

Summary Retail and Demand FY2025

Total Demand FY2025

Brands	Apr	May	Jun	Jul	Aug	Grand Total
Caterpillar	201	186	144	128	138	797
Chinese	115	96	144	130	140	625
Hitachi	153	267	341	347	279	1387
Kobelco	145	150	218	149	134	796
Komatsu	501	463	379	377	310	2030
Koreans	72	76	103	109	91	451
Sany	311	455	444	415	415	2040
XCMG	132	237	473	183	0	1025
Others	48	74	61	86	98	367
Grand Total	1678	2004	2307	1924	1605	9518

Total Demand FY2025 (exclude EQP : MHX, WHX, BL)

Brands	Apr	May	Jun	Jul	Aug	Grand Total
Caterpillar	198	178	134	116	131	757
Chinese	109	82	139	121	117	568
Hitachi	140	248	317	320	255	1280
Kobelco	131	123	201	133	125	713
Komatsu	500	463	379	376	310	2028
Koreans	67	67	84	99	79	396
Sany	266	420	431	379	379	1875
XCMG	130	213	452	179	0	974
Others	48	73	54	84	89	348
Grand Total	1589	1867	2191	1807	1485	8939

Market Share FY2025

Brands	Apr	May	Jun	Jul	Aug	Grand Total
Caterpillar	11.98%	9.28%	6.24%	6.65%	8.60%	8.37%
Chinese	6.85%	4.79%	6.24%	6.76%	8.72%	6.57%
Hitachi	9.12%	13.32%	14.78%	18.04%	17.38%	14.57%
Kobelco	8.64%	7.49%	9.45%	7.74%	8.35%	8.36%
Komatsu	29.86%	23.10%	16.43%	19.59%	19.31%	21.33%
Koreans	4.29%	3.79%	4.46%	5.67%	5.67%	4.74%
Sany	18.53%	22.70%	19.25%	21.57%	25.86%	21.43%
XCMG	7.87%	11.83%	20.50%	9.51%	0.00%	10.77%
Others	2.86%	3.69%	2.64%	4.47%	6.11%	3.86%

Market Share FY2025 (exclude EQP : MHX, WHX, BL)

Brands	Apr	May	Jun	Jul	Aug	Grand Total
Caterpillar	12.46%	9.53%	6.12%	6.42%	8.82%	8.47%
Chinese	6.86%	4.39%	6.34%	6.70%	7.88%	6.35%
Hitachi	8.81%	13.28%	14.47%	17.71%	17.17%	14.32%
Kobelco	8.24%	6.59%	9.17%	7.36%	8.42%	7.98%
Komatsu	31.47%	24.80%	17.30%	20.81%	20.88%	22.69%
Koreans	4.22%	3.59%	3.83%	5.48%	5.32%	4.43%
Sany	16.74%	22.50%	19.67%	20.97%	25.52%	20.98%
XCMG	8.18%	11.41%	20.63%	9.91%	0.00%	10.90%
Others	3.02%	3.91%	2.46%	4.65%	5.99%	3.89%

Komatsu Retail by Model FY2025

Model	Machine	Apr	May	Jun	Jul	Aug	Grand Total
D155A-6R	B	9	11	8	3	9	40
D375A-6R	B	6	8	2		2	18
GD705-5	B	3	2	4	1	2	12
GD755-5	B				4		4
GD755-5R	B	2	2	1		1	6
GD825A-2	B	6	7	5	4	3	25
GD955-7R	B			1			1
HD465-7R	B	15	5				20
HD785-7	B	72	42	21	50	27	212
HM400-3R	B	9	14	8	5	14	50
PC1250-11R	B	9	8	11	5	7	40
PC2000-11R	B	6	6	4	2	3	21
PC3400-11M0	B	1	1		1		3
PC850-8R1	B	4	2		1		7
WA600-6R	B	2	1	1	1	1	6
D31EX-22	S		2	5	1	2	10
D31PX-22	S	1	5		3	10	19
D39EX-22	S		1		1		2
D39PX-22	S	4					4
D65E-12	S		1		2	2	5
D65P-12	S	8	1	7	8	4	28
D68ESS-12E0	S	3	1			1	5
D85ESS-2	S	46	60	52	47	32	237
D85ESS-2A	S	6	9	4	5	9	33
GD535-5	S	20	17	15	4	10	66
HB365LC-1	S					2	2
PC135F-10M0	S	53	69	44	55	21	242
PC200-10M0	S	71	80	98	94	76	419
PC210-10M0	S	62	50	39	37	35	223
PC300-8M2	S	28	20	7	10	14	79
PC350LC-8M2	S	26	12	16	8	5	67
PC400LC-8R	S	9	7	16	3	2	37
PC45MR-3	S	1			1		2
PC500LC-10R	S	8	4	1	4	1	18
PC70-8	S		2		8	5	15
PC71-7	S	6	3	2		2	13
WA150-6	S		4				4
WA200-6	S		3	2			5
WA380-6	S	2	1	2	1	6	12
WA480-6	S		1		1	1	3
WA500-6R	S	3	1	3	7	1	15
Grand Total		501	463	379	377	310	2030
Total without MHX, WHX, BL		500	463	379	376	310	2028

