

Facts and Figures 2016



LIEBHERR

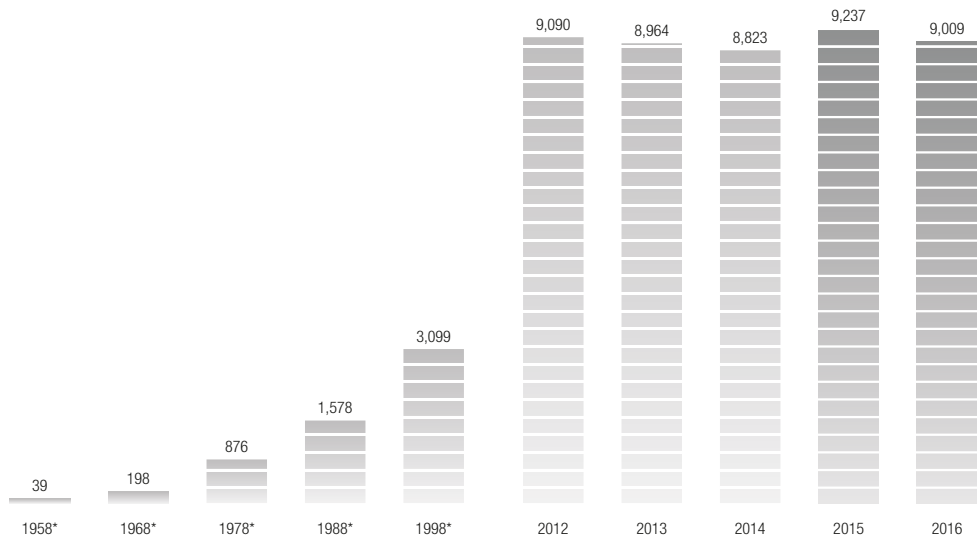
The Liebherr Group

Hans Liebherr established the company that bears his name in 1949. Since then it has grown into a Group of more than 130 companies on all continents, employing 42,308 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.



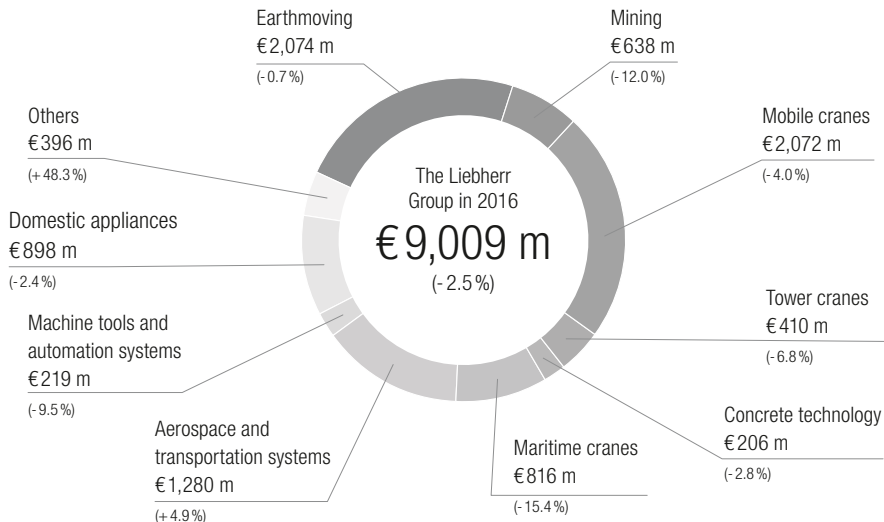
The family shareholders active in the Group (from left to right): Patricia Ruef, Stéfanie Wohlfarth, Jan Liebherr, Sophie Albrecht, Isolde Liebherr and Willi Liebherr

