

## World Ranking List for Industrial Trucks

# 2021/2022

## The Number of Materials Handling Vehicles is Increasing Worldwide

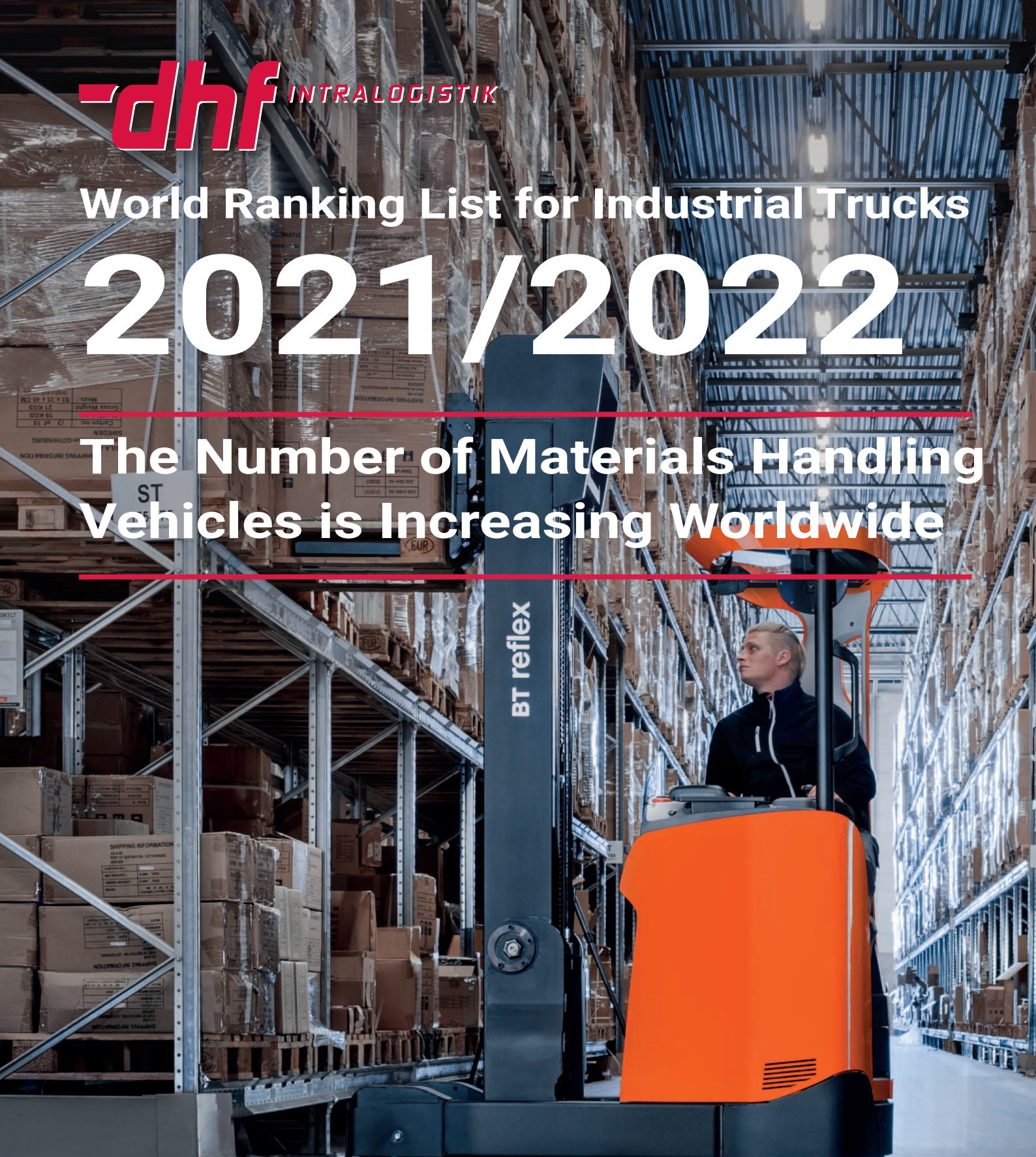


Image: Jürgen Warmbold

The 'dhf intralogistics - World Ranking List of Industrial Trucks' is a reflection of the status of the lift truck industry based on the industry's economic development and in-depth comments. As well as the sales turnover achieved in the 2021/2022 period and technical solutions of the participating manufacturers.

**JÜRGEN WARBOLD**

◀ Jürgen Warmbold, self-employed specialised journalist, is the author of the world ranking list



## The 2021/2022 World Ranking List with Market Shares and Ranking 2020/2021

Manufacturer	Position 21/22	Position 20/21	Trend	€ Million	World Market Share in %
Toyota	1	1		13,778	29.57
Kion	2	2		6,514	13.98
Jungheinrich	3	3		4,240	9.10
Mitsubishi Logisnext	4	4		3,583	7.69
Crown	4	4		3,391	7.28
Hyster-Yale	6	6		2,449	5.26
Anhui Heli	7	7		2,009	4.31
Hangcha	8	9	↑	1,763	3.78
Manitou	9	10	↑	1,535	3.29
Kalmar (Cargotec)	10	8	↓	1,417	3.04
Clark	11	11		687	1.47
Doosan	12	12		507	1.09
Merlo	13	14	↑	501	1.08
Lonking	14	16	↑	461	0.99
Komatsu	15	13	↓	439	0.94
Hyundai	16	15	↓	434	0.93
Combilift	17	17		328	0.70
Hubtex	18	18		84	0.18
Baumann	19	20	↑	56	0.12
Svetruck	20	19	↓	50	0.11
Paletrans	21	24	↑	46	0.12
Stöcklin	22	23	↑	31	0.07
Flexi - Narrow Aisle	23	-		29	0.06
Genkinger	24	25	↑	21	0.05
Magaziner	25	26		14	0.03
Miag	26	27		10	0.02

# World Ranking List for Industrial Trucks

## 2021/2022

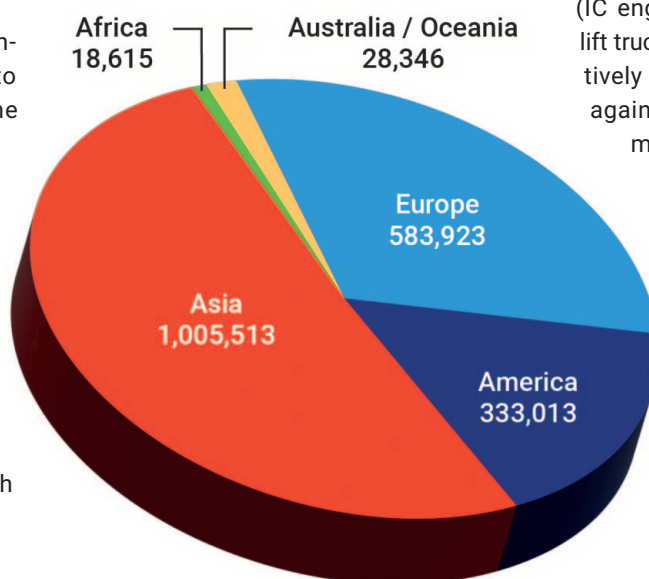
➤ As in previous years, incoming orders rose globally in the year under review to a number that has not been exceeded in the last twelve years. The WITS Information Sheets report 464,184 orders for Europe in 2020 and 719,472 in 2021. In Western Europe, the market volume in 2020 was 378,000. This development is primarily based on the figures from the markets with the highest sales - Germany, France, Italy, Spain and Great Britain. In Eastern Europe, the market volume has dropped slightly from approximately 87,000 (2019) to approximately 86,000 materials handling vehicles. Besides Poland, which is the largest market in Eastern Europe, Russia and the Czech Republic contributed the most significant shares.

In America, incoming orders increased from 305,993 (2020) to 491,698 (2021) units. Of these, the largest orders are still in the North American market, which records a decline of 264,100 units in 2020 and an increase to 491,698 in 2021. In Asia, on the other hand, the number of materials handling vehicles ordered has increased clearly, from 667,957 in 2019 to 827,902 in 2020. China has made a noticeable contribution to this, with

648,000 materials handling vehicles ordered in 2020. The other regions – Africa and Australia/Oceania – together recorded a decline from 41,920 (2019) to 39,535 (2020) units.

