

Facts and Figures 2019



LIEBHERR

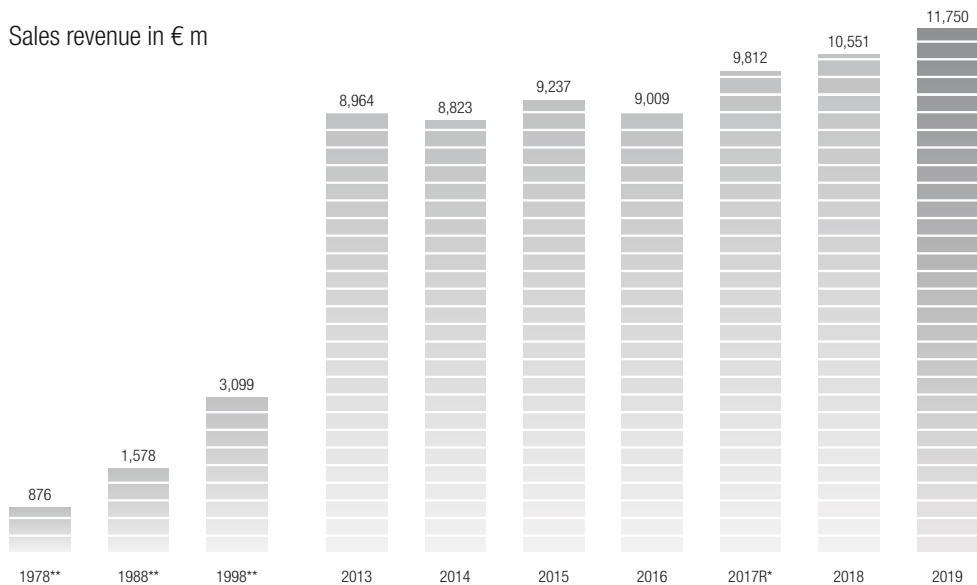
The Liebherr Group

Hans Liebherr established the company that bears his name in 1949. Since then it has grown into a Group of more than 140 companies on all continents, employing 48,049 people at the latest count. Today, Liebherr is not only among the world's largest manufacturers of construction machinery, but is an acknowledged supplier of technically advanced, user-oriented products and services in many other fields of activity as well.



The family shareholders active in the Group (from left to right): Jan Liebherr, Stéfanie Wohlfarth, Sophie Albrecht, Philipp Liebherr, Patricia Ruef, Johanna Platt, Isolde Liebherr, Willi Liebherr

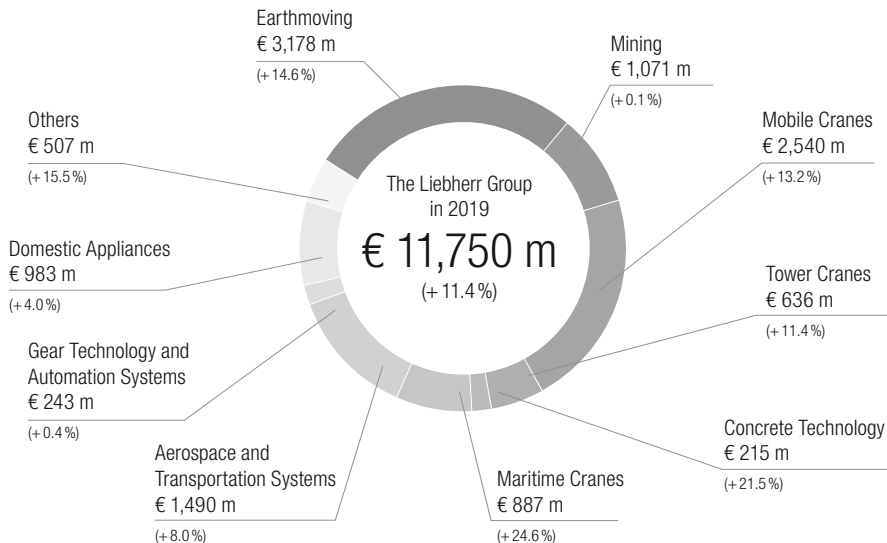
Sales revenue in € m



* Restatement first time adoption of IFRS 9/15/16.

