

[Press Release]

Forecast of Demand for Construction Equipment (August 2022)

Japan Construction Equipment Manufacturers Association (CEMA)

1 General

- For FY2022, the domestic demand will remain solid with a further increases in exports, and the total shipment value for FY2022 is expected to reach JPY 2,619.4 billion (up 3% year-on-year).
- For FY2023, the domestic demand will grow slightly with exports remaining solid, and the FY will likely mark the third consecutive year of increases. With a further growth mainly in hydraulic excavators, the flagship products, the full-year shipment value for FY2023 is expected to reach a record JPY 2,716.5 billion (up 4% year-on-year).

2 Domestic demand and exports

(1) Domestic

- FY2022 will see delays in delivery for some parts and components; however, the full-year demand will remain at the same level as FY2021, supported by a stable demand from public works projects.
 - The first half of the FY will likely see year-on-year declines in 6 types of equipment, including a 1% decline in hydraulic excavators and a 2% decline in construction cranes. The demand for the period is expected to be JPY 390.7 billion (down 1% year-on-year).
 - The delays in part and component deliveries will linger in the second half; however, supported by a stable demand from public works projects, 6 types of equipment will either increase or level off. The demand for the period is expected to be JPY 474.0 billion (up 1% year-on-year).
 - As a result, the full-year demand for FY2022 is expected to be JPY 864.7 billion (unchanged year-on-year). The figure has been revised downward by JPY 18.5 billion compared to the previous forecast in February 2022.

○ FY2023 will see a slight increase in demand, with stable and continuing public works investments.

- The first half will see 7 types of equipment increase, with the demand for the period expected to be JPY 397.1 billion (up 2% year-on-year)

- The second half will also see 7 types of equipment increase, with the demand for the period expected to be JPY 480.9 billion (up 1% year-on-year)

- As a result, the full-year demand for FY2023 is expected to be JPY 878.0 billion (up 2% year-on-year) to mark the first year-on-year increase in two years.

(2) Exports

○ Exports are expected to further grow in FY2022 with the post-pandemic recovery of economic activities across the globe, even though, like in the domestic market, there are certain issues including delays in delivery for some parts and components and difficulties in securing cargo spaces resulting from crowded distribution systems.

- The first half of the FY will likely see year-on-year increases in 7 types of equipment, including a 5% increase in hydraulic excavators, the flagship products. The demand for the period is expected to be JPY 838.7 billion (up 7% year-on-year).

- The second half will also likely see year-on-year increases in 5 types of equipment including a 17% increase in tractors. The demand for the period is expected to be JPY 916.0 billion (up 4% year-on-year).

- As a result, the full-year demand for FY2022 is expected to be JPY 1,754.7 billion (up 5% year-on-year) for the second straight year of increases. (The figure has been revised upward by JPY 74.7 billion compared to the previous forecast in February 2022.)

○ Exports are also expected to further increase in FY2023, mainly for civil-engineering machinery.

- The first half of the FY will see 7 types of equipment increase, and the exports during the period are expected to be JPY 893.1 billion (up 6% year-on-year).

- The second half will also see 6 types of equipment increase, and the exports during the period are expected to be JPY 945.4 billion (up 3% year-on-year).
- As a result, the full-year exports for FY2023 are expected to be JPY 1,838.5 billion (up 5% year-on-year) to mark the third straight year of year-on-year increases.

[Demand forecast results at a glance]

		FY2022			FY2023		
		1H Projection	2H Forecast	Full-year Forecast	1H Forecast	2H Forecast	Full-year Forecast
Domestic	Value (million yen)	390,700	474,000	864,700	397,100	480,900	878,000
	Year-on-year (%)	99	101	100	102	101	102
	Year-on-year in the previous forecast (%)	102	101	102	-	-	-
Exports	Value (million yen)	838,700	916,000	1,754,700	893,100	945,400	1,838,500
	Year-on-year (%)	107	104	105	106	103	105
	Year-on-year in the previous forecast (%)	110	104	107	-	-	-
TOTAL	Value (million yen)	1,229,400	1,390,000	2,619,400	1,290,200	1,426,300	2,716,500
	Year-on-year (%)	104	103	103	105	103	104
	Year-on-year in the previous forecast (%)	107	103	105	-	-	-

Note: Service parts are not included.

This material is compiled by Japan Construction Equipment Manufacturers Association (CEMA; Chairman: Hiroto Honda), from results of a demand forecast survey answered by 62 construction equipment manufacturers with a CEMA regular member status as of July 2022. This survey was our 62nd, and was conducted in a questionnaire style, asking the participants their values of domestic shipments and exports for four semi-annual periods (the first and second halves of FY2022 and FY2023) and in the categories of 9 types of construction equipment.

Forecast of Demand for Construction Equipment

August 25, 2022

Japan Construction Equipment Manufacturers Association (CEMA)

Forecast for FY22

Upper: Value in million yen

Lower: Year-on-year comparison (%)

	1H Projection			2H Forecast			Full-year Forecast		
	Domestic	Exports	Total	Domestic	Exports	Total	Domestic	Exports	Total
Tractors	46,500	115,100	161,600	60,700	132,400	193,100	107,200	247,500	354,700
	98	112	108	102	117	112	100	115	110
Hydraulic Excavators	135,600	369,100	504,700	167,200	384,300	551,500	302,800	753,400	1,056,200
	99	105	103	100	99	99	100	102	101
Mini Hydraulic Excavators	42,100	165,800	207,900	46,600	185,200	231,800	88,700	351,000	439,700
	102	106	105	103	107	106	102	107	106
Construction Cranes	72,800	31,900	104,700	92,400	47,000	139,400	165,200	78,900	244,100
	98	112	102	99	108	102	99	110	102
Road Equipment	16,900	21,200	38,100	20,200	21,200	41,400	37,100	42,400	79,500
	93	121	107	96	116	105	95	118	106
Concrete Equipment	16,600	400	17,000	16,600	500	17,100	33,200	900	34,100
	102	85	101	102	81	101	102	83	101
Foundation Work Equipment	15,700	1,800	17,500	17,800	2,400	20,200	33,500	4,200	37,700
	97	89	96	97	90	96	97	90	96
Hydraulic Breakers	11,400	5,500	16,900	13,200	6,100	19,300	24,600	11,600	36,200
	109	114	110	109	113	110	109	114	110
Hydraulic Crushers	33,100	127,900	161,000	39,300	136,900	176,200	72,400	264,800	337,200
	98	108	106	104	99	100	101	103	103
Other Construction Equipment	33,100	127,900	161,000	39,300	136,900	176,200	72,400	264,800	337,200
	98	108	106	104	99	100	101	103	103
Total	390,700	838,700	1,229,400	474,000	916,000	1,390,000	864,700	1,754,700	2,619,400
	99	107	104	101	104	103	100	105	103

Forecast of Demand for Construction Equipment

August 25, 2022

Japan Construction Equipment Manufacturers Association (CEMA)

(an incorporated association)

Forecast for FY23

Upper: Value in million yen

Lower: Year-on-year comparison (%)

	1H Projection			2H Forecast			Full-year Forecast		
	Domestic	Exports	Total	Domestic	Exports	Total	Domestic	Exports	Total
Tractors	47,400	123,200	170,600	63,100	131,100	194,200	110,500	254,300	364,800
	102	107	106	104	99	101	103	103	103
Hydraulic Excavators	139,700	394,900	534,600	168,900	392,000	560,900	308,600	786,900	1,095,500
	103	107	106	101	102	102	102	104	104
Mini Hydraulic Excavators	45,000	180,700	225,700	50,300	201,900	252,200	95,300	382,600	477,900
	107	109	109	108	109	109	107	109	109
Construction Cranes	69,900	33,200	103,100	88,700	48,900	137,600	158,600	82,100	240,700
	96	104	98	96	104	99	96	104	99
Road Equipment	17,200	21,600	38,800	21,200	21,600	42,800	38,400	43,200	81,600
	102	102	102	105	102	103	104	102	103
Concrete Equipment	16,800	300	17,100	16,900	400	17,300	33,700	700	34,400
	101	74	101	102	74	101	102	78	101
Foundation Work Equipment	14,600	1,600	16,200	17,300	2,200	19,500	31,900	3,800	35,700
	93	91	93	97	90	97	95	90	95
Hydraulic Breakers	12,100	5,900	18,000	14,000	6,300	20,300	26,100	12,200	38,300
	106	108	107	106	103	105	106	105	106
Hydraulic Crushers	34,400	131,700	166,100	40,500	141,000	181,500	74,900	272,700	347,600
	104	103	103	103	103	103	103	103	103
Other Construction Equipment	34,400	131,700	166,100	40,500	141,000	181,500	74,900	272,700	347,600
	104	103	103	103	103	103	103	103	103
Total	397,100	893,100	1,290,200	480,900	945,400	1,426,300	878,000	1,838,500	2,716,500
	102	106	105	101	103	103	102	105	104

Changes in Construction Equipment Shipment Value Statistics (Fiscal Year) Forecast for August 2022

