



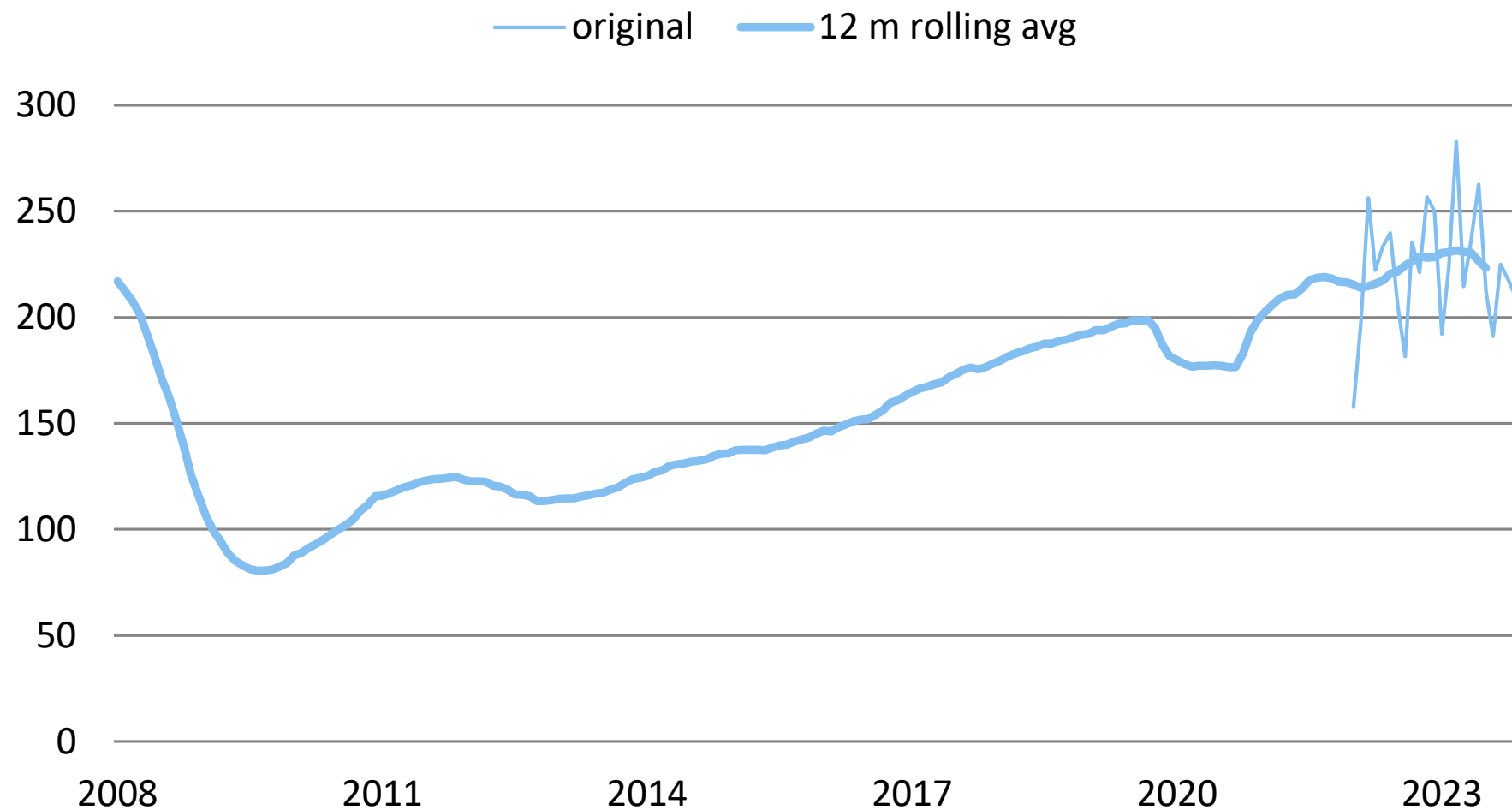
**Sebastian Popp**  
CECE Economic  
Affairs Manager

