

World ranking list for industrial trucks

# 2022/2023

## Industrial truck market with future potential

Bild: Toyota Deutschland GmbH



The “world ranking list for industrial trucks” first made an appearance in 1980. Since then, it has been documenting and commenting year after year on the development of the lift truck industry with the help of economic data and technical solutions from the participating manufacturers.

**NORBERT HENDRICKS**

Norbert Hendricks, author of the world ranking list, has been working for the industrial truck industry since 1998.



## World Ranking List 2022/2023 with market shares and ranking 2021/2022

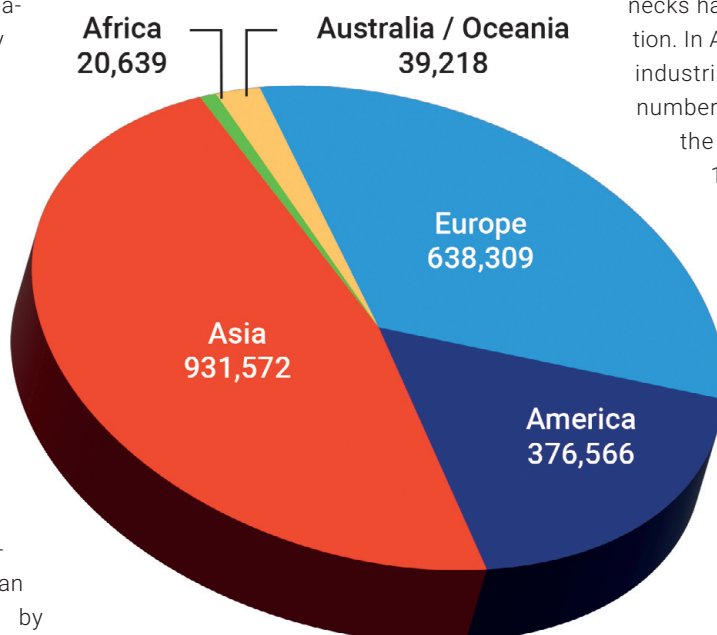
Manufacturer	Ranking 22/23	Ranking 21/22	Trend	Million € Turnover	World market share in % (rounded off)
Toyota	1	1		16,549	29.74
Kion	2	2		7,356	13.22
Jungheinrich	3	3		4,763	8.56
Mitsubishi Logisnext	4	4		4,459	8.01
Crown	4	4		4,450	8.00
Hyster-Yale	6	6		3,188	5.73
Manitou	7	9	↑	2,360	4.24
Anhui Heli	8	7	↓	2,201	3.96
Cargotec (Kalmar)	9	10	↑	1,943	3.49
Hangcha Group	10	8	↓	1,929	3.47
Clark	11	11		862	1.55
Merlo	12	13	↑	603	1.08
Komatsu	13	15	↑	574	1.03
Lonking	14	14		476	0.86
Hyundai Construction	15	16	↑	434	0.78
Combilift	16	17	↑	392	0.70
Hubtex	17	18	↑	95	0.17
Godrej & Boyce	18	-		84	0.15
Baumann	19	19		66	0.12
Paletrans	20	21	↑	52	0.09
Industrial PR (Pramac)	21	-		50	0.09
Flexi - Narrow Aisle	22	23	↑	37	0.07
Stöcklin	23	22	↓	32	0.06
Genkinger	24	24		23	0.04
Magaziner	25	25		14	0.03
Miag	26	26		10	0.02

# World ranking list for industrial trucks

## 2022/2023

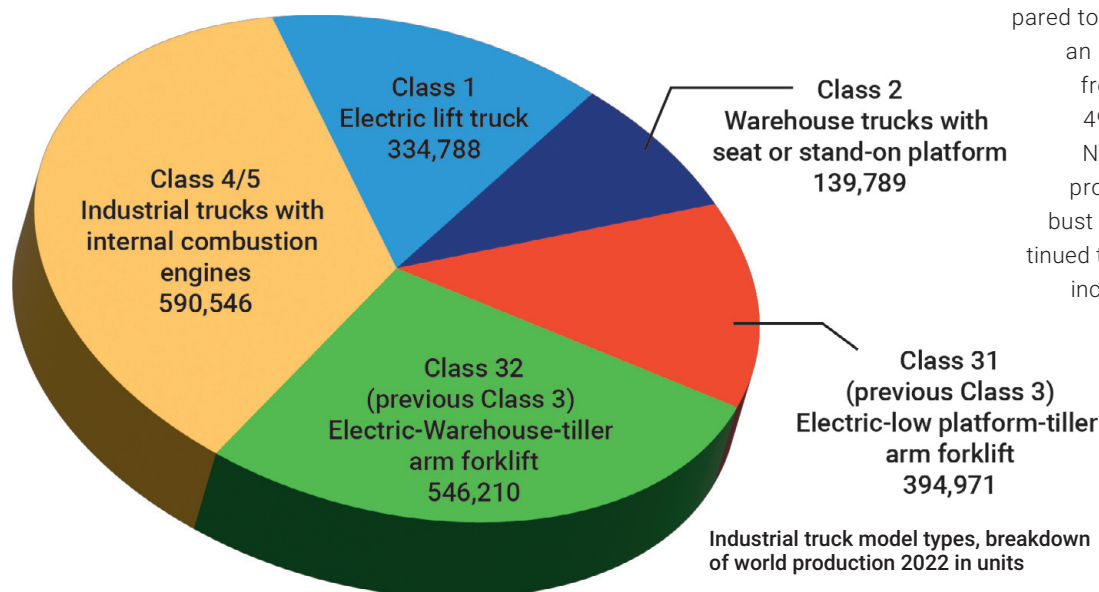
The financial year 2022 or 2022/23 is atypical: The worldwide incoming orders in number of units decreased according to the WITS class division scheme from 2,340,587 (2021) to 2,182,772 (2022) units. The number of orders increased again moderately from a very high level: to 2,006,304 (2022) as compared to 1,969,410 (2021) units. Nevertheless, according to calculations by Interact Analysis, the growth rate of the global forklift truck market fell from a strong 23.4 per cent in 2021 to 4.1 per cent in 2022. For Europe, the WITS Information Sheets report an increase in deliveries by 54,386 units from

583,923 (2021) to 638,309 (2022); for orders on the other hand, a decrease from 719,472 (2021) to 633,028 units (2022). It can be assumed that catch-up effects in deliveries because of previous crisis-related supply bottlenecks have contributed to this combination. In Asia, both, the number of units of industrial trucks ordered as well as the number of deliveries has decreased in the year under review: from 1,067,212 or 1,005,513 (in each case 2021) to 992,288 or 931,572 (in each case 2022).



**Worldwide industrial truck deliveries 2022, breakdown according to continents in units**

The million limit was exceeded, both, in case of incoming orders as well as in case of deliveries in the prior year (2020), when there was an enormous increase of approximately 200,000 units as compared to 2019. In America, there was an increase in incoming orders from 491,698 units (2021) to 495,068 (2022) units. The North American market, which proved to be comparatively robust in the year under review, continued to account for the majority of incoming orders. The remaining regions, Africa and Australia/Oceania, are practically at the same level compared to the previous year: 62,205 units (2021) compared to 62,388 (2022).



**Industrial truck model types, breakdown of world production 2022 in units**



In terms of regions, WITS also groups incoming orders and orders according to the five different industrial truck classes. Three years ago, the FEM (European Materials Handling Federation) divided the original Class 3 (electrically driven pedestrian trucks) in Classes 31 (electric-low platform-tiller arm forklift) and 32 (electric-Warehouse-tiller arm forklift). Incoming orders for 2022 in Class 1 (electric counterbalance lift trucks) are 379,540 (prior year 2021: 386,582) in Class 2 (warehouse trucks with seat or stand-on platform) at 166,580 (2021: 181,604). For Class 31 (electric-low platform-tiller arm forklift), the WITS reports 417,571 (2021: 407,438) units; for Class 32 (electric-Warehouse-tiller arm forklift) 579,425 units (2021: 635,340).

The incoming orders in the largest segment – Class 4/5 (IC engine powered counterbalance lift truck) -, which had developed positively again after the decreases and had increased to 729,623 units (2021), recorded a decrease of 639,656 units. The following still applies: The industrial trucks with internal combustion engines still have their market, not least in emerging markets, where operators prefer simple and inexpensive industrial trucks. More information can be found in the graphics on "Model types of industrial trucks" and "Worldwide industrial truck deliveries".

(Sources: WITS Information Sheets; Company reports 2022; Interact Analysis, Statista)

### Future forecasts

Considering the ups and downs documented in the global statistics for industrial trucks in recent years - be it in terms of regions, classes, incoming orders or orders - a Statista forecast scenario promises a dynamic and positive development for the future: Therefore, the market volume of approximately \$ 43,778 million or € 41,539 million is expected to rise to a base of \$ 75,214 million or € 71,367 million by 2030. This forecast is based on a lot of continuity, consistent momentum and very low fluctuation margins - and is based on the premise that global political hot spots will not give rise to any new turbulence.

### Changes as a constant

Every year there are some companies that leave the world ranking list, while others join it. This year, we were able to include the Indian company Godrej again, which was not included last time due to a transmission error.

