

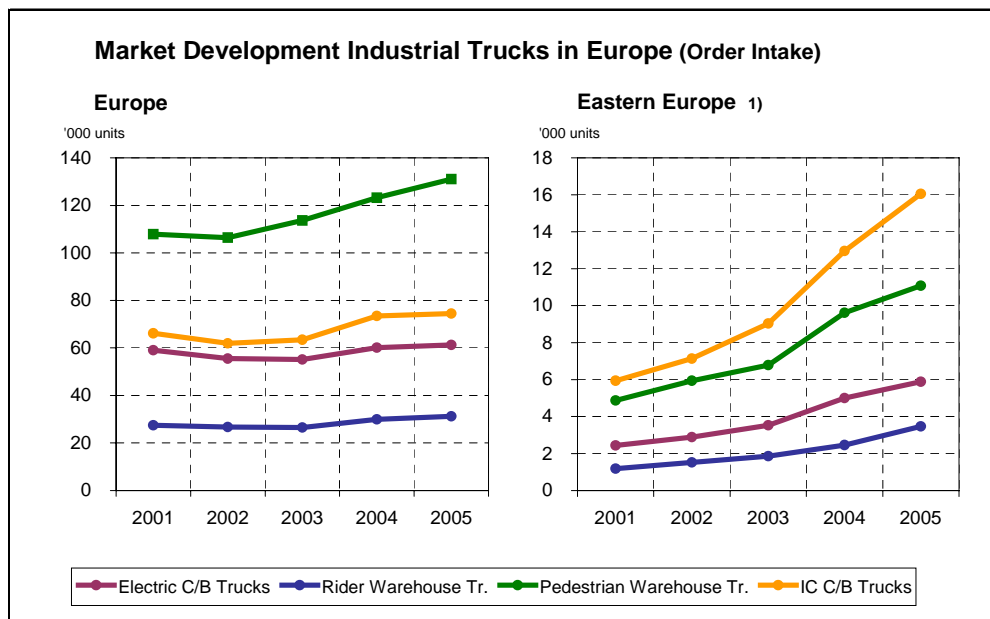


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Facts Industrial Truck Market



The **European Economy** started slowly last year in comparison to the rest of the world, but halfway through 2005 the European economy began to catch up and is now expected to grow further in 2006.

The European industrial truck market grew on average by 4%, a growth rate which is not equally representative for all product groups. Warehouse trucks showed rather strong growth, nearly 6%, whereas forklift trucks remained below the average with a growth rate of about 2%. Within the forklift truck market, slight differences can be found as the demand for forklift trucks with electric motor is higher.

For the current year, economic growth is expected to continue its expansion, with an average growth of about 4-5 % in the industrial truck market.

The strong economic expansion in the countries of **Eastern Europe** continued in 2005. The growth again exceeded the growth in the Western European countries by a substantial margin. This accordingly had a positive affect on the development of the industrial truck market.

With an increase of about 22%, Eastern Europe clearly grew more strongly than the Western part (+1,8%). This growth particularly concerned forklift trucks as well as warehouse trucks. Russia, Slovak Republic, Ukraine and the Baltic States were the countries with the strongest increase.

Prospects for the further economic development in this year for Eastern Europe are favourable. The recovery will remain on broad foundations. For 2006 an increase in demand of about 15% is predicted.

1) 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, YU.