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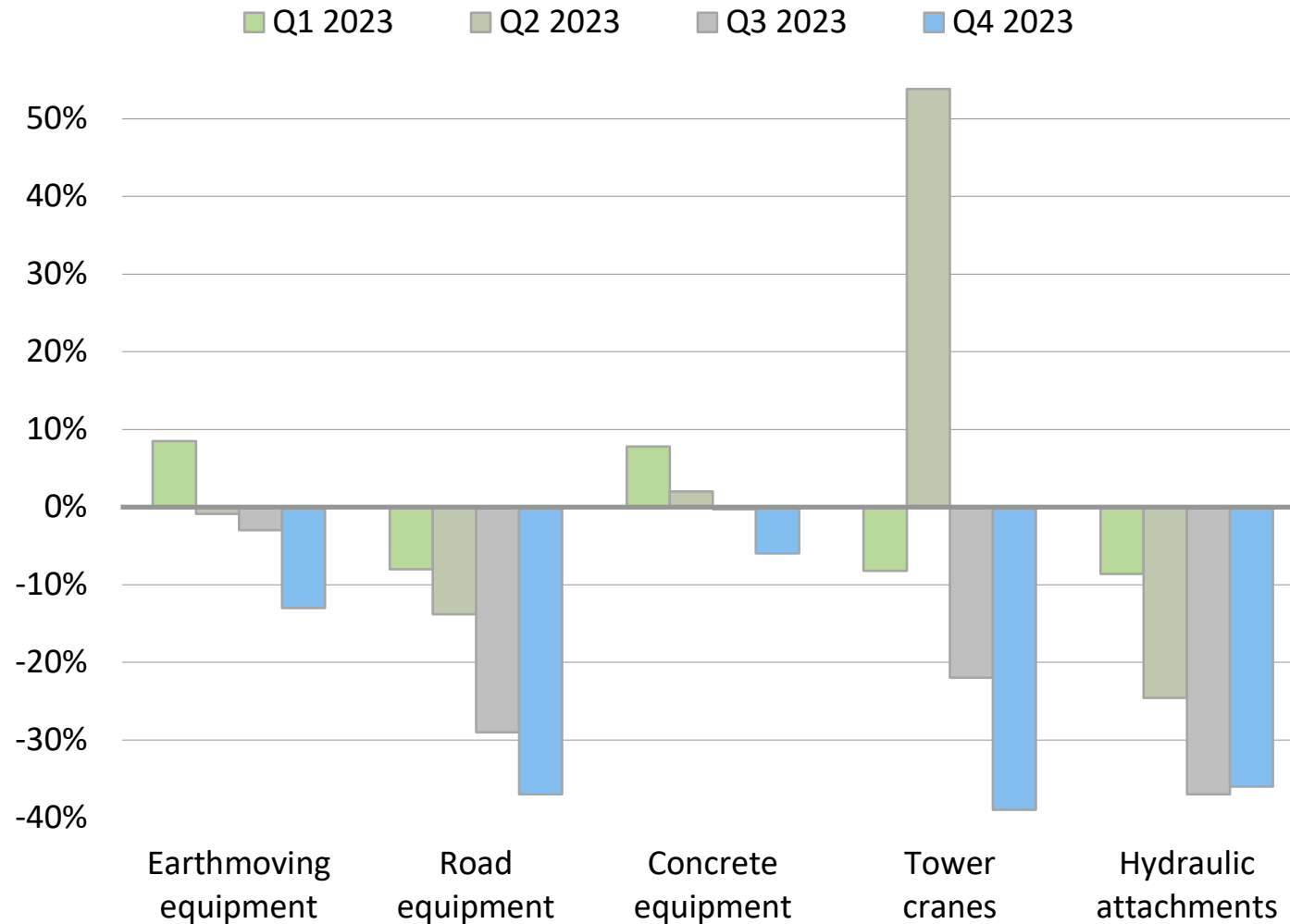
**2023 in numbers**  
A year of transition

