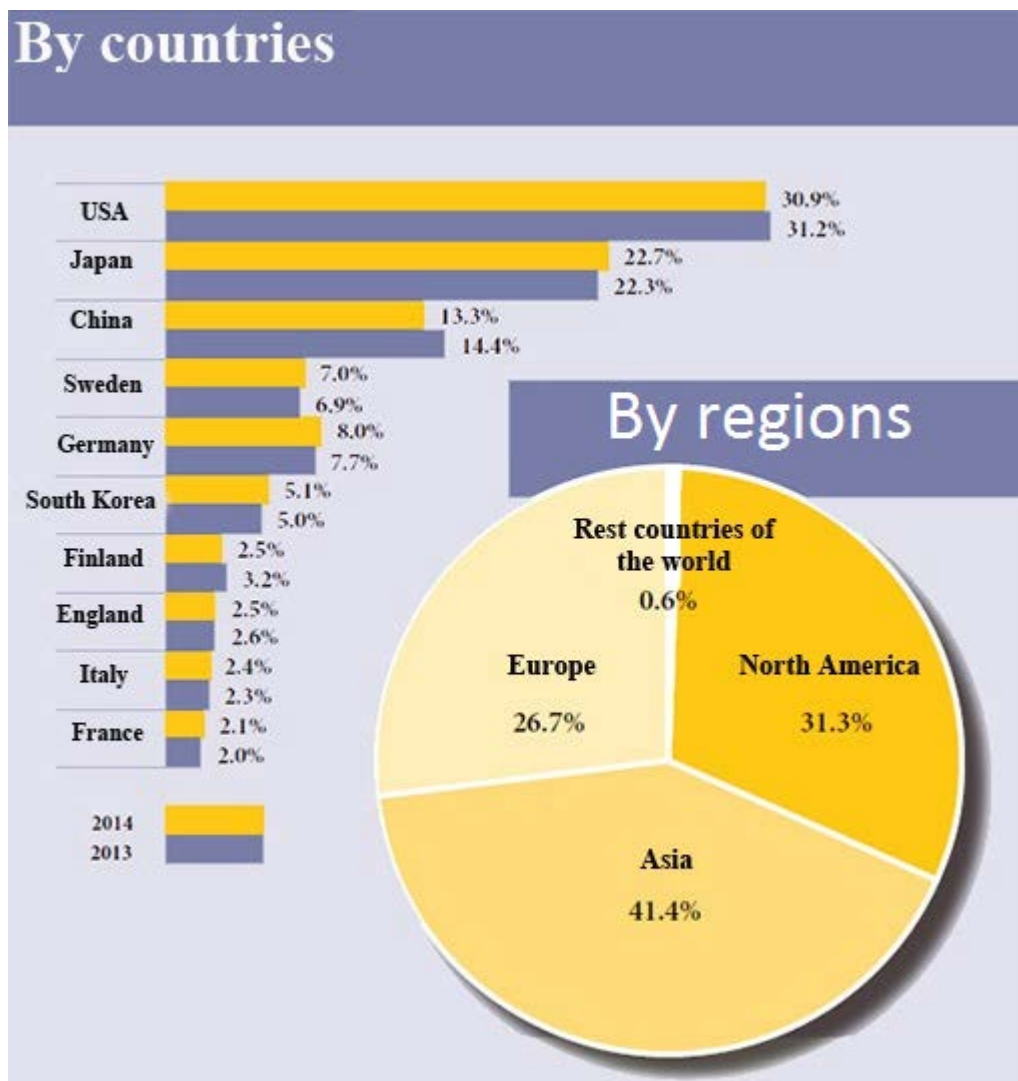


## Top 50 manufacturers of construction machinery. Caterpillar keeps the 1<sup>st</sup> place.

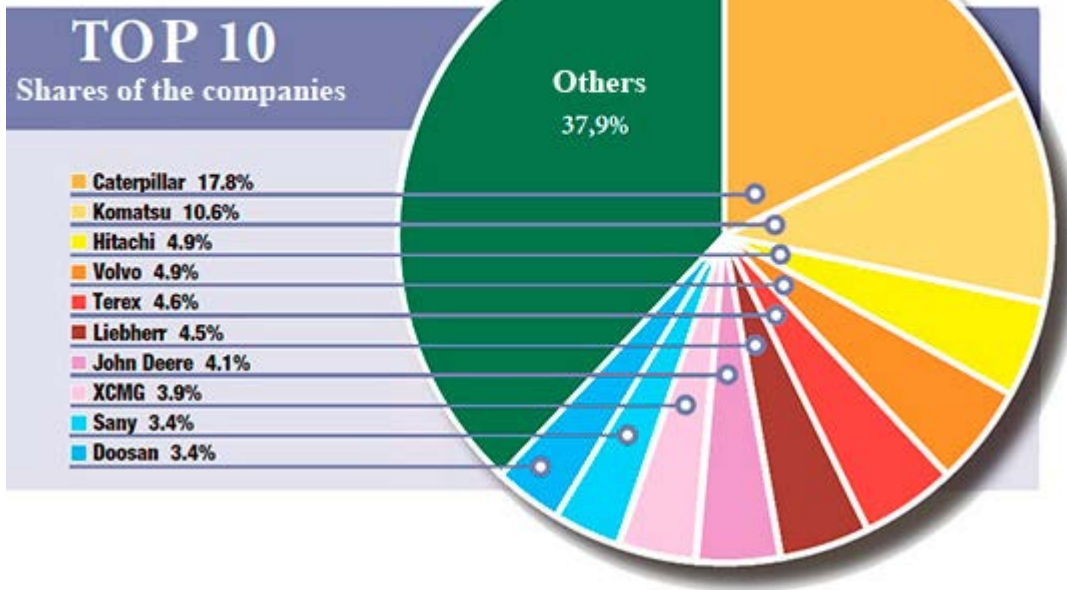
Jul 2015

Despite the fact that upon the results of 2014, a general trend towards a decrease in sales level can be seen for the entire construction machinery industry, individual companies still were able to achieve considerable success. So, Chinese manufacturer XCMG took its place in the top ten.

As a whole, total revenue of 50 largest world manufacturers of construction equipment continues to decline, which compared to last year amounted to 2.6%. Thus, in monetary terms, total revenue was \$159 billion.



Caterpillar and Komatsu corporations, being the undisputed leaders of this ranking throughout the entire period of its existence, retained the first and the second position respectively. And the differences in sales volumes of these companies and their closest pursuers still remain at an unattainable level. However, due to the reduction of its activity in the mining industry, sales volume of Caterpillar fell by almost \$3 billion, which in turn led to 1.2% decrease of the share of the company in total sales volume.



The rest part of "Yellow Table" ranking has much more dynamic competition. So, due to a small margin (only \$5 million), Hitachi Construction Machinery company took third place in the ranking, pushing Volvo back. American company Terex (5th place) exchanged its place with German Liebherr, which fell back to 6th place with sales volume of \$7.13 billion.

2015	Last year		Company	Country	Sales volume, USD mln.	Share in the total volume
1	1	↔	Caterpillar	US	28283	17.8%
2	2	↔	Komatsu	JP	16877	10.6%
