

HITACHI

Reliable solutions



Hitachi Construction Machinery Co., Ltd.

Fact Book 2013

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Profile

The Hitachi Construction Machinery (“HCM”) Group traces its roots back to the 1949 development by Hitachi, Ltd. of a mechanical excavator solely utilizing Japan-produced technology. After being spun off from Hitachi, Ltd. in 1970, HCM worked to apply its exceptional technical capabilities to advance state-of-the-art construction machinery, established a network of production and supply facilities in key locations around the world and augmented its global service capabilities to ensure that customer machinery could be maintained in optimal operating condition at all times.

The Group is undertaking concerted efforts in promoting business directed toward realizing an industry-leading profit structure based on the goal “to be trusted by customers worldwide as a global top player.”

History

- 1949** Development of the HITACHI U05, the first cable-operated power shovel made entirely from Japanese technology
- 1970** Hitachi Construction Machinery Co., Ltd. established through amalgamation of Hitachi Construction Machinery Co., Ltd. (manufacturing company) and (former) Hitachi Construction Machinery Co., Ltd.
- 1981** Listed in the second section of the Tokyo Stock Exchange
- 1987** Released the EX3500, ultra-large hydraulic excavators
- 1988** Moved into the wheel loader field
- 1989** Listed in the first section of the Tokyo Stock Exchange
- 1990** Listed in the first section of the Osaka Securities
- 2000** Released the ZAXIS series of “e-excavators”
- 2004** Developed the EX8000, world’s largest class of ultra-large hydraulic excavators
- 2005** Made TCM Corporation consolidated subsidiary from an equity method affiliate
- 2006** Released the ZAXIS-3 series hydraulic excavators and ZW series wheel loaders
- 2007** Completed the Hitachinaka Works
- 2008** Completed the Hitachinaka-Rinko Works
- 2009** Made TCM Corporation a wholly-owned subsidiary
- 2010** Made Telco Construction Equipment Co., Ltd. a consolidated subsidiary
- 2012** Established Hitachi Construction Machinery Japan Co., Ltd.
- 2012** Sold off all shares of TCM Corporation

Our Vision

“To pass on a productive environment and prosperous cities to future generations.” The corporate vision of Hitachi Construction Machinery Co., Ltd. is to contribute to the creation of comfortable living spaces.

1. We are active in the evolution of “machinery” and the synergy between “human” and “business” that combines to create rich living spaces, making them more comfortable, highly developed and efficient.
2. We consistently develop and provide our customers with the technology, products and services that generate new value.
3. While maintaining profitable operations, we act as a “corporate citizen having good judgment” by staying in harmony with the environment, contributing to society and participating in cultural activities, striving for a symbiotic coexistence with society.

Basic Management Policy

1. To improve the enterprise value and shareholder value of the HCM Group through rigorous emphasis on consolidated management. To this end, both investment efficiency and management efficiency will be improved by ensuring investment return appropriately for capital cost as well as focusing on and selecting businesses based on ROA and other criteria.
2. To establish an unshakeable position in global construction machinery and mining machinery markets, by providing leading-edge products and services on the foundation of superb technological capabilities, in order to contribute as a reliable partner to business customers worldwide and enhance community based business operations.
3. To have greater presence in emerging markets by structuring the product development system to meet regional markets needs, enhancement of the global production operation, enrichment of the sales and service formulation, and expansion of the base of life cycle support for the machinery in order to be more competitive.

To ensure the ability to achieve these objectives, there is strong emphasis on developing global personnel and sharing the Kenkijin Sprit*, and we aim to establish a global management base to strengthen continuous growth.

*Kenkijin Sprit: In pursuing our vision and principles, it is important to achieve the goals of the HCM Group's medium to long-term vision and medium-term management plan while responding to the demands of society in areas such as compliance and corporate social responsibility (CSR). The actions of each individual employee are the driving force behind these efforts. If these actions are in line with shared values and guiding principles, we can pursue our goals while making the most of each employee's ideas and initiatives. The Kenkijin Sprit codifies these shared values and guiding principles, to embody the attitude of a Kenkijin.

Mid-to-Long-Term Management Strategies

In the construction machinery business, which is a growth industry for the mid to long term, HCM Group implements strategies to respond to a market shift caused by increasing demand in emerging nations, and to enhance competitiveness by addressing various product and service needs in a growing competition. We also carry out strategies to further strengthen and improve the mining business where the market is expected to grow.

The principal policies are as follows:

1. Hard (Product) Strategies

We focus on the research and development of the high-value added products that meet regional needs based on superb solo technology. Emerging markets and the mining machinery market demand highly durable, reliable equipment that can handle large volumes of work. In advanced nations, on the other hand, markets are seeking equipment that complies with environmental regulations such as those for exhaust emissions, that is flexible and can cope with varieties of non-excavation based works, such as on building demolition sites and recycles, and that incorporates advanced features related to fuel efficiency, safety, high-value added and other areas. We aim to attain overwhelming product competitiveness to meet those varieties of market needs.

2. Soft Strategies

The accumulated number of machines in work in the markets has been increasing, so the demand for parts and services and second hand machines is expected to grow. We plan to establish ICT-driven business models, such as Global e-service, which capture such demand as check & repair, preventive maintenance service, sales of parts & remanufactured products, second hand products, rental and financing services, to cover the whole life cycle of the products.

3. Regional Strategy

We intend to expand our presence in each region with regional business operations to meet the diversifying markets, through further enrichment of the sales and service system, enhancement of the support for sales dealers, and community-based operation.

4. Global Management Operation

To respond to the market polarization and rapid change of the market, we aim to realize genuine global management by promoting local staff including top management, achievement of speedy judgments by management through the review of the function, authority, responsibility between the headquarters and the regional companies, evolution to the global production operation to achieve total optimization, enhancement of the corporate governance as the basis.

