
Facts and Figures 2020

LIEBHERR



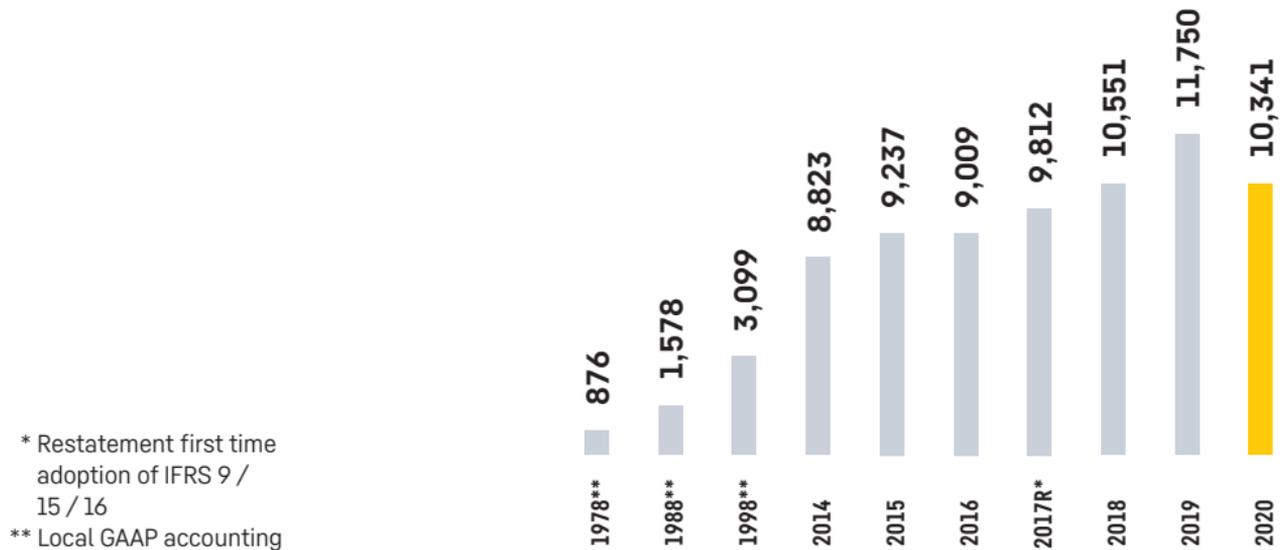
The Liebherr Group

Founded in 1949, the Group today comprises over 140 companies on all continents and employs 47,925 people. The Liebherr Group is a technology company with a broadly diversified product programme. The company is one of the world's largest manufacturers of construction machines, but also offers high-quality, use-oriented products and services in many other fields.