Komatsu Retail by Model Class Valid FY2025

Model Class Valid	Machine	Apr	May	Jun	Jul	Aug	Grand Total
D155	B	9	11	8	3	9	40
D375	B	6	8	2		2	18
GD705	B	5	4	5	5	3	22
GD825	B	6	7	6	4	3	26
HD465	B	15	5				20
HD785	B	72	42	21	50	27	212
HM400	B	9	14	8	5	14	50
PC1250	B	9	8	11	5	7	40
PC2000	B	6	6	4	2	3	21
PC3000	B	1	1		1		3
PC850	B	4	2		1		7
WA600	B	2	1	1	1	1	6
D31E	S		2	5	1	2	10
D31P	S	1	5		3	10	19
D39	S	4	1		1		6
D65/68	S	11	3	7	10	7	38
D85E	S	52	69	56	52	41	270
GD511	S	20	17	15	4	10	66
PC130	S	53	69	44	55	21	242
PC200	S	133	130	137	131	111	642
PC300	S	54	32	23	18	21	148
PC400	S	17	11	17	7	3	55
PC45	S	1			1		2
PC70	S	6	5	2	8	7	28
WA150	S		4				4
WA200	S		3	2			5
WA380	S	2	1	2	1	6	12
WA470	S		1		1	1	3
WA500	S	3	1	3	7	1	15
Grand Total		501	463	379	377	310	2030
Total without MHX, WHX, BL		500	463	379	376	310	2028

Komatsu Retail by Sector Code

Sector Code	Apr	May	Jun	Jul	Aug	Grand Total
AGR	83	80	69	47	67	346
CON	39	57	37	60	49	242
FOR	59	58	31	51	7	206
MNG-S	175	159	176	141	118	769
MNG-B	144	109	66	77	69	465
Grand Total	500	463	379	376	310	2028

Demand by Sector Code

Sector Code	Apr	May	Jun	Jul	Aug	Grand Total
AGR	367	387	386	405	411	1956
CON	446	627	825	671	567	3136
FOR	140	149	204	126	70	689
MNG-S	435	528	613	460	327	2363
MNG-B	201	176	163	145	110	795
Grand Total	1589	1867	2191	1807	1485	8939