** Local GAAP accounting.

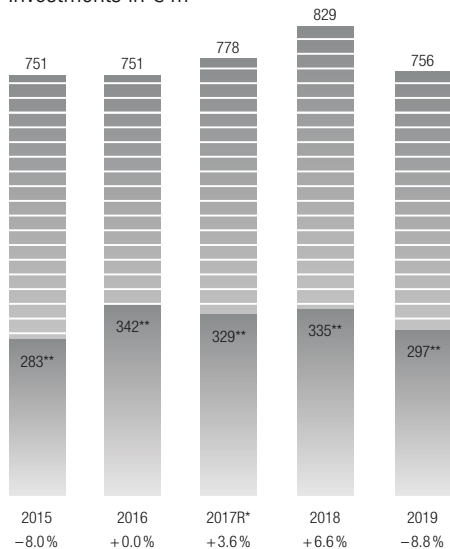
Turnover by product groups (variation compared to the previous year in %)



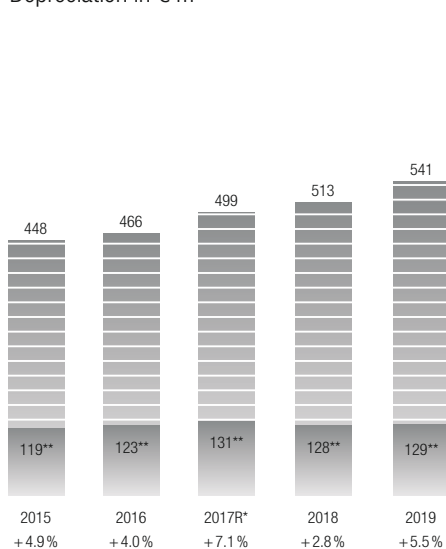
Investments

The Liebherr Group has always placed an emphasis on investing in its production facilities and in the international sales and service network. As a result, significant investments were made last year, totalling € 756 million.

Investments in € m



Depreciation in € m



* Restatement first time adoption of IFRS 9/15/16.

** of which, rental fleet.

Employees

In 2019, the number of employees increased slightly: at the end of the year, Liebherr employed 48,049 people.

Employees by regions compared with previous year

48,049 employees

+ 1,880



Five-Year Summary

in € m	2015	2016	2017R*	2018	2019
Sales revenue	9,237	9,009	9,812	10,551	11,750
Investments	751	751	778	829	756
Depreciation	448	466	499	513	541
Non-current assets	3,913	4,089	4,190	4,433	4,372
Current assets	8,349	8,572	9,012	9,352	9,916
Equity	6,761	7,051	7,369	7,570	7,884
Liabilities	5,501	5,610	5,833	6,215	6,404
Result after tax	294	298	319	321	429
Personnel expenses	2,331	2,413	2,538	2,790	2,980
	2015	2016	2017	2018	2019
Employees	41,545	42,308	43,869	46,169	48,049

* Restatement first time adoption of IFRS 9/15/16

Liebherr-International AG: Company Information

Head office	CH-1630 Bulle/FR
Share capital	CHF 100,000,000
Shareholders	Liebherr family (100%)
Administrative board	Dr h. c. Willi Liebherr, Chairman Dr h. c. Isolde Liebherr, Vice-Chairman Hubert Liebherr Sophie Albrecht Jan Liebherr Patricia Ruef Stéfanie Wohlfarth Johanna Platt Philipp Liebherr
Managing directors	Andreas Boehm Stephan Raemy Uwe Rechtsteiner Dr. Rolf Geyer
Auditors	Ernst & Young AG, Berne

