

The **Voice** of the **European Construction Equipment Industry**



CECE Business Barometer
Results of the Survey November 2011

CECE Business Barometer Summary for November 2011

Climate and Sales in Europe Past Month:

- A decline of the general climate: the climate index still continues to drop in November
- Current situation is more or less positive

Incoming Orders past month:

- Slight drop in incoming orders but still positive
- Low growth rates, especially in European markets

Expectations for the next 6 months:

- The deterioration continues even if the opinion seems to be stable compared to October
- Expectations grow in all product categories except road equipment
- Whatever the market (except Italian, Portuguese and Spanish markets) sales will grow for the next 6 months

Workforce:

- Stabilization of regular workers (neither an increase nor a decrease for the next six months)
- A decrease in plans to hire temporary workers

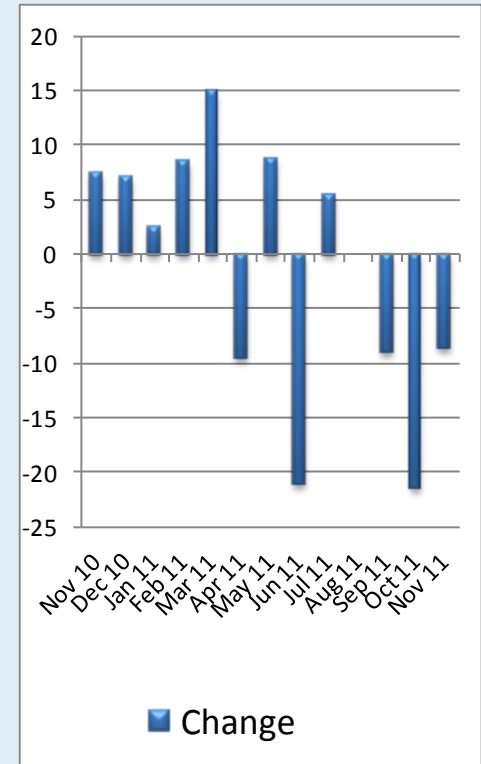
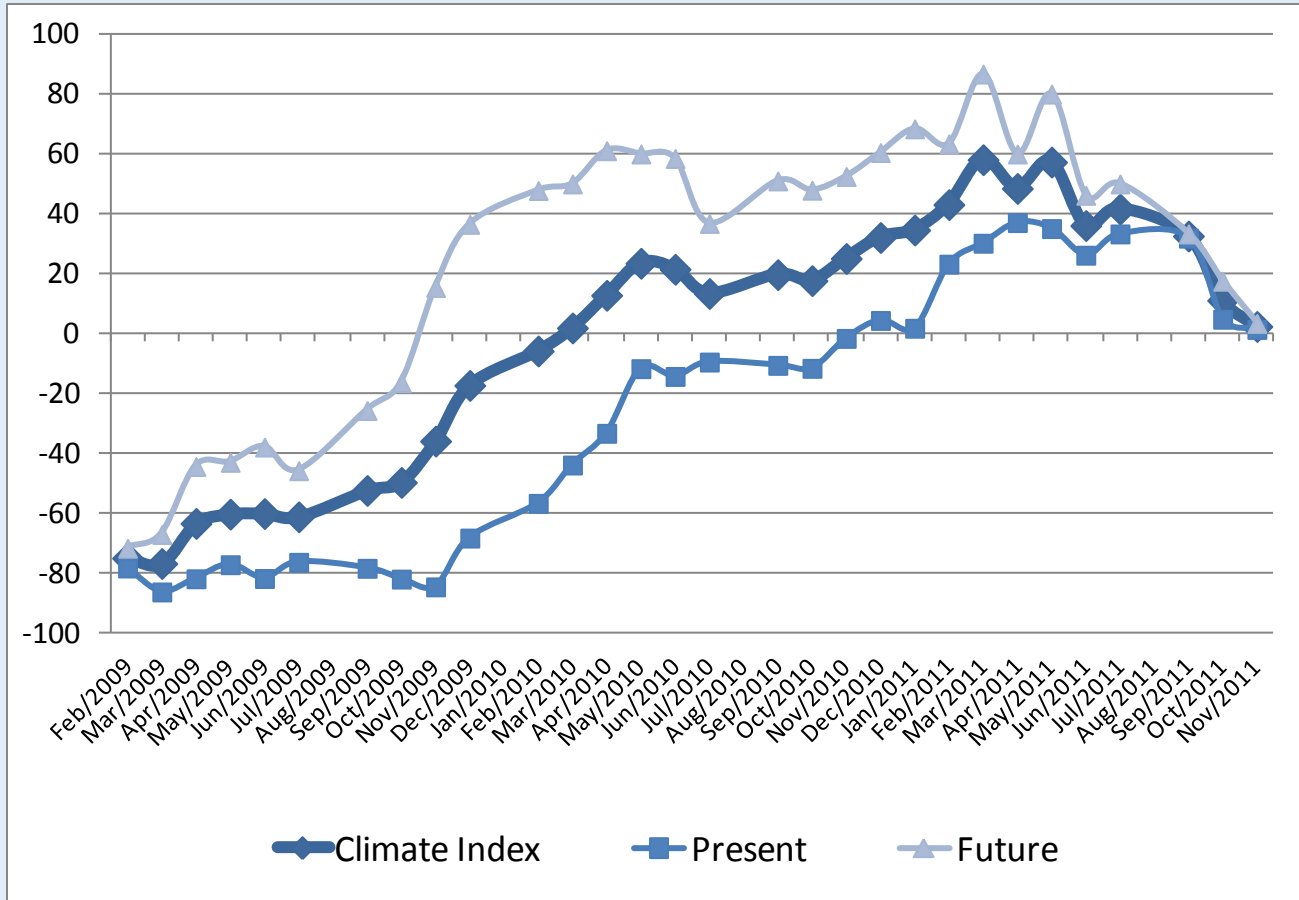
Stock of machines 2011:

- Stocks of finished machines are at a normal level

Order volume:

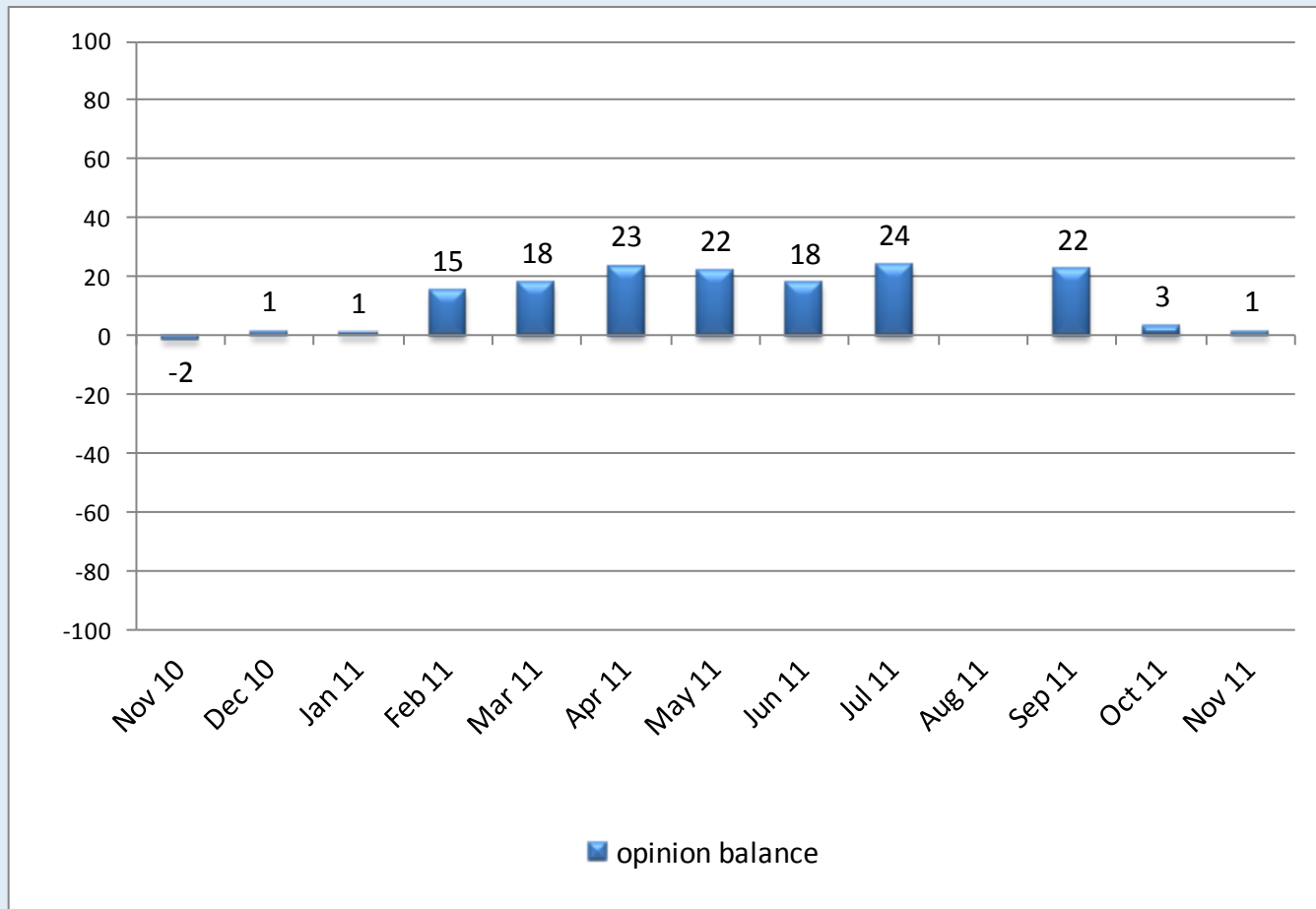
- On average, the order volume corresponds to 2,6 months compared to 2,8 months last February and 2,5 months in October 2010

Business Climate Index



Index = sum of 1) evaluation of the current business situation and 2) turnover expectation

