

US company rankings: Further growth in sales

The overall investment conditions for US companies in Germany remain steady. This is the result of AmCham Germany's annual ranking of the TOP 50 American subsidiaries and the 30 largest US employers in Germany: Sales among the TOP 50 increased on average by 3.4% in 2017 (3.2% in 2016), while the 30 largest US employers in Germany represented more than 300,000 jobs.



TOP 50 US COMPANIES IN GERMANY

Car manufacturer Ford again topped the annual ranking with sales of €22.71 billion in Germany in 2017. Online retailer Amazon took over second place with revenue of €15.6 billion, while ExxonMobil Central Europe Holding (Esso) climbed to third place with sales of €8.7 billion (including petroleum tax). Cigarette and tobacco manufacturer Philip Morris came in fourth place with €6.6 billion in sales revenue (including tobacco tax), while IBM Deutschland completes the top five with estimated sales of €6.3 billion.

The TOP 50 US companies in Germany in 2017 are most active in the automotive, ICT and service sectors and represent total sales revenue of around €171 billion.

THE 30 LARGEST US EMPLOYERS IN GERMANY

AmCham Germany also releases a list of the 30 largest US employers in Germany in addition to its annual TOP 50 ranking: McDonald's Deutschland remained the largest US employer in Germany, with 60,000 employees in 2017 (estimate, including

franchises), followed by Ford-Werke GmbH (24,000), ManpowerGroup Deutschland (23,954), United Parcel Service Deutschland (19,000) and Amazon (14,500).

ABOUT THE US COMPANY RANKINGS

AmCham Germany's annual TOP 50 ranking lists the largest US companies in Germany and subsidiaries of American parent companies with more than 50% American capital in Germany as measured by sales revenue in the previous year. The criterion for sales is net revenue, i.e., sales without value-added tax. The petroleum tax and tobacco tax are an exception.

Similarly, AmCham Germany's ranking of the 30 largest US employers in Germany includes all subsidiaries with a majority of parent company shares in US possession.

The information for both rankings is either provided directly by the companies or based on estimates and research conducted by AmCham Germany and Accenture in September 2018.

AMCHAM GERMANY CONTACT

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TOP 30 US employers in Germany

Employees
2017

1. McDonald's Deutschland LLC	60,000 ^{1,2}
2. Ford-Werke GmbH	24,000
3. ManpowerGroup Deutschland ³	23,954
4. United Parcel Service	19,000
5. Amazon Deutschland	14,500 ⁴
6. IBM Deutschland	13,500 ¹
7. GE Deutschland	10,000
8. Procter & Gamble Germany	10,000 ^{4,5}
9. Aramark Holdings GmbH & Co. KG ³	9,200 ^{4,5}
10. Adient Germany Ltd. & Co. KG	8,300 ¹
11. Coca-Cola GmbH	8,300
12. Federal-Mogul Holding Deutschland GmbH	7,600 ¹
13. Goodyear Dunlop Tires Germany GmbH	7,532
14. FedEx ³	7,000 ¹
15. Subway ³	7,000 ^{1,2}
16. 3M Deutschland GmbH	6,700 ^{4,5}
17. John Deere GmbH & Co. KG	6,665 ^{4,5}
18. Lear Corporation	6,600 ¹
19. Honeywell Deutschland Holding GmbH	6,165
20. TJX Deutschland Ltd. & Co. KG ³	5,672 ⁴
21. United Technologies Corporation	5,379
22. EATON Gruppe	5,000 ¹
23. Thermo Fisher Scientific Germany ³	5,000 ^{4,5}
24. AGCO GmbH	4,928
25. Dow Deutschland Inc.	4,700
26. Yum! Restaurants International Ltd. & Co. KG ³	4,500
27. Dentsply Sirona ³	4,000 ^{4,5}
28. Johnson & Johnson Gruppe	4,000 ^{4,5}
29. Caterpillar Gruppe	3,900 ^{4,5}
30. Hewlett-Packard GmbH	3,635 ⁴

Footnotes:

- 1) AmCham Germany estimate.
- 2) Including franchises.
- 3) Significant US employer, but not in TOP 50 Ranking due to lower sales revenue.
- 4) Data taken from company website and/or annual report pursuant to SEC filing requirements.
- 5) Company estimate.