Upper: Value in million yen
Lower: Year-on-year comparison

Type	Region	0 7	0 8	0 9	1 0	1 1	1 2	1 3	1 4	1 5	1 6	1 7	1 8	1 9	2 0	2 1	2 2 Forecast	2 3 Forecast
Tractors	Domestic Total	86,751 95	68,094 79	49,643 73	55,364 112	67,182 121	92,194 137	114,555 124	112,494 98	120,740 107	113,657 94	109,773 97	121,769 111	121,000 99	109,716 91	106,968 98	107,200 100	110,500 103
	Exports Total	309,147 126	257,243 83	88,865 35	185,865 209	238,442 128	202,400 85	189,219 93	212,143 112	146,491 69	126,496 86	178,822 141	190,022 116	138,179 73	128,891 93	215,959 168	247,500 115	254,300 103
	Subtotal	395,898 118	325,337 82	138,508 43	241,229 174	305,624 127	294,594 96	303,774 103	324,637 107	267,231 82	240,153 90	288,595 120	311,791 108	259,179 83	238,607 92	322,927 135	354,700 110	364,800 103
Excavators Hydraulic Excavators	Domestic Total	295,296 108	197,598 67	99,556 50	138,014 139	197,032 143	255,476 130	358,163 140	287,439 80	253,663 88	252,938 100	269,656 107	270,587 100	282,642 104	296,096 105	304,164 103	302,800 100	308,600 102
	Exports Total	719,983 122	595,586 83	326,209 55	655,519 201	760,735 116	559,611 74	520,006 93	558,138 107	468,539 84	498,370 106	659,084 132	773,484 117	599,682 78	491,096 82	739,662 151	753,400 102	786,900 104
	Subtotal	1,015,279 117	793,184 78	425,765 54	793,533 186	957,767 121	815,087 85	878,169 108	845,577 96	722,202 85	751,308 104	928,740 124	1,044,071 112	882,324 85	787,192 89	1,043,826 133	1,056,200 101	1,095,500 104
Mini Hydraulic Excavators	Domestic Total	79,793 100	49,022 61	30,883 63	42,404 137	57,551 136	71,141 124	85,380 120	102,048 120	106,846 105	77,282 72	84,358 109	89,499 106	85,859 96	86,320 101	86,552 100	88,700 102	95,300 107
	Exports Total	186,806 115	96,291 52	52,449 54	99,424 190	124,263 125	119,367 96	137,599 115	164,475 120	167,115 102	178,323 107	212,081 119	230,492 109	231,056 100	228,150 99	329,555 144	351,000 107	382,600 109
	Subtotal	266,599 110	145,313 55	83,332 57	141,828 170	181,814 128	190,508 105	222,979 117	266,523 120	273,961 103	255,605 93	296,439 116	319,991 108	316,915 99	314,470 99	416,107 132	439,700 106	477,900 109
Construction Cranes	Domestic Total	170,066 116	151,053 89	83,700 55	83,071 99	106,582 128	123,277 116	164,536 133	188,161 114	204,697 109	213,937 105	198,054 93	191,353 97	198,575 104	170,018 86	167,614 99	165,200 99	158,600 96
	Exports Total	117,935 135	138,168 117	64,616 47	63,442 98	75,053 118	79,265 106	110,171 139	129,724 118	117,057 90	70,016 60	68,681 98	83,835 122	85,182 102	50,719 60	71,997 142	78,900 110	82,100 104
	Subtotal	288,001 123	289,221 100	148,316 51	146,513 99	181,635 124	202,542 112	274,707 136	317,885 116	321,754 101	283,953 88	266,735 94	275,188 103	283,757 103	220,737 78	239,611 109	244,100 102	240,700 99
Road Equipment	Domestic Total	29,515 102	23,546 80	18,270 78	23,649 129	26,464 112	32,883 124	38,762 118	39,546 102	40,084 101	36,442 91	38,692 106	35,743 92	40,185 112	40,327 100	39,236 97	37,100 95	38,400 104
	Exports Total	43,926 136	39,836 91	20,260 51	27,745 137	31,258 113	27,523 88	30,656 111	33,545 109	31,506 94	25,870 82	36,598 141	31,894 87	21,075 66	21,585 102	35,824 166	42,400 118	43,200 102
	Subtotal	73,441 120	63,382 86	38,530 61	51,394 133	57,722 112	60,406 105	69,418 115	73,091 105	71,590 98	62,312 87	75,290 121	67,637 90	61,260 91	61,912 101	75,060 121	79,500 106	81,600 103
Concrete Equipment	Domestic Total	22,988 107	15,931 69	13,927 87	10,877 78	14,912 137	17,579 118	26,454 150	28,870 109	30,307 105	29,360 97	29,244 100	28,264 97	30,853 109	31,412 102	32,554 104	33,200 102	33,700 102
	Exports Total	3,229 145	1,704 53	798 47	896 112	1,107 124	1,342 121	1,660 124	1,739 105	2,244 129	1,664 74	1,558 94	924 59	1,279 138	830 65	1,078 130	900 83	700 78
	Subtotal	26,217 110	17,635 67	14,725 83	11,773 80	16,019 136	18,921 118	28,114 149	30,609 109	32,551 106	31,024 95	30,802 99	29,188 95	32,132 110	32,242 100	33,632 104	34,100 101	34,400 101
Foundation Work Equipment	Domestic Total	24,787 137	22,869 92	18,851 82	17,821 95	18,822 106	22,108 118	30,207 137	32,305 107	35,062 109	38,978 111	39,120 100	43,449 111	40,896 94	36,074 88	34,601 96	33,500 97	31,900 95
	Exports Total	2,118 172	2,689 127	2,497 93	3,010 121	3,684 122	4,169 113	3,383 81	3,043 90	3,399 112	6,141 181	5,211 85	4,250 82	4,801 113	4,974 104	4,651 94	4,200 90	3,800 90
	Subtotal	26,905 139	25,558 95	21,348 84	20,831 98	22,506 108	26,277 117	33,590 128	35,348 105	38,461 109	45,119 117	44,331 98	47,699 92	45,697 96	41,048 110	39,252 96	37,700 96	35,700 95
Hydraulic Breakers and Crushers	Domestic Total	16,537 104	11,680 71	6,322 54	8,205 130	12,885 157	13,499 105	16,164 120	18,468 114	18,052 98	18,895 105	19,867 105	20,524 103	20,628 101	19,202 93	22,583 118	24,600 109	26,100 106
	Exports Total	15,209 113	11,267 74	6,884 61	10,196 148	8,061 79	7,115 88	7,033 99	8,481 121	8,962 106	7,561 84	9,079 120	10,068 111	8,633 86	6,200 72	10,205 165	11,600 114	12,200 105
	Subtotal	31,746 108	22,947 72	13,206 58	18,401 139	20,946 114	20,614 98	23,197 113	26,949 116	27,014 100	26,456 98	28,946 109	30,592 106	29,261 96	25,402 87	32,788 129	36,200 110	38,300 106
Other Construction Equipment	Domestic Total	63,333 94	60,206 95	46,731 78	41,489 89	62,864 152	50,344 80	60,978 121	65,660 108	70,558 107	85,000 120	75,831 89	72,809 96	74,894 102	71,397 95	71,510 100	72,400 101	74,900 103
	Exports Total	255,218 125	232,921 91	138,429 59	246,303 178	263,219 107	208,447 79	176,218 85	162,671 92	154,579 95	162,160 105	232,278 143	250,791 108	189,585 76	144,232 76	256,705 178	264,800 103	272,700 103
	Subtotal	318,551 117	293,127 92	185,160 63	287,792 155	326,083 113	258,791 79	237,196 92	228,331 96	225,137 99	247,160 110	308,109 125	323,600 105	264,479 82	215,629 82	328,215 152	337,200 103	347,600 103
Equipment Total	Domestic Total	789,066 106	599,999 76	367,883 61	420,894 114	564,294 134	678,501 120	895,199 132	874,991 98	880,009 101	866,489 98	864,595 100	873,997 101	895,532 102	860,562 96	865,782 101	864,700 100	878,000 102
	Exports Total	1,653,571 123	1,375,705 83	701,007 51	1,292,400 184	1,505,822 117	1,209,239 80	1,175,945 97	1,273,959 108	1,099,892 86	1,076,601 98	1,403,392 130	1,575,760 112	1,279,472 81	1,076,677 84	1,665,636 155	1,754,700 105	1,838,500 105
	Subtotal	2,442,637 117	1,975,704 81	1,068,890 54	1,713,294 160	2,070,116 121	1,887,740 91	2,071,144 110	2,148,950 104	1,979,901 92	1,943,090 98	2,267,987 117	2,449,757 108	2,175,004 89	1,937,239 89	2,531,418 131	2,619,400 103	2,716,500 104
Spare parts	Domestic Total	101,204 97	89,678 89	89,691 100	90,098 100	98,807 110	101,709 103	114,173 112	118,920 104	119,250 100	120,038 101	118,860 99	118,506 100	124,499 105	125,169 101	132,080 106		
	Exports Total	131,888 117	131,696 100	103,599 79	159,587 154	181,432 114	160,061 88	149,927 94	171,732 115	157,640 92	143,439 91	208,316 145	238,990 115	201,540 84	151,957 75	247,595 163		
	Subtotal	233,092 108	221,374 95	193,290 87	249,685 129	280,239 112	261,770 93	264,100 101	290,652 110	276,890 95	263,477 95	327,176 124	357,496 109	326,039 91	277,126 85	379,675 137		
Grand Total	Domestic Total	890,270 105	689,677 78	457,574 66	510,992 112	663,101 130	780,210 118	1,009,372 129	993,911 98	999,259 101	986,527 99	983,455 100	992,503 101	1,020,031 103	985,731 97	997,862 101		
	Exports Total	1,785,459 123	1,507,401 84	804,606 53	1,451,987 180	1,687,254 116	1,369,300 81	1,325,872 97	1,445,691 109	1,257,532 87	1,220,040 97	1,611,708 132	1,814,750 113	1,481,012 82	1,228,634 83	1,913,231 156		
	Subtotal	2,675,729 116	2,197,078 82	1,262,180 57	1,962,979 156	2,350,355 120	2,149,510 92	2,335,244 109	2,439,602 104	2,256,791 93	2,206,567 98	2,595,163 118	2,807,253 108	2,501,043 89	2,214,365 89	2,911,093 132		

Japan Construction Equipment Manufacturers Association (CEMA)

Press Conference by Chairman

— Forecast of Demand for Construction Equipment (CE) —
(Published in August 2022)

August 25, 2022

Hiroto Honda, CEMA Chairman

● Program

1. Opening declaration by PR Committee Chairman Ishida at 11:00
2. Reporting by CEMA Chairman Honda at 11:05 - 11:30
 - Forecast of Demand for Construction Equipment (on a shipment basis)
3. Q&A at 11:30 - 11:55
4. Closing declaration by PR Committee Chairman Ishida at 11:55

[Outline of CEMA Demand Forecast]



- CEMA demand forecast is published in February and August every financial year. This is the 62nd.
- Scope of survey: 62 CE manufacturers with CEMA regular member status
- Date of survey: As of July 2022
- Period for survey: 4 semi-annual periods (1H/2H of FY22 and FY23)
- Types of CE surveyed: 9 types (Tractors, HE*, Mini HE*, Construction cranes, Road equipment, Concrete equipment, Foundation work equipment, Hydraulic breakers & crushers, and Other CE)

(Next forecast will be published on Wednesday, February 22, 2023)

*HE: Hydraulic Excavators

1. Demand Forecast for FY22/23

(1) Shipment Value Basis

- ①FY over FY comparison
- ②Half year vs previous half year comparison
- ③Changes by model (incl. parts supplies)
- ④Changes by market (domestic/exports)

