

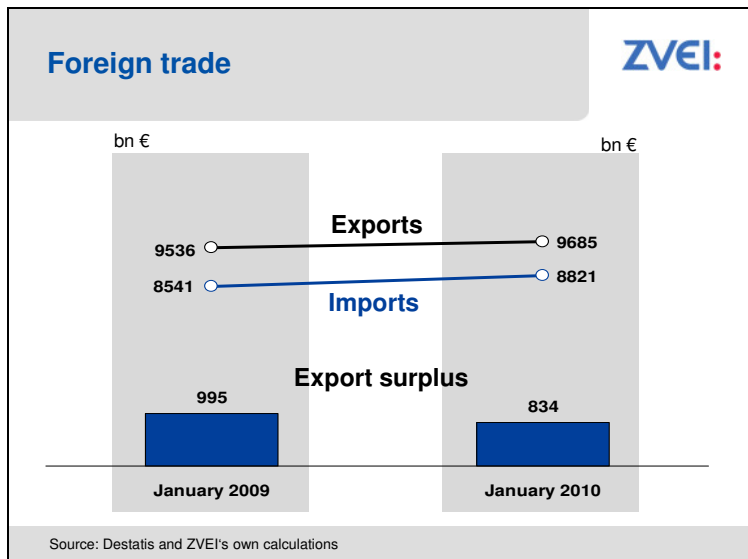
ZVEI Foreign Trade Report

Exports and imports

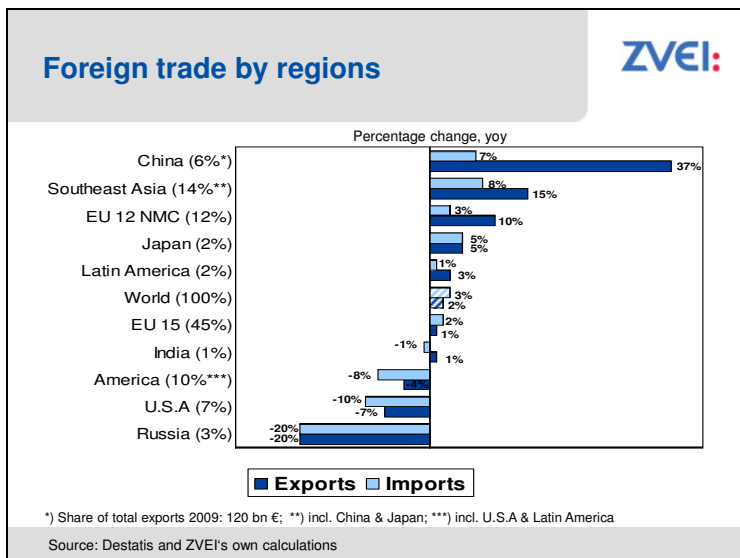
Exports of the German Electrical and Electronic Industry increased by nearly two percent in January 2010 (year over year). Therewith they reached a volume of 9.7 billion euro. Overall, the recovery of the sector's export business carries forward, even though in comparison to last December it changed into a smaller gear.

German imports rose by three percent in January (again year-on-year rate) onto a level of almost nine billion euro.

Export expectations of the E&E Industry's firms have given in a little in March. On balance 16 percent of companies expect their exports to pick-up within the next three months to come.



Development of exports and imports by regions



While the E&E Industry's exports to total Europe increased only slightly by half a percent in January, the strongest impulses came from Southeast Asia. For instance, exports to South Korea stepped up by 18 percent, exports to China by 37 percent and exports to Taiwan by 47 percent (yoy), respectively. Brazil absorbed 39 percent more products and systems than in pre-year's January.

Regarding German imports of electrical and electronic products and systems the biggest stimulation of trade likewise came from Southeast Asia. Of here imports rose by eight percent in January (yoy). Whereas imports from Europe rose by almost one and a half percent, imports from America fell by eight percent.