TOP 50 US companies in Germany

All estimates were conducted solely by AmCham Germany and Accenture.

	Company	Top executive(s)	Address	Sales in 2017 (€)	Employees	US parent company	Branch/industry
1.	Ford-Werke GmbH www.ford.de	Gunnar Herrmann, Wolfgang Kopplin	Henry-Ford-Str. 1 50735 Cologne	22,710,000,000	24,000	Ford Motor Company Dearborn, MI	Automotive
2.	Amazon Deutschland ¹ www.amazon.de	Ralf Kleber	Marcel-Breuer-Str. 12 80807 Munich	15,646,000,000 ^{2,3}	14,500 ²	Amazon.com, Inc. Seattle, WA	Internet retail
3.	ExxonMobil Central Europe Holding GmbH corporate.exxonmobil.de	Florian Barsch	Caffamacherreihe 5 20355 Hamburg	8,700,000,000 incl. petroleum tax	3,000	Exxon Mobil Corporation Irving, TX	Oil and gas (up- and downstream), chemicals
4.	PHILIP MORRIS GmbH www.pmi.com	Markus Essing	Am Haag 14 82166 Gräfelfing	6,646,000,000 ^{2,3} incl. tobacco tax	2,100 ^{2,4}	Philip Morris International Inc., New York, NY	Tobacco
5.	IBM Deutschland ¹ www.ibm.com/de-de	Matthias Hartmann	IBM-Allee 1 71139 Ehningen	6,300,000,000 estimate	13,500 estimate	IBM Corporation Armonk, NY	IT
6.	JET Tankstellen Deutschland GmbH www.jet-tankstellen.de	Jörg Biermann, Georg Ober, Anthony Reddington	Caffamacherreihe 1 20355 Hamburg	6,177,000,000 ^{2,3} incl. petroleum tax	250 estimate	Phillips 66 Company Houston, TX	Energy
7.	McKesson Europe AG www.mckesson.eu/mck-de	Tilo Köster, Alain Vachon	Stockholmer Platz 1 70173 Stuttgart	4,653,000,000 ^{2,5}	2,300 ^{2,4,6}	McKesson Corporation San Francisco, CA	Pharmaceutical and medical manufacturing
8.	HAVI ¹ www.havi.com	Klaus Rueth	Geitlingstr. 20 47228 Duisburg	4,600,000,000 estimate	1,300 estimate	The HAVI Group, LP Downers Grove, IL	Food service logistics
9.	GE Deutschland ¹ www.ge.com/de	Dr. Wolfgang Dierker	Bleichstr. 64-66 60313 Frankfurt/M	4,500,000,000 estimate	10,000	General Electric Company Boston, MA	Energy, technology, service
10.	Google Deutschland ¹ www.google.de	Dr. Alwin Mahler	ABC-Str. 19 20354 Hamburg	3,850,000,000 estimate	1,100 estimate	Alphabet Inc. Mountain View, CA	Internet services
11.	Microsoft Deutschland ¹ www.microsoft.com/de-de	Sabine Bendiek	Walter-Gropius-Str. 5 80807 Munich	3,700,000,000 estimate	2,700 ^{2,4}	Microsoft Corporation Redmond, WA	IT, software
12.	Arrow Central Europe GmbH www.arrow.com	Horst Schwanke	Frankfurter Str. 211 63263 Neu-Isenburg	3,400,000,000 estimate	1,000 estimate	Arrow Electronics Centennial, CO	Electronics
13.	John Deere GmbH & Co. KG www.deere.de	Dr. Olaf Turß	John-Deere-Str. 8 76646 Bruchsal	3,370,000,000 ²	6,665 ^{2,4}	Deere & Company Moline, IL	Farm equipment
14.	Hewlett-Packard GmbH www.hpe.com/de	Heiko Meyer	Herrenberger Str. 140 71034 Böblingen	3,311,000,000 ²	3,635 ²	Hewlett Packard Enterprise Palo Alto, CA	IT