Operating Results

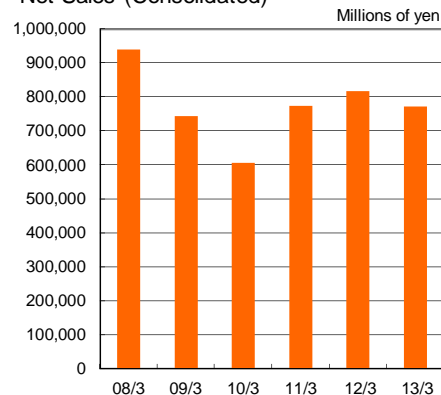
Consolidated basis

	03/3	04/3	05/3	06/3	07/3	08/3	09/3	10/3	11/3	12/3	13/3
Net sales	328,496	402,195	448,043	626,457	756,453	940,537	744,167	605,788	773,769	817,143	772,355
Cost of sales	243,642	287,360	316,918	453,461	549,453	675,480	552,095	465,176	587,953	606,643	566,180
Gross profit	85,202	115,705	132,175	172,049	207,159	265,346	192,072	140,612	185,816	210,500	206,175
Selling, general and administrative expenses	68,803	82,847	92,055	114,872	128,807	156,888	143,236	120,943	144,305	155,663	154,679
Operating income (loss)	16,399	32,858	40,120	57,177	78,352	108,458	48,836	19,669	41,511	54,837	51,496
Ordinary income (loss)	9,880	26,002	33,609	45,783	70,010	100,564	47,805	19,166	41,912	51,711	36,391
Income (loss) before income taxes	6,486	21,211	31,862	46,795	70,081	100,564	44,142	18,333	35,745	50,129	45,763
Net income (loss)	3,883	12,490	17,325	24,223	36,502	55,985	18,253	4,019	11,088	23,036	23,464
Net income (loss) per share (¥)	25.90	72.62	91.05	124.37	187.43	271.00	85.79	19.33	52.44	108.88	110.77
Diluted net income per share (¥)	24.35	70.92	90.88	124.00	186.81	270.23	85.72	19.32	52.41	108.86	110.75
Number of consolidated subsidiaries	59	47	45	67	70	70	62	59	61	61	48
Number of affiliates	8	9	8	17	18	17	14	17	16	13	12

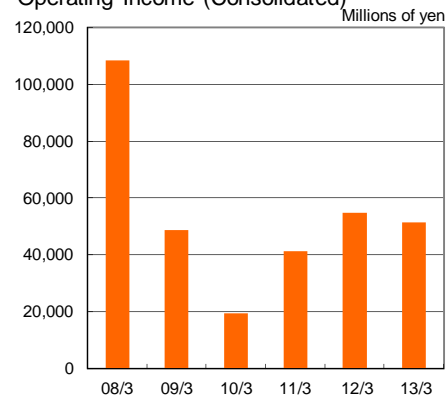
Non-consolidated basis

	03/3	04/3	05/3	06/3	07/3	08/3	09/3	10/3	11/3	12/3	13/3
Net sales	202,174	252,988	287,357	333,451	413,404	479,922	398,232	238,882	368,525	454,377	406,001
Cost of sales	150,408	189,668	221,087	259,915	322,198	376,065	330,928	206,689	308,381	380,189	350,536
Gross profit	51,904	63,389	66,396	73,614	91,320	103,862	67,312	32,199	60,145	74,188	55,465
Selling, general and administrative expenses	39,077	45,505	52,375	56,715	62,524	69,891	69,355	57,375	65,982	73,290	68,410
Operating income (loss)	12,826	17,884	14,021	16,899	28,797	33,971	-2,043	-25,176	-5,837	898	-12,945
Ordinary income (loss)	13,103	19,153	18,017	21,746	36,938	44,258	18,796	-12,587	5,703	15,626	942
Income (loss) before income taxes	2,583	11,410	14,850	21,923	38,468	43,384	5,235	-12,976	-1,056	15,088	3,373
Net income (loss)	3,544	5,554	10,001	15,826	26,673	30,942	2,974	-8,791	-317	11,386	6,230
Net income (loss) per share (¥)	23.71	32.37	52.56	81.25	136.96	149.78	13.98	-42.29	-1.50	53.81	29.41
Diluted net income per share (¥)	22.29	31.61	52.46	81.01	136.51	149.35	13.96	—	—	53.80	29.41

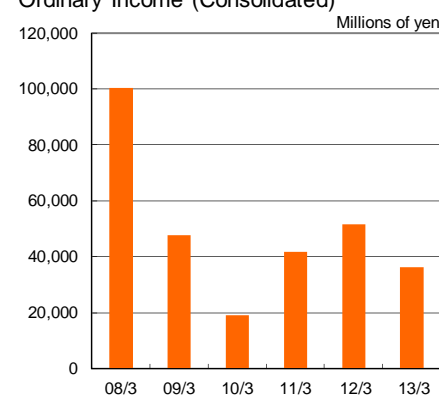
Net Sales (Consolidated)



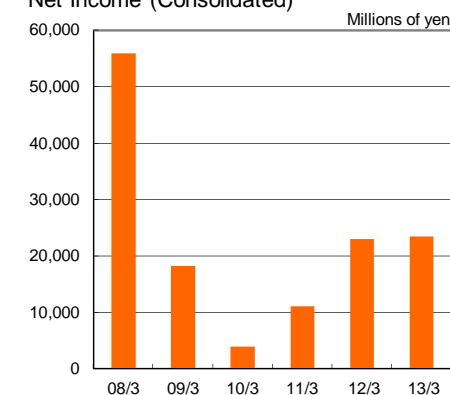
Operating Income (Consolidated)



Ordinary Income (Consolidated)



Net Income (Consolidated)



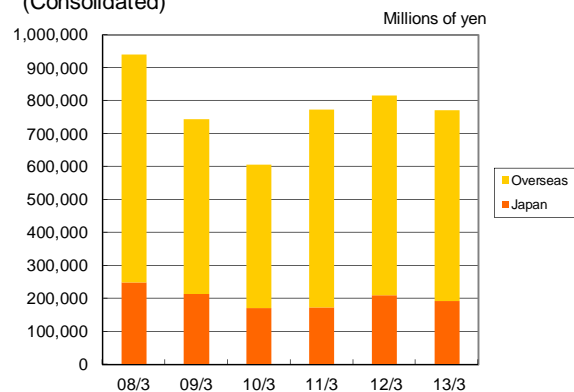
Segment Information

Consolidated basis

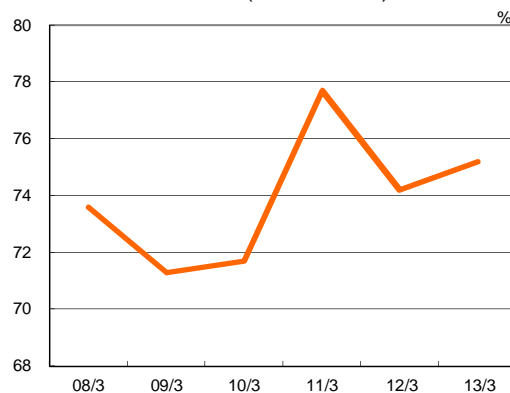
	03/3	04/3	05/3	06/3	07/3	08/3	09/3	10/3	11/3	12/3	13/3
(¥Million)											
Sales by region (Total)	328,496	402,195	448,043	626,457	756,453	940,537	744,167	605,788	773,769	817,143	772,355
Japan	143,802	151,342	158,997	215,153	238,549	248,733	213,703	171,657	172,701	210,979	191,915
Overseas	184,694	250,853	289,046	411,304	517,904	691,804	530,464	434,131	601,068	606,164	580,440
China	43,736	65,417	38,797	67,555	71,286	127,323	119,295	158,681	204,757	134,960	90,773
Europe, Africa, the Middle East & Russia CIS	37,724	63,932	92,304	132,647	195,209	291,942	180,843	96,967	131,516	136,130	138,257
The Americas	45,980	56,870	82,522	107,494	125,129	88,518	79,178	37,245	62,351	92,324	113,923
Asia and Oceania	57,254	64,634	75,423	103,608	126,280	184,021	151,148	141,238	202,444	242,750	237,487
North America	—	—	—	—	—	—	—	—	—	—	—
Asia	—	—	—	—	—	—	—	—	—	—	—
Other	—	—	—	—	—	—	—	—	—	—	—
Overseas sales ratio (%)	56.2	62.4	64.5	65.7	68.5	73.6	71.3	71.7	77.7	74.2	75.2
Sales by business (Total)	328,496	402,195	448,043	626,457	756,453	940,537	744,167	605,788	773,769	817,143	772,355
Construction machinery business	326,981	400,625	445,681	573,941	680,855	854,846	660,397	552,169	712,926	749,777	757,525
Industrial vehicle business	—	—	—	50,581	73,420	83,849	82,832	53,619	60,843	67,366	14,830
Semiconductor production equipment business	1,515	1,570	2,362	1,935	2,178	1,842	938	—	—	—	—