At <https://tedo.link/dhf-wrl-flurförderzeuge> the text and the current list can always be called up, in which corrections are also implemented if necessary.

### Market shares of the companies

Since manufacturers of material handling vehicles report their market share, if they do so at all, not according to values, but in terms of number of units, we have created a

### Thank you to those who took part

At this point, the editorial department wishes to thank the companies and their employees that actively contributed to the creation of this world ranking list and thereby contributed to their own continued success.

### Note to the readers

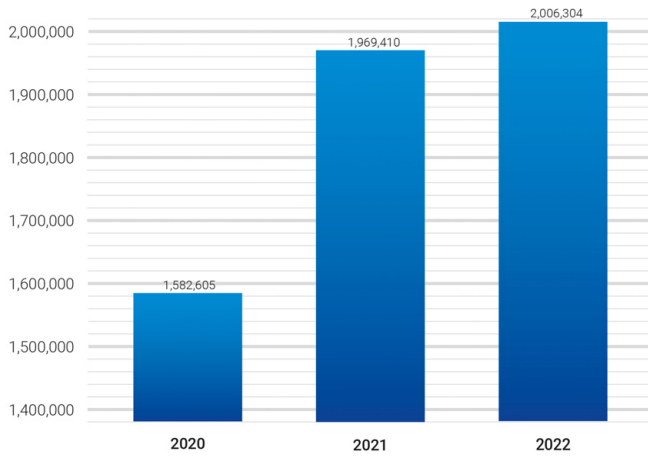
It was a top priority for the editorial department to evaluate the numerical data and all other information with the greatest care and to produce the world ranking list objectively. Due to the large volume of information and the different definitions and financial requirements in the individual countries, errors cannot be ruled out. We ask you, dear readers, for your understanding. The current world ranking list can always be accessed at the link <https://tedo.link/dhf-wrl-flurfOrderzeuge>.

### Non-listed manufacturers

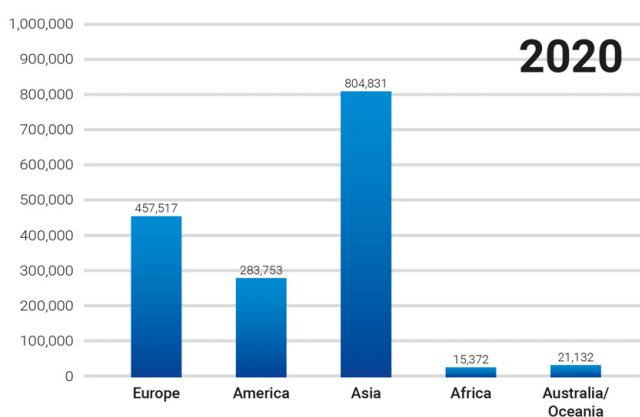
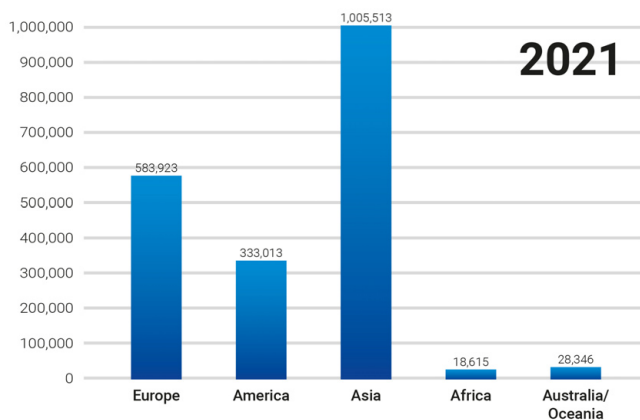
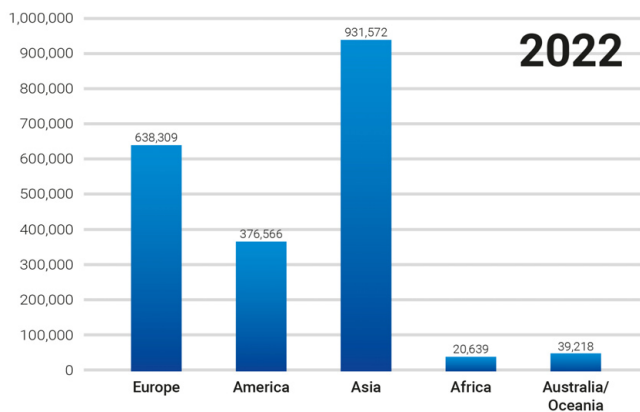
The prerequisite for being included in the world ranking list is a minimum turnover of 10 million euros within the year under review. Accordingly, the majority of manufacturers of material handling vehicles are not shown in this list. Practically all suppliers of material handling vehicles that meet this minimum turnover criterion view their inclusion in this ranking list positively and indeed use it for marketing purposes. However, there are also major manufacturers that do not wish to participate in the ranking list. Therefore, this list does not claim to be complete. We wish to emphasise that the rankings shown are exclusively based on the company's turnover in the respective financial year in euros. The world ranking list does not provide any information about delivered number of units or the skills and abilities of the respective manufacturers.

table with the percentages of the value proceeds of all companies involved, based on the turnovers listed in the world ranking list. We supplemented the resulting sum with an estimated number in the amount of five per cent. The total sum thus reached should depict approximately the relations in the global market. Due to the calculation of the market shares according to value turnover, we provide an





Global market for industrial trucks: Deliveries 2020 to 2022 in units



Global market for industrial trucks 2020 to 2022:  
Division according to continents, delivery in units

additional perspective from which to view the market. An important approach, because it takes into account the fact that the average prices of individual industrial trucks, such as a hand pallet truck and a reach stacker, differ greatly.

### The influence of exchange rates

As the world ranking list of industrial trucks is published in the Euro zone, we state the turnover in euros. We do this, even though countries that do not belong to the Euro zone generally have to prepare their accounts in their national currency in accordance with country-specific regulations and laws.

Up until 2013, in such cases, we converted the respective company's results according to the rates published by the European Central Bank (ECB) at the fiscal year end and entered the values into the "World Ranking List Conversion Table". As a reaction to the strong rate fluctuations of the Euro in comparison with the US dollar and the yen, for example, the editorial department calculates the foreign currency values reported for the dhf Intralogistik world ranking list via the annual mean exchange rates in euros. These refer to the corresponding calendar year, in which at least nine months of the financial year of every company fall. Due to fluctuations in the exchange rate, which also cannot be excluded in the future, it has become clear that the earlier practice of setting the rate at the last day of the financial year in question can lead to inaccurate assessments. Comparability with prior years is still ensured because the deviations that resulted from the conversion are less significant than those that would have occurred due to strong exchange rate fluctuations. As before, the dhf Intralogistik world ranking list of industrial trucks also lists the turnover for the financial year in the respective national currency and thus offers a unique selling point that makes it possible to compare manufacturers of material handling vehicles!

### Explanations of the world ranking list

The World Ranking List Table shows the individual companies in descending order of the turnover for industrial trucks. They are listed with their logo, abbreviated names and the country in which their corporate headquarters are located. The proceeds are consolidated net turnover without interdivision and intercompany turnover.

We have included manufacturers that disclosed a turnover volume of at least 10m euros for industrial trucks in the year under review. Analogous to the practices of renowned producers, we show the data of the last five years, if possible. The exchange rate table is based on the Euro. We converted the currencies in accordance



## The most important international associations

<b>ABIMAQ</b>	=	Associação Brasileira da Indústria de Máquinas e Equipamentos (economic region Brazil)
<b>CITA</b>	=	China Industrial Truck Association (economic region PR China)
<b>FEM IT</b>	=	European Federation of Materials Handling, Product Group Industrial Trucks (economic region: Europe)
<b>ITA</b>	=	Industrial Truck Association (economic region USA, Canada, Mexico)
<b>JIVA</b>	=	Japanese Industrial Vehicles Association (economic region Japan)
<b>KOCEMA</b>	=	Korean Construction Equipment Manufacturers Association (economic region South Korea)
<b>SIMHEM</b>	=	Society of Indian Materials Handling Equipment Manufacturers (economic region India)

with the information of the European Central Bank (ECB) and the Federal Ministry of Finance, based on the annual mean values. The information about the profit or loss of the respective manufacturer refer to the entire company. We do not list the associated numerical data in the table. Instead, we state "P" for "Profit", "L" for "Loss" and "U" for "Unknown".

In comments about the company, we only expand on the results achieved on an occasional basis. The main table contains columns for the number of employees of the en-

tire company and the materials handling vehicle division. For manufacturers with mixed production, the personnel strength can often not be exactly defined in the industrial truck division. Therefore, some fields have remained blank.

In addition to the table, as already mentioned, we publish an overview with the industrial trucks turnover in euros, with the market shares resulting from the individual proceeds, as well as the direction of motion for the placements in comparison to the prior year.

Some of the manufacturers listed in our world ranking list are limited liability companies that are legally obligated to create and publish annual reports in terms of the Commercial Codes of the producing countries. According to these annual reports, which we have analysed closely, we can group the companies according to the necessary criteria.

