

# World Ranking Industrial Trucks 2020/2021

## Moderate growth despite the pandemic



Picture: Jürgen Warmbold

▲ Jürgen Warmbold, self-employed specialised journalist, is the author of the World Ranking List.

When evaluating the World Industrial Truck Statistic (WITS), you encounter setbacks and growth due to fluctuations in incoming orders and deliveries of industrial truck classes. In the 2020 fiscal year or 2020/2021, 20 of the participating 27 companies reported a setback in the net turnover of their industrial truck divisions, which can be attributed to the Covid-19 pandemic. Six companies have reported growth. Another manufacturer, which returned to the world ranking list in 2020, has not provided a comparison to the previous year. Ultimately, the WITS reflect the change in need across a broad spectrum of industrial truck types.

JÜRGEN WARBOLD

## World Ranking 2020/2021 with market shares and ranking 2019/2020

| Manufacturer         | Position 20/21 | Position 19/20 | Trend | Million EUR | World market share in % |
|----------------------|----------------|----------------|-------|-------------|-------------------------|
| Toyota               | 1              | 1              |       | 11,747      | 28.44                   |
| Kion                 | 2              | 2              |       | 5,694       | 13.78                   |
| Jungheinrich         | 3              | 3              |       | 3,809       | 9.22                    |
| Mitsubishi Logisnext | 4              | 4              |       | 3,213       | 7.78                    |
| Crown                | 4              | 4              |       | 3,169       | 7.67                    |
| Hyster-Yale          | 6              | 6              |       | 2,340       | 5.67                    |
| Anhui Heli           | 7              | 9              | ↑     | 1,614       | 3.91                    |
| Kalmar (Cargotec)    | 8              | 8              |       | 1,529       | 3.70                    |
| Hangcha              | 9              | 10             | ↑     | 1,429       | 3.46                    |
| Manitou              | 10             | 7              | ↓     | 1,285       | 3.11                    |
| Clark                | 11             | 11             |       | 617         | 1.49                    |
| Doosan               | 12             | 12             |       | 599         | 1.45                    |
| Komatsu              | 13             | 13             |       | 539         | 1.30                    |
| Merlo                | 14             | 14             |       | 417         | 1.01                    |
| Hyundai              | 15             | 15             |       | 348         | 0.84                    |
| Lonking              | 16             | 16             |       | 344         | 0.83                    |
| Combilift            | 17             | 17             |       | 307         | 0.74                    |
| Hubtex               | 18             | 18             |       | 70          | 0.17                    |
| Svetruck             | 19             | 20             | ↑     | 50          | 0.12                    |
| Baumann              | 20             | 22             | ↑     | 46          | 0.11                    |
| Bulmor               | 21             | -              |       | 45          | 0.11                    |
| Pramac               | 22             | 21             | ↓     | 32          | 0.08                    |
| Stöcklin             | 23             | 23             |       | 30          | 0.07                    |
| Paletrans            | 24             | 24             |       | 23          | 0.06                    |
| Genkinger            | 25             | 25             |       | 18          | 0.04                    |
| Magaziner            | 26             | 26             |       | 14          | 0.03                    |
| Miag                 | 27             | 27             |       | 11          | 0.03                    |

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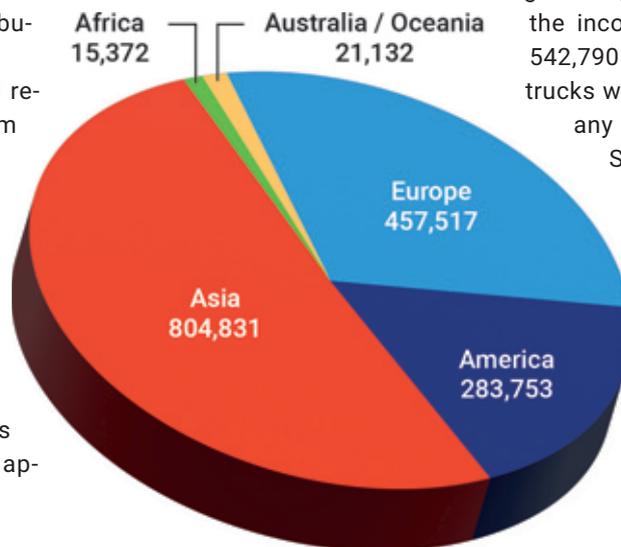
➤ In the year under review 2020, the incoming orders for units increased globally from 1,506,876 (2019) to 1,637,614 according to World Industrial Truck Statistics (WITS). A value, which has not been exceeded in the last ten years.

The WITS Information Sheets reported 490,551 orders in 2019, followed by a loss in 2020 of 26,367 to 464,184 industrial trucks. In Western Europe the market volume has decreased to 378,000 in the year under review 2020 when compared with 2019 (404,000 units). A development, which is above all based on the figures of the highest-revenue markets - Germany, France, Italy and Great Britain. In Eastern Europe the market volume reduced from around 87,000 (2019) to 86,000 industrial trucks. Alongside Poland, the largest market in Eastern Europe, both Russia and the Czech Republic have contributed significant shares.

In American, there is a marginal reduction in incoming orders from 306,448 units (2019) to 305,933 (2020) units. Of this, the largest orders continues to drop in the North American market, reporting a decrease in 2019 to 266,800 and again in 2020 to 264,100 units. Contrary to this, in Asia the number of ordered industrial trucks has clearly increased. In the prior year it was 667,957 units, which increased to ap-

prox. 473,000 industrial truck (2019) and again to 648,000 (2020). The other regions, Africa and Australia/Oceania, recorded a decline from 41,920 (2019) to 39,535 (2020) units.

Alongside the regions, the WITS records a mixture of growth and reduction in relation to the industrial truck classes and ordered units. In terms of the number of units, in 2020 the incoming orders for Class 1 (electric counterbalance lift trucks) were 246,647 (prior year 2019: 248,994) in Class 2 (warehouse trucks with seat or stand-on platform) at 123,948 (prior year: 130,696) and in Class 3 672,308 (prior year: 584,396) units. After the up and down of the Class 4/5 (IC engine powered counterbalance lift trucks) and the positive development of the decline again, this Class has reported growth again in the year under review for the incoming orders to 594,711 from 542,790 units. The counterbalance lift trucks with a combustion engine will in any case find buyers in the future. Simple equipment will continue to be sought after, above all in



◀ Worldwide industrial truck deliveries 2020, breakdown according to continents in units

emerging countries in which the operators primarily use inexpensive, simple industrial trucks.

In addition to the incoming orders, WITS data records the delivered industrial trucks in relation to all classes.

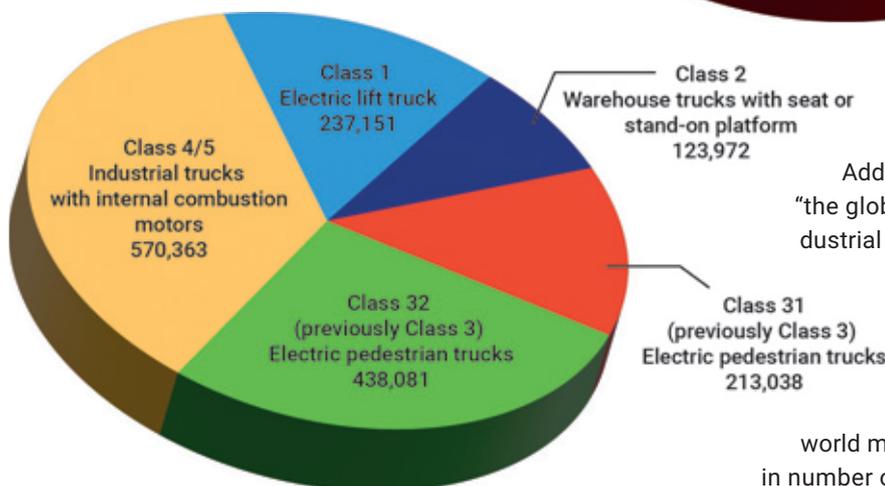
A marginal growth of 1,493,271 (2019 to 1,582,605 units (2020) is therefore to be recorded.

Additional information can be found in our graphics on "the global industrial truck market" and the "worldwide industrial truck deliveries".

(Sources: WITS Information Sheets 2019 and 2020; Jungheinrich and Kion company reports)

## Future prospects

In the 3rd quarter of 2021 (cumulative), the world market volume of industrial trucks (incoming orders in number of units) compared to the respective period in the previous year, has increased from 1,146,401 to 1,766,406 units. Class 1 orders increased from 173,167 units to 282,655 units,



▲ Industrial truck design, breakdown of world production 2020 in units

while total orders for warehouse systems (Classes 2 and 3 (31/32) combined) increased from 542,152 to 907,025, and Class 4/5 orders rose from 431,082 to 576,726.

Since 2020, the FEM (European Materials Handling Federation) has split Class 3 (electrically driven pedestrian trucks) into Class 31 (electric low-platform trucks) and Class 32 (electric high-platform trucks). The incoming orders in relation to this can be divided into the new Class 31 (301,183) and Class 32 (471,201).

From the approx. 1,766,406 industrial trucks ordered so far worldwide in 2021 (January to September), 530,207 can be attributed to Europe. The Asia-Pacific can be attributed a share of 814,273. North America is responsible for 377,620 incoming orders and the other regions 44,306.