The Group's Divisions



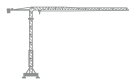
Earthmoving



Mining



Mobile Cranes



Tower Cranes



Concrete Technology



Maritime Cranes



Aerospace and
Transportation Systems



Gear Technology and
Automation Systems



Domestic Appliances

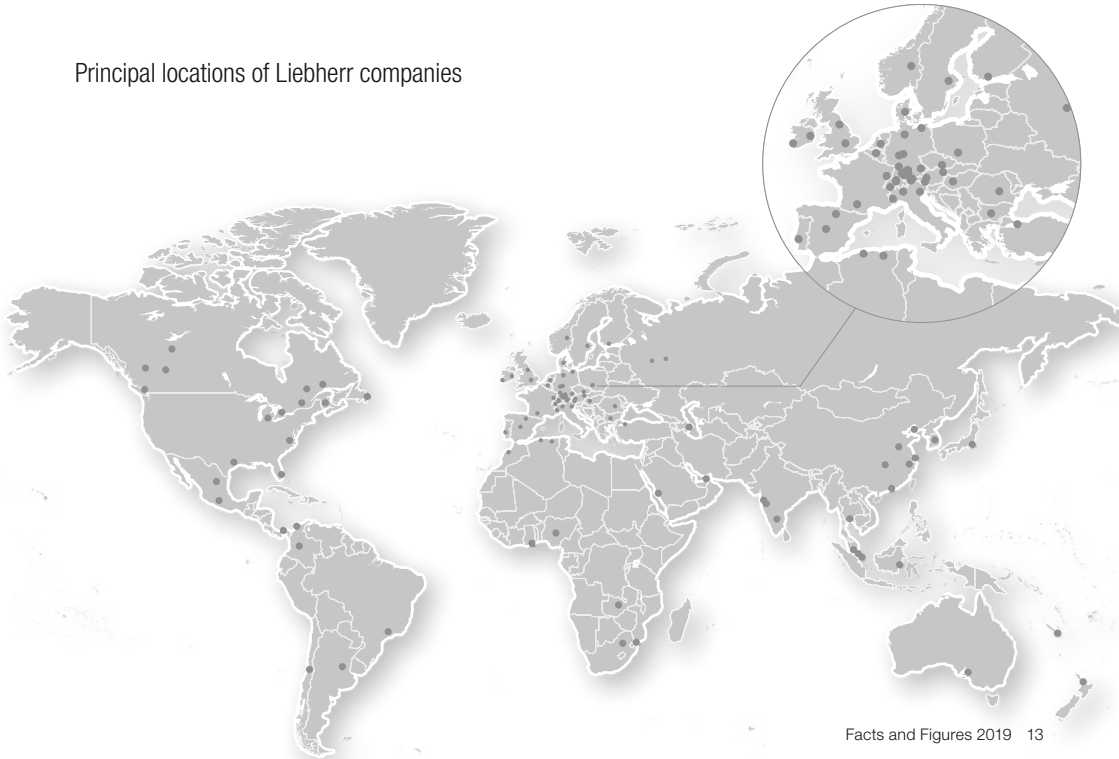


Components



Hotels

Principal locations of Liebherr companies



We are a Family-Owned Company

Core Values

The Liebherr Group is one hundred percent family-owned. This situation has always determined our corporate culture and will continue to provide a firm foundation for our success.

Highest quality in
everything we do

We are
innovative

We are a
trustworthy partner

We are
independent

We accept
responsibility

Our employees are a key
factor in our success



Earthmoving

*The Earthmoving division achieved revenues of € 3,178 million in 2019.
This represents a € 406 million, or 14.6 % increase compared with the year before.*

Investments in € m

-24.2%



2018



2019

Employees

+5.0%

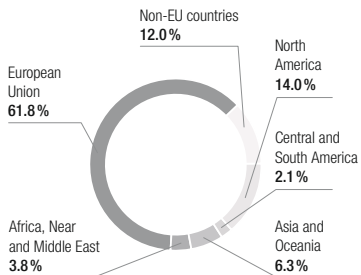


2018



2019

Turnover by sales regions



Turnover in € m +14.6%



2018



2019





Mining

In 2019, the Mining division achieved revenues of € 1,071 million, increasing its sales by € 1 million, or 0.1 %, compared to the previous year.

Investments in € m

–25.6%



2018



2019

Employees

+5.9%

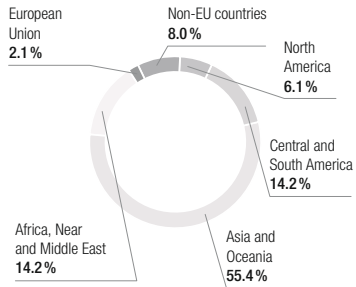


2018



2019

Turnover by sales regions



Turnover in € m **+0.1%**



2018



2019





Mobile Cranes

The Mobile Cranes division reported record sales of € 2,540 million in 2019, which represents a € 297 million, or 13.2 % increase compared with the previous year.

Investments in € m

-53.6%



2018



2019

Employees

+2.3%

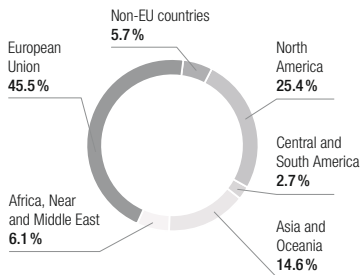


2018



2019

Turnover by sales regions



Turnover in € m +13.2%





Tower Cranes

The Tower Cranes division achieved sales of € 636 million in 2019, representing an increase of € 65 million, or 11.4 %, year-on-year.

