

# Facts and Figures 2015



**LIEBHERR**

# The Liebherr Group

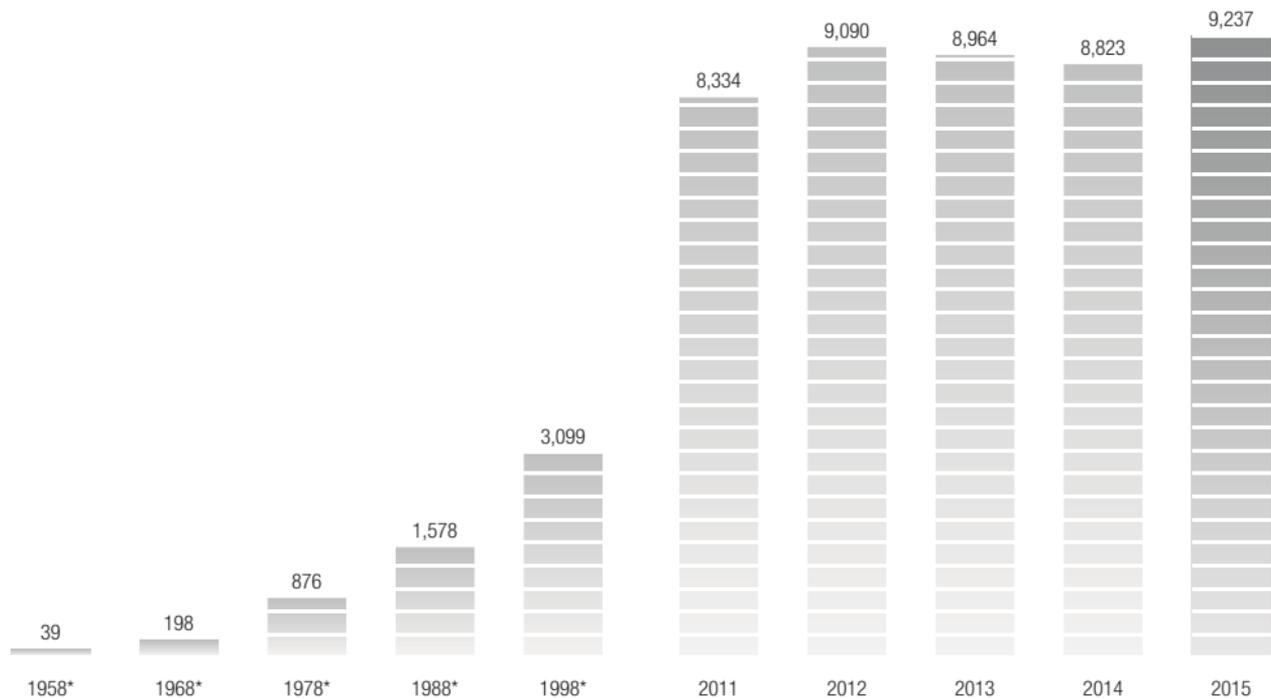
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*Hans Liebherr established the company that bears his name in 1949. Since then it has grown into a group of more than 130 companies on all continents, employing 41,545 people at the latest count. Today, Liebherr is not only among the world's largest 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.*



