

World Ranking of Industrial Trucks 2019/2020

Decreasing demand already before the COVID-19 crisis



Image: Jürgen Warmbold

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

After the previous year of 2018 or 2018/2019, which was subject to inhibited growth, the market had largely stagnated in the 2019 and 2019/2020 year under review. A development reflected in the WITS statistics of ordered and supplied Industrial Trucks. The number of ordered vehicles has decreased by around 2 percent across all of the equipment classes. Contrary to this, the sum of supplied equipment has increased, however this is barely noticeable.

JÜRGEN WARBOLD

Image: Toyota Deutschland GmbH

World Ranking 2019/20, with market shares + ranking 2018/2019

Manufacturer	Rank 19/20	Rank 18/19	Trend	Mio. EUR	World market share as a %
Toyota	1	1		11.773	26,82
Kion	2	2		6.404	14,59
Jungheinrich	3	3		4.073	9,28
Mitsubishi Logisnext	4	4		3.679	8,38
Crown	4	4		3.323	7,57
Hyster-Yale	6	6		2.791	6,36
Manitou	7	8	↑	1.784	4,06
Kalmar (Cargotec)	8	7	↓	1.723	3,93
Anhui Heli	9	9		1.299	2,96
Hangcha	10	10		1.117	2,54
Clark	11	12	↑	699	1,59
Doosan	12	11	↓	699	1,59
Komatsu	13	13		601	1,37
Merlo	14	14		439	1,00
Hyundai	15	15		391	0,89
Lonking	16	16		307	0,70
Combilift	17	17		304	0,69
Hubtex	18	18		76	0,17
Godrej & Boyce	19	19		74	0,17
Svetruck	20	20		52	0,12
Pramac	21	21		41	0,09
Baumann	22	22		39	0,09
Stöcklin	23	24	↑	30	0,07
Paletrans	24	25	↑	26	0,06
Genkinger-bAKA	25	23	↓	21	0,05
Magaziner	26	26		15	0,03
Miag	27	28	↑	11	0,03
OMG	28	27	↓	10	0,02

World Ranking of Industrial Trucks

2019/2020

➤ The incoming orders of the 2019 year under review relating to the units pursuant to the World Industrial Truck Statistics (WITS) global decreased from 1,537,979 (2018) to 1,506,876. As a result we have a negative after six years of growth.

For Europe, WITS has reported a decrease of 33,512 to 490,551 industrial trucks with regard to orders, measured on 2018 (prior year: 524,063), therefore 6.4 percent. In Western Europe the market volume has decreased by 6.7 percent in the fiscal year (406,100) when compared with 2018 (435,000

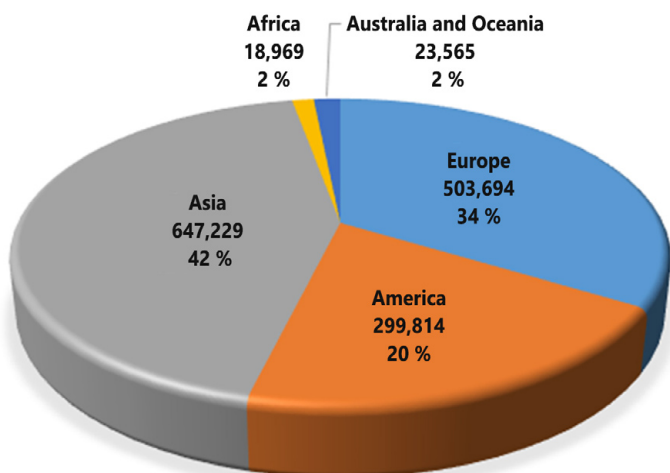
units). A development, which is above all based on the figures of the highest-revenue markets - Germany, France, Italy and Great Britain. In Eastern Europe the market volume reduced from around 94,100 (2018) to 88,800 industrial trucks (-5.6 percent) in 2019. Alongside Poland, the largest market in Eastern Europe, both Russia and the Czech Republic have contributed significant shares.

In America a reduction in the incoming goods has been recorded from 328,610 (2018) to 306,448 (2019) units and therefore a loss of approx. 6.7 percent. The North American market continues to be responsible for the greater share of this, exhibiting a decline of approx. 277,000 (2018) to 255,000 (2019) units (-7.9 percent). Contrary to this in Asia, the number of industrial trucks ordered has increased again and from about 637,000 in the previous year to 668,000 (2019) and consequently by about 4.9 percent. A noticeable contribution to this was made by China, which has come from approx. 436,000 industrial trucks (2018) to 473,000 units (2019), thereby growing by 8.5 percent. The other regions, Africa and Australia/Oceania, recorded a decline from around 48,000 (2018) to 42,000 (2019) units (-12.5 percent).

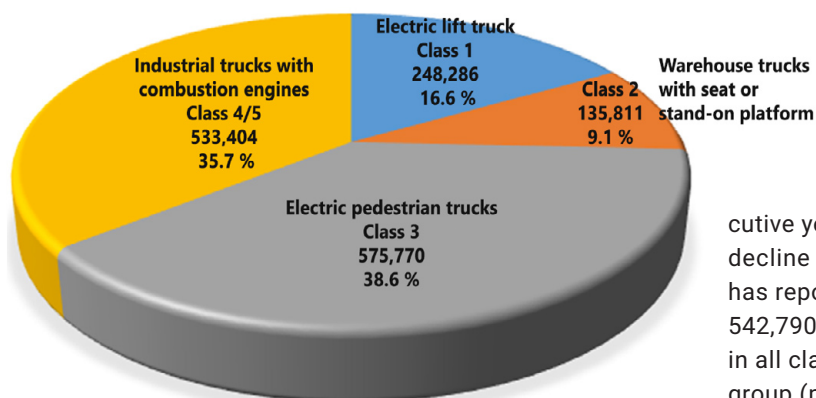
Alongside the regions, the WITS records a mixture of growth and reduction in relation to the industrial truck classes and ordered units, whereby the latter prevails. In terms of the number of units, the incoming orders for Class 1 were 248,994 (prior year: 258,174), in Class 2 at 130,696 (prior year: 141,693) and in Class 3 584,396 (prior year: 565,711) units. As a result, Class 1 (electric counterbalanced rider trucks) exhibits a loss of about 3.6 percent and Class 2 (warehouse trucks with seat or stand-on platform) decreases by about 7.8 percent. On the contrary, Class 3 (electric pedestrian trucks) has increased by about 3.3 percent.

An exception, especially Class 4/5 (internal counterbalanced combustion trucks), which continued to develop positively for three consecutive years after strong decline in 2015, has again shown a decline in 2019. Compared with 2018 (572,401), this Class has reported a loss in the incoming orders of 5.2 percent to 542,790 units in the fiscal year. With a share of 35.7 percent in all classes, Class 4/5 continues to be the largest product group (prior year 37.3 percent).

After alleviation of the pandemic, it is expected that above all the incoming orders for eclectically driven industrial trucks



▲ Worldwide industrial truck deliveries 2019: Division according to continents in units



▲ Industrial truck designs: Division of the global production 2019 in items

Source: WITS Information Sheet 2020

will increase. Based on the continuously growing B2B-E-commerce sector, which primarily affects mail-order business and therefore demands in-house applications.

Affects mail-order business and therefore demands in-house applications. Nevertheless, internal counterbalanced combustion trucks will continue to be bought in future. Simple equipment will continue to be sought after, above all in emerging countries in which the operators primarily use inexpensive industrial trucks.

In addition to the incoming orders, WITS data records the delivered industrial trucks in relation to all classes. A marginal growth of 1,489,523 (2018 to 1,493,271 units (2019) is therefore to be recorded. Additional information can be taken from our graphics on "the global industrial truck market" and the "worldwide industrial truck deliveries".

(Sources: WITS Information Sheet 2020: Business reports Jungheinrich and Kion)

Future prospects

In the third quarter of 2020 (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 1,113,302 to 1,146,401 units. After a decline in the prior year, more vehicles have been ordered again (around 3 percent). Class 1 orders decreased from 183,211 units to 173,167 units, while total orders for warehouse systems (classes 2 and 3 combined) increased from 521,826 to 542,152, and class 4/5 orders rose from 408,265 to 431,082.