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

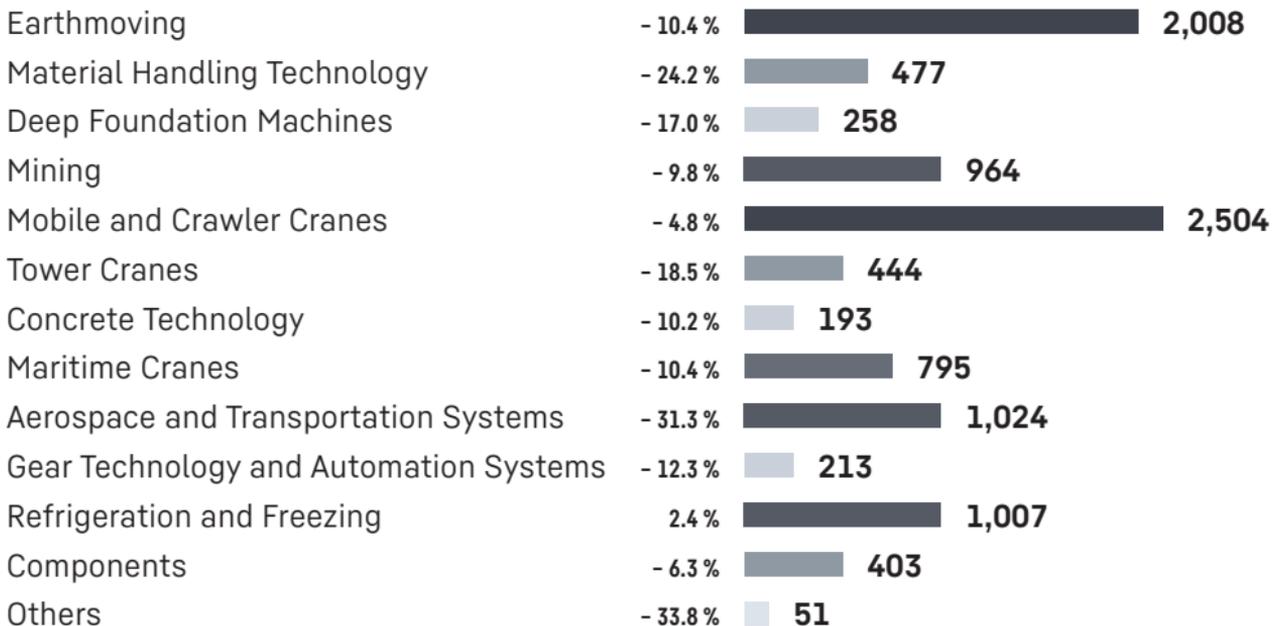


Sales revenue in € m



Turnover by product groups

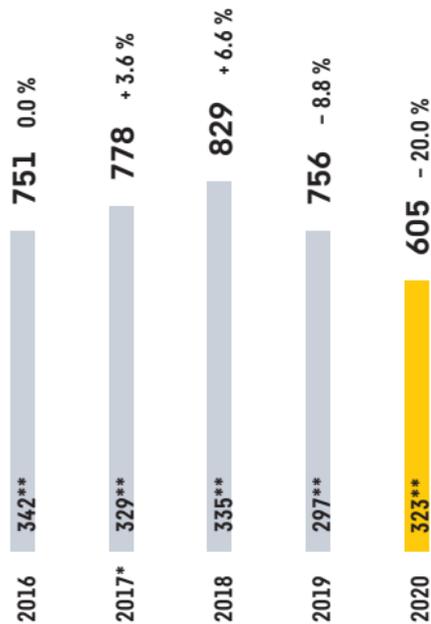
(variation compared to the previous year in %)



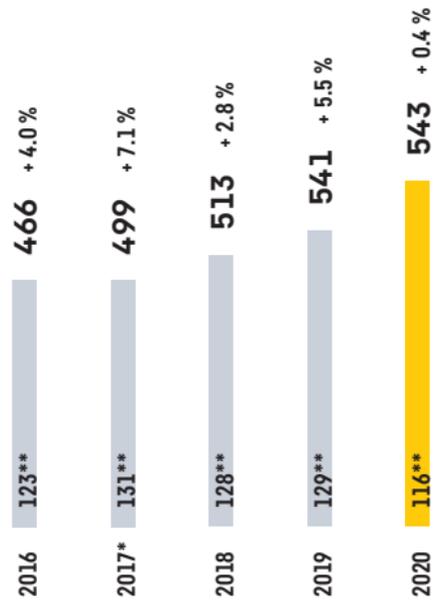
Investments

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 € 605 million.

Investments in € m



Depreciation in € m



* Restatement first time adoption of IFRS 9 / 15 / 16
 ** of which, rental fleet

Employees

In 2020, the number of employees decreased slightly: at the end of the year, Liebherr employed 47,925 people.

Employees by regions compared to previous year



47,925 employees -124

European Union

34,751 employees (-294)

Non-EU countries

4,721 employees (+418)

North America

1,757 employees (-160)

Central and South America

1,763 employees (-28)

Africa / Near and Middle East

1,033 employees (-90)

Asia and Oceania

3,900 employees (+30)