15.	McDonald's Deutschland LLC www.mcdonalds.de	Holger Beeck	Drygalski-Allee 51 81477 Munich	3,255,000,000 estimate	60,000 esti- mate, incl. franchises	McDonald's Corporation Chicago, IL	Quickservice restaurants
16.	Intel ¹ www.intel.de	Christin Eisenschmid, Christian Lamprecht	Am Campeon 10-12 85579 Neubiberg	3,200,000,000 estimate	3,100 estimate	Intel Corporation Santa Clara, CA	Computer components
17.	Tech Data GmbH & Co. OHG www.techdata.de	Michael Dressen, Michael Fischermanns, Barbara Koch, Raf Leenen	Kistlerhofstr. 75 81379 Munich	3,192,000,000 ²	707 ²	Tech Data Corporation Clearwater, FL	IT
18.	AGCO GmbH www.agcocorp.com	Peter-Josef Paffen	Johann-Georg-Fendt-Str. 4 87616 Marktobendorf	3,000,000,000	4,928	AGCO Corporation Duluth, GA	Farm equipment
19.	HP Deutschland GmbH www.hp.com/de	Peter Kleiner, Jan Riecher	Schickardstr. 32 71034 Böblingen	2,900,000,000 estimate	1,000 estimate	HP Inc. Palo Alto, CA	IT
20.	Procter & Gamble Germany ¹ de.pg.com	Janis Bauer, Bettina Busch- hoff, Franz-Olaf Kallerhoff	Sulzbacher Str. 40-50 65824 Schwalbach	2,900,000,000 estimate	10,000 ^{2,4}	The Procter & Gamble Company, Cincinnati, OH	Consumer goods
21.	Dow Deutschland Inc. de.dow.com	Ralf Brinkmann	Am Kronberger Hang 4 65824 Schwalbach	2,800,000,000	4,700	DowDuPont Inc. Midland, MI	Chemicals, plastics
22.	Cargill ¹ www.cargill.de	Ludger Te Laak, Hermann Steep	Cerestarstr. 2 47809 Krefeld	2,630,000,000 ⁷ estimate	1,700	Cargill Inc. Wayzata, MN	Food manufacturing
23.	Texas Instruments ¹ www.ti.com	Andreas Schwaiger	Haggertystr. 1 85356 Freising	2,600,000,000 estimate	1,500 estimate	Texas Instruments Inc. Dallas, TX	Electronic equipment
24.	LyondellBasell ^{1,8} www.lyondellbasell.com	Frank Alt, Tassilo Bader, Stephan Reeker, Marcello Sciota	Brühler Str. 60 50389 Wesseling	2,535,000,000 ^{2,3}	2,500 estimate	LyondellBasell Industries N.V.; Rotterdam, Nether- lands	Chemicals, polymers
25.	Johnson & Johnson Gruppe ¹ www.jnjgermany.de	Jan Meurer	Johnson & Johnson Platz 2 41470 Neuss	2,400,000,000 estimate	4,000 ^{2,4}	Johnson & Johnson New Brunswick, NJ	Pharmaceutical and consumer goods
26.	Unitymedia GmbH ⁸ www.unitymedia.de	Lutz Schüler	Aachener Str. 746-750 50933 Cologne	2,382,000,000 ²	2,691 ²	Liberty Global plc; London, United Kingdom	Telecommunications, media
27.	3M Deutschland GmbH www.3mdeutschland.de	Prof. Dr. Joerg Dederichs, Christiane Grün, Nicolas Jennepin	Carl-Schurz-Str. 1 41453 Neuss	2,250,000,000 ²	6,700 ^{2,4}	3M Company Maplewood, MN	Multi-technology
28.	Coca-Cola GmbH www.coca-cola-deutschland.de	Bianca Bourbon	Stralauer Allee 4 10245 Berlin	2,000,000,000	8,300	The Coca-Cola Company Atlanta, GA	Beverages

