

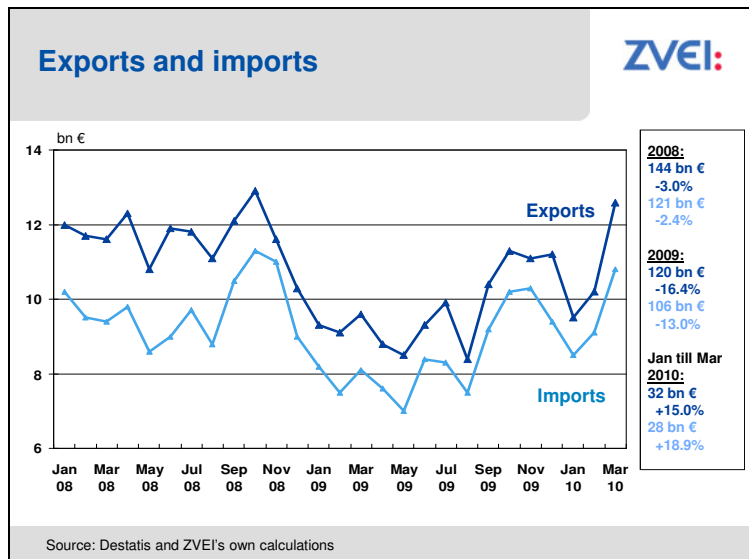
## ZVEI Foreign Trade Report

### Exports and imports

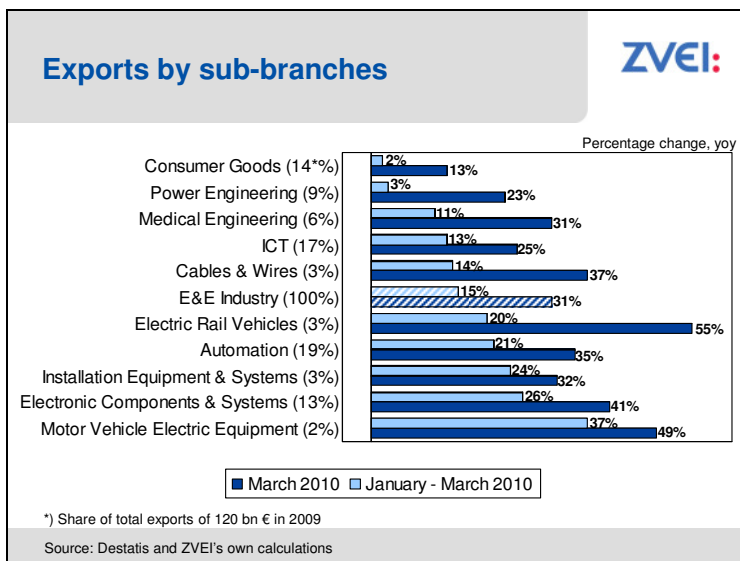
Exports of the German Electrical and Electronic Industry exceeded their previous year level by 31 percent in March 2010. Hence, the sector's exports by now rose for the fourth time in a row on an annual basis. The absolute export volume of 12.6 billion euro attained in March was the second highest monthly value, which has been achieved since the end of 2007. The highest level was obtained in October 2008.

Within the first quarter of 2010 the E&E Industry's exports rose by 15 percent (year over year) onto a level amounting to 32.3 billion euro. Thereby the biggest stimuli came from Southeast Asia (plus 42 percent) as well as Latin America (plus 29 percent).

Imports of electrical and electronic products and systems grew by 32 percent in March (again year-on-year rate) – also from a still low level. Between January and March imports mounted up to 28.4 billion euro. This is going along to a plus of 19 percent (yoy).



### Development of exports by sub-branches



Virtually all sub-branches of the E&E Industry got ahead of their pre-year export level in both March and January until March, respectively. Moreover, throughout growth rates in March were higher than those in January and February.