The annual reports usually include profit and loss statements, financial statements, as well as cash flow statements from which the company's productivity and re-

sistance to crisis can be determined. Apart from this, we take facts and figures from information published online and, as far as possible, check whether the company's internet presence is up-to-date.

Additionally, we send all manufacturers a questionnaire. The information thus provided by the companies is subjected to a plausibility check by the editorial department if no other information was submitted.

Fortunately, the companies are very happy to supply information. Many thanks for your support at this point as well!

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# Commentary

## World ranking list 2022/2023

### Companies listed by rank

#### 1 Toyota, Japan

As has been the case for years, the Toyota Material Handling Group (TMHG) - a division of Toyota Industries Corporation (TICO) - remains the leader in the dhf world ranking list. In the year under review 2022/23, TICO recorded a significant increase in net turnover compared to the prior year from 2,705,183 million Yen to 3,379,800 million Yen.

In Euros, net income increased from € 20,828 million to € 24,490 million. Even the turnover of TMHG increased significantly from 1,789,434 million Yen to 2,283,800 million Yen and, calculated in euros, from € 13,778 million to € 16,549 million. TICO generated a net profit of 192,800 million Yen, converted to € 1,397 million. The total workforce increased from 71,784 to 74,887 employees, while the number of employees at TMHG increased from 46,262 to 49,349 (2022/23).

In the year under review, the Japanese lift truck market only recorded a slight increase in sales as compared to the prior year, which was mainly due to the effects of the corona virus pandemic. Sales of Toyota Gabelstapler in the company's home country rose by 4 per cent as compared to the prior year to 49,000 units.

Growth in the North American lift truck market slowed over the course of 2022/23, while the market as a whole remained at the level of 2021/22. The orders on hand increased again due to strong demand in the e-commerce and

retail sectors and for certain IC engine powered forklift trucks.

Against this backdrop, combined sales of the Toyota and Raymond brands rose by 29 per cent, as compared to the prior year, to 98,000 units in the financial year 2022/23.

Growth in the European lift truck market also slowed in the year under review due to supply chain disruptions and the conflict in Ukraine. TMHG recorded sales of 99,000 units, eight per cent more than in the prior year.

The ALOMA market (Asia, Latin America, Australia/Oceania, Middle East and Africa) exceeded even the strong sales growth of 2021/22 in 2022/23 and set another sales record with a growth of 109 per cent as compared to the prior year. However, in China, the company's sales fell to 67 per cent of the previous year's level, which is partly due to the corona virus restrictions, which increased again. After the significant increases in the year under review, the forecast for 2023/24 is cautious: TICO's turnover is expected to increase comparatively moderately from 3,379,800 million Yen to 3,500,000 million Yen, while TMHG's turnover is expected to increase from 2,283,800 million Yen to 2,330,000 million Yen. The expected profit of TICO for 2023/24 is 195,000 million Yen after the 192,800 million Yen mentioned in the year under review.

[toyotamaterialhandling-international.com](https://toyotamaterialhandling-international.com)

#### 2 Kion Group, Germany

The Kion Group is, as in the prior years, in the 2nd place on the world ranking list.

The segment Industrial Trucks & Services, which is pivotal in their positioning, is divided into the following three operating units: Kion EMEA, concentrating on Europe, Middle East and Africa, Kion APAC, which is responsible for the Asia-Pacific regions alongside North and South America, and KION Americas. Besides the industrial trucks and warehouse systems, Kion also provides support for financial services in the Industrial Trucks & Services segment linked to this. Apart from that, Supply Chain Services is the second major segment. Kion relies on a multi-brand strategy: Linde and Still tend to serve the premium market for industrial trucks, while Baoli concentrates on the economy segment. The regional industrial truck brand, Fenwick, stands for one of the leading material handling providers in France and OM for the same in the Indian market.

Overall, the net turnover of the Kion Group increased by 8.2 per cent in the 2022 financial year as compared to 2021, from € 10,294 million to € 11,135 million. Incoming orders decreased from € 12,482 million (2021) to € 11,708 million. In terms of net profit, the Kion Group reported a decrease from € 568 million (2021) to € 105.8 million in the year under review. The largest part of net turnover in the reporting period was attributable to the main sales region EMEA, as in the other regions based on the customer's headquarters (sales revenue of € 6,823.7 million in 2022 as compared to € 6,364.4 million in 2021). The markets in North, South and Central America also recorded growth (sales reve-



nue of € 3,015 million in 2022 as compared to € 2,751 million in 2021). The sales volume in the APAC region (Asia-Pacific including China) also increased (€ 1,297 million compared to € 1,179 million).

The Industrial Trucks & Services segment generated total turnover of € 7,356 million in the year under review, compared to € 6,514 million in 2021. The rapid processing of the high orders on hand from the prior year played a major role here. As in 2021, the service business is higher than the new business in terms of turnover, even though the new business increased more strongly than the service business in terms of value (16.7 per cent to 9.5 per cent). With 268,200 vehicles ordered, the high order volume of the prior year could not be matched in new business; there was a drop of 10.4 per cent. In terms of number of units, Kion claimed the top position in EMEA, according to own information. The 41,149 employees in 2022 (2021: 39,602) are divided as follows: Industrial Trucks & Services 28,738, Supply Chain Solutions 11,185 and 1,226 Corporate Services.

For the new business with industrial trucks in the 2023 financial year, the Kion Group expects a decrease in incoming orders in terms of number of units in the high single-digit percentage range. Accordingly, the expected downward development in incoming orders is primarily due to a decrease in the EMEA and Americas regions, whereas a slight increase in new orders is expected for the APAC region. In the long term, the Kion Group continues to expect market growth in the new vehicle business of approximately four per cent.

[www.kiongroup.com](http://www.kiongroup.com)

### 3 Jungheinrich, Germany

Jungheinrich AG has been reporting rising turnover for years, even in this challenging year.

Compared to the prior year, the Group's sales revenue increased from € 4,240 million (2021) to € 4,763 million (2022). In the year under review, the "Intralogistics" segment

grew from € 4,251 million (2021) to € 4,878 million (2022) and the "Financial Services" segment from € 1,121 million (2021) to € 1,132 million (2022), less € 1,245 million reconciliation. Incoming orders for 2022 (€ 4,791 million) decreased compared to the prior year (2021: € 4,868 million). In case of earnings after taxes, Jungheinrich will record an increase from € 267 million (2021) to € 270 million (2022). In terms of EBIT, the Group is reporting growth from € 360 million (2021) to € 386 million (2022). In the prior year, Jungheinrich generated approximately 87 per cent of its Group sales in its core market of Europe. In 2022, the figure was approximately 84 per cent. Sales revenues in Germany increased to € 1,106 million in 2022 (prior year: € 1,014 million), in Western and Eastern Europe from € 2,670 million to € 2,911 million. Sales revenues in other countries increased from € 556 million in the prior year (2021) to € 746 million in the year under review. 44 per cent of sales revenues were generated in Western Europe, 23 per cent in Germany, 17 per cent in Eastern Europe and 16 per cent in other countries. The main sales driver in the intralogistics business segment, consisting of new business, rental and used equipment as well as after-sales service, was new business with an increase of 18 per cent. This also includes the growth in the area of automated systems, which Jungheinrich describes as very good.

In terms of number of units, the company reported a decrease in incoming orders in new business as compared to the prior year from 162,400 units to 128,800 units.

In parallel with the increases in turnover and incoming orders, Jungheinrich again intensified its investments in research and development. Expenses for this area amounted to € 128 million in the year under review, as compared to € 102 million in the prior year (2021). Jungheinrich has increased its workforce from 19,103 (2021) to 19,807 (2022). Of the total workforce, 8,251 employees work in Germany (2021: 7,995) and 11,556 abroad (2021: 11,108).

Jungheinrich expects group sales in the range of € 4.9 billion to € 5.3 billion and incoming orders in the range of € 4.8 billion to € 5.2 billion for the financial year 2023. EBIT is

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expected to be a value between € 350 million and € 400 million. For the EBIT return in 2023, the increase as compared to the prior year remains at the same level (8.1 per cent) to approximately below (7.3 per cent).

[www.jungheinrich.de](http://www.jungheinrich.de)

#### 4 Logisnext, Japan

The net turnover of Mitsubishi Logisnext Co, Ltd, Kyoto (Japan), after several years of growth, increased again in the 2022/2023 financial year (1st April to 31st March) to 615,421 million Yen as compared to 465,406 million Yen in 2021. The company offers its products under the Mitsubishi, Nichiyu, Uni-Carriers, TCM, Cat and Rocla brands. In Euros, for the currency, which is decisive for the world ranking list, Mitsubishi Logisnext recorded an increase to € 4,459 million in 2022/23 (2021/22: € 3,583 million). A total of 76.8 per cent of total turnover came from the Japanese domestic market and America, 16.8 per cent from Europe and 6.4 per cent from Asia including China. Net profit increased from 3,240 million Yen (2021/22) to 11,646 million Yen.

