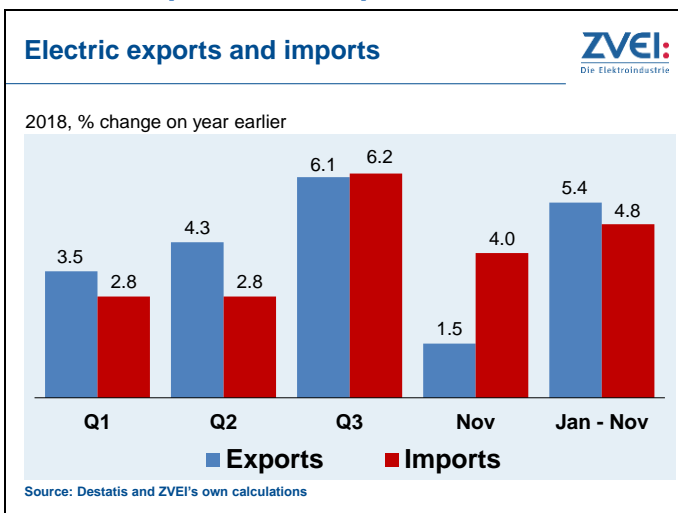


ZVEI Foreign Trade Report

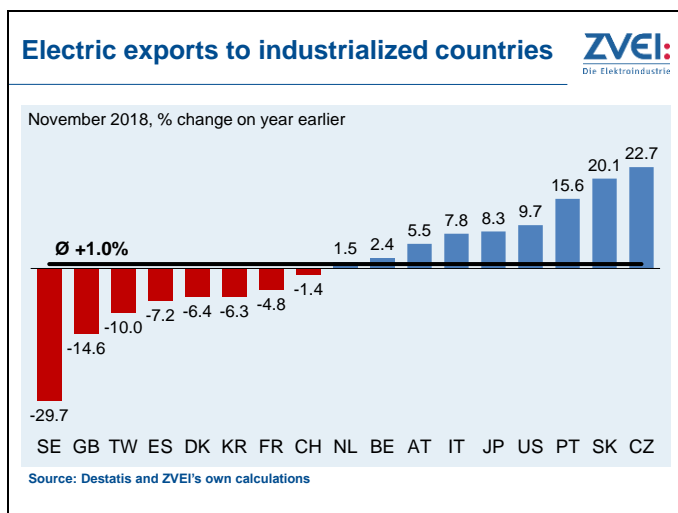
Electric exports and imports



Exports of the German electric industry came to €18.8bn in November 2018. With it, they were 1.5% up over their corresponding pre-year level. In the full period of the first eleven months of last year the sector's deliveries abroad increased by 5.4% (year over year) to €195.4bn.

Domestic imports of electrical and electronic products picked up in November, too. With a volume of €17.5bn they exceeded their pre-year level by 4.0%. Accumulated from January through November the imports amounted to €175.8bn, leaving them 4.8% higher than a year earlier.

Electric exports to industrialized countries



Growth of the German electric exports to the industrialized countries slid to 1.0% (again year-on-year rate) in November 2018. They came to €12.2bn. Accumulated from January through November they rose by 4.7% to €126.5bn.

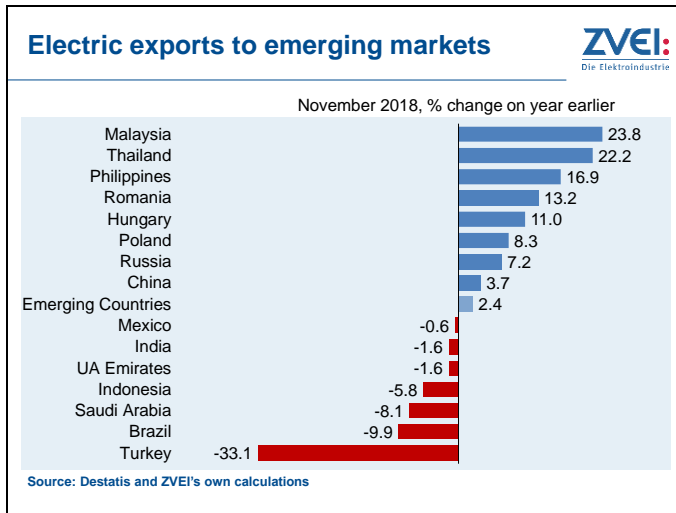
Deliveries to the USA soared by 9.7% in November, thereby reaching an amount of €1.6bn. At the same time, exports to the Czech Republic (+22.7% to €969m), to Slovakia (+20.1% to €237m) and to Portugal (+15.6% to €176m) likewise exhibited high year-on-year growth rates.