The FEM (European Materials Handling Federation) split Class 3 (electrically driven pedestrian trucks) 2020 into Class 31 (electric stacker trucks) and Class 32 (electric low-lift trucks). It will only be possible to draw comparisons between orders and deliveries of the new classes 31 and 32 next year.

From the approx. 1,146,401 industrial trucks ordered so far in 2020 worldwide (January to September), 323,875 can be attributed to Europe (28.3 percent). Asia-Pacific has a share of 51.1 percent with 586,211. North America is responsible for 208,510 incoming orders (18.2 percent) and the other regions 27,805 (2.4 percent).

(Source: WITS Information Sheet Q3-2020)

Changes as a constant

Every year there are some companies that leave the world ranking list, while others join it. In the year under review 2019 and 2019/2020 respectively, there were neither departures nor additions.

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 5 per cent. The total sum thus

Non-listed manufacturers

The prerequisite for being included in the world ranking list is a minimum turnover of 10 million euros in the year under review. Accordingly, the majority of manufacturers of industrial trucks worldwide 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. 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 units or the skills and abilities of the respective manufacturers.

Appeal to the readers

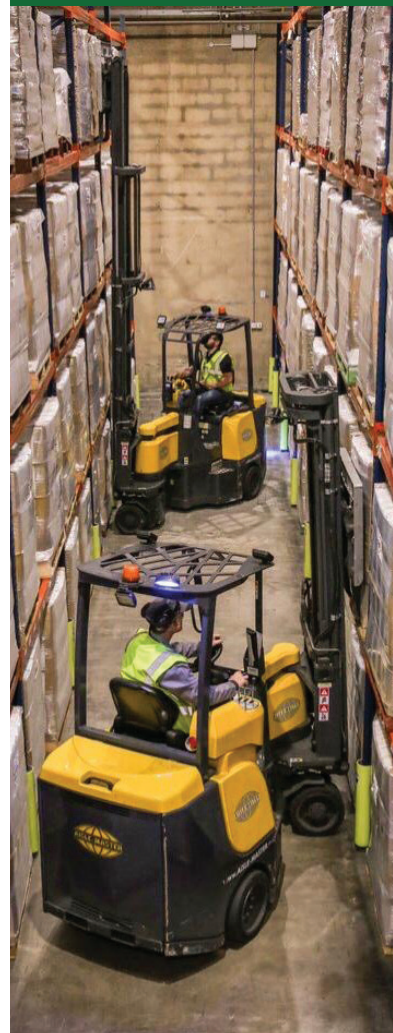
It was a top priority for the editorial department to evaluate the numerical data and all other information with the greatest care and to produce the world ranking list objectively. Due to the large volume of information and the different definitions and financial requirements in the individual countries, 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.

Thank you to those who took part

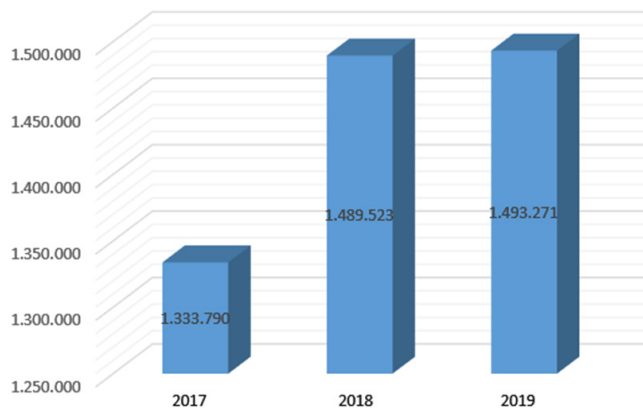
At this point, the editorial department wishes to thank the companies and their employees that actively contributed to the creation of this world ranking list and thereby contributed to their own continued success.



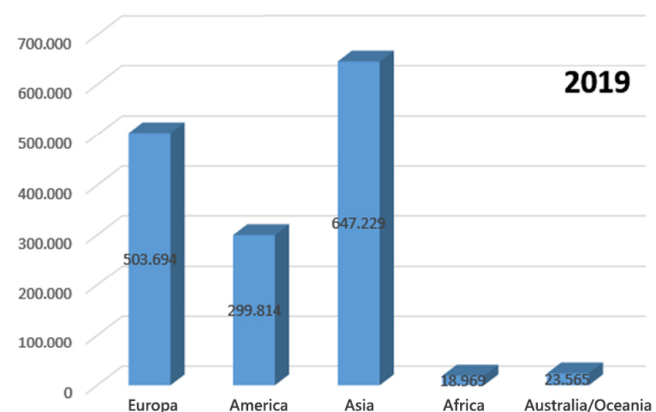
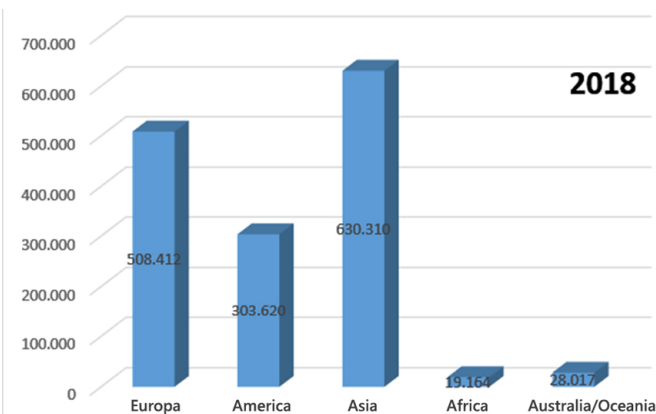
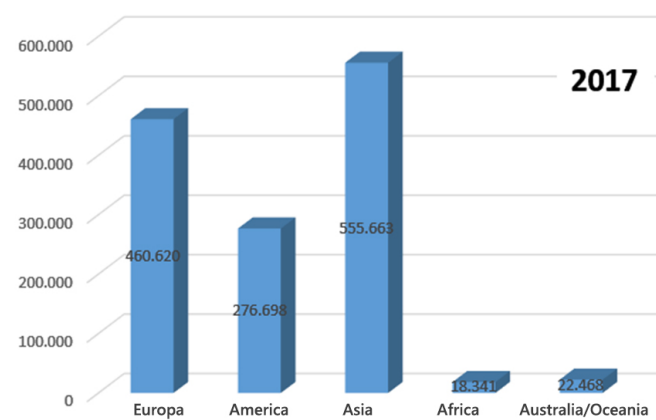
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▲ Global market for industrial trucks: Deliveries 2017 to 2019 in units



▲ Global market for industrial trucks 2017 to 2019: Division according to continents, delivery in units

Source: WITS Information Sheet

reached should correspond approximately to the size of the global market. Due to the calculation of the market shares according to value turnover, we provide an additional angle from which to view the market. This is an important approach, especially in 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 2013 year under review, or 2013/2014 respectively, 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 first quarter of 2015 in comparison with the US dollar or 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 list still also includes the annual turnover in terms of the company's national currency and therefore provides a unique selling point by making a realistic comparison of the manufacturers of material handling vehicles 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 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 with the rate tables of the European Central Bank (ECB) based on the annual mean values.

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 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 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, 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 previous 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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Image: Toyota Deutschland GmbH

Commentary

World Ranking 2019/2020

Companies in ranked order

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. However, the Japanese Group has recorded a small decrease in net turnover for the 2019/2020 year under review from 2,214.9 bn to 2,171.9 bn Yen (-2 percent). In euros this amounts to a moderate growth from 16,986 m to 17,797 m (4.8 per cent). The TMHG turnover decreased minimally from 1,466.7 billion to 1,436.4 billion Yen (-2 percent) or when converted slightly increased from 11,247 million to 11,773 million euros (4.7 percent). The Group obtained a net profit of 145.9 billion Yen (1,196 million euros). As in the previous year, TMHG contributed approximately 66 percent of the Group's proceeds.

The total workforce also increased from 64,641 (2018/2019) to 66,478 (2019/2020) employees. With regard to the number of staff at TMHG, a growth has been recorded from 39,342 to 41,096.

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 last four fiscal years.

According to Tico's company report, TMHG sold 278,000 units in the year under review 2019/2020, which narrowly missed the prior year's result (300,000). In the Japanese industrial trucks market, Toyota sold approx. 45,000 industrial trucks, thus 4.3 percent less than in 2018/2019 (47,000).