In the world ranking list, Logisnext ranks 4th, which the Japanese company again shares with Crown (see Crown for an explanation). According to the company, Mitsubishi Logisnext continues to employ approximately 12,000 people, as compared with 2021/22. No differentiation was made between employees in the Group and in the Industrial Truck Division area with service and spare parts. The number of units delivered increased from 85,000 (2019/2020) to 103,000 (2021/2022) to 112,000 now.

[www.logisnext.com/en](http://www.logisnext.com/en)

#### 4 Crown, USA

Crown Equipment Corporation continues to grow in 2022 with an increase in turnover to USD 4,690 million (2021: USD 4,010 million) and is again ranked fourth in the world ranking list.

In Euros, the most significant currency in terms of the world ranking list, its net income increased from € 3,391 million to € 4,450 million. In the course of an increase in turnover and continued future ambitions as a premium manufacturer, Crown has increased the number of employees globally from 16,100 to 18,100 in 2022. Family-run since it was established in 1945, Crown has its headquarters in New Bremen, Ohio, USA and has an extensive global production, sales and service network with 23 manufacturing locations and over 500 sales locations in 84 countries. The European headquarters in Munich coordinates the activities of all branch offices and the numerous retail partners in EMEA. Crown has concentrated lift truck production for EMEA and other global markets at its production location in Coding, Bavaria. Its product range comprises, above all, battery-electric industrial trucks. Among these are counterbalance lift trucks, reach trucks and high rack stackers, low and high lift trucks, order pickers, narrow aisle lift trucks and towing tractors. Add to this multi-purpose vehicles and LPG lift trucks. In addition to this wide range, Crown develops and distributes automation and fleet management technologies.

Taking into consideration the period, the reporting date for currency conversion and the data calculation, Crown shares the 4th position with Mitsubishi Logisnext, as in the prior year.

[www.crown.com](http://www.crown.com)

#### 6 Hyster-Yale Materials Handling, USA

For the year under review 2022, Hyster-Yale Materials Handling, Inc. reports an increase in turnover for the entire Group from USD 3,076 million to USD 3,548 million, in euros from € 3,367 million.

to € 2,601 million (2021), as compared to the prior year. The company thus claims 6th position in our world ranking list. In addition to the Hyster and Yale brands, Hyster-Yale Materials Handling offers a wide

range of products with Maximal and Sumitomo Nacco Forklift.

The sales revenues of the Hyster-Yale Group in 2022 in the forklift truck area were increased from USD 2,897 million to USD 3,360 million and from € 2,449 million (2021) to € 3,188 million. 30 per cent of turnover comes from sales of products, which were launched in the market in the last five years. The turnover of the two companies, Bolzoni SpA, Italy (€ 337.5 million) and Nuvera Fuel Cells LLC, USA (€ 3.2 million), must be added to the total turnover. Settlements amounting to € 161.7 million must be deducted.

For the year under review, Hyster-Yale reported an operating loss of € 9.9 million for the materials handling vehicle division, with losses of € 44.2 million in EMEA and € 10.1 million in JAPIC, as compared with profits of € 44.4 million in America. The operating result for 2022 was a net loss (consolidated) of € 70.3 million.

Divided into sales regions, the Americas account for € 2,282.4 million of Hyster-Yale Group turnover in 2022, the EMEA economic region for € 668.2 million and JAPIC (Japan, Asia-Pacific, India and China) for € 237.2 million. The number of units sold increased to 100,800 units (2021: 94,900). These are divided as follows: the Americas accounted for 58,400 of these, EMEA for 29,200 and JAPIC for 13,200, with EMEA slightly ahead of the other regions with an increase of 10.2 per cent. On the reporting date 31st December 2022, Hyster-Yale Materials Handling reported a total of 8,200 employees (prior year: 8,100); 6,700 (prior year: 6,600) are employed in the lift truck division. The total number is calculated by adding 1,300 employees from Bolzoni and 200 from Nuvera.

[www.hyster-yale.com](http://www.hyster-yale.com)

#### 7 Manitou, France

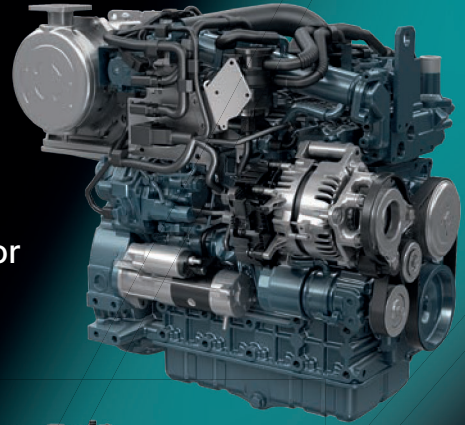
The Manitou Group, Ancenis (France), established in 1953, reports an increase in turnover to € 2,360 million for the overall Group (2021: € 1,875 million).



# Kubota's neue Hybrid-Baureihe: CO<sub>2</sub>-Emissionen reduzieren

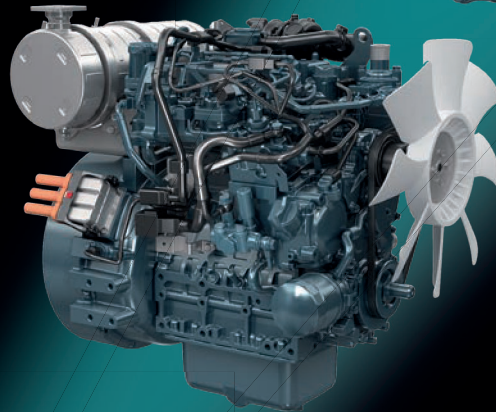
## P0 Micro Hybrid

Power Boost durch externen Motorgenerator



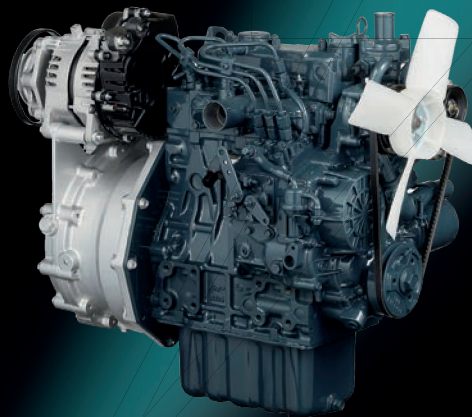
## P1 Hybrid

Power Boost durch integrierten Motorgenerator



## P2 Hybrid

Umschaltbar zwischen Verbrennungs- und Elektromotor



Die Hybrid-Technologie von Kubota kombiniert Verbrennungs- und Elektromotor und ist eine effektive Wahl zur Reduzierung des CO<sub>2</sub>-Ausstoßes sowie zum Downsizing des Hubraums. Ein 48-Volt-Motorgenerator liefert zusätzliche 10 kW elektrische Leistung für kurzzeitige Lastspitzen. Alle drei Kubota Hybrid-Motoren sind kompakt, äußerst robust, wartungsfreundlich und bieten dank des Elektromotors ein besseres Ansprechverhalten bei Beschleunigung und hoher Last.



[global.engine.kubota.co.jp](http://global.engine.kubota.co.jp)

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**Kubota**

As a result, the company has climbed two places in the world ranking list and is now in the seventh position. Manitou overtook two companies that suffered more severe crisis-related losses as compared to the prior year. In terms of net profit, the company is reporting a decrease to € 55 million for the year under review after € 96 million (2019), € 40 million (2020) and € 87 million (2021). The Products business segment recorded turnover of € 1,972 million in 2022, which corresponds to an increase of 28 per cent as compared to 2021. Turnover in 2022 is divided as follows: 37 per cent Northern Europe, 35 per cent Southern Europe, 18 per cent America and 10 per cent Asia and the Pacific.

The number of employees has now increased from 4,354 (2020) and 4,462 (2021) to 5,000. The Manitou Group, which is the worldwide market leader for all-terrain material handling machinery, conducts its manufacturing operations at its headquarters in France and at other locations in France and Italy. The Group includes the Manitou and Gehl brands. These include IC engine and battery-powered forklift trucks, fixed and rotary telehandlers, all-terrain lift trucks, high and low lift trucks, truck-mounted forklift trucks and aerial work platforms. The CEP area includes telescope forklifts, wheel loaders and compact excavators.

[www.manitou-group.com](http://www.manitou-group.com)

#### 8 Anhui Heli, People's Republic of China

Anhui Heli Co., Ltd., has been able to increase the net turnover — after larger percentage increases in turnover (2017: 35.40 per cent; 2018: 15.26 per cent; 2019: 4.83 per cent; 2020: 26.44 per cent; 2021: 20.63 per cent) for 2022 by 1.65 per cent. In the year under review 2022, the company reported turnover of CNY 15,580 million, corresponding to € 2,201 million, after CNY 15,328 million (2021).

This puts the company in eighth position in the current world ranking list and continues to achieve the highest ranking among Chinese providers. Net profit increased from

CNY 633.94 million (2021) to CNY 904 million. The Group as a whole employed 8,716 people at the fiscal year end 2022, as compared to 8,427 in 2021.