Five-Year Summary

| in € m | 2016 | 2017R* | 2018 | 2019 | 2020 |
|--------------------|--------|--------|--------|--------|--------|
| Sales revenue | 9,009 | 9,812 | 10,551 | 11,750 | 10,341 |
| Investments | 751 | 778 | 829 | 756 | 605 |
| Depreciation | 466 | 499 | 513 | 541 | 543 |
| Non-current assets | 4,089 | 4,190 | 4,433 | 4,372 | 4,011 |
| Current assets | 8,572 | 9,012 | 9,352 | 9,916 | 9,722 |
| Equity | 7,051 | 7,369 | 7,570 | 7,884 | 7,784 |
| Liabilities | 5,610 | 5,833 | 6,215 | 6,404 | 5,949 |
| Result after tax | 298 | 319 | 321 | 429 | 7 |
| Personnel expenses | 2,413 | 2,538 | 2,790 | 2,980 | 2,847 |
| | 2016 | 2017 | 2018 | 2019 | 2020 |
| Employees | 42,308 | 43,869 | 46,169 | 48,049 | 47,925 |

* 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 Rüb Stéfanie Wohlfarth Johanna Platt Philipp Liebherr |
| Managing directors | Andreas Böhm, Dr. Rolf Geyer, Stephan Raemy, Uwe Rechtsteiner |
| Auditors | Ernst & Young AG, Berne |

The Group's Product Segments



Earthmoving



Concrete Technology



Refrigeration and Freezing



Mining



Maritime Cranes



Components



Material Handling
Technology



Deep Foundation
Machines



Gear Technology and
Automation Systems



Tower Cranes



Aerospace and
Transportation Systems



Mobile and Crawler Cranes



Hotels

Principal locations of Liebherr companies



Core Values

We are a family-owned company

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.

We are
independent

We accept
responsibility

Highest quality
in everything we do

We are a
trustworthy partner

We are
innovative

Our employees
are a key factor in our success

Earthmoving

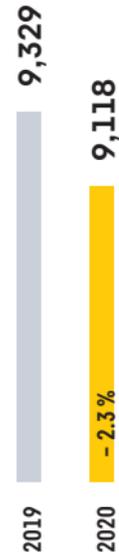
Liebherr's Earthmoving product segment posted sales of € 2,008 million in 2020, representing a € 232 million or 10.4% decrease compared with the year before.