However, there were declines, too. For example, deliveries to France (-4.8% to €1.2bn), Great Britain (-14.6% to €910m), Spain (-7.2% to €618m), Sweden (-29.7% to €402m) and Denmark (-6.4% to €237m) were all on the decline in November.

The sector's exports to the euro zone grew by 1.4% (yoy) to €6.0bn in November. In the first eleven months of 2018 they climbed by 6.5% to €63.0bn.

ZVEI Foreign Trade Report

Electric exports to emerging countries



The German electric industry's exports to the emerging markets were 2.4% up on their pre-year level in November 2018. They reached €6.6bn. From January through November of the last year they picked up by 6.7% to €68.9bn.

The deliveries to China increased by 3.7% (yoy) to €1.9bn in November. Exports to Poland were on the rise, too (+8.3% to €996m). Moreover, the deliveries to the Southeast Asian countries of Malaysia (+23.8% to €185m), Thailand (+22.2% to €104m) and the Philippines (+16.9% to 56.7m) all grew by double-digit rates.

In contrast, November's exports to Turkey declined starkly – namely by 33.1% (yoy) to €208m. Both the deliveries to India (-1.6% to €205m) and Brazil (-9.9% to €102m) sagged as well.

Key figures of foreign trade

	Unit	2017	2018	2018		Unit	2017	2018	2018
			Nov	Jan - Nov				Nov	Jan - Nov
Exports total	billion €	201.8	18.8	195.4	Imports total	billion €	183.1	17.5	175.8
yoy		10.8%	1.5%	5.4%	yoy		10.7%	4.0%	4.8%
Top ten receiving countries (2017)					Export prices				
1) China	billion €	19.1	1.9	19.4				Nov	Jan - Nov
yoy		17.8%	3.7%	11.4%	yoy		-0.1%	0.2%	0.0%
2) USA	billion €	17.0	1.6	16.4	Import prices				
yoy		5.8%	9.7%	3.8%	yoy		-1.5%	-0.7%	-1.4%
3) France	billion €	13.4	1.2	11.8	Largest supplying countries (2017)				
yoy		11.8%	-4.8%	2.9%		Unit	2017	2018	2018
4) United Kingdom	billion €	11.3	0.9	9.5	1) China	billion €	49.5	5.1	45.5
yoy		9.7%	-14.6%	-1.5%	yoy		12.5%	0.1%	4.2%
5) Netherlands	billion €	10.6	1.0	9.9	2) USA	billion €	11.2	1.0	10.6
yoy		14.7%	1.5%	9.3%	yoy		8.6%	19.4%	7.5%
6) Poland	billion €	9.5	1.0	9.1	3) Czech Republic	billion €	10.1	1.1	9.6
yoy		12.0%	8.3%	8.9%	yoy		14.0%	11.7%	7.6%
7) Czech Republic	billion €	9.2	1.0	9.1	4) Poland	billion €	7.8	0.8	7.5
yoy		21.2%	22.7%	11.8%	yoy		10.7%	10.1%	10.9%
8) Italy	billion €	9.1	0.9	8.8	5) Hungary	billion €	7.6	0.7	7.4
yoy		5.2%	7.8%	10.9%	yoy		12.1%	0.0%	9.2%
9) Austria	billion €	8.9	0.9	8.1	6) Japan	billion €	7.6	0.7	7.2
yoy		7.2%	5.5%	4.4%	yoy		8.6%	7.7%	3.7%
10) Spain	billion €	6.7	0.6	6.1					
yoy		13.7%	-7.2%	3.3%					