Anhui Heli sells its products through a dealer network spanning approximately 80 countries and distributes its industrial trucks worldwide in more than 160 countries and regions. The product portfolio of this manufacturer, which is based in Hefei in the Anhui province, includes, for example, IC engine and battery-powered counterbalanced forklifts, warehouse trucks, towing tractors, reach stackers, explosion-proof industrial trucks, empty-container handlers and also wheel loaders. The joint venture founded by Heli and Jungheinrich - Jungheinrich Heli Industrial Truck Rental (China) Co. Ltd., Shanghai - has the widest nationwide-oriented sales and service network. Both companies hold a 50 per cent share in the joint venture, the largest lessor of industrial trucks in China. The rental fleet includes units of all model types.

[www.helichina.net](http://www.helichina.net)

#### 9 Cargotec (Kalmar), Finland

The Cargotec Group, Finland, reports an increase in group sales from € 3,315 million to € 4,089 million for the year under review 2022. The Group comprises three business segments with the brands Kalmar for industrial trucks, Hiab for freight transport by road, including for logistics and the construction industry, and MacGregor for maritime freight and cargo handling. The turnover at Kalmar increased significantly from € 1,417 million (2021) to € 1,943 million (2022). Service revenue in the year under review amounted to € 551 million.

In terms of industrial trucks, Kalmar primarily reach stackers for container handling and intermodal handling (by different transport modes), IC engine powered forklift trucks with load capacities ranging from 5 to 72 tonnes.

Furthermore, electric counterbalance lift trucks, straddle carriers, terminal tractors,

cranes, rail-guided container bridges and automation solutions are among the product range. Kalmar considers itself the world market leader in sustainable cargo handling for ports, terminals, distribution centres and heavy industry.

The number of employees at Cargotec has increased from 1,174 (2021) to 11,526. Kalmar reports an increase from 4,876 (2021) employees to 5,508. In terms of regions, 47 per cent of the turnover of industrial trucks was generated in Europe and the Middle East as well as Africa with 7,901 employees. 19 per cent is accounted for by the Asia-Pacific region with 2,075 employees, and 36 per cent by the Americas with 1,550 employees. In 2022, the number of orders for Kalmar hybrid straddle and shuttle carriers increased to over 500 worldwide. If one compares the CO<sub>2</sub> emissions of these hybrid products over their life cycle with those of conventional products, the CO<sub>2</sub> emissions reduction achieved can amount to more than 400,000 tonnes. Kalmar sold the world's first electric heavy forklift truck.

[www.cargotec.com](http://www.cargotec.com)  
[www.kalmarglobal.com](http://www.kalmarglobal.com)

#### 10 Hangcha Group, People's Republic of China

As a specialist in industrial trucks, Zhejiang Hangcha Imp. & Exp. Co., Ltd, a subsidiary of the Hangcha Group Company Ltd., headquartered in Hangzhou City in the Zhejiang province, increased its net turnover from CNY 13,452 million (2021) to CNY 13,660 million in what was described as a difficult year under review. Converted into Euros, this results in an increase from € 1,763 million (2021) to € 1,929 million (2022). Group sales decreased from CNY 14,490 million in the prior year to CNY 14,410 million; the export share is just under 30 per cent of turnover. In terms of industrial trucks delivered, 230,398 units are reported for 2022 after 247,698 units (2021).

The number of employees increased from 5,416 (2021) to 5,508 (2022).



Established in 1956, the Hangcha Group is one of the world's leading manufacturers of material handling vehicles. The wide range of products includes combustion motor-powered and battery-powered forklift trucks, reach truck, lift trucks, warehouse trucks, towing tractors, rough-terrain forklifts, reach stacker, explosion-proof industrial trucks and work platforms. Hangcha is represented by 500 domestic and foreign dealers in over 180 countries. In 2022, Hangcha opened its first overseas spare parts and service centre in The Netherlands.

[www.hcforklift.com](http://www.hcforklift.com)

## 11 Clark, South Korea

Clark Material Handling International, Bucheon (South Korea), recorded an increase in net turnover for 2022 from KRW 929,650 million (2021) to KRW 1,170,080 million, corresponding to € 687 million for 2021 and € 862 million in the year under review.

As in prior years, we do not know whether a profit or loss has been generated. It is also unclear why the parent company Young An Group, also based in Bucheon, South Korea, to which Clark – originally an American company founded in 1917 – has belonged since 2003, does not disclose any group sales. Nevertheless, we know that 12,000 people work in the Group, as in the prior year, and 1,700 work at Clark.

Clark's portfolio includes warehouse trucks, for example electric low- and high-lift trucks, narrow aisle lift trucks, reach trucks, counterbalance lift trucks with electric and internal combustion engines (gas and diesel) with load capacities of 1.5 to 8 tonnes as well as towing tractors and tugger trains. Clark, inventor (according to their own statement) of the forklift truck, operates a worldwide dealer network with more than 480 locations in over 90 countries. Clark Europe GmbH, based in Duisburg, attends to the regions Europe, the Middle East and

Africa with over 180 distribution partners in 60 countries.

With Grupo NC/Ontieleva, Clark has signed a new contract partner for Spain in order to further expand its sales activities in the Spanish market.

[www.clarkmheu.com](http://www.clarkmheu.com)

## 12 Merlo, Italy

The Merlo Group, which was established in 1964, has once again recorded an increase in turnover for the year under review following turnover increases of € 493 million (2020) and € 595 million (2021): € 677 million. The Merlo SpA Industria Metalmeccanica, headquartered in Cervasca, Province of Cuneo, Italy, which produces industrial trucks, recorded a turnover increase from € 501 million (2021) to € 603 million (2022). Both, the entire Merlo Group as well as Merlo SpA in Cuneo, reported profits for the year under review. However, no figures are given for these. The number of employees at the Merlo Group increased from 1,416 in 2021 to a total of 1,606 in the year under review; of these, 1,142 work in the material handling vehicle division as compared to 1,103 in the prior year. The Italian company's product range comprises an entire series of telescope lift trucks, which are available in both fixed and rotating versions. The Merlo Group also manufactures agricultural machinery, self-loading concrete mixers and self-driving work platforms.

[www.merlo.com](http://www.merlo.com)

## 13 Komatsu, Japan

The ranking in the world ranking list is based on the Euro turnover figures in the industrial trucks division. On this basis, Komatsu Ltd. Tokyo ranks 13th. In the past, this large group has recorded ups and downs in turnover, which relate to the financial year from 1st April to 31st March: 2018/2019 with 2,725,243 million

Yen, 2019/2020 with 2,444,870 million Yen, 2020/2021 with 2,189,512 million Yen and 2021/22 with 2,802,300 million Yen.

In the 2022/23 year under review, group sales increased significantly again to 3,544,000 million Yen. Converted into Euros, turnover increased from € 21,567 million (2021) to € 26,680 million. Unfortunately, the company did not submit any data for the industrial trucks area this year either, despite several requests. Therefore, the following values are based on estimates and information that can be found on the Internet. After decreases of € 627 million (2018/2019), € 601 million (2019/2020), € 539 million (2020/2021) and € 439 million (2021/2022), there was an increase of € 574 million for the year under review.

In 2022/23, the total number of employees increased from 62,774 to 64,343 as compared to the prior year; the number of employees in the industrial trucks area remains unknown. The focus of the Komatsu Group's product range is construction vehicles. These include a wide range of excavators, wheel loaders, bulldozers and dump trucks. In addition to this, the Group produces, industrial trucks, tunnel boring machines, forest machinery as well as machine tools. At its German headquarters in Hanover, its subsidiary Komatsu Germany GmbH develops and manufactures wheel loaders and dump trucks.

[www.komatsu.jp/en](http://www.komatsu.jp/en)

## 14 Lonking, People's Republic of China

The Chinese manufacturers of material handling vehicles Lonking (Shanghai) Forklift Co., Ltd., has recently reported regular increases in its net income. As compared to 2019 (CNY 2,374 million), 2020 (CNY 2,711 million) and 2021 (CNY 3,516 million), there was a decrease to CNY 3,373 million in the year under review. With a turnover of € 476 million, Lonking Forklift claimed the 14th rank in

the world ranking list. The industrial trucks manufactured by the company include battery-powered and IC engine powered forklift trucks.

Lonking Forklift is a subsidiary of Lonking Holdings Ltd., which was founded in 1993 and is one of the largest construction equipment manufacturers in the People's Republic of China. It reported increased turnover of CNY 12,880 million (2020) and CNY 13,691 million (2021). The turnover for the year under review decreased to CNY 11,150 million (2022). In Euros, the Group generated € 1,636 million (2020) and € 1,795 million (2021). The decrease in turnover for 2022 amounts to € 1,574 million. The total number of employees increased from 7,500 (2021) to 7,762 (2022).

[www.lonkinggroup.com](http://www.lonkinggroup.com)

#### 15 Hyundai, Japan

Hyundai Construction Equipment Co., Ltd (HCE), South Korea, which primarily produces construction vehicles, reported a further increase in turnover for the year under review after 2,617,536 million South Korean won (KRW) (2020) and 3,284,000 million KRW (2021): 3,515,612 million KRW. In Euros, total net turnover decreased from € 2,185 million (2019) to € 1,945 million (2020), increased again to € 2,425 million (2021) and increased again in the year under review: € 2,589 million (2022).