In Europe, 93,000 units were delivered in the same period (prior year: 95,000), a loss of 2.1 percent. In the North American market, where Toyota is the self-declared market leader as in Japan, sales fell in 2018/2019 to 92,000 units (prior year: 98,000), therefore a decrease of 5.1 percent. In Aloma (Asia, Latin America, Australia/Oceania, Africa and the Middle East), TMHG sold 48,000 units in the year under review (prior year 60,000).

In the autumn of 2020, Tico published its consolidated results for the second quarter of financial year 2020/2021 in a financial summary. Company-related the report exhibits net proceeds of 957,007 m Yen for the first and second quarter (prior year: 1,102,951 m Yen), which amounts to a loss of 13.2 percent. Of which 662,920 m Yen is a result of TMHG (69.3 percent).

In the forecast for the fiscal year 2020/2021, Tico expects net sales of 2,000 bn Yen and a net profit of 105 bn Yen.

In 2020, the new electric low-lift truck BT-Levio LW160 by Toyota Material Handling was awarded the iF Design Award and the Red Dot Award.

► www.global-toyotaforklifts.com

2 Kion, Germany

The Kion Group is, as before, in 2nd place on the world ranking list. The segment Industrial Trucks & Services, which is pivotal in their positioning, encompasses four operative units. Linde Material Handling EMEA and Still EMEA concentrate on Europe, the Middle East and Africa. Kion Apac operates as a multi-brand business for the Asia-Pacific region and Kion Americas is responsible for the North and South American continent. In addition to industrial trucks and warehouse systems, Kion also provides support for financial services in the Industrial Trucks & Services segment linked to this.

Overall, the Kion Group has increased their net sales in the 2019 fiscal year, when compared with 2018, from 7,995.7 to 8,806.5 m euros, and therefore by 10.1 percent. With the net profit, the Group has recorded growth after a moderate loss in the previous year, from 401.6 to 444.8 m euros (approx. 11 percent). At 9,111.7 m euros, the incoming orders increased (prior year 8,656.7 m) by 5.3 percent.

Adjusted for effects from purchase price allocations as well as one-time and special effects, the Kion Group generated growth in Ebit from EUR 789.9 million euros to 850.5 m 7.7 percent).

In the Industrial Trucks & Services segment, the company generated external sales of 6,403.7 m euros during the year under review, which amounts to an increase of 6.3 percent (2018: 5,916.3 m). As a global market share, Kion has recorded 14.2 percent (prior year 14.1 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 increased by 9.7 percent to 5,234.3 m in 2019 in Western Europe and by 14.6 percent to 678.6 m in Eastern Europe. For the Asia-Pacific region the Group recorded an increase of 3.1 percent to 906.9 m euros in the year under review: 2019, compared with a loss in the previous year. In North America revenues in the year under review rose by 13.1 percent to 1,680.5 m euros. In Central and South America turnovers grew by 22.5 percent to 212.5 m, in the Middle East and Africa it sunk by 0.8 percent to 93.8 m euros.

The number of employees increased by the 2019 year-end across the Group from 33,128 (2018) to 34,604 (4.5 percent). In the industrial trucks sector, the number of employees grew from 25,533 (2018) to 26,131 (2019).

The Kion Group's total expenditure for research and development increased. In 2019, the expenses were over those of the previous year (137.7 m euros) with 155.3 m euros, 12.8 percent.

In the first three quarters of the fiscal year 2020, the Kion Group's incoming orders increased in comparison to the cumulative data for the respective third quarter from EUR 6,534.5 m (2019) to 6,715.4 m euros, and therefore by 2.8 percent. The revenues decreased from 6,524.2 m (2019) to 6,000.2 m euros (2020), by 8 percent. Kion recorded a loss of 60.9 percent for the consolidated results (net profits), from 338.9 m euros (2019) to 132.5 m euros (2020). The number of employees (35,986) is higher than on the balance sheet date 31/12/2019. If you take a look at the Industrial Trucks & Services segment, it reduced in the first three quarters of 2020 when compared with the comparable period in 2019 (4,695.3 m euros) by 12.6 percent to 4,106.0 m euros. A decrease, which is based on both the new and the service business, whereby the turnover of the service business at 2,149.6 m is just above that of the new business (1,956.5 m).

The awards that the Kion Group received in 2020 are, as in the previous years, attributable to Linde MH and Still. Linde MH was awarded 1st place for the 'ETM Awards 2020 Best Brand' in the 'Industrial Trucks' category. In addition to this was the award of Product of the Year 2020 (2nd place for the combustion truck lift range H20-H3) from the Materialfluss magazine, as well as a gold medal from the EcoVadis Corporate Social Responsibility Rating.

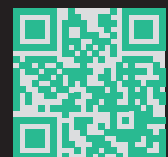
In addition to this, Linde is the winner of the reader's choice 'Logistra best practice: innovations 2020' in the indus-

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Neugierig?



Die Hände Ihres Staplers

trial trucks category for new internal counterbalanced combustion trucks from Linde H20 to H35. Still was awarded the Ifoy Award 2020 in the internal counterbalanced combustion trucks for the RX 60. The company has named further awards as the Telematics Award in the 'Autonomous/automated driving' category for the OPX iGo Neo order picker, as well as third place for the 'ETM Award Best Brand 2020' in the 'Industrial Trucks' category. Still likewise achieved 3rd place for the 'best logistics brand' award by the 'Logistik Heute' magazine in the 'Industrial truck and warehouse technology, order picking'.

► www.kiongroup.com

3 Jungheinrich, Germany

Jungheinrich AG has recorded increasing turnover for several years. When compared with the prior year, the revenues increased in the 2019 year under review from 3,796 m euros to 4,073 m euros, and therefore by 7.3 percent. Thus the Group has generated its aspired goal in the 2020 fiscal year with a turnover of 4 bn euros, which was achieved one year earlier. Classified according to segments, 3,077.1 m euros and 995.9 m euros were attributed to intra logistics and financial services, respectively. With its net profit, Jungheinrich recorded a low increase of 0.6 percent from 176 m (2018) to 177 m euros (2019). In relation to Ebit, the Group recorded a loss of 4.4 percent from 275 m (2018) to 263 m. euros (2019).

As in the previous year, Jungheinrich generated 87 percent of its Group turnover within its core market: Europe. Its turnover in Germany increased by 7.3 per cent to 966 m euros (prior year: 900 m), the foreign turnover (remaining Europe 2,562 m euros; other countries 545 m euros) by 7.3 percent to 3,107 m euros (prior year: 2,896 m euros). In the year under review, the international share lay at 76 percent, just like the previous year. The share of non-European turnover in Group sales was 13 percent, like the prior year.

The incoming orders value, which includes all fields of business (new

business, rental, second-hand equipment and customer service), is the result of the prior year (3,971 m euros) marginally decreased in the year under review by 1.2 percent to 3,922 m euros. In terms of unit numbers, the company recorded a decrease in the incoming order in new business when compared with the prior year; a decrease from 131,000 to 121,900 units (-6.9 percent). The figures for industrial truck production have decreased when compared with the value of the previous year from 121,000 to 112,900, thus by 6.7 percent.

Parallel to the increases in turnover and incoming orders, Jungheinrich intensified its investments in research and development. Expenses in this area amounted to EUR 86 m in the year under review. This corresponds to an increase of 2.3 per cent compared to EUR 84 m in the prior year. Jungheinrich also expanded its workforce from 17,877 to 18,381 employees (as at 31 December 2019), therefore increasing it by 2.8 percent. Of the total workforce, 10,746 employees were stationed abroad (prior year 10,499) and 7,635 in Germany (prior year 7,378).

In its quarterly notice of 10 November 2020, Jungheinrich reported a slight degression which was as a result of the Coronavirus pandemic. The incoming orders at 2,732 m euros were at 9.4 percent below those of the comparative period in 2019 (3,014 m euros). In terms of turnover, the Group recorded a decrease of 8.4 percent based on a cumulative result of EUR 2,723 million euros (2019: 2,972 m euros). In relation to the order backlog, Jungheinrich, at 833 m euros, remains below that of the appropriate period of the prior year (957 m euros). For the period from the first to the third quarter 2020, the company reported earnings after taxes of EUR 96.3 m (prior year period: EUR 132 m) which represents a decrease of 27 percent. Compared to the first nine months of the prior year, the number of employees likewise decreased from 18,404 to 18,019.