3	4	↕1	Hitachi Construction Machinery	JP	7790	4.9%
4	3	↕1	Volvo Construction Equipment	SE	7785	4.9%
5	6	↕1	Terex	US	7309	4.6%
6	5	↕1	Liebherr	DE	7129	4.5%
7	9	↕2	John Deere	US	6581	4.1%
8	11	↕3	XCMG	CN	6151	3.9%
9	8	↕1	Sany	CN	5424	3.4%
10	10	↔	Doosan Infracore	KR	5414	3.4%
11	7	↕4	Zoomlion	CN	4376	2.8%
12	12	↔	JCB	UK	4117	2.6%
13	14	↕1	Kobelco Construction Machinery	JP	3689	2.3%
14	13	↕1	Metso	FIN	3550	2.2%
15	16	↕1	Oshkosh Access Equipment (JLG)	US	3507	2.2%
16	15	↕1	CNH Industrial	IT	3346	2.1%
17	17	↔	Hyundai Heavy Industries	KR	2711	1.7%
18	19	↕1	Wirtgen Group	DE	2666	1.7%
19	18	↕1	Manitowoc Crane Group	US	2305	1.4%
20	21	↕1	Atlas Copco Construction Technique	SE	2171	1.4%
21	24	↕3	Tadano	JP	1899	1.2%
22	20	↕2	Liugong	CN	1736	1.1%
23	26	↕3	Wacker Neuson	DE	1703	1.1%
24	25	↕1	Manitou	FR	1653	1.0%
25	27	↕2	Kubota	JP	1629	1.0%
26	22	↕4	Sumitomo Heavy Industries	JP	1483	0.9%
27	29	↕2	Palfinger	AT	1411	0.9%
28	28	↔	Sandvik Construction	SE	1260	0.8%
29	30	↕1	Lonking	CN	1257	0.8%
30	31	↕1	Fayat Group	FR	1254	0.8%
31	23	↕8	Shantui	CN	1233	0.8%
32	33	↕1	Hiab	FIN	1114	0.7%
33	34	↕1	Ammann	CH	1059	0.7%
34	35	↕1	Astec Industries	US	976	0.6%
35	36	↕1	Bauer**	DE	929	0.6%
36	37	↕1	Kato Works	JP	755	0.5%
37	41	↕4	Takeuchi	JP	755	0.5%
38	32	↕6	XGMA	CN	717	0.5%
39	44	↕5	Furukawa*	JP	672	0.4%
40	39	↕1	Skyjack	CA	627	0.4%

Chinese company XCMG showed the greatest progress in comparison with last year's figures, which rose immediately 3 positions up and took 8th place in the ranking, thus becoming the largest manufacturer of construction equipment in the "Middle Kingdom." It should be noted that XCMG has become the only company and from China with sales figures showed a positive trend.