Sales revenue in m €



* Local GAAP accounting

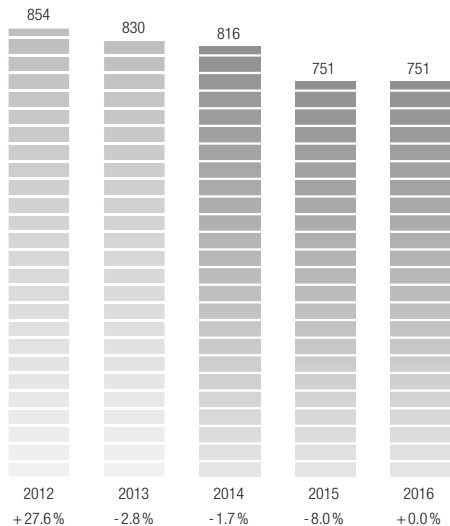
Turnover by product groups (variation compared to the previous year in %)



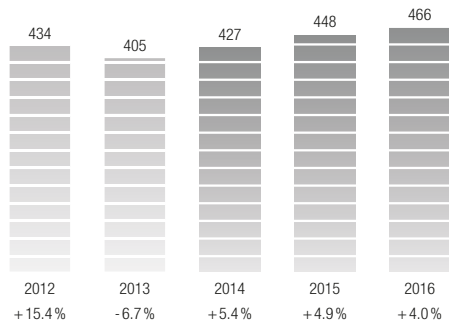
Investments

The Liebherr Group has always put emphasis on investing in its production facilities and in the international sales and service network. In 2016 investments totalled 751 million € and thus maintained the existing high level.

Investments in m €



Depreciation in m €



Employees

In 2016, the number of employees increased slightly: at the end of the year, Liebherr employed 42,308 people.

Employees by regions compared with previous year



Five-year summary

in m €	2012	2013	2014	2015	2016
Sales revenue	9,090	8,964	8,823	9,237	9,009
Investments	854	830	816	751	751
Depreciation	434	405	427	448	466
Non-current assets	3,348	3,521	3,737	3,913	4,089
Current assets	7,840	7,998	8,111	8,349	8,572
Equity	6,274	6,442	6,525	6,761	7,051
Liabilities	4,914	5,077	5,323	5,501	5,610
Result after tax	552	364	316	294	298
Personnel expenses	1,986	2,100	2,181	2,331	2,413
	2012	2013	2014	2015	2016
Employees	37,801	39,424	40,839	41,545	42,308

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
Managing directors	Andreas Boehm Stefan Heissler Uwe Rechtsteiner Denis Zosso
Auditors	Ernst & Young AG, Berne