Investments in € m

+25.0%



2018



2019

Employees

+9.8%

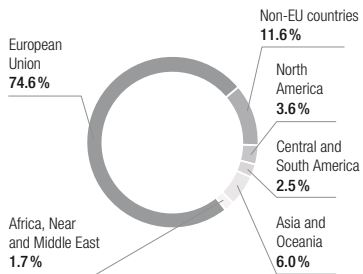


2018



2019

Turnover by sales regions



Turnover in € m

+11.4%



2018



2019





Concrete Technology

The Concrete Technology division generated sales revenues of € 215 million in 2019. This represents a € 38 million, or 21.5 % increase compared with the previous year.

Investments in € m

−60.0%



2018



2019

Employees

+8.8%

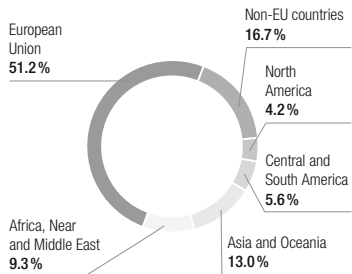


2018



2019

Turnover by sales regions



Turnover in € m

+21.5%



2018



2019





Maritime Cranes

*The Maritime Cranes division achieved sales of € 887 million in 2019.
This represents a € 175 million, or 24.6 %, increase compared with the previous year.*

Investments in € m

+42.3%



2018



2019

Employees

+1.9%

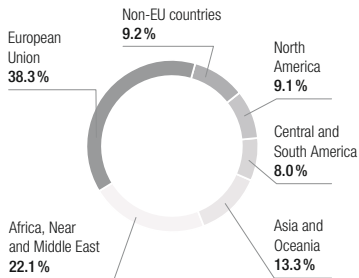


2018



2019

Turnover by sales regions



Turnover in € m **+24.6%**



2018



2019





Aerospace and Transportation Systems

In 2019, the Aerospace and Transportation Systems division achieved record revenues of € 1,490 million. This represents a € 110 million or 8.0 % increase compared to the previous year.

Investments in € m

–18.6%



2018



2019

Employees

+6.5%

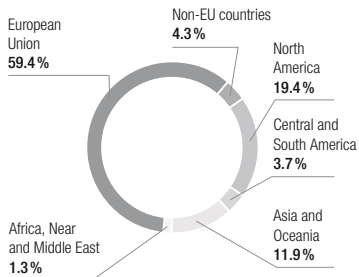


2018



2019

Turnover by sales regions



Turnover in € m **+8.0%**



2018



2019





Gear Technology and Automation Systems

The Gear Technology and Automation Systems division generated revenues of € 243 million in 2019, representing a slight increase of € 1 million, or 0.4 %, year-on-year.

Investments in € m

–60.0%



2018



2019

Employees

+6.8%

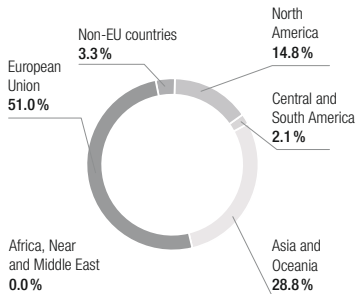


2018



2019

Turnover by sales regions



Turnover in € m

+0.4%





Domestic Appliances

The Domestic Appliances division posted sales of € 983 million in the 2019 financial year which corresponds to an increase of € 38 million, or 4.0 %, year-on-year.

Investments in € m

+18.6%



2018



2019

Employees

-0.3%

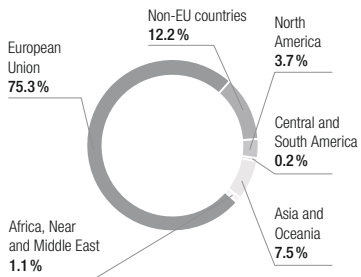


2018



2019

Turnover by sales regions



Turnover in € m

+4.0%



2018



2019





Components

The Components division produces individual components and system solutions for Liebherr machines and external customers. The division once again reported sales growth throughout 2019.

Investments in € m

-22.2%



2018



2019

Employees

+4.1%



2018



2019





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