Note: The semiconductor production equipment business was consolidated into the construction machinery business from the year ended March 2010.

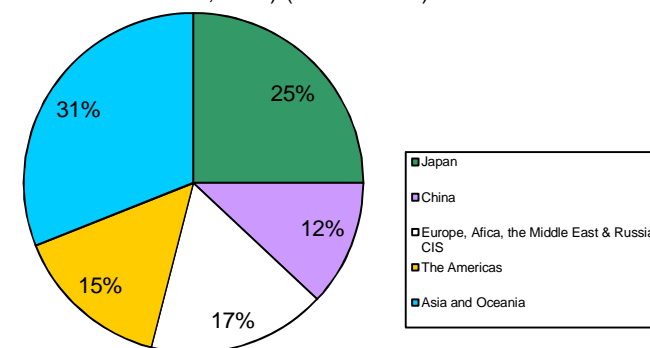
Sales by Region Japan/Overseas (Consolidated)



Overseas Sales Ratio (Consolidated)



Region Sales Ratio (Year ended March 31, 2013) (Consolidated)



Profitability

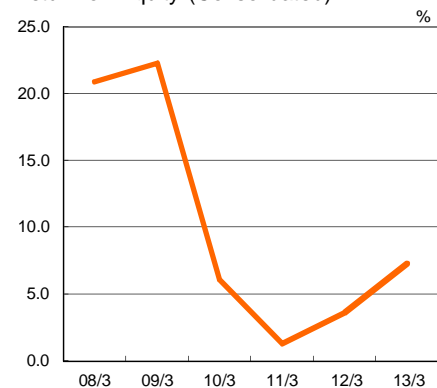
Consolidated basis

	03/3	04/3	05/3	06/3	07/3	08/3	09/3	10/3	11/3	12/3	13/3
Return on equity	5.6	15.1	15.6	16.8	20.9	22.3	6.1	1.3	3.6	7.3	6.9
Return on assets	2.7	6.7	7.7	9.0	11.6	13.5	5.7	2.2	4.6	5.1	3.3
Ordinary income to net sales	3.0	6.5	7.5	7.3	9.3	10.7	6.4	3.2	5.4	6.3	4.7
Net income to net sales	1.2	3.1	3.9	3.9	4.8	6.0	2.5	0.7	1.4	2.8	3.0
Price/Earnings ratio (Times)	22.66	23.60	16.24	24.92	17.02	9.21	14.79	114.28	39.72	16.82	18.31

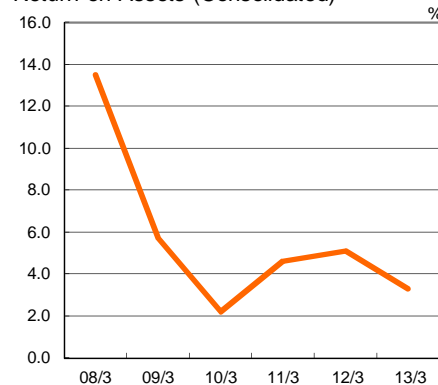
Non-consolidated basis

	03/3	04/3	05/3	06/3	07/3	08/3	09/3	10/3	11/3	12/3	13/3
Return on equity	4.3	5.9	8.6	11.4	17.1	14.2	1.1	-3.5	-0.1	4.6	2.6
Return on assets	5.2	4.9	6.0	6.5	10.2	10.2	4.1	-2.7	1.1	2.8	0.2
Ordinary income to net sales	6.5	7.6	6.3	6.5	8.9	9.2	4.7	-5.3	1.5	3.4	0.2
Net income to net sales	1.8	2.2	3.5	4.7	6.5	6.4	0.7	-3.7	-0.1	2.5	1.5
Price/Earnings ratio (Times)	24.76	52.95	28.14	38.15	23.29	16.66	90.77	—	—	34.03	68.96

Return on Equity (Consolidated)



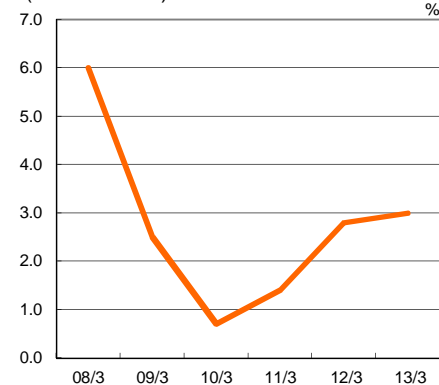
Return on Assets (Consolidated)



Ordinary Income to Net Sales (Consolidated)



Net Income to Net Sales (Consolidated)



Financial Position

Consolidated basis

	03/3	04/3	05/3	06/3	07/3	08/3	09/3	10/3	11/3	12/3	13/3
Total assets	373,755	407,049	463,812	552,341	655,326	833,096	841,353	883,047	944,370	1,086,116	1,099,901
Shareholders' equity	74,321	91,132	131,318	157,173	192,393	309,359	293,446	304,808	306,106	322,570	361,163
Interest-bearing debt	153,003	152,152	154,786	152,953	165,910	190,650	300,626	307,754	327,768	388,904	393,102
Shareholders' equity ratio (%)	19.9	22.4	28.3	28.5	29.4	37.1	34.9	34.5	32.4	29.7	32.8
Net assets per share (¥)	460.98	520.93	673.81	807.17	987.56	1,446.55	1,422.54	1,441.73	1,447.52	1,522.86	1,704.34

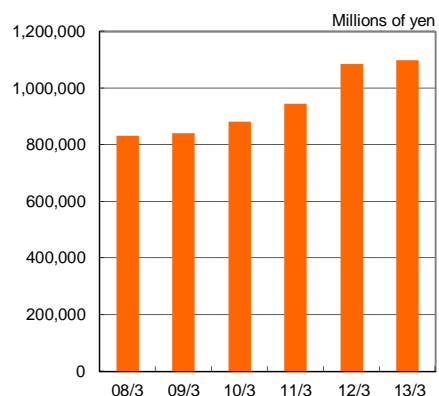
(¥Million)