The net income of HCE's industrial truck division were taken from publications on the Internet, as Hyundai did not provide any information in response to our enquiries by the editorial deadline. Our research and estimates showed that net turnover of the Hyundai materials handling vehicle division in 2021 and 2022 were approximately the same at € 434 million each. The number of employees has decreased from 1,519 (2021) to 1,370 (2022). Hyundai produces diesel, gas and electric forklift trucks, reach trucks, high and low-lift trucks and towing tractors.

[www.hyundai-mh.eu](http://www.hyundai-mh.eu)

#### 16 Combilift, Ireland

Combilift Ltd., which was established in Ireland in 1998, once again reported an increase in net turnover for the year under review, from € 328 million (2021/22) to € 392 million (2022/203).

Thus, the company is targeting turnover of over € 400 million for the next financial year. A total of 846 employees contributed to the increase in net profit in 2022/23, and thereof 746 employees in the lift truck division in particular. In the prior year, the company had a total of 690. Combilift increased the number of units sold to 8,170.

As per its own account, the specialist manufacturer of four-way forklift trucks is the global market leader in the long-road transport area and invests approximately 7 per cent of its turnover in research and development every year. Combilift's product portfolio includes, among other things, multi-directional side-lift and reach trucks, narrow aisle lift trucks, manual tiller arm forklift, straddle carriers for transportation of containers and oversized loads, as well as container loaders. Other products include articulated narrow-aisle lift trucks by Aisle-Master Ltd. In future, Combilift will increase its activities in the Asian market, particularly in Vietnam, India and Thailand. This is expected to help double the turnover in Asia to € 25 million by 2025.

[www.combilift.com](http://www.combilift.com)

#### 17 Hubtex, Germany

Hubtex Maschinenbau GmbH & Co. KG, Fulda, increased its net turnover in the year under review from € 70 million (2020), € 84 million (2021) and now € 95 million (2022). The number of units sold now amounts to 850 units. After a small dip in the net sales caused by the corona virus, the Group as a whole has recorded significant increases in net turnover over the past three years, from € 99 million (2020), € 125 million (2021) to € 142 mil-

lion (2022). Accessory equipment manufacturer, Schulte-Henke from Meschede, which belongs to the Group, also contributed to this with its Stabau brand. The total number of employees in 2022 is 618 as in the prior year, after 510 (2020). As in the prior years, Hubtex reported a net profit, without specifying the details.

Hubtex is a leading international manufacturer of custom-made industrial trucks. The company develops and manufactures units for long, awkward and heavy goods, mostly designed to operate in the narrowest of spaces. Their product range includes e.g. electric multi-directional side and counterbalance lift trucks, IC engine powered four-directional side forklifts, electric heavy-load compact lift trucks, reach trucks, order picking systems, air cargo vehicles, glass transporting systems, special-purpose vehicles and heavy-load transportation vehicles for loads up to 350 tonnes. In addition to new units, Hubtex also offers prepared used vehicles, as well as retrofits of telescopic forks, accessory equipment and guidance systems.

[www.hubtex.de](http://www.hubtex.de)

#### 18 Godrej & Boyce, Mumbai (India)

Godrej & Boyce Manufacturing Co, Ltd, Mumbai (India), established in 1963, reported for the year under review an increase in turnover in the Material Handling business segment from INR 6,473 million (Indian rupees) in the prior year to INR 7,470 million (2022), which was achieved with 800 employees. In Euros, this corresponds to an increase in turnover from € 77 million (2021) to € 84 million, whereby profit was realised. This puts Godrej's industrial truck division in 18th position in this year's world ranking list. The company, which is connected with the German supply chain specialists Körber in another business segment through a joint venture, achieved total turnover of € 1,650 million (2022) with 15,000 employees. Godrej & Boyce is considered India's largest manufacturer of material handling vehicles and is the only Indian company in the world



ranking list. The product range includes electric and diesel-powered forklifts, accessory equipment, warehouse trucks such as reach trucks, high and low-lift trucks, towing tractors, side loaders and empty-container handling. It also produces work platforms and cleaning machines. Its industrial trucks are produced both in-house and by other manufacturers.

Used equipment are also part of the Godrej & Boyce portfolio. Under the Godrej RenTrust brand, the company provides rentals of industrial trucks, including fuel, service and trained personnel.

[www.godrej.com](http://www.godrej.com)

## 19 Baumann, Italy

The side-loader specialist Baumann S.r.l, Cavaion am Gardasee, has increased its net turnover year on year. There was no decrease even during corona times. As compared to 2021, the company has increased its net income from € 56 million to € 66 million (2022). As in prior years, Baumann has generated a net profit without providing any further details. Incoming orders for 2022/23 amount to € 63 million. At 142, the number of employees has hardly changed. The company is present on all continents via a dense sales and service network and thus achieves a very high export quota. The product range comprises side loaders with load capaci-

ties of between 3 and 60 tonnes, as well as accessory equipment.

[www.baumann-sideloaders.com](http://www.baumann-sideloaders.com)

## 20 Paletrans, Brazil

Paletrans Equipamentos Ltda., based in Cravinhos in the Brazilian Federal State of São Paulo, has recorded a slightly decreased net turnover in the industrial truck division in the year under review.

In 2022, it generated BRL 282 million as compared to BRL 292 million in the prior year. The turnover of the parent company Grupo Paletrans has increased to BRL 420 million as compared to BRL 385 million in the prior year. This corresponds to an increase from € 60 million to € 77 million. Profit amounted to BRL 55 million or approximately € 10 million.

In terms of the number of units sold, the company reports 42,000 hand pallet trucks and 2,200 electric machines. The number of employees for the Group as a whole decreased from 540 (2021) to 525. In the industrial trucks area, the number decreased from 350 (2021) to 330 (2022). The Disktrans companies also belong to the Grupo Paletrans (a pallet truck rental company) and Paletrans Carretas. Established in 1981 as a manufacturer of industrial trailers for internal transport, Paletrans grew primarily with the production of hand pallet trucks. Since

2003, production of battery-powered industrial trucks was added.

[www.paletrans.com.br](http://www.paletrans.com.br)

## 21 PR Industrial, Italy

With the Pramac brand, PR Industrial S.r.l, Casole d'Elsa (Tuscany) recorded an increase in net turnover for the entire Group from € 314 million (2021) to € 441 million in the year under review and achieved a profit. The industrial trucks business segment also increased its turnover from € 46 million (2021) to € 50 million.

As in the preceding years, this Italian company, which trades under the name PR Industrial S.r.l., realised a profit in the year under review, without providing any further details. The number of employees in the industrial truck division increased from 140 to 150 (2022) and the total workforce in the company increased from 1,028 to 1,100. Pramac's range of industrial trucks comprises hand pallet trucks, weighing lift trucks, manually or electrically operated scissor lifts, electric low-lift trucks, as well as tiller arm forklift in manual, electric and semi-automatic versions. The company's hand pallet trucks are available in steel and stainless steel designs. In addition to its "Lifter by Pramac" branded industrial trucks, it also manufactures power generators.

[www.pramac.com](http://www.pramac.com)

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## 22 Flexi Narrow Aisle, Great Britain

Flexi Narrow Aisle Ltd, West Midlands, is the only company from the UK to be included in the world ranking list till date. As compared to net turnover of GBP 25 million in 2021, the company achieved an increase to GBP 32 million or € 37 million. 655 units were sold (2022). The number of employees remained constant at 81. Flexi Narrow Aisle developed articulated forklift trucks to optimise handling in the warehouse. The portfolio includes space-saving solutions in the warehouse, wherein dead space aisles for counterbalance trucks or reach trucks are eliminated. Technically, the forklift trucks have an articulation angle of up to 230° and independent digital power steering without kickback. As part of its after-sales support, the company stresses on spare parts and service coverage through its global distribution network of authorised dealers in more than 65 countries.

[www.flexi.co.uk](http://www.flexi.co.uk)

## 23 Stöcklin, Switzerland

Stöcklin Logistik AG, Dornach (Switzerland), achieved an increase from group sales of CHF 130 million (2021) to CHF 134 million (2022) in the year under review. In Euros, turnover increased to € 133 million. The turnover trend in the industrial truck division has been very consistent in recent years and has fluctuated between CHF 30 million and CHF 34 million since 2019, and between € 30 million and € 32 million in Euros. The latter, highest value was reached in 2022. The number of units sold amounts to 1,085 (2022). The number of employees across the Group increased from 520 to 545. In the industrial trucks business segment, the number has remained constant for years between 81 and 85. The Stöcklin industrial truck portfolio includes hand pallet trucks, electric high- and low-lift trucks, explosion-proof lift trucks, picker equipment and industrial

trucks in special designs. The company also sells electric, diesel and LPG lift trucks by Hyundai as well as reach and narrow aisle lift trucks by Crown.

[www.stoecklin.com](http://www.stoecklin.com)

## 24 Genkinger, Germany

In the year under review, Genkinger achieved total turnover of € 23 million, the highest for four years and thus an increase of approximately € 2 million as compared to the prior year. Of total turnover in 2022, € 20.4 million comes from the narrower materials handling vehicle division, including service and spare parts. Added to this is the US turnover via the subsidiary there. The company made a profit, which was invested in new production machinery. The number of units sold is approximately 1,000 units (2022). The average number of employees was only slightly changed to 165.

