

Reference

Shipment value of construction machinery in Japan

	(¥100 million)										
	3/98	3/99	3/00	3/01	3/02	3/03	3/04	3/05	3/06	3/07	3/08
Domestic (A)	12,264	9,293	8,915	8,815	7,063	6,102	6,777	7,030	7,575	8,471	8,903
Overseas (B)	5,847	5,267	4,557	4,286	4,339	5,634	7,447	9,503	11,631	14,535	17,855
Total (A+B)=C	18,111	14,560	13,472	13,102	11,402	11,735	14,224	16,533	19,207	23,006	26,757
Domestic shipment ratio (A/C) (%)	67.7	63.8	66.2	67.3	61.9	52.0	47.6	42.5	39.4	36.8	33.3

Source: Japan Construction Equipment Manufacturers Association (CEMA)

Note: Figures include those of underground construction machinery, foundation machines, and spare parts.

Demand for hydraulic excavators

	(Unit)										
	3/98	3/99	3/00	3/01	3/02	3/03	3/04	3/05	3/06	3/07	3/08
Demand in the world (Total)	97,903	89,832	95,611	99,294	87,319	96,712	123,015	133,420	154,746	178,532	220,506
Japan	37,520	30,175	32,592	31,884	21,719	18,312	22,615	25,520	28,146	31,432	33,006
Europe	20,157	25,086	29,507	31,733	27,900	26,900	28,500	35,600	37,000	42,400	51,700
North America	16,261	19,833	17,838	15,806	14,300	14,600	18,900	26,500	31,700	29,800	23,500
China	3,260	3,737	5,486	8,106	10,800	21,200	32,400	15,900	23,600	28,700	46,800
Oceania and Asia	14,046	5,751	6,447	6,580	7,400	9,800	13,200	16,700	16,500	20,800	29,100
Other	6,659	5,250	3,741	5,185	5,200	5,900	7,400	13,200	17,800	25,400	36,400
Demand in Japan (Total)	37,520	30,175	32,592	31,884	21,719	18,312	22,615	25,520	28,146	31,432	33,006
Sales	22,474	17,227	17,097	14,641	10,832	9,748	10,780	11,737	12,079	13,044	13,895
Rental	15,046	12,948	15,495	17,243	10,887	8,564	11,835	13,783	16,067	18,388	19,111

Source: Hitachi Construction Machinery Co., Ltd.

Sales unit of the Company

	(Unit)										
	3/98	3/99	3/00	3/01	3/02	3/03	3/04	3/05	3/06	3/07	3/08
Sales of hydraulic excavators in Japan (Total)	9,495	8,011	8,688	8,215	5,001	3,918	4,922	5,658	5,951	6,339	7,029
Sale for users	5,245	4,440	4,393	3,716	2,739	2,389	2,643	2,940	2,953	3,185	3,492
Sale for rental companies	4,250	3,571	4,295	4,499	2,262	1,529	2,279	2,718	2,998	3,154	3,537
Share(%)	25.3	26.5	26.7	25.8	23.0	21.4	21.8	22.2	21.1	20.2	21.3
Share (sale for users only) (%)	23.3	25.8	25.7	25.4	25.3	24.5	24.5	25.0	24.4	24.4	25.1