In addition to the regions, the WITS reports a mixture of growth and reduction with regard to the industrial truck classes and their units that were ordered. In terms of the number of units, incoming orders in Class 1 (electric counterbalance lift trucks) were 246,647 in 2020 (prior year 2019: 248,994), and in Class 2 (warehouse trucks with a seat or stand-on platform) 123,948 (prior year: 130,696). In Class 3 (electric pedestrian trucks), WITS reports 672,308 units in 2020 (prior year: 584,396).

After ups and downs in Class 4/5 (IC engine powered counterbalance lift trucks), which had developed positively again after losses, this class again recorded an increase in incoming orders from 594,711 (2020) to 729,623 (2021) units. Counterbalance lift

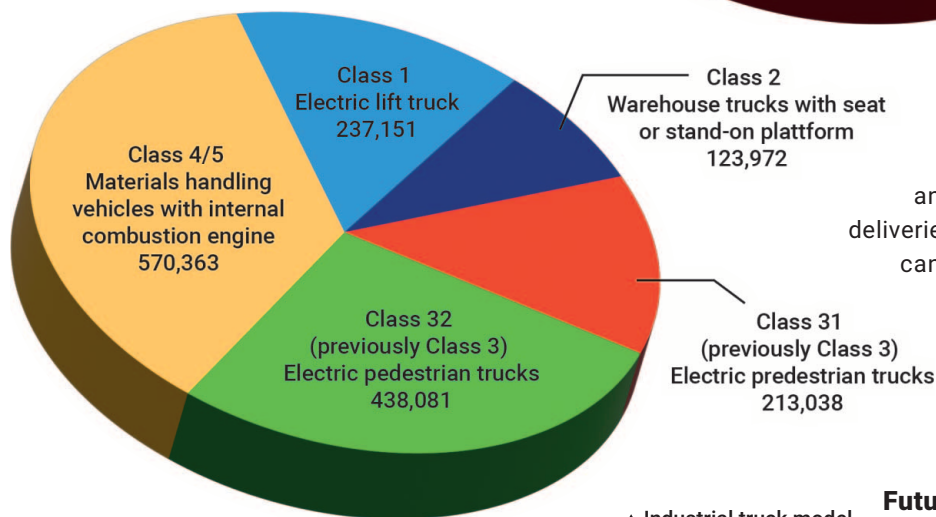


◀ Worldwide industrial truck deliveries 2021, broken down by continent in units

trucks with an internal combustion engine will continue to find buyers, in particular in emerging countries in which the operators mostly prefer inexpensive, simple materials handling vehicles.

In addition to the incoming orders, WITS data records the delivered materials handling vehicles in relation to all classes. Accordingly, an increase from 1,582,605 (2020) to 1,969,410 deliveries (2021) was recorded. Additional information can be taken from our graphics on 'the global industrial truck market' and the 'worldwide industrial truck deliveries'.

(Sources: WITS Information Sheets 2020 and 2021; Jungheinrich and Kion company reports)



▲ Industrial truck model types, breakdown of world production 2021 in units

### Future Prospects

In the third quarter of 2021 (cumulative), the world market volume of materials handling vehicles (inco-



ming 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 have increased from 183,211 (2019) to 282,655 (2021) units, those for storage technology (Classes 2 and 3 (31/32) combined) have increased from 542,152 to 907,025 and for Class 4/5 from 594,711 to 576,726.

The FEM (European Materials Handling Federation) has since 2020 divided Class 3 (electrically driven pedestrian trucks) into Class 31 (electric low-platform trucks) and Class 32 (electric high-platform trucks). The related incoming orders are distributed among the new Class 31 (301,183) and Class 32 (471,201) in Q3 2021 YTD.

Of the 1,766,406 industrial trucks ordered worldwide so far in 2021 (January to September), 530,207 can be attributed to Europe. A share of 814,273 can be attributed to the Asia-Pacific area.

North America is responsible for 377,620 incoming orders and the other regions 44,306.

(Source: WITS Information Sheet Q3-2022)

### Changes as a Constant

There are always companies that drop out of the World Ranking List and companies that we add every year. In the prior year of 2021/2022, Bulmor Industries GmbH, an Austrian company that only showed interest for a year, participated.

### Market Shares of the Companies

Since manufacturers of material handling vehicles do not report their market shares in terms of market value but in terms of quantities (if they do so at all), we have created an alternative table showing the market-share percentages of the value pro-

ceeds of all companies involved, based on the turnover reported in the World Ranking List. This resulted in a sum that we supplemented with an estimated number in the amount of five per cent. The total sum thus reached should more or less correspond 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 materials handling vehicles can range from a few hundred Euros for a hand pallet truck to approximately one million Euros for a reach truck.

#### Thank you to Those who Took Part

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 material handling vehicles are not shown in this list. Practically all suppliers of material handling vehicles that meet this minimum turnover criterion view their inclusion in this ranking list positively and indeed use it for marketing purposes. However, there are also major manufacturers that do not wish to participate in the ranking. 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 fiscal year in Euros. The world ranking list does not provide any information about delivered units or the skills and abilities of the respective manufacturers.



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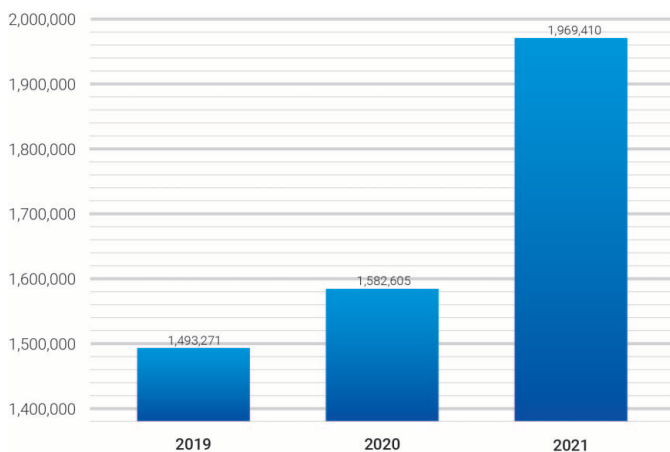
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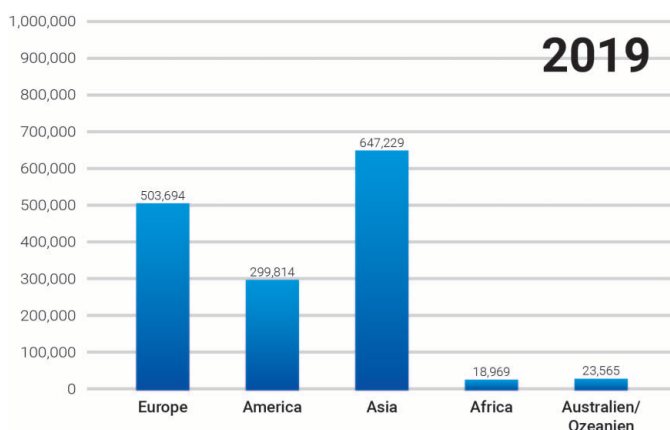
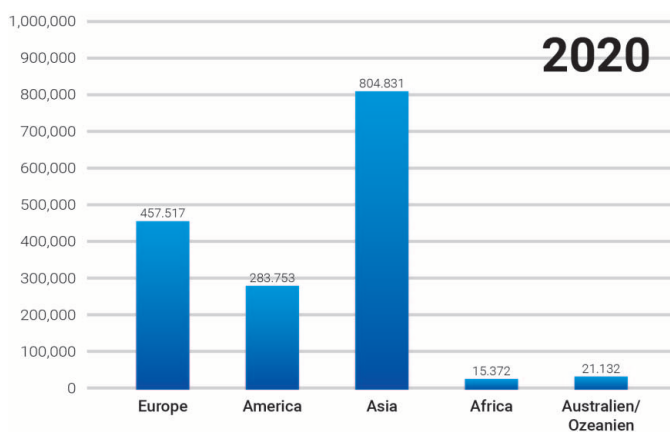
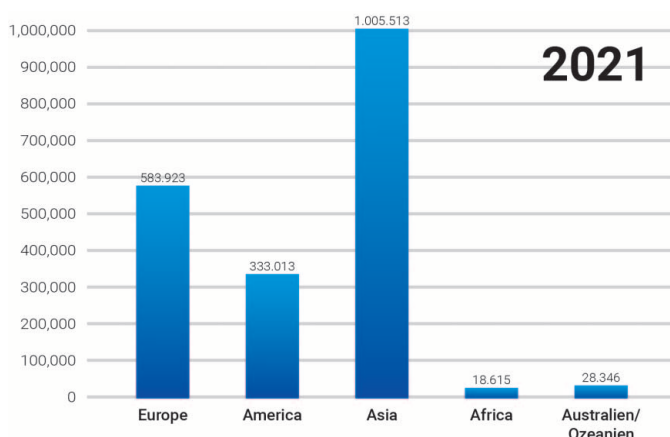
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▲ Global market for materials handling vehicles:  
Deliveries 2019 to 2021 in units



▲ Bar graphs for the World Ranking List of Industrial Trucks for 2021:  
Division according to continents, delivery in units

## The Influence of Exchange Rates

As the World Ranking List 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 2013 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 these 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 and the Yen, for example, the editorial department calculates the foreign currency values reported for the dhf World Ranking List from the fiscal 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 fiscal year of every company fall.

