

Press Release
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HAWE Hydraulik: Stable Performance in 2012 and 2013

**Good first-half revenue,
New orders taper off in second half,
Workers on shortened schedules at some units,
Construction on schedule at new plant in Kaufbeuren**

With revenue of EUR 186 million in the first half of 2012, the HAWE Group outperformed the same period of 2011 by more than 10%. At the same time, its workforce has grown to more than 2,100 employees. Although new orders in the first quarter of the year were still strong, there has been some tapering off since May. Figures for China and Southern Europe in particular have been on the decrease, but at the same time, the USA, Japan and Scandinavia have been generating momentum for growth. Business in Germany has remained steady. For 2012 as a whole, HAWE Hydraulik expects a revenue increase in the lower single-digit percentage range.

Because of lower production levels in the second half, some production units will put workers on shortened schedules starting in October.

In 2013, HAWE Hydraulik expects growth to pick up momentum again. It is planning on above-average growth in North America, and the outlook for the Japanese machine construction market remains solidly positive. The government debt crisis poses a risk to growth expectations, as does the question of how well the Chinese economy will in fact be able to return to its accustomed growth track. From today's vantage point, HAWE Hydraulik believes developments on both fronts will be manageable.

Given these expectations, HAWE Hydraulik is holding firm to its major investments as planned, particularly in building a new production facility in Kaufbeuren, Germany, where it will be adding more than 400 new jobs at buildings with some 50,000 square meters of floor space.

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