*(Source: WITS Information Sheet Q3-2021)*

### Changes as a constant

Every year there are some companies that leave the world ranking list, while others join it. The 2020/2021 year under review saw the one departure (Godrej & Boyce) and one entry (Bulmor).

### Market shares of the companies

Since industrial truck manufacturers report their market share not according to market value, but to their market share in terms of quantity (if they do so at all), and not the number of items, if at all, we have created a table with the market share percentages of the value proceeds of all companies involved, based on the World Ranking. This resulted in a sum that we supplemented with an estimated number in the amount of five percent. The total sum thus reached should correspond approximately to the size of the global market. Due to the calculation of the shares according to value turnover, we provide an additional angle from which to view the market. This is an important approach, especially in

### 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.

### Appeal 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. Please let us know if we have made any mistakes. We will publish the necessary corrections in the next world ranking list.

### 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 industrial trucks are not shown in this list.

Practically all suppliers of industrial trucks 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. Therefore, this list does not claim to be complete.

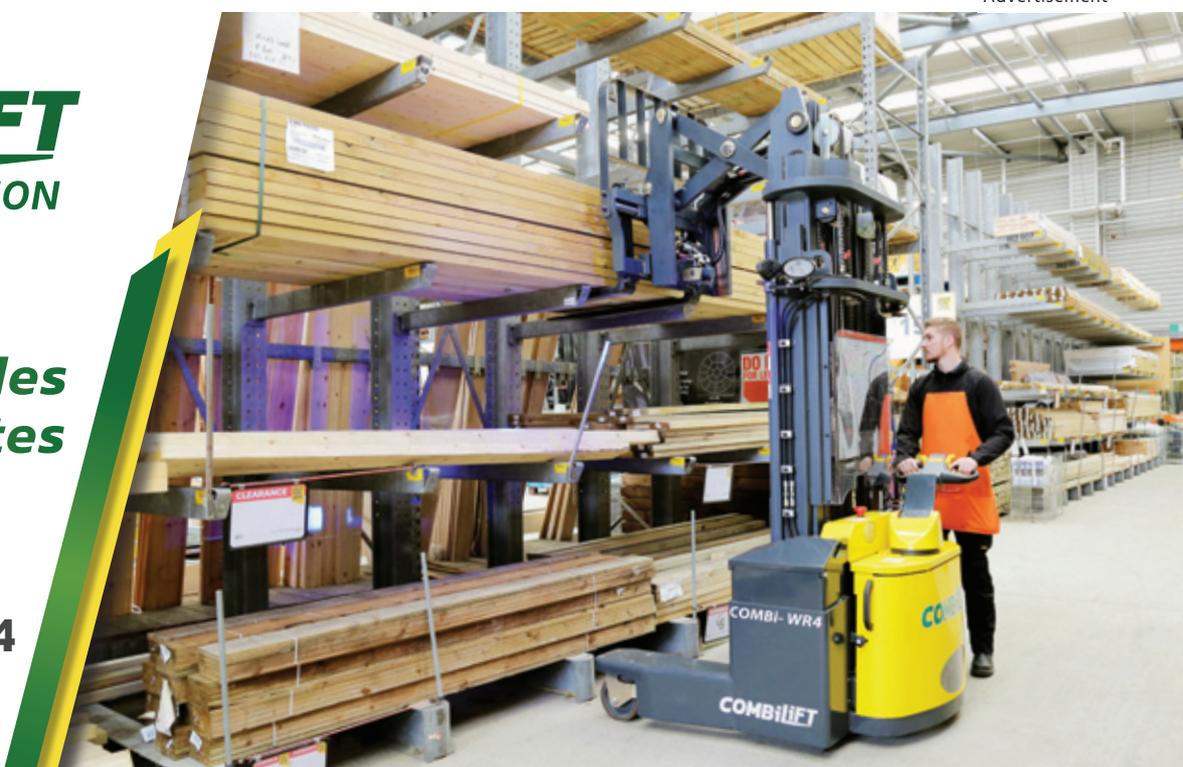
We wish to emphasise that the rankings shown are exclusively based on the company's turnover in the respective financial year in euros. The world ranking list does not provide any information about the number of units or the qualification of the respective manufacturer.

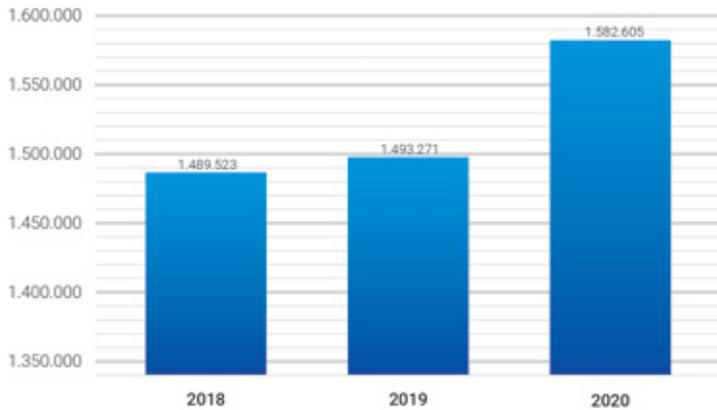
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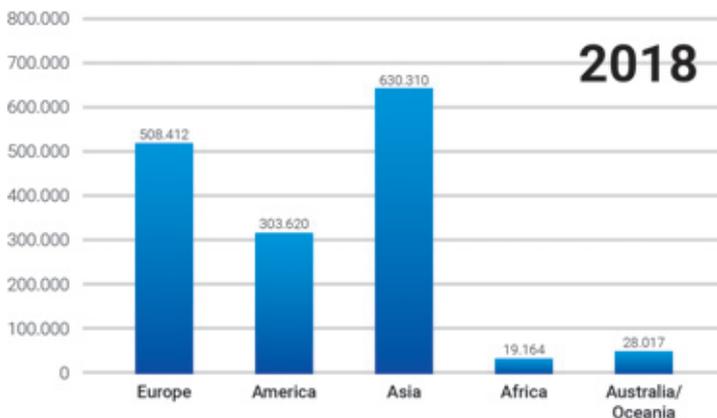
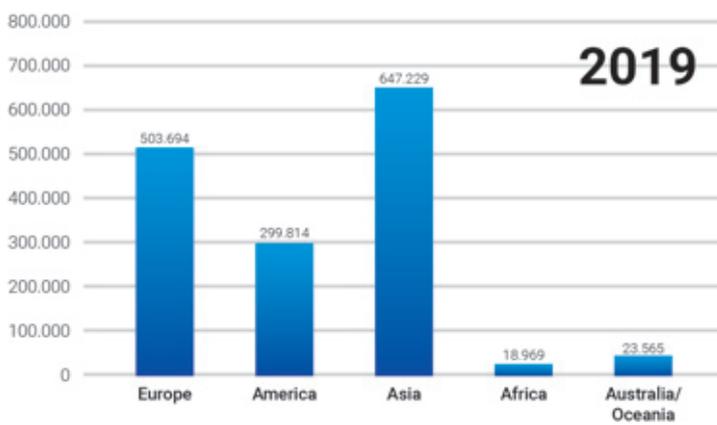
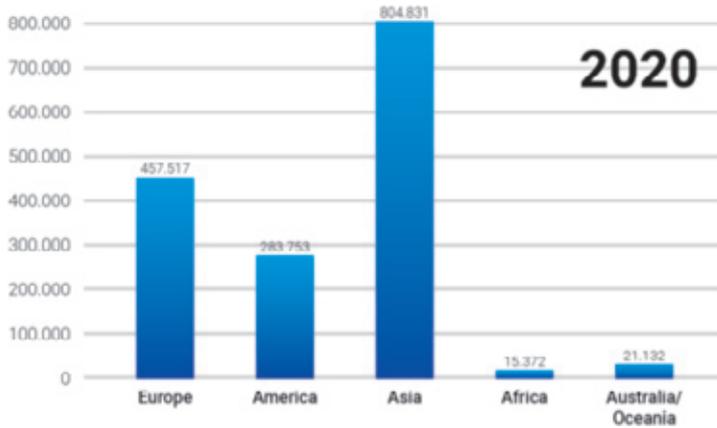
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▲ Global market for industrial trucks: Deliveries 2018 to 2020 in units



▲ Bar graphs for the world ranking list of industrial trucks between 2018 and 2020: Breakdown according to continents, deliveries in units

view of the fact that the average price for individual industrial trucks can range from a few hundred euros for a hand pallet truck, up to approximately one million euros for a reach stacker.

**The influence of exchange rates**

As the World Ranking of industrial trucks is compiled in the euro zone, we state the turnover in euros. We do this even though the countries that do not belong to the euro zone are obliged by local laws to file financial reports in their national currency.

Up until the year under review 2013 or 2013/2014, 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 steep decline of the Euro in the 1st quarter of 2015 in comparison with the US dollar and the yen, for example, the editorial department calculates the foreign currency values reported for the dhf world rankings from financial year 2014 and 2014/2015 respectively 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 previous 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.

The dhf World Ranking still also lists the annual turnover in terms of the company’s national currency and therefore provides a unique selling point which makes a realistic comparison of the industrial truck manufacturers possible in the first place!

**Explanatory notes about the list**

The World Ranking 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 they are headquartered. The proceeds are consolidated net turnover without interdivision and intercompany turnover.

We have included manufacturers that disclosed a turnover volume of at least 10m € 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 with the rate tables of the European Central Bank (ECB) based on the annual mean values.