The Group's Divisions



Earthmoving



Mining



Mobile cranes



Tower cranes



Concrete technology



Maritime cranes



Aerospace and
transportation systems



Machine tools and
automation systems



Domestic appliances

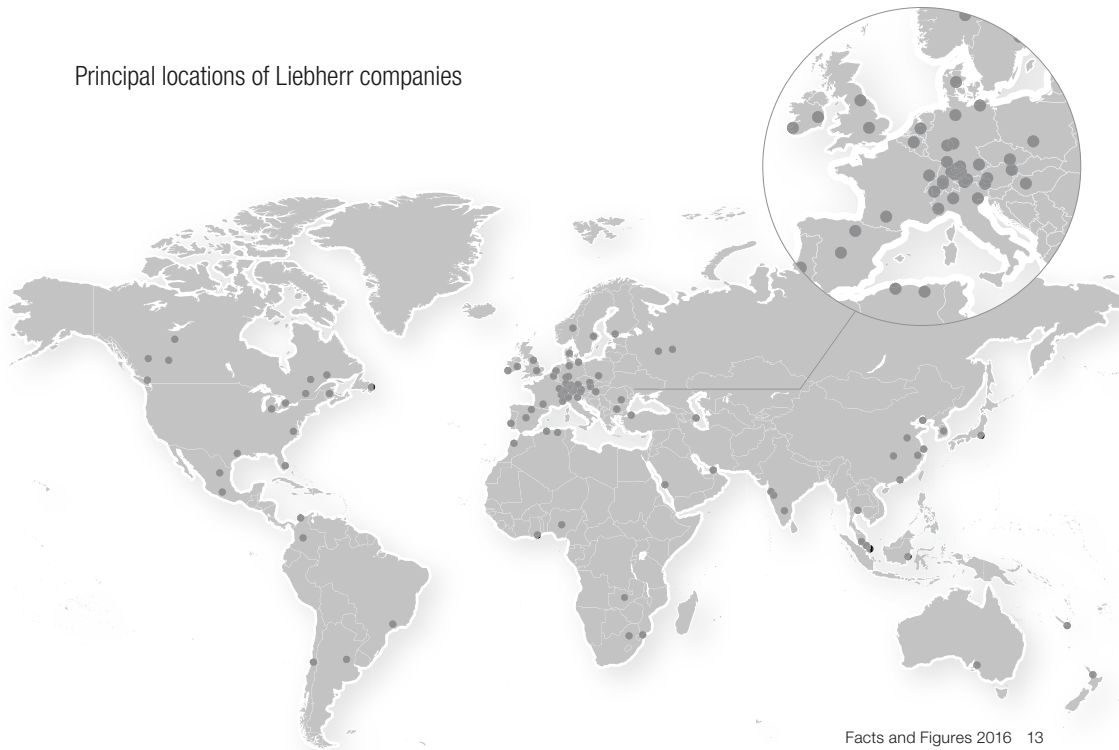


Components



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

*In 2016, the earthmoving division posted a slight decline in sales of € 14 million or 0.7%.
This put its total turnover at € 2,074 million.*

Investments m €

+ 17.4%



2015

2016

Employees

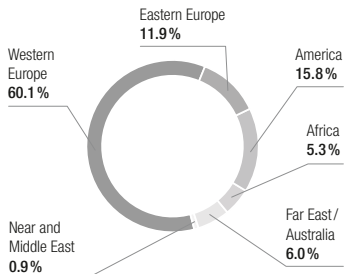
+ 1.2%



2015

2016

Turnover by sales regions



Turnover m €

-0.7%



2015



2016





Mining

*The reluctance of operators in the extraction industries to invest continued in 2016.
Under these conditions, the mining division generated turnover of €638 million.
This was €87 million or 12.0 % below the previous year's turnover.*

Investments m €

-38.2%



2015



2016

Employees

-2.9%

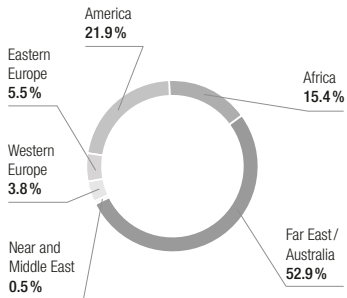


2015



2016

Turnover by sales regions



Turnover m € -12.0%



2015



2016





Mobile Cranes

Following its positive sales performance in the mobile and crawler cranes division in 2015, Liebherr achieved somewhat lower sales revenues in 2016. The division generated total earnings of €2,072 million, representing a decrease of €87 million or 4.0 %.

Investments m €

-7.0%



2015



2016

Employees

+0.6%

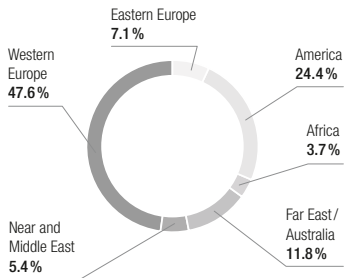


2015



2016

Turnover by sales regions



Turnover m €

-4.0%



2015



2016





Tower Cranes

In 2016, the tower cranes division generated a turnover of € 410 million, thus falling short of its previous year's turnover by € 30 million, which equates to a fall of 6.8 %.

Investments m €

+8.9%



2015



2016

Employees

+3.1%

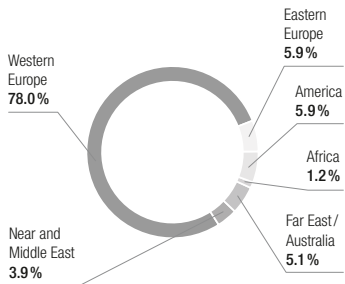


2015



2016

Turnover by sales regions



Turnover m €

-6.8%



2015



2016





Concrete Technology

In the past business year, Liebherr generated turnover of €206 million from the sale of truck mixers, concrete mixing plants and concrete pumps. The concrete technology division's turnover was thus down on last year's figure by €6 million or 2.8 %.