(2) Unit Number Basis

- ①HE (hydraulic excavators)
- ②Mini HE

[FYI] Shipment value by destination

- ①Changes in composition ratios: During 2007 - 2021
- ②Changes in composition ratios: April-June 2022
- ③Changes in index (2007=100)

2. Survey Results - Members

(1) Behind domestic demand forecast

- ①Public works projects
- ②Private capital investments
- ③Housing investments

(2) Behind overseas demand forecast

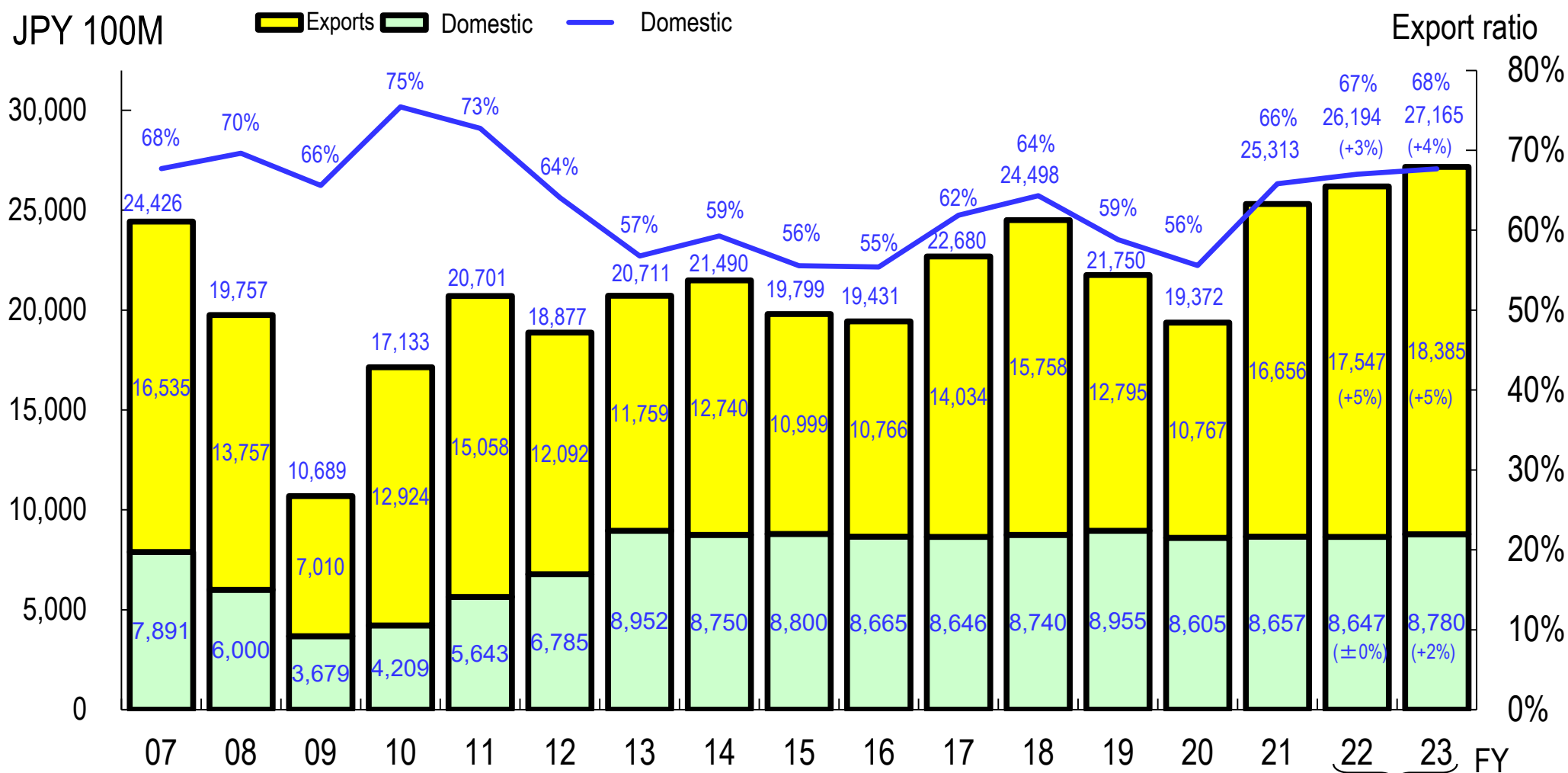
- ①Trend in the North American markets
- ②Trend in the European markets
- ③Trend in Asian markets ex. China
(including Oceania)
- ④Trend in the Chinese market

Demand Forecast for FY22/23 (1) Shipment Value Basis



① FY over FY comparison

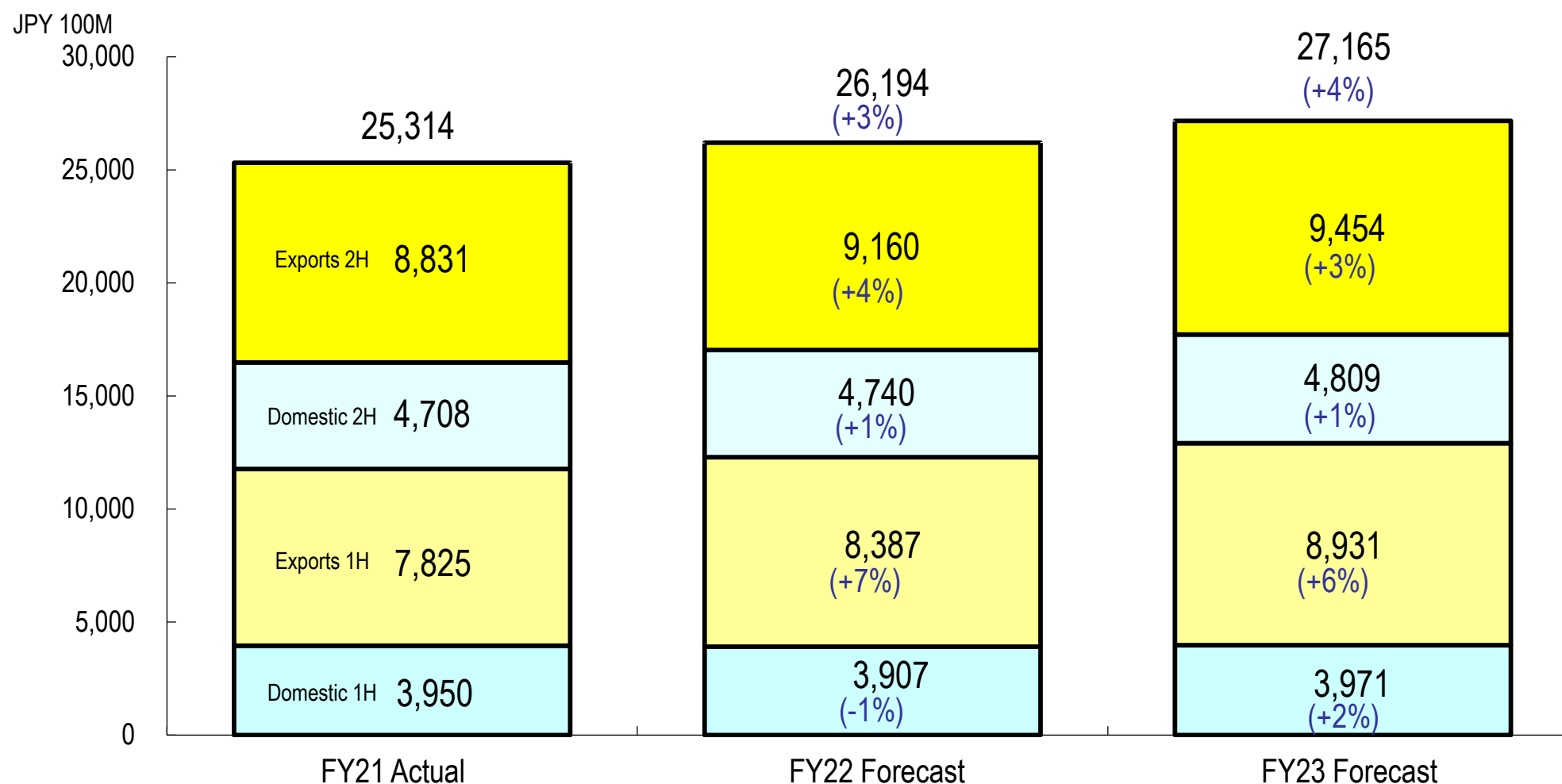
- In FY22, Domestic demand will remain solid and Exports will further increase 3% to JPY 2,619.4B
- In FY23, Domestic demand will grow slightly with Exports remaining solid. Full-year shipment value for FY23 is expected to reach a record high, exceeding that for FY22.



1. Demand Forecast for FY22/23 (1) Shipment Value Basis

② Half year vs previous half year comparison

- In FY22, Domestic will decline slightly in 1H but increase slightly in 2H. Exports will increase throughout the FY.
- In FY23, Domestic will increase slightly while Exports will remain solid.