Jungheinrich was awarded the 'Best of Industry Award' in the category 'material flow' for the lithium-ion reach truck ETV 216i. The company also received

acknowledgement for the electric stacker truck, which is also equipped with the lithium-ion battery, with the 'iF Design Award'. In addition to this is the 'Best Logistics Brand 2020' award from the 'Logistik Heute' specialist magazine, for which it was awarded 1st place in the 'Industrial Truck and Warehouse Technology, Order Picking' category, and 2nd place in the 'IT for Warehouse Management' category. Jungheinrich was also awarded 2nd place for the 'ETM Awards Best Brand 2020' in the 'Industrial Trucks' category.

► www.jungheinrich.de

4 Mitsubishi Logisnext, Japan

Mitsubishi Logisnext Co., Ltd., Kyoto (Japan), once again increased its net turnover in the 2019/2020 fiscal year (1 April to 31 March). The revenues are however only marginal from 448,381 m (2018/2019) to 448,918 m Yen. In euros, the official currency of the world ranking list, this resulted in an increase from 3,439 m to 3,679 m, thus an increase of 7 percent. Mitsubishi Logisnext recorded a larger setback with its net profit, which in the year under review decreased from a plus of 7,077 m to a minus of 5,243 m Yen. Denominated in euros, this represents a downward trend from 54 to 43 m (-20.4 percent). This extraordinary loss is based on the depreciations of subsidiaries in Europe, China and Thailand.

On the world ranking list, Mitsubishi Logisnext is still in 4th position, which they share again with the Japanese Crown. The dhf Intralogistik editorial department sees this as fair to attribute both companies fourth position because the sales and profits named by Mitsubishi Logisnext are not based on IFRS (International Financial Reporting Standards) but on J-GAAP (Generally Accepted Accounting Principles in Japan).

If Mitsubishi Logisnext had adjusted the accounting principles to the IFRS, just as another Japanese industrial truck manufacturer did, the recorded sales figures would have been broken down less.

In 2019/2020, Mitsubishi Logisnext generated approximately 40 percent of its net turnover on the domestic market with around 12,000 employees. The remaining 60 percent was generated across America (36 percent), Europe (17 percent) and the other Asian countries (7 percent). The company delivered 103,000 units (prior year: 116,000).

With regards to the forecast, Mitsubishi Logisnext concluded to not provide a forecast for the fiscal year ending 31 March 2021, until they are in a position to draw rational conclusions about the future effects of the COVID-19 pandemic.

► www.logisnext.com/en

4 Crown Equipment Corp., USA

1945 in New Bremen, Ohio (USA), founded Crown Equipment Corporation, con-

tinues to exhibit growth in 4th position on the world ranking list, which the company shares with Mitsubishi Logisnext (see Mitsubishi Logisnext) as in the prior year. Crown has increased its net turnover in financial year 2019/2020 (April to March) from USD 3,480 m to 3,720 m and thus increased it by 6.9 percent compared with the previous year. In euros – the most significant currency in terms of the world ranking list – its net revenue increased from EUR 2,947 million to EUR 3,323 million (12.8 percent). At the end of the year under review, the company had 16,200 employees (prior year: 16,100).

Crown, a company in its fourth family generation, operates regional plants in Germany, Australia, China and Singapore.

The sales and service network includes more than 500 locations in over 80 countries.

Its product range comprises, above all, battery-electric industrial trucks.

Among these are counterbalance trucks, as well as reach trucks and high-rack stackers, low and high lift trucks, order pickers and tow 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.

In the current calendar year, 2020, Crown has been given two awards. The Ifoy Award was given to the company by the jury in the 'Warehouse trucks - high-lifter' category for the ESR 1000 reach truck range.

As its second award, Crown was issued the Good Design Award for the ergonomic Crown D4 armrest, which is in use in both the ESR 1000 range and the counterbalance trucks of SC, FC and C-5 series.

► www.crown.com

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V5009
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V4309
4,3 L 115,7 kW

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6 Hyster-Yale Materials Handling, USA

In the 2019 year under review, Hyster-Yale Materials Handling, Inc. recorded an increase in turnover for the third consecutive time. 2019 saw the company generating 3,291.8 m USD when compared with 3,179.1 m USD (2018), a growth of around 3.5 percent. The revenue can be attributed to the subsidiaries Hyster-Yale Group, Inc. (3,124.2 m USD), Bolzoni SpA, Italy, (345.4 m USD) and Nuvera Fuel Cells, LLC, USA, (10.1 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 187.9 m USD.

The industrial truck manufacturer, Hyster-Yale Group, increased its turnover from 2,998.4 m to 3,124.2 m USD (2019), therefore by 4.2 percent. With its net turnover in euros, the Hyster-Yale Group has exhibited growth from 2,539 m to 2,791 m (9.9 percent). In the current world ranking list, the Hyster-Yale Group has maintained a clear distance from the subsequent companies in its 6th position spot.

If the Hyster-Yale Group turnover is divided into sales regions, 2,123.3 m USD can be attributed to America, 751.2 m USD to the EMEA economic area (Europe, Middle East and Africa), and 249.7 m USD to Japic (Japan, Asia-Pacific, India and China).

The number of sold units decreased from around 101,900 (2018) to 100,300 (2019). Of these, 59,300 relate to the US market, 28,400 to the EMEA economic area and 12,600 to the Asian market.

The net profit realised by Hyster-Yale Materials Handling increased from USD 34.7 m (2018) to USD 35.8 million (3.2 percent), or from about 29 m euros to 32 m euros (10.3 percent).

The industrial trucks segment generated net profits in the amount of USD 58.3 million in 2019, Compared with 2018 (USD 56.7 m), there has been an increase of 2.8 percent, which can be attributed to the effects of customs duties on Chinese components.

The number of employees at Hys-

ter-Yale Materials Handling as of 31/12/2019 increased to 7,900 (prior year 7,700) and at Hyster-Yale Group decreased to 6,400 (prior year 6,600).

Alongside the Hyster and Yale markets, Hyster-Yale Handling provides two further markets with the Sumitomo Nacco Forklift and the Hyster-Yale Maximum Fiorklift, which are based on joint ventures.

In the first nine months of the 2020 fiscal year, Hyster-Yale Materials Handling experienced a fall in its turnover when compared with the equivalent period of 2019, from 2,457 m USD to 2,092.5 m USD (-14.8 percent). The industrial truck manufacturer Hyster-Yale Group generated a loss in the same period from 2,326.0 m USD to 1,989.0 m USD (-14.5 percent). The Group's net profits also decreased from 32.4 m USD to 24 m USD (-26 percent) and from 49.4 m USD to 42.6 m USD in the industrial truck division (-13.7 percent). In the first three quarters of 2020, Hyster-Yale Materials Handling reported the number of delivered industrial trucks as 64,000 units (prior year: 75,500). In light of the decreasing numbers, it must be considered that the COVID-19 pandemic has noticeably contributed to this, as with other companies and industries.

► www.hyster-yale.com

7 Manitou, France

The 1953 founded Manitou Group, Ancenis (France), has increased its net turnover year on year. This applies to both the whole group and the industrial truck division. Compared with 2018, the net revenue increased from EUR 1,884 m to 2,094 m (approx. 11.1 percent), in the industrial truck sector this was from EUR 1,608 m to 1,784 m (11 percent). The company recorded an increase in its net profit from 84.1 m (2018) to 96 m euros (2019). This correlates to 14.1 percent. In relation to the 2020 net turnover, Manitou expects an increase of 10 percent compared with 2019.

The number of employees within the 1958 founded Manitou Group in-

creased from 4,400 (2018) to 4,574 (2019). 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, Italy and Brazil. 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 (2019 turnover: 1,456 m; 2018: 1,294 m euros), which achieved an increase of 12.5 percent, includes internal counterbalanced combustion trucks and electric counterbalanced rider trucks, fixed and rotary telehandlers, all-terrain lift trucks, high and low lift trucks, truck-mounted forklift trucks and aerial work platforms. When compared with its turnover of 2019 (314 m euros), the CEP sector increased to 328 m (4.5 percent), and includes telehandlers, wheel loaders and compact excavators.