Non-consolidated basis

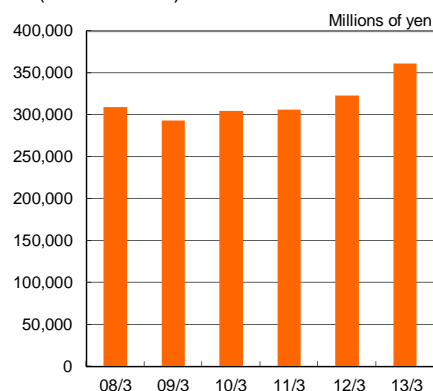
	03/3	04/3	05/3	06/3	07/3	08/3	09/3	10/3	11/3	12/3	13/3
Total assets	259,845	275,108	328,315	339,889	387,188	482,309	444,910	479,474	513,348	595,712	568,928
Shareholders' equity	88,485	99,770	132,610	145,382	167,034	267,616	251,635	248,599	246,907	252,250	230,200
Interest-bearing debt	100,968	80,824	85,870	69,092	63,128	41,080	88,876	136,196	125,373	156,552	161,908
Shareholders' equity ratio (%)	34.1	36.3	40.4	42.8	43.1	55.5	56.6	51.8	48.1	42.3	40.5
Net assets per share (¥)	549.10	570.48	680.40	746.61	857.39	1,251.36	1,219.85	1,175.86	1,167.58	1,190.88	1,086.32
Number of common stock issued	161,065,720	175,567,038	195,865,038	196,048,038	196,095,038	215,115,038	215,115,038	215,115,038	215,115,038	215,115,038	215,115,038

(¥Million)

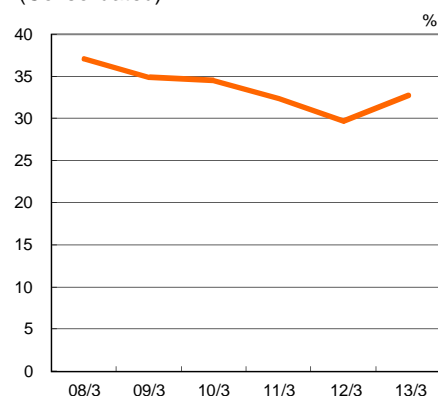
Total Assets (Consolidated)



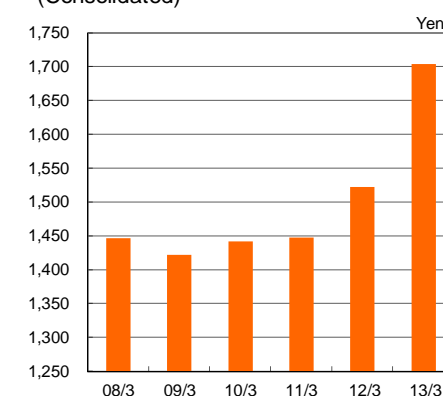
Shareholders' Equity (Consolidated)



Shareholders' Equity Ratio (Consolidated)



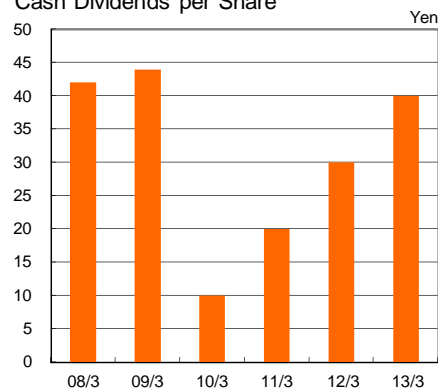
Net Assets Per Share (Consolidated)



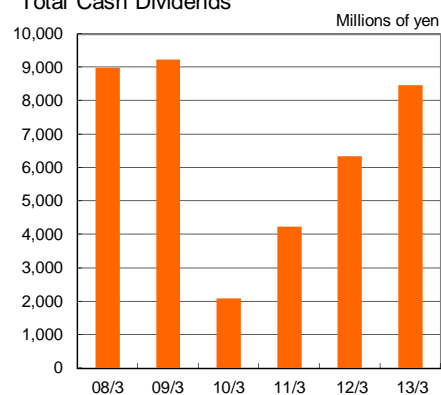
Dividend Condition

	03/3	04/3	05/3	06/3	07/3	08/3	09/3	10/3	11/3	12/3	13/3
Cash dividends per share (¥)	7.00	11.00	14.00	18.00	28.00	42.00	44.00	10.00	20.00	30.00	40.00
Total cash dividends (¥ Million)	1,074	1,923	2,728	3,503	5,452	8,986	9,244	2,089	4,229	6,350	8,475
Payout ratio (%)	27.0	15.1	15.4	14.5	14.9	15.5	51.3	51.7	38.1	27.6	36.1
Annual dividends on equity (%)	1.5	2.2	2.3	2.4	3.1	3.5	3.1	0.7	1.4	2.0	2.5
Number of shareholders	10,566	8,913	11,861	18,234	21,422	38,981	47,493	52,692	53,977	62,737	54,377

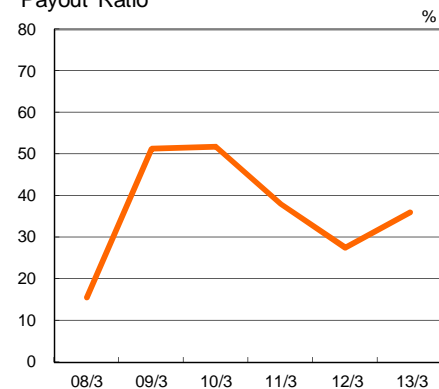
Cash Dividends per Share



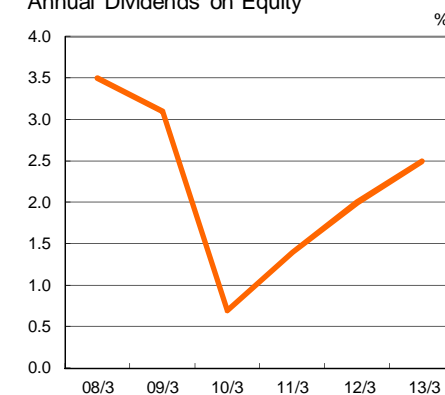
Total Cash Dividends



Payout Ratio



Annual Dividends on Equity



Stability

Consolidated basis

	03/3	04/3	05/3	06/3	07/3	08/3	09/3	10/3	11/3	12/3	13/3
Total assets turnover (Times)	0.90	1.03	1.03	1.23	1.25	1.26	0.89	0.70	0.85	0.80	0.71
Tangible fixed assets turnover (Times)	3.50	4.17	4.49	5.26	5.18	5.19	3.45	2.64	3.39	3.48	2.99
Inventories turnover (Times)	4.37	4.89	4.47	4.96	4.85	4.95	3.13	2.55	3.88	3.54	2.65
Current ratio (%)	134.87	133.90	144.92	137.19	129.05	138.77	130.02	160.89	166.04	144.66	164.07
Fixed assets ratio (%)	181.64	108.40	115.76	118.57	112.28	88.93	103.11	109.44	104.11	103.49	101.36
Interest coverage (Times)	4.92	9.73	11.41	16.68	20.66	18.43	6.81	3.11	5.16	5.07	4.71
Debt/Equity ratio (Times)	2.1	1.7	1.2	1.0	0.9	0.6	1.0	1.0	1.1	1.2	1.1