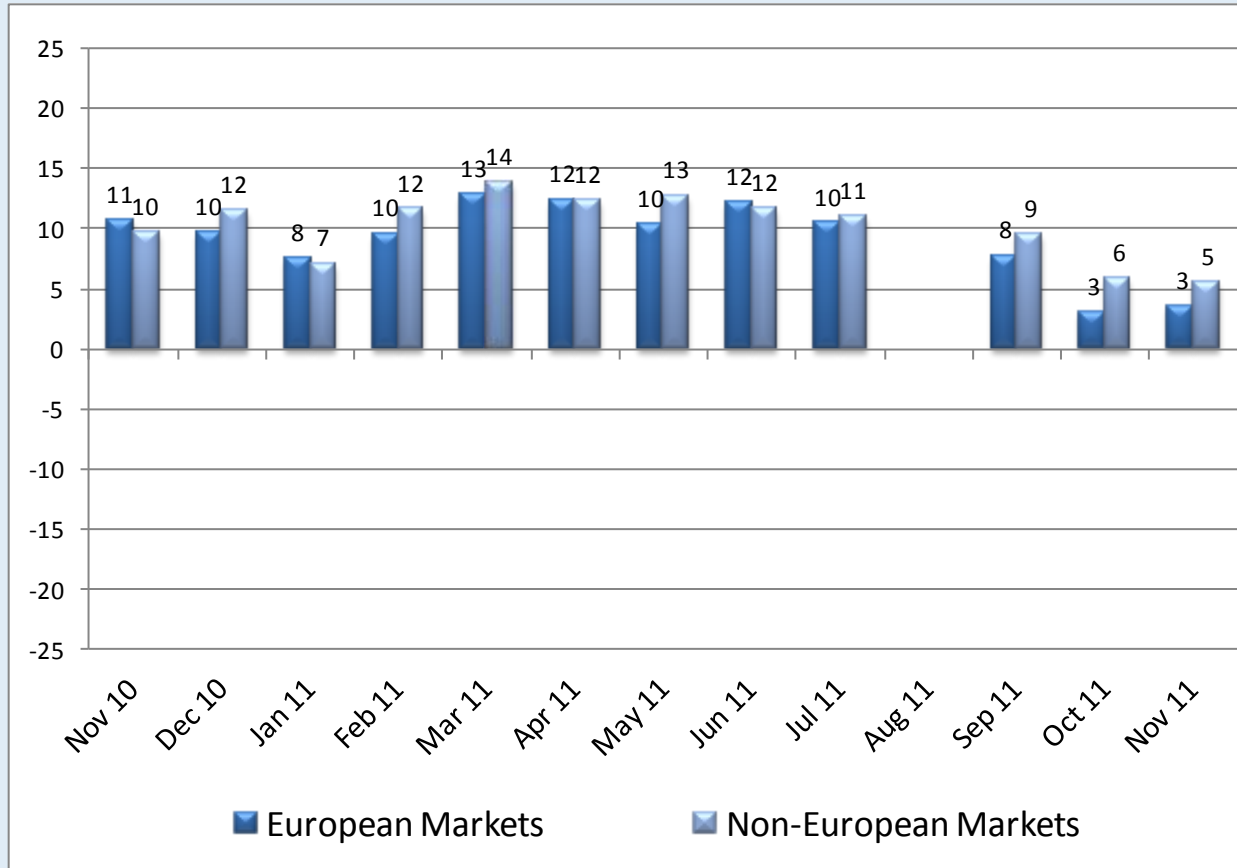
We consider our current business to be ...



The situation stabilized in November compared to October - only 36% regard the situation as good or very good while 34% do not have a positive opinion.

