



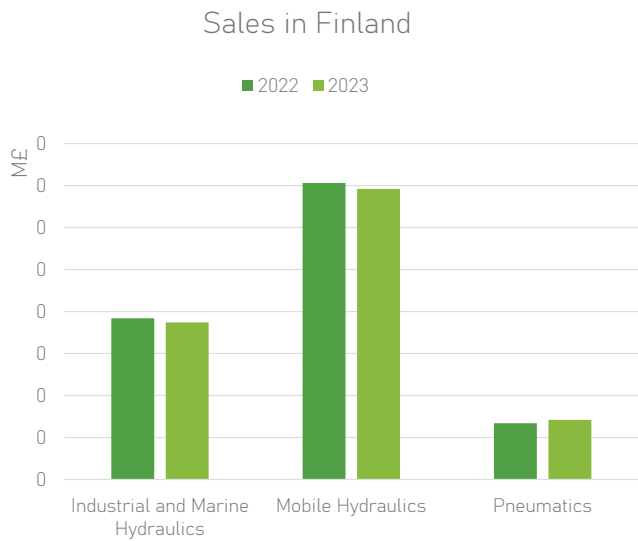
SALES 2023
TRENDS 2024/04

Sales in Finland 2023 vs 2022

- 2023 total sales ca. 650M€ (2022, 632M€)
- 2023 figures reported by 34 companies (2022, 36)
- Market coverage estimation 75%
- Total +2,85%

Main increase in reported distribution

Industrial and Marine Hydr.	-2,5%
Mobile Hydraulics	-2%
Pneumatics	+6%



FFPA Monthly sales report

- 16 companies
- Coverage ca. 75% of market

2024-Q1 vs 2023-Q1:

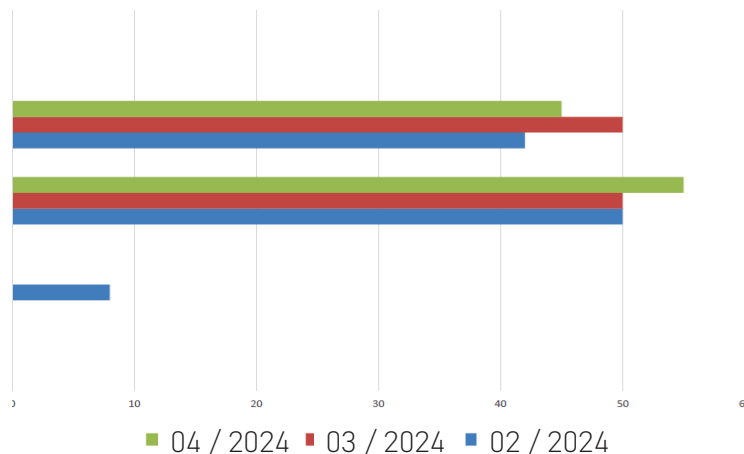
Pneumatics:	Sales ±0 %	Order intake -1%
Hydraulics:	Sales -12%	Order intake -15%
• Mobile:	Sales -14%	Order intake -17%
• Industrial & marine:	Sales -7%	Order intake -11%

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Sales Trend – 3 month forecast Industrial / Marine – hydraulics

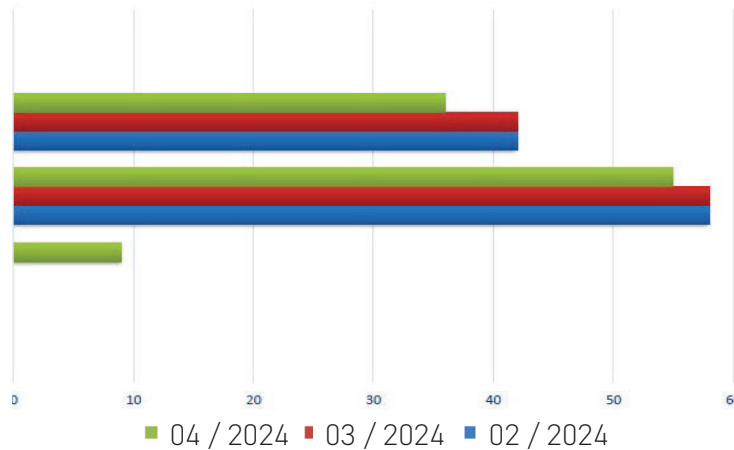
- Decreases significantly
- Decreases
- Stable
- Increases
- Increases significantly



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Sales Trend – 3-month forecast Mobile – hydraulics

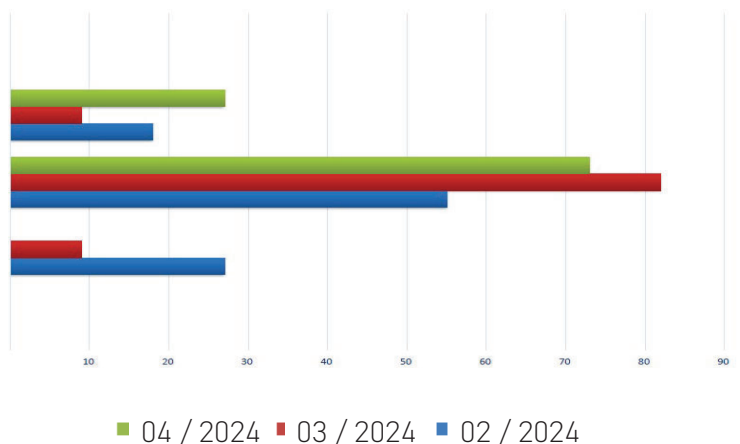
- Decreases significantly
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Sales Trend – 3-month forecast Pneumatics

- Decreases significantly
- Decreases
- Stable
- Increases
- Increases significantly



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