Orders: 2022/2021: -4 % Jan - Jan 2023/2022: -4 %



\*Forecasts from Nov 2022

### Pneumatics

Sales: 2022/2021: +10 % Jan - Jan 2023/2022: +6 % Forecast 2023/2022\*: +2 %  
 Orders: 2022/2021: +7 % Jan - Jan 2023/2022: -6 %

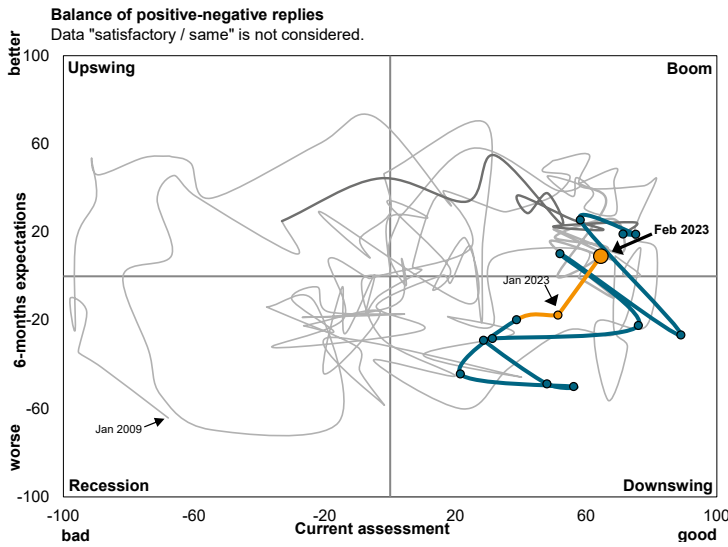


Source: VDMA

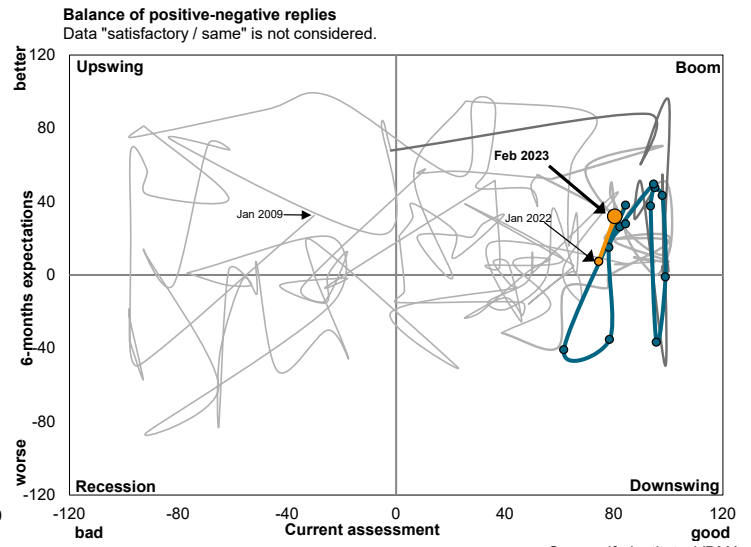
# Ifo Business Cycle Clocks Hydraulics and Pneumatics



## Hydraulics



## Pneumatics



Source: ifo Institute, VDMA

# Development in major customer industries in Germany



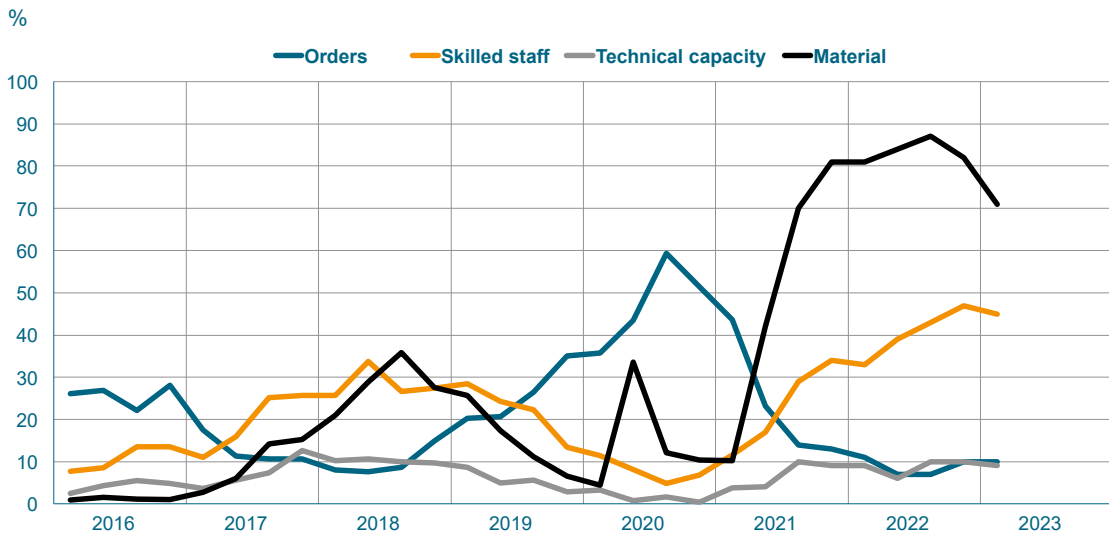
New orders (recorded trends)		
Customer industries	Jan - Dec 2022/2021	January 2023/2022
Agricultural machinery	↔	↔
Building material machines	↔	↔
Construction equipment	↔	↔
Food Processing & packaging machinery	↔	↔
Machine tools	↔	↔
Materials handling technology	↔	↔
Mining equipment	↔	↔
Plastics & rubber machinery	↔	↔
Printing & paper machinery	↔	↔
Process plant and equipment	↔	↔
Robotics & automation	↔	↔
Textile machinery	↔	↔
Woodworking machinery	↔	↔
Machinery and equipment manufacturing	↔	↔
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%