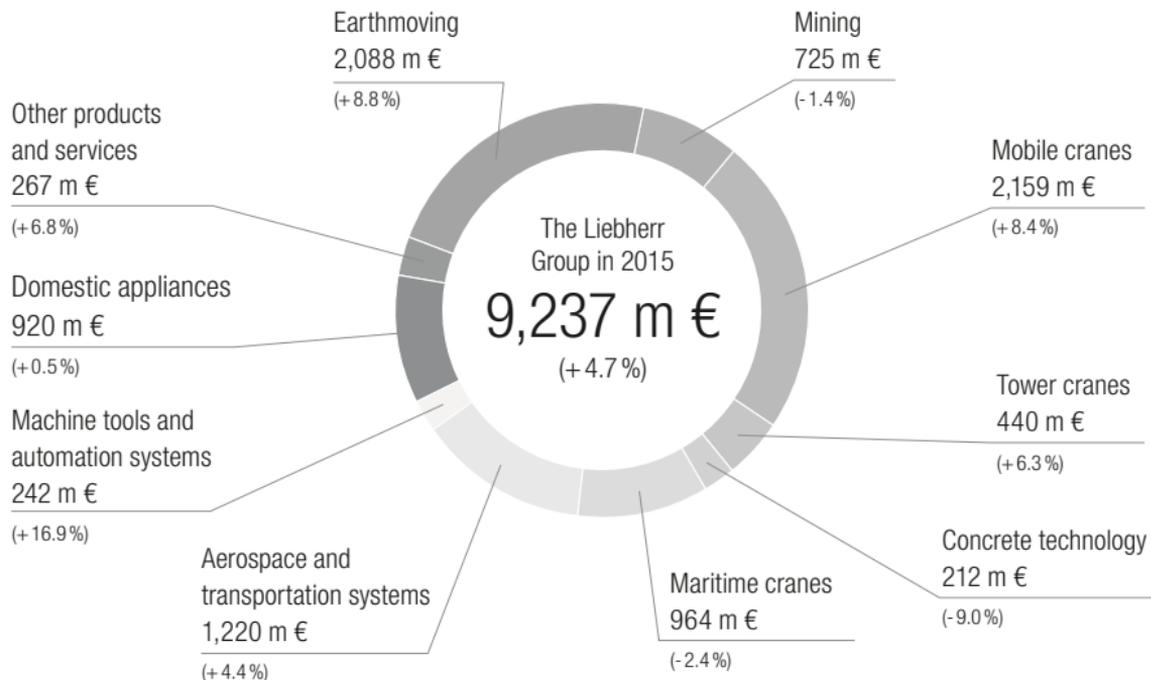
The family shareholders active in the Group (from left to right): Patricia Ruef, Stéfanie Wohlfarth, Jan Liebherr, Sophie Albrecht, Isolde Liebherr and Willi Liebherr

## Sales revenue in m €



\* Local GAAP accounting

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



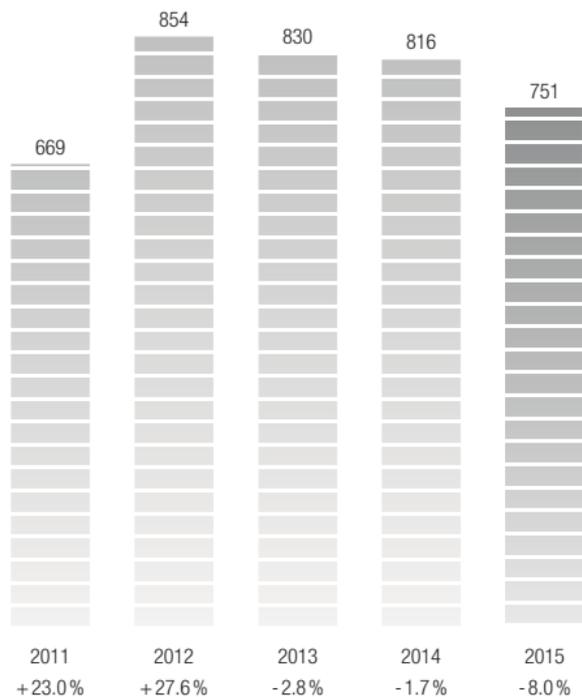
# Investments

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*The Liebherr Group has always put emphasis on investing in its production facilities and in the international sales and service network. In 2015 investments totalled 751 million € and thus maintained the existing high level.*

