

Facts and Figures 2018



LIEBHERR

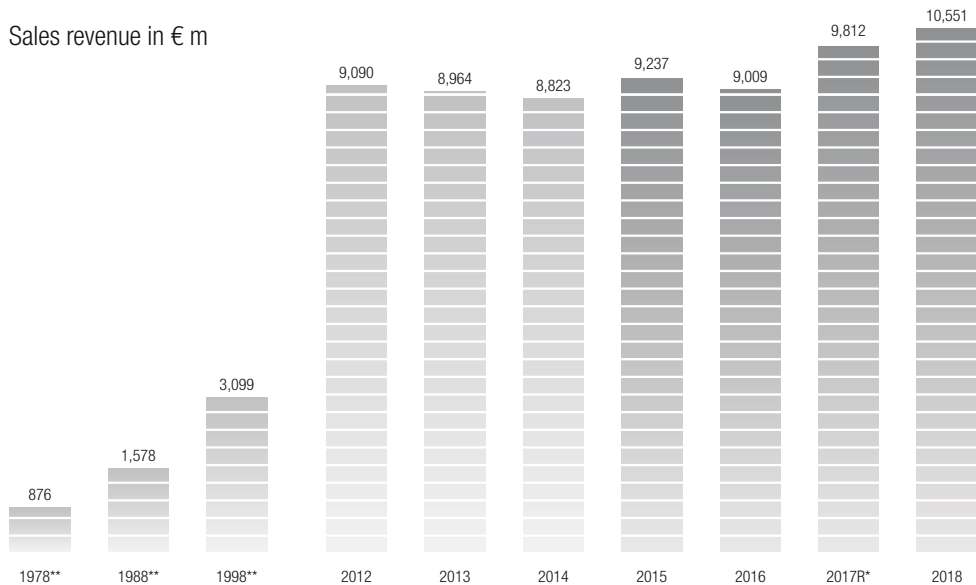
The Liebherr Group

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 46,169 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

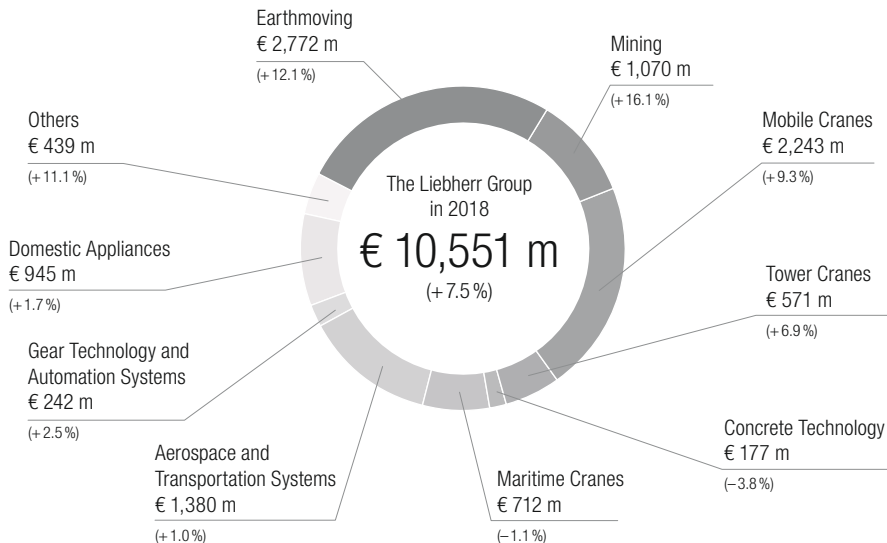
Sales revenue in € m



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

** Local GAAP accounting.

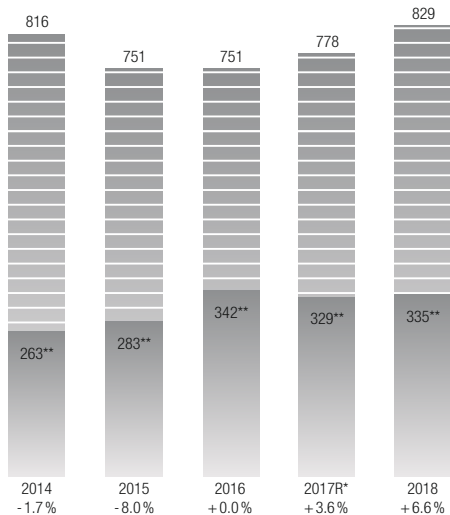
Turnover by product groups (variation compared to the previous year in %)



