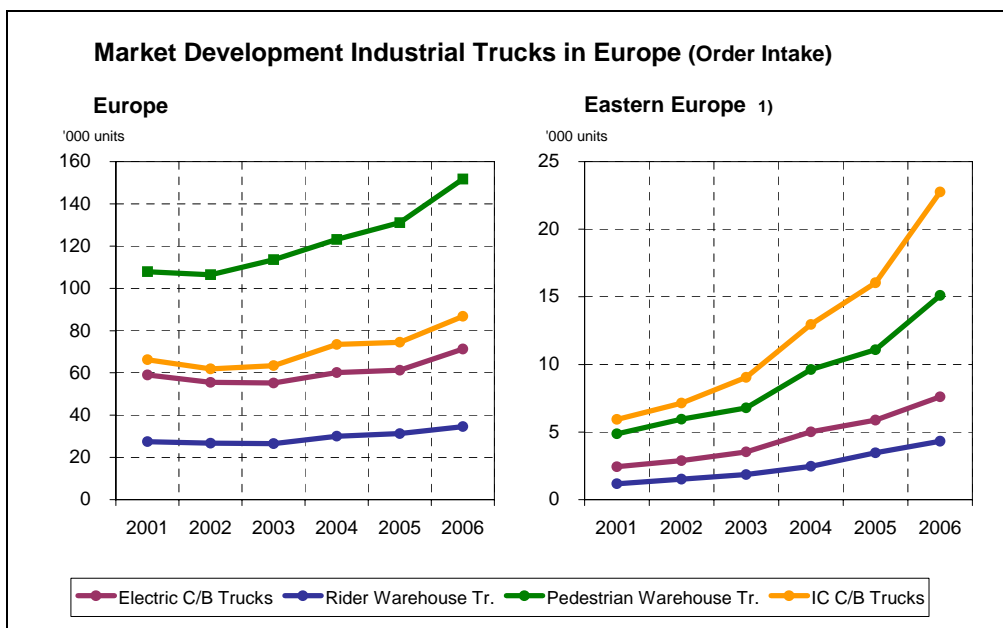




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Facts Industrial Truck Market



Last year the **European Economy** had lagged behind the worldwide economic upturn and the recovery was sluggish. Nevertheless the economic activity has gained momentum in course of 2006.

The European industrial truck market grew on average by 15% with a stronger increase in the second half of the year. The growth rate is representative for all product groups. The strongest increase in the demand was in Italy and Germany whereas in UK the demand was slightly decreasing.

For the current year, economic growth is expected to continue resulting in an average growth in the industrial market of about 10 – 12 % in Western Europe.

The strong economic growth in the countries of **Eastern Europe** continued in 2006. The growth again exceeded the growth in the Western European countries resulting in a more positive development of the industrial truck market.

With an increase of about 36%, Eastern Europe grew clearly stronger than the Western Part (+12,5%). This growth was particularly driven by forklift trucks but also by warehouse trucks. The strongest increase was observed in Russia, Poland, Ukraine and the Baltic States.

Prospects for the further economic development in this year are favourable for Eastern Europe. The recovery will remain on a broad basis. For 2007 an increase in demand exceeding 30% 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.