The information about the profit or loss of the respective manufacturer refers 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 most important international associations

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

The main table contains columns for the number of employees of the entire company and the industrial trucks area. 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 main table, as already mentioned, we publish a quick 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, balance sheets, as well as cash flow statements from which the company's productivity and resistance 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. There are only a few companies that do not provide information and do not report their turnover on their websites.

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# Commentary

## World Ranking 2020/2021

### Companies listed by rank

#### 1 Toyota Industries Corporation, Japan

As expected, the Toyota Material Handling Group (TMHG) – a division of Toyota Industries Corporation (TICO) – once again defended their lead in the dhf world ranking list. The Japanese Group has recorded a small decrease in net turnover for the 2020/2021 year under review from 2,171.3 bn to 2,118.3 bn. Yen. The net revenue has decreased from 17.797 m to 17.385 m. The TMHG turnover decreased minimally from 1,436.3 billion to 1,431.4 billion Yen and converted from 11,773 million to 11,747 million euros. The Group obtained a net profit of 136.7 billion Yen (1,122 million euros). The total workforce increased from 66,478 (2019/2020) to 66,947 (2020/2021) employees. With regard to the number of staff at TMHG, a growth has been recorded from 41,096 to 41,560.

As TICO's Reporting Standards, inclusive of their subsidiaries, have been based on the IFRS (International Financial Reporting Standards) since the fiscal year 2016/2017 (1 April to 31 March) and not the J-GAAP (Generally Accepted Accounting Principles in Japan), the earlier data listed in the world ranking list is not comparable with the previous fiscal years.

According to the TICO business report, TMHG sold 250,000 units in the 2020/2021 year under review. In the year prior, the result was 278,000. Within the domestic industrial truck market, Toyota sold approx. 45,000 industrial trucks. In Europe, 77,000 units were delivered in the same period. In the North American market, where Toyota is the self-declared market leader as in Japan, sales fell in 2020/2021 to 80,000 units. In ALOMA (Asia, Latin America, Australia/Oceania, Middle East and Africa) TMHG sold 48,000 units in the year under review.

In the autumn of 2021, TICO published its consolidated results for the second quarter of financial year 2021/2022 in a financial summary. Company-related for the first and second quarter, the report exhibits net proceeds of 1.260.842 million Yen (prior year: 957,007 million Yen), which correlates to a clear increase. Of which 843,7 billion Yen is a result of TMHG. In the forecast for the fiscal year 2021/2022, TICO expects net turnover of 2,600 bn Yen and a net profit of 165 bn Yen.

► [www.global-toyotaforklifts.com](http://www.global-toyotaforklifts.com)

#### 2 Kion, Germany

The Kion Group is, as before, in 2nd place on the world ranking list. The Industrial Trucks & Services segment crucial for the position consisted of three operative units on 01 January 2021: Kion ITS EMEA, concentrating on

Europe, Middle East and Africa, Kion ITS APAC and KION ITS Americas, which are responsible for the Asia-Pacific regions alongside North and South America. The segment is set on a multiple-brand strategy with the international brands Linde, Still and Bali, as well as the regional brands Fenwick and OM. Besides the industrial trucks and warehouse systems, Kion also provides support for financial services in the Industrial Trucks & Services segment linked to this.

Overall, the net turnover of the Kion Group decreased in the financial year 2020 when compared with 2019 from 8,806.5 to 8,341 million euros. In relation to the net profit, the Group has reported a decrease in 2020 from 444.8 million (2019) to 210.9 million (2020) euros. At 9,442.5 million euros, the incoming orders increased (prior year: 9,111.7 m). With the EBIT, the Kion Group effects from purchase price allocation as well as one-time and non-recurring factors, settled.

In the Industrial Trucks & Services segment, the company generated external sales of 5,694.2 m euros in the year under review when compared with 2019 (6,403.7 million euros) which displayed a decrease. As a global market share, Kion has recorded 12.1 percent (prior year 14.2 percent) for the segment - unit-related.

If you divide the turnover by sales according to sales region, an up and down is recorded. Thus, the Kion Group's sales revenue decreased in 2020 when compared to the prior year

in Western Europe to 4,907.7 million (2019: 5,234.3 m) and in Eastern Europe to 576.5 million (2019: 678.6 m) euros. For the Asia-Pacific region the Group recorded an increase in the year under review: 2020, to 932.7 m euros (2019: 906.9 m). In North America revenues in the year under review rose to 1,687.6 m euros (2019: 1,680.5 m). In Central and South America, the turnover decreased from 212.5 m to 158.4 m Euros, and in the Middle East and Africa from 93.8 m to 78.7 m euros.

The Kion Group moderately increased their expenses for research and development from 155.3 million (2019) to 156.8 million euros (2020). The number of employees increased by the 2020 year-end across the Group from 34,604 (2019) to 36,207. In the industrial trucks sector, the number of employees decreased from 26,131 (2019) to 25,567 (2020).

In the first three quarters of the fiscal year 2021, the Kion Group's incoming orders increased in comparison to the cumulative data for the respective 3rd quarter from 6,715.5 m (2020) to 8,989.1 million euros. The revenues increased from 6,000.2 m (2020) to 7,533.7 m euros (2021). Kion recorded a positive result for the consolidated results (net profits), from 132.5 m (2020) to 430.8 million euros (2021). The number of employees in the first three quarters, 38,957, was more than the comparable period in the previous year (36,207). If you take a look at the Industrial Trucks & Services segment, it increased in the first three quarters

of 2021 when compared with the comparable period in 2020 (4,117.6 m) to 4,742.4 million euros. Growth which is based both on the new business and the service business, whereby the turnover in service at 2,466.8 m euros is just below that of the new business (2,275.6 m euros).

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

### 3 Jungheinrich, Germany

Jungheinrich AG has recorded increasing turnover for several years. When compared with the prior year, the revenues decreased in 2020 from 4,073 m euros (2019) to 3,809 m euros. In the year under review, there were omissions, categorised according the segment, 3,811 m euros in intralogistics and 1,121 m euros and financial services, respectively. With its net profit, Jungheinrich recorded a decrease from 177 m (2019) to 151 m euros (2020). In relation to EBIT, the Group recorded a loss of 263 m (2019) to 218 m euros (2020).

As in the previous year, Jungheinrich generated 87 percent of its Group turnover within its core market: Europe. Its turnover in Germany decreased in 2020 to 917 m euros (prior year: 966 m euros), in the rest of Europe from 2,562 m (2019) to 2,401 m euros (2020). The revenue of other countries reduced from 545 m euros in the prior year under review to 491 m euros. The incoming orders value, which includes all fields of business (new business, rental, second-hand equipment and after-sales service),

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is the result of the prior year (3,922 m euros) in the year under review, which marginally decreased to 3,777 m euros. In terms of unit numbers, the company recorded a decrease in incoming orders within new business when compared with the prior year; a decrease from (122) 121,900 to 111,400 units.

Parallel to the increases in turnover and incoming orders, Jungheinrich intensified its investments in research and development. Expenses in this area amounted to EUR 89 m in the year under review, this was 86 m euros the prior year. Jungheinrich reduced their workforce from 18,381 to 18,103 by 31 December 2020. Of the total workforce, 10,526 employees were stationed abroad and 7,577 in Germany.

In their communication regarding the cumulative 1st to 3rd quarters in 2021, Jungheinrich reported to have overcome the slight degeneration of the prior year, triggered by Covid-19. At 3,581 m euros, the incoming orders were clearly higher than the comparative period in 2020 (2,732 m euros). With the revenue, the Group likewise reported growth based on the cumulative result of 2021 of 3,020 m euros, compared with 2020 (2,723 m euros). In relation to the orders on hand, Jungheinrich has declared an increase for the year under review with 1,428 m euros when compared with the relevant period of the year prior (833 m euros). For the period from the 1st to the 3rd quarter 2021, the company reported earnings after taxes of 183.5 m euros (2020, compared with the prior year 96.3 m euros), providing a clear positive. The number of employees likewise increased from 18,019 (2020) to 18,681 when compared with the first nine months of the year prior.

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

#### 4 Mitsubishi Logisnext, Japan

The net turnover of Mitsubishi Logisnext Co., Ltd., Kyoto (Japan), has decreased for the financial year 2020/2021 (1 April to 31 March) after years of growth. The revenue has clearly fallen from 448,918 m (2019/20) to 391,496 m Yen. In euros, the official

currency of the world ranking list, this resulted in a decrease from 3,679 m to 3,213 m. Following the decline in net profit 2019/2020 to a minus of 5,243 m, Logisnext achieved a loss of approx. half to 2,683 m Yen in the 2020/21 year under review. After the loss of 43 m euros (2019/20), the company accomplished almost half a deficit (2020/21) of 22 m euros.

On the world ranking list, Logisnext remains in 4th position, which they now share with Crown. The dhf Intralogistik editorial department sees this as fair to attribute both companies fourth position because the sales and profits named by Logisnext are not based on IFRS (International Financial Reporting Standards) but on JGAAP (Generally Accepted Accounting Principles in Japan). If Logisnext had adjusted the accounting principles to the IFRS, for example as another Japanese industrial truck manufacturer did, the recorded sales figures would have been broken down less.

In 2020/21, Mitsubishi Logisnext generated approximately 43 percent of its net turnover on the domestic market with around 11,000 employees. The remaining 57 percent was generated across America, Europe and the other Asian countries. The company delivered 85,000 units (prior year: 103,000).

