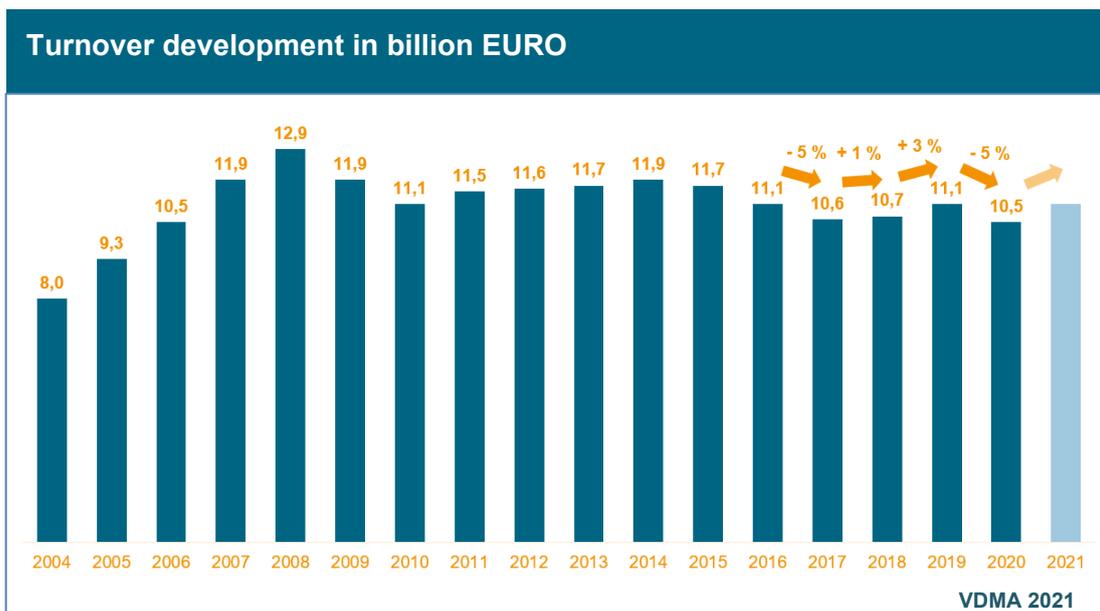


## Facts and Figures 2021

In 2020, the German shipbuilding and offshore equipment industry generated an annual turnover of 10.5 billion euros with about 63,000 employees in around 400 companies. In a global comparison, the German shipbuilding supply industry continues to lead the field in terms of exports. The share of foreign business in turnover is 76 percent.

