



Germany – Economic Situation Fluid Power

The Association – the industry

- » 237 member companies
 - Fluid Power
 - Turnover*: 9.4 Billion Euro
 - » Hydraulics*: 6.3 Billion Euro
 - » Pneumatics*: 3.1 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



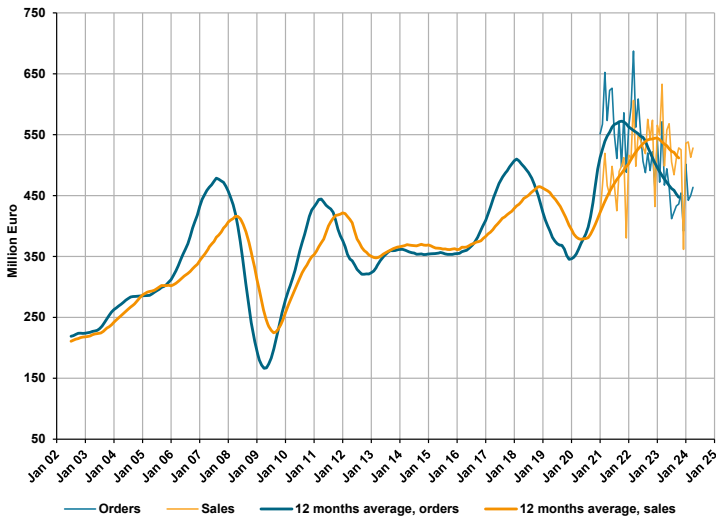
*Turnover in nominal terms

Hydraulics and Pneumatics Sales and Orders in nominal terms



Hydraulics

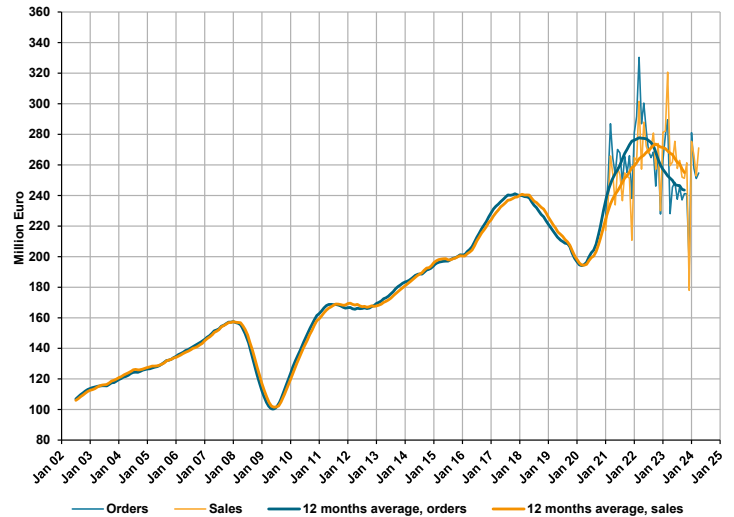
Sales: 2023/2022: -2 % Jan - Apr 2024/2023: -6 % Forecast 2024/2023*: -4 %
 Orders: 2023/2022: -15 % Jan - Apr 2024/2023: -9 %



*Forecasts from March 2024

Pneumatics

Sales: 2023/2022: -3 % Jan - Apr 2024/2023: -7 % Forecast 2024/2023*: -4 %
 Orders: 2023/2022: -11 % Jan - Apr 2024/2023: -2 %



Source: VDMA

Development in major customer industries in Germany



New orders (recorded trends)		
Customer industries	Jan - Dec 2023/2022	Jan - Apr 2024/2023
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%

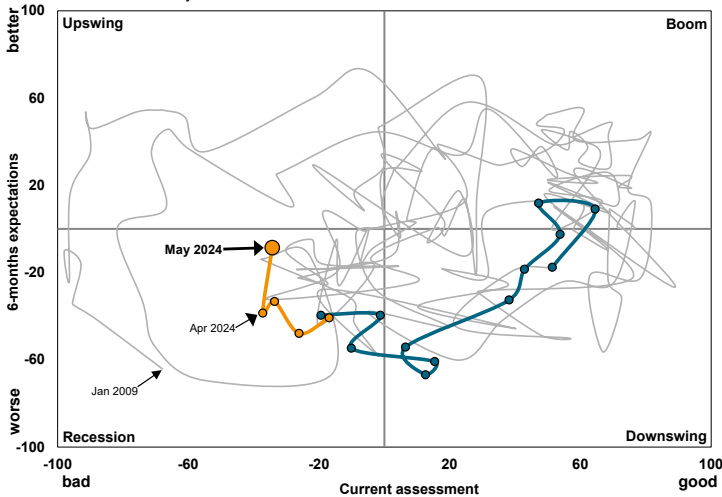
Source: VDMA Statistics
*Federal Statistical Office Germany

Ifo Business Cycle Clocks Hydraulics and Pneumatics



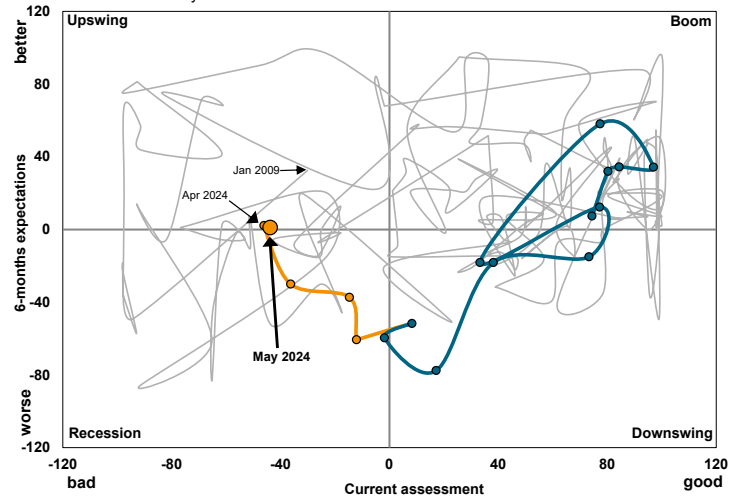
Hydraulics

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

Forecast by the Board of the Fluid Power Association
2024
Fluid Power, Hydraulics and Pneumatics of 13 March 2024
in nominal terms



	2024
Fluid Power:	- 4 %
Hydraulics:	- 4 %
Pneumatics:	- 4 %

Source: VDMA