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

#### 4 Crown Equipment Corp., USA

The company founded in 1945 in New Bremen, Ohio (USA), founded as Crown Equipment Corporation, continues to exhibit growth in 4th position on the world ranking list, which the company shares with Logisnext (see Mitsubishi Logisnext) as in the prior year. Crown's net turnover in 2020/2021 (April to March) decreased when compared with the prior year from 3,720 m to 3,620 m US dollars. In euros – the most significant currency in terms of the world ranking list – its net revenue decreased from 3,323 million to 3,169 million. At the end of the year under review, the company had 15,100 employees (prior year: 16,200).

Crown, a company in its fourth family generation, operates regional central offices in Germany, China, Singapore and Australia. The dealer network encompasses more than 500 sales and service partners in over 80 countries in North and South America, Europe, Middle East, Africa, as well as in the Asian-Pacific region.

Its product range comprises, above all, battery-electric industrial trucks. Among these are counterbalance lift trucks, reach trucks and highrack stackers, low and high lift trucks, pickers and towing tractors. The company also manufactures multi-purpose vehicles and has additionally been manufacturing LPG-powered lift trucks since 2015. In addition to this wide range, Crown develops and distributes automation and fleet management technologies.

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

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

In the 2020 year under review, Hyster-Yale Materials Handling, Inc. recorded a decrease in turnover after three years of growth. In 2020 the company generated 2,812.1 m USD compared with 3,291.8 m USD (2019), thus generating a lower turnover. The revenue can be attributed to the subsidiaries Hyster-Yale Group, Inc. (2,672.9 m USD), Bolzoni SpA, Italy, (283.7 m USD) and Nuvera Fuel Cells, LLC, USA, (3.9 m USD). As the total revenue of the subsidiaries exceeded the total turnover of Hyster-Yale Materials Handling, the conclusion can be drawn that inter-company turnovers between subsidiaries have been included, amounting to 148.4 m USD.

The turnover of the industrial truck manufacturer Hyster-Yale Group has decreased from 3,124.2 m (2019) to 2,672.9 m USD (2020). With its net turnover in euros, the Hyster-Yale Group has exhibited a loss from 2,791 m to 2,340 m. In the current world ranking list, the Hyster-Yale Group has maintained its 6th position from the subsequent companies.

If the Hyster-Yale Group turnover is divided into sales regions, 1,891.2 m



driven forklift trucks with load capacities ranging from 5 to 72 tonnes. Furthermore, electric counterbalanced trucks, straddle carriers, terminal tractors, cranes, rail-guided container bridges and automation solutions are among the product range.

As of the end of the year, the number of employees in the Group decreased from 12,587 (2019) to 11,552 (2020). Kalmar reported a reduction in its workforce from 5,625 (2019) to 5,526 (2020) employees. Broken down by market, 49 percent of Cargotec's turnover is generated in Europe, the Middle East and Africa, 21 percent in the Asia-Pacific region and 30 percent in America. When compared with the Cargotec business areas, 47 percent was generated by Kalmar, 20 percent by MacGregor and 33 percent by Hiab.

If you compare the third quarter of 2020 with that of 2021, Kalmar exhibits an increase in incoming orders from 328 m euros (2020) to 421 m euros (2021). Even with the turnover, Kalmar has reported an increase from 364 m to 377 m euros.

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

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

## 9 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., based in Hangzhou City in the Zhejiang province, increased its net turnover from 8,642.8 m (2019) to 11,253 m CNY (2020). Denominated in euros, it results in growth from 1,117 m to 1,429 m. The net Group turnover likewise increased and from 8,854 m (2019) to 11,451 m CNY (2020). Data regarding the net profit or if a profit was even made, were not available. With regards to the delivered industrial trucks, 207,189 units are recorded for 2020 (prior year 139,436).

The 1956 founded Hangcha Group is among the leading manufacturers of industrial trucks both in China and worldwide. Its diverse product range comprises, for example, combustion motor-powered and battery-powered

forklift trucks, reach trucks, lift trucks, warehouse trucks, towing tractors, reach stackers, rough terrain forklifts, explosion-proof industrial trucks and work platforms. Hangcha operates a network of more than 60 sales and service companies, as well as 500 domestic and foreign dealers.

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

## 10 Manitou, France

The Manitou Group, which was founded in 1953, Ancenis (France), reported a loss in net turnover in 2020 after several years of increase. This applies to both the whole group and the industrial truck division. In the year under review 2020, the Group's net income decreased from 2,094 m (2019) to 1,585 m euros in the industrial trucks segment, from 1,784 m to 1,285 m euros. In relation to the net profit, the company reported a loss from 96 m (2019) to 40 m euros (2020).

The number of employees within the 1958 founded Manitou Group fell from 4,600 (2019) to 4,354 (2020). The Manitou Group, which is by its own account 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 owns the five brands Manitou, Gehl, Mustang, Loc and Edge.

Manitou reports the revenues of its Material Handling and Access (MHA) and Compact Equipment Products (CEP) business segments on a consolidated basis. The MHA division (2020 turnover: 1,023 m; 2019: 1,456 m euros), which had to accept a loss, includes IC engine and electric forklift trucks, fixed and rotary telehandlers, all-terrain lift trucks, rigid and rotary telescope lift trucks, truck-mounted forklift trucks and aerial work platforms. When compared with its turnover of 2020 (328 m euros), the CEP sector has decreased to 262 m, including telescope forklifts, wheel loaders and compact excavators.

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

## 11 Clark, South Korea

Compare with the previous year, Clark Material Handling International, Bucheon (South Korea), has recorded a decrease in the net turnover for the year under review, which correlates to the calendar year. After revenue of 912,966 m South Korean Won (2019), the company has informed of a reduction in 2020 with 830,532 m KRW. In euros, the most significant currency in terms of the world ranking list, this is a decrease for 2020 to 617 m when compared with 2019 (669 m).

The company did not reveal whether a profit or loss was generated on this occasion. It remains unclear why Young An Group, which is also based in South Korea and has been Clark's parent company since 2003, has again declined to report Group sales figures. The number of employees in the industrial trucks division has increased from about 1,400 to 1,500. Group-wide, it has decreased from 13,200 (2019) to 10,000 (2020).

The company's product range includes warehouse technology devices, for example electric low- and high-lift trucks, narrow aisle trucks, reach stackers, electric and IC engine (gas and diesel) counterbalance lift trucks (gas and diesel) as well as towing tractors. Clark, inventor (according to their own statement) of the forklift, operates a worldwide dealer network with more than 480 sites in over 90 countries. Clark Europe GmbH, based in Duisburg, attends the regions Europe, the Middle East and Africa with over 170 distributors in 60 nations.

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

## 12 Doosan Corporation, South Korea

The Doosan Corporation Industrial Vehicle net turnover for 2019 has decreased from 912,549 m South-Korean Won (KRW) to 806,547 m KRW in the year under review. Denominated in euros, the company exhibited a loss from 699 million to 599 million. In terms of net revenue, Holding Doosan Corporation likewise presented reductions, from

18,535.738 m (2019) to 16,969.331 m KRW (2020). After the net profit of 433 m KRW in the previous year, in 2020, Holding reported a loss of 964 m KRW. The number of employees is estimated to be 40,000 across the Group.

By its own account, Doosan, which was established in 1896, is the oldest corporation in Korea. In addition to its activities in the industrial trucks segment, the Group is also active in the construction vehicles, energy, mechanical engineering and construction, power plant technology, hydraulics, robots, trucks, water systems, machine tools, motors and chemicals sectors.

► [www.doosan.com](http://www.doosan.com)

### 13 Komatsu, Japan

For the second year in a row Komatsu Ltd., Tokyo has recorded decreasing Group turnover. In 2018/2019 it fell to 2,725,243 Mio., in 2019/2020 to 2,444,870 m and in the year under review 2020/2021 2,189,512 m Yen. In euros the profits of 20,899 m (2018/2019) to 20,038 m (2019/2020) and 2020/21 to 17,969 m.

Unfortunately the company did not disclose any information regarding the industrial truck sector. Therefore, based on the correlations to date between the Group and industrial truck turnover, we have estimated the turnover for the industrial truck sector. After 2018/19 with 81,757 m JPY and 2019/20 with 73,346 m JPY, the revenue of 2020/21 fell to 65,685 m JPY. In euros, this resulted in 627 m (2018/2019), 601 m (2019/2020) and (2020/2021) 539 m euros.

The Group's net profit clearly reduced in Yen from 153,844 m to 106,237 m and in euros from 1,261 m to 872 m. The number of employees had decreased from 62,823 (2019/20) to 61,564 by the end of the year under review.

The focus of the Komatsu Group's product range is construction vehicles, including a wide range of excavators, wheel loaders, bulldozers and dump trucks. In addition to this, the Group produces, for example, 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, for example, wheel loaders and dump trucks.

► [www.home.komatsu/en](http://www.home.komatsu/en)

### 14 Merlo, Italy

The 1964 founded Merlo Group has reported turnover growth Group-wide for the last four years. After 2019 (508 m), the revenue fell moderately in 2020 to 493 m euros. The Merlo SpA Industria Metalmeccanica, headquartered in Cervasca, Province of Cuneo, Italy, which produces industrial trucks, reported a turnover increase from 405 million (2018) to 439 million euros (2019). A growth which in 2020 fell again to 416 m euros. According to Merlo Deutschland GmbH, Bremen, a net profit was once again generated in 2019, however no official numbers were stated. The number of employees has grown to 1,425 (prior year 1,374), of which 1011 (prior year 994) work in Cuneo.