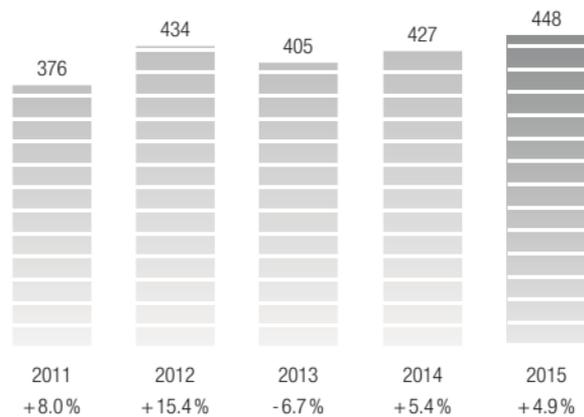
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## Investments in m €



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## Depreciation in m €



# Employees

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*In 2015, the number of employees increased slightly: at the end of the year, Liebherr employed 41,545 people.*

## Employees by regions compared with previous year

# 41,545 employees



## Five-year summary

| in m €             | 2011*  | 2012   | 2013   | 2014   | 2015   |
|--------------------|--------|--------|--------|--------|--------|
| Sales revenue      | 8,334  | 9,090  | 8,964  | 8,823  | 9,237  |
| Investments        | 669    | 854    | 830    | 816    | 751    |
| Depreciation       | 376    | 434    | 405    | 427    | 448    |
| Non-current assets | 3,069  | 3,348  | 3,521  | 3,737  | 3,913  |
| Current assets     | 7,568  | 7,840  | 7,998  | 8,111  | 8,349  |
| Equity             | 5,904  | 6,274  | 6,442  | 6,525  | 6,761  |
| Liabilities        | 4,733  | 4,914  | 5,077  | 5,323  | 5,501  |
| Result after tax   | 484    | 552    | 364    | 316    | 294    |
| Personnel expenses | 1,777  | 1,986  | 2,100  | 2,181  | 2,331  |
|                    | 2011   | 2012   | 2013   | 2014   | 2015   |
| Employees          | 35,333 | 37,801 | 39,424 | 40,839 | 41,545 |

\* Note: Only the 2011 amounts are based on IAS 19 (1998).

## Liebherr-International AG: Company data

|                      |   |
|----------------------|---|
| Head-office          | CH-1630 Bulle/FR  |
| Share capital        | CHF 100,000,000   |
| Shareholders         | Liebherr family (100%)  |
| Administrative board | Dr. h.c. Willi Liebherr, Chairman<br>Dr. h.c. Isolde Liebherr, Vice-Chairman<br>Hubert Liebherr<br>Sophie Albrecht<br>Jan Liebherr<br>Patricia Ruef<br>Stéfanie Wohlfarth |
| Managing directors   | Andreas Boehm<br>Stefan Heissler<br>Uwe Rechtsteiner<br>Denis Zosso   |
| Auditors             | Ernst & Young AG, Berne   |