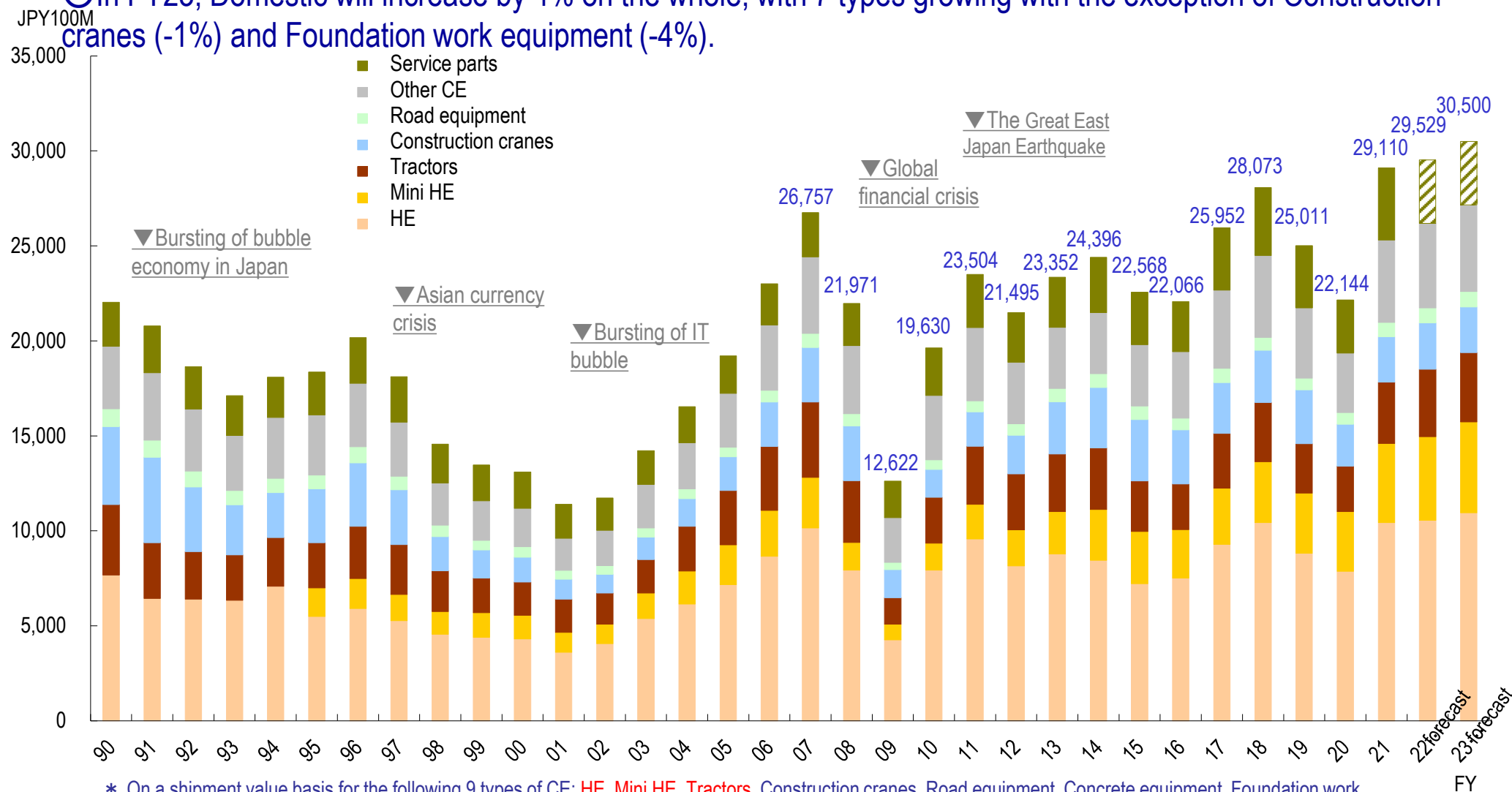
* (%) indicates an FY over FY comparison

1. Demand Forecast for FY22/23 (1) Shipment Value Basis

③ Changes by model (incl. service parts)

○ In FY22, Domestic will increase by 3% on the whole, with 8 types growing with the exception of Foundation work equipment (-4%).

○ In FY23, Domestic will increase by 4% on the whole, with 7 types growing with the exception of Construction cranes (-1%) and Foundation work equipment (-4%).



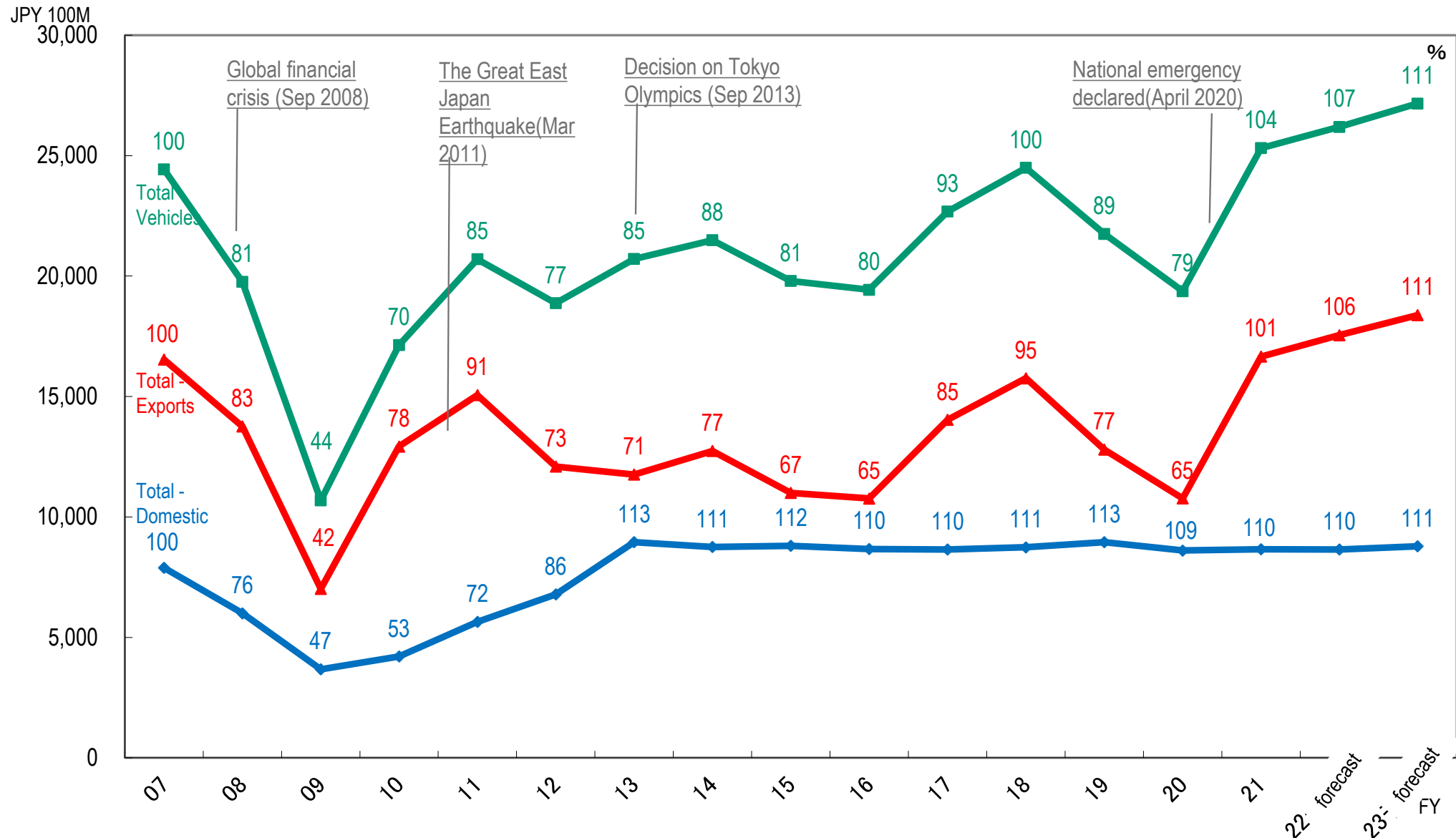
* On a shipment value basis for the following 9 types of CE: HE, Mini HE, Tractors, Construction cranes, Road equipment, Concrete equipment, Foundation work equipment, Hydraulic breakers & crushers, and Other CE. However, the forecast of service parts for FY21 and FY22 are the average amount over the past 5 years (JPY 333.5 billion) Source: Statistics privately compiled by CEMA

1. Demand Forecast for FY22/23 (1) Shipment Value Basis



④ Changes by market (Domestic/Exports)

In FY22 and FY23, Domestic will remain solid and Exports will significantly improve



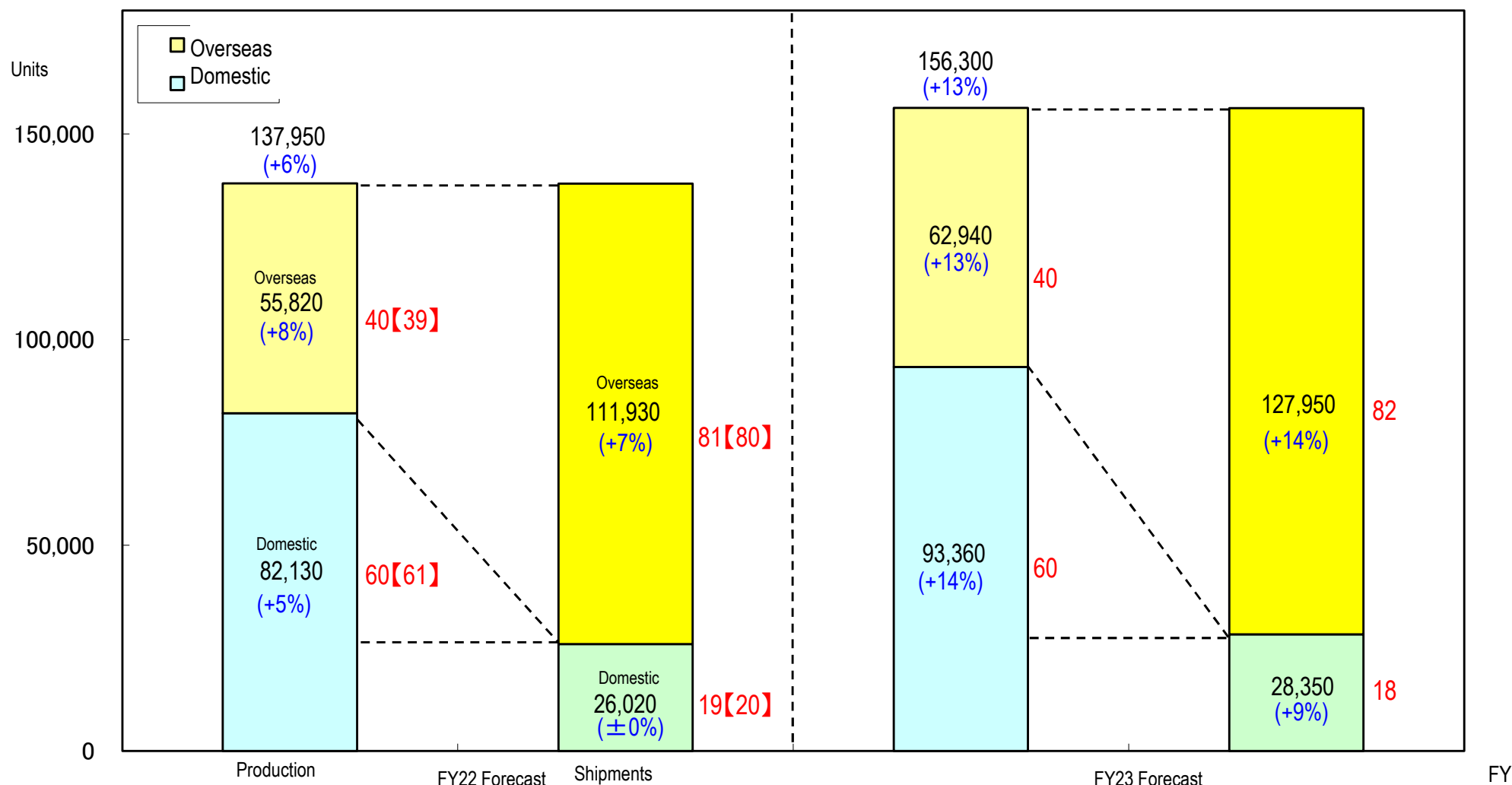
* Index for the following 9 types of CE (2007=100): HE, Mini HE, Tractors, Construction cranes, Road equipment, Concrete equipment, Foundation work equipment, Hydraulic breakers & crushers, and Other CE

Source: Statistics privately compiled by CEMA

1. Demand Forecast for FY22/23 (2) Unit Number Basis

① Hydraulic excavators

In FY22, domestic and overseas production will increase. Shipments will be particularly good overseas.
In FY23, the production will further increase. The domestic and overseas shipments will both be solid.