Investments in € m*

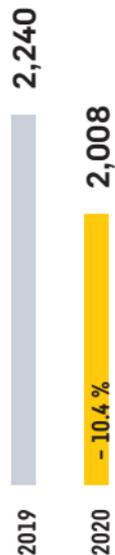


Employees*

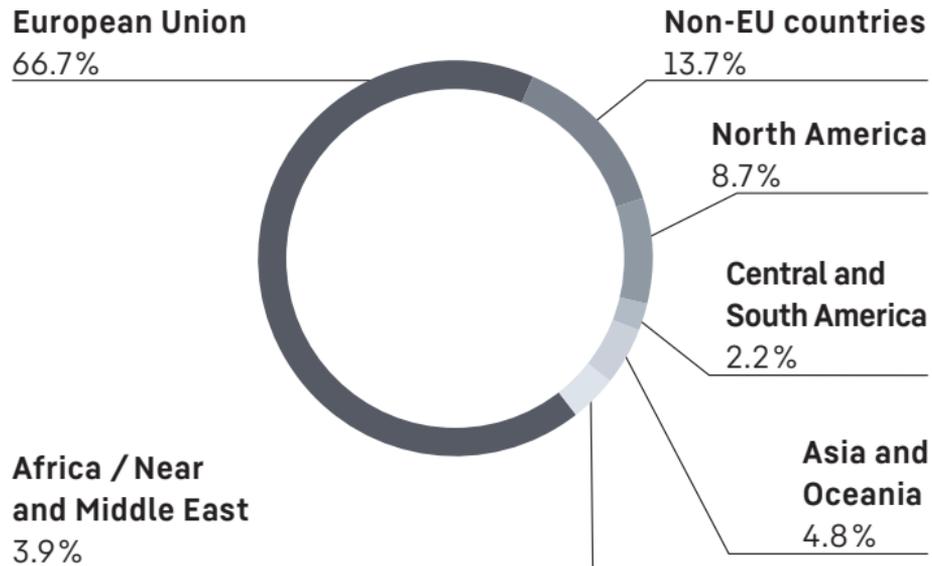


* includes earthmoving and material handling technology

Turnover in € m



Turnover by sales regions

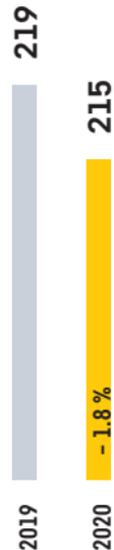


Material Handling Technology

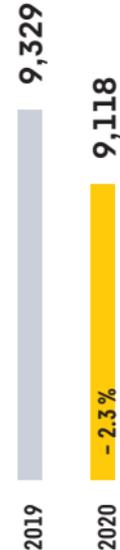
Revenue generated by Liebherr's Material Handling Technology product segment amounted to € 477 million in 2020, representing a € 152 million or 24.2% decrease compared with the previous year.



**Investments
in € m***

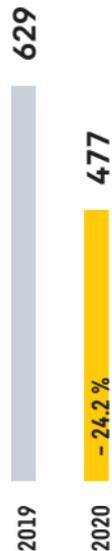


Employees*

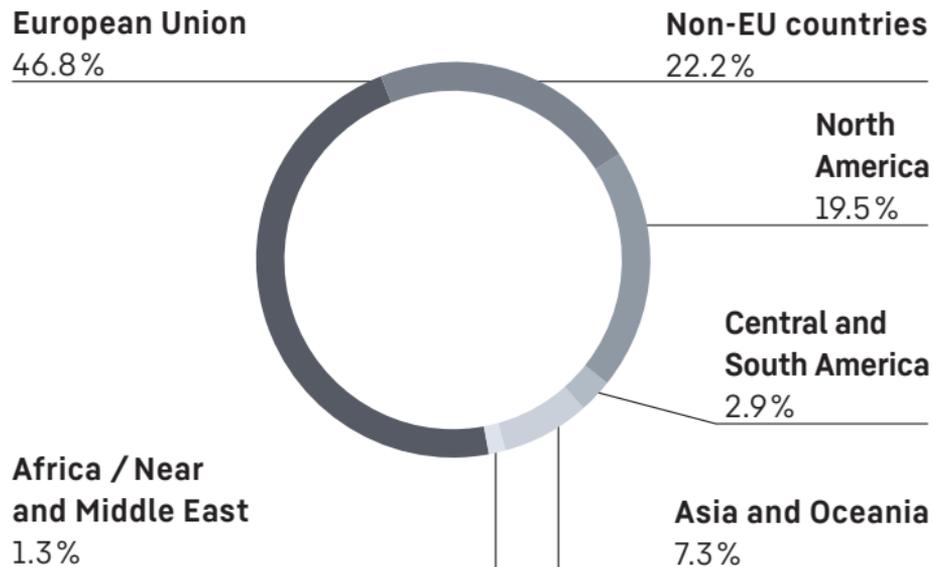


* includes earthmoving and material handling technology

Turnover in € m



Turnover by sales regions



Deep Foundation Machines

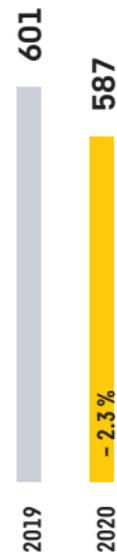
Liebherr's Deep Foundation Machines product segment posted sales of € 258 million in the 2020 financial year. This represents a € 53 million or 17.0% decrease compared with the year before.