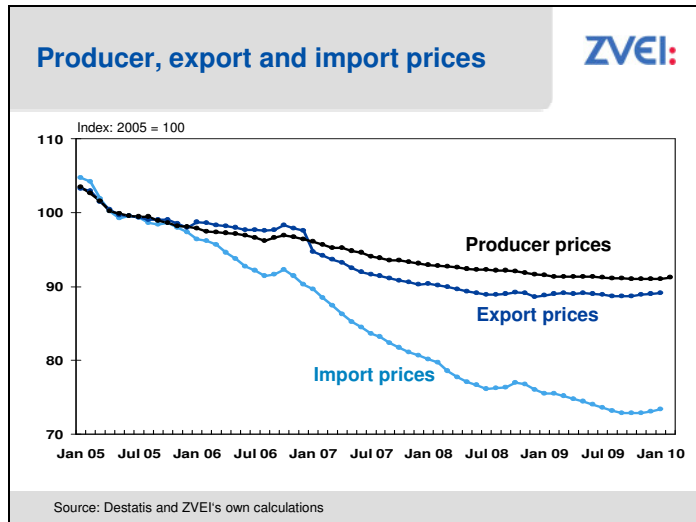
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Foreign trade prices

The huge differences in the development of producer prices, import prices and export prices within the E&E Industry came to a slowdown lastly – last but not least due to the drifting euro.

Producer prices were 0.2 percent below their pre-year level in February. Import prices declined by 2.8 percent, whereas export prices rose by 0.4 percent.

Most notably within the sub-sector of Electrical Components and Systems the severe fall in prices has at last reserved. While producer prices, import prices and export prices sagged by six, seven and eight percent in 2009, respectively, at the beginning of 2010 they were up four, three and 13 percent (yoy), respectively.



Key Figures of Foreign Trade

	Unit	2009	2010 January	2010 Jan - Jan		Unit	2009	2010 January	2010 Jan - Jan
Exports total	bn €	120.0	9.7	9.7	Imports total	bn €	105.6	8.8	8.8
yoy		-16.4%	1.6%	1.6%	yoy		-13.0%	3.3%	3.3%
Top ten receiving countries					Export prices				
France	bn €	9.4	0.8	0.8	yoy		-0.5%	0.4%	0.4%
yoy		-8%	11%	11%	Import prices				
U.S.A.	bn €	8.5	0.6	0.6	yoy		-4.4%	-2.8%	-2.8%
yoy		-20%	-7%	-7%	"Electro Euro"				
United Kingdom	bn €	7.3	0.6	0.6				Feb 2010 / Jan 10	Feb 2010 / Feb 2009
yoy		-12%	4%	4%				-2.1%	-3.0%
China	bn €	6.9	0.6	0.6				-7.7%	1.9%
yoy		0%	37%	37%	€ compared to export basket*				
Italy	bn €	6.7	0.6	0.6	change				
yoy		-15%	-5%	-5%	€ compared to production basket**				
Netherlands	bn €	6.1	0.5	0.5	change				
yoy		-3%	-4%	-4%	*) Export basket (€ performance vis-à-vis weighted basket of currencies of 10 most important receiving countries out of € area: U.S.A., United Kingdom, China, Poland, Switzerland, Russia, Czech Republik, Sweden, Hungary, Turkey)				
Austria	bn €	5.8	0.5	0.5	**) Production basket (€ performance vis-à-vis weighted basket of currencies of 10 most important E&E production countries out of € area: China, U.S.A., Japan, South Korea, United Kingdom, Taiwan, Singapore, Brasilia, Malaysia, Mexico)				
yoy		-9%	-5%	-5%					
Spain	bn €	5.0	0.4	0.4					
yoy		-35%	0%	0%					
Switzerland	bn €	4.5	0.4	0.4					
yoy		-13%	-9%	-9%					
Poland	bn €	4.1	0.3	0.3					
yoy		-29%	-3%	-3%					