* On a basis of the produced units of HE

* Figures in red indicate domestic– overseas ratios. In 【 】 are projections as of February. In () are FY over FY comparisons.

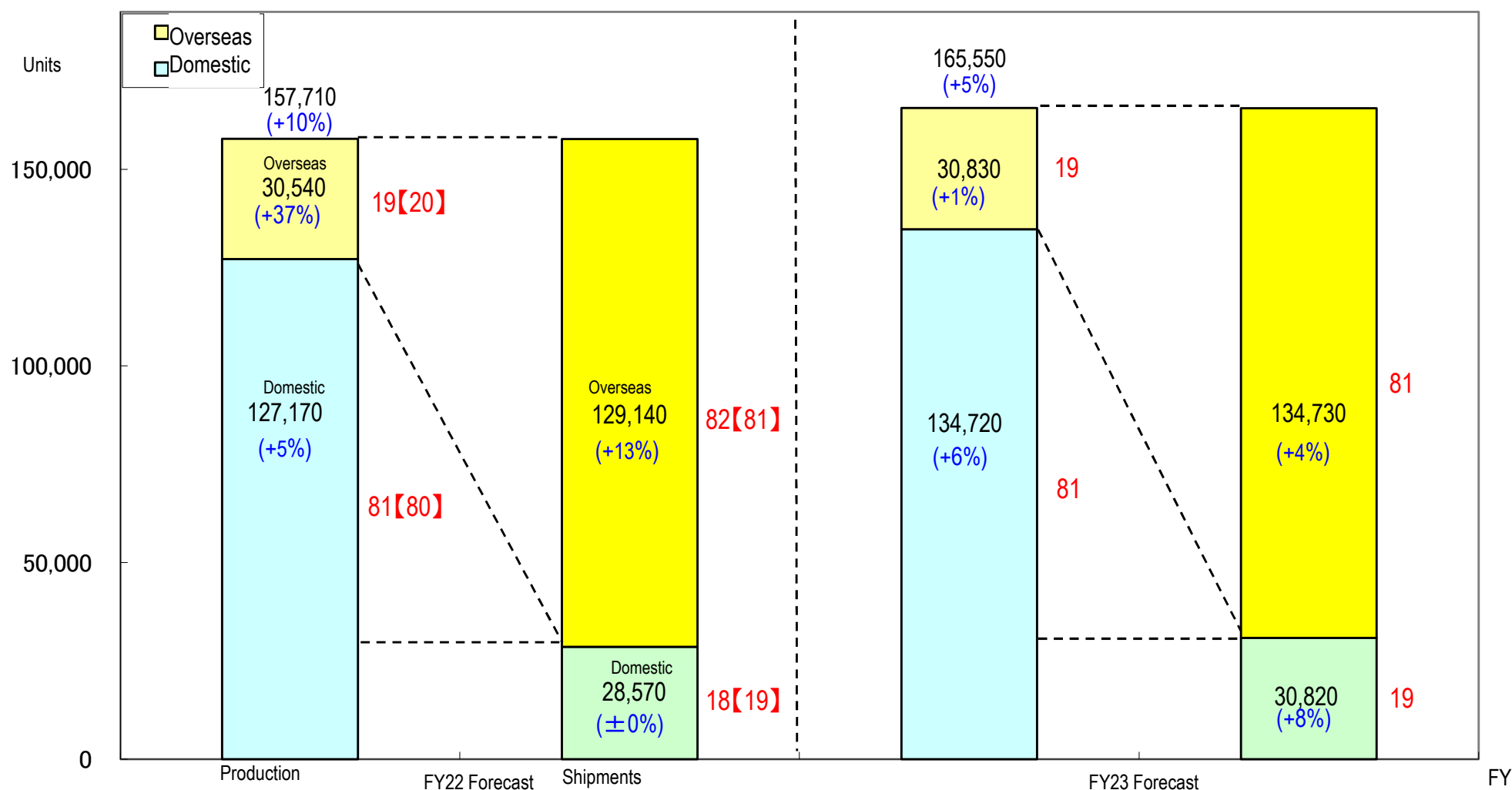
Source: Research by CEMA

1. Demand Forecast for FY22/23 (2) Unit Number Basis

②Mini HE

In FY22, overseas production grows substantially, and shipments are strong overseas.

In FY23, production goes up mainly in domestic. Shipments are solid in both domestic/overseas.



* On a basis of the produced units of Mini HE

* Figures in red indicate domestic– overseas ratios. In 【 】 are projections as of February. In () are FY over FY comparisons.

Source: Research by CEMA

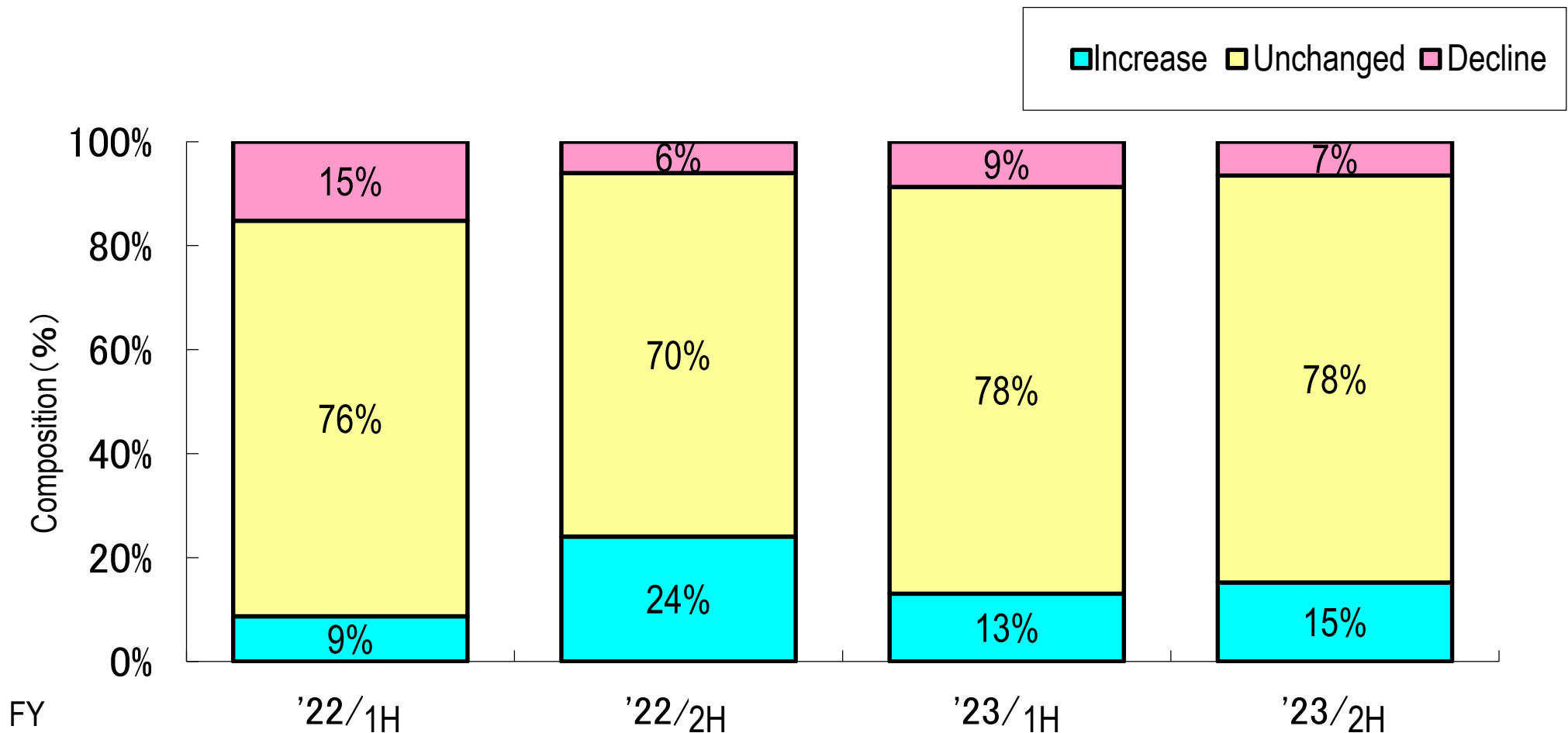
2. Survey Results - Members

(1) Behind domestic demand forecast



① Public works projects

Compared to FY22, more members expect “Unchanged” in FY23.