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## The Group's Divisions



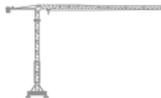
Earthmoving



Mining



Mobile cranes



Tower cranes



Concrete technology



Maritime cranes



Aerospace and  
transportation systems



Machine tools and  
automation systems



Domestic appliances



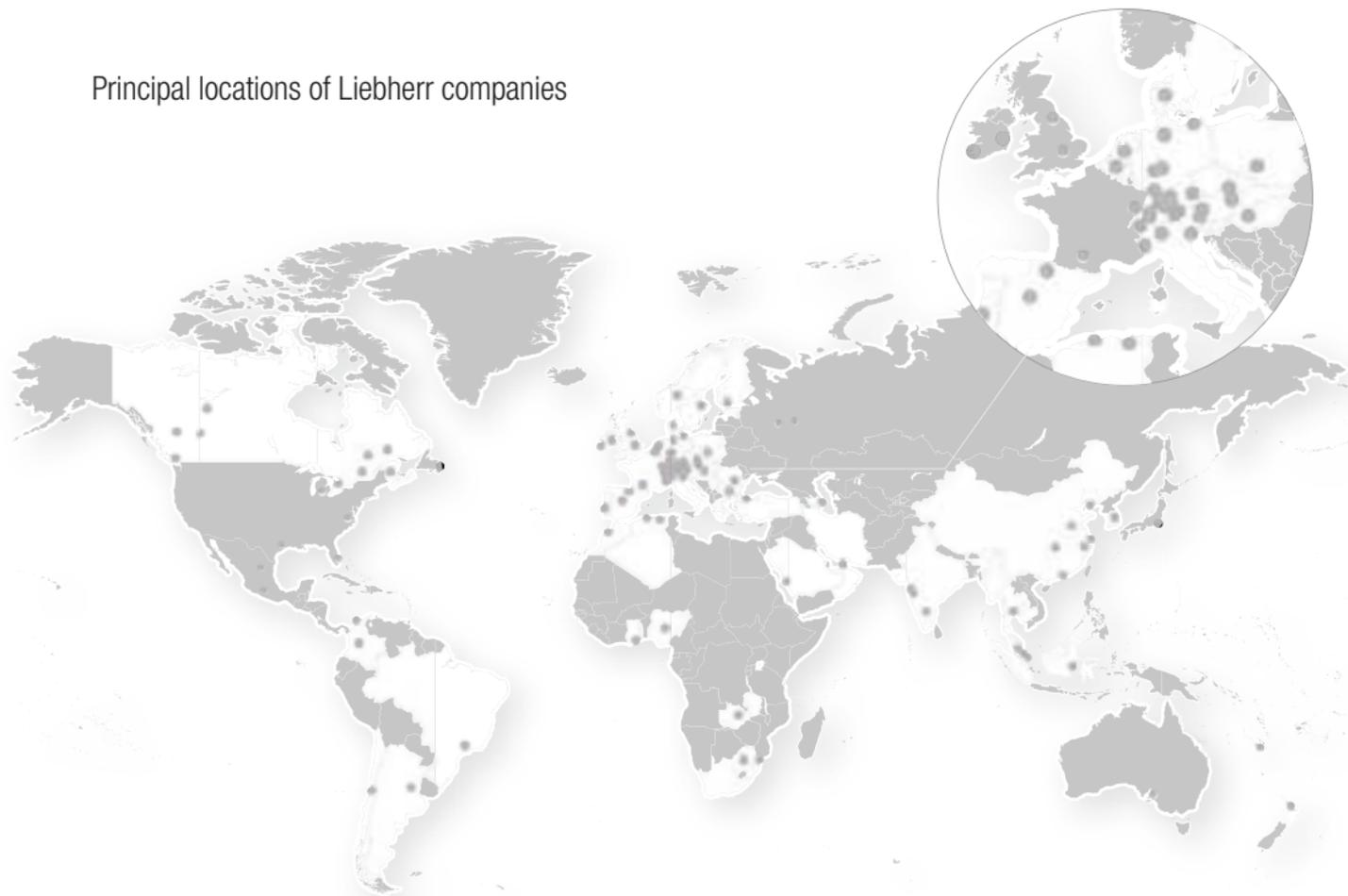
Components



Hotels

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## Principal locations of Liebherr companies



We Are a Family-Owned Company

# Core Values

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*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

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*In 2015 the earthmoving division recorded a turnover of 2,088 million €, an increase of 168 million € or 8.8 % compared with the previous year's figure.*

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Investments m €

- 11.0%



2014



2015

Employees

- 1.5%



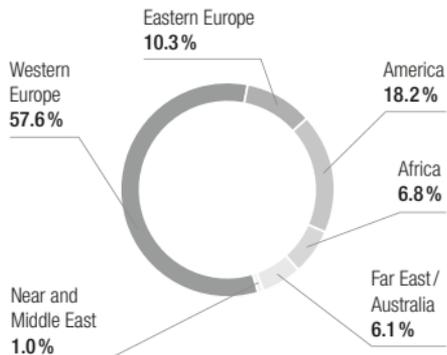
2014



2015

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## Turnover by sales regions



