

Waiblingen, April 28, 2020

STIHL 2019 yearly report overview

Revenue in millions of euro

(adjusted for consignments within the group)

STIHL Group¹

Revenue	3,932.5	(2018: 3,782.1)
Revenue outside Germany	89.9 %	(2018: 89.5)

Founding company²

Revenue	1,207.7	(2018: 1,198.2)
Revenue outside Germany	89.4 %	(2018: 89.2)

Employees (as of Dec. 31)

STIHL Group	16,722	(2018: 17,122)
Founding company	5,090	(2018: 4,997)

Equity ratio (as of Dec. 31)

STIHL Group	70.4 %	(2018: 69.9 %)
Founding company	39.0 %	(2018: 44.3 %)

¹ STIHL HOLDING AG & Co. KG

² ANDREAS STIHL AG & Co. KG with eight facilities in Germany

Investments in millions of euro

STIHL Group	308.2	(2018: 324.4)
Founding company	133.5	(2018: 123.7)

Depreciation in millions of euro

STIHL Group	173.3	(2018: 158.8)
Founding company	62.9	(2018: 56.1)

Distribution structure

Sales through servicing dealers. Today STIHL Group's sales network consists of 41 sales and marketing subsidiaries and two representative offices, about 120 importers and more than 53,000 servicing dealers in over 160 countries throughout the world.

Manufacturing structure

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

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 eight 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
Eva Mayr-Stihl	Deputy Chair
Hans Peter Stihl	Honorary Chairman

Franz Fehrenbach
Prof. Dr. Michael Hoffmann-Becking
Friedrich Merz
Selina Stihl
Karen Tebar
Dr. Eberhard A. Veit

Members of the Executive Board of STIHL AG

Dr. Bertram Kandziora	Chairman of the Executive Board Production and Materials (until December 31, 2019)
Karl Angler	Finance and Information Technology
Anke Kleinschmit	Member of the Executive Board (from May 1, 2019) Development (from July 1, 2019)
Norbert Pick	Marketing and Sales
Dr. Michael Prochaska	Human Resources and Legal Affairs

Martin Schwarz Member of the Executive Board (from January 1, 2020)
Production and Materials (from January 1, 2020)

Wolfgang Zahn Member of the Executive Board (until June 30, 2019)
Development (until June 30, 2019)

Members of the Supervisory board of STIHL AG

Shareholder representatives:

Dr. Nikolas Stihl Chairman
Hans Peter Stihl Honorary Chairman

Franz Fehrenbach
Prof. Dr. Michael Hoffmann-Becking
Eva Mayr-Stihl
Selina Stihl
Karen Tebar

Employee representatives:

Günter Meyer
Thomas Bamesberger
Marion Freytag
Tatjana Funke
Matthias Fuchs
Dr. Klaus Langhans

Your contact for daily and business press:

ANDREAS STIHL AG & Co. KG
Dr. Stefan Caspari
Head of Corporate Communications and Public Relations
Andreas-Stihl-Straße 4 / 71336 Waiblingen / Germany
Phone: +49 - (0) 7151/26-1402
Fax: +49 - (0) 7151/26-81402
E-Mail: stefan.caspari@stihl.de