Non-consolidated basis

	03/3	04/3	05/3	06/3	07/3	08/3	09/3	10/3	11/3	12/3	13/3
Total assets turnover (Times)	0.79	0.95	0.95	1.00	1.25	1.10	0.86	0.52	0.74	0.82	0.70
Tangible fixed assets turnover (Times)	3.56	4.82	5.30	5.71	5.18	6.08	4.00	2.33	3.69	4.36	3.55
Inventories turnover (Times)	7.92	10.33	11.53	11.44	4.85	13.16	7.45	4.01	6.64	6.46	4.64
Current ratio (%)	157.34	156.70	166.66	146.62	129.05	157.39	152.57	200.06	159.48	142.29	156.05
Fixed assets ratio (%)	136.55	53.50	102.52	100.79	112.28	74.61	85.05	109.56	110.88	113.38	118.67
Interest coverage (Times)	8.78	13.69	30.95	43.68	51.25	72.96	24.02	-13.20	2.62	10.94	5.68
Debt/Equity ratio (Times)	1.1	0.8	0.6	0.5	0.4	0.2	0.4	0.5	0.5	0.6	0.7

Note1: Total assets turnover=Net sales/Total assets (Yearly average)

Note2: Tangible fixed assets turnover=Net sales/Tangible fixed assets (Yearly average)

Note3: Inventories turnover=Net sales/Inventories (Yearly average)

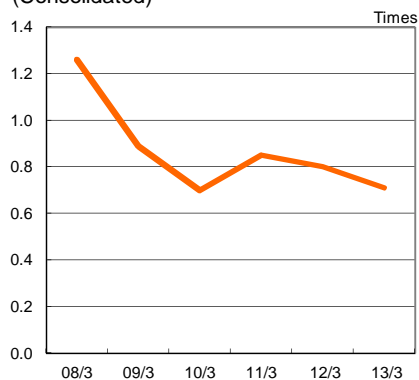
Note4: Current ratio=Current assets/Current liabilities×100

Note5: Fixed assets ratio=Fixed assets/Shareholders' equity×100

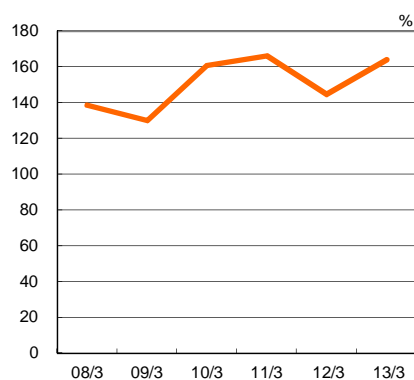
Note6: Interest coverage=(Operating income+Interest and dividend income)/Interest expense

Note7: Debt/Equity ratio=Interest-bearing debt/Shareholders' equity

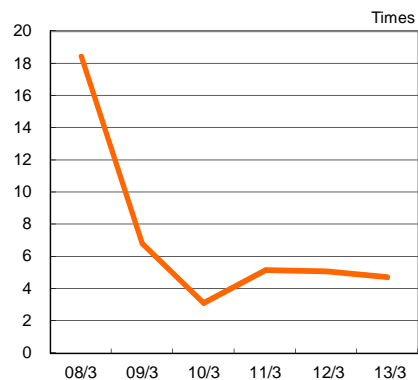
Total Assets Turnover (Consolidated)



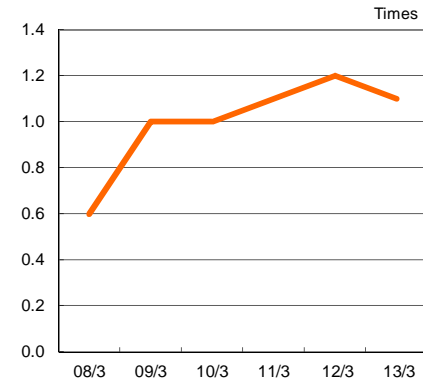
Current Ratio (Consolidated)



Interest Coverage (Consolidated)



Debt/Equity Ratio (Consolidated)



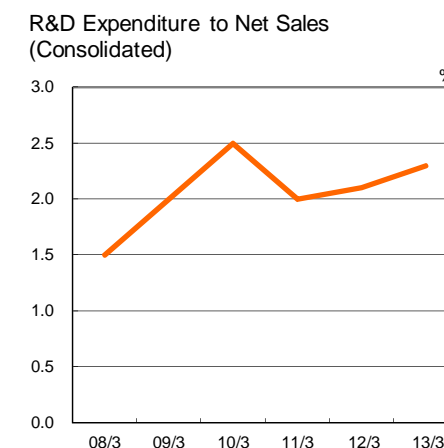
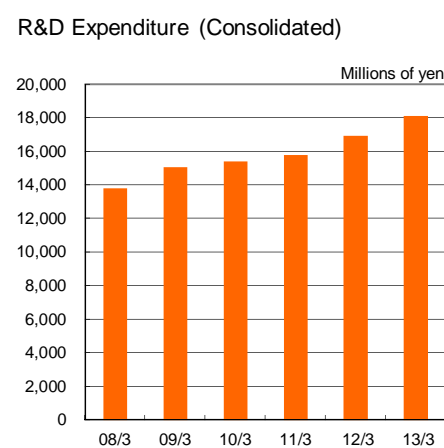
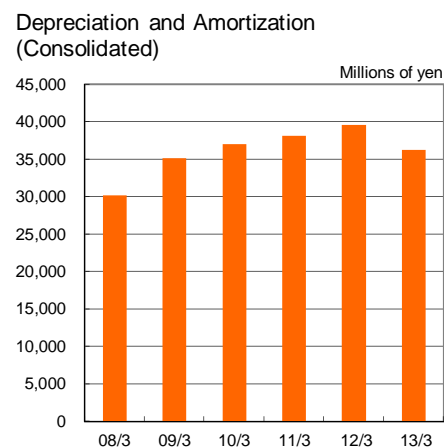
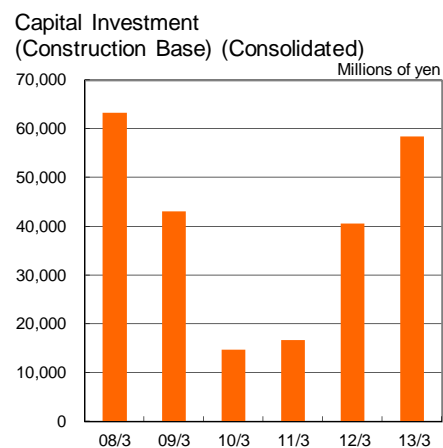
Capital Investment