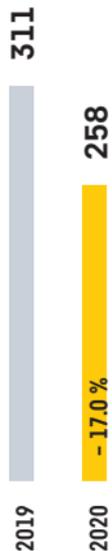
Investments in € m



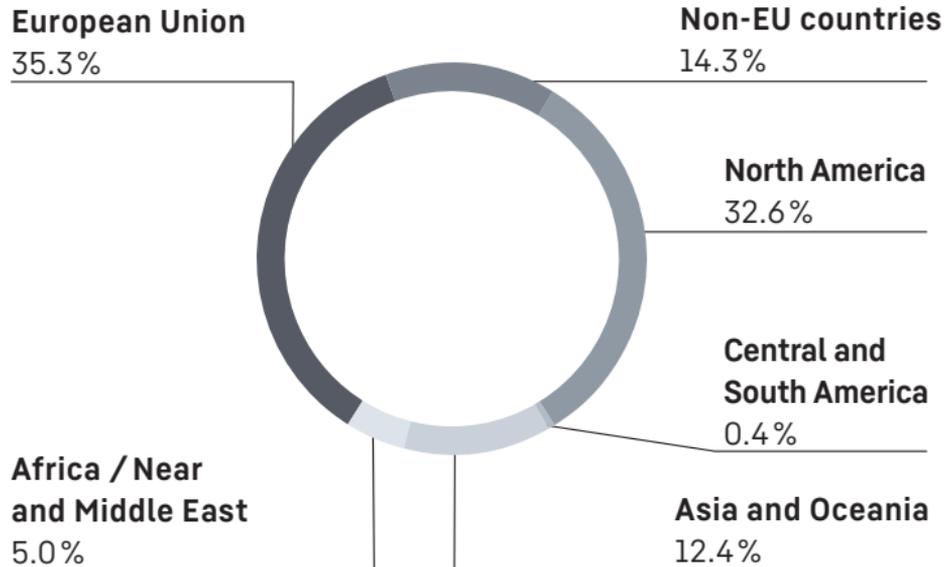
Employees



Turnover in € m



Turnover by sales regions



Mining

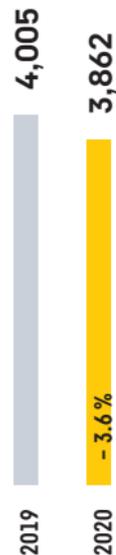
In the Mining product segment, Liebherr achieved revenues of € 964 million, which means a decrease in sales by € 105 million, or 9.8%, compared to the previous year.



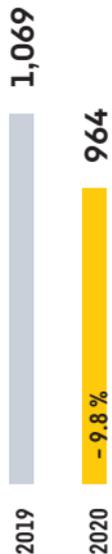
Investments in € m



Employees



Turnover in € m



Turnover by sales regions

European Union

1.9%

Non-EU countries

7.1%

Africa / Near and Middle East

16.1%

North America

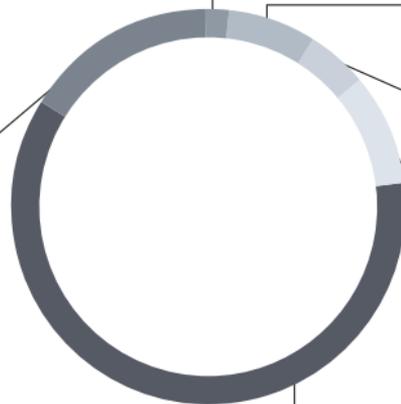
4.9%

Central and South America

9.2%

Asia and Oceania

60.8%

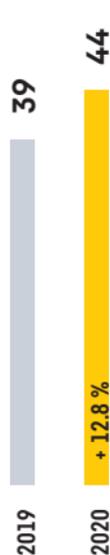


Mobile and Crawler Cranes

Revenue generated by the Mobile and Crawler Cranes product segment amounts to € 2,504 million in 2020, representing a decrease of € 127 million or 4.8% compared with the previous year.



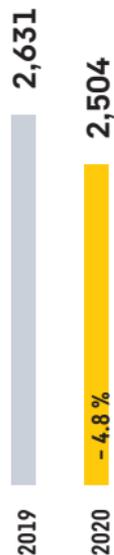
Investments in € m



Employees



Turnover in € m



Turnover by sales regions

European Union
45.8%

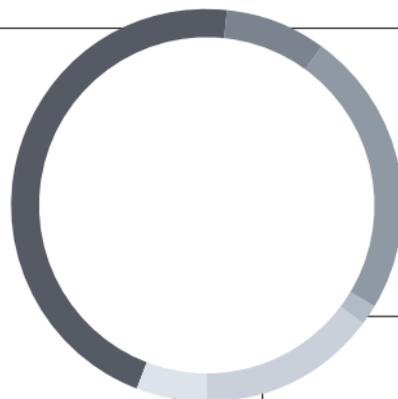
Non-EU countries
8.4%

North America
23.6%

Central and
South America
1.8%

Africa / Near
and Middle East
5.7%

Asia and Oceania
14.7%

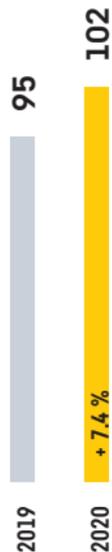


Tower Cranes

Revenue generated by the Tower Cranes product segment in 2020 amounted to € 444 million, representing a € 101 million decrease or 18.5% compared with the previous year.



