

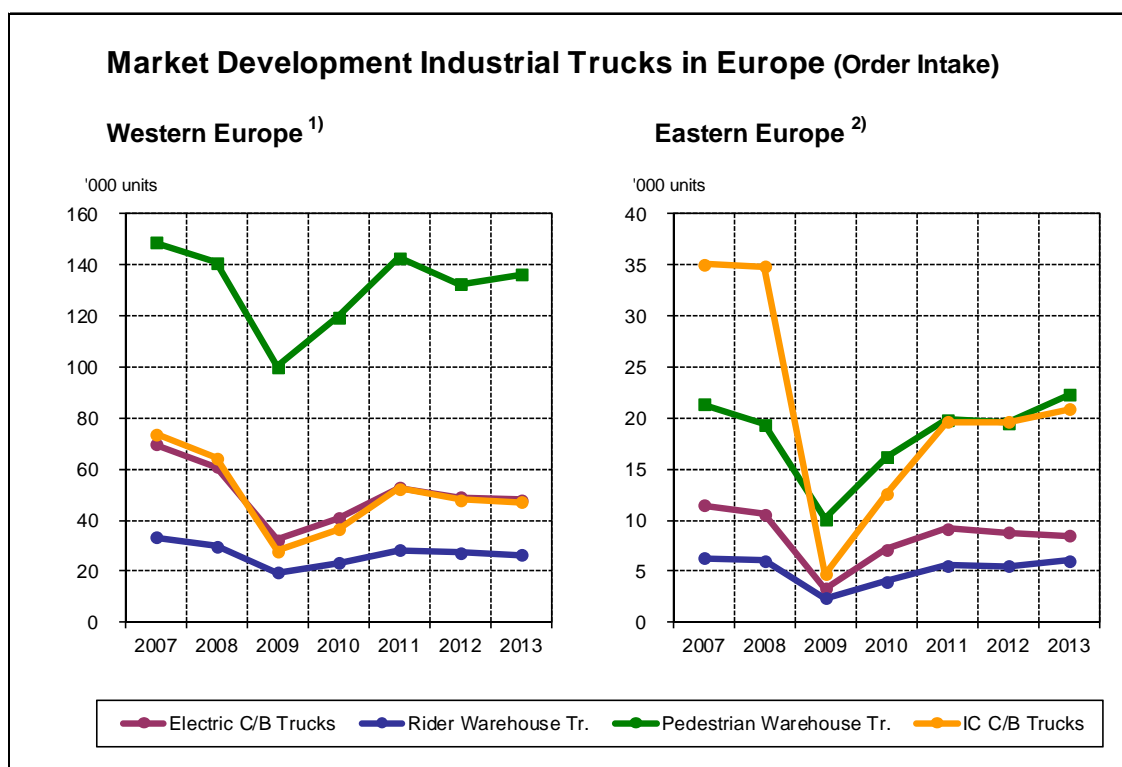


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Facts Industrial Truck Market



Despite different regional dynamics the European market stabilized in 2013 with moderate growth of 2%. Demand in Western Europe stagnated with gains of warehouse pedestrian trucks being offset by declines across all other product groups. The main reason of a flat development in Western Europe was largely due to a continued weakness of the German market. In Eastern Europe market volumes increased by 8% with growth visibly driven by regional markets apart from Russia. All product groups showed a similar positive trend and only electric trucks recorded a slight decline.

Distribution of Industrial trucks over customer industries:³⁾

Industry description	2008	2009	2010	2011	2012	2013
Transport and logistics	15%	16%	16%	15%	17%	19%
Trading with Food and Beverages	15%	18%	18%	13%	16%	16%
Other Trading/Retailing Industries	20%	19%	19%	18%	18%	17%
Services	11%	9%	7%	10%	8%	9%
Food Industry	7%	9%	8%	9%	8%	8%
Manufacture of basic metals and fabricated metal products	6%	4%	5%	6%	6%	5%
Chemical Industry	6%	6%	6%	7%	6%	6%
Mechanical and electrical industry	6%	5%	6%	5%	5%	5%
Car and other transport vehicles manufacturing industry	4%	3%	3%	5%	4%	4%
Other manufacturing industries	11%	11%	12%	12%	12%	10%

1) Western Europe since 2011 incl. TR/CY which account for around 12500 units
 2) Eastern Europe contains the following countries: AL, ARM, AZE, BY, BA, BG, HR, CZ, EST, GEO, H, KZ, KGZ, LV, LT, MK, MD, PL, RO, RUS, SK, SLO, TD, TMN, UA, UZ, MNE, SRB, **since 2011 w/o KZ, KGZ, TD, TMN, UZ.**
 3) Based on the national statistics per industry of France, Germany and Great Britain. Weighted by size of national market.