

Facts and Figures 2017



LIEBHERR

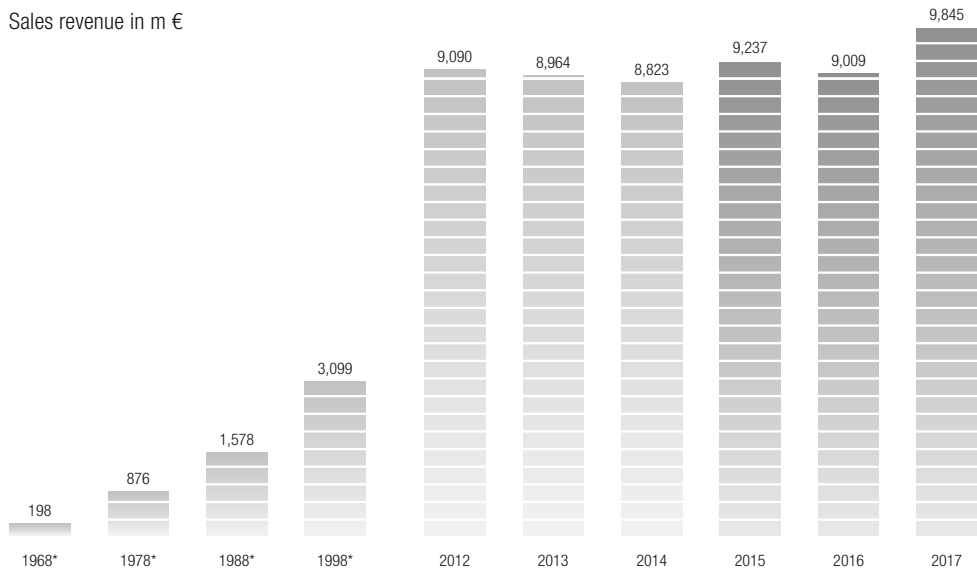
The Liebherr Group

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 43,869 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.



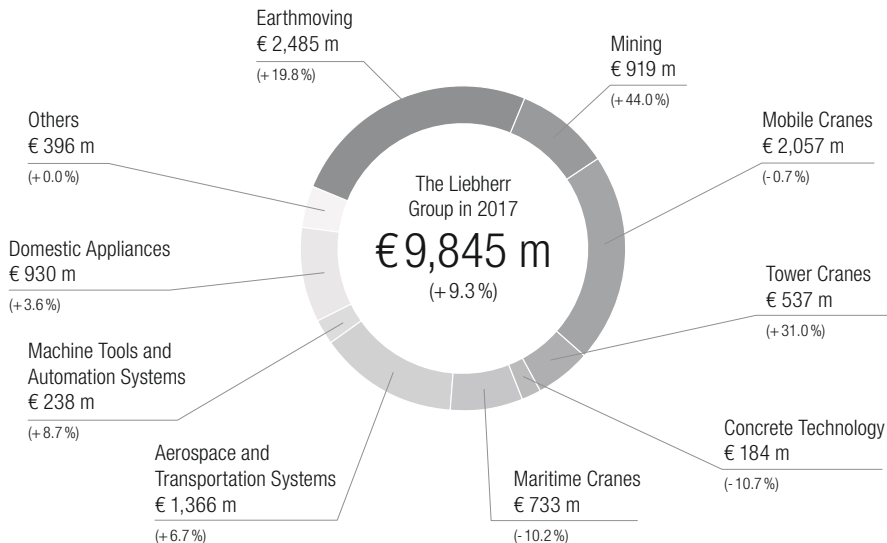
The family shareholders active in the Group (from left to right): Jan Liebherr, Stéfanie Wohlfarth, Sophie Albrecht, Philipp Liebherr, Patricia Ruef, Johanna Platt, Isolde Liebherr and Willi Liebherr