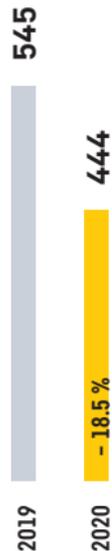
Investments in € m



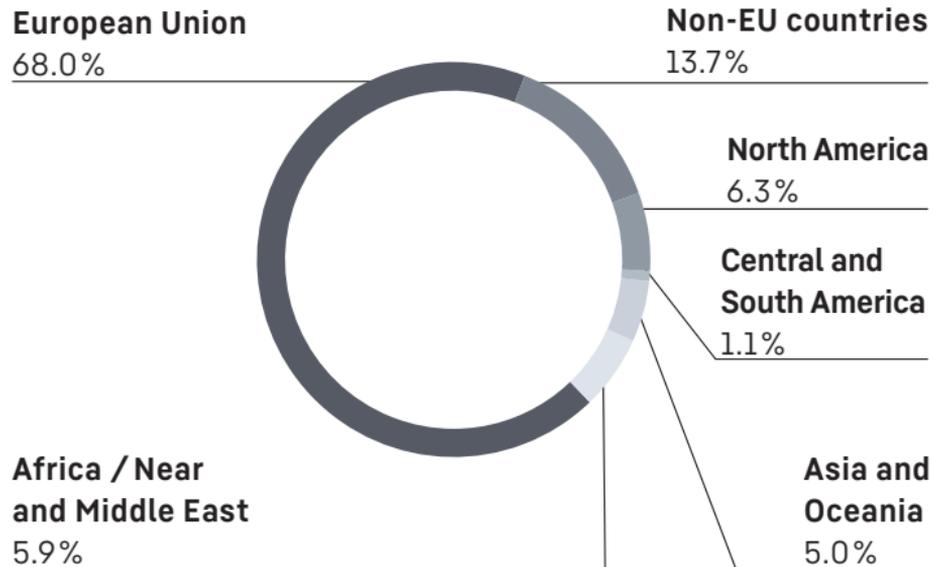
Employees



Turnover in € m



Turnover by sales regions



Concrete Technology

The Concrete Technology product segment recorded sales revenues of € 193 million for 2020. This represents a € 22 million or 10.2% decrease compared with the year before.