Incoming Orders in the past month

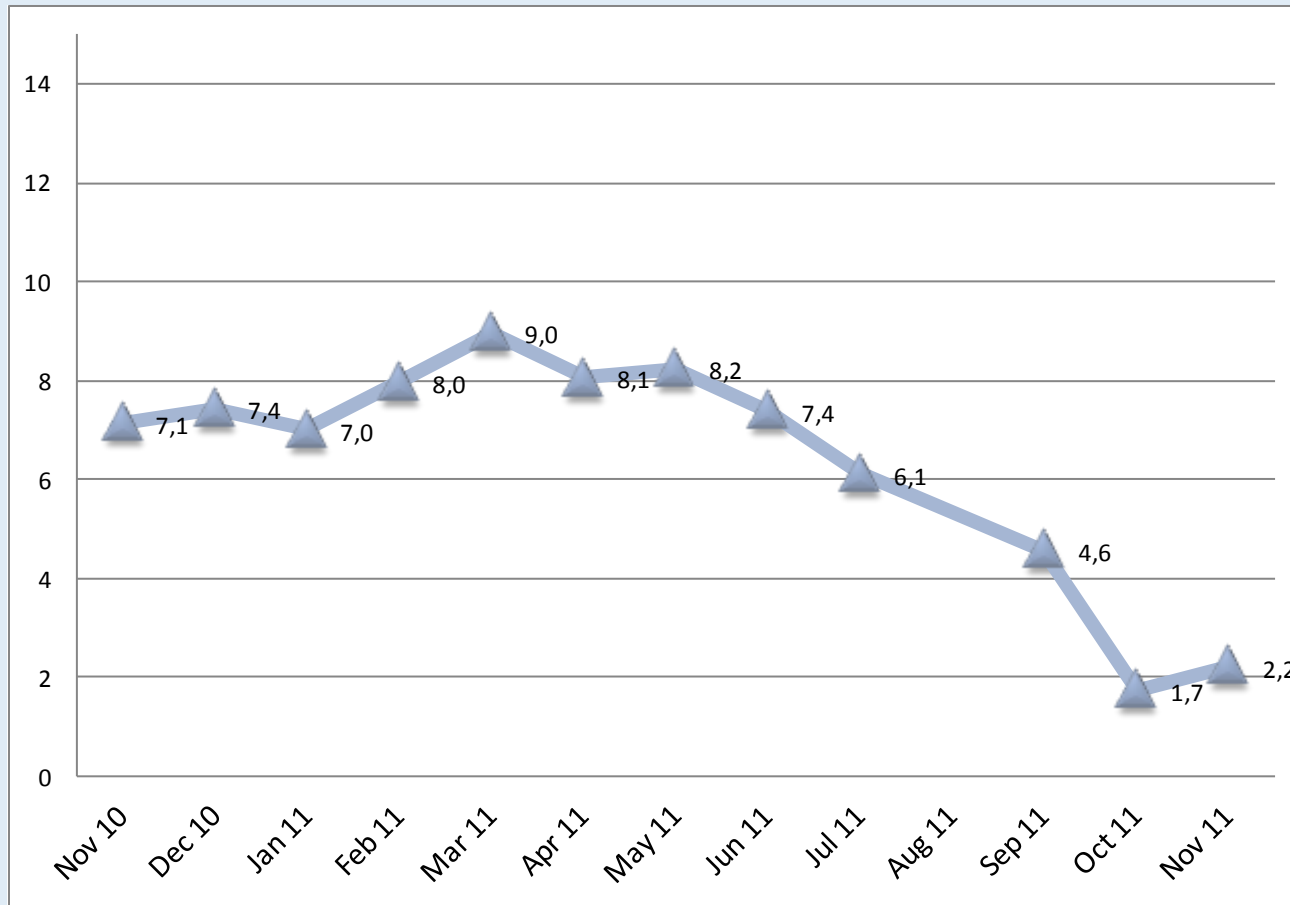
Compared to the same period a year ago



Incoming orders continue to grow but at a slow pace (especially concerning incoming orders of Europe)

Opinion balance

Total sales expectations for the next 6 months:



Opinion balance

No real changes. According to 41% of participants, sales are still expected to grow (44% last month). Sales should decrease according to 23% of the participants (vs 19% in October)

Country ranking – according to the expected turnover on the single European markets

| | Country | Index | Variation* | |
|----|--------------------------------|---------|------------|---------|
| | | 11/2011 | 10/2011 | 11/2011 |
| 1 | Russia and other CIS countries | 71 | -9 | +3 |
| 2 | Turkey | 68 | +1 | +3 |
| 3 | Latin-America | 68 | +0 | -3 |
| 4 | Scandinavia (DK, N, S) + FIN | 64 | -4 | -2 |
| 5 | North-America | 60 | -4 | -4 |
| 6 | India | 59 | -2 | -13 |
| 7 | Benelux | 59 | -1 | -2 |
| 8 | 12 new EU member states | 58 | -5 | +3 |
| 9 | Middle-East | 58 | -4 | -0 |
| 10 | Germany | 57 | -10 | -4 |
| 11 | China | 52 | +5 | -17 |
| 12 | France | 51 | -6 | -12 |
| 13 | UK & Ireland | 51 | -2 | -2 |
| 14 | Spain & Portugal | 40 | -10 | +2 |
| 15 | Italy | 34 | -2 | -1 |

Explanatory note:



prevailing expectations for an INCREASING turnover in the next six months on this market

