

## SAMOTER-VERONAFIERE OUTLOOK

### FOREIGN TRADE MONITOR

#### Italian imports by product and origin geographical area (in €)

#### MONTHLY REPORT - MARCH 2017

| <b>CONSTRUCTION MACHINERY</b>               | <b>JAN-DEC 2015</b> | <b>JAN-DEC 2016</b> | <b>Var. %</b> |
|---|---------------------|---------------------|---------------|
| <b>EARTH-MOVING MACHINERY AND EQUIPMENT</b> |                     |                     |               |
| Western Europe                              | 349.260.260         | 430.614.717         | 23,3%         |
| Central-Eastern Europe and Turkey           | 21.955.973          | 30.385.898          | 38,4%         |
| Russia                                      | 14.350              | 220.978             | 1.439,9%      |
| Others, Europe                              | 350.000             | 39.166              | -88,8%        |
| Middle East                                 | 1.027.387           | 1.783.219           | 73,6%         |
| China                                       | 2.382.442           | 2.849.586           | 19,6%         |
| India                                       | 92.160              | 270.366             | 193,4%        |
| Others, Asia                                | 62.454.822          | 69.833.439          | 11,8%         |
| North America                               | 33.770.678          | 47.834.981          | 41,6%         |
| Central and South America                   | 374.052             | 841.880             | 125,1%        |
| North Africa                                | 647.738             | 319.737             | -50,6%        |
| Others, Africa                              | 270.139             | 547.124             | 102,5%        |
| Oceania and other territories               | 203.115             | 374.981             | 84,6%         |
| <b>Total</b>                                | <b>472.803.116</b>  | <b>585.916.072</b>  | <b>23,9%</b>  |
| <b>ROAD BUILDING MACHINERY</b>              |                     |                     |               |
| Western Europe                              | 16.167.747          | 16.111.348          | -0,3%         |
| Central-Eastern Europe and Turkey           | 4.193.293           | 4.378.868           | 4,4%          |
| Russia                                      | 0                   | 0                   | -             |
| Others, Europe                              | 0                   | 0                   | -             |
| Middle East                                 | 71.743              | 0                   | -100,0%       |
| China                                       | 119.872             | 1.021.737           | 752,4%        |
| India                                       | 0                   | 0                   | -             |
| Others, Asia                                | 0                   | 1.224               | -             |
| North America                               | 1.346.004           | 1.444.630           | 7,3%          |
| Central and South America                   | 87.700              | 272.043             | 210,2%        |
| North Africa                                | 0                   | 0                   | -             |
| Others, Africa                              | 1.125               | 90.450              | 7.940,0%      |
| Oceania and other territories               | 27.359              | 41.486              | 51,6%         |
| <b>Total</b>                                | <b>22.014.843</b>   | <b>23.361.786</b>   | <b>6,1%</b>   |