Turnover m € **+8.8%**



2014



2015





# Mining

*The crisis in the worldwide extraction industries continued in the past year. With this as a backdrop, the mining division recorded a turnover of 725 million €, a slight decrease of 10 million € or 1.4%.*

Investments m €

-54.1%



2014



2015

Employees

-0.8%

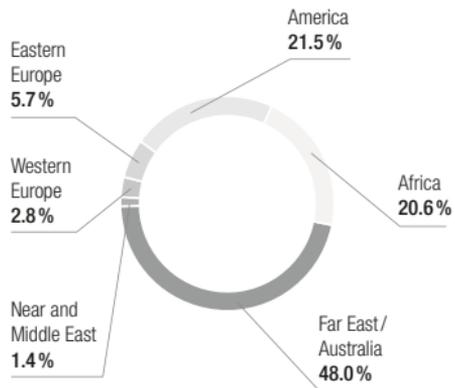


2014



2015

## Turnover by sales regions



Turnover m € -1.4%



2014



2015





# Mobile Cranes

*In 2015 Liebherr's turnover from mobile and crawler cranes was 2,159 million €. Despite the absence of upward movement in the mobile cranes market, the division's turnover rose by 167 million € or 8.4%.*

Investments m €

- 19.7%



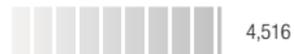
2014



2015

Employees

+ 1.3%

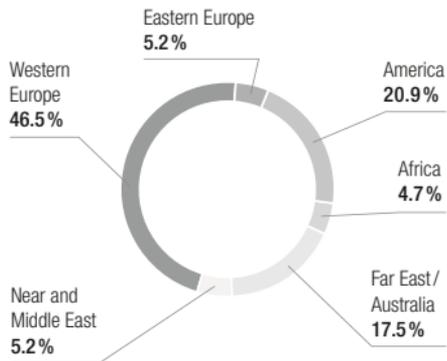


2014



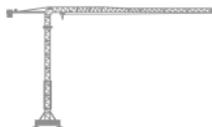
2015

## Turnover by sales regions



Turnover m € **+8.4%**





# Tower Cranes

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*The tower cranes division recorded a gratifying increase in turnover of 26 million € or 6.3% to a total of 440 million € for the 2015 business year.*

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Investments m €

+9.8%



2014



2015

Employees

+2.6%

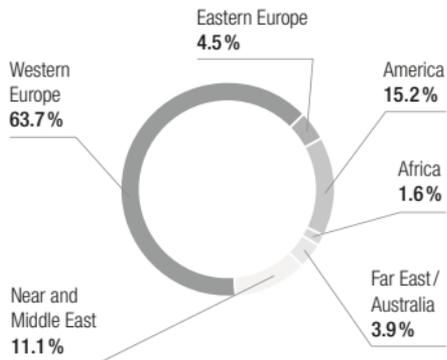


2014



2015

## Turnover by sales regions



Turnover m € **+6.3%**



2014



2015





# Concrete Technology

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*Last year Liebherr's turnover from truck mixers, concrete mixing plants and concrete pumps was 212 million €, a drop of 21 million € or 9.0%.*

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Investments m €

-20.0%

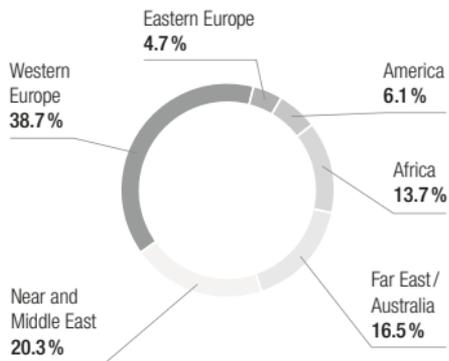


Employees

-8.1%



## Turnover by sales regions



Turnover m € -9.0%



2014



2015





# Maritime Cranes

*Following a most welcome increase in 2014, the maritime cranes division recorded a turnover at approximately the same level in 2015. Sales revenue totalled 964 million €, a slight drop of 24 million € or 2.4%.*