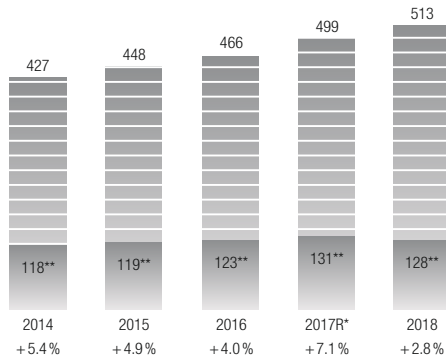
Investments

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 € 829 million.

Investments in € m



Depreciation in € m



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

** of which, rental fleet.

Employees

In 2018, the number of employees increased slightly: at the end of the year, Liebherr employed 46,169 people.

Employees by regions compared with previous year

46,169 employees



Five-Year Summary

in € m	2014	2015	2016	2017R*	2018
Sales revenue	8,823	9,237	9,009	9,812	10,551
Investments	816	751	751	778	829
Depreciation	427	448	466	499	513
Non-current assets	3,737	3,913	4,089	4,190	4,433
Current assets	8,111	8,349	8,572	9,012	9,352
Equity	6,525	6,761	7,051	7,369	7,570
Liabilities	5,323	5,501	5,610	5,833	6,215
Result after tax	316	294	298	319	321
Personnel expenses	2,181	2,331	2,413	2,538	2,790
	2014	2015	2016	2017	2018
Employees	40,839	41,545	42,308	43,869	46,169

* 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
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 per cent 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 record revenues of € 2,772 million in 2018.
This represents a € 299 million or 12.1 % increase compared with the year before.*

Investments in € m

+9.0%



2017R*

2018

Employees

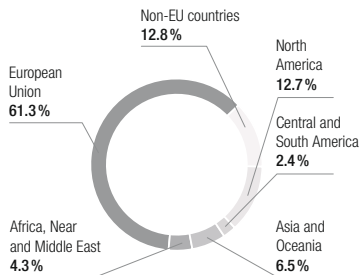
+6.4%



2017

2018

Turnover by sales regions



Turnover in € m +12.1%



2017R*



2018



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



Mining

*In the 2018 financial year, the Mining division achieved sales revenues of € 1,070 million.
This represents a € 148 million or 16.1 % increase compared to the previous year.*

Investments in € m

+26.5%



2017R*



2018

Employees

+9.7%

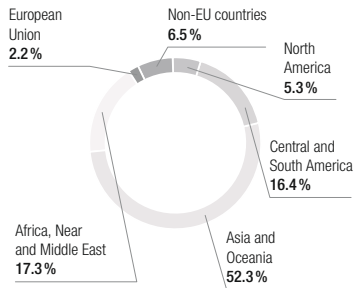


2017



2018

Turnover by sales regions



Turnover in € m +16.1%



2017R*



2018



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



Mobile Cranes

The Mobile Cranes division achieved a new record of € 2,243 million in sales in 2018.

This represents a € 190 million or 9.3% increase compared with the year before.

Investments in € m

+29.2%



2017R*



2018

Employees

+2.4%

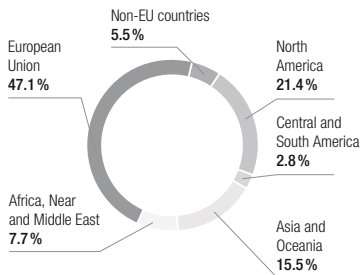


2017



2018

Turnover by sales regions



Turnover in € m +9.3%



2017R*



2018



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



Tower Cranes

In business year 2018, the Tower Cranes division achieved sales of € 571 million, representing an increase of € 37 million or 6.9% year on year.