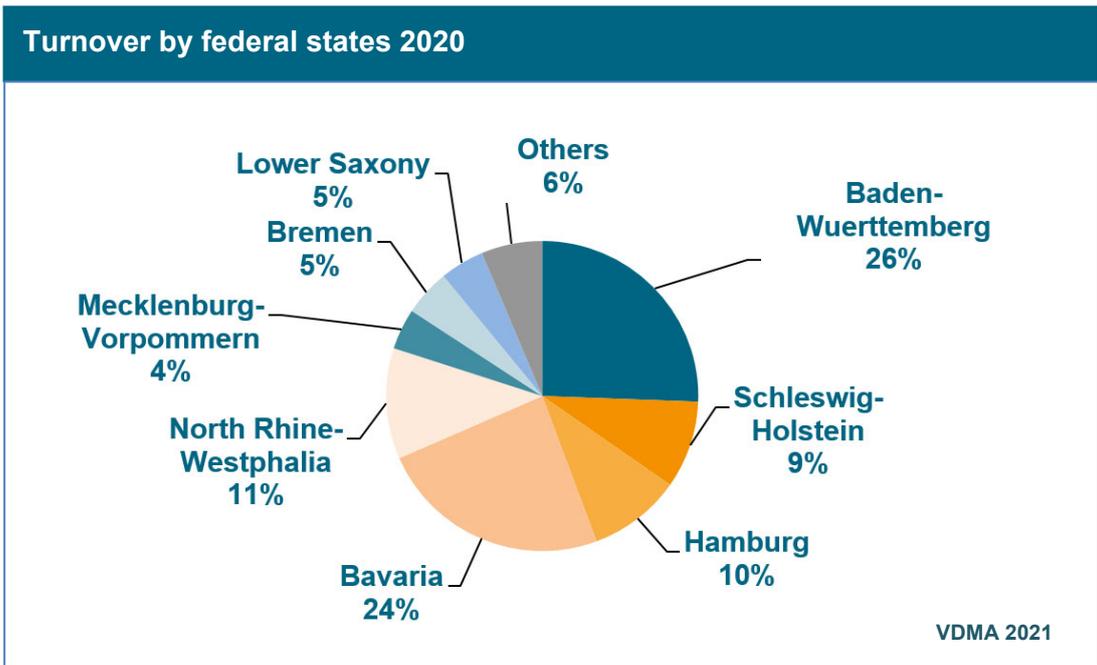


Turnover in the industry declined by an average of 4.9 percent in 2020. Within the equipment industry, however, the picture is heterogeneous: while 45 percent of the companies reported a decline in turnover in 2020, 31 percent still recorded growth.

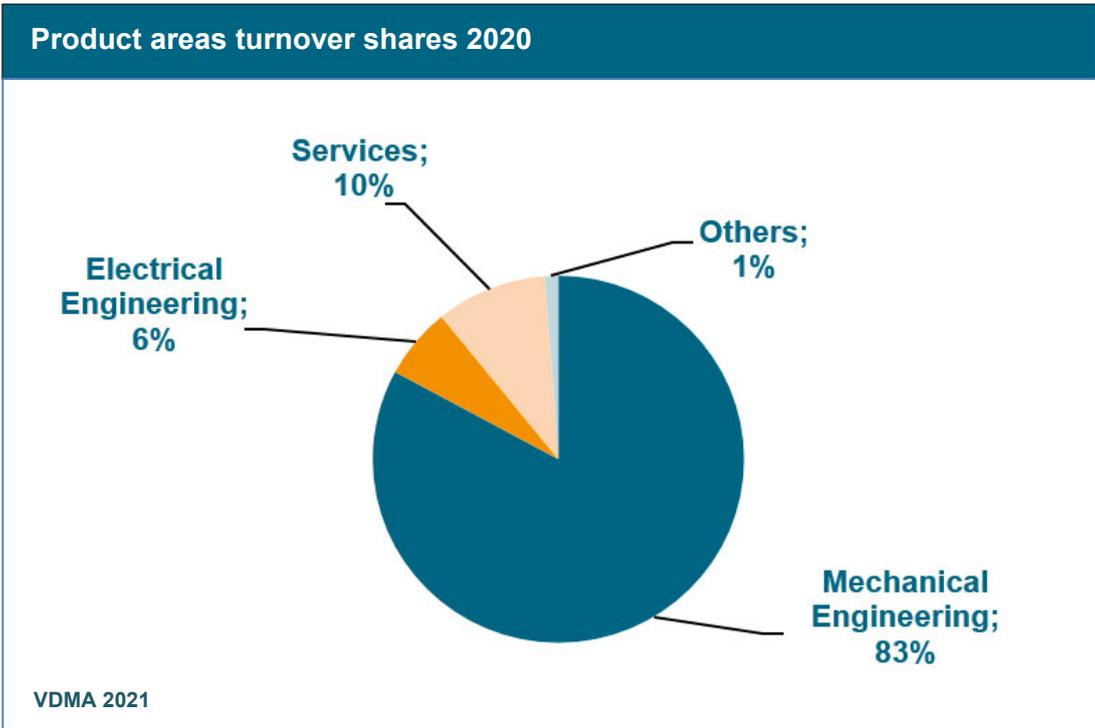
The forecast for 2021 is difficult due to the effects of the pandemic, but there are signs of a clear recovery due to a strong increase in demand from shipbuilding.

Your contacts:

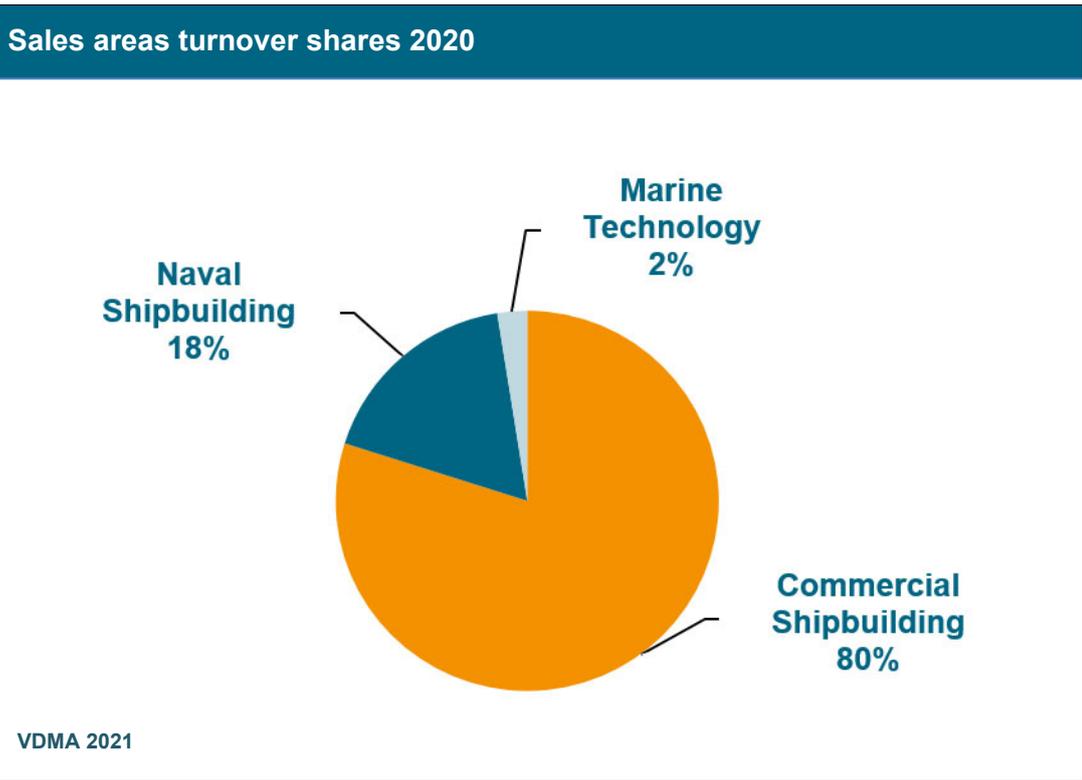
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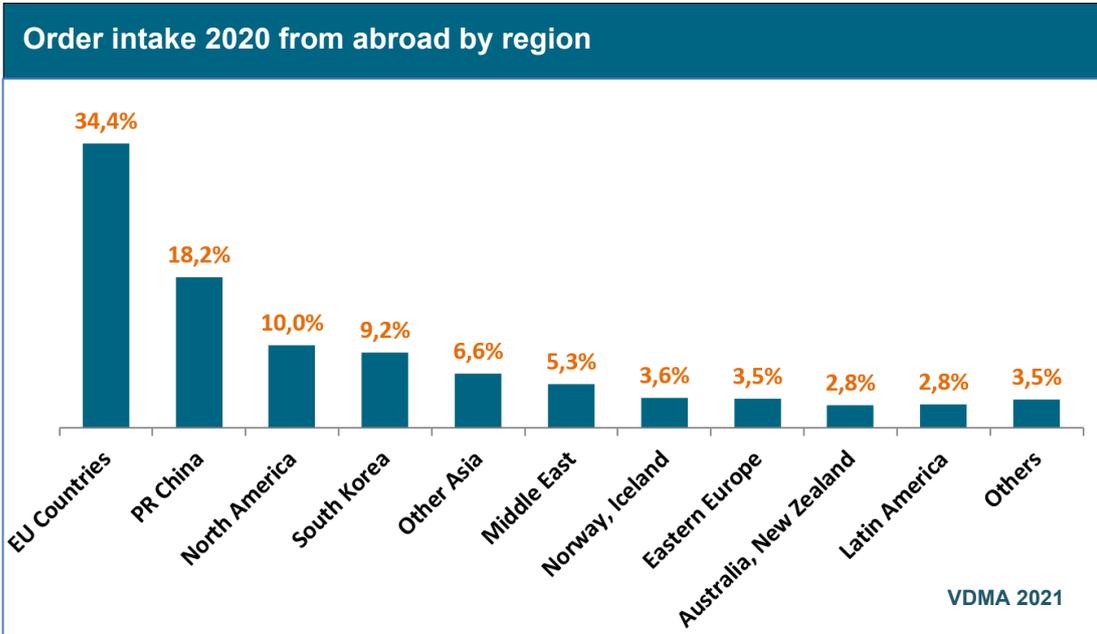
Baden-Wuerttemberg and Bavaria are at the top of the list in terms of turnover by federal state. The distribution shows: The shipbuilding supply industry is by no means just a coastal industry, but a nationwide industrial sector.



In 2020, due to the Corona restrictions, the services & installation business segment has declined sharply. In 2021, services are expected to take a significantly larger share of maritime sales again.

