

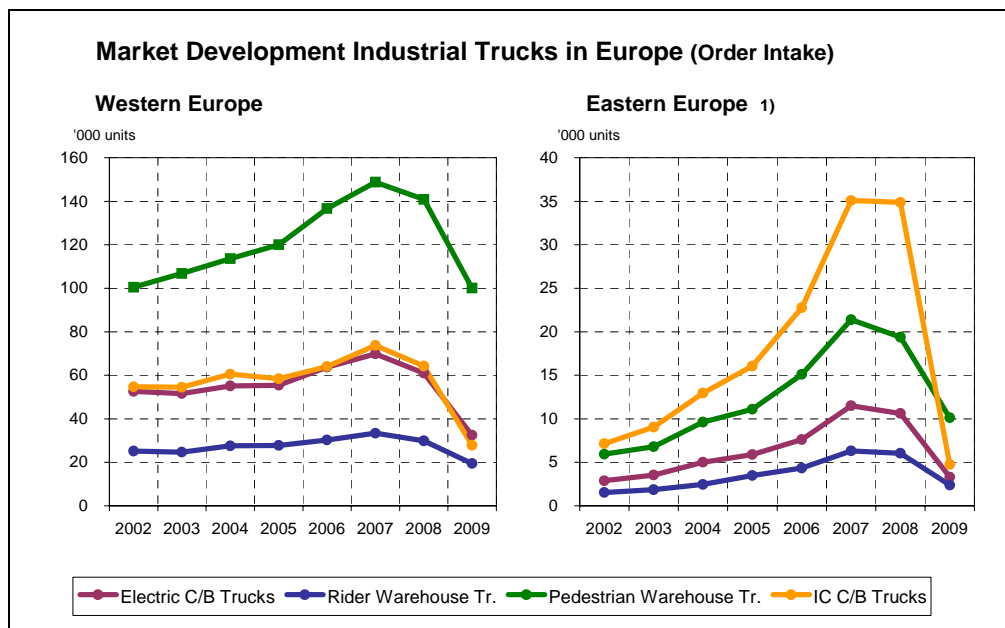


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Facts Industrial Truck Market



In 2009 the industrial truck market was strongly influenced by the financial market crisis. Almost all European countries have been hit by the worldwide recession. As a consequence the market in **Western Europe** dropped by nearly 40% compared to 2008. Forklift trucks (-52%) were more affected by the decline than warehouse trucks (-30%). 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, Germany and Italy.

For the current year 2010 in most countries are slight signs of recovery apparent. In the first 4 months the market in Western Europe went up, compared to the low volume of 2009, by more than 13%.

The strong economic growth in the **Eastern Europe** countries changed dramatically at the end of the summer 2008. The market strongly dropped during the whole year 2009. The decline was even higher than in Western Europe and amounted to over 70%. This decrease was particularly driven by forklift trucks (- 82%), but also by warehouse trucks (-51%). The strongest reduction has been observed in Russia, Ukraine and the Baltic States.

In 2010 a significant market recovery has been seen so far. The market volume increased by about 74% in the first 4 months of this 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.