The company's product range comprises an entire series of telehandlers, which are available in both fixed and rotating versions. Merlo's other products are primarily machines for agriculture. In addition to this are self-loading concrete mixers, tracked dumpers and self-driving work platforms.

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

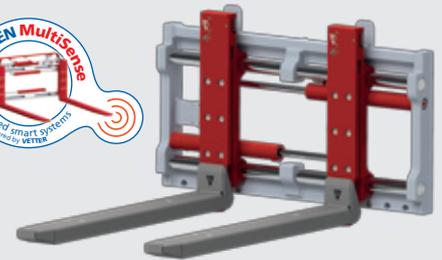
### 15 Hyundai Construction Equipment, South Korea

Hyundai Construction Equipment Co., Ltd. (HCE), South Korea, which above all produces construction vehicles, has recorded a loss in their company report for the year under review, which correlates to the calendar year, from 2,852,100 m to 2,617,536 m South Korean Won (KRW). In euros, the net turnover decreased from 2,185 m (2019) to 1,945 m (2020).

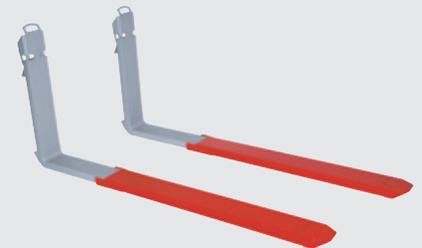
The net profits for the Group's industrial truck sector had to be estimated by the editorial department because Hyundai did not respond to our request after a reminder. Our estimati-



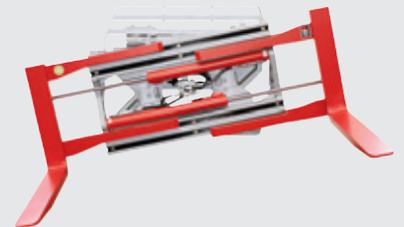
Zinkenverstellgerät mit Kameratechnik



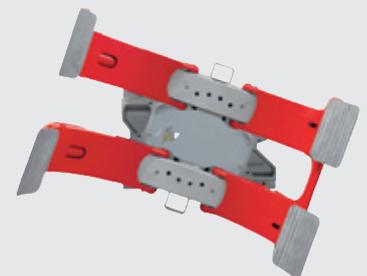
Zinkenverstellgerät mit Wiegetechnik



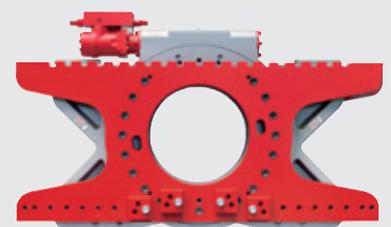
Teleskopgabelzinke TGZ



Drehbare Klammergabel DUZ



Papierrollenklammer PRK



Drehgerät DG

ons were that the net turnover for the sector decreased in the year under review from 510,811 m (2019) to 468,801 m KRW or from 391 m to 348 m euros.

HCE produces industrial trucks, which include diesel, gas and electric forklifts, reach stackers, high and low-lift trucks, as well as towing tractors. The carrying capacity of the diesel lift truck is up to 7t.

► [www.hyundai.eu](http://www.hyundai.eu)

### 16 Lonking, People's Republic of China

The Chinese industrial truck manufacturer Lonking (Shanghai) Forklift Co., Ltd., has recorded growth in terms of their net profits for the fifth consecutive time. Compared with 2019 (2,374 m CNY), the company has grown in the year under review 2020 to 2,711 m CNY. Denominated in euros, this represents an increase from 307 m to 344 m. The industrial trucks manufactured by Lonking include battery-powered and IC engine-powered forklift trucks.

Lonking (Shanghai) Forklift Co., Ltd., 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. The holding company has increased its turnover for the year under review both from 11,744 m (2019) to 12,880 m CNY (2020) and from 1,518 m to 1,636 m euros. In relation to its net profit, the Group exhibited growth from 1,643 m to 1,959 m CNY or from 212 m to 249 m euros for the year under review. The number of employees has increased from 7,644 to 8,220.

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

### 17 Combilift, Ireland

The 1998 founded Combilift Ltd. continues to increase its turnover year on year. In the year under review (2019/2020 - 1 September to 31 August), its net turnover increased from 304 m (2018/2019) to 307 m euros. 665 employees (prior year: 650) contributed to this achievement, which resul-

ted in net profit being generated, however details of the latter were not provided by Combilift.

By its own account, the specialist manufacturer of four-way lift trucks, is the worldwide market leader for long-load transport, having sold 6,477 industrial trucks in the year under review 2019/2020. When compared with 2018/2019 (6,400), that represents moderate growth. To date, Combilift has delivered a total of over 50,000 units to more than 85 countries worldwide. Its success may be attributed to both continuous investments in research and development and a global distribution network.

Combilift's product portfolio includes, among other things, multi-directional side-lift and reach trucks, narrow-aisle trucks, manual pedestrian stackers, straddle carriers for transportation of containers and oversized loads, as well as container loaders. Among the other products are the articulated narrow-aisle lift trucks by Aisle-Master Ltd., which is linked to Combilift.

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

### 18 Hubtex, Germany

In 2020, Hubtex Maschinenbau GmbH & Co. KG, Fulda, which includes the shares in Schulte-Henke GmbH (brand Stabau), Meschede, the net turnover moderately reduced when compared with the prior year from 103.4 m to 98.5 m euros. Likewise, the industrial trucks area reduced from 76.2 m to 69.9 m euros. Knowing the number of sold units that decreased from 670 (2019) to 587 (2020). The number of employees increased from 501 (2019) to 510 in the year under review, of which 343 (prior year 330) can be attributed to the industrial trucks division. As in the three prior years, Hubtex reported a net profit, without specifying the details.

Hubtex, claims to be the leading global manufacturer of specialist industrial trucks, products units for long, bulky and heavy goods, largely designed for the narrowest aisle dimensions. Included within the product range

are special-purpose industrial trucks, for example electric multi-directional side and counterbalance lift trucks, IC engine powered four-way side loaders, electric heavy-load compact lift trucks, reach trucks, picker systems, air cargo vehicles, glass transporting systems, special-purpose vehicles and heavy-load transport vehicles for loads up to 350 t. Alongside the new devices, Hubtex provides prepared used vehicles. Among other things are retrofits of telescopic forks, attachments and guidance systems.

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

### 19 Svetruck, Sweden

With regard to the net profit, Svetruck AB, Sweden, recorded a loss in the fiscal year 2019/2020 from 682 m (2018/2019) to 660 m SEK (2019/2020). Due to the exchange rate, there is a reduction from 64 m to 63 m euros.

For the values for the industrial trucks division, we have, as customary until now, taken 80 percent of the total turnover as a basis. As a result of this: 546 m in the prior year and in the year under review 528 m SEK. In euros, the net turnover in this division were 52 m for 2018/2019 and for 2019/2020 50 m euros. A result that is based on price fluctuations.

Svetruck recorded a net profit reduction from 185.812 m (2018/2019) to 149.331 m SEK (2019/2020). Denominated in euros, this represents a loss from 18 m to 14 m. The number of employees increased from 191 to 198.

The company manufactures forklift trucks and heavy-duty stackers with a load bearing capacity of between 10 and 60t, and loaded container stackers in the capacity range from 30 to 52t, as well as timber handling equipment.

► [www.svetruck.com](http://www.svetruck.com)

### 20 Baumann, Italy

The side-loader specialist Baumann S.r.l, Cavaion am Gardasee, has increased its net turnover year on year. Compared with 2019, the company increa-

sed its net profit from 39.1 m (2019) to 45.8 million euros (2020). As in previous years, Baumann generated a net profit without providing any further details. The side-loader manufacturer even recorded growth for incoming orders from 40.6 m euros (2019) to 51.1 m euros (2020). Its workforce also grew from 129 to 134 employees.

Baumann, which has a very high export quota, operates a dense sales and service network on all continents. Its product range comprises side loaders with a load bearing capacity of between 3 and 60t, as well as accessory equipment.

► [www.baumann-online.it](http://www.baumann-online.it)

### 21 Bulmor, Austria

The Bulmor industries GmbH, based in Perg (Austria), specialises in industrial trucks for handling long, heavy and bulky goods. The company produces diesel, electric and four-way side loaders, as well as order picking solutions for many industries. Examples are wood, steel, aluminium and plastic processing operations. Included herein are aeronautical ground units to dock onto aeroplanes in order to enable comfortable and efficient boarding of mobility-restricted passengers.

In the 2020 year under review, the Austrian company with 150 employees, of which 130 could be attributed to the industrial truck division, generated a net turnover of 45 m euros and in doing so, generated a profit by their own account.

According to a statement they made, Bulmor is an innovative premium manufacturer of customised lifting and industrial trucks. With around 350 lift vehicles annually, the Bulmor Group views itself as one of the leading developers and manufacturers in

intralogistics niche areas for side and multi-way loaders globally.

