

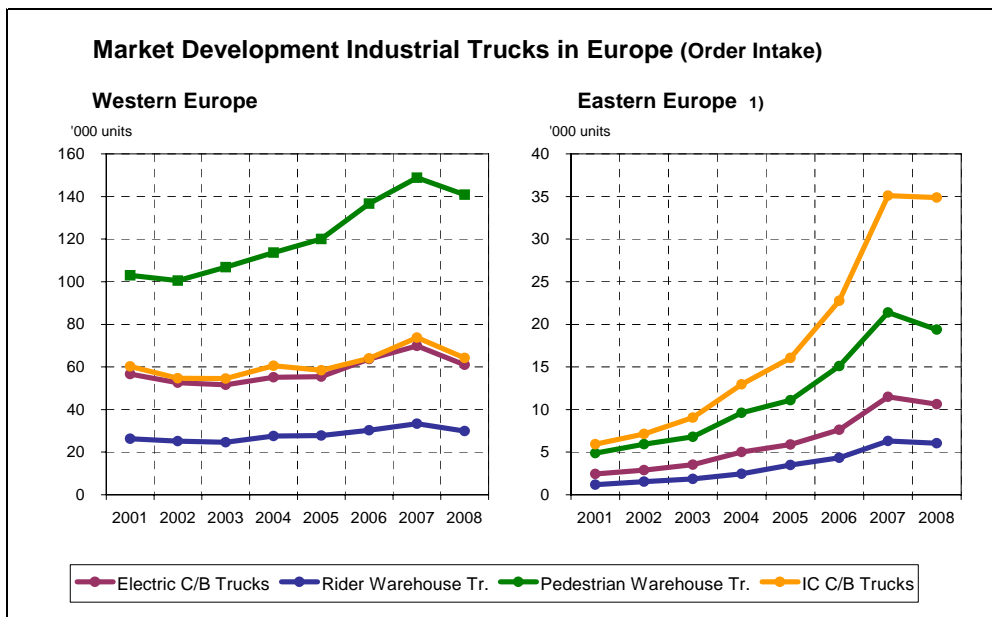


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Facts
Industrial Truck Market



In 2008, economic growth had already been influenced by the financial market crisis. After 4 months with positive growth rates, the industrial truck market faced a strong downturn. The market dropped in the second half of the year by nearly 20% which resulted in an average decrease of 9% in **Western Europe** for the whole year. Forklift trucks (-13%) were more affected by the decline than warehouse trucks (-6%). Within forklift trucks those with E- and IC-motor have equally developed. Considering the bigger national markets individually, the strongest decrease in demand was found in Spain, UK and Italy.

For the current year 2009 most countries have been hit by the worldwide recession. The market in Western Europe went down by nearly 50% in the first half of 2009.

The strong economic growth in the **Eastern Europe** countries initially continued in 2008. But the situation changed dramatically at the end of the summer. While the growth rate of the industrial truck market in the first half of 2008 showed a strong +19%, the second half resulted in -26% compared to the previous year. This decrease was particularly driven by warehouse trucks but also by forklift trucks. The strongest reduction has been observed in Russia, Ukraine and the Baltic States.

The Eastern European Industrial truck market seems to be even more affected by the current economic crisis than Western Europe. Against this background the industrial truck market at the end of June was about 80% below the corresponding period last year.

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, MNE, SRB.