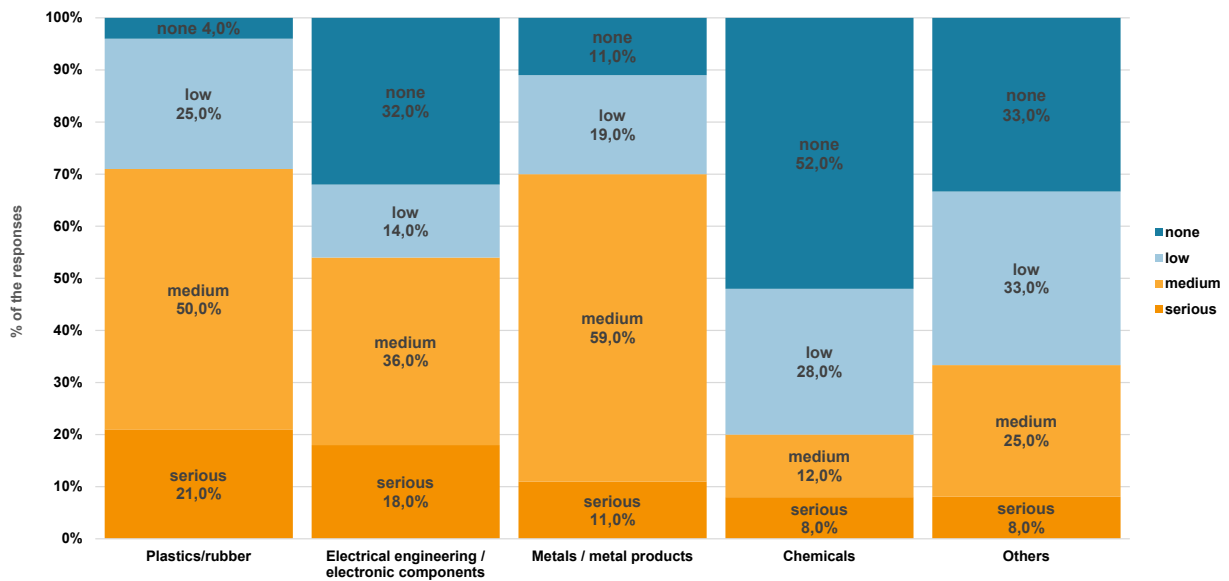
Source: VDMA Statistics  
\*Federal Statistical Office Germany

## Germany: Limitation of production in mechanical engineering due to a lack of ...



Source: ifo-Institut, VDMA

## Fluid Power Shortages in the supply chains Members of the Fluid Power Association - January 2023



Source: VDMA

## Germany: What is the country market trend?



- **Top 5 trends in your country/region which may have an impact on the economy.**
  - China topic
  - Russia topic
  - Energy : Power to the people
  - Increasing Bureaucracy
  - Lack of Skilled Staff in many industries and sectors
- **Supply chains and delivery time situation**
  - Electronic parts
  - Plastic parts and metal
  - Price of raw material
  - Delivery times slightly improved

## Germany: What is the country market trend?



- **Effect of EU recovery plan and restrictions**
  - Positive effect to help difficult markets
  - Increasing burdens to companies
- **Country strategies and trends emerged as reaction of past year's events**
  - Support in line with European Union
  - LNG Terminals have been built
  - Nuclear power available until April 2023
  - End of Combustion engines?
  - End of Oil and gas heating systems in 2024?
  - Financial aid to reduce the effects of inflation

**Thank you**  
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for your attention!