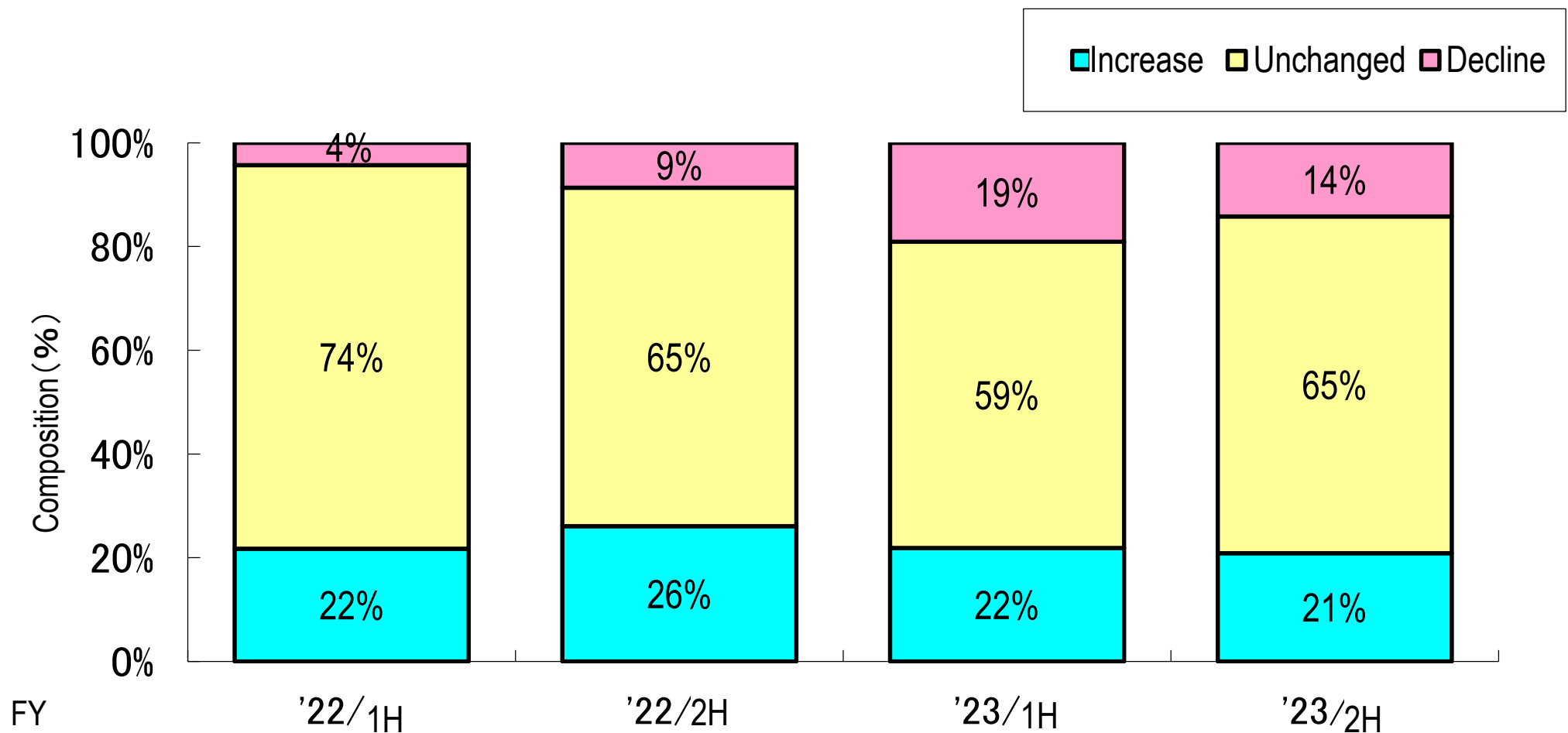
2. Survey Results - Members

(1) Behind domestic demand forecast



② Private capital investments

Most say “Unchanged” while 20% expect increases through FY22 and FY23.



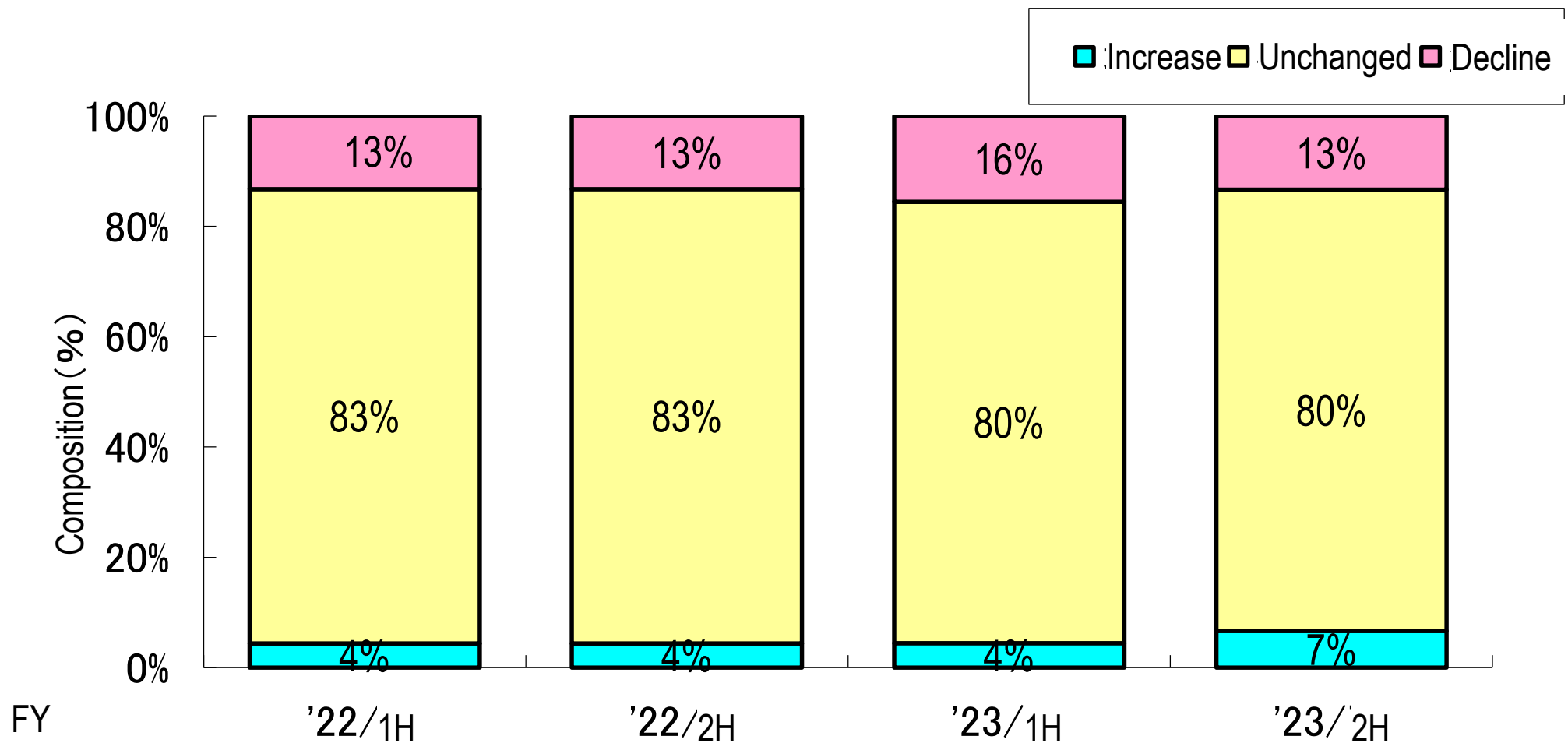
2. Survey results - Members

(1) Behind domestic demand forecast



③ Housing investments

Most say “Unchanged” through FY22 / FY23.



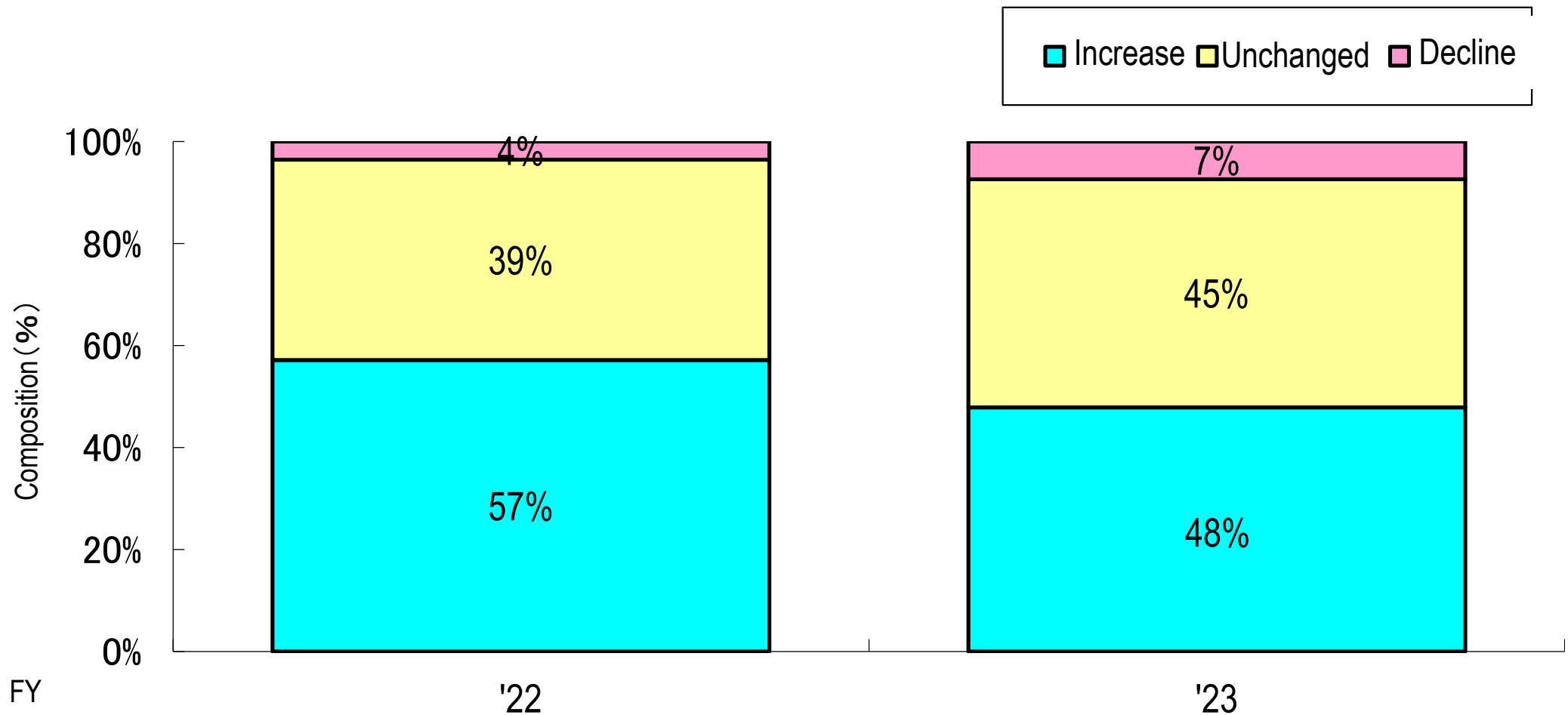
2. Survey results - Members

(2) Behind overseas demand forecast



① Trend in the North American markets

Many expect increases through FY22 / FY23.