► www.manitou-group.com

8 Cargotec, Finland

The Cargotec Group, Finland, recorded its second subsequent turnover growth. After 2018, with 3,303.5 m euros, the Group's revenues of 2019 increased by 11.5 percent to 3,683.4 m euros. Contrary to this, the net profit decreased for the second consecutive time, from 108 m euros (2018) to 89 m euros in the year under review (approx. -17.6 percent). Kalmar, the industrial truck manufacturer belonging to the Cargotec Group, recorded growth in its net turnover in 2019 when compared with 2018. The revenue likewise increased by about 6.5 percent from 1,617.1 m euros to 1,722.6 m euros. Nevertheless, this was insufficient to maintain their 7th position in the world ranking list.

In relation to the incoming orders, Kalmar recorded a decrease from 1,918.8 m (2018) to 1,775.7 m euros (2019), which represents a decrease of 7.5 percent.

In terms of industrial trucks, Kalmar primarily supplies reach stackers for container handling and intermodal handling, as well as internal counterbalanced combustion trucks with load capacities ranging from 5 to 72 tonnes. Furthermore, electric counterbalanced rider 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 increased from 11,987 (2018) to 12,587 (2019). Kalmar reported a marginal decrease in its workforce from 5,737 (2018) to 5,625 employees. Broken down by market, 47.9 percent of Cargotec's turnover is generated in Europe, the Middle East and Africa, 18.4 percent in the Asia-Pacific region and 33.7 percent in America. When compared with the Cargotec business areas, 46.8 percent (prior year: 49.0 percent) was generated by Kalmar, 16.6 percent by MacGregor and 36.6 percent by Hiab.

If you compare the third quarter of 2019 with that of 2020, Kalmar exhibits a loss of 17 percent in incoming orders from 396 m (2019) to 328 m euros (2020) and a loss in turnover from 424 m to 364 m euros (-14 percent).

At the beginning of October 2020, Cargotec and the crane manufacturer, Konecranes (established in Finland), published their merger plans.

► www.cargotec.com

► www.kalmarglobal.com

9 Anhui Heli, People's Republic of China

The Anhui Heli Co., Ltd. had an increase in net turnover for the fourth consecutive time.

When compared with 2018 (9,587 m), it experienced a growth of 4.8 percent to 10,050 m Chinese Renminbi (CNY). De-

nominated in euros, the company also reported an increase, from EUR 1,228 m to EUR 1,299 m (5.8 percent). Even more significant was the net profit from 583 m (2018) to 651 m CNY (2019), therefore increasing by 11.7 percent. Parallel to the turnover, the number of delivered units also increased. In 2018, Heli sold 133,178 industrial trucks and based on this generated growth of around 14.4 percent in 2019 with 152,380 units.

At the year-end, the overall Group had 7,520 employees with 4,844 in the industrial trucks division. In the world ranking list, Heli continues to hold 9th position and remains the number 1 among Chinese industrial truck manufacturers.

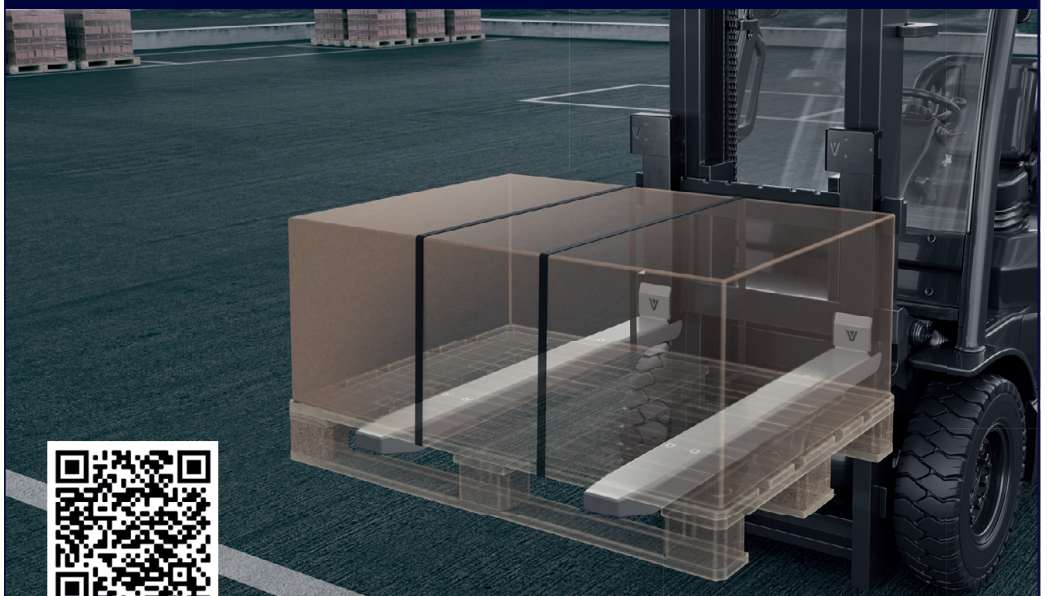
Anhui Heli sells its products through a network of dealers spanning more than 80 countries and distributes its industrial trucks worldwide in more than 140 countries and regions.

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The product portfolio of this manufacturer, which is based in Hefei in the Anhui province, includes internal counterbalanced combustion trucks and electric counterbalanced rider trucks, tow tractors, reach stackers, explosion-proof industrial trucks, empty-container handlers and wheel loaders. The joint venture founded in December 2015 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 percent share in the joint venture, the largest lessor of industrial trucks in China. The rental fleet includes units of all types.

► en.helichina.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., based in Hangzhou City in the Zhejiang province, increased its net turnover by 6.1 percent from 8,146 m (2018) to 8,643 m CNY (2019). Denominated in euros, this results in a growth from 1,043 to 1,117 m, therefore an increase of 7.7 percent. The net Group turnover likewise increased and from 8,443 m (2018) to 8,854 m CNY (2019), resulting in an increase of almost 5 percent. Data regarding the net profit or if a profit was even made, were not available. With regards to the delivered industrial trucks, 139,436 units are recorded for 2019 (prior year 126,485).

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, internal counterbalanced combustion trucks and electric counterbalanced rider trucks, reach trucks, lift trucks, side loaders, electric warehouse rider trucks, towing trucks, reach stackers, handlers for empty containers, 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

11 Clark, South Korea

As in the previous year, Clark Material Handling International, Bucheon (South Korea), has recorded an increase in the net turnover for the year under review, which correlates to the calendar year. After generating a revenue of 868,980 m South-Korean Won (2018), in 2019 the company generated an increase of 912,966 m KRW, approx. 5 percent. In euros, the most significant currency in terms of the world ranking list, an increase to 699 m (4.5 percent) when compared with 2018 (669 m), was recorded.

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 decreased from about 1,500 to 1,400. Group-wide, it has decreased from 13,200 (2018) to 13,000 (2019).

The company's product range includes warehouse technology devices, e.g. electric low- and high-lift trucks, narrow-aisle trucks, reach trucks, electric counterbalanced rider trucks and internal counterbalanced combustion trucks (gas and diesel) as well as towing tractors. Clark, inventor (according to their own statement) of the forklift, operates a worldwide distributor network with more than 450 distributors in over 90 countries. Clark Europe GmbH, based in Duisburg, attends the regions Europe, the Middle East and Africa with over 170 Clark dealers in 60 nations.

► www.clarkmheu.com

12 Doosan Corporation, South Korea

The Doosan Corporation Industrial Vehicle net turnover has increased from 870,071 m South-Korean Won (KRW) in the prior year 2018 to 912,549 m KRW in 2019, the year under review, (4.9 percent). Denominated in euros, the company exhibited a growth from 670 million to 699 million (4.3 percent). In terms of net revenue, Holding Doosan

Corporation likewise presented a gain from 18,172.167 m (2018) to 18,535.738 m KRW (2 percent). After a loss in relation to the net profit of 341 m KRW in the previous year, in the year under review, 2019, Holding reported a net profit of 433 m KRW. The number of employees across the Group increased from 39,400 to 40,000. For the current year, 2020, the Doosan Corporation is anticipating net proceeds of around 18,000,000 m KRW.