Investments m €

- 13.5%



2014



2015

Employees + 6.0%

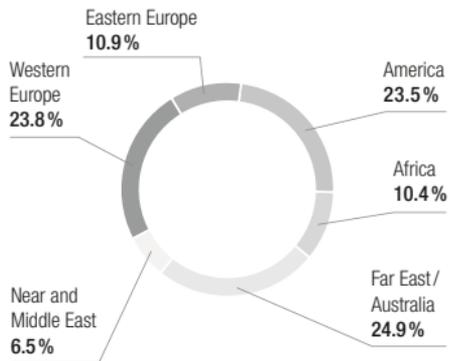


2014



2015

## Turnover by sales regions



Turnover m € -2.4%



2014



2015





# Aerospace and Transportation Systems

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*In 2015 the aerospace and transportation systems division increased its turnover by 51 million € or 4.4% to 1,220 million €; sales revenue from both business areas was higher, with slightly more growth from transportation systems than from aerospace.*

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Investments m €

-9.0%



2014



2015

Employees

+2.2%



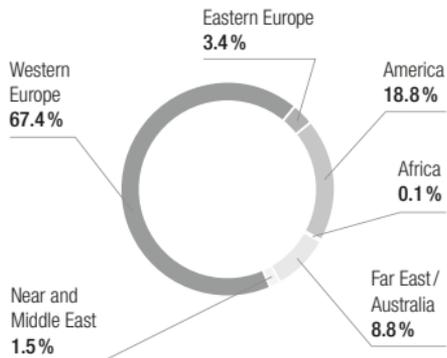
2014



2015

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## Turnover by sales regions



Turnover m € **+4.4%**





# Machine Tools and Automation Systems

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*The machine tools and automation systems division made substantial progress in the past business year: turnover rose by 35 million € or 16.9 % to 242 million €.*

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Investments m €

+200.0 %

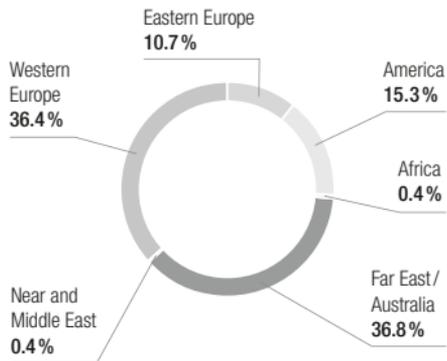


Employees

-0.1 %



## Turnover by sales regions



Turnover m € +16.9%





# Domestic Appliances

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*The domestic appliances division's turnover in 2015 was 920 million €, 5 million € or 0.5 % above the previous year's figure.*

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Investments m €

+15.5%



2014



2015

Employees

+5.7%

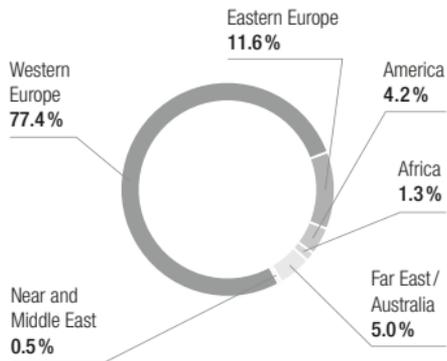


2014



2015

## Turnover by sales regions



Turnover m € **+0.5%**



2014



2015





# Components

*In the past year, the components division benefited in particular from strong growth of the wind power industry. It also expanded its range of activities in numerous product areas, and enlarged its production facilities at various locations.*

Investments m € +21.5%



Employees +4.5%







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