Due to fluctuations in the exchange rate, which cannot be excluded in the future, it has become clear that the earlier practice of setting the rate at the last day of the fiscal year in question can lead to inaccurate assessments. Comparability with prior years is still ensured because the deviations that resulted from the conversion are less significant than those that would have occurred due to strong exchange rate fluctuations.

The dhf Intralogistics 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 List shows the individual companies in descending order of turnover for materials handling vehicles. They are listed with their logo, abbreviated names and the country in which they are headquartered. The proceeds are consolidated net turnovers without interdivision and intercompany turnover.

We have included manufacturers that disclosed a turnover volume of at least 10 million Euros for material handling vehicles 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 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 materials handling vehicles division. For manufacturers with mixed production,



staff numbers can often not be exactly defined in the materials handling vehicles division. Therefore, some fields have remained blank.

In addition to the main table, as already mentioned, we publish a quick overview with the turnover for materials handling vehicles 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 provided.

### 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)

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

## The 2021/2022 World Ranking List

Companies listed by rank

### 1 Toyota Industries Corporation, Japan

As it has done for years, the Toyota Material Handling Group (TMHG) – a division of Toyota Industries Corporation (TICO) – once again defended their lead in the dhf World Ranking List. For the 2021/2022 year under review, the Japanese group reports growth in net turnover of 2,118.3 billion to 2,705.2 billion Yen. In Euros, the net revenue increased from 17,385 million to 20,828 million. TMHG's turnover also increased, from 1,431.4 billion to 1,789.4 billion Yen – converted into Euros, from 11,748 million to 13,778 million. The group made 1,803 billion Yen (1,388 million Euros) in net profit.

The total workforce also increased from 66,947 (2020/2021) to 71,784

(2021/2022) employees. With regard to salaried employees, TMHG recorded an increase from 41,560 to 46,262.

As TICO's Reporting Standards, including those of their subsidiaries, have been based on the IFRS (International Financial Reporting Standards) since the 2016/2017 fiscal year (01 April to 31 March) and not the J-GAAP (Generally Accepted Accounting Principles in Japan), the earlier data listed in the world ranking list cannot be compared with those of previous fiscal years.

According to the TICO annual report, TMHG sold 282,000 units in the 2021 or 2021/2022 year under review.

In the prior year, the result was 250,000. Within the domestic industrial truck market, Toyota sold approximately 45,000 materials handling vehicles

in 2021. In Europe, 77,000 units were delivered in the same period. In the North American market, where Toyota is – as in Japan – the self-declared market leader, 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 summer of 2022, TICO published its consolidated results for the second quarter of the 2022/2023 fiscal year in a financial summary.

With regard to the group, the report shows net income of 759,631 million Yen for the first quarter (prior year: 616,914 million Yen), which correlates to a clear increase. Of this, TMHG accounts for 514.4 billion Yen. In the forecast for the 2021/2022 fiscal year, TICO

expects a net turnover of 3,100 billion Yen and a net profit of 170 billion 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 determining the position consisted of three operative units on 1st 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 relies on a multiple-brand strategy with the international brands Linde, Still and Baoli, as well as the regional brands Fenwick and OM. Besides materials handling vehicles and warehouse systems, Kion also provides support for financial services in the Industrial Trucks & Services segment linked to this.

Overall, the Kion Group's net turnover increased from EUR 8,342 million in 2020 to EUR 10,294 million in the 2021 fiscal year. In terms of net profit, the group reports an increase from EUR 210.9 million in the prior year to EUR 568 million in 2021. Incoming orders increased in 2021 to EUR 12,481.6 million compared to EUR 9,442.5 million in the prior year. With regard to EBIT, the Kion Group adjusted for purchase price allocation effects as well as one-time and non-recurring effects.

In the Industrial Trucks & Services division, the company generated external sales of EUR 6,503.52 million in the 2021 year under review, which represents growth compared to 2020 (EUR 5,712.6 million). Kion reports a global market share of 12.8 percent for the segment in 2021 (with regard to units) (prior year: 12.1 percent).

If you divide the turnover by sales according to sales region, an up and down is recorded.

The Kion Group's sales revenue for 2020 in Western Europe thus increased to EUR 5,562.8 million compared to the prior year (2020: EUR 4,907.7 million)

and in Eastern Europe to EUR 713.0 million (2020: EUR 576.5 million). For the Asia-Pacific region, the Group recorded an increase to EUR 1,178.5 million in the 2020 year under review (2019: EUR 932.7 million). In North America, revenues increased to EUR 2,548.5 million in the year under review (2020: EUR 1,687.6 million). In Central and South America, sales increased from EUR 158.4 million to EUR 202.9 million, and in the Middle East and Africa from EUR 78.7 million to EUR 88.7 million.

The Kion Group moderately increased spending on research and development from EUR 156.8 million (2020) to EUR 174.7 million (2021). The number of employees increased by the 2020 year-end across the group from 34,604 (2019) to 36,207. In the materials handling vehicles division, the number of employees decreased from 26,131 (2019) to 25,567 (2020).

In a comparison of incoming orders in the Q1 - Q3 quarters, Kion reports EUR 9,172.1 million for the year under review (2022) and EUR 8,989.1 million for the prior year (2021) (-2 per cent).

In terms of revenue, turnover in Q1 - Q3 2022 increased by 9.4 per cent, from 7,533.7 million to 8,243 million Euros. Looking at the individual 3rd quarter, Kion recorded EUR 2,565.8 million (2021) and EUR 2,706.4 million in 2022.

Kion adjusted EBIT in the Q1 - Q3 2022 quarters. The group's results are thus significantly below the prior year at EUR 210.6 million (Q1 - Q3 2021: EUR 691.1 million).

The Kion Group intends to completely withdraw from business in Russia.

The forecast made in September 2022 for the entire 2022 year has been confirmed.

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

## 3 Jungheinrich, Germany

Jungheinrich AG has recorded increasing turnover for several years. Compared to the prior year, the group's revenue increased from EUR 3,809 million (2020) to EUR 4,240 million (2021). In the 2021 year under review, the "Intralogistics"

segment grew from EUR 3,811 million (2020) to EUR 4,251 million and the "Financial Services" segment grew from EUR 1,121 million to EUR 1,132 million (2021). Jungheinrich recorded an increase in net profit from EUR 151 million Euros (2020) to EUR 267 million (2021). With regard to EBIT, the group reports an increase from EUR 218 million (2020) to EUR 360 million (2021).

As in the prior year, Jungheinrich generated 87 per cent of its group sales within its core market, Europe. Sales in Germany increased to EUR 1,014 million in 2021 (prior year: EUR 917 million); in the rest of Europe they increased from EUR 2,401 million (2020) to EUR 2,670 (2021). Revenues from the other countries increased from EUR 491 million in the prior year (2020) to EUR 556 million in the year under review (2021). With regard to the value of incoming orders, which includes all business areas (new business, rental, used equipment and after-sales service), the result for 2020 (EUR 3,777 million) rose to EUR 4,868 million in the 2021 year under review. Based on the number of units, the company reports an increase in incoming orders from new business from 111,400 to 162,400 units compared to the prior year.

