

Industrials/Multi-Industry

Fluid Power Survey #163: Demand, outlook and pricing rising & positive into YE23

Industry Overview

Fluid Power Survey #163, week of December 29, 2023

This week, we surveyed 50 industrial distributors from North America, EMEA, and APAC focusing on fluid power products (hydraulics and pneumatics). Our demand and outlook indicators both improved relative to last survey. Demand rose to 70.0 from 60.0 last survey. Our global outlook indicator improved to 76.0 from 62.0 prior. Our pricing reading improved as well, reaching a historical high of 85.0. Interestingly, one United States-based distributor commented this week, "Unsure of pricing in near future." Recent management meetings have suggested a normalizing industrial price environment. We will wait to see whether the improving demand and outlook metrics are indicative of positive demand inflection or reflect survey-to-survey lumpiness.

Our key global outlook indicator rose to 76.0 from 62.0 prior. This was driven by improvements in North America and APAC, while EMEA demand decelerated. Outlook is now bullish in all 3 regions after falling below 50.0 in APAC last survey. Our demand outlook indicator has a meaningful positive correlation with ISM Manufacturing PMI (80% correlation) and ISM Manufacturing New Orders (72% correlation). We look at the relationship from July 2017 through December 2023. Outlook has broadly trended lower since the beginning of summer '22 but remains positive.

Demand and outlook both improve

Our global demand indicator improved relative to last survey, with the reading coming in at 70.0 versus 60.0 prior. This was driven by improvements in North America and EMEA. While data is noisy week-to-week, demand has continued on a general downward trend since 2H22. We will wait to see whether improving metrics indicate a positive demand inflection or reflect survey-to-survey lumpiness. Our key global outlook indicator improved to 76.0 versus 62.0 prior and is bullish in all three regions.

Distributors still perceive inventories as "too low"

A reading greater than 50 indicates that more distributors perceive inventory levels are too low, whereas a reading below 50 indicates more distributors perceive inventory levels are too high. This week's indicator reading rose to 59.0 from 55.0 last survey. This suggests that inventory is perceived as lower than last survey.

Pricing improves and hits a historical high

Distributor pricing improved relative to last survey, with the indicator coming in at 850 versus 66.0 prior. Pricing improved and is bullish on an absolute basis in all three regions.

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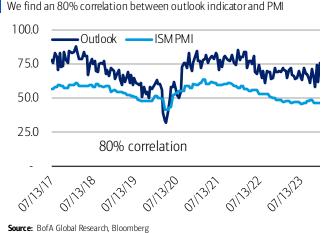
Refer to important disclosures on page 8 to 10.

Survey Results

Outlook: strong leading indicator for PMI/new orders

Our demand outlook indicator has a meaningful positive correlation with ISM Manufacturing PMI (80% correlation) and ISM Manufacturing New Orders (72% correlation). We look at the relationship from July 2017 through December 2023. Our demand results are somewhat positively correlated with PMI and New Orders, albeit to a lower extent than our outlook indicator.

Exhibit 1: Strong correlation between outlook indicator and demand



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Exhibit 3: Demand indicator and PMI somewhat correlated

We find a 36% correlation between demand indicator and PMI $\,$



Source: BofA Global Research, Bloomberg

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Exhibit 2: Strong correlation between outlook indicator and New Orders

We find a 72% correlation between outlook indicator and New Orders

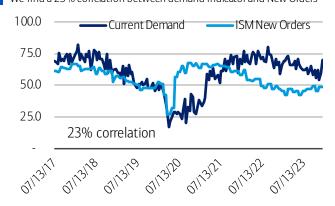


Source: BofA Global Research, Bloomberg

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Exhibit 4: Demand indicator and New Orders somewhat correlated

We find a 23% correlation between demand indicator and New Orders



Source: BofA Global Research, Bloomberg



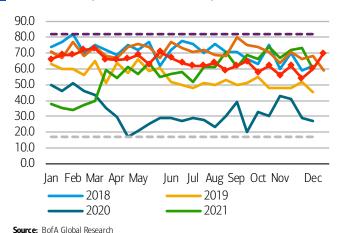
We analyze the data using our global demand indicator, which measures sentiment week-to-week through demand trends, pricing, and inventory levels. An indicator value greater than 50 marks improving sentiment, while below 50 marks deteriorating sentiment. To calculate the indicator value, we assign a value of +1 to responses of "better" demand, "too low" inventory levels, and "improving" pricing. "Same", "normal", and "flat" are assigned a value of 0, and "worse", "too high", and "declining" are assigned -1. We divide the sum of these values by the number of survey respondents, multiply by 50, and add 50 to get a value relative to our 50.0 baseline.

Question 1: Compared to the same time a year ago, is demand for fluid power products the same, better, or worse?

This week's current demand indicator improved versus last survey, with the indicator reading coming in at 70.0 versus 60.0 prior. This was driven by improvements in EMEA and North America. APAC decelerated from last survey. We note that the data may be noisy week to week due to the small sample size.