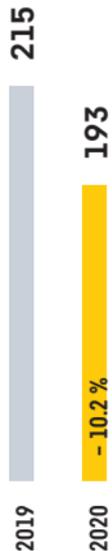
Investments in € m



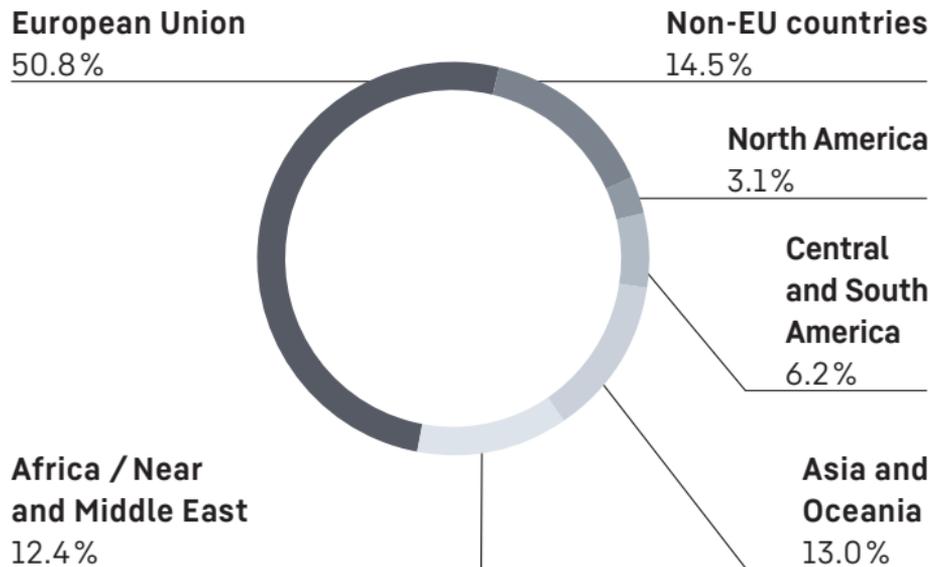
Employees



Turnover in € m



Turnover by sales regions



Maritime Cranes

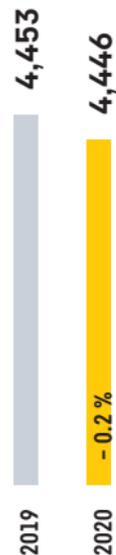
The Maritime Cranes product segment recorded sales revenues of € 795 million for 2020, representing a € 92 million or 10.4% decline compared with the year before.



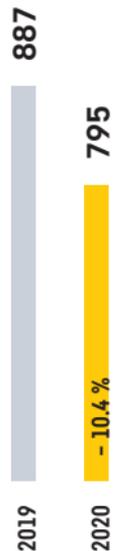
Investments in € m



Employees



Turnover in € m



Turnover by sales regions

European Union
29.8%

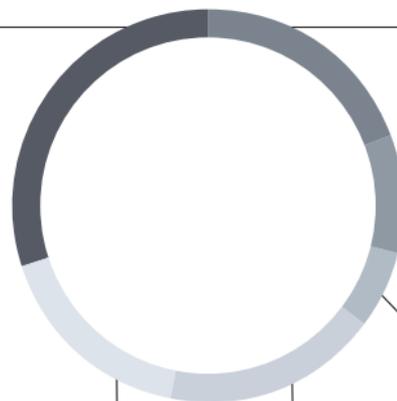
Non-EU countries
19.4%

North America
9.6%

Central and
South America
6.3%

Africa / Near
and Middle East
16.9%

Asia and Oceania
18.0%



Aerospace and Transportation Systems

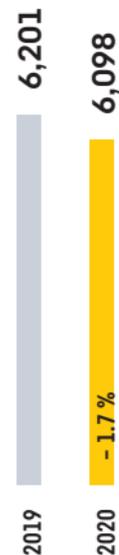
In its Aerospace and Transportation Systems product segment, Liebherr achieved sales of € 1,024 million, which represents a decrease of € 466 million, or 31.3% compared to the previous year.



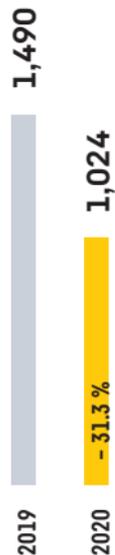
Investments in € m



Employees



Turnover in € m



Turnover by sales regions

European Union
50.6%

Non-EU countries
11.6%

North America
20.5%

Central and
South America
2.5%

Africa / Near
and Middle East
1.7%

Asia and Oceania
13.1%



Gear Technology and Automation Systems

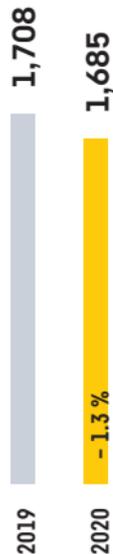
Revenue generated by the Gear Technology and Automation Systems product segment amounted to € 213 million in 2020, representing a € 30 million or 12.3% decrease year-on-year.