Parallel to the increases in turnover and incoming orders, Jungheinrich intensified its investments in research and development. The expenses for this division amounted to EUR 102 million in the year under review, compared to EUR 89 million in the prior year (2020). Jungheinrich increased its workforce from 18,103 as of December 31st 2020 to 19,103 as of December 31st 2021. Of the total workforce, 11,108 employees were stationed abroad and 7,995 in Germany.

With regard to revenue, the group likewise reported growth based on the cumulative result in 2021 of EUR 4,240 million compared to the prior year (2020: EUR 3,809 million). With regard to the orders on hand, Jungheinrich reports an increase of EUR 1,519 million for the year under review compared to the same period of the prior year (EUR 821 million).

The company reports its result after taxes for the 1st to 3rd quarters of 2022 to be EUR 174.8 million compa-



red to the prior year 2021 (EUR 183.5 million). The number of employees was 18,019 (2020) in the first nine months of the prior year and increased to 18,681 in 2021.

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

#### 4 Mitsubishi Logisnext, Japan

After years of growth, the net turnover of Mitsubishi Logisnext Co., Ltd., Kyoto (Japan), lately rose to 465,406 million Yen in the 2021/2022 fiscal year (01 April to 31 March). In Euros, the official currency of the world ranking list, there was an increase from EUR 3,213 million to EUR 3,583 million in 2020/2021. After the 2020/2021 net profit of 2,014 million, Logisnext recorded an increase to JPY 3,240 million in 2021/2022.

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 J-GAAP (Generally Accepted Accounting Principles in Japan). If Logisnext had adjusted the accounting principles to the IFRS, as another Japanese manufacturer of material handling vehicles for example had done, the recorded sales figures would have been broken down less.

In 2021/2022, Mitsubishi Logisnext generated approximately 43 percent of its net turnover on the domestic market with approximately 12,000 employees. The remaining 57 percent was generated across America, Europe and the other Asian countries. The company delivered 103,000 units (prior year: 85,000).

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

#### 4 Crown Equipment Corp., USA

Crown Equipment Corporation, founded in 1945 in New Bremen, Ohio (USA), is on course for growth and has 4th place on the world ranking list, which the com-

pany shares with Logisnext as in the prior year (foundation under Mitsubishi Logisnext). Crown's net turnover increased in 2021/2022 (April to March) from USD 3,620 million to USD 4,010 million compared to the prior year. In Euros, the decisive currency for the world ranking list, net income rose from 3,169 million (2020/2021) to 3,391 million. At the end of the year under review, the number of employees worldwide was 16,100 (prior year: 15,100).

Crown, a fourth generation family-run company, operates regional headquarters in Germany, China, Singapore and Australia. The dealer network includes more than 500 sales and service partners in 84 countries in North and South America, Europe, the Middle East, Africa and the Asia-Pacific region.

Its product range comprises primarily battery-electric materials handling vehicles. Among these are counterbalance lift trucks, reach trucks and high rack stackers, low and high lift trucks, order pickers, narrow aisle lift trucks and towing tractors. 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 2021 year under review, Hyster-Yale Materials Handling, Inc. reported growth from USD 2,812.1 million to USD 3,075.7 million compared to the prior year 2020. Revenue in 2020 was divided between the subsidiaries Hyster-Yale Group, Inc. (USD 2,672.9 million), Bolzoni SpA, Italy, (USD 283.7 million) and Nuvera Fuel Cells, LLC, USA, (USD 3.9 million).

As the total revenue of the subsidiaries exceeded the total turnover of Hyster-Yale Materials Handling, it can be concluded that intercompany sales between subsidiaries were included in the amount of USD 148.4 million. In 2021, the Hyster-Yale Group had a net turno-

ver sales of USD 2,897.4 million. In 2019, the industrial truck manufacturer's sales increased from USD 3,124.2 million to USD 2,672.9 million (2020). In terms of net turnover in Euros, the Hyster-Yale Group recorded a decline from USD 2,791 million (2019) to USD 2,340 million in 2020. The Hyster-Yale Group has maintained sixth place in the current World Ranking List.

Divided into sales regions, USD 1,984.6 million of the Hyster-Yale Group's sales in 2021 are attributable to America, USD 678.9 million to the EMEA economic area (Europe, Middle East and Africa) and USD 233.9 million to JAPIC (Japan, Asia Pacific, India and China). The number of sold units decreased from approximately 100,300 (2019) to 94,900 (2021).

As of the December 31st 2021 reporting date, Hyster-Yale Materials Handling reported 8,100 employees (prior year 7,600) and the Hyster-Yale Group 6,600 (prior year 6,100). In addition to the Hyster and Yale brands, Hyster-Yale Materials Handling offers a wide range with Sumitomo Nacco Forklift, Hyster-Yale Maximal Forklift and Utilev.

For the first nine months of the 2021 fiscal year, Hyster-Yale Materials Handling reported revenue growth of USD 2,092.5 million to USD 2,246.0 million compared to the corresponding period in 2020.

The Hyster-Yale Group, manufacturer of material handling vehicles, likewise generated an increase in the same period, namely from USD 1,989.0 million to USD 2,113.9 million. The group's net profits fell from USD 24 million to a minus of USD 69.7 million and in the material handling equipment division from USD 42.6 million to USD 17.3 million.

In the first three quarters of 2020, Hyster-Yale Materials Handling reported the number of delivered materials handling vehicles as 68,200 units (prior year: 64,000).

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

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

Anhui Heli Co., Ltd., a subsidiary of the Anhui Forklift Group Company, had an

increase in net turnover for the fourth consecutive time.

When compared with 2019 (CNY 10,050 million), the company the company reports an increase to CNY 12,707 million (Chinese renminbi ) for 2020. Denominated in Euros, it results in growth from EUR 1,299 million to EUR 1,614 million. Net profit increased significantly from CNY 651 million (2019) to CNY 732 million (2020). At the year end, the overall group had 7,619 employees; in 2019 it was 7,486. In the world ranking list, Heli is once again in 7th position (prior year: 7th 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 materials handling vehicles worldwide in more than 160 countries and regions. The product portfolio of this manufacturer, which is based in Hefei in the Anhui province, includes IC engine and electric counterbalanced forklift trucks, warehouse trucks, towing tractors, reach trucks, explosion-proof materials handling vehicles, empty-container handlers and wheel loaders.

Jungheinrich Heli Industrial Truck Rental (China) Co. Ltd., Shanghai , a joint venture founded in December 2015 by Heli and Jungheinrich, has the widest nationwide-oriented sales and service network. Both companies hold a 50 per cent share in the joint venture, the largest rental company for materials handling vehicles in China. The rental fleet includes units of all types.

► [en.helichina.com/product/](http://en.helichina.com/product/)

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

Zhejiang Hangcha Imp. & Exp. Co., Ltd., a subsidiary of Hangcha Group Company Ltd., headquartered in Hangzhou City, Zhejiang Province, specializing in material handling equipment, increased its net turnover from CNY 11,253 million (2020) to CNY 13,452 million (2021). Converted into Euros, the result is an increase from EUR 1,429 million to EUR 1,763 million. Net consolidated sales also increased,

namely from CNY 11,541 million (2020) to CNY 14,490 million (2021).

Data regarding the net profit or if a profit was even made, were not available. With regards to the delivered materials handling vehicles, 247,698 units are recorded for 2021 (prior year: 207,189).