TOP 50 US companies in Germany

	Company	Top executive(s)	Address	Sales in 2017 (€)	Employees	US parent company	Branch/industry
29.	Lear Corporation ¹ www.lear.com	Michael Wolff	Vor der Schanz 1-5 65462 Ginsheim- Gustavsburg	1,975,000,000 ^{2,3}	6,600 estimate	Lear Corporation Southfield, MI	Motor vehicle manufacturing
30.	ADM Germany ¹ www.adm.com	Jaana Kleinschmit von Lengefeld, Anke Kühnel, Robert Daniel Nisser	Ferdinandstr. 5 20095 Hamburg	1,929,000,000 ^{2,3}	2,860 ^{2,4}	Archer Daniels Midland Company Chicago, IL	Food processing
31.	Mars Deutschland ¹ www.mars.de	Barbara Bajorat, Hans Bakker, Kerstin Borrs, Francesco de Benedictis, Laurence Etienne	Eitzer Str. 215 27283 Verden (Aller)	1,850,000,000 estimate	2,500 estimate	Mars, Incorporated McLean, VA	Food, petfood
32.	Mondelēz Deutschland ¹ www.mondelezinternational.com	Jürgen Leibe, Thorsten Rodehüser	Langemarckstr. 4-20 28199 Bremen	1,850,000,000 estimate	1,900 estimate	Mondelēz International, Inc. East Hannover, NJ	Food manufacturing
33.	Dell Technologies ¹ www.dell.de	Doris Albiez, Jürgen Renz	Main Airport Center Unterschweinstiege 10 60549 Frankfurt/M	1,800,000,000 estimate	2,100 estimate	Dell Technologies Inc. Round Rock, TX	Computers, IT services
34.	MSD SHARP & DOHME GmbH www.msd.de	Dr. Susanne Fiedler, Dr. Daniel Sicher	Lindenplatz 1 85540 Haar	1,700,000,000	2,000	MERCK & Co., Inc. Kenilworth, NJ	Pharmaceuticals
35.	Honeywell Deutschland Holding GmbH www.honeywell.com	Dr. Thomas Arenz, Matthias Maaß, Alexander Schmidt, Roland Schweikardt	Strahlenbergerstr. 110-112 63067 Offenbach	1,689,000,000 ⁴	6,165	Honeywell International, Inc. Morris Plains, NJ	Control technolo- gies, aerospace, transportation systems
36.	Goodyear Dunlop Tires Germany GmbH www.goodyear-dunlop.de	Jürgen Titz	Dunlopstr. 2 63450 Hanau	1,651,694,100	7,532	The Goodyear Tire & Rubber Company Akron, OH	Tire industry
37.	Johnson Controls ^{1,8} www.johnsoncontrols.com/de_de	Richard Boulter, Nils Meinert, Peter Stahl	Westendhof 8 45143 Essen	1,642,000,000 ^{2,3}	3,500 estimate	Johnson Controls Interna- tional plc Cork, Ireland	Automotive
38.	Celanese GmbH www.celanese.de	Jens Kurth, Michael Wilms	Am Unisys Park 1 65843 Sulzbach	1,639,000,000 ^{2,3}	1,600	Celanese Corporation Irving, TX	Chemicals
39.	Caterpillar Gruppe ¹ www.cat.com/de_de.html	Fred Cordes, Dan G. Sundell, Thomas Weber	Falckensteiner Str. 2 24159 Kiel	1,600,000,000 estimate	3,900 ^{2,4}	Caterpillar Inc. Peoria, IL	Machinery manufacturing
40.	Federal-Mogul Holding Deutschland GmbH www.federalmogul.com	Thomas Peterhänsel	Stielstr. 11 65201 Wiesbaden	1,600,000,000 estimate	7,600 estimate	Federal-Mogul Holdings Corporation Southfield, MI	Automotive
