

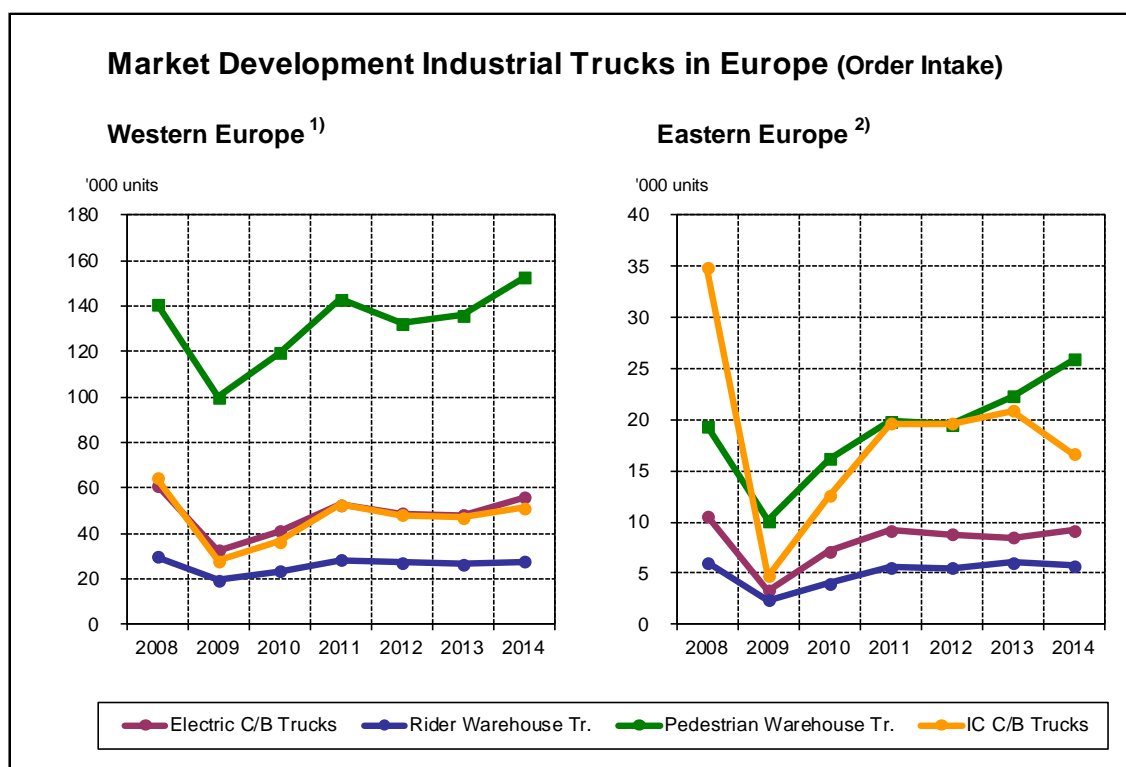


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Heiko Boekhoff
 Secretary

P.O. Box 71 08 64
 60498 Frankfurt/Main
 Germany
 Phone +49 69 6603 1505
 Fax +49 69 6603 2497
 E-mail: heiko.boekhoff@vdma.org

Facts Industrial Truck Market



The European industrial truck market had a successful year in 2014 achieving an increase of 9%. After stagnating in 2013 the western Europe market showed double digit growth, largely due to healthy demand in Germany, UK and a continued recovery in Spain and Italy. Overall demand in eastern Europe was flat. However a significant decline in Russia offset the good development in other regional markets such as Poland and Czech Republic. All across Europe warehouse pedestrian trucks and electric counterbalanced trucks were the key drivers of growth.

Distribution of Industrial trucks over customer industries:³⁾

Industry description	2008	2009	2010	2011	2012	2013	2014
Transport and logistics	15%	16%	16%	15%	17%	19%	18%
Trading with Food and Beverages	15%	18%	18%	13%	16%	16%	16%
Other Trading/Retailing Industries	20%	19%	19%	18%	18%	17%	18%
Services	11%	9%	7%	10%	8%	9%	9%
Food Industry	7%	9%	8%	9%	8%	8%	8%
Manufacture of basic metals and fabricated metal products	6%	4%	5%	6%	6%	5%	5%
Chemical Industry	6%	6%	6%	7%	6%	6%	5%
Mechanical and electrical industry	6%	5%	6%	5%	5%	5%	6%
Car and other transport vehicles manufacturing industry	4%	3%	3%	5%	4%	4%	4%
Other manufacturing industries	11%	11%	12%	12%	12%	10%	11%

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.