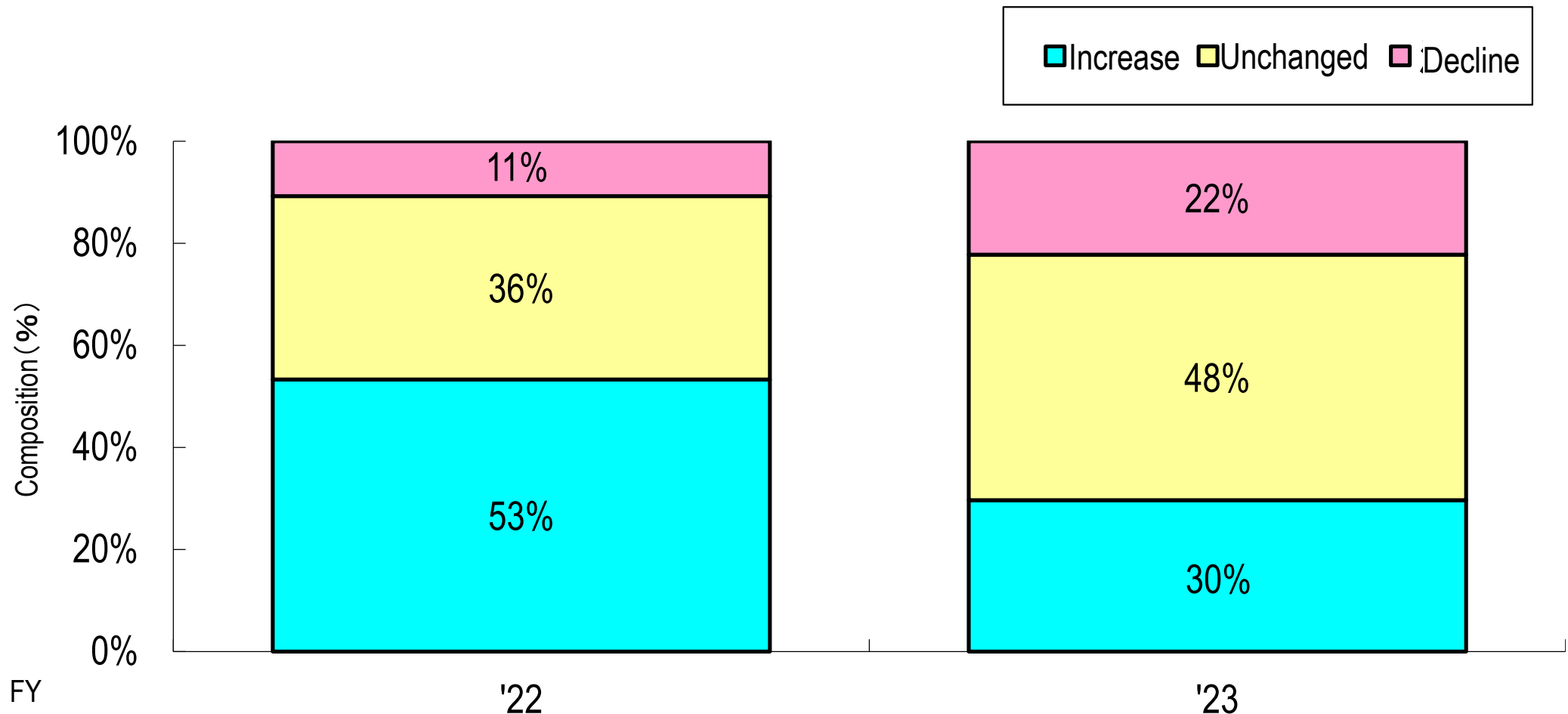
2. Survey results - Members

(2) Behind overseas demand forecast



② Trend in the European markets

Most expect increases in FY22 but in FY23 more members say “Unchanged”.



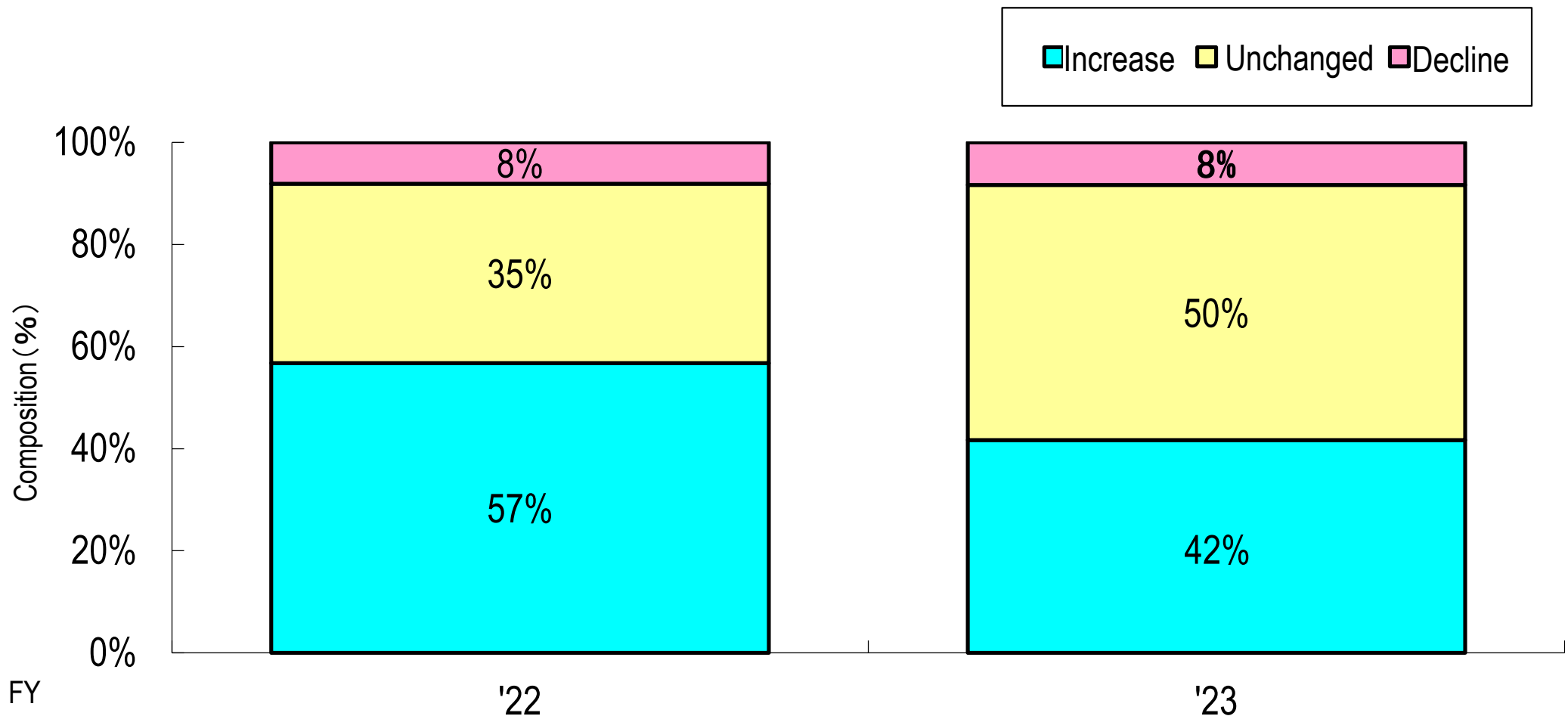
2. Survey results - Members

(2) Behind overseas demand forecast



③ Trend in Asian markets ex. China (including Oceania)

Through FY22 / FY23 many expect increases but “Unchanged” is increasing for FY23.