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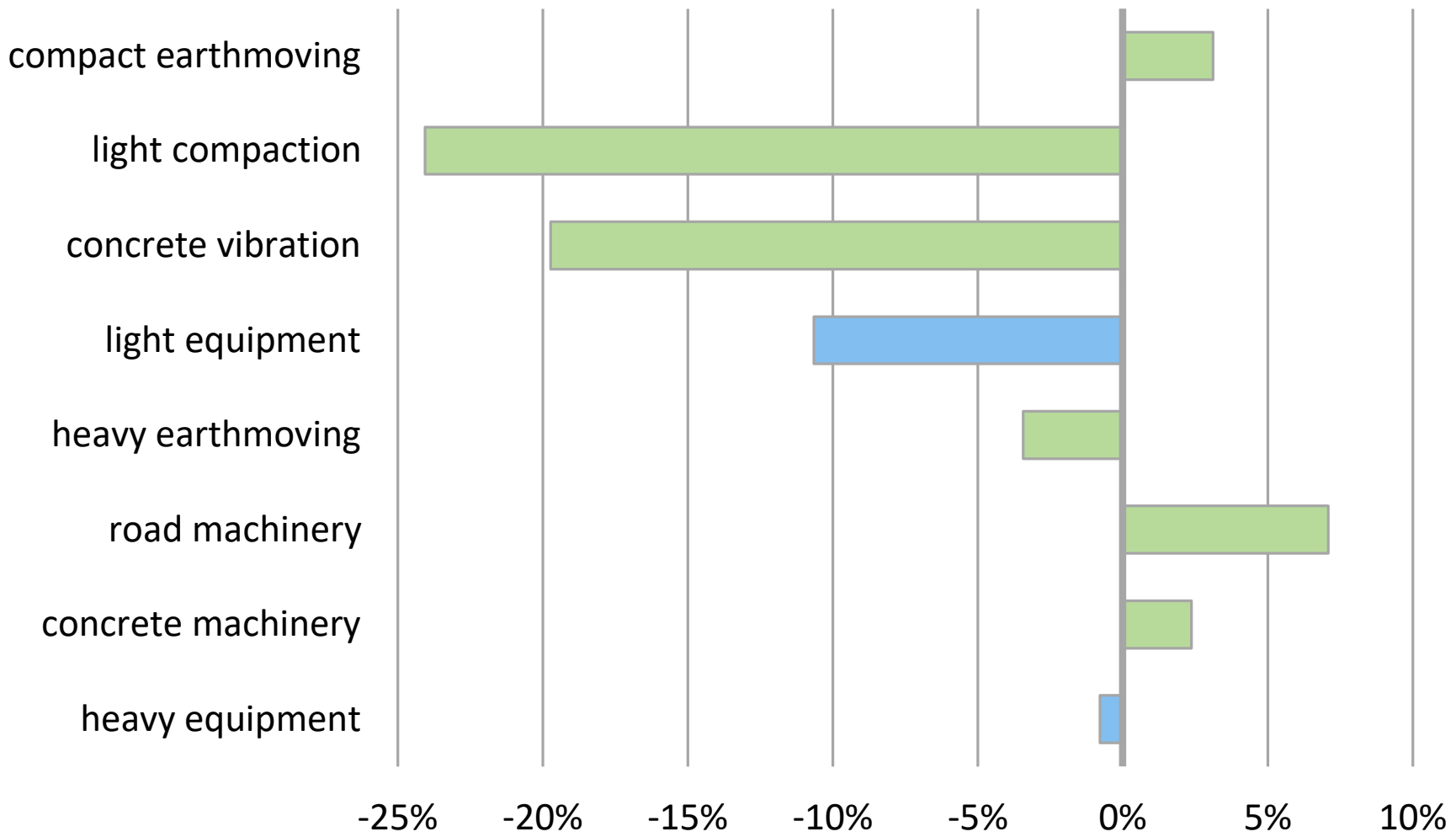
# The sector has peaked out in 2023