Genkinger provides application-orientated solutions in the form of custom-built industrial trucks for production and transport logistics in almost all industrial sectors, as well as automation solutions, together with partners in the area of control systems and software programming. In order to ensure delivery capability and the shortest possible delivery times, warehousing was further expanded following the crisis-related supply bottlenecks. Genkinger serves the segment of smaller hydraulic units such as hand pallet trucks through its 50 per cent stake in the Slovakian company, vmh. For distribution, Genkinger relies on a global dealer network and its subsidiary in the USA. In the year under review, Genkinger expanded the product portfolio to include a modular electric transporter series for indoor and outdoor use.

[www.genkinger.de](http://www.genkinger.de)

## 25 Magaziner, Germany

Magaziner Lager- und Fördertechnik GmbH, Bisingen, reported € 14 million (2022) for the year under review 2022, which repre-

sents a slight increase after the decimal point, as compared to the prior year.

As in the two previous years, incoming orders corresponded to net turnover. The number of units sold has remained very consistent over the years. Magaziner reports 143 units (2022) after 153 (2019), 136 (2020) and 146 (2021) in the year under review. The company employs 57 people (2022). The subsidiary of Hermann Röhrs GmbH, which specialises in agricultural machinery and is now in its fourth generation, has not provided any information on net profit or loss for 2022. Magaziner specialises in narrow aisle lift trucks in the man-up type with lift heights of up to 19m and in vertical picker trucks with standing heights of over 15m.

[www.magaziner.de](http://www.magaziner.de)

## 26 Miag, Germany











Miag Fahrzeugbau GmbH, Brunswick, has produced and sold at a constant for a number of years. The net turnover of € 10 million generated in the year under review 2022 corresponds to the rounded figure for the prior year. Miag does not provide any details on the operating result. The number of industrial trucks sold amounted to 95 units (2022). Furthermore, the number of employees was 90.

As a specialist in explosion-proof industrial trucks and innovative transport systems, Miag is committed to the highest possible safety standards for its vehicles. The approval, by the Physikalisch-Technische Bundesanstalt (PTB), also based in Brunswick, includes application of explosion-endangered areas of gas-ex-protection in zones 1 and 2 pursuant to the unit category 2G and 3G within the explosion groups IIA and IIB. Among the company's product range are, for example, explosion-proof electric pedestrian units, such as pallet trucks and low-lift trucks, reach trucks, forklift trucks, platform units, biaxial tractors, as well as electric operator seat unit and specialist units according to customer specifications.

[www.miag.de](http://www.miag.de)



Rang	Hersteller	Jahr	Flurförderzeug-Umsatz			Konzernumsatz			Ertrag/ G/V/U*	Mitarbeiter		Hersteller
			Mio. €	Mio. Valuta		Mio. €	Mio. Valuta			Konzern	Ffz	
Rank	Manufacturer	Year	Industrial Truck Sales			Total Corporation Sales			Profit/ Loss*	Employees		Manufacturer
			Mio. €	Mio. Valuta		Mio. €	Mio. Valuta			Tot. Corp.	Ind. Trucks	
1	<b>TOYOTA</b> MATERIAL HANDLING	2022/23	16,549	2,283,800	JPY	24,490	3,379,800	JPY	G	74,887	49,349	<b>Toyota Industries Corp.</b> Japan, (Toyota, BT, Raymond, Cesab, Tailift) GJ = 1.4.-31.3.
		2021/22	13,778	1,789,434	JPY	20,828	2,705,183	JPY	G	71,784	46,262	
		2020/21	11,747	1,431,400	JPY	17,385	2,118,302	JPY	G	66,947	41,560	
		2019/20	11,773	1,436,396	JPY	17,796	2,171,300	JPY	G	66,478	41,096	
		2018/19	11,247	1,466,658	JPY	16,986	2,214,946	JPY	G	64,641	39,342	
2	<b>KION</b> GROUP	2022	7,356	7,356	EUR	11,135	11,135	EUR	G	41,149	28,737	<b>Kion</b> Germany, (Linde Material Handling, STILL, Dematic, Baoli, OM) GJ = Calendar year
		2021	6,514	6,514	EUR	10,294	10,294	EUR	G	39,602	27,580	
		2020	5,694	5,694	EUR	8,342	8,342	EUR	G	36,207	25,567	
		2019	6,404	6,404	EUR	8,807	8,807	EUR	G	34,604	26,131	
		2018	5,916	5,916	EUR	7,996	7,996	EUR	G	33,128	25,533	
3	<b>JUNGHEINRICH</b>	2022	4,763	4,763	EUR	4,763	4,763	EUR	G	19,807	19,807	<b>Jungheinrich</b> Germany GJ = Calendar year
		2021	4,240	4,240	EUR	4,240	4,240	EUR	G	19,103	19,103	
		2020	3,809	3,809	EUR	3,809	3,809	EUR	G	18,103	18,103	
		2019	4,073	4,073	EUR	4,073	4,073	EUR	G	18,381	18,381	
		2018	3,796	3,796	EUR	3,796	3,796	EUR	G	17,877	17,877	
4	<b>Logisnext</b>	2022/23	4,459	615,421	JPY	4,459	615,421	JPY	G	12,000	12,000	<b>Mitsubishi Logisnext</b> Japan, (Mitsubishi, Nichiyu, UniCarriers, TCM, CAT, Rocla) GJ = 1.4.-31.3.
		2021/22	3,583	465,406	JPY	3,583	465,406	JPY	G	12,000	12,000	
		2020/21	3,213	391,496	JPY	3,213	391,496	JPY	V	11,000	11,000	
		2019/20	3,679	448,918	JPY	3,679	448,918	JPY	V	12,000	12,000	
		2018/19	3,439	448,381	JPY	3,439	448,381	JPY	G	11,000	11,000	
4	<b>CROWN</b>	2022/23	4,450	4,690	USD	4,450	4,690	USD	U	18,100	18,100	<b>Crown Equipment Corp.</b> USA GJ = 1.4.-31.3.
		2021/22	3,391	4,010	USD	3,391	4,010	USD	U	16,100	16,100	
		2020/21	3,169	3,620	USD	3,169	3,620	USD	U	15,100	15,100	
		2019/20	3,323	3,720	USD	3,323	3,720	USD	U	16,200	16,200	
		2018/19	2,947	3,480	USD	2,947	3,480	USD	U	16,100	16,100	
6	<b>HYSTER-YALE</b> MATERIALS HANDLING	2022	3,188	3,360	USD	3,367	3,548	USD	G	8,200	6,700	<b>Hyster-Yale Materials Handling</b> USA, (Hyster, Yale, HY Maximal, Sumitomo Nacco, Utilev) GJ = Calendar year
		2021	2,449	2,897	USD	2,601	3,076	USD	G	8,100	6,600	
		2020	2,340	2,673	USD	2,462	2,812	USD	G	7,600	6,100	
		2019	2,791	3,124	USD	2,940	3,292	USD	G	7,900	6,400	
		2018	2,539	2,998	USD	2,688	3,174	USD	G	7,700	6,600	
7	<b>MANITOU</b> GROUP	2022	2,360	2,360	EUR	2,360	2,360	EUR	G	5,000	–	<b>Manitou</b> France GJ = Calendar year
		2021	1,535	1,535	EUR	1,875	1,875	EUR	G	4,462	–	
		2020	1,285	1,285	EUR	1,585	1,585	EUR	G	4,354	–	
		2019	1,784	1,784	EUR	2,094	2,094	EUR	G	4,600	–	
		2018	1,608	1,608	EUR	1,884	1,884	EUR	G	4,425	–	
8	<b>HELI</b>	2022/23	2,201	15,580	CNY	2,201	15,580	CNY	G	8,716	8,716	<b>Anhui Heli</b> PR China GJ = 1.4.-31.3.
		2021/22	2,009	15,328	CNY	2,009	15,328	CNY	G	8,427	8,427	
		2020/21	1,614	12,707	CNY	1,614	12,707	CNY	G	7,619	7,619	
		2019/20	1,299	10,050	CNY	1,299	10,050	CNY	G	7,486	7,486	
		2018	1,228	9,587	CNY	1,228	9,587	CNY	G	7,467	7,467	
9	<b>KALMAR</b>	2022	1,943	1,943	EUR	4,089	4,089	EUR	G	11,526	5,012	<b>Cargotec (Kalmar)</b> Finland GJ = Calendar year
		2021	1,417	1,417	EUR	3,315	3,315	EUR	G	11,174	4,876	
		2020	1,529	1,529	EUR	3,263	3,263	EUR	G	11,552	5,526	
		2019	1,723	1,723	EUR	3,683	3,683	EUR	G	12,587	5,625	
		2018	1,617	1,617	EUR	3,304	3,304	EUR	G	11,987	5,737	
10	<b>HANGCHA</b>	2022	1,929	13,660	CNY	2,035	14,410	CNY	G	5,508	5,508	<b>Hangcha Group</b> PR China GJ = Calendar year
		2021	1,763	13,452	CNY	1,899	14,490	CNY	U	5,416	5,416	
		2020	1,429	11,253	CNY	1,454	11,451	CNY	U	4,740	4,740	
		2019	1,117	8,643	CNY	1,145	8,854	CNY	U	4,250	–	
		2018	1,043	8,146	CNY	1,081	8,443	CNY	U	3,895	–	