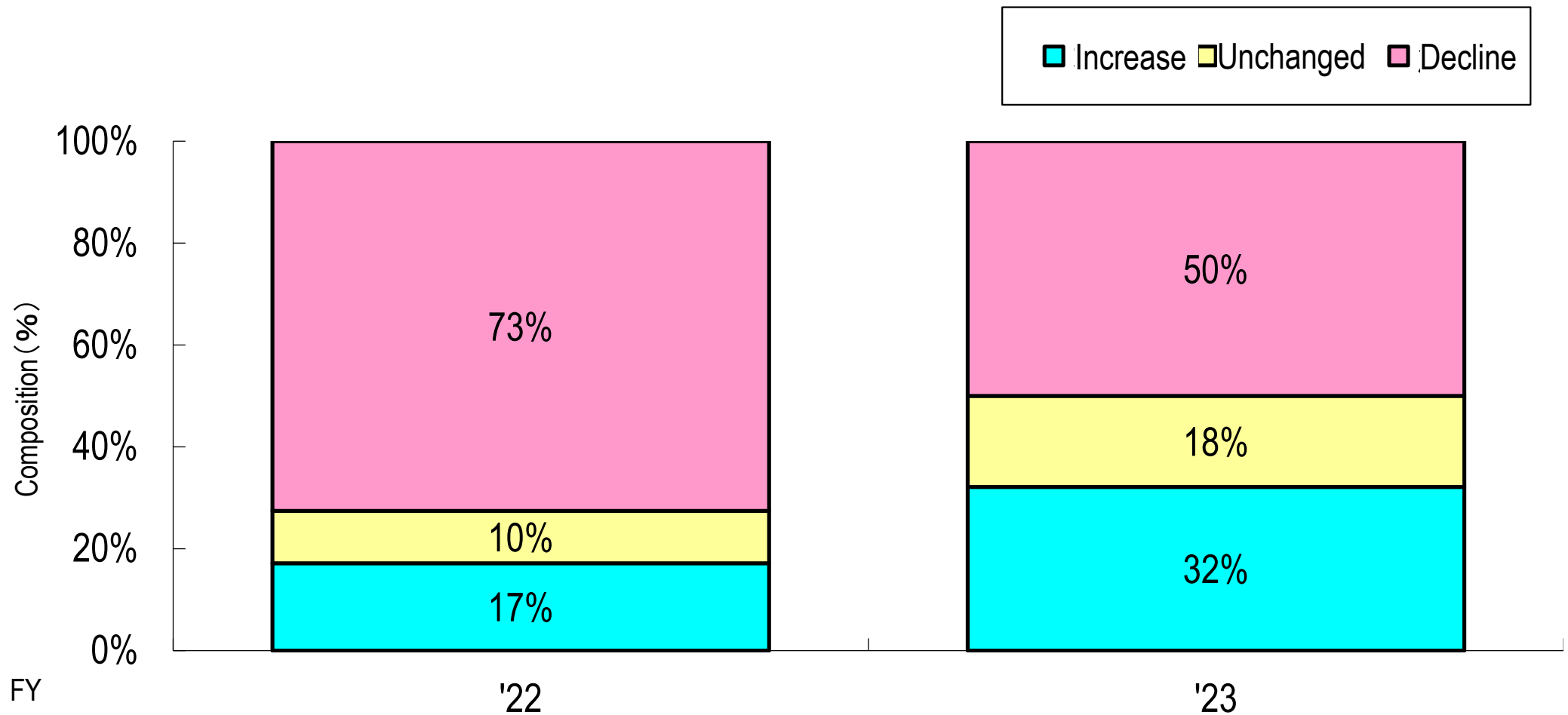
2. Survey results - Members

(2) Behind overseas demand forecast



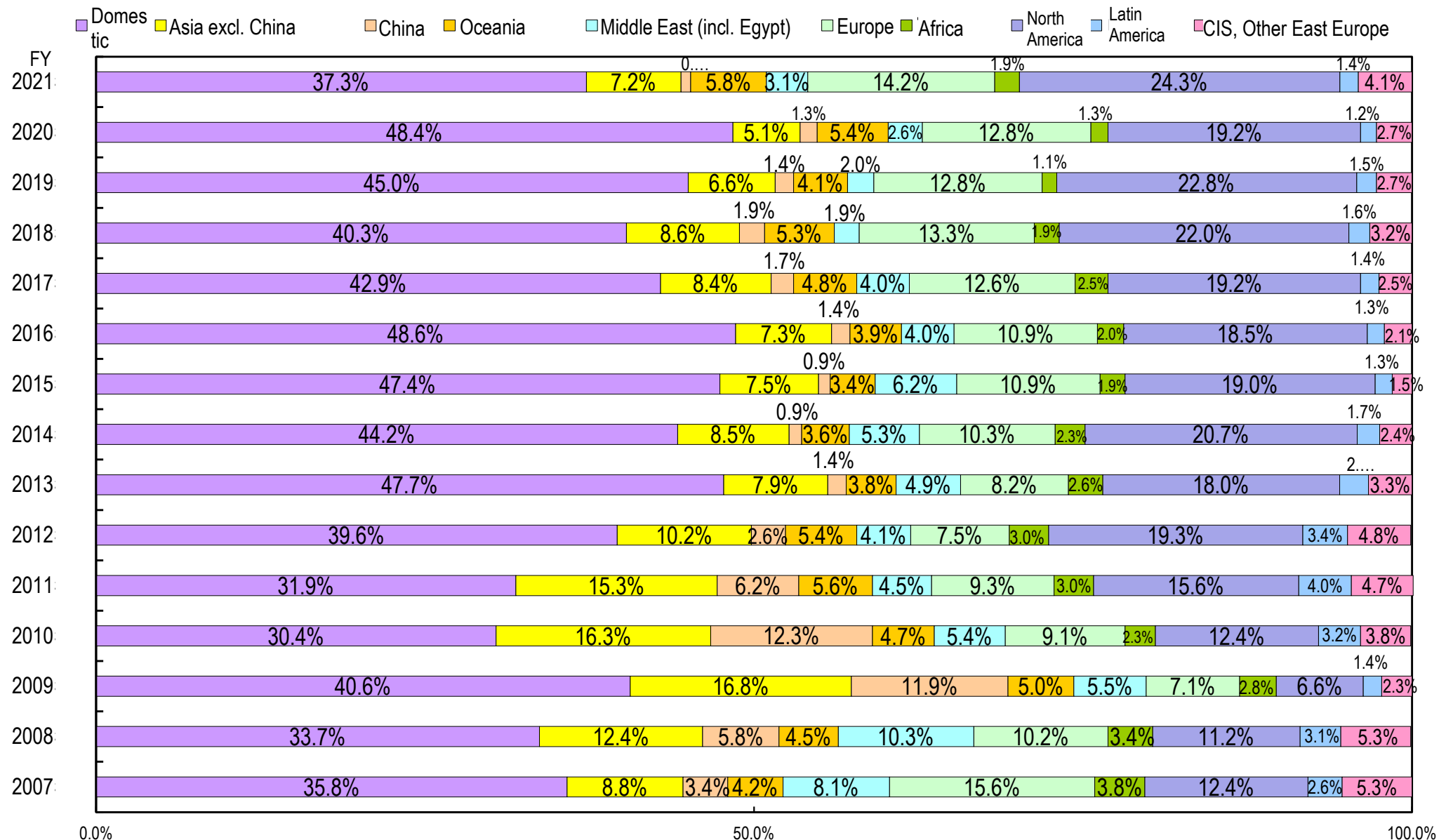
④ Trend in the Chinese market

A majority expects declines through FY22 / FY23, but more say “Unchanged” for FY23.



[FYI] Shipment value by destination

① Changes in composition: Between FY2007 and FY2021



* On a shipment value basis for the following 9 types of CE (excluding components): **HE, Mini HE, Tractors, Construction cranes, Road equipment, Concrete equipment, Foundation work equipment, Hydraulic breakers & crushers, and Other CE**

Source: Statistics privately compiled by CEMA

[FYI] Shipment value by destination

②Changes in composition ratios: April-June 2022

FY21 saw a high proportion of Domestic, but in FY22 North America and Asia grew substantially.



* On a shipment value basis for the following 9 types of CE (excluding components): **HE, Mini HE, Tractors, Construction cranes, Road equipment, Concrete equipment, Foundation work equipment, Hydraulic breakers & crushers, and Other CE**

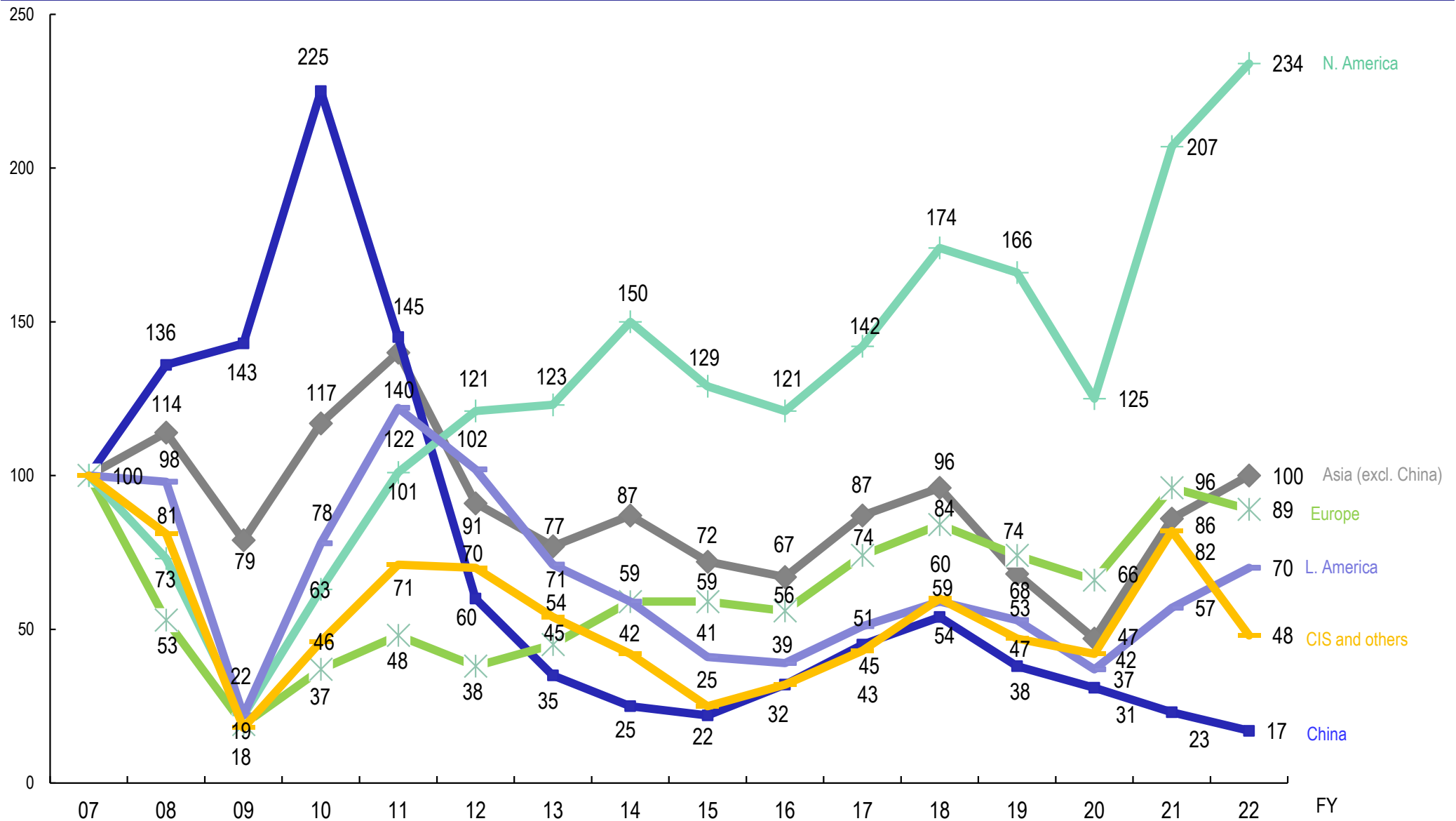
* Apr-Jun 2010 means the same quarter of the year in which China's proportion was the highest.

Source: Statistics privately compiled by CEMA

[FYI] Shipment value by destination

③ Changes in index (2007=100)

Shipments to North America remained strong, while shipments to China weakened.



* Index for the following 9 types of CE (2007=100): HE, Mini HE, Tractors, Construction cranes, Road equipment, Concrete equipment, Foundation work equipment, Hydraulic breakers & crushers, and Other CE

Note: Figures for FY22 are estimates based on actual data by destination in Apr-Jun.

Source: Statistics privately compiled by CEMA