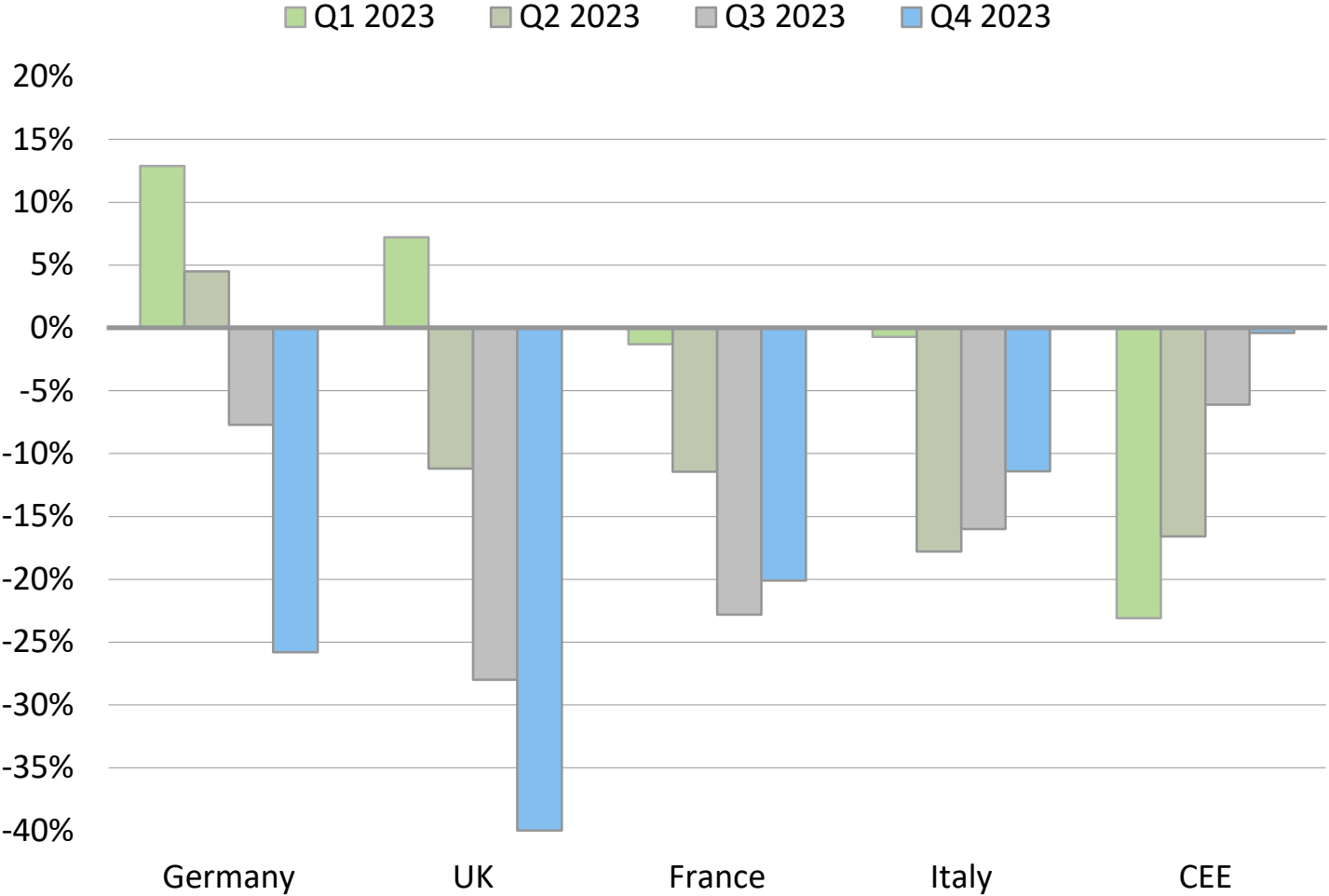
# Sales growth for tower cranes is misleading