Founded in 1956, the Hangcha Group is one of the leading industrial truck manufacturers both in China and worldwide. Its diverse range of products includes forklift trucks powered by internal combustion engines and electric motors, reach trucks, pallet trucks, warehouse trucks, towing tractors, rough terrain forklift trucks, reach trucks, explosion-proof materials handling vehicles 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)

## 9 Manitou, France

Founded in 1953, the Manitou Group of Ancenis (France) reports a decline in net turnover for 2020 after years of growth. This applies both to the group as a whole and to the materials handling vehicles division. In the 2021 year under review, the group's net income increased from EUR 1,585 million (2020) to EUR 1,875 million (2021). In the materials handling vehicles division, sales increased from EUR 1,285 million in 2020 to EUR 1,535 million. In terms of net profit, the company reports a drop from EUR 96 million (2019) to EUR 40 million (2020). After the decreased net profit, Manitou grew to EUR 87 million in 2021. The number of employees increased from 4,354 (2020) to 4,462 (2021). The Manitou Group, which 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



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Compact Equipment Products (CEP) business segments on a consolidated basis. The MHA division (turnover in 2020: EUR 1,023 million; 2019: EUR 1,456 million), which recorded a decline, includes IC engine and electrically powered forklift trucks, rigid and rotating telescope lift trucks, all-terrain forklift trucks, high and low lift trucks, truck-mounted forklift trucks and aerial work platforms. The CEP division, whose sales fell to EUR 262 million in 2020 compared to the prior year (EUR 328 million), includes telescope forklift trucks, wheel loaders and compact excavators.

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

#### 10 Cargotec, Finland

The Cargotec Group of Finland reports an increase in consolidated sales from EUR 3,263 million (2020) to EUR 3,315 million for the 2021 year under review. In the year under review, the company also recorded an increase in net profit, from EUR 8 million to EUR 247 million. Kalmar, a manufacturer of material handling vehicles that belongs to the Cargotec Group, has also seen a decline in net turnover in 2021 compared to 2020. Revenue fell slightly from EUR 1,529 million to EUR 1,512 million. Cargotec is in 10th place.

With regard to materials handling vehicles, Kalmar primarily supplies reach trucks for container handling and intermodal handling, as well as IC engine powered 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.

The number of employees in Cargotec declined from 11,552 (2020) to 11,174 (2021). Kalmar reports a reduction in employees from 5,526 (2020) to 4,876 (2021). Markets shared by Cargotec account for 50 percent of sales in Europe and the Middle East and Africa with 7,648 employees.

Asia Pacific accounted for 19 percent with 2,048 and the Americas for

31 percent with 1,478 employees. In a comparison of the Cargotec business areas, Kalmar recorded EUR 1,512.2 million, Hiab EUR 1,250.4 million and MacGregor EUR 553.1 million.

Comparing the third quarter of 2020 with that of 2021, Kalmar recorded an increase in incoming orders from EUR 328 million (2020) to EUR 421 million (2021). Kalmar also reports an increase in turnover from EUR 364 million to EUR 377 million

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

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

#### 11 Clark, South Korea

Compared to the prior year, Clark Material Handling International of Bucheon (South Korea), reports an increase in net turnover from KRW 830,532 to KRW 929,650 (South Korean won) for the 2021 year under review, which corresponds to the calendar year. Also in Euros, the currency used for ranking in the world ranking list, there was an increase recorded from EUR 617 million (2020) to EUR 687 million (2021). The company did not reveal whether a profit or loss was generated on this occasion. It also 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 the group sales figures. The number of employees in the materials handling vehicles division has increased from approximately 1,400 (2019) to 1,500 (2020). Group-wide, it has decreased from 13,200 (2018) to 10,000 (2020).

The company's product range includes warehouse trucks, e.g. electric low and high-lift trucks, narrow aisle lift trucks, reach trucks, electric and combustion motor-powered (gas and diesel) counterbalance lift trucks (gas and diesel) as well as towing tractors and tugger trains. Clark, the inventor (according to their own statement) of the forklift, operates a worldwide dealer network with more than 450 sites in over 90 countries. Clark Europe GmbH, based in Duisburg, attends the regions Europe, the Middle East and Africa with over

170 distribution partners in 60 nations.

Clark has given the low-platform truck with a foldable driver platform a facelift and combined all model variants under the name PPXS20. For example, the new range comes standard with power steering and is characterized by improved ergonomics and greater user-friendliness.

On 11 October 2022, Clark expanded its dealer network in the Persian Gulf. Clark brought on board a new contractual partner in Alghanim Equipment Company, who will take over all sales activities for Clark Europe in Kuwait.

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

#### 12 Doosan Corporation, South Korea

The 2019 net turnover of Doosan Corporation Industrial Vehicle fell from KRW 912,549 million in 2019 to KRW 806,547 million (2020). In Euros, the company recorded a decline from EUR 699 million to EUR 599 million. Holding company Doosan Corporation has also reported reductions in net revenue, from KRW 18,535,738 million (2019) to KRW 16,969,331 million (2020). After the net profit of KRW 433 million (2019) in the prior year, the holding company reports a minus of KRW 964 million in 2020. In 2021, the group recorded a net profit of KRW 657 million. The number of employees across the group is estimated at 40,000.

By its own account, Doosan, which was established in 1896, is the oldest corporation in Korea. In addition to its activities in the materials handling vehicles 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 Merlo, Italy

Founded in 1964, the Merlo Group has reported sales growth across the group

in recent years. After 2019 (EUR 508 million), revenues fell moderately to EUR 492 million in 2020. Merlo SpA Industria Metalmecanica, headquartered in Cervasca, province of Cuneo, Italy, which manufactures materials handling vehicles, recorded an increase in sales from EUR 405 million (2018) to EUR 439 million (2019). This increase dropped back to EUR 417 million in 2020. According to Merlo Deutschland GmbH, Bremen, a net profit was once again generated in 2019. However, no official figures were given. The number of employees has grown to 1,415 (prior year 1,374), of whom 1,011 (prior year 994) work in Cuneo.

The company's product range includes 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, there are self-loading concrete mixers and self-driving work platforms.

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

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

Chinese material handling equipment manufacturer Lonking (Shanghai) Forklift Co., Ltd., reports net revenue growth for the third consecutive year. Compared to 2019 (CNY 2,374 million), the company has grown to CNY 2,711 million in the 2020 year under review and CNY 3,516 million in 2021.

In Euros, this results in an increase from 307 million to 344 million and 461 million. The materials handling vehicles

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 parent company reports sales of CNY 11,744 million in 2019 and CNY 12,880 million in 2020.

In Euros, the group recorded EUR 1,518 million in 2019 and 1,636 million in 2020. Lonking also recorded CNY 1,643 million net profit in 2020 and CNY 1,960 million in 2020. This corresponds to an increase in net profit from EUR 212 million (2019) to EUR 249 million (2020). The number of employees has grown from 7,644 (2019) to 8,220 (2020).

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

#### 15 Komatsu, Japan

For the second year in a row, Komatsu Ltd., Tokyo, reports decreasing group turnover – in 2018/2019 with JPY 2,725,243 million and in 2019/2020 with JPY 2,444,870 million, followed in 2020/2021 with JPY 2,189,512 million. In Euros, revenues fell from EUR 20,899 million (2018/2019) to EUR 20,038 million (2019/2020) and EUR 17,969 million in 2020/2021. In the 2021/2022 year under review, group sales increased again to JPY 2,802,300 million or EUR 21,576 million.

Unfortunately the company did not disclose any information regarding the

materials handling vehicles division. We have therefore estimated the turnover for the materials handling vehicles division based on the correlations to date between the group and industrial truck turnover. After recording JPY 81,757 million in 2018/2019 and JPY 73,346 million in 2019/2020, revenue fell to JPY 65,685 million in 2020/2021. In Euros, the result was EUR 627 million (2018/2019), EUR 601 million (2019/2020) and EUR 539 million (2020/2021). The ranking of the world ranking list is derived from the revenues in Euros in the industrial truck division. In this case, Komatsu has secured the 15th place on the basis of an estimated EUR 439 million.

The group's net profit fell significantly in 2019/2020 from 153,844 million to 106,237 million in Yen (2020/2021) and from 1,261 million to 872 million in Euros. In 2020/2021, the number of employees at the end of the prior year (2019/2020) fell from 62,823 in the year under review to 61,564. Due to further job cuts, the number of employees fell to 59,632 in 2021/2022.

The focus of the Komatsu Group's product range is construction vehicles, including a wide range of excavators, wheel loaders, bulldozers and dump trucks. The group also manufactures materials handling vehicles, tunnel boring machines, forest machinery and machine tools. At its German headquarters in Hanover, its subsidiary Komatsu Germany GmbH develops and produces wheel loaders and dump trucks, among other things.