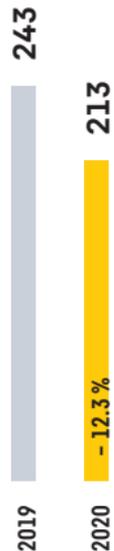
Investments in € m



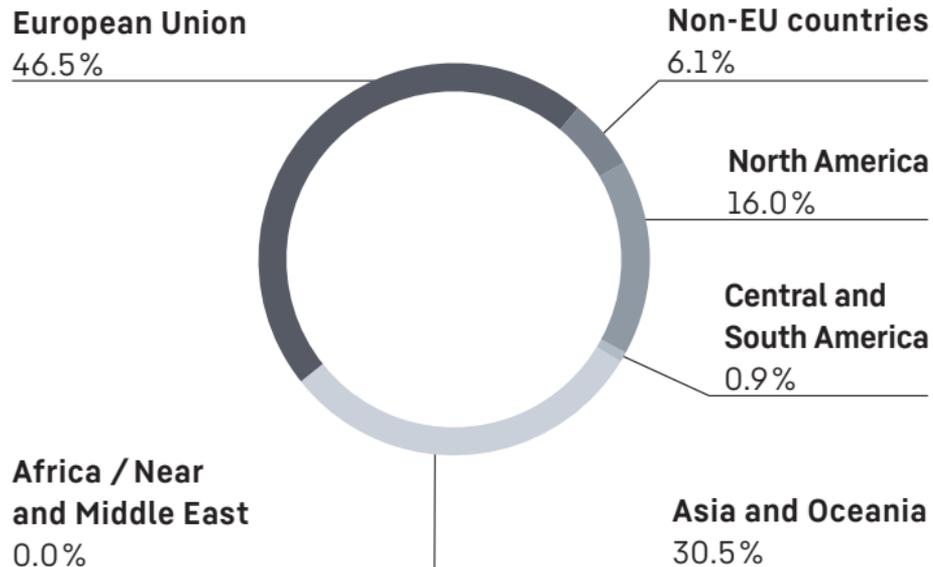
Employees



Turnover in € m



Turnover by sales regions



Refrigeration and Freezing

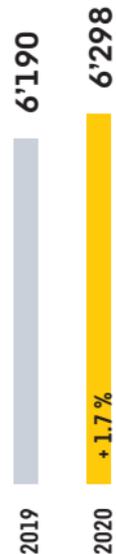
Liebherr's Refrigeration and Freezing product segment posted sales of € 1,007 million in the 2020 financial year. This corresponds to an increase of € 24 million or 2.4% year-on-year.



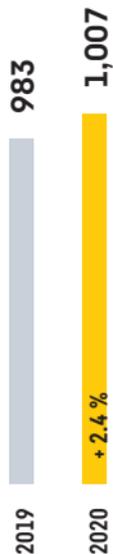
Investments in € m



Employees



Turnover in € m



Turnover by sales regions

European Union

74.9%

Non-EU countries

15.3%

North America

2.5%

Central and
South
America

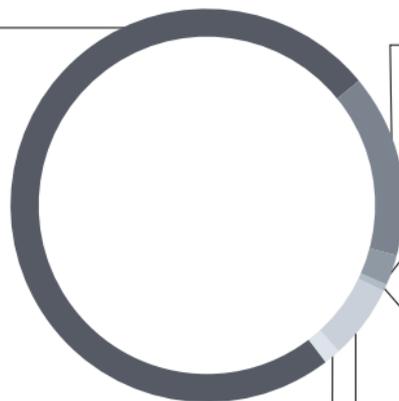
0.1%

Africa / Near
and Middle East

1.0%

Asia and Oceanian

6.2%



Components

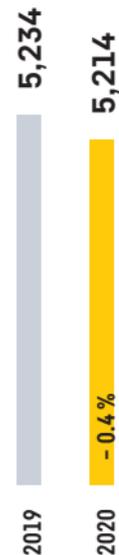
Liebherr's Components product segment, which produces individual components and system solutions for mobile and stationary machinery, recorded sales of € 403 million in 2020, which corresponds to a € 27 million or 6.3% decrease compared with the year before.



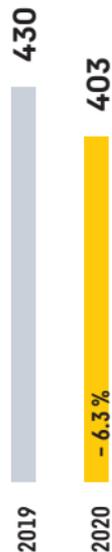
Investments in € m



Employees



Turnover in € m



Turnover by sales regions

European Union
56.3%

Non-EU countries
2.2%

North America
19.6%

Central and
South America
5.0%

Africa / Near
and Middle East
0.0%

Asia and Oceanian
16.9%



LIEBHERR

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