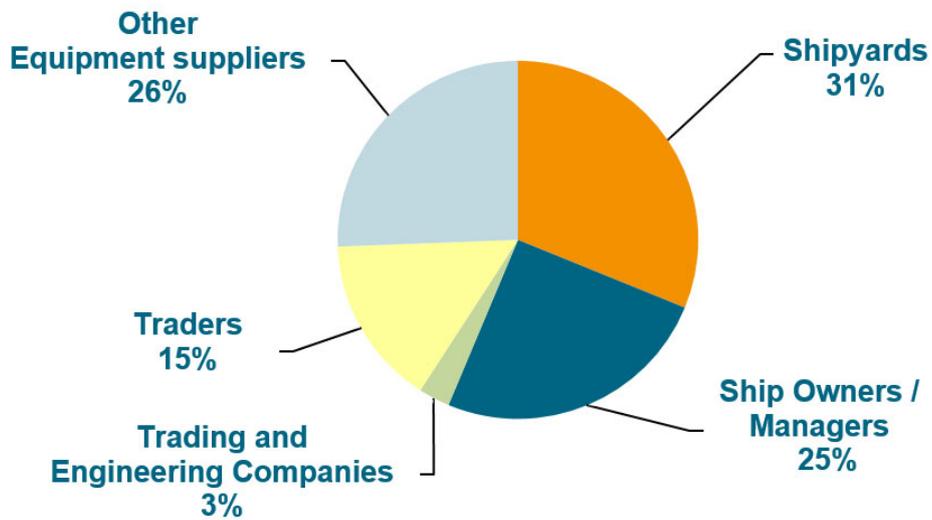


Naval shipbuilding plays an important role for the shipbuilding equipment industry as a relatively stable sales market alongside with commercial shipbuilding. Due to the pandemic, the relative importance of the military business for the industry increased by four percentage points in 2020.



The share of orders from other EU countries has increased compared to the previous year. The effects of the pandemic also play a role here. The picture will shift again in 2021 in favour of China, whose shipyards are experiencing strong growth in demand for newbuildings.

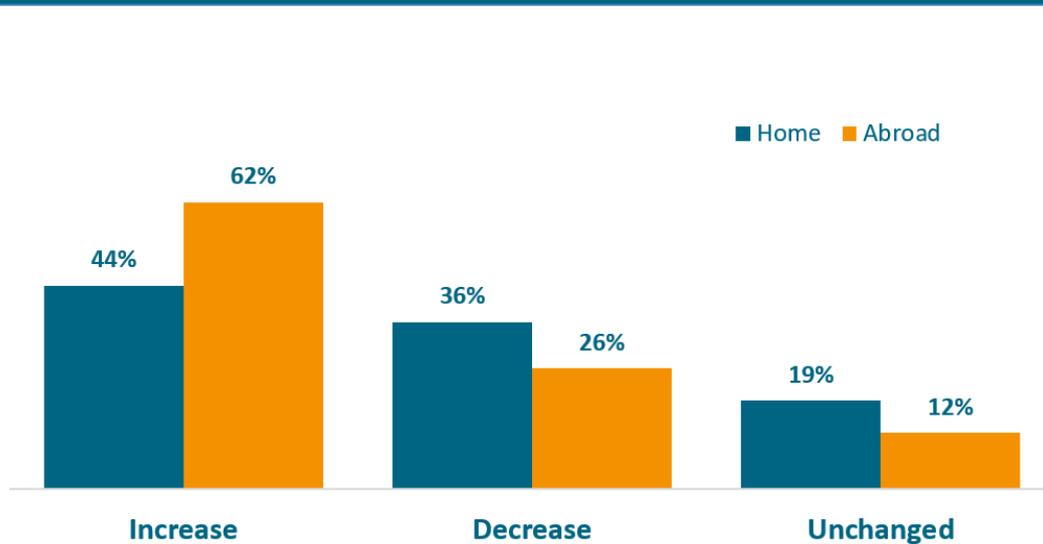
### Clients in the maritime equipment industry by order intake 2020



VDMA 2021

The shipbuilding industry itself is still the largest buyer of equipment products. Indirect deliveries via other suppliers (package and system suppliers) are showing steady growth. The after-sales share of turnover is 24 percent on average.

### Forecast: Development of order intake in 2021 compared to the previous year



VDMA 2021

Order intake declined by 10.9 percent in 2020. For incoming orders in 2021, the clear majority of companies expect business to recover again, with rising incoming orders, especially from abroad.