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

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### 16 Hyundai Construction Equipment, South Korea

Hyundai Construction Equipment Co., Ltd. (HCE), South Korea, which mainly manufactures construction vehicles, reports a decline in sales from KRW 2,852,100 million (2019) to KRW 2,617,536 million (2020) and then an increase again to KRW 3,284,000 million in 2021. In Euros, net turnover fell from EUR 2,185 million (2019) to EUR 1,945 million (2020) and increased again in 2021 to EUR 2,425 million.

The editors had to estimate the net income of the group's material handling equipment division because Hyundai did not respond to our inquiry or to a reminder. Our estimates showed that the net turnover of the material handling equipment segment increased in 2020 from KRW 468,801 million to KRW 588,164 million, or from EUR 348 million to a total of EUR 434 million.

HCE manufactures materials handling vehicles, which include diesel, gas and electric forklift trucks, reach trucks, high- and low-lift trucks, as well as towing tractors. Hyundai also offers a wide range that has been put together from other industrial truck manufacturers.

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

### 17 Combilift, Ireland

Founded in 1998, Combilift Ltd. increased its net turnover four times in a row from 2016/2017 to 2020/2021. Net turnover increased from EUR 304 million (2018/2019) to EUR 307 million (2019/2020) and now to EUR 328 million in the 2020/2021 year under review (September 1st until August 31st). There were 690 employees (2020/2021) contributing to the renewed net profit compared to 665 in the prior year.

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 materials handling vehicles in the year under review 2019/2020. This corresponds to a moderate increase compared to 2018/2019 (6,400). To date, Combilift

has delivered 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 lift 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

The net turnover of Hubtex Maschinenbau GmbH & Co. KG, Fulda, which includes the shares in Schulte-Henke GmbH (Stabau brand), Meschede, fell moderately in 2020 compared to the prior year, from EUR 103,4 million to EUR 98,5 million, but rose again to EUR 125 million in the 2021 year under review. Similarly, the area of materials handling vehicles initially fell from EUR 76,2 million (2019) to EUR 69,9 million (2020). In the 2021 year under review, the division grew again to EUR 84 million.

This is based on the number of units sold, which decreased from 670 (2019) to 587 (2020).

The number of employees increased from 501 (2019) to 510 in the 2020 year under review, of which 343 (prior year 330) can be attributed to the materials handling vehicles division. As in the three prior years, Hubtex reported a net profit without specifying the details.

Hubtex, which claims to be a leading international manufacturer of specially manufactured materials handling vehicles, develops and manufactures products for long, awkward and heavy goods, largely designed for the narrowest aisle dimensions. Among their product range are specialist materials handling vehicles, e.g. electric multi-directional side and counterbalance lift trucks, IC engine powered four-way side loaders, electric heavy-load com-

pact lift trucks, reach trucks, order picking systems, air cargo vehicles, glass transporting systems, special-purpose vehicles and heavy-load transportation vehicles for loads of up to 350t. Besides the new units, Hubtex offers reconditioned second-hand vehicles. In addition, they do retrofits of telescopic forks, attachments and guidance systems.

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

### 19 Baumann, Italy

The side-loader specialist Baumann S.r.l., Cavaion am Gardasee, has increased its net turnover year on year. Compared to 2019, the company increased its net revenue from EUR 39.1 million (2019) to EUR 45.8 million (2020). As in prior years, Baumann generated a net profit without providing any further details. The side loader manufacturer also recorded an increase in incoming orders from EUR 40.6 million (2019) to EUR 51.1 million (2020). In the 2021 fiscal year, Baumann sold units worth EUR 65,467 million. The number of employees increased to 134 in 2021.

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)

### 20 Svetruck, Sweden

In terms of net income, Svetruck AB, Sweden, recorded a decrease from SEK 661 million (2019/2020) to SEK 660 million in the 2020/2021 fiscal year.

For the values for the materials handling vehicles division, we have, as customary until now, taken 80 percent of the total turnover as a basis. This resulted in minimal losses of SEK 529 million in the prior year (2019/2020) and SEK 528 million in the year under review (2020/2021).

Net turnover in Euros was 63 million in 2019/2020 and 65 million in 2020/2021. This result is also based on exchange rate fluctuations.

In terms of net profit, Svetruck recorded a decrease from SEK 185.812 million (2018/2019) to SEK 149.331 million (2019/2020). The number of employees increased from 198 to 200.

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

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

## 21 Palettrans, Brazil

Palettrans Equipamentos Ltda., based in Cravinhos in the Brazilian state of Sao Paulo, continues to record growing net turnover. The turnover of the holding company Grupo Palettrans increased from BRL 193.4 million (Brazilian reais) to BRL 385.2 million in the 2021 year under review. In Euros, this results in an increase from EUR 33 million to EUR 60 million.

The materials handling vehicles division has generated more than half of the group's sales for years. An example from 2019 shows that the division generated BRL 113 million compared to the group, which generated BRL 185 million in the same year.

In Euros, revenue also fell from EUR 25.58 million (2019) to EUR 23.33 million (2020) due to the exchange rate. Net profit decreased from BRL 26.1 million to BRL 23.7 million. With regard to the number of units sold, the company again reports an increase, from 33,563 (2019) to 45,000 (2021). The same applies to the number of employees, which has increased from 425 (2019) to 540 (2021) for the entire group and from 258 (2019) to 350 (2021) in the industrial truck area. The Disktrans companies also belong to the Grupo Palettrans (a pallet truck rental company) and Palettrans Carretas. Established in 1981 as a manufacturer 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. In 2003 the production of electrically powered industrial trucks has been started.

► [www.palettrans.com.br](http://www.palettrans.com.br)

## 22 Stöcklin, Switzerland

Stöcklin Logistik AG, Dornach (Switzerland), generated group sales of CHF 130 million in the 2021 year under review. Compared to the prior year (2020), net income (CHF 132 million) fell moderately by CHF 7 million. Turnover in Euros fell from 119 million (2019) to 117 million (2020). After three years in a row of increasing net turnover, the material handling equipment division reported a decline from CHF 34 million to CHF 32 million in 2020. Converted into Euros, Stöcklin generated net income of around EUR 30 million in 2019 and 2020 and EUR 31 million in the 2021 year under review.

With regards to the incoming orders, the company continues to decline comment. The situation is different with the number of units sold, which fell from 1,411 (2019) to 1,298 (2020). Stöcklin reports 502 employees in the entire group for 2020, 85 of them in the materials handling vehicles division. In 2021, the company reports 520 employees. The materials handling vehicles manufactured 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 lift trucks, as well as specially designed materials handling vehicles. In addition, the company sells Hyundai electric, diesel and LPG forklift trucks. Its product range includes warehouse systems, driverless transport systems, software and complete intralogistics solutions.

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

## 23 Flexi Narrow Aisle, Great Britain

Flexi Narrow Aisle Ltd., West Midlands, is the first company from Great Britain to enter the 'World Ranking List of Industrial Trucks'. The group reported turnover of GBP 26,457,572 million in the 2021 year under review and GBP 24,648,287 million for the material handling equipment division. In 2021, the company hired a total of 80 employees for the entire company and the materials handling vehicles division.

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Flexi Narrow Aisle has developed articulated forklift trucks to optimize warehouse handling and increase the efficiency of customer order assembly. The Flexi-Truck package stands for space-saving solutions in the warehouse by eliminating dead space aisles for counterbalanced or reach trucks. Flexi enables stacking aisles up to depths of 1.6m, lifting heights up to 14m and load capacities of 1.5, 1.7, 2.0 and 2.5t. Technically, the forklift trucks have an articulation angle of up to 230° and safe, independent digital power steering with no kickback.

As part of its after sales support, the company provides spare parts and service coverage through its worldwide distribution network through authorized dealers in more than 65 countries.

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

#### 24 Genkinger, Germany

After two years of declining sales due to the Covid crisis, Genkinger recorded sales of 21.4 million Euro in 2021. This is a sharp increase of 21.6 percent compared to 2020. The company made a profit that is not quantified for competitive reasons. The workforce has increased by 10 percent to 165 after 150 in the previous year.

The number of units sold rose to 1,100 in 2021, after 1,010 (2019). The company is ranked 24th in the current world rankings.