As Doosan and Clark generated the same industrial net turnover respectively in euros of 699 m, we believe the fairest solution is to position them according to their net turnovers in KRW. Thus Clark is positioned in 11th with a net revenue of 912,966 m KRW, Doosan in 12th position with 912,549 m KRW.

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

13 Komatsu, Japan

After two years of growth, Komatsu Ltd., Tokyo, has recorded decreasing Group turnover. Following the prior year 2018/2019 with a turnover of 2,725,243 m Yen, they subsequently suffered a loss in 2019/2020 to 2,444,870 m Yen. As a result, a loss of about 10.3 percent.

In euros the profits of 20,899 m (2018/2019) decreased in the year under review to 20,038 m, thus by approx. 4 percent. 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 the previous year yielded 81,757 m, the year under review yielded 73,346 JPY.

World Ranking of Industrial Trucks

Based on this, the industrial truck sector has decreased in euros from 627 m (2018/2019) to 601 m euros (2019/2020).

The Group's net profit significantly reduced in Yen from 256,491 m to 153,844 m (-40 percent) and in euros from 1,967 m to 1,261 m (-36 percent). The number of employees had increased from 61,908 (2018/2019) to 62,823 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, presses as well as machine tools and laser-cutting systems. At its German headquarters in Hanover, its subsidiary Komatsu Germany GmbH develops and manufactures, for example, wheel loaders and dump trucks.

► home.komatsu/en

14 Merlo, Italy

The Merlo Group, which was founded in 1964, recorded turnover growth for the fourth year in a row. Group-wide the profits increased from 473 m euros (2018) to 508 m euros in the year under review (7.4 percent). The Merlo SpA Industria Metalmeccanica, based in Cervasca, Province of Cuneo, Italy, which produces industrial trucks, reported a turnover increase from EUR 405 million (2018) to EUR 439 million (2019). This represents growth of 8.4 percent. 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 1,374 (prior year 1,286), of which 994 work in Cuneo.

The company's product range comprises an entire series of telescope lift trucks, 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 cement mixing vehicles, tracked carriers and self-driving work platforms.

► www.merlo.com

15 Hyundai Construction Equipment, South Korea

Hyundai Construction Equipment Co., Ltd. (HCE), South Korea, which above all produces construction machinery, has recorded a loss in their business report for the year under review, which correlates to the calendar year, from 3,233,900 m South-Korean Won (KRW) to 2,852,100 m, which has led to a loss of about 11.8 percent. In euros, the net turnover decreased from 2,489 m (2018) to 2,185 m (2019).

The net profits for the Group's industrial truck sector had to be estimated by the editorial staff because Hyundai did not respond to our request after two reminders. Our estimations were that the net turnover for the sector decreased in the year under review from 512,700 m (2018) to 510,811 m KRW or from 395 m to 391 m euros.

HCE produces industrial trucks, which include diesel, gas and electric forklifts, reach trucks, high and low-lift trucks, as well as towing tractors. The carrying capacity of the diesel lift truck is up to 25 t.

► 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 fourth consecutive time. Compared with 2018 (2,308 m CNY), in the year under review the company grew to 2,374 CNY (2.9 percent). Denominated in euros, this represents an increase of 3.7 percent from 296 m to 307 m CNY. The industrial trucks manufactured by Lonking include electric counterbalanced rider trucks and internal counterbalanced combustion 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 exhibited a marginal reduction in its turnover for the year under review both from 11,868 m (2018) to 11,744 m CNY (2019) and from 1,520 m to 1,518 m euros. In relation to its net profit, the Group exhibited growth from 1,144 m to 1,643 m CNY or from 147 m to 212 m euros (44 percent).

Stöcklin

Home of Intralogistics

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The number of employees has reduced from 8,424 to 7,644.

► www.lonkinggroup.com

17 Combilift, Ireland

The 1998 founded Combilift Ltd continues to increase its turnover year on year. In the year under review (2018/2019 - 1 September to 31 August), its net turnover increased from 252 m (2017/2018) to 304 m euros (20.6 percent). 650 employees (prior year: 550) contributed to this achievement, which resulted 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 6,400 industrial trucks in the year under review 2018/2019. That correlates to growth of about 13 percent when compared with 2017/2018 (5,670). To date, Combilift has delivered 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.

In April 2018, Combilift opened its new global headquarters and production facility in Monaghan, Ireland, in which the company invested 50 million euros. The aim is to double production within the next five years. A basis for this is that the new factory can produce tailor-made products in bulk. In 2020, Combilift was awarded for the Combi-CS, a pedestrian stacker with patented multi-position drawbar, with the Ifoy Award in the 'Warehouse truck lowlifter' category.

► combilift.com

18 Hubtex, Germany

In 2019, Hubtex Maschinenbau GmbH & Co. KG, Fulda, increased its net turnover, which includes the shares in Schulte-Henke GmbH (brand Stabau), Meschede, to EUR 103.4 million compared to the prior year (EUR 101.2 million) (2.2 percent). The industrial truck sector increased from 72.1 m to 76.2 m euros (5.7 percent). Assuming the number of sold units, which increased from 647 (2018) to 670 (2019), we have calculated growth of 3.6 percent. The number of employees increased from 470 (2018) to 501 in the year under review, of which 330 (prior year 302) 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. Among their product range are specialist industrial trucks, e.g. electric multi-directional side and counterbalance lift trucks, combustion engine driven four-way side loaders, 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 350t. Alongside the new units, Hubtex offers reconditioned second-hand vehicles. Among other things are retrofits of telescopic forks, attachments and guidance systems.

Hubtex was awarded 'Product of the Year 2020' by the trade journal 'Materialfluss'. The jury awarded them 3rd place for the X-Way-Mover (AirCargo Mover).

► www.hubtex.de

19 Godrej & Boyce, India

Godrej & Boyce Manufacturing Co., Ltd., Mumbai (India), founded in 1963, records growth year on year.

Compared with the fiscal year 2018/2019 (5,520 m Indian Rupees), the company increased its net turnover in the material handling equipment sector for

2019/2020 to 5,836 m INR (5.7 percent). This result was estimated by the editorial staff because the company answered neither the request nor the reminders. In euros the profit increased on this basis from 68 m to 74 m. The holding company, Godrej Group, increased its turnover from 112,298 m to 118,624 m INR (approx. 5.6 percent). In euros this amounts to a growth from 1,391 m to 1,505 m.

According to Godrej & Boyce Manufacturing, the company is India's largest industrial truck manufacturer. Its product range includes electric counterbalanced rider trucks and internal counterbalanced combustion trucks, accessory equipment, warehouse trucks such as reach trucks, high and low-lift trucks, tow tractors, side loaders and empty-container handlers. It also produces work platforms and cleaning machines. Its industrial trucks are produced both in-house and by other manufacturers. In addition, the company's product portfolio includes used equipment.

With the Godrej RenTrust, as the first Indian manufacturer, the company provides rentals of industrial trucks, including fuel, service and trained personnel.

► www.godrejmhhe.in

20 Svetruck, Sweden

With regard to the net profit, Svetruck AB, Sweden, recorded growth company-wide in the fiscal year 2018/2019 from 667 m (2017/2018) to 682 m SEK (2.3 percent) or a loss, due to the exchange rate, from 65 m to 64 m euros (-1.5 percent). 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, growth from 534 m in the prior year to 546 m SEK in the year under review (2.3 percent). In euros, the net profits in this division was 52 m both years. A result that is based on price fluctuations.

With the net profit, Svetruck has exhibited growth of 179 m (2017/2018) to 186 m SEK (2018/2019), which represents an increase of 4 percent. Denominated in euros, this represents an increase from EUR 17 million to EUR 18 million, therefore 6 percent. The number of employees increased from 186 to

191. The company manufactures heavy-duty stackers with a load bearing capacity of between 10 and 60 t, and container stackers in the capacity range from 28 to 52 t, as well as timber handling equipment.