► [www.bulmor.com](http://www.bulmor.com)

### 22 Pramac, Italy

Pramac, Casole d'Elsa (Toscana), reports losses in net turnover. When compared with the prior year (40.8 m euros), the industrial trucks division generated revenue in 2020 amounting to 32.2 m euros, which correlates to a clear deficit. The number of sold units is also in decline, which compared with the results of 2019 (110,380) decreased in 2020 (90,000). Even the net turnover of the whole company decreased from 255 m euros in the prior year (2019) to 221.7 m euros in the year under review. 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 its industrial truck division went down from 120 to 100 and the total workforce decreased from 915 to 900.

Its range of industrial trucks comprises hand pallet trucks, weighing lift trucks, manually or electrically operated scissor lifts, electric low-lift trucks, as well as stackers in manual, electric and semi-automatic. The company's hand pallet trucks are available, for example, 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)

### 23 Stöcklin, Switzerland

Stöcklin Logistik AG, Dornach (Switzerland), generated a total turnover in

2020 of 125 m CHF in the year under review. When compared with the prior year, 2019, the net income decreased (132 m CHF) moderately by 7 m CHF. The turnover in euros fell from 119 m (2019) to 117 m (2020). After three consecutive years of the net turnover increasing, the industrial truck division reported a decline when compared to the prior year from 34 m to 32 m CHF. Denominated in euros, Stöcklin generated net income of around 30 m in 2019 and 2020, respectively.

With regards to the incoming orders, the company continues to keep a low profile. This is different to the number of sold units, which changed from 1,411 (2019) to 1,298 (2020). In the year under review, Stöcklin determined 502 as the number of employees in the total group, of which 85 were in the industrial trucks division.

The industrial trucks produced by Stöcklin, among others, include hand pallet trucks (which are also available in steel designs), electric high and low-lift trucks, explosion-proof lift trucks, picker equipment, reach trucks, turret trucks, as well as specially designed industrial trucks. In addition, the company sells Hyundai electric, diesel and LPG forklift trucks. Its product range includes warehouse systems, autonomous transport systems, software and complete intralogistics solutions.

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

### 24 Paletrans, Brazil

Paletrans Equipamentos Ltda., based in Cravinhos in the Brazilian Federal State of São Paulo, has recorded continuous growing net turnover. The holding company, Grupo Paletrans, had a turnover increase from 185.1 m to 193.4 m Brazilian Real (BRL) in the year under review. Denominated in euros, due to the

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exchange rate, a loss from 42 million to 33 million. The industrial truck division, which recorded growth as in the prior year, reported profits of 137.5 m BRL in the year under review (2019: 112.9 m BRL), its strongest turnover since 2014. In euros, however, revenues fell from 25.58 m to 23.33 m due to the exchange rate. The net profit decreased from 26.1 m to 23.7 m BRL. Regarding the number of sold units, the company again reported an increase from 33,563 (2019) to 35,817 (2020). The same applies to the workforce, the total group has increased from 425 to 488 and the industrial trucks division has increased from 258 to 311.

The Disktrans companies also belong to the Grupo Paletrans (a pallet truck rental company) and Paletrans Carretas. Established in 1981 as a producer of industrial trailers for in-house transport, an area of operations which now falls within the scope of Paletrans Carretas, Paletrans began manufacturing hand pallet trucks in 1984. 2003 saw the start of production of the electric-powered industrial trucks.

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

### 25 Genkinger, Germany

The 1922 founded Genkinger GmbH, Münsingen, has had to accept losses for two years. After 2018 the net turnover decreased from 28.6 m 2019 to 21.4 m euros, and 2020 to 17.6 m euros. Nonetheless, the company reported, as in prior years, generating a profit without quantifying it. Even the number of sold units has decreased from 1,400 (2018) to 1,050 (2019). There were no figures for 2020. The number of employees at the end of 2018 was 215, in 2019 it was 195, and in 2020 it was 150 employees. In the current world ranking list, the company is placed in 25th position.

In 2019, Genkinger Material Handling claimed to have successfully integrated structures and processes into bAKA Handling Solutions. The Genkinger-bAKA brand represents the two traditional manufacturers and their long-term experience in the field of special

machine construction. Genkinger-bAKA represents application-oriented solutions in the form of customised industrial trucks for material and transport logistics in all fields.

Genkinger Material Handling develops innovative textile logistic solutions weaving mills, and knitting and hosiery factories. The range stretches from warp beam transport through cloth roll and batch transport to the most modern of textile warehouse technology.

Genkinger-bAKA represents the powerful stackers, multi-way loaders, lift trucks, towing tractors, tool changers and lift tables for the safe and economic placement, storage and order picking of materials and products. A broad range, which only highlights a snippet of what is available.

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

### 26 Magaziner, Germany

Magaziner Lager- und Fördertechnik GmbH, Bisingen, has reported a marginal loss for the year under review, 2020, with 13.5 m euros: a loss in net turnover when compared with the prior year (14.9 m euros). The incoming orders correlate to that of the net turnover for both years. The number of sold units in 2020, 136 industrial trucks, decreased when compared with 2019: 153 industrial trucks. At the end of the 2020 financial year, Magaziner employed 58 employees. A minimal change when compared with previous years with 60 respective employees. For the year in question, the subsidiary of agricultural machinery specialist Hermann Röhrs GmbH did not provide details of its net profit or loss. Magaziner specialises in narrow-aisle lift trucks of the Man-Up version with lift heights of up to 19 metres and in vertical order pickers with standing heights of over 15 metres.

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

### 27 Miag, Germany

Miag Fahrzeugbau GmbH, Braunschweig, has produced and sold at a

constant for a number of years. The net turnover generated in the 2020 year under review amounted to 10.8 m euros which is just over the profits of 10.6 m euros in 2019. As in previous years, Miag concluded on a positive business note in 2020, however there are no precise figures. The company reported the number of sold industrial trucks for the years 2018, 2019 and 2020 as alternating between 100 and 103 units. The incoming order reduced from 11.1 m (2018) to 10.5 m euros in the following year and increasing again in 2020 to 10.7 m euros. The company from Braunschweig continues to employ 90 people.

According to their own disclosure, Miag is the market leader in explosion-proof industrial trucks and innovative transport systems; as a result of this position they feel obligated to maintain the highest possible standard of safety for their vehicles. The approval by the Physikalisch-Technische Bundesanstalt (PTB) 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, forklifts, platform units, biaxial tractors, as well as electric operator seat unit and specialist units according to customer specifications. A share of industrial trucks is designed for offshore application.

► [www.miag.de](http://www.miag.de)

