

April, 25th 2017

## **STIHL 2016 yearly report overview**

### **Employees (as of 31.12.2016)**

STIHL Group <sup>1</sup>	14,920	(2015: 14,245)
Founding company <sup>2</sup>	4,366	(2015: 4,180)

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### **2016 revenue in millions of euro**

(adjusted for consignments within the group)

#### **STIHL Group**

Revenue	3,458.4	(2015: 3,245.7)
% generated abroad	89.7	(2015: 90.1)

#### **Founding company**

Total revenue	1,012.4	(2015: 988.8)
% export trade	88.9	(2015: 88.8)

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<sup>1</sup> STIHL HOLDING AG & Co. KG

<sup>2</sup> ANDREAS STIHL AG & Co. KG with seven manufacturing facilities in Germany

**2016 investments in millions of euro**

STIHL Group	209.3	(2015: 234.7)
Founding company	70.0	(2015: 86.0)

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**2016 depreciation in millions of euro**

STIHL Group	151.1	(2015: 149.4)
Founding company	48.4	(2015: 49.0)

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**Distribution structure**

Sales through servicing dealers only. Today STIHL has 37 sales and marketing subsidiaries and two representative offices, about 120 importers and more than 45,000 servicing dealers in over 160 countries throughout the world.

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**Manufacturing structure**

Manufacturing facilities in Germany, USA, Brazil, Switzerland, Austria, China and in the Philippines.

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**STIHL Group structure****STIHL HOLDING AG & Co. KG**

Legal form:	Limited partnership (KG)
General partners:	Hans Peter Stihl and STIHL AG
Ownership structure:	4 Stihl shareholder groups

**ANDREAS STIHL AG & Co. KG (Founding company)**

Legal form:	Limited partnership (KG)
General partners:	Hans Peter Stihl and STIHL AG
Limited partner:	STIHL Holding AG & Co. KG

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STIHL HOLDING AG & Co. KG is the controlling company of the ANDREAS STIHL AG & Co. KG partnership (founding company with 7 manufacturing facilities in Germany), STIHL Vertriebszentrale AG & Co. KG in Dieburg (distribution within Germany) and the STIHL Kettenwerk GmbH & Co. KG, Waiblingen.

All holdings in STIHL joint-stock companies overseas are consolidated under the umbrella of STIHL International GmbH in Waiblingen, a 100%-owned subsidiary of ANDREAS STIHL AG & Co. KG.

**Boards of the companies****Members of the Advisory board of STIHL HOLDING AG & Co. KG**

Dr. Nikolas Stihl	Chairman
Hans Peter Stihl	Honorary Chairman
Eva Mayr-Stihl	Deputy Chairwoman

**Members:**

Prof. Dr. h.c. Ludwig Georg Braun

Franz Fehrenbach

Prof. Dr. Michael Hoffmann-Becking

Friedrich Merz

Gerhild Schetter, née Stihl (Member of the Advisory Board until December 31, 2016)

Selina Stihl

Karen Tebar (Member of the Advisory Board since January 1, 2017)

**Members of the executive board of STIHL AG**

Dr. Bertram Kandziora	Chairman of the Executive Board; Production and Materials
Karl Angler	Finance, Controlling, Information Systems and Service
Norbert Pick	Marketing and Sales
Dr. Michael Prochaska	Human Resources and Legal Affairs
Wolfgang Zahn	Development

**Members of the Supervisory board of STIHL AG**

Shareholder representatives:

Dr. Nikolas Stihl	Chairman
Hans Peter Stihl	Honorary Chairman

Franz Fehrenbach  
Prof. Dr. h.c. Ludwig Georg Braun  
Prof. Dr. Michael Hoffmann-Becking  
Eva Mayr-Stihl  
Selina Stihl

Employee representatives:

Marcus Retter (Deputy Chairman of the Supervisory Board)  
Thomas Bamesberger  
Matthias Fuchs  
Peter Linsbauer  
Günter Meyer  
Hary Völler (Member of the Supervisory Board since January 1, 2017)  
Gerhard Wick

Contact for daily and business press:

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