Investments in € m

+1.3%



2017R*



2018

Employees

+4.8%

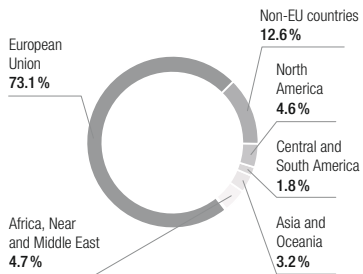


2017



2018

Turnover by sales regions



Turnover in € m

+6.9%



2017R*



2018



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



Concrete Technology

*In the 2018 business year, the Concrete Technology division achieved sales revenues of € 177 million.
This represents a slight decrease of € 7 million or 3.8 % compared with the previous year.*

Investments in € m

+100.0%



2017R*



2018

Employees

+3.0%

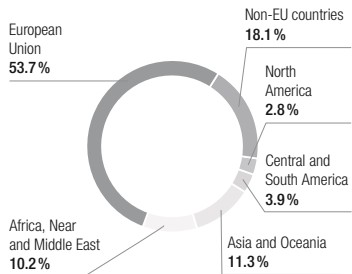


2017



2018

Turnover by sales regions



Turnover in € m

-3.8%



2017R*



2018



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



Maritime Cranes

*The Maritime Cranes division achieved sales of € 712 million in 2018.
As such, it was down on last year's figure by € 8 million or 1.1 %.*

Investments in € m

-11.3%



2017R*



2018

Employees

-1.0%

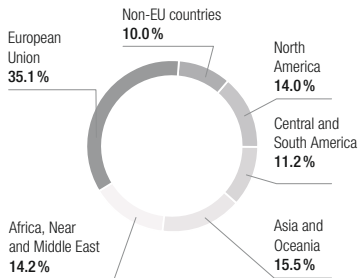


2017



2018

Turnover by sales regions



Turnover in € m -1.1%



2017R*



2018



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



Aerospace and Transportation Systems

In 2018, the Aerospace and Transportation Systems division achieved the highest revenues in its history. In total, it reported earnings of € 1,380 million, an increase of € 14 million or 1.0 %.

Investments in € m

-8.5%



2017R*



2018

Employees

+6.1%

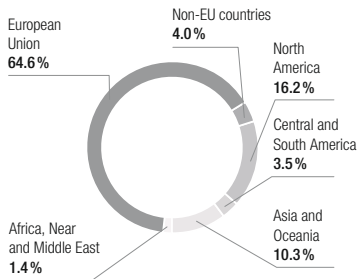


2017



2018

Turnover by sales regions



Turnover in € m +1.0%



2017R*



2018



© Siemens

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



Gear Technology and Automation Systems

Total revenues for the Gear Technology and Automation Systems division amounted to € 242 million in 2018, representing a € 6 million or 2.5 % increase year-on-year.

Investments in € m

+66.7%



2017R*



2018

Employees

+6.6%

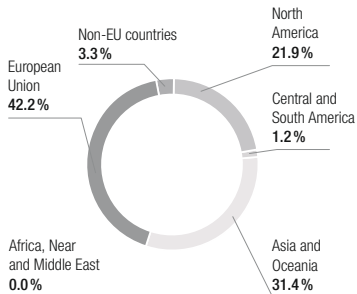


2017



2018

Turnover by sales regions



Turnover in € m

+2.5%



2017R*



2018



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



Domestic Appliances

*The Domestic Appliances division posted sales of € 945 million in the 2018 financial year.
This corresponds to an increase of € 16 million or 1.7% year-on-year.*

Investments in € m

-34.8%



2017R*



2018

Employees

+2.2%

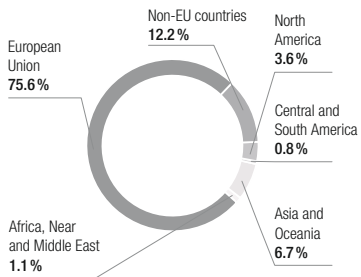


2017



2018

Turnover by sales regions



Turnover in € m

+1.7%



2017R*



2018



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



Components

The Components division produces individual components and system solutions for Liebherr machines and external customers. The division significantly increased its sales in 2018.

Investments in € m

+12.5%



2017R*



2018

Employees

+10.3%



2017



2018





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