Demand by Model Class Valid

Model Class Valid	Apr	May	Jun	Jul	Aug	Grand Total
830E	0	0	35	0	0	35
D155	12	19	11	8	14	64
D275	5	4	0	1	0	10
D31E	0	2	5	1	2	10
D31P	3	12	0	6	13	34
D375	9	8	2	0	2	21
D39	4	1	0	1	0	6
D65/68	33	11	17	30	20	111
D85E	79	78	70	91	51	369
GD355	0	0	0	2	0	2
GD511	34	26	32	16	22	130
GD535	1	0	1	0	0	2
GD705	8	22	20	14	18	82
GD755	1	0	0	1	0	2
GD825	10	7	8	8	7	40
HD465	26	18	6	16	0	66
HD785	89	55	27	59	27	257
HM400	9	17	20	15	24	85
PC10	0	0	1	0	0	1
PC1250	10	8	12	12	12	54
PC130	190	207	327	241	154	1119
PC200	637	903	911	817	745	4013
PC2000	6	6	11	2	4	29
PC30	1	0	0	0	0	1
PC300	157	170	275	129	101	832
PC3000	1	1	0	1	0	3
PC35	0	0	0	0	1	1
PC400	41	41	32	32	21	167
PC45	88	127	111	113	117	556
PC500	0	0	5	0	1	6
PC70	104	169	170	205	176	824
PC750	1	2	4	0	0	7
PC800	2	0	3	1	1	7
PC850	10	8	3	6	0	27
WA150	5	12	3	4	0	24
WA200	38	13	35	15	19	120
WA320	2	3	0	0	0	5
WA380	53	39	98	62	43	295
WA470	0	2	4	3	2	11
WA500	7	2	43	7	4	63
WA600	2	1	1	1	2	7
W-PC130	0	8	0	0	0	8
W-PC200	0	2	3	1	1	7
W-PC45	0	0	1	3	1	5
Grand Total	1678	2004	2307	1924	1605	9518
Total without MHX, WHX, BL	1589	1867	2191	1807	1485	8939

Komatsu Retail in Sector AGR

Model Class Valid	Apr	May	Jun	Jul	Aug	Grand Total
D31E	0	2	2	1	1	6
D31P	1	2	0	2	4	9
D65/68	2	1	4	0	2	9
D85E	2	7	7	7	9	32
GD511	11	12	8	2	7	40
PC130	7	18	14	12	18	69
PC200	54	34	32	18	21	159
PC70	6	4	1	4	4	19
WA200	0	0	1	0	0	1
WA500	0	0	0	1	1	2
Grand Total	83	80	69	47	67	346

Komatsu Retail in Sector MNG-B

Model Class Valid	Apr	May	Jun	Jul	Aug	Grand Total
D155	9	11	8	3	9	40
D375	6	8	2	0	2	18
GD705	5	4	5	5	3	22
GD825	6	7	6	4	3	26
HD465	15	5	0	0	0	20
HD785	72	42	21	50	27	212
HM400	9	14	8	5	14	50
PC1250	9	8	11	5	7	40
PC2000	6	6	4	2	3	21
PC3000	1	1	0	1	0	3
PC850	4	2	0	1	0	7
WA600	2	1	1	1	1	6
Grand Total	144	109	66	77	69	465

Komatsu Retail in Sector MNG-S

Model Class Valid	Apr	May	Jun	Jul	Aug	Grand Total
D31P	0	3	0	0	6	9
D39	4	1	0	1	0	6
D65/68	5	0	3	10	4	22
D85E	47	56	48	40	26	217
GD511	8	5	3	1	2	19
PC200	41	51	78	64	52	286
PC300	50	26	22	11	20	129
PC400	17	11	17	7	3	55
PC70	0	1	0	0	1	2
WA150	0	2	0	0	0	2
WA200	0	1	0	0	0	1
WA380	1	0	2	1	3	7
WA470	0	1	0	1	1	3
WA500	2	1	3	5	0	11
Grand Total	175	159	176	141	118	769

Komatsu Retail in Sector CON

Model Class Valid	Apr	May	Jun	Jul	Aug	Grand Total
D31E	0	0	3	0	1	4
D65/68	4	2	0	0	1	7
D85E	2	4	0	4	4	14
GD511	0	0	4	0	1	5
PC130	0	0	1	0	0	1
PC200	29	42	26	48	36	181
PC300	2	4	1	4	1	12
PC45	1	0	0	1	0	2
PC70	0	0	1	4	2	7
WA150	0	2	0	0	0	2
WA200	0	2	1	0	0	3
WA380	1	1	0	0	3	5
WA500	1	0	0	0	0	1
Grand Total	40	57	37	61	49	244

Komatsu Retail in Sector FOR

Model Class Valid	Apr	May	Jun	Jul	Aug	Grand Total
D31P	0	0	0	1	0	1
D85E	1	2	1	1	2	7
GD511	1	0	0	1	0	2
PC130	46	51	29	43	3	172
PC200	9	3	1	1	2	16
PC300	2	2	0	3	0	7
WA500	0	0	0	1	0	1
Grand Total	59	58	31	51	7	206

Demand in Sector AGR

Row Labels	Apr	May	Jun	Jul	