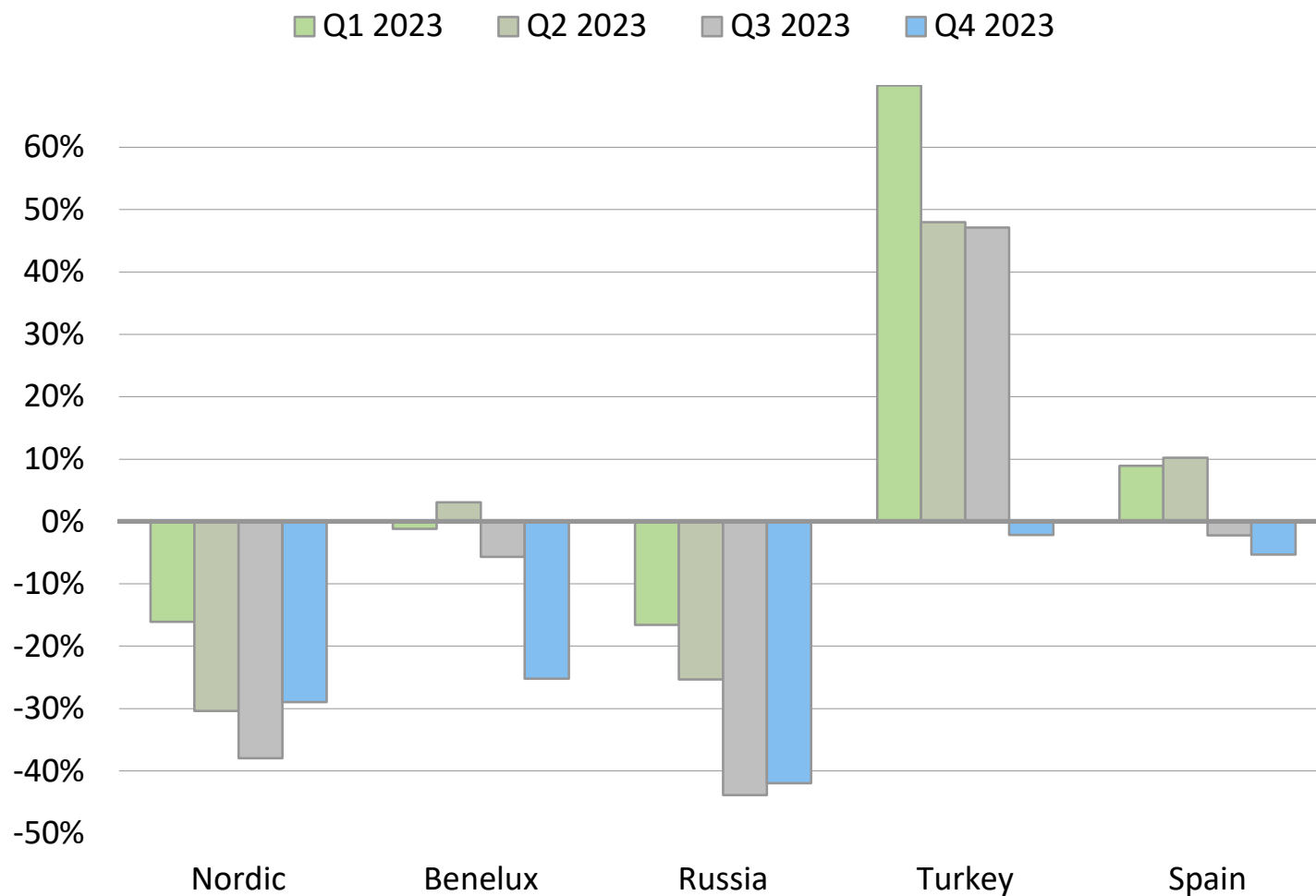
# Light equipment with stronger declines



