

Contract Award	Why	Sector	Cranes	Hoist	Jib Crane	Rail System	Special Project	Total							
	Price	Automobile				4	1	5							
		Retail	3	1	1	1	1	7							
		System Integrator				1	1	2							
	Price Total		3	1	1	6	3	14							
	User Recommendation	Automobile	11	9	4	14	6	44							
		Retail	4	4	4	7	4	23							
		System Integrator		3	1	3	2	9							
	User Recommendation Total		15	16	9	24	12	76							
	Grand Total		18	17	10	30	15	90							

Cranes	Hoist	Jib Crane	Rail System	Special Project	Total
			44.10	14.99	59.09
382.70	9.65	1.14	3.50	0.62	397.61
			0.68	47.00	47.68
382.70	9.65	1.14	48.28	62.61	504.39
199.86	30.72	12.79	143.36	34.10	420.83
29.59	14.33	21.08	24.33	2.25	91.58
	15.95	9.65	15.93	3.26	44.79
229.45	61.00	43.52	183.62	39.61	557.20
612.15	70.65	44.66	231.90	102.23	1,061.58

Contract Award	Why	Whom	Cranes	Hoist	Jib Crane	Rail System	Special Project	Total							
	Price	Abus+Kone+Other European	2					2							
		Demag	1	1		4	1	7							
		Local Player				2	2	4							
		Single Party			1			1							
	Price Total		3	1	1	6	3	14							
	User Recommendation	Abus+Kone+Other European	4	1	1			6							
		Demag	6	10	4	10		30							
		Local Player	1		2	6	3	12							
		Single Party	4	5	2	8	9	28							
	User Recommendation Total		15	16	9	24	12	76							
	Grand Total		18	17	10	30	15	90							

Cranes	Hoist	Jib Crane	Rail System	Special Project	Total
373.86					373.86
8.84	9.65		41.00	0.62	60.11
			7.28	61.99	69.27
		1.14			1.14
382.70	9.65	1.14	48.28	62.61	504.39
59.04	4.39	7.40			70.83
102.24	41.02	19.24	52.52		215.02
6.95		12.45	33.03	2.31	54.74
61.22	15.59	4.43	98.08	37.30	216.61
229.45	61.00	43.52	183.62	39.61	557.20
612.15	70.65	44.66	231.90	102.23	1,061.58

Contract Lost	Why	Sector	Cranes	Hoist	Jib Crane	Rail System	Special Project	Total							
	Price	Automobile	4	4	2	2	2	14							
		Retail	17	3				20							
		System Integrator	1			1		2							
	Price Total		22	7	2	3	2	36							
	Product & Capabilities	Automobile	1	1			4	6							
		Retail	1	1				2							
	Product & Capabilities Total		2	2			4	8							
	User Recommendation	Automobile	1	1		2		4							
		Retail	2			1		3							
	User Recommendation Total		3	1		3		7							
	Grand Total		27	10	2	6	6	51							

Cranes	Hoist	Jib Crane	Rail System	Special Project	Total
198.59	14.49	15.82	23.88	48.57	301.34
1,990.48	31.78				2,022.26
10.40			0.05		10.45
2,199.47	46.27	15.82	23.93	48.57	2,334.05
36.93	4.31			832.86	874.09
11.97	39.66				51.63
48.89	43.97			832.86	925.72
80.94	1.05		39.38		121.38
25.22			65.00		90.22
106.16	1.05		104.38		211.60
2,354.52	91.28	15.82	128.32	881.43	3,471.37

Contract Lost	Why	Whom	Cranes	Hoist	Jib Crane	Rail System	Special Project	Total							
	Price	Abus+Kone+Other European	10	1	1	1		13							
		Demag	2	2	1	1		6							
		Local Player	10	4		1	2	17							
	Price Total		22	7	2	3	2	36							
	Product & Capabilities	Abus+Kone+Other European		1				1							
		Demag	2	1			1	4							
		Local Player					3	3							
	Product & Capabilities Total		2	2			4	8							
	User Recommendation	Abus+Kone+Other European	1					1							
		Demag	1	1		3		5							
		Local Player	1					1							
	User Recommendation Total		3	1		3		7							
	Grand Total		27	10	2	6	6	51							

Cranes	Hoist	Jib Crane	Rail System	Special Project	Total
602.90	1.13	13.47	14.55		632.04
90.20	10.15	2.35	9.33		112.03
1,506.37	34.99		0.05	48.57	1,589.98
2,199.47	46.27	15.82	23.93	48.57	2,334.05
	39.66				39.66
48.89	4.31			43.36	96.56
				789.50	789.50
48.89	43.97			832.86	925.72
10.22					10.22
80.94	1.05		104.38		186.38
15.00					15.00
106.16	1.05		104.38		211.60
2,354.52	91.28	15.82	128.32	881.43	3,471.37