Sales revenue in m €



* Local GAAP accounting

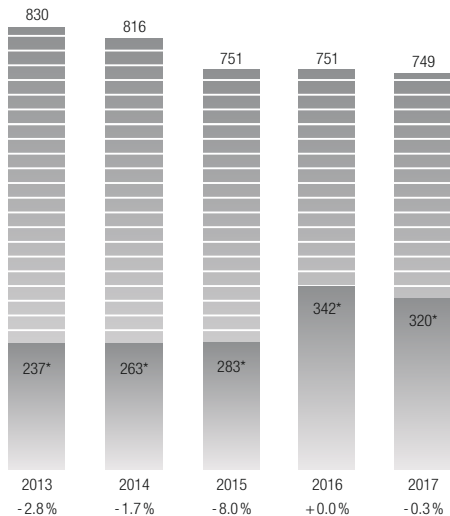
Turnover by product groups (variation compared to the previous year in %)



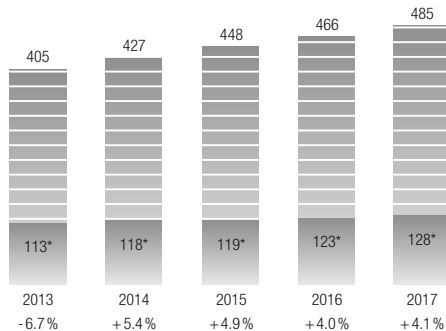
Investments

The Liebherr Group has always put emphasis on investing in its production facilities and in the international sales and service network. In 2017 investments totalled 749 million € and thus maintained the existing high level.

Investments in m €



Depreciation in m €



* of which, rental fleet

Employees

In 2017, the number of employees increased slightly: at the end of the year, Liebherr employed 43,869 people.

Employees by regions compared with previous year

43,869 Employees

+ 1,561



Five-year summary

in m €	2013	2014	2015	2016	2017
Sales revenue	8,964	8,823	9,237	9,009	9,845
Investments	830	816	751	751	749
Depreciation	405	427	448	466	485
Non-current assets	3,521	3,737	3,913	4,089	4,068
Current assets	7,998	8,111	8,349	8,572	8,949
Equity	6,442	6,525	6,761	7,051	7,396
Liabilities	5,077	5,323	5,501	5,610	5,621
Result after tax	364	316	294	298	331
Personnel expenses	2,100	2,181	2,331	2,413	2,538
	2013	2014	2015	2016	2017
Employees	39,424	40,839	41,545	42,308	43,869

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 Stefan Heissler Stephan Raemy Uwe Rechtsteiner
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

The Earthmoving division posted total revenues of €2,485 million for 2017, showing a clear increase of €411 million, or 19.8%.

Investments m €

+6.2%



2016

Employees

+5.8%



2016

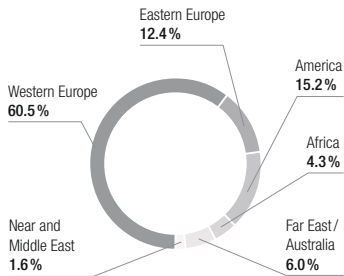


2017



2017

Turnover by sales regions



Turnover m € +19.8%



2016



2017





Mining

After a lengthy consolidation phase, the mining industry recovered in 2017. The Mining division also benefited from this, increasing its sales by €281 million, or 44.0%, compared with the previous year. In total, the division achieved revenues of €919 million.

Investments m €

+42.9%



2016



2017

Employees

+8.9%

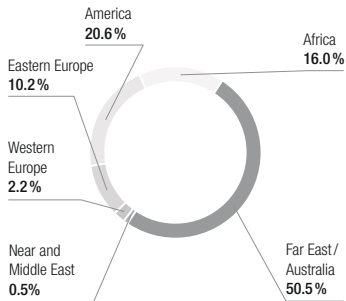


2016



2017

Turnover by sales regions



Turnover m €

+44.0%



2016



2017





Mobile Cranes

The Mobile Cranes division achieved revenues of €2,057 million in the financial year 2017. This represents a slight drop of -€15 million, or -0.7%, compared with the previous year.