Genkinger provides tailor-made materials handling solutions for production and warehousing throughout all industry sectors. The company faces an increasing demand for automated solutions in particular multi-shift applications. Therefore, Genkinger and its partners expand their expertise in the field of controls, software, and programming. To improve lead times and ensure the ability to deliver at all, Genkinger has invested even more in inventory. Genkinger has acquired a stake in the Slovakian company vmh to meet the demand for smaller manual trucks such as hand pallet trucks. This reduces bottlenecks in the main plant.

Taking into account the difficult, crisis-ridden framework conditions, Genkinger sees its own market position as solid and the further outlook as positive with cautious optimism. Accordingly, Genkinger expects further sales and turnover increases for 2022, the year of the company's 100th anniversary.

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

#### 25 Magaziner, Germany

Magaziner Lager- und Fördertechnik GmbH, Bisingen, reports a slight increase in net turnover of EUR 13.8 million for the 2021 year under review compared to the prior year 2020 (EUR 13.5 million). Incoming orders corresponded to net turnover in both years. As for the number of units sold, Magaziner reports 153 (2019), 136 (2020) and 146 (2021). Magaziner employs approximately 60 people.

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 type with lift heights of approximately 19m and in vertical order picker trucks with standing heights of over 15m.

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

#### 26 Miag, Germany

Miag Fahrzeugbau GmbH, Braunschweig, has manufactured and sold at a constant for a number of years. The net turnover of EUR 10.8 million recorded in the 2020 year under review are just above the sales of EUR 10.6 million in 2019. As in prior years, Miag also concluded on a positive business note in 2020, without giving specific figures. The company reports alternating figures of 95 to 103 units for the years 2018, 2019, 2020 and 2021 as the number of materials handling vehicles sold. Incoming orders fell from EUR 11.1 million (2018) to EUR 10.5 million

in the following year and rose again to EUR 10.7 million in 2020. The company from Braunschweig continues to employ 90 people.

Miag claims to be a specialist in explosion-proof materials handling vehicles and innovative transport systems, and therefore considers that it has an obligation to maintain the highest possible safety standard for its vehicles. Approval by the Physikalisch Technische Bundesanstalt (PTB) includes use in potentially explosive areas of gas explosion protection in zones 1 and 2 according to device category 2G or 3G within explosion subgroups IIA and IIB.











The company's product range includes explosion-proof electric pedestrian units, such as pallet trucks and low-lift trucks, reach trucks, forklift trucks, platform units, biaxial towing tractors, as well as electric operator seat unit and specialist units according to customer specifications. A portion of materials handling vehicles is designed for off-shore application.

► [www.miag.de](http://www.miag.de)

Rank	Manufacturer	Year	Industrial Truck Sales			Total Corporation Sales			Profit/ Loss*	Employees		Manufacturer
			Mio. €	Mio. Valuta		Mio. €	Mio. Valuta			Tot. Corp.	Ind. Trucks	
1	<b>TOYOTA</b> MATERIAL HANDLING	2021/22	13,778	1,789,434	JPY	20,828	2,705,183	JPY	G	71,784	46,262	<b>Toyota Industries Corp.</b> Japan, (Toyota, BT, Raymond, Cesab, Tailift)  FY = 1.4.-31.3.
		2020/21	11,748	1,431,400	JPY	17,385	2,118,302	JPY	G	66,947	41,560	
		2019/20	11,773	1,436,396	JPY	17,796	2,171,300	JPY	G	66,478	41,096	
		2018/19	11,247	1,466,658	JPY	16,986	2,214,946	JPY	G	64,641	39,342	
		2017/18	10,126	1,283,063	JPY	15,815	2,003,973	JPY	G	61,152	41,022	
2	<b>KION</b> GROUP	2021	6,514	6,514	EUR	10,294	10,294	EUR	G	39,602	27,580	<b>Kion</b> Germany, (Linde, Still, Fenwick, OM Still, OM Voltas, Baoli, Dematic, Egemin) FY = calendar year
		2020	5,694	5,694	EUR	8,342	8,342	EUR	G	36,207	25,567	
		2019	6,404	6,404	EUR	8,807	8,807	EUR	G	34,604	26,131	
		2018	5,916	5,916	EUR	7,996	7,996	EUR	G	33,128	25,533	
		2017	5,568	5,568	EUR	7,654	7,654	EUR	G	31,608	24,090	
3	<b>JUNGHEINRICH</b>	2021	4,240	4,240	EUR	4,240	4,240	EUR	G	19,103	19,103	<b>Jungheinrich</b> Germany, (Mias)  FY = calendar year
		2020	3,809	3,809	EUR	3,809	3,809	EUR	G	18,103	18,103	
		2019	4,073	4,073	EUR	4,073	4,073	EUR	G	18,381	18,381	
		2018	3,796	3,796	EUR	3,796	3,796	EUR	G	17,877	17,877	
		2017	3,435	3,435	EUR	3,435	3,435	EUR	G	16,248	16,248	
4	<b>Logisnext</b>	2021/22	3,583	465,406	JPY	3,583	465,406	JPY	G	12,000	12,000	<b>Mitsubishi Logisnext</b> Japan, (Mitsubishi, Nichiyu, UniCarriers, TCM, Cat)  FY = 1.4.-31.3.
		2020/21	3,213	391,496	JPY	3,213	391,496	JPY	V	11,000	11,000	
		2019/20	3,679	448,918	JPY	3,679	448,918	JPY	V	12,000	12,000	
		2018/19	3,439	448,381	JPY	3,439	448,381	JPY	G	11,000	11,000	
		2017/18	3,418	433,092	JPY	3,418	433,092	JPY	G	10,681	10,681	
4	<b>CROWN</b>	2021/22	3,391	4,010	USD	3,391	4,010	USD	U	16,100	16,100	<b>Crown Equipment Corp.</b> USA  FY = 1.4.-31.3.
		2020/21	3,169	3,620	USD	3,169	3,620	USD	U	15,100	15,100	
		2019/20	3,323	3,720	USD	3,323	3,720	USD	U	16,200	16,200	
		2018/19	2,947	3,480	USD	2,947	3,480	USD	U	16,100	16,100	
		2017/18	2,726	3,080	USD	2,726	3,080	USD	U	15,500	15,500	
6	<b>HYSTER-YALE</b> MATERIALS HANDLING	2021	2,449	2,897	USD	2,601	3,076	USD	G	8,100	6,600	<b>Hyster-Yale Materials Handling</b> USA, (Hyster, Yale, HY Maximal, Sumitomo Nacco, Utelev)  FY = calendar year
		2020	2,340	2,673	USD	2,462	2,812	USD	G	7,600	6,100	
		2019	2,791	3,124	USD	2,940	3,292	USD	G	7,900	6,400	
		2018	2,539	2,998	USD	2,688	3,174	USD	G	7,700	6,600	
		2017	2,411	2,724	USD	2,554	2,885	USD	G	6,800	5,700	
7	<b>HELI</b>	2021/22	2,009	15,328	CNY	2,009	15,328	CNY	G	8,427	8,427	<b>Anhui Heli</b> PR China  FY = 1.4.-31.3.
		2020/21	1,614	12,707	CNY	1,614	12,707	CNY	G	7,619	7,619	
		2019/20	1,299	10,050	CNY	1,299	10,050	CNY	G	7,486	7,486	
		2018/19	1,228	9,587	CNY	1,228	9,587	CNY	G	7,467	7,467	
		2017/18	1,090	8,317	CNY	1,090	8,317	CNY	G	7,265	7,265	
8	<b>HANGCHA</b>	2021	1,763	13,452	CNY	1,899	14,490	CNY	U	5,416	5,416	<b>Hangcha Group</b> PR China  FY = calendar year
		2020	1,429	11,253	CNY	1,454	11,451	CNY	U	4,740	4,740	
		2019	1,117	8,643	CNY	1,145	8,854	CNY	U	4,250	—	
		2018	1,043	8,146	CNY	1,081	8,443	CNY	U	3,895	—	
		2017	915	6,982	CNY	1,369	10,447	CNY	U	—	—	
9	<b>MANITOU</b> GROUP	2021	1,535	1,535	EUR	1,875	1,875	EUR	G	4,462	—	<b>Manitou,</b> France  FY = calendar year
		2020	1,285	1,285	EUR	1,585	1,585	EUR	G	4,354	—	
		2019	1,784	1,784	EUR	2,094	2,094	EUR	G	4,600	—	
		2018	1,608	1,608	EUR	1,884	1,884	EUR	G	4,425	—	
		2017	1,339	1,339	EUR	1,591	1,591	EUR	G	3,900	—	
10	<b>KALMAR</b>	2021	1,417	1,417	EUR	3,315	3,315	EUR	G	11,174	4,876	<b>Cargotec,</b> Finland (Kalmar)  FY = calendar year
		2020	1,529	1,529	EUR	3,263	3,263	EUR	G	11,552	5,526	
		2019	1,723	1,723	EUR	3,683	3,683	EUR	G	12,587	5,625	
		2018	1,617	1,617	EUR	3,304	3,304	EUR	G	11,987	5,737	
		2017	1,622	1,622	EUR	3,280	3,280	EUR	G	11,251	5,819	