Consolidated basis

	03/3	04/3	05/3	06/3	07/3	08/3	09/3	10/3	11/3	12/3	13/3
Capital investment (Construction base)	5,612	8,650	15,069	16,185	27,144	63,374	43,041	14,671	16,645	40,555	58,452
Depreciation and amortization	10,605	12,672	14,381	19,470	24,215	30,162	35,117	37,022	38,112	39,571	36,232
R&D expenditure	7,116	8,079	11,284	13,130	13,683	13,826	15,089	15,406	15,810	16,938	18,109
R&D expenditure to net sales (%)	2.2	2.0	2.5	2.1	1.8	1.5	2.0	2.5	2.0	2.1	2.3

Non-consolidated basis

	03/3	04/3	05/3	06/3	07/3	08/3	09/3	10/3	11/3	12/3	13/3
Capital investment (Construction base)	745	4,022	10,145	8,130	11,524	37,838	21,781	7,564	3,853	21,260	25,456
Depreciation and amortization	4,262	3,791	4,564	5,584	6,206	8,173	11,629	13,158	14,984	14,805	12,901
R&D expenditure	5,807	6,176	9,505	10,182	10,223	11,197	11,935	12,820	13,422	13,568	14,926
R&D expenditure to net sales (%)	2.9	2.4	3.3	3.1	2.5	2.3	3.0	5.4	3.6	3.0	3.7



Cash Flows

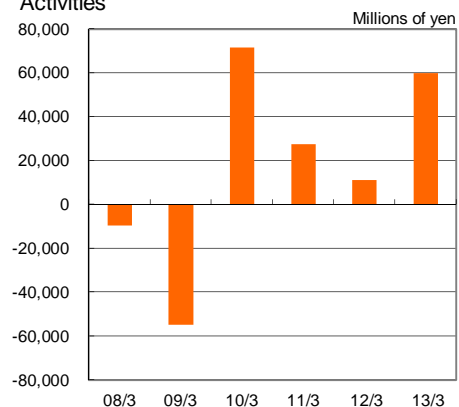
Consolidated basis

	03/3	04/3	05/3	06/3	07/3	08/3	09/3	10/3	11/3	12/3	13/3
Cash flows from operating activities	17,384	8,021	7,899	37,379	24,101	-9,564	-54,825	71,705	27,395	11,088	59,965
Cash flows from investing activities	1,666	-8,830	-17,133	-18,572	-25,834	-51,311	-61,624	-39,292	-20,768	-39,044	-37,080
Free cash flows	19,050	-809	-9,234	18,807	-1,733	-60,875	-116,449	32,413	6,627	-27,956	22,885
Cash flows from financing activities	-7,450	-1,672	17,594	-33,113	517	91,692	90,037	-16,010	14,646	34,857	-42,700
Cash and cash equivalents at end of year	44,234	41,131	49,534	41,954	41,074	68,726	40,104	57,314	74,710	81,059	66,622

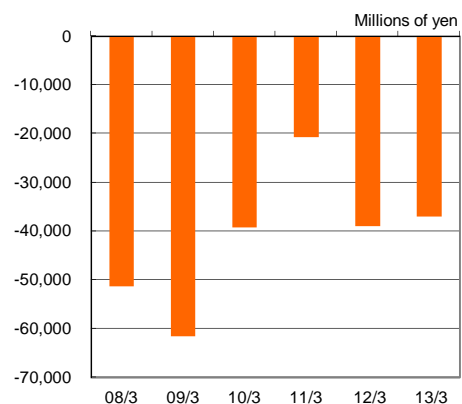
(¥Million)

Note: Free cash flows=Cash flows from operating activities + Cash flows from investing activities

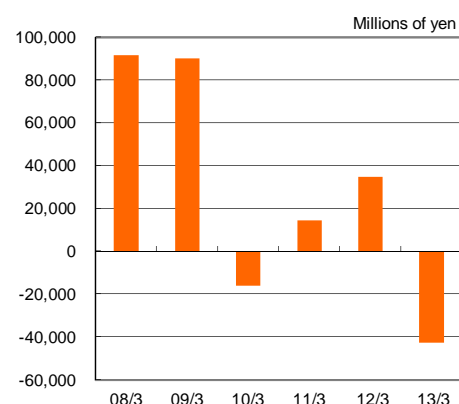
Cash Flows from Operating Activities



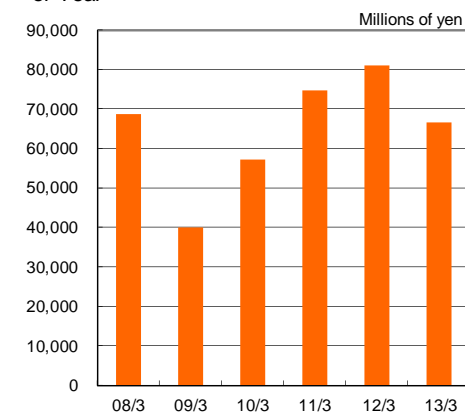
Cash Flows from Investing Activities



Cash Flows from Financing Activities



Cash and Cash Equivalents at End of Year



Per Employee Data

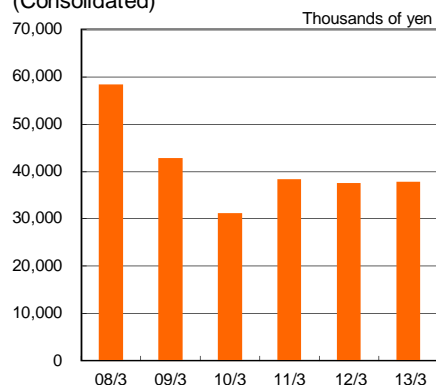
Consolidated basis

	03/3	04/3	05/3	06/3	07/3	08/3	09/3	10/3	11/3	12/3	13/3
	(¥Thousand)										
Net sales per employee	33,101	40,288	42,260	47,134	53,003	58,357	42,771	31,154	38,298	37,460	37,786
Ordinary income (loss) per employee	995	2,605	3,170	3,445	4,905	6,240	2,748	986	2,074	2,371	1,780
Net income (loss) per employee	391	1,251	1,634	1,823	2,558	3,474	1,049	207	549	1,056	1,148
Number of employees	9,924	9,983	10,602	13,291	14,272	16,117	17,399	19,445	20,204	21,814	20,440