► www.svetruck.com

21 Pramac, Italy

Pramac, Casole d'Elsa (Tuscany), recorded a moderate second decrease in their net turnover within the industrial truck sector. When compared with the prior year (41.2 m euros), the division generated revenue in 2019 amounting to 40.8 m euros, which correlates to a low minus of 1 percent. The number of sold units is also in decline, which compared with the results of 2018 (115,770) decreased to 110,380 (2019) and thus declined by about 5 percent. Pramac recorded 255 m euros as its net turnover for the whole company for the year under review after 220 m in the prior year, thus an increase of 16 percent. 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 decreased from 147 to 120, however it rose on the whole from 823 to 915.

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 pedestrian-controlled lift trucks 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 and is active in the motor sports (motorcycling) sector.

► www.pramac.com

22 Baumann, Italy

The side-loader specialist Baumann S.r.l, Cavaion on Lake Garda, has increased its net turnover year on year. Com-

pared with 2018, the company increased its net profit from 34.3 m to 39.1 m euros (2019), therefore 14 percent. As in previous years, the side-loader specialist generated a net profit without providing any further details. The side-loader manufacturer even recorded for incoming order from 38.3 m (2018) to 40.6 m euros (2019). Its workforce also grew from 112 to 129 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 50t, as well as accessory equipment.

For its 50th company birthday in 2019, Baumann claimed to produce and supply the largest ever manufactured side-loader with a load capacity of 50 t. In addition to this, the company built an additional production hall and put it into operation.

► www.baumann-online.it

23 Stöcklin, Switzerland

Stöcklin Logistik AG, Dornach (Switzerland), generated a total turnover in 2019 of 132 m CHF, thus achieving an increase of 3 percent when compared with the two previous years in which the company produced net profits of 128 m CHF. The turnover in euros increased from 111 m (2018) to 119 m (2019) (7 percent). In its fourth consecutive year, the industrial truck division recorded increasing net profits: 30 m in the prior year to 34 m CHF. Denominated in euros, it results in growth from 25.97 to 30.2 m (16.3 percent), through which the company has climbed to 23rd position. With regards to the incoming orders, the company continues to keep a low profile.

This is different to the number of sold units, which increased from 1,376 to 1,411 in the year under review. Stöcklin determined 487 as the number of employees in the total group, of which 81 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, narrow-aisle stacker, as well as specially designed industrial trucks. In addition, the company sells Hyundai electric, diesel and LPG forklift trucks. Furthermore, its product range includes, for example, warehouse systems, automated guided vehicle, software and complete intralogistics solutions.

► www.stoecklin.com

24 Palettrans, Brazil

Palettrans Equipamentos Ltda., based in Cravinhos in the Brazilian Federal State of São Paulo, has recorded continuous growing net turnover. The holding company, Grupo Palettrans, had a turnover increase from 147.5 m to 185.1 m Brazilian Real (BRL) (25.5 percent). Denominated in euros, due to the exchange rate, an increase from 34 million to 42 million euros (23.5 percent). The industrial truck division, which recorded growth as in the prior year, reported profits of 113 m BRL in the year under review (2018: 97 m BRL), its strongest turnover since 2014. This represents growth of 16.5 percent. Denominated in euros, it was less of a growth as a result of the exchange rate: from 22.56 m to 25.58 m (13.4 percent). Palettrans grew their net profit from 17.4 m to 26.1 m BRL (50 percent). Even the number of sold units increased from 30,992 (2018) to 33,563 (2019). The same applies to the workforce, the total group has increased from 402 to 425 and the industrial trucks division has increased from 254 to 258.

The Disktrans companies also belong to the Grupo Palettrans (a pallet truck rental company) and Palettrans 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 Palettrans Carretas, Palettrans began manufacturing hand pallet trucks in 1984. 2003 saw the start of production of the electric-powered industrial trucks.

► www.palettrans.com.br

25 Genkinger-Baka, Deutschland

In 2018, the 1922 founded Genkinger GmbH, Münsingen, reported a considerable growth from 18.8 m (2017) to 28.6 m euros, however in the year under review, 2019, it reported a decrease to 21.4 m euros (-25 percent). As in previous years, the company generated a profit without providing any further details. Even the number of sold units has decreased by 25 percent from 1,400 (2018) to 1,050 (2019). The same applies to the number of employees: at the end of 2018 the figure was 215 and at the close of 2019 it was at 195 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, lift trucks, towing tractors, tool changers and lift tables for the safe and economic placement, storage and order picking of materials and products.

► www.genkinger-baka.de

26 Magaziner, Germany

Magaziner Lager- und Fördertechnik GmbH, Bispingen, has reported a marginal loss for the year under review, 2019, with 14.9 m euros: a loss of 3 percent in net turnover when compared with the prior year (15.4 m euros). The

incoming orders remain the same for both years.

The number of sold units in 2019, 153 industrial trucks, decreased when compared with 2018: 175 industrial trucks. Magaziner continues to employ 60 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 stacker of the Man-Up version with lift heights of around 19m and in vertical order pickers.

► www.magaziner.de

27 Miag, Germany

Miag Fahrzeugbau GmbH, Braunschweig, has produced and sold at a constant for a number of years. The profits generated in the 2019 year under review amounted to 10.6 m euros, which at almost 2 percent is just below the 10.8 m of 2018. As in previous years, Miag also concluded on a positive business note in 2019, however there are no precise figures. The company has reported the number of sold industrial trucks at 101 units (prior year: 103). The incoming order reduced from 11.1 m (2018) to 10.5 m euros in the year under review. The company from Braunschweig continues to employ 90 people.

According to the company, 2020 began very positively. However, in the second quarter there was a significant decline in incoming orders. Despite this, the incoming orders at the end of June 2020 were approximately at the level of 2019. Furthermore, the effects of the COVID-19 pandemic on the business development of 2020 remains to be seen.

According to their own disclosure, Miag is the market leader in explosion-proof industrial trucks; as a result of this position they feel obligated to maintain the high standard of safety for their industrial trucks. Furthermore, in future you could consolidate and expand the PTB (Physikalisch Technische Bundesanstalt) with a total decrease in addition to a single component inspec-

tion. The approval 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 high and low-lift and low-lift trucks, straddle 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 off-shore application

► www.miad.de

28 OMG, Italy

The OMG s.r.l. industrial truck manufacturer (Officine Meccaniche Gonzaga), based in Gonzaga, Italy, reported net profits of 10 m euros in the 2019 year under review when compared with the prior year 2018 (11.6 m) (-14 percent). The net turnover of the whole company also decreased slightly from 15.3 m euros to 14.2 m euros (-7 percent).

For example, OMG supplies hand pallet trucks, electric low-lift and high-lift pallet trucks, horizontal and vertical order pickers, reach trucks, narrow-aisle stacker, multi-directional trucks, towing tractors, side loaders and automated guided vehicle. In addition, the company, which was founded in 1968 and has been owned by the transport and logistics service provider Caloni Trasporti s.r.l. since 2015, supplies industrial doors as well as paint and sandblasting services.