Rang	Hersteller	Jahr	Flurförderzeug-Umsatz			Konzernumsatz			Ertrag/ G/V/U*	Mitarbeiter		Hersteller
Rank	Manufacturer	Year	Industrial Truck Sales			Total Corporation Sales			Profit/ Loss*	Employees		Manufacturer
			Mio. €	Mio. Valuta		Mio. €	Mio. Valuta			Tot.Corp.	Ind.Trucks	
11		2022	862	1,170,080	KRW	—	—	KRW	U	12,000	1,700	<b>Clark</b> South Korea GJ = Calendar year
		2021	687	929,650	KRW	—	—	KRW	U	12,000	1,700	
		2020	617	830,532	KRW	—	—	KRW	U	10,000	1,500	
		2019	699	912,966	KRW	—	—	KRW	U	13,000	1,400	
		2018	669	868,980	KRW	0	0	KRW	U	13,200	1,500	
12		2022	603	603	EUR	677	677	EUR	G	1,606	1,142	<b>Merlo</b> Italy GJ = Calendar year
		2021	501	501	EUR	595	595	EUR	G	1,416	1,103	
		2020	416	416	EUR	493	493	EUR	G	1,425	1,021	
		2019	439	439	EUR	508	508	EUR	G	1,374	994	
		2018	405	405	EUR	473	473	EUR	G	1,286	947	
13		2022/23	574	79,214	JPY	26,680	3,544,000	JPY	G	64,343	—	<b>Komatsu</b> Japan GJ = 1.4.-31.3.
		2021/22	439	57,000	JPY	21,576	2,802,300	JPY	G	62,774	—	
		2020/21	539	65,685	JPY	17,969	2,189,512	JPY	G	61,564	—	
		2019/20	601	73,346	JPY	20,038	2,444,870	JPY	G	62,823	—	
		2018/19	627	81,757	JPY	20,899	2,725,243	JPY	G	61,908	—	
14		2022	476	3,373	CNY	1,574	11,150	CNY	G	7,762	—	<b>Lonking</b> PR China GJ = Calendar year
		2021	461	3,516	CNY	1,795	13,691	CNY	G	7,500	—	
		2020	344	2,711	CNY	1,636	12,880	CNY	G	8,220	—	
		2019	307	2,374	CNY	1,516	11,744	CNY	G	7,644	—	
		2018	296	2,308	CNY	1,520	11,868	CNY	G	8,424	—	
15		2022	434	588,907	KRW	2,589	3,515,612	KRW	G	1,370	—	<b>Hyundai Construction Equipment</b> South Korea GJ = Calendar year
		2021	434	588,164	KRW	2,425	3,284,000	KRW	G	1,519	—	
		2020	348	468,801	KRW	1,945	2,617,536	KRW	V	—	—	
		2019	391	510,811	KRW	2,185	2,852,100	KRW	V	1,413	—	
		2018	395	512,700	KRW	2,489	3,233,900	KRW	G	1,330	140	
16		2021/22	392	392	EUR	392	392	EUR	U	846	746	<b>Combilift</b> Ireland GJ = 1.9.-31.8.
		2020/21	328	328	EUR	328	328	EUR	G	690	690	
		2019/20	307	307	EUR	307	307	EUR	G	665	665	
		2018/19	304	304	EUR	304	304	EUR	G	650	650	
		2017/18	252	252	EUR	252	252	EUR	G	550	550	
17		2022	95	95	EUR	142	142	EUR	U	618	618	<b>Hubtex</b> Germany GJ = Calendar year
		2021	84	84	EUR	125	125	EUR	G	618	618	
		2020	70	70	EUR	99	99	EUR	G	510	343	
		2019	76	76	EUR	103	103	EUR	G	501	330	
		2018	72	72	EUR	101	101	EUR	G	470	302	
18		2022/23	84	7,470	INR	1,650	147,357	INR	G	15,000	800	<b>Godrej &amp; Boyce</b> India GJ = 1.4.-31.3.
		2021/22	77	6,473	INR	—	—	INR	G	—	—	
		2020/21	52	6,464	INR	—	—	INR	U	—	—	
		2019/20	62	5,508	INR	1,427	118,624	INR	G	11,918	759	
		2018/19	—	—	INR	—	—	INR	—	—	—	
19		2022	66	66	EUR	66	66	EUR	G	142	142	<b>Baumann</b> Italy GJ = Calendar year
		2021	56	56	EUR	56	56	EUR	G	139	139	
		2020	46	46	EUR	46	46	EUR	G	134	134	
		2019	39	39	EUR	39	39	EUR	G	129	129	
		2018	34	34	EUR	34	34	EUR	G	112	112	
20		2022	52	282	BRL	77	420	BRL	G	525	330	<b>Palaetrans</b> Brazil GJ = Calendar year
		2021	46	292	BRL	60	385	BRL	G	540	350	
		2020	23	138	BRL	33	193	BRL	G	488	311	
		2019	26	113	BRL	42	185	BRL	G	425	258	
		2018	23	97	BLR	34	148	BRL	G	402	254	



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Rank	Manufacturer	Year	Industrial Truck Sales			Total Corporation Sales			Profit/ Loss*	Employees		Manufacturer
			Mio.€	Mio. Valuta		Mio.€	Mio. Valuta			Tot.Corp.	Ind.Trucks	
21		2022	50	50	EUR	441	441	EUR	G	1.100	150	<b>Industrial PR (Pramac)</b> Italy GJ = Calendar year
		2021	46	46	EUR	314	314	EUR	G	1.028	140	
		2020	32	32	EUR	222	222	EUR	G	900	100	
		2019	41	41	EUR	255	255	EUR	G	915	120	
		2018	41	41	EUR	220	220	EUR	G	823	147	
22		2022/23	37	32	GBP	37	32	GBP	U	81	81	<b>FLEXI - Narrow Aisle</b> Great Britain GJ = 1.10.-30.9.
		2021/22	29	25	GBP	31	27	GBP	G	80	80	
		2020/21	—	—	—	—	—	—	U	—	—	
		2019/20	—	—	—	—	—	—	—	—	—	
		2018/19	—	—	—	—	—	—	—	—	—	
23		2022	32	32	CHF	133	134	CHF	U	545	82	<b>Stöcklin</b> Switzerland GJ = Calendar year
		2021	31	33	CHF	120	130	CHF	U	520	84	
		2020	30	32	CHF	117	125	CHF	U	502	85	
		2019	30	34	CHF	119	132	CHF	U	487	81	
		2018	26	30	CHF	111	128	CHF	U	476	—	
24		2022	23	23	EUR	23	23	EUR	G	165	165	<b>Genkinger</b> Germany GJ = Calendar year
		2021	21	21	EUR	21	21	EUR	G	165	165	
		2020	18	18	EUR	18	18	EUR	U	150	150	
		2019	21	21	EUR	21	21	EUR	G	195	195	
		2018	29	29	EUR	29	29	EUR	G	215	215	
25		2022	14	14	EUR	14	14	EUR	U	57	57	<b>Magaziner</b> Germany GJ = Calendar year
		2021	14	14	EUR	14	14	EUR	U	58	58	
		2020	14	14	EUR	14	14	EUR	U	58	58	
		2019	15	15	EUR	15	15	EUR	U	60	60	
		2018	15	15	EUR	15	15	EUR	U	60	60	
26		2022	10	10	EUR	10	10	EUR	G	90	90	<b>Miag</b> Germany GJ = Calendar year
		2021	10	10	EUR	10	11	EUR	G	90	90	
		2020	11	11	EUR	11	11	EUR	G	90	90	
		2019	11	11	EUR	11	11	EUR	G	90	90	
		2018	11	11	EUR	11	11	EUR	G	90	90	

\* G (Gewinn/Profit), V (Verlust/Loss), U (Unbekannt/Unknown)

## The world ranking list for industrial trucks on the Internet: [www.dhf-magazin.com](http://www.dhf-magazin.com)

### Conversion table for the world ranking list 2022/2023

Average annual exchange rates. Sources: European Central Bank, Federal Ministry of Finance

Country Jahr	Brazil BRL	Great Britain GBP	India INR	Japan JPY	Schweden SEK	Switzerland CHF	South Korea KRW	USA USD	PR China CNY
2022	5.443200	0.852600	89.307000	138.005000	10.627440	1.005200	1358.070800	1.053900	7.080000
2021	6.377900	0.855960	87.439200	129.880000	10.146500	1.081100	1354.060000	1.182700	7.628200
2020	5.894300	0.889700	84.639200	121.850000	10.484800	1.070500	1345.580000	1.142200	7.874700
2019	4.413400	0.877770	78.836100	122.010000	10.589100	1.112400	1305.320000	1.119500	7.735500
2018	4.308500	0.884710	80.733200	130.400000	10.258300	1.155000	1299.070000	1.181000	7.808100