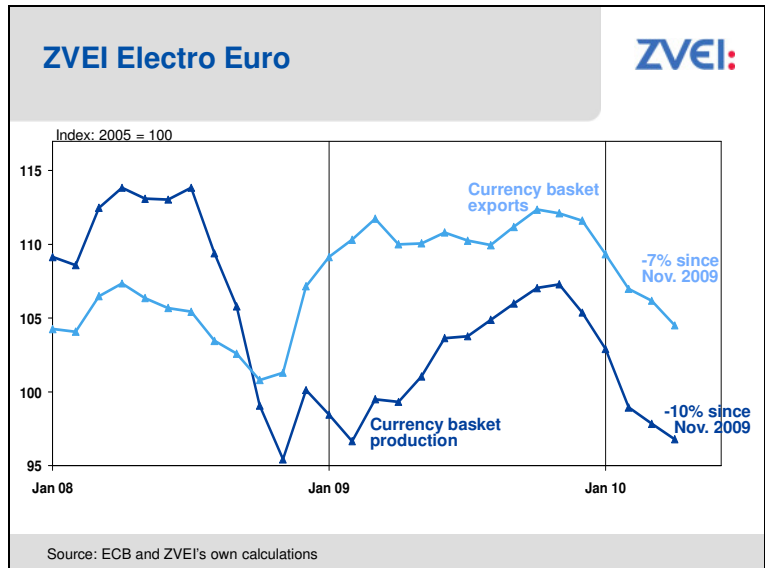
Nevertheless, the development of exports within the diverse sub-branches of the sector still displays a very broad range. With a plus of 55 percent (year over year) Electric Rail Vehicles picked up fastest in March. During the course of the first quarter the Motor Vehicle Electric Equipment sub-branch revealed the highest growth rate (plus 37 percent).

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### "Electro Euro"

The euro has significantly lost in value against the currencies of major E&E trading partners during the last weeks and months. At last merely 1.21 US dollar had to be paid for one unit of the European currency – a four-year low. Therefore, the depreciation of the euro has pandered to the recovery of exports.

Since November 2009 the euro has lost seven percent in value as measured by the basket comprising the currencies of the ten most important export countries from the German E&E Industry's point of view. Against the basket covering the currencies of the ten prime E&E production countries all over the world the euro's depreciation even adds up to ten percent. However, with it the pressure on import prices has further abated during the course of the first months in 2010.



### Key Figures of Foreign Trade

	Unit	2009	2010 March	2010 Jan - Mar		Unit	2009	2010 March	2010 Jan - Mar
<b>Exports total</b>	bn €	120.0	12.6	32.3	<b>Imports total</b>	bn €	105.6	10.8	28.4
yoy		-16.4%	31.1%	15.0%	yoy		-13.0%	31.9%	18.9%
<b>Top ten receiving countries</b>					<b>Export prices</b>				
France	bn €	9.4	1.0	2.7	yoy		-0.5%	0.3%	0.3%
yoy		-8%	37%	23%	<b>Import prices</b>				
U.S.A.	bn €	8.5	0.9	2.3	yoy		-4.4%	-2.1%	-2.5%
yoy		-20%	24%	5%	<b>"Electro Euro"</b>				
United Kingdom	bn €	7.3	0.7	1.8	<b>€ compared to export basket*</b>				
yoy		-12%	19%	6%	Apr 2010 / Mar 2010				
China	bn €	6.9	0.9	2.2	Apr 2010 / Apr 2009				
yoy		0%	67%	55%	-1.6%				
Italy	bn €	6.7	0.7	1.8	-6.5%				
yoy		-15%	23%	11%	<b>€ compared to production basket**</b>				
Netherlands	bn €	6.1	0.8	1.9	-1.0%				
yoy		-3%	43%	20%	-2.7%				
Austria	bn €	5.8	0.5	1.5	*) <b>Export basket</b> (€ performance vis-à-vis weighted basket of currencies of 10				
yoy		-9%	13%	3%	most important receiving countries out of € area:				
Spain	bn €	5.0	0.5	1.3	U.S.A., United Kingdom, China, Poland, Switzerland, Russia, Czech Republik,				
yoy		-35%	28%	12%	Sweden, Hungary, Turkey)				
Switzerland	bn €	4.5	0.5	2.2	**) <b>Production basket</b> (€ performance vis-à-vis weighted basket of currencies of				
yoy		-13%	19%	2%	10 most important E&E production countries out of € area:				
Poland	bn €	4.1	0.4	1.1	China, U.S.A., Japan, South Korea, Taiwan, Russia, Singapore, Malaysia,				
yoy		-29%	9%	2%	United Kingdom, Brazil)				