Along with these achievements of the Chinese manufacturer, it is worth saying that the most significant decline in their positions in the "Yellow Table" was suffered also by the companies from China - Shantui and XGMA, which fell by 8 and 6 positions down, respectively. Thus, the overall share of Chinese manufacturers reduced by slightly more than 1% and is now at the level of 13.3%.

## 2015 Yellow Table

Last 2015 year	Company	Country	Sales volume, USD mln.	Share in the total volume	Excavator-loaders	Mini-excavators (0-13 t)	Compact loaders	Lifting platforms	Telescopic loaders	Cranes	Concrete equipment	Buildozers/track loaders	Road machinery	Excavators over 13 t	Wheel loaders	Articulated dumptrucks	Dumptrucks with rigid frame	Drilling equipment	Hydraulic hammers/dismantling equipment	Breakers, shakers	Website
1	1	Caterpillar	US	26283	17.8%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.caterpillar.com
2	2	Komatsu	JP	16877	10.6%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.komatsu.com
3	4	Hitachi Construction Machinery	JP	7790	4.9%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.hitachi-c-m.com
4	3	Volvo Construction Equipment	SE	7785	4.9%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.vclvo.com
5	6	Terex	US	7309	4.6%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.terex.com
6	5	Liebherr	DE	7129	4.5%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.liebherr.com
7	9	John Deere	US	6581	4.1%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.deere.com
8	11	XCMG	CN	6151	3.9%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.xcmg.com
9	8	Sany	CN	5424	3.4%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.sany.com.cn
10	10	Doosan Infracore	KR	5414	3.4%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.doosaninfracore.co.kr
11	7	Zoomlion	CN	4376	2.8%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.zoomlion.com
12	12	JCB	UK	4117	2.6%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.jcb.com
13	14	Kobelco Construction Machinery	JP	3689	2.3%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.kobelco-kerki.co.jp
14	13	Metsa	FIN	3550	2.2%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.metsa.com
15	16	Oshkosh Access Equipment (JLG)	US	3507	2.2%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.jlg.com
16	15	CHN Industrial	IT	3346	2.1%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.chn.com
17	17	Hyundai Heavy Industries	KR	2711	1.7%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.hhi.co.kr
18	19	Wirtgen Group	DE	2666	1.7%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.wirtgen-group.com
19	18	Manitowoc Crane Group	US	2505	1.4%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.manitowoc.com
20	21	Atlas Copco Construction Technique	SE	2171	1.4%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.atlascopco.com
21	24	Tadano	JP	1899	1.2%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.tadano.co.jp
22	20	Liugong	CN	1736	1.1%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.liugong.com
23	26	Wacker Neuson	DE	1703	1.1%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.wackeneuson.com
24	25	Manitou	FR	1653	1.0%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.manitou.fr
25	27	Kubota	JP	1629	1.0%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.kubota.co.jp
26	22	Sumitomo Heavy Industries	JP	1483	0.9%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.shi.co.jp
27	29	Palfinger	AT	1411	0.9%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.palfinger.com
28	28	Sandvik Construction	SE	1260	0.8%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.sandvik.com
29	30	Lonking	CN	1257	0.8%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.lonkinggroup.com
30	31	Fayat Group	FR	1254	0.8%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.fayat-group.com
31	23	Shantui	CN	1233	0.8%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.shantui.com
32	33	Hiab	FIN	1114	0.7%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.hiab.com
33	34	Armann	CH	1059	0.7%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.ermann-group.ch
34	35	Astec Industries	US	976	0.6%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.astecindustries.com
35	36	Bauer**	DE	929	0.6%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.bauer.de
36	37	Kato Works	JP	755	0.5%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.kato-works.co.jp
37	41	Takeuchi	JP	755	0.5%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.takeuchi-mfg.co.jp
38	32	XGMA	CN	717	0.5%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.xigong.com
39	44	Furukawa*	JP	672	0.4%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.furukawaki.co.jp
40	39	Skyjack	CA	627	0.4%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.skyjack.com
41	38	Bell Equipment	ZA	609	0.4%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.bell.co.za
42	42	Haulotte Group	FR	548	0.3%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.haulotte.com
43	40	Merle	IT	490	0.3%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.merle.com
44	43	Aichi	JP	477	0.3%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.aichi-corp.co.jp
45	45	Sennebogen	DE	370	0.2%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.sennebogen.de
46	46	Hidromek	TR	308	0.2%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.hidromek.com.tr
47	47	Sunward	CN	284	0.2%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.sunward.cn
48	NEW	BEML*	IN	237	0.1%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.bemlindia.com
49	NEW	Sakai Heavy Industries	JP	233	0.1%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.sakainet.co.jp
50	49	Boart Longyear	US	230	0.1%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	www.boartlongyear.com

\* - фискальный год, заканчивается 31 марта 2015 \*\* - оценочное значение