Investments m €

+37.5%



2015



2016

Employees

-10.4%

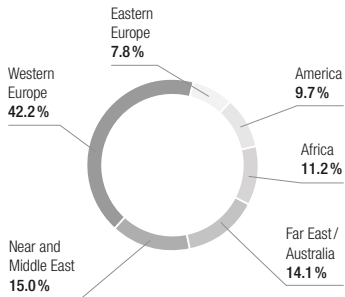


2015



2016

Turnover by sales regions



Turnover m €

-2.8%



2015



2016





Maritime Cranes

*In the 2016 business year, the maritime cranes division achieved sales revenues of €816 million.
Turnover was down by €148 million or 15.4% from the previous year's level.*

Investments m €

-9.1%



2015



2016

Employees

+1.1%

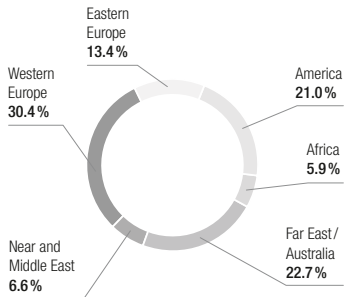


2015



2016

Turnover by sales regions



Turnover m €

-15.4%



2015



2016





Aerospace and Transportation Systems

Following a strong performance in the previous year, the aerospace and transportation systems division once again increased its sales revenue. In 2016, this stood at €1,280 million – up by €60 million or 4.9%.

Investments m €

+2.8%



2015



2016

Employees

+3.0%

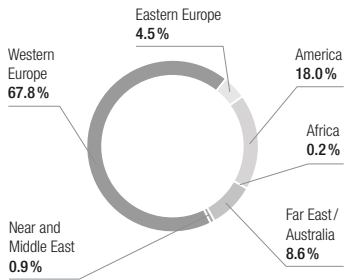


2015



2016

Turnover by sales regions



Turnover m € **+4.9%**





Machine Tools and Automation Systems

*The machine tools and automation systems division recorded a fall in turnover in the last business year. Sales revenues were €23 million or 9.5% below last year's level.
Total turnover for the division was €219 million.*

Investments m €

+0.0%



2015



2016

Employees

+3.6%

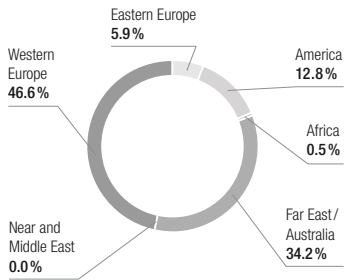


2015



2016

Turnover by sales regions



Turnover m €

-9.5%



2015



2016





Domestic Appliances

Over the past year, in a highly competitive market, the domestic appliances division achieved sales revenues of € 898 million. This result represented a moderate decrease in turnover of € 22 million or 2.4 %.

Investments m €

-6.0%



2015



2016

Employees

+4.3%

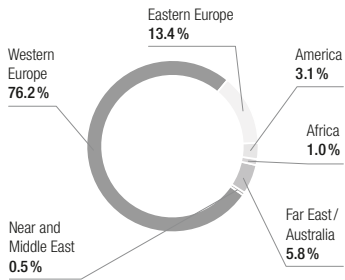


2015



2016

Turnover by sales regions



Turnover m €

-2.4%



2015



2016





Components

The components division develops and manufactures products and solutions for use in Liebherr equipment as well as for external customers. During the reporting period, the division recorded a number of sales successes. Due largely to the continuing growth of the wind industry, 2016 was a particularly good year for the product areas of drives and large-diameter bearings.

Investments m € -17.0%



2015



2016

Employees +6.8%



2015



2016





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