41.	Nike Deutschland ¹ www.nike.de/de_de	Ulrike Köhler	Otto-Fleck-Schneise 7 60528 Frankfurt/M	1,550,000,000 estimate	300 estimate	Nike, Inc. Beaverton, OR	Sports equipment
42.	United Technologies Corporation ^{1,9} www.utc.com	Udo Hoffmann	Otisstr. 33 13507 Berlin	1,526,000,000 ³	5,379	United Technologies Corpo- ration; Farmington, CT	High-tech pro- ducts, research
43.	BorgWarner ¹ www.borgwarner.com	Matthias Uhrig	Kaiserstr. 1 67292 Kirchheimbolanden	1,525,000,000 ^{2,3}	2,600 estimate	BorgWarner Inc. Auburn Hills, MI	Automotive
44.	EATON Gruppe ^{1,8} www.eaton.de	Klaus Gäb, Martin Kram, Nicolas Papaioannou, Christof Spiegel	Hein-Möller-Str. 7-11 53115 Bonn	1,510,000,000 estimate	5,000 estimate	EATON Corporation plc Dublin, Ireland	Power management
45.	Pfizer Deutschland GmbH www.pfizer.de	Peter Albiez	Linkstr. 10 10785 Berlin	1,480,000,000	2,000	Pfizer Inc. New York, NY	Pharmaceutical and medical manufacturing
46.	Adient Germany Ltd. & Co. KG www.adient.com	Cathleen Ann Ebacher, Dr. Detlef Walter Jürss, Mark Anthony Skonieczny	Industriestr. 20-30 51399 Burscheid	1,462,000,000 ^{2,3}	8,300 estimate	Adient plc Plymouth, MI	Automotive parts
47.	United Parcel Service Deutschland ¹ www.ups.com/de	Frank Sportolari	Görlitzer Str. 1 41460 Neuss	1,350,000,000 estimate	19,000	United Parcel Service, Inc. Sandy Springs, GA	Parcel and express delivery, logistics services
48.	eBay ¹ www.ebay.de	Eben Sermon	Albert-Einstein-Ring 2-6 14532 Kleinmachnow	1,338,000,000 ^{2,3}	1,000 ²	eBay Inc. San Jose, CA	Internet services
49.	TE Connectivity Germany GmbH ⁸ www.te.com/deu-de	Annette Blackburn-Tiepel- mann, Lars Brickenkamp, Andreas Lutz, Jörg Mann	Ampèrestr. 12-14 64625 Bensheim	1,309,000,000	3,613	TE Connectivity Ltd. Schaffhausen, Switzerland	Electronics
50.	Oracle ¹ www.oracle.com/de	Kenneth Johansen	Riesstr. 25 80992 München	1,269,000,000 ^{2,3,5}	2,500 estimate	Oracle Corporation Redwood City, CA	IT, software

Estimates were conducted solely by AmCham Germany and Accenture. Note: If more than one top executive is given, names are listed alphabetically.

1) In cases where no corporate identity is given (e.g., GmbH, AG or KG), sales are generally combined from multiple sources; that is, from various associated companies.

2) Data taken from company website and/or annual report pursuant to SEC filing requirements.

3) Data converted from US dollars and rounded based on average annual exchange rate for 2017.

4) Company estimate.

5) Data for 2018.

6) Employee data for GEHE Pharma Handel.

7) Sales data for Cargill Deutschland GmbH, Cargill GmbH and Cargill Food Ingredients Deutschland GmbH

8) Majority of parent company shares in US possession.

9) Top executive and German address data for OTIS & Co. OHG.