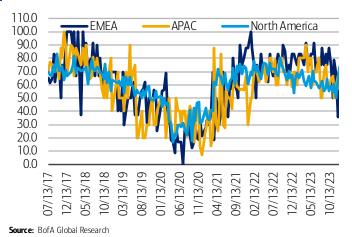
Exhibit 5: Current demand for fluid power products on stack basis (2018-2023)

Global demand improved to 70.0 versus 60.0 prior



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Exhibit 6: Demand improved in EMEA and NADemand decelerated in APAC but remains bullish on an absolute basis



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Disclaimer: The indicator identified as a Global Demand Indicator above is intended to be an indicative metric only and may not be used for reference purposes or as a measure of performance for any financial instrument or contract, or otherwise relied upon by third parties for any other purpose, without the prior written consent of BofA Global Research. This indicator was not created to act as a benchmark.

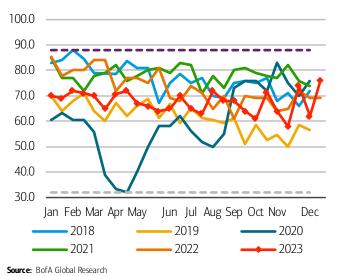


Question 2: What are your expectations for demand for fluid power products over the next 12 months?

Demand outlook improved versus last survey, with the indicator reading coming in at 76.0 versus 62.0 prior. This was driven by improvements in North America and APAC, while EMEA demand decelerated. Outlook remains bullish in all 3 regions. Again, we note that the data may be noisy week to week due to the small sample size.

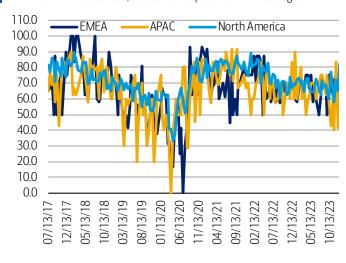
Exhibit 7: Demand outlook for fluid power products on stack basis (2018-2023)

Global outlook improved to 76.0 versus 62.0 prior



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Exhibit 8: Demand outlook improved in North America and APAC EMEA demand decelerated, but outlook is positive in all three regions



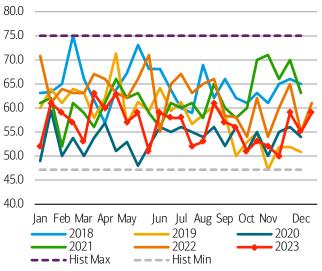
Source: BofA Global Research



Question 3: How would you describe current inventory levels of fluid power products?

A reading greater than 50 indicates that more distributors perceive inventory levels are too low, whereas a reading below 50 indicates more distributors perceive inventory levels are too high. This week's indicator reading rose to 59.0 from 55.0 last survey. This suggests that inventory is perceived as lower than last survey.

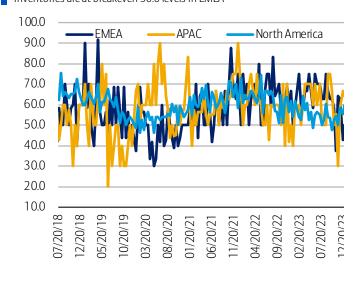
Exhibit 9: Inventory level indicator reading on stack basis (2018-2023) Global inventory reading rose to 59.0 from 55.0 prior



Source: BofA Global Research

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Exhibit 10: Inventories are perceived as too low in NA and APAC Inventories are at breakeven 50.0 levels in EMEA



Source: BofA Global Research

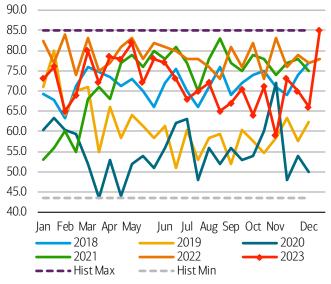


Question 4: How would you describe current pricing in the market for fluid power products?

Distributor pricing improved relative to last survey, with the indicator coming in at 85.0 versus 66.0 prior. The 85.0 reading represents an all-time survey high.

Exhibit 11: Pricing power indicator on stack basis (2018-2023)

Global pricing reading moderated to 85.0 from 66.0 prior

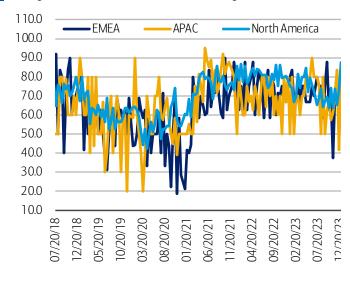


Source: BofA Global Research

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Exhibit 12: Pricing power improved in APAC, NA and EMEA

Pricing is bullish on an absolute basis in all three regions



Source: BofA Global Research



Question 5: What was the most positive or negative market surprise this quarter? Exhibit 13: Fluid power distributor comments Comments on pricing

Commentary	Country
Unsure of pricing in near future	United States

Source: BofA Global Research



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