| <b>CONCRETE MACHINERY</b>              |                   |                    |              |
|--|-------------------|--------------------|--------------|
| Western Europe                         | 4.615.591         | 5.520.312          | 19,6%        |
| Central-Eastern Europe and Turkey      | 1.671.589         | 527.460            | -68,4%       |
| Russia                                 | 19.200            | 27.160             | 41,5%        |
| Others, Europe                         | 235.000           | 0                  | -100,0%      |
| Middle East                            | 419.258           | 38.176             | -90,9%       |
| China                                  | 1.119.881         | 1.239.850          | 10,7%        |
| India                                  | 0                 | 0                  | -            |
| Others, Asia                           | 249.164           | 118.104            | -52,6%       |
| North America                          | 35.724            | 304.849            | 753,3%       |
| Central and South America              | 0                 | 0                  | -            |
| North Africa                           | 392.525           | 569.721            | 45,1%        |
| Others, Africa                         | 0                 | 0                  | -            |
| Oceania and other territories          | 0                 | 0                  | -            |
| <b>Total</b>                           | <b>8.757.932</b>  | <b>8.345.632</b>   | <b>-4,7%</b> |
| <b>TOWER CRANES</b>                    |                   |                    |              |
| Western Europe                         | 16.547.539        | 22.413.285         | 35,4%        |
| Central-Eastern Europe and Turkey      | 1.475.949         | 57.697             | -96,1%       |
| Russia                                 | 0                 | 0                  | -            |
| Others, Europe                         | 118.500           | 0                  | -100,0%      |
| Middle East                            | 0                 | 2.473              | -            |
| China                                  | 117.280           | 458.889            | 291,3%       |
| India                                  | 0                 | 50.834             | -            |
| Others, Asia                           | 0                 | 0                  | -            |
| North America                          | 0                 | 11.638             | -            |
| Central and South America              | 0                 | 0                  | -            |
| North Africa                           | 0                 | 0                  | -            |
| Others, Africa                         | 0                 | 0                  | -            |
| Oceania and other territories          | 0                 | 39.716             | -            |
| <b>Total</b>                           | <b>18.259.268</b> | <b>23.034.532</b>  | <b>26,2%</b> |
| <b>AGGREGATE PREPARATION MACHINERY</b> |                   |                    |              |
| Western Europe                         | 83.235.969        | 102.542.556        | 23,2%        |
| Central-Eastern Europe and Turkey      | 2.665.884         | 6.349.053          | 138,2%       |
| Russia                                 | 51.986            | 30.730             | -40,9%       |
| Others, Europe                         | 3.495             | 570                | -83,7%       |
| Middle East                            | 224.494           | 375.446            | 67,2%        |
| China                                  | 1.881.510         | 5.395.958          | 186,8%       |
| India                                  | 1.408.511         | 1.248.456          | -11,4%       |
| Others, Asia                           | 654.911           | 302.577            | -53,8%       |
| North America                          | 3.845.517         | 4.350.147          | 13,1%        |
| Central and South America              | 134.807           | 55.262             | -59,0%       |
| North Africa                           | 488.845           | 93.273             | -80,9%       |
| Others, Africa                         | 17.027            | 151.598            | 790,3%       |
| Oceania and other territories          | 14.117            | 60.825             | 330,9%       |
| <b>Total</b>                           | <b>94.627.073</b> | <b>120.956.451</b> | <b>27,8%</b> |

| <b>DRILLING &amp; TUNNELING MACHINERY</b> |                    |                    |              |
|---|--------------------|--------------------|--------------|
| Western Europe                            | 31.073.969         | 65.648.669         | 111,3%       |
| Central-Eastern Europe and Turkey         | 4.278.657          | 2.651.234          | -38,0%       |
| Russia                                    | 13.500             | 269.340            | 1.895,1%     |
| Others, Europe                            | 128.000            | 0                  | -100,0%      |
| Middle East                               | 155.918            | 1.207.804          | 674,6%       |
| China                                     | 115.683            | 150.883            | 30,4%        |
| India                                     | 356.149            | 0                  | -100,0%      |
| Others, Asia                              | 1.239.907          | 248.615            | -79,9%       |
| North America                             | 3.988.864          | 4.226.286          | 6,0%         |
| Central and South America                 | 552.192            | 443.005            | -19,8%       |
| North Africa                              | 22.250             | 701.883            | 3.054,5%     |
| Others, Africa                            | 288.830            | 86.923             | -69,9%       |
| Oceania and other territories             | 87.071             | 102.900            | 18,2%        |
| <b>Total</b>                              | <b>42.300.990</b>  | <b>75.737.542</b>  | <b>79,0%</b> |
| <b>TOTAL COSTRUCTION MACHINERY</b>        |                    |                    |              |
| Western Europe                            | 500.901.075        | 642.850.887        | 28,3%        |
| Central-Eastern Europe and Turkey         | 36.241.345         | 44.350.210         | 22,4%        |
| Russia                                    | 99.036             | 548.208            | 453,5%       |
| Others, Europe                            | 834.995            | 39.736             | -95,2%       |
| Middle East                               | 1.898.800          | 3.407.118          | 79,4%        |
| China                                     | 5.736.668          | 11.116.903         | 93,8%        |
| India                                     | 1.856.820          | 1.569.656          | -15,5%       |
| Others, Asia                              | 64.598.804         | 70.503.959         | 9,1%         |
| North America                             | 42.986.787         | 58.172.531         | 35,3%        |
| Central and South America                 | 1.148.751          | 1.612.190          | 40,3%        |
| North Africa                              | 1.551.358          | 1.684.614          | 8,6%         |
| Others, Africa                            | 577.121            | 876.095            | 51,8%        |
| Oceania and other territories             | 331.662            | 619.908            | 86,9%        |
| <b>TOTAL COSTRUCTION MACHINERY</b>        | <b>658.763.222</b> | <b>837.352.015</b> | <b>27,1%</b> |