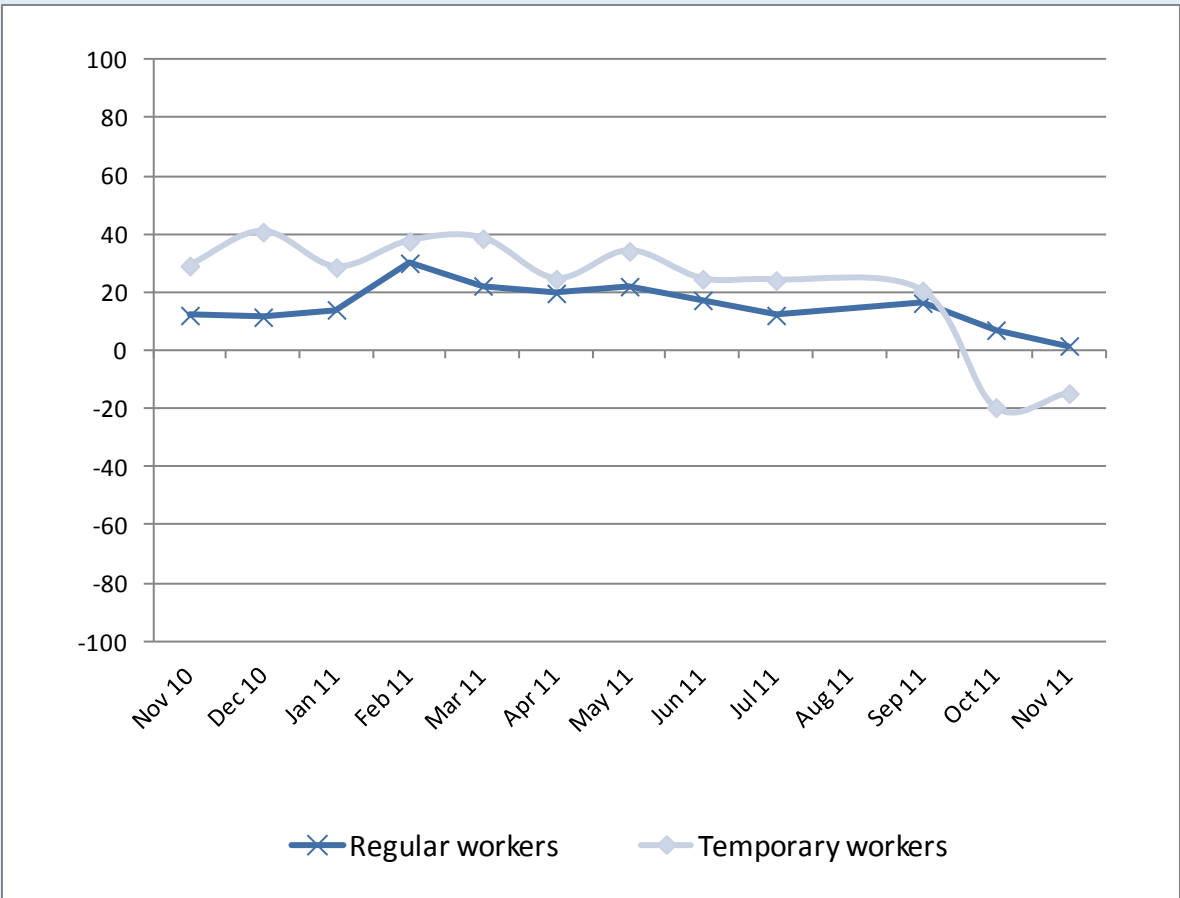


prevailing expectations for a DECREASING turnover in the next six months on this market

* Variation in index points compared to previous month

Workforce:

Plans for the next six months:

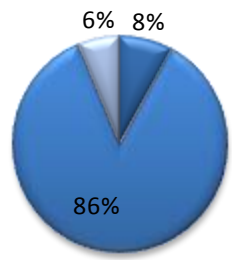


Opinion balance

November 2011

Regular workers

■ increase ■ remain the same ■ reduce



Temporary workers

■ increase ■ remain the same ■ reduce