# Largest markets with slowing momentum

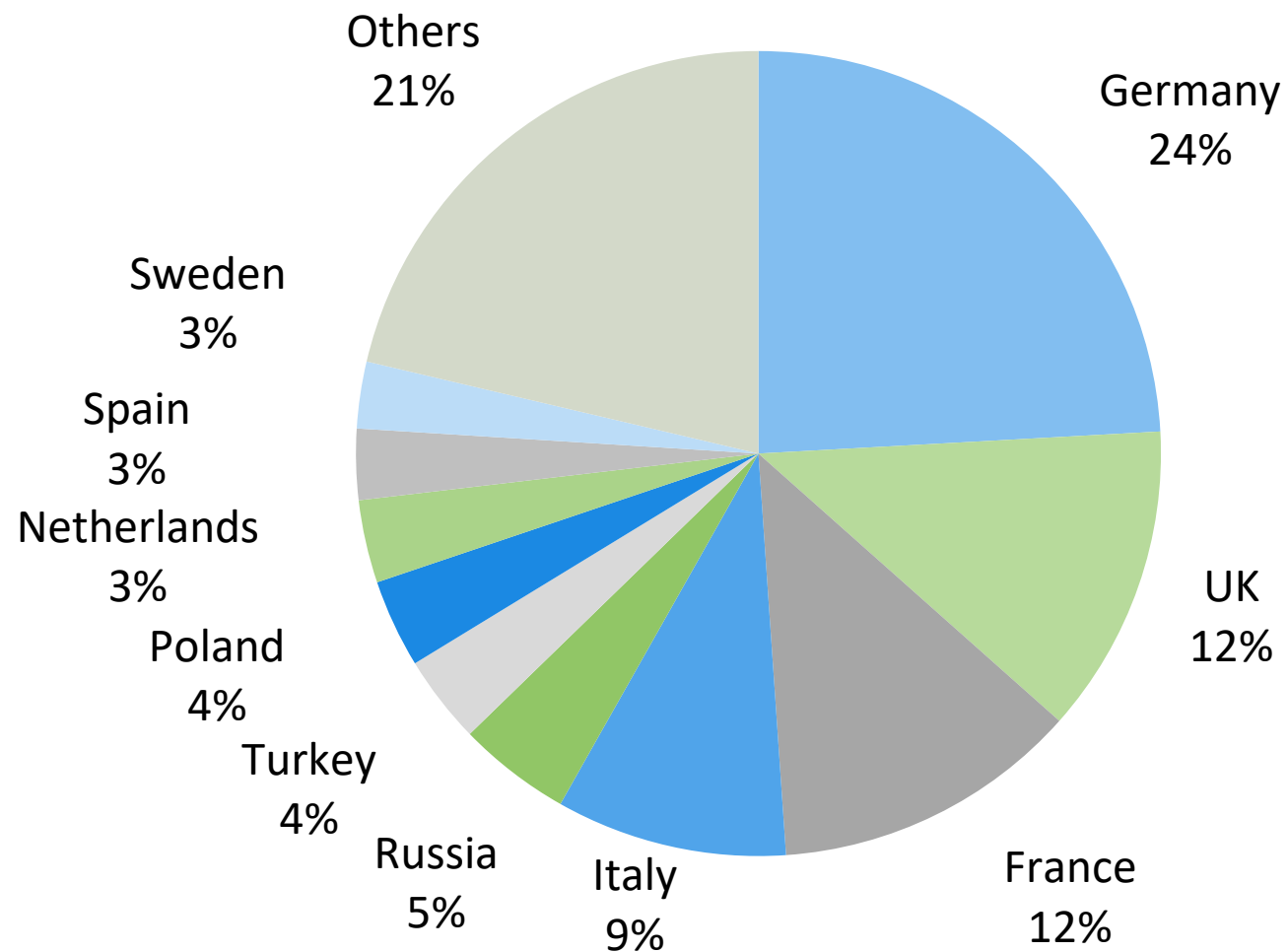


# Turkey was the outlier in 2023





# Spain is back in the top 10 markets



# In a nutshell

2023 a year of transition – realization of turnover from order backlog, declining new order intake

Manufacturers supplying building construction applications with strongest order downturn

In civil engineering, overly negative industry sentiments are not justified

Delivery times are no longer an issue of concern

Moderate sales declines on a comparably resilient European market that is still on high levels

Notable regional differences, with Turkey being the most prominent example

Inventory levels have gone up substantially but not to an alarming extent





**Thank you very much!**

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