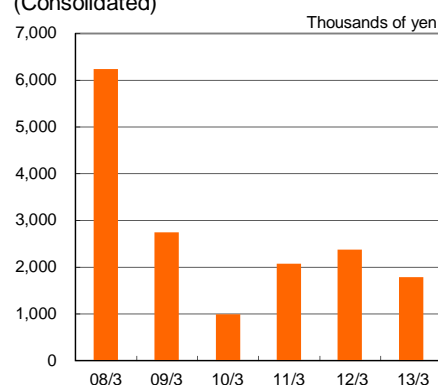
Non-consolidated basis

	03/3	04/3	05/3	06/3	07/3	08/3	09/3	10/3	11/3	12/3	13/3
	(¥Thousand)										
Net sales per employee	59,480	77,225	88,472	102,506	124,858	135,994	101,642	62,880	85,544	92,711	89,625
Ordinary income (loss) per employee	3,854	5,846	5,547	6,685	11,156	12,541	4,797	-3,313	1,324	3,188	208
Net income (loss) per employee	1,042	1,695	3,079	4,865	8,056	8,768	759	-2,314	-74	2,323	1,375
Number of employees	3,399	3,276	3,248	3,253	3,311	3,529	3,918	3,799	4,308	4,901	4,530

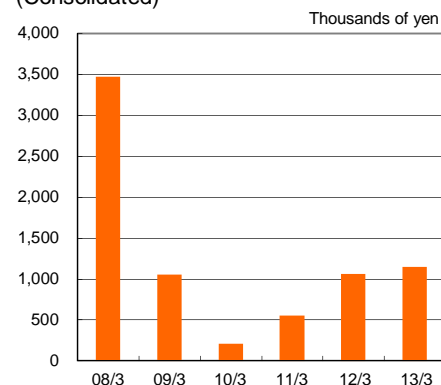
Net Sales per Employee
(Consolidated)



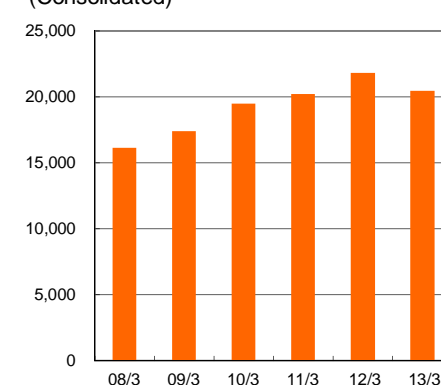
Ordinary Income per Employee
(Consolidated)



Net Income per Employee
(Consolidated)



Number of Employees
(Consolidated)



Reference

Shipment value of construction machinery in Japan

	03/3	04/3	05/3	06/3	07/3	08/3	09/3	10/3	11/3	12/3	13/3
	(¥100 million)										
Domestic (A)	6,102	6,777	7,030	7,575	8,471	8,903	6,897	4,576	5,110	6,631	7,802
Overseas (B)	5,634	7,447	9,503	11,631	14,535	17,855	15,074	8,046	14,520	16,873	13,693
Total (A+B)=C	11,735	14,224	16,533	19,207	23,006	26,757	21,971	12,622	19,630	23,504	21,495
Domestic shipment ratio (A/C) (%)	52.0	47.6	42.5	39.4	36.8	33.3	31.4	36.3	26.0	28.2	36.3

Source: Japan Construction Equipment Manufacturers Association (CEMA)

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

Demand for hydraulic excavators

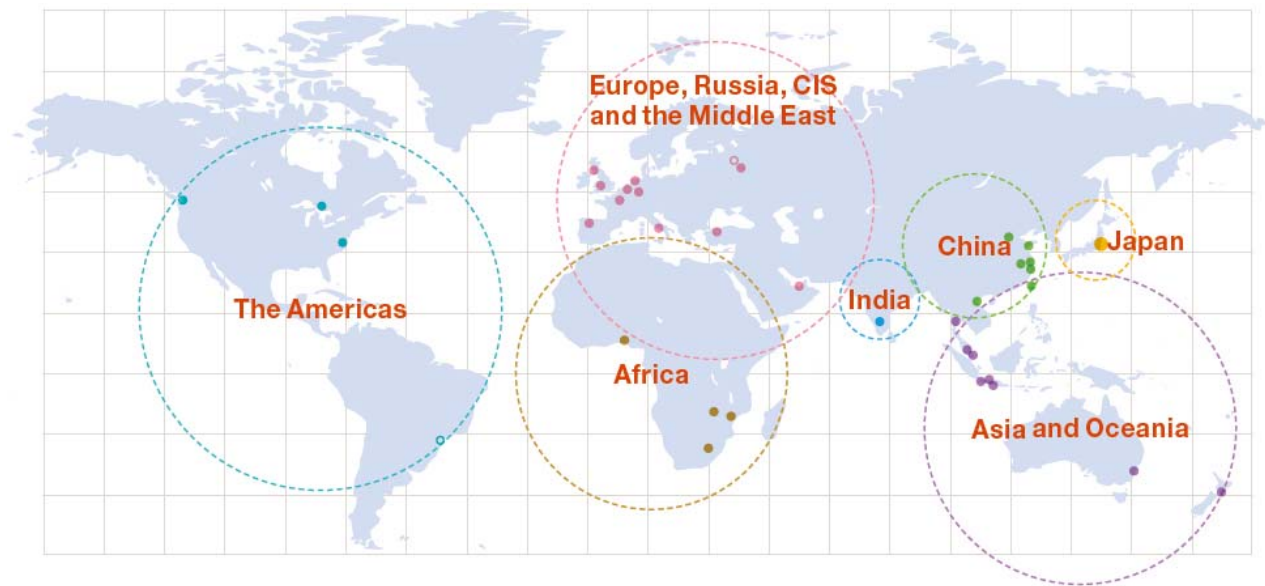
	03/3	04/3	05/3	06/3	07/3	08/3	09/3	10/3	11/3	12/3	13/3
	(Unit)										
Demand in the world (Total)	96,712	123,015	133,420	154,746	154,746	220,506	161,477	151,274	230,000	222,000	202,000
Japan	18,312	22,615	25,520	28,146	28,146	33,006	20,377	10,274	14,000	23,000	28,000
Europe	26,900	28,500	35,600	37,000	37,000	51,700	25,900	14,900	23,000	27,000	25,000
North America	14,600	18,900	26,500	31,700	31,700	23,500	16,500	9,600	13,000	18,000	24,000
China	21,200	32,400	15,900	23,600	23,600	46,800	43,700	73,000	111,000	70,000	42,000
Asia and Oceania	9,800	13,200	16,700	16,500	16,500	29,100	23,400	28,800	40,000	48,000	44,000
Other	5,900	7,400	13,200	17,800	17,800	36,400	31,600	14,700	29,000	36,000	39,000

Source: Hitachi Construction Machinery Co., Ltd.

Global Network

Major Consolidated Subsidiaries and Affiliates

*Affiliates



Japan

Manufacturing Companies

- Hitachi Construction Machinery Tierra Co., Ltd.
- Hitachi Construction Machinery Camino Co., Ltd.
- Hitachi Sumitomo Heavy Industries Construction Crane Co., Ltd.
- Niigata Material Co., Ltd.
- Tadakiko Co., Ltd.
- UniCarriers Corporation*
- Koken Boring Machine Co., Ltd.*
- KCM Corporation*
- Shintoshoku Metal Co., Ltd.

