STIHL®

PRESS RELEASE

April, 23rd 2012

STIHL 2011 yearly report overview

Employees (as of 31.12.2011)

STIHL Group	12,026	(2010: 11,310)
Founding company[1]	3,960	(2010: 3,874)

2011 revenue in millions of euro

(adjusted for consignments within the group)

STIHL Group

Revenue	2,617.6	(2010: 2,363.0)
% generated abroad	89.4	(2010: 89.3 %)

Founding company[1]

Total revenue	869.0	(2010: 801.2)
% export trade	88.1	(2010: 87.6 %)

[1] ANDREAS STIHL AG & Co. KG with seven manufacturing facilities in Germany

2011 investments in millions of euro

STIHL Group	183.6	(2010: 122.7)
Founding company[1]	84.3	(2010: 48.1)

2011 depreciation in millions of euro

STIHL Group	135.8	(2010: 132.0)
Founding company[1]	44.3	(2010: 41.4)

Distribution structure

Sales through servicing dealers only. STIHL has 32 sales and marketing subsidiaries and two representative offices, some 120 importers and about 40,000 servicing dealers in more than 160 countries throughout the world.

Manufacturing structure

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

[1] ANDREAS STIHL AG & Co. KG with seven manufacturing facilities in Germany

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

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 Vetriebszentrale AG & Co. KG in Dieburg (distribution within Germany) and the STIHL Kettenwerk GmbH & Co. KG, Waiblingen, which has in turn founded a branch in Wil, St. Gallen (Switzerland) into which all the assets and liabilities of STIHL & Co. in Wil (manufacturing subsidiary) have been brought as of 01.01.2009.

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

> Advisory board (STIHL Holding AG & Co. KG)

Hans Peter Stihl	Chairman
Eva Mayr-Stihl	Deputy Chairwoman

Members:
Prof. Dr. h.c. Ludwig Georg Braun
Horst H. Geidel
Prof. Dr. Michael Hoffmann-Becking
Gerhild Schetter, *née* Stihl
Dr. Rüdiger Stihl
Prof. Dr. Dr. h.c. Walther Zügel

> STIHL AG executive board

Dr. Bertram Kandziora	Chairman of the Executive Board; Production and Materials
Dr. Michael Prochaska	Human Resources and Legal Affairs
Dr. Klaus Detlefsen	Finance, Controlling, Information Systems and Service
Jürgen Steinhauser:	Marketing and Sales
Wolfgang Zahn	Development

> Supervisory board (STIHL AG)

Shareholder representatives:	Employee representatives:
Hans Peter Stihl	Luigi Colosi
Eva Mayr-Stihl	Matthias Fuchs
Dr. Rüdiger Stihl	Claudia Klenk
Prof. Dr. h.c. Ludwig Georg Braun	Dieter Knauß
Horst H. Geidel	Peter Linsbauer
Prof. Dr. Dr. h.c. Walther Zügel	Thomas Bamesberger (from 27.01.2011)

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