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



Rank	Manufacturer	Year	Industrial Truck Sales			Total Corporation Sales			Profit/ Loss*	Employees		Manufacturer
			Mio. €	Mio. Valuta		Mio. €	Mio. Valuta			Tot. Corp.	Ind. Trucks	
11		2021	687	929,650	KRW	0	0	KRW	U	12,000	1,700	<b>Clark</b> South Korea  FY = calendar year
		2020	617	830,532	KRW	0	0	KRW	U	10,000	1,500	
		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	11,500	1,500	
12		2021	507	686,400	KRW	10,138	13,728,000	KRW	G	44,000	—	<b>Doosan Industrial Vehicle</b> South Korea  FY = calendar year
		2020	599	806,547	KRW	12,611	16,969,331	KRW	V	—	—	
		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	G	39,400	—	
		2017	616	785,961	KRW	13,247	16,913,443	KRW	V	37,900	—	
13		2021	501	501	EUR	595	595	EUR	G	1,416	1,103	<b>Merlo</b> Italy  FY = calendar year
		2020	416	416	EUR	493	493	EUR	G	1,425	1,021	
		2019	439	439	EUR	508	508	EUR	G	1,374	994	
		2018	405	405	EUR	473	473	EUR	G	1,286	947	
		2017	367	367	EUR	417	417	EUR	G	1,196	890	
14		2021	461	3,516	CNY	1,795	13,691	CNY	G	7,500	—	<b>Lonking</b> PR China  FY = calendar year
		2020	344	2,711	CNY	1,636	12,880	CNY	G	8,220	—	
		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	—	
15		2021/22	439	57,000	JPY	21,576	2,802,300	JPY	G	59,632	—	<b>Komatsu</b> Japan  FY = 1.4.-31.3.
		2020/21	539	65,685	JPY	17,969	2,189,512	JPY	G	61,564	—	
		2019/20	601	73,346	JPY	20,038	2,444,870	JPY	G	62,823	—	
		2018/19	627	81,757	JPY	20,899	2,725,243	JPY	G	61,908	—	
		2017/18	579	73,310	JPY	19,739	2,501,107	JPY	G	59,632	—	
16		2021	434	588,164	KRW	2,425	3,284,000	KRW	G	—	—	<b>Hyundai Construction</b> South Korea  FY = calendar year
		2020	348	468,801	KRW	1,945	2,617,536	KRW	V	—	—	
		2019	391	510,811	KRW	2,185	2,852,100	KRW	V	—	—	
		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	
17		2020/21	328	328	EUR	328	328	EUR	G	690	690	<b>Combilift</b> Ireland  FY = 1.9.-31.8.
		2019/20	307	307	EUR	307	307	EUR	G	665	665	
		2018/19	304	304	EUR	304	304	EUR	G	650	650	
		2017/18	252	252	EUR	252	252	EUR	G	550	550	
		2016/17	225	225	EUR	225	225	EUR	G	480	480	
18		2021	84	84	EUR	125	125	EUR	G	618	618	<b>Hubtex</b> Germany  FY = calendar year
		2020	70	70	EUR	99	99	EUR	G	510	343	
		2019	76	76	EUR	103	103	EUR	G	501	330	
		2018	72	72	EUR	101	101	EUR	G	470	302	
		2017	67	67	EUR	93	93	EUR	G	442	280	
19		2021	56	56	EUR	56	56	EUR	G	139	139	<b>Baumann</b> Italy  FY = calendar year
		2020	46	46	EUR	46	46	EUR	G	134	134	
		2019	39	39	EUR	39	39	EUR	G	129	129	
		2018	34	34	EUR	34	34	EUR	G	112	112	
		2017	33	33	EUR	33	33	EUR	G	102	102	
20		2020/21	52	528	SEK	63	660	SEK	G	200	—	<b>Svetruck</b> Sweden  FY = 1.9.-31.8.
		2019/20	50	529	SEK	63	661	SEK	G	198	—	
		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	—	

Rank	Manufacturer	Year	Industrial Truck Sales			Total Corporation Sales			Profit/ Loss*	Employees		Manufacturer
			Mio. €	Mio. Valuta		Mio. €	Mio. Valuta			Tot. Corp.	Ind. Trucks	
21		2021	46	292	BRL	60	385	BRL	G	540	350	<b>Pallettrans</b> Brazil  FY = calendar year
		2020	23	138	BRL	33	193	BRL	G	488	311	
		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	
22		2021	30	32	CHF	120	130	CHF	U	520	84	<b>Stöcklin</b> Switzerland  FY = calendar year
		2020	30	32	CHF	117	125	CHF	U	502	85	
		2019	30	34	CHF	119	132	CHF	U	487	81	
		2018	26	30	CHF	111	128	CHF	U	476	—	
		2017	26	29	CHF	115	128	CHF	U	480	75	
23		2020/21	29	25	GBP	31	27	EUR	G	81	81	<b>FLEXI - Narrow Aisle</b> Great Britain  FY = 1.10.-30.9.
		2019/20	—	—	—	—	—	EUR	U	—	—	
		2018/19	—	—	—	—	—	EUR	U	—	—	
		2017/18	—	—	—	—	—	EUR	U	—	—	
		2016/17	—	—	—	—	—	EUR	U	—	—	
24		2021	21	21	EUR	21	21	EUR	G	165	165	<b>Genkinger</b> Germany  FY = calendar year
		2020	18	18	EUR	18	18	EUR	U	150	150	
		2019	21	21	EUR	21	21	EUR	G	195	195	
		2018	29	29	EUR	29	29	EUR	G	215	215	
		2017	19	19	EUR	19	19	EUR	G	140	140	
25		2021	14	14	EUR	14	14	EUR	U	58	58	<b>Magaziner</b> Germany  FY = calendar year
		2020	14	14	EUR	14	14	EUR	U	58	58	
		2019	15	15	EUR	15	15	EUR	U	60	60	
		2018	15	15	EUR	15	15	EUR	U	60	60	
		2017	15	15	EUR	15	15	EUR	U	60	60	
26		2021	10	10	EUR	10	10	EUR	G	90	90	<b>Miag</b> Germany  FY = calendar year
		2020	11	11	EUR	11	11	EUR	G	90	90	
		2019	11	11	EUR	11	11	EUR	G	90	90	
		2018	11	11	EUR	11	11	EUR	G	90	90	
		2017	11	11	EUR	11	11	EUR	G	90	90	

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

## The World Ranking List for Industrial Trucks on the Internet: [www.dhf-magazin.com](http://www.dhf-magazin.com)

Conversion Table for the World Ranking List 2021/2022								
Annual average exchange rates 2021 of the European Central Bank								
Country	Brazil	Japan	Sweden	Switzerland	South Korea	USA	Great Britain	PR China
Year	BRL	JPY	SEK	CHF	KRW	USD	GBP	CNY
2021	6.377900	129.880000	10.146500	1.081100	1354.060000	1.182700	0.855960	6.628200
2020	5.894300	121.850000	10.484800	1.070500	1345.580000	1.142200	0.889700	7.874700
2019	4.413400	122.010000	10.589100	1.112400	1305.320000	1.119500	0.877770	7.735500
2018	4.308500	130.400000	10.258300	1.155000	1299.070000	1.181000	0.884710	7.808100
2017	3.605400	126.710000	9.635100	1.111700	1276.740000	1.129700	0.876670	7.629000