Sales, Service and Rental Companies

- Hitachi Construction Machinery Japan Co., Ltd.
- Okinawa Hitachi Construction Machinery Co., Ltd.
- Okumura Machinery Co., Ltd.*

Others

- Hitachi Kenki Logistics Technology Co., Ltd.
- Hitachi Construction Machinery Trading Co., Ltd.
- Hitachi Construction Machinery Operators Training Center Co., Ltd.
- Hitachi Construction Machinery Leasing Co., Ltd.

India

Manufacturing and Sales Companies

- Tata Hitachi Construction Machinery Company Co., Ltd.

China

Manufacturing and Sales Companies

- Hitachi Construction Machinery (China) Co., Ltd.
- Hefei Rijian Shearing Co., Ltd.
- Hefei Okubo Machinery Co., Ltd.*

Sales and Service Companies

- Hitachi Construction Machinery (Shanghai) Co., Ltd.
- Qingdao Chengri Construction Machinery Co., Ltd.
- Yungtai-Hitachi Construction Machinery Co., Ltd. *

Others

- Hitachi Construction Machinery Leasing (China) Co., Ltd.

Asia and Oceania

Manufacturing and Sales Companies

- PT. Hitachi Construction Machinery Indonesia
- PT. Shibaura Shearing Indonesia *

Sales and Service Companies

- Hitachi Construction Machinery Asia and Pacific Pte. Ltd.
- CablePrice (NZ) Limited
- PT. Hexindo Adiperkasa Tbk
- Hitachi Construction Machinery Australia Pty., Ltd.

- Hitachi Construction Machinery Thailand Co., Ltd.
- SHCM Service Co., Ltd.
- Hitachi Construction Machinery (Malaysia) Sdn. Bhd.

Other

- Hitachi Construction Machinery Leasing (Thailand) Co., Ltd.
- PT. Hitachi Construction Machinery Finance (Indonesia)
- Marubeni Equipment Finance (Oceania) Pty Ltd.*

Africa

Sales and Service Companies

- Hitachi Construction Machinery Africa Pty. Ltd.
- Hitachi Construction Machinery Southern Africa Co., Ltd.
- Hitachi Construction Machinery Zambia Co., Ltd.
- Hitachi Construction Machinery Mozambique Ltd.

Europe, Russia, CIS and the Middle East

Manufacturing and Sales Companies

- Hitachi Construction Machinery (Europe) N.V.
- Hitachi Construction Machinery Eurasia Manufacturing LLC

Sales and Service Companies

- Hitachi Construction Machinery Eurasia Sales LLC

- Hitachi Construction Machinery Sales and Service France S.A.S
- Heavy Construction Machinery Ltd.
- SCAI S.p.A.*
- Hitachi Construction Machinery Middle East Corp. FZE

The Americas

Manufacturing and Sales Companies

- Hitachi Construction Truck Manufacturing Ltd.
- Deere-Hitachi Construction Machinery Corp.*
- Deere-Hitachi Brazil S.A.*

Other

- Hitachi Construction Machinery Holding U.S.A.Corp.
- Wenco International Mining Systems Ltd.

Liaison Offices

- HCS Beijing Office
- HCM Vietnam Representative Office
- HCS Xilinhot Office
- HMEC Istanbul Office
- HCME Ghana Office
- HCME Germany Office
- HCME Iberia Office

Directors and Executive Officers As of June 24, 2013

Directors

Chairman of the Board	Michijiro Kikawa
Outside Director	Masahide Tanigaki
Outside Director	Hideto Mitamura
Outside Director	Takashi Miyoshi
Senior Vice President, Executive Officer and Director	Yukio Arima
Director	Osamu Okada
Vice President, Executive Officer and Director	Mitsuhiro Tabei
President, Chief Executive Officer and Director	Yuichi Tsujimoto
Executive Vice President, Representative Executive Officer and Director	Hiroshi Tokushige
Senior Vice President, Executive Officer and Director	Tsutomu Mizutani

Executive Officers

President, Chief Executive Officer	Yuichi Tsujimoto
Executive Vice President, Representative Executive Officer	Hiroshi Tokushige
Senior Vice President and Executive Officer	Yukio Arima
Senior Vice President and Executive Officer	Tsutomu Mizutani
Vice President and Executive Officer	Yasushi Ochiai
Vice President and Executive Officer	Mitsuhiro Tabei
Vice President and Executive Officer	Yoshikazu Tokugawa
Vice President and Executive Officer	Akihiko Hiraoka
Vice President and Executive Officer	Norio Hirota
Executive Officer	Kenji Oota
Executive Officer	Toshihiro Oono
Executive Officer	Tetsuo Katsurayama
Executive Officer	Masaki Kanahara
Executive Officer	Genroku Sugiyama
Executive Officer	Koji Sumioka
Executive Officer	Tadashi Motoi
Executive Officer	Shogo Yokoyama

Note) Executive officers are listed in the Japanese syllabic order.

Corporate Information As of March 31, 2013

Company Name	Hitachi Construction Machinery Co., Ltd.
Head Office	5-1, Koraku 2-chome Bunkyo-ku, Tokyo 112-8563, Japan
Tel.	81 (3) 3830-8065
Establishment	October 1970
Paid in Capital	¥81,576,592,620
Number of Shares Issued	215,115,038
Fiscal Year-end	March 31
Stock Exchange Listings	Tokyo, Osaka (#6305)
Number of Employees	20,440 (Consolidated Base) / 4,530 (Non-consolidated Base)
Number of Shareholders	54,377
Annual Meeting	The annual meeting of shareholders is usually held before the end of June in Tokyo.
HCM on the Internet	World Wide Web offers a wealth of corporate information including the latest annual report and financial results English http://www.hitachi-c-m.com/ Japanese http://www.hitachi-kenki.co.jp/

Major Shareholders

	Number of shares held (Thousands)	Ownership ratio (%)
Hitachi, Ltd.	108,058	50.99
The Master Trust Bank of Japan, Ltd. (trust account)	11,066	5.22
Japan Trustee Services Bank, Ltd. (trust account)	8,630	4.07
Trust & Custody Services Bank, Ltd. (securities investment trust account)	2,015	0.95
BNP Paribas Securities Co., Ltd.	1,979	0.93
Societe Generale Securities (North Pacific) Ltd.	1,874	0.88
Japan Trustee Services Bank, Ltd. (trust account 9)	1,495	0.71
Hitachi Urban Investment, Ltd.	1,295	0.61
Bank of New York GCM Client Accounts JPRD AC ISG (FE-AC)	1,158	0.55
SSBT OD05 OMNIBUS ACCOUNT – TREATY CLIENTS	1,152	0.54

*Hitachi Construction Machinery holds 3,206,607 of treasury shares, but these have been excluded from the list of major shareholders above.
*Ownership ratio is calculated without the 3,206,607 of treasury shares.

 **Hitachi Construction Machinery Co., Ltd.**

[Inquiries]

Public Relations Strategy Office

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