Investments m €

+15.1%



2016



2017

Employees

+3.6%

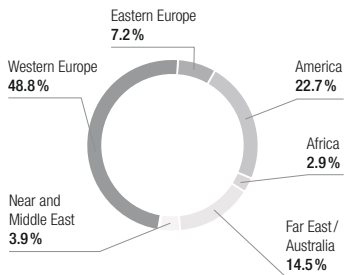


2016



2017

Turnover by sales regions



Turnover m €

-0.7%



2016



2017





Tower Cranes

*In the 2017 financial year, the Tower Cranes division achieved sales revenues of €537 million.
This represents a €127 million, or 31.0% sales increase compared to the previous year.*

Investments m €

+18.0%



2016



2017

Employees

+3.9%

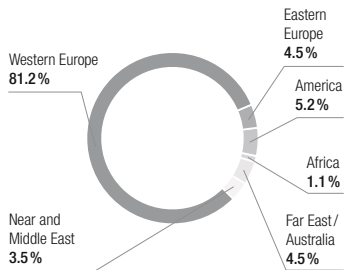


2016



2017

Turnover by sales regions



Turnover m €

+31.0%



2016



2017





Concrete Technology

Revenues in the Concrete Technology division topped out at € 184 million for the business year 2017, representing a decline of € 22 million, or 10.7%.

Investments m €

-9.1%



2016



2017

Employees

+0.2%

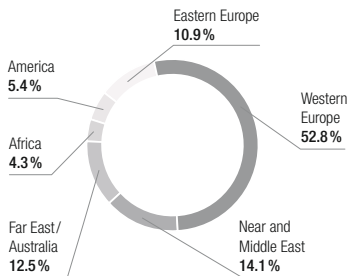


2016



2017

Turnover by sales regions



Turnover m €

-10.7%



2016



2017





Maritime Cranes

The Maritime Cranes division achieved revenues of €733 million in the financial year 2017. This represents a downturn of €83 million, or 10.2% compared with its performance in the year before.

Investments m €

-1.4%



2016



2017

Employees

-1.7%

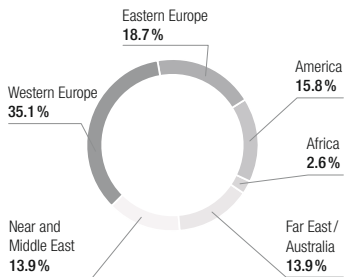


2016



2017

Turnover by sales regions



Turnover m €

-10.2%



2016



2017





Aerospace and Transportation Systems

*The Aerospace and Transportation Systems division increased its sales once again in 2017.
Revenues reached € 1,366 million, an increase of € 86 million, or 6.7%.*

Investments m €

-37.0%



2016



2017

Employees

+1.0%

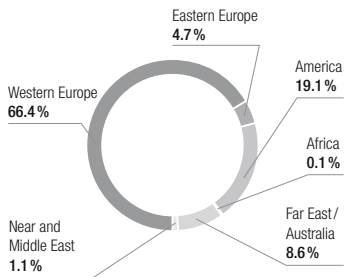


2016



2017

Turnover by sales regions



Turnover m € **+6.7%**



2016



2017





Machine Tools and Automation Systems

The Machine Tools and Automation Systems division achieved total revenues of €238 million in the financial year 2017. This represents a sales increase of €19 million, or 8.7%, compared with the previous year.

Investments m €

-44.4%



2016



2017

Employees

+7.0%

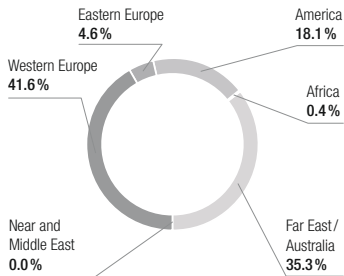


2016



2017

Turnover by sales regions



Turnover m €

+8.7%



2016



2017





Domestic Appliances

The Domestic Appliances division achieved sales of €930 million in 2017. This represents an increase of €32 million, or 3.6%, compared with the previous year.

Investments m €

+4.8%



2016



2017

Employees

+0.6%

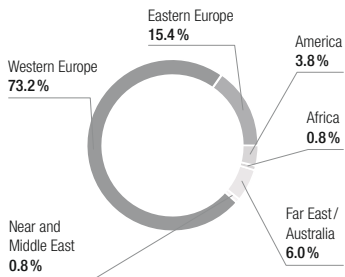


2016



2017

Turnover by sales regions



Turnover m €

+3.6%



2016



2017





Components

The Components division develops and produces individual components and system solutions for use in Liebherr products and for external clients. In 2017, the division reported numerous sales successes. Many new clients were gained, especially in the segments of large-diameter bearings, drive trains and combustion engines.

Investments m €

-22.1%



2016



2017

Employees

+8.2%



2016



2017





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