| Rank | Manufacturer  | Year    | Industrial Truck Sales |             |     | Total Corporation Sales |             |     | Profit/<br>Loss* | Employees  |            | Manufacturer  |
|------|---|---------|------------------------|-------------|-----|-------------------------|-------------|-----|------------------|------------|------------|---|
|      |   |         | Mio. EUR               | Mio. Valuta |     | Mio. EUR                | Mio. Valuta |     |                  | Tot. Corp. | Ind.Trucks |   |
| 1    | <br><b>TOYOTA</b><br>MATERIAL HANDLING         | 2020/21 | 11,747                 | 1,431,400   | JPY | 17,385                  | 2,118,302   | JPY | G                | 66,947     | 41,560     | <b>Toyota Industries Corp,</b><br>Japan, (Toyota, BT, Raymond,<br>Cesab, Tailift)<br><br>FY = 1.4.-31.3.                        |
|      |   | 2019/20 | 11,773                 | 1,436,396   | JPY | 17,797                  | 2,171,355   | 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     |   |
|      |   | 2017/18 | 10,126                 | 1,283,063   | JPY | 15,815                  | 2,003,973   | JPY | G                | 61,152     | 41,022     |   |
|      |   | 2016/17 | 8,221                  | 988,148     | JPY | 13,936                  | 1,675,148   | JPY | G                | 52,623     | 28,035     |   |
| 2    | <br><b>KION</b><br>GROUP                       | 2020    | 5,694                  | 5,694       | EUR | 8,342                   | 8,342       | EUR | G                | 36,207     | 25,567     | <b>Kion</b><br>Germany, (Linde, Still,<br>Fenwick, OM Still, Baoli,<br>OM Voltas, Dematic, Egemin)<br>FY = calendar year        |
|      |   | 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     |   |
|      |   | 2017    | 5,568                  | 5,568       | EUR | 7,654                   | 7,654       | EUR | G                | 31,608     | 24,090     |   |
|      |   | 2016    | 5,203                  | 5,203       | EUR | 5,587                   | 5,587       | EUR | G                | 30,544     | 23,064     |   |
| 3    | <br><b>JUNGHEINRICH</b>                        | 2020    | 3,809                  | 3,809       | EUR | 3,809                   | 3,809       | EUR | G                | 18,103     | 18,103     | <b>Jungheinrich</b><br>Germany,<br>(Jungheinrich, Mias)<br><br>FY = calendar year   |
|      |   | 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     |   |
|      |   | 2017    | 3,435                  | 3,435       | EUR | 3,435                   | 3,435       | EUR | G                | 16,248     | 16,248     |   |
|      |   | 2016    | 3,085                  | 3,085       | EUR | 3,085                   | 3,085       | EUR | G                | 15,010     | 15,010     |   |
| 4    | <br><b>Logisnext</b>                           | 2020/21 | 3,213                  | 391,496     | JPY | 3,213                   | 391,496     | JPY | V                | 11,000     | 11,000     | <b>Mitsubishi Logisnext</b><br>Japan, (Mitsubishi, Unicarriers,<br>Nichiyu, CAT Lift Trucks, TCM, Rocla)<br><br>FY = 1.4.-31.3. |
|      |   | 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     |   |
|      |   | 2017/18 | 3,418                  | 433,092     | JPY | 3,418                   | 433,092     | JPY | G                | 10,681     | 10,681     |   |
|      |   | 2016/17 | 2,254                  | 270,969     | JPY | 2,254                   | 270,969     | JPY | G                | 10,590     | 10,590     |   |
| 4    | <br><b>CROWN</b>                             | 2020/21 | 3,169                  | 3,620       | USD | 3,169                   | 3,620       | USD | U                | 15,100     | 15,100     | <b>Crown Equipment Corp,</b><br>USA<br><br>FY = 1.4.-31.3.  |
|      |   | 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     |   |
|      |   | 2017/18 | 2,726                  | 3,080       | USD | 2,726                   | 3,080       | USD | U                | 15,500     | 15,500     |   |
|      |   | 2016/17 | 2,629                  | 2,910       | USD | 2,629                   | 2,910       | USD | U                | 14,100     | 14,100     |   |
| 6    | <br><b>HYSTER-YALE</b><br>MATERIALS HANDLING | 2020    | 2,340                  | 2,673       | USD | 2,462                   | 2,812       | USD | G                | 7,600      | 6,100      | <b>Hyster-Yale Materials Handling</b><br>USA, (Hyster, Yale, HY Maximal,<br>Sumitomo NACCO, Utilev)<br><br>FY = calendar year   |
|      |   | 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      |   |
|      |   | 2017    | 2,411                  | 2,724       | USD | 2,554                   | 2,885       | USD | G                | 6,800      | 5,700      |   |
|      |   | 2016    | 2,215                  | 2,452       | USD | 2,322                   | 2,570       | USD | G                | 6,500      | 5,500      |   |
| 7    | <br><b>HELI</b>                              | 2020    | 1,614                  | 12,707      | CNY | 1,614                   | 12,707      | CNY | G                | 7,619      | 7,619      | <b>Anhui Heli</b><br>PR China<br><br>FY = 1.4.-31.3.  |
|      |   | 2019    | 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      |   |
|      |   | 2017    | 1,090                  | 8,317       | CNY | 1,090                   | 8,317       | CNY | G                | 7,265      | 7,265      |   |
|      |   | 2016    | 835                    | 6,143       | CNY | 835                     | 6,143       | CNY | G                | 5,661      | 5,661      |   |
| 8    | <br><b>KALMAR</b>                            | 2020    | 1,529                  | 1,529       | EUR | 3,263                   | 3,263       | EUR | G                | 11,552     | 5,526      | <b>Cargotec</b><br>Finland<br>(Kalmar)<br><br>FY = calendar year  |
|      |   | 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      |   |
|      |   | 2017    | 1,622                  | 1,622       | EUR | 3,280                   | 3,280       | EUR | G                | 11,251     | 5,819      |   |
|      |   | 2016    | 1,700                  | 1,700       | EUR | 3,514                   | 3,514       | EUR | G                | 11,184     | 5,702      |   |
| 9    | <br><b>HANGCHA</b>                           | 2020    | 1,429                  | 11,253      | CNY | 1,454                   | 11,451      | CNY | U                | 4,740      | 4,740      | <b>Hangcha Group</b><br>PR China<br><br>FY = calendar year  |
|      |   | 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      | -          |   |
|      |   | 2017    | 915                    | 6,982       | CNY | 1,369                   | 10,447      | CNY | U                | -          | -          |   |
|      |   | 2016    | 731                    | 5,371       | CNY | 1,093                   | 8,036       | CNY | U                | 3,362      | -          |   |
| 10   | <br><b>MANITOU</b><br>GROUP                  | 2020    | 1,285                  | 1,285       | EUR | 1,585                   | 1,585       | EUR | G                | 4,354      | -          | <b>Manitou</b><br>France<br><br>FY = calendar year  |
|      |   | 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      | -          |   |
|      |   | 2017    | 1,339                  | 1,339       | EUR | 1,591                   | 1,591       | EUR | G                | 3,900      | -          |   |
|      |   | 2016    | 1,106                  | 1,106       | EUR | 1,332                   | 1,332       | EUR | G                | 3,301      | -          |   |

\* G (Profit), V (Loss), U (Unknown)

World Ranking Industrial Trucks

| Rank | Manufacturer | Year    | Industrial Truck Sales |             |     | Total Corporation Sales |             |     | Profit/<br>Loss* | Employees  |            | Manufacturer   |
|------|--------------|---------|------------------------|-------------|-----|-------------------------|-------------|-----|------------------|------------|------------|--|
|      |              |         | Mio. EUR               | Mio. Valuta |     | Mio. EUR                | Mio. Valuta |     |                  | Tot. Corp. | Ind.Trucks |  |
| 11   |              | 2020    | 617                    | 830,532     | KRW | 0                       | 0           | KRW | U                | 10,000     | 1,500      | <b>Clark</b><br>South Korea<br><br>FY = calendar year                          |
|      |              | 2019    | 699                    | 912,966     | KRW | 0                       | 0           | KRW | U                | 13,000     | 1,400      |  |
|      |              | 2018    | 669                    | 868,980     | KRW | 0                       | 0           | KRW | U                | 13,200     | 1,500      |  |
|      |              | 2017    | 596                    | 760,597     | KRW | 1,398                   | 1,784,354   | KRW | U                | 13,000     | 1,500      |  |
|      |              | 2016    | 669                    | 858,517     | KRW | 0                       | 0           | KRW | U                | 11,500     | 1,500      |  |
| 12   |              | 2020    | 599                    | 806,547     | KRW | 12,611                  | 16,969,331  | KRW | V                | –          | –          | <b>Doosan Industrial Vehicle</b><br>South Korea<br><br>FY = calendar year      |
|      |              | 2019    | 699                    | 912,549     | KRW | 14,200                  | 18,535,738  | KRW | G                | 40,000     | –          |  |
|      |              | 2018    | 670                    | 870,071     | KRW | 13,989                  | 18,172,167  | KRW | V                | 39,400     | –          |  |
|      |              | 2017    | 616                    | 785,961     | KRW | 13,247                  | 16,913,443  | KRW | G                | 37,900     | –          |  |
|      |              | 2016    | 534                    | 685,744     | KRW | 12,779                  | 16,410,693  | KRW | G                | 37,500     | –          |  |
| 13   |              | 2020/21 | 539                    | 65,685      | JPY | 17,969                  | 2,189,512   | JPY | G                | 61,564     | –          | <b>Komatsu</b><br>Japan<br><br>FY = 1.4.–31.3.                                 |
|      |              | 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     | –          |  |
|      |              | 2017/18 | 579                    | 73,310      | JPY | 19,739                  | 2,501,107   | JPY | G                | 59,632     | –          |  |
|      |              | 2016/17 | 582                    | 70,000      | JPY | 15,000                  | 1,802,989   | JPY | G                | 47,204     | –          |  |
| 14   |              | 2020    | 417                    | 417         | EUR | 492                     | 492         | EUR | G                | 1,415      | 1,011      | <b>Merlo</b><br>Italy<br><br>FY = calendar year                                |
|      |              | 2019    | 439                    | 439         | EUR | 508                     | 508         | EUR | G                | 1,374      | 994        |  |
|      |              | 2018    | 405                    | 405         | EUR | 473                     | 473         | EUR | G                | 1,286      | 947        |  |
|      |              | 2017    | 367                    | 367         | EUR | 417                     | 417         | EUR | G                | 1,196      | 890        |  |
|      |              | 2016    | 332                    | 332         | EUR | 368                     | 368         | EUR | G                | 1,143      | –          |  |
| 15   |              | 2020    | 348                    | 468,801     | KRW | 1,945                   | 2,617,536   | KRW | V                | –          | –          | <b>Hyundai Construction Equipment</b><br>South Korea<br><br>FY = calendar year |
|      |              | 2019    | 391                    | 510,811     | KRW | 2,185                   | 2,852,100   | KRW | G                | –          | –          |  |
|      |              | 2018    | 395                    | 512,700     | KRW | 2,489                   | 3,233,900   | KRW | G                | 1,330      | 140        |  |
|      |              | 2017    | 379                    | 484,000     | KRW | 1,982                   | 2,531,100   | KRW | G                | 1,329      | 120        |  |
|      |              | 2016    | 323                    | 415,000     | KRW | 1,722                   | 2,212,000   | KRW | –                | 23,077     | 1,410      |  |
| 16   |              | 2020    | 344                    | 2,711       | CNY | 1,636                   | 12,880      | CNY | G                | 8,220      | –          | <b>Lonking Machinery</b><br>PR China<br><br>FY = calendar year                 |
|      |              | 2019    | 307                    | 2,374       | CNY | 1,518                   | 11,744      | CNY | G                | 7,644      | –          |  |
|      |              | 2018    | 296                    | 2,308       | CNY | 1,520                   | 11,868      | CNY | G                | 8,424      | –          |  |
|      |              | 2017    | 239                    | 1,826       | CNY | 1,179                   | 8,994       | CNY | G                | 7,481      | –          |  |
|      |              | 2016    | 166                    | 1,220       | CNY | 700                     | 5,146       | CNY | G                | 5,027      | –          |  |
| 17   |              | 2019/20 | 307                    | 307         | EUR | 307                     | 307         | EUR | G                | 665        | 665        | <b>Combilift</b><br>Ireland<br><br>FY = 1.9.–31.8.                             |
|      |              | 2018/19 | 304                    | 304         | EUR | 304                     | 304         | EUR | G                | 650        | 650        |  |
|      |              | 2017/18 | 252                    | 252         | EUR | 252                     | 252         | EUR | G                | 550        | 550        |  |
|      |              | 2016/17 | 225                    | 225         | EUR | 225                     | 225         | EUR | G                | 480        | 480        |  |
|      |              | 2015/16 | 203                    | 203         | EUR | 203                     | 203         | EUR | G                | 420        | 420        |  |
| 18   |              | 2020    | 70                     | 70          | EUR | 99                      | 99          | EUR | G                | 510        | 343        | <b>Hubtex</b><br>Germany<br><br>FY = calendar year                             |
|      |              | 2019    | 76                     | 76          | EUR | 103                     | 103         | EUR | G                | 501        | 330        |  |
|      |              | 2018    | 72                     | 72          | EUR | 101                     | 101         | EUR | G                | 470        | 302        |  |
|      |              | 2017    | 67                     | 67          | EUR | 93                      | 93          | EUR | G                | 442        | 280        |  |
|      |              | 2016    | 64                     | 64          | EUR | 83                      | 83          | EUR | G                | 424        | –          |  |
| 19   |              | 2019/20 | 50                     | 528         | SEK | 63                      | 660         | SEK | G                | 198        | –          | <b>Svetruck</b><br>Sweden<br><br>FY = 1.9.–31.8.                               |
|      |              | 2018/19 | 52                     | 546         | SEK | 64                      | 682         | SEK | G                | 191        | –          |  |
|      |              | 2017/18 | 52                     | 534         | SEK | 65                      | 667         | SEK | G                | 186        | –          |  |
|      |              | 2016/17 | 50                     | 478         | SEK | 62                      | 598         | SEK | G                | 188        | –          |  |
|      |              | 2015/16 | 49                     | 469         | SEK | 61                      | 575         | SEK | G                | 198        | 177        |  |
| 20   |              | 2020    | 46                     | 46          | EUR | 46                      | 46          | EUR | G                | 134        | 134        | <b>Baumann</b><br>Italy<br><br>FY = calendar year                              |
|      |              | 2019    | 39                     | 39          | EUR | 39                      | 39          | EUR | G                | 129        | 129        |  |
|      |              | 2018    | 34                     | 34          | EUR | 34                      | 34          | EUR | G                | 112        | 112        |  |
|      |              | 2017    | 33                     | 33          | EUR | 33                      | 33          | EUR | G                | 102        | 102        |  |
|      |              | 2016    | 31                     | 31          | EUR | 31                      | 31          | EUR | G                | 98         | 98         |  |