► www.omgindustry.com

Rank	Manufacturer	Year	Industrial Truck Sales			Total Corporation Sales			Profit/ Loss*	Employees		Manufacturer
			Mio. EUR	Mio. Valuta		Mio. EUR	Mio. Valuta			Tot.Corp.	Ind.Trucks	
1	TOYOTA MATERIAL HANDLING	2019/20	11.773	1.436.396	JPY	17.797	2.171.355	JPY	G	66.478	41.096	Toyota Industries Corp. Japan, (Toyota, BT, Raymond, Cesab, Tailift) FY = 1.4. – 31.3.
		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	
		2015/16	7.679	1.031.400	JPY	16.596	2.228.944	JPY	G	51.458	27.023	
2	KION GROUP	2019	6.404	6.404	EUR	8.807	8.807	EUR	G	34.604	26.131	Kion Germany, (Linde, Still, Fenwick, OM Still, Baoli, OM Voltas, Dematic, Egemin) FY = Calendar Year
		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	
		2015	5.098	5.098	EUR	5.098	5.098	EUR	G	23.506	23.506	
3	JUNGHEINRICH	2019	4.073	4.073	EUR	4.073	4.073	EUR	G	18.381	18.381	Jungheinrich Germany, (Jungheinrich, Mias) FY = Calendar Year
		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	
		2015	2.754	2.754	EUR	2.754	2.754	EUR	G	13.962	13.962	
4	Logisnext	2019/20	3.679	448.918	JPY	3.679	448.918	JPY	V	12.000	12.000	Mitsubishi Logisnext Japan, (Mitsubishi, Unicarriers, Nichiyu, CAT Lift Trucks, TCM, Rocla) FY = 1.4. – 31.3.
		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	
		2015/16	1.806	242.519	JPY	1.806	242.519	JPY	G	5.462	5.462	
4	CROWN	2019/20	3.323	3.720	USD	3.323	3.720	USD	U	16.200	16.200	Crown Equipment Corp. USA FY = 1.4. – 31.3.
		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	
		2015/16	2.379	2.640	USD	2.379	2.640	USD	U	13.200	13.200	
6	HYSTER-YALE MATERIALS HANDLING	2019	2.791	3.124	USD	2.940	3.292	USD	G	7.900	6.400	Hyster-Yale Materials Handling USA, (Hyster, Yale, HY Maximal, Sumitomo NACCO, Utilev) FY = Calendar Year
		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	
		2015	2.321	2.576	USD	2.324	2.578	USD	G	5.400	5.400	
7	MANITOU GROUP	2019	1.784	1.784	EUR	2.094	2.094	EUR	G	4.574	—	Manitou France FY = Calendar Year
		2018	1.608	1.608	EUR	1.884	1.884	EUR	G	4.400	—	
		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	—	
		2015	1.067	1.067	EUR	1.287	1.287	EUR	G	3.214	—	
8	KALMAR	2019	1.723	1.723	EUR	3.683	3.683	EUR	G	12.587	5.625	Cargotec Finland (Kalmar) FY = Calendar Year
		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	
		2015	1.663	1.663	EUR	3.729	3.729	EUR	G	10.837	5.328	
9	HELI	2019	1.299	10.050	CNY	1.299	10.050	CNY	G	7.520	4.844	Anhui Heli People's Republic of China FY = Calendar Year
		2018	1.228	9.587	CNY	1.228	9.587	CNY	G	7.467	4.850	
		2017	1.090	8.317	CNY	1.090	8.317	CNY	G	7.520	4.850	
		2016	835	6.143	CNY	835	6.143	CNY	G	7.520	4.850	
		2015	808	5.634	CNY	808	5.634	CNY	G	7.561	4.831	
10	HANGCHA	2019	1.117	8.643	CNY	1.145	8.854	CNY	U	4.250	—	Hangcha Group People's Republic of China FY = Calendar Year
		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	—	
		2015	656	4.574	CNY	1.084	7.559	CNY	G	2.460	1.115	

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

Rank	Manufacturer	Year	Industrial Truck Sales			Total Corporation Sales			Profit/ Loss*	Employees		Manufacturer
			Mio. EUR	Mio. Valuta		Mio. EUR	Mio. Valuta			Tot. Corp.	Ind. Trucks	
11	CLARK THE FORKLIFT	2019	699	912.966	KRW	—	—	KRW	U	13.000	1.400	Clark South Korea FY = Calendar Year
		2018	669	868.980	KRW	—	—	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	—	—	KRW	U	11.500	1.500	
		2015	666	836.938	KRW	—	—	KRW	G	13.200	1.500	
12	DOOSAN	2019	699	912.549	KRW	14.200	18.535.738	KRW	G	40.000	—	Doosan Industrial Vehicle South Korea FY = Calendar Year
		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	—	
		2015	562	706.300	KRW	15.089	18.960.372	KRW	V	39.500	—	
13	KOMATSU	2019/20	601	73.346	JPY	20.038	2.444.870	JPY	G	62.823	—	Komatsu Japan FY = 1.4. – 31.3
		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	—	
		2015/16	596	80.000	JPY	13.811	1.854.900	JPY	G	47.017	—	
14	MERLO	2019	439	439	EUR	508	508	EUR	G	1.374	994	Merlo Italy FY = Calendar Year
		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	—	
		2015	295	295	EUR	348	348	EUR	G	1.019	717	
15	HYUNDAI CONSTRUCTION EQUIPMENT	2019	391	510.811	KRW	2.185	2.852.100	KRW	G	—	—	Hyundai Construction Equipment South Korea FY = Calendar Year
		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	—	—	—	
		2015	378	475.000	KRW	—	—	KRW	—	—	—	
16	LONKING 龙工	2019	307	2.374	CNY	1.518	11.744	CNY	G	7.644	—	Lonking Machinery People's Republic of China FY = Calendar Year
		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	—	
		2015	147	1.027	CNY	692	4.829	CNY	G	5.022	—	
17	COMBILIFT LIFTING INNOVATION	2018/19	304	304	EUR	304	304	EUR	G	650	650	Combilift Ireland FY: 1.9. – 31.8.
		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	
		2014/15	181	181	EUR	181	181	EUR	G	375	375	
18	HUBTEX	2019	76	76	EUR	103	103	EUR	G	501	330	Hubtex Germany FY = Calendar Year
		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	—	
		2015	57	57	EUR	76	76	EUR	U	405	—	
19	Godrej MATERIAL HANDLING	2019/20	74	5.836	INR	1.505	118.624	INR	G	—	—	Godrej & Boyce India FY: 1.4. – 31.3.
		2018/19	68	5.520	INR	1.391	112.298	INR	G	9.744	955	
		2017/18	62	4.589	INR	1.321	97.149	INR	G	8.858	947	
		2016/17	61	4.500	INR	1.214	90.311	INR	G	11.918	759	
		2015/16	62	4.398	INR	1.219	86.794	INR	U	11.896	568	
20	SVETRUCK	2018/19	52	546	SEK	64	682	SEK	G	191	—	Svetruck Sweden FY: 1.9. – 31.8.
		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	
		2014/15	54	506	SEK	68	632	SEK	G	190	170	

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

Rank	Manufacturer	Year	Industrial Truck Sales			Total Corporation Sales			Profit/ Loss*	Employees		Manufacturer
			Mio. EUR	Mio. Valuta		Mio. EUR	Mio. Valuta			Tot.Corp.	Ind.Trucks	
21		2019	41	41	EUR	255	255	EUR	G	915	120	PR Industrial Italy (Pramac) FY = Calendar Year
		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	
		2015	32	32	EUR	175	175	EUR	G	650	130	
22		2019	39	39	EUR	39	39	EUR	G	129	129	Baumann Italy FY = Calendar Year
		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	
		2015	29	29	EUR	29	29	EUR	G	91	91	
23		2019	30	34	CHF	119	132	CHF	U	487	81	Stöcklin Switzerland FY = Calendar Year
		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	
		2015	26	28	CHF	117	125	CHF	U	472	63	
24		2019	26	113	BRL	42	185	BRL	G	425	258	Pallettrans Brazil FY = Calendar Year
		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	
		2015	26	96	BRL	28	104	BRL	G	367	335	
25		2019	21	21	EUR	21	21	EUR	G	195	195	Genkinger bAKA Germany FY = Calendar Year
		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	
		2015	15	15	EUR	15	15	EUR	U	124	124	
26		2019	15	15	EUR	15	15	EUR	U	60	60	Magaziner Germany FY = Calendar Year
		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	
		2015	13	13	EUR	13	13	EUR	U	60	60	
27		2019	11	11	EUR	11	11	EUR	G	90	90	Miag Germany FY = Calendar Year
		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	
		2015	11	11	EUR	11	11	EUR	G	90	90	
28		2019	10	10	EUR	14	14	EUR	—	110	72	OMIG Italy FY = Calendar Year
		2018	12	12	EUR	15	15	EUR	G	110	70	
		2017	—	—	EUR	—	—	EUR	—	—	—	
		2016	11	11	EUR	13	13	EUR	G	100	60	
		2015	—	—	EUR	—	—	EUR	—	—	—	

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

The table can also be viewed online: www.dhf-magazin.com**Conversion Table for the World Ranking List 2019/2020**

Reference quotations (average exchange rates) of the European Central Bank for 2019

Land	Brazil	India	Japan	Sweden	Switzerland	South Korea	USA	People's Rep. of China
Year	BRL	INR	JPY	SEK	CHF	KRW	USD	CNY
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
2015	3,700400	71,195600	134,310000	9,353500	1,067900	1256,540000	1,109500	6,973300