

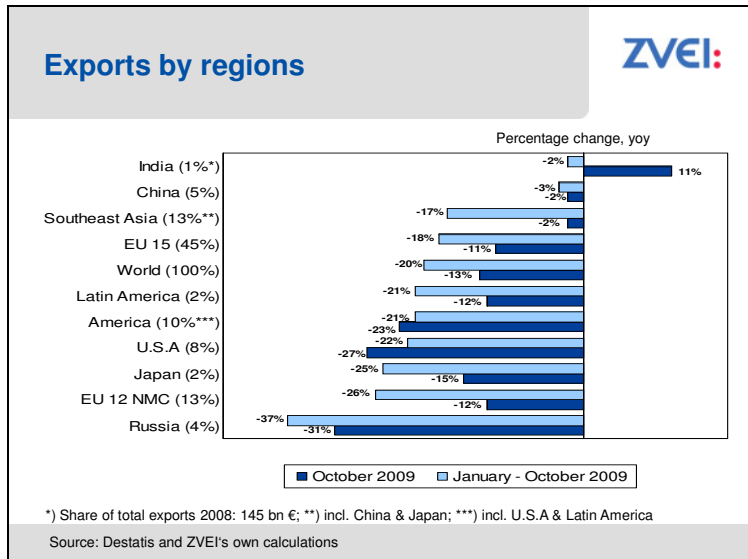
ZVEI Foreign Trade Report

Exports: Development by regions

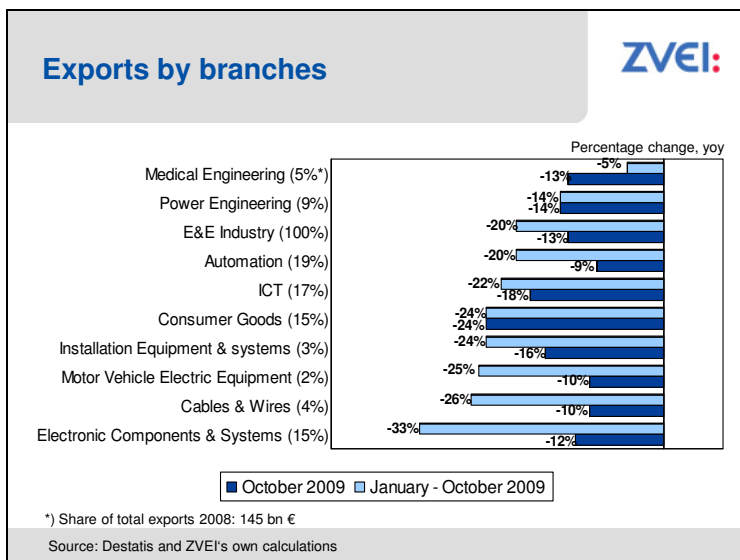
Exports of the German Electrical and Electronic Industry failed their 2008 level by 13 percent in October. Nevertheless, the downward development of foreign trade owing to the crisis is lessening. Over the entire period from January until October exports fell by 20 percent (year over year). While the decline of exports to China and India was comparatively minor (minus three and minus two percent, respectively), losses in all other countries and regions exhibited double-digit rates.

Export expectations have further recovered in December. On balance 14 percent of the E&E Industry's firms await a pick-up of their export business over the next three months to come.

German imports of E&E products decreased by ten percent in October and 15 percent from January till October, respectively (again year-on-year rates).



Exports: Development by sub-branches



Still virtually all sub-branches of the E&E Industry suffer from a declining export volume.

Exports of investment goods fell by ten percent in October (yoy). Between January and October they declined by 16 percent (again yoy).

Concerning intermediate goods (i.e. electronic components and systems) exports receded by twelve percent in October and 33 percent from January till October, respectively.

Exports of consumer goods failed their 2008 level by 24 percent both in October and between January and October.

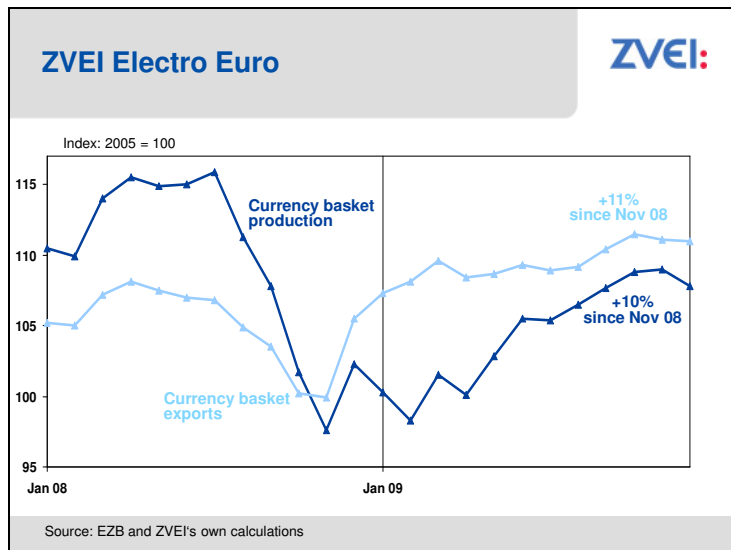
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Electro Euro: Euro rate in terms of currencies of most important export and production countries

Although the euro has lost a bit of its strength towards the end of the year 2009 – especially compared to the greenback –, at last still 1.43 US dollar had to be paid for the European currency.

Due to the coupling of a clutch of Asian currencies to the dollar the euro has appreciated eleven percent vis-à-vis a basket comprising the currencies of the ten most important export countries as well as ten percent vis-à-vis a basket covering the ten prime production countries.

Accordingly, between January and October import prices sagged by four percent (year over year), while producer and export prices merely fell by one percent, respectively.



Key Figures of Foreign Trade

	Unit	2008	2009 October	2009 Jan - Oct		Unit	2008	2009 October	2009 Jan - Oct
Exports total	bn €	144.7	11.3	98.0	Imports total	bn €	121.5	10.2	85.5
yoy		-2.2%	-12.6%	-19.8%	yoy		-2.3%	-9.7%	-15.4%
Top ten receiving countries					Export prices				
U.S.A.	bn €	10.6	0.7	7.1	yoy		-3.1%	-0.5%	-0.6%
yoy		-5%	-27%	-22%	Import prices				
France	bn €	10.1	1.0	7.5	yoy		-7.2%	-5.4%	-4.3%
yoy		-7%	-5%	-12%	"Electro Euro"				
United Kingdom	bn €	8.6	0.7	5.8	€ compared to export basket*			5.2%	11.1%
yoy		-8%	-12%	-17%	€ compared to production basket**			5.4%	10.3%
Spain	bn €	8.3	0.5	3.9	*) 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, Hungary, Malaysia, Japan)				
yoy		-2%	-15%	-41%	**) 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)				
Italy	bn €	8.2	0.7	5.4					
yoy		-4%	-5%	-17%					
Austria	bn €	7.1	0.5	4.8					
yoy		-2%	-11%	-10%					
China	bn €	7.0	0.6	5.6					
yoy		16%	-2%	-3%					
Netherlands	bn €	6.6	0.5	5.0					
yoy		1%	-9%	-4%					
Poland	bn €	6.2	0.4	3.4					
yoy		3%	-28%	-30%					
Switzerland	bn €	5.3	0.4	3.7					
yoy		1%	-12%	-16%					