\* G (Profit), V (Loss), U (Unknown)

| Rank | Manufacturer  | Year | Industrial Truck Sales |             |     | Total Corporation Sales |             |     | Profit/<br>Loss* | Employees |            | Manufacturer   |
|------|---|------|------------------------|-------------|-----|-------------------------|-------------|-----|------------------|-----------|------------|--|
|      |   |      | Mio. EUR               | Mio. Valuta | EUR | Mio. EUR                | Mio. Valuta | EUR |                  | Tot.Corp. | Ind.Trucks |  |
| 21   |    | 2020 | 45                     | 45          | EUR | 45                      | 45          | EUR | G                | 150       | 130        | <b>Bulmor</b><br>Austria<br><br>FY = calendar year               |
|      |   | —    | —                      | —           | —   | —                       | —           | —   | —                | —         | —          |  |
|      |   | —    | —                      | —           | —   | —                       | —           | —   | —                | —         | —          |  |
|      |   | —    | —                      | —           | —   | —                       | —           | —   | —                | —         | —          |  |
| 22   |    | 2020 | 32                     | 32          | EUR | 222                     | 222         | EUR | G                | 900       | 100        | <b>PR Industrial</b><br>Italy (Pramac)<br><br>FY = calendar year |
|      |   | 2019 | 41                     | 41          | EUR | 255                     | 255         | EUR | G                | 915       | 120        |  |
|      |   | 2018 | 41                     | 41          | EUR | 220                     | 220         | EUR | G                | 823       | 147        |  |
|      |   | 2017 | 42                     | 42          | EUR | 224                     | 224         | EUR | G                | 800       | 150        |  |
|      |   | 2016 | 39                     | 39          | EUR | 189                     | 189         | EUR | G                | 653       | 145        |  |
| 23   |    | 2020 | 30                     | 32          | CHF | 117                     | 125         | CHF | U                | 502       | 85         | <b>Stöcklin</b><br>Switzerland<br><br>FY = calendar year         |
|      |   | 2019 | 30                     | 34          | CHF | 119                     | 132         | CHF | U                | 487       | 81         |  |
|      |   | 2018 | 26                     | 30          | CHF | 111                     | 128         | CHF | U                | 476       | —          |  |
|      |   | 2017 | 26                     | 29          | CHF | 115                     | 128         | CHF | U                | 480       | 75         |  |
|      |   | 2016 | 26                     | 28          | CHF | 110                     | 120         | CHF | G                | 465       | 67         |  |
| 24   |    | 2020 | 23                     | 138         | BRL | 33                      | 193         | BRL | G                | 488       | 311        | <b>Paletrans</b><br>Brazil<br><br>FY = calendar year             |
|      |   | 2019 | 26                     | 113         | BRL | 42                      | 185         | BRL | G                | 425       | 258        |  |
|      |   | 2018 | 23                     | 97          | BRL | 34                      | 148         | BRL | G                | 402       | 254        |  |
|      |   | 2017 | 21                     | 74          | BRL | 32                      | 115         | BRL | G                | 380       | 239        |  |
|      |   | 2016 | 25                     | 97          | BRL | 27                      | 105         | BRL | G                | 324       | 190        |  |
| 25   |  | 2020 | 18                     | 18          | EUR | 18                      | 18          | EUR | U                | 150       | 150        | <b>Genkinger BAKA</b><br>Germany<br><br>FY = calendar year       |
|      |   | 2019 | 21                     | 21          | EUR | 21                      | 21          | EUR | G                | 195       | 195        |  |
|      |   | 2018 | 29                     | 29          | EUR | 29                      | 29          | EUR | G                | 215       | 215        |  |
|      |   | 2017 | 19                     | 19          | EUR | 19                      | 19          | EUR | G                | 140       | 140        |  |
|      |   | 2016 | 18                     | 18          | EUR | 18                      | 18          | EUR | G                | 133       | 133        |  |
| 26   |  | 2020 | 14                     | 14          | EUR | 14                      | 14          | EUR | U                | 58        | 58         | <b>Magaziner</b><br>Germany<br><br>FY = calendar year            |
|      |   | 2019 | 15                     | 15          | EUR | 15                      | 15          | EUR | U                | 60        | 60         |  |
|      |   | 2018 | 15                     | 15          | EUR | 15                      | 15          | EUR | U                | 60        | 60         |  |
|      |   | 2017 | 15                     | 15          | EUR | 15                      | 15          | EUR | U                | 60        | 60         |  |
|      |   | 2016 | 14                     | 14          | EUR | 14                      | 14          | EUR | U                | 60        | 60         |  |
| 27   |  | 2020 | 11                     | 11          | EUR | 11                      | 11          | EUR | G                | 90        | 90         | <b>Miag</b><br>Germany<br><br>FY = calendar year                 |
|      |   | 2019 | 11                     | 11          | EUR | 11                      | 11          | EUR | G                | 90        | 90         |  |
|      |   | 2018 | 11                     | 11          | EUR | 11                      | 11          | EUR | G                | 90        | 90         |  |
|      |   | 2017 | 11                     | 11          | EUR | 11                      | 11          | EUR | G                | 90        | 90         |  |
|      |   | 2016 | 11                     | 11          | EUR | 11                      | 11          | EUR | G                | 90        | 90         |  |

\* G (Profit), V (Loss), U (Unknown)

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

| Conversion Table for the World Ranking 2020/2021                    |          |           |            |           |             |             |          |          |
|---|----------|-----------|------------|-----------|-------------|-------------|----------|----------|
| Average annual exchange rates for 2020 of the European Central Bank |          |           |            |           |             |             |          |          |
| Country   | Brazil   | India     | Japan      | Sweden    | Switzerland | South Korea | USA      | PR China |
| Year  | BRL      | INR       | JPY        | SEK       | CHF         | KRW         | USD      | CNY      |
| 2020  | 5.894300 | 84.639200 | 121.850000 | 10.484800 | 1.070500    | 1345.580000 | 1.142200 | 7.874700 |
| 2019  | 4.413400 | 78.836100 | 122.010000 | 10.589100 | 1.112400    | 1305.320000 | 1.119500 | 7.735500 |
| 2018  | 4.308500 | 80.733200 | 130.400000 | 10.258300 | 1.155000    | 1299.070000 | 1.181000 | 7.808100 |
| 2017  | 3.605400 | 73.532400 | 126.710000 | 9.635100  | 1.111700    | 1276.740000 | 1.129700 | 7.629000 |
| 2016  | 3.856100 | 74.371700 | 120.200000 | 9.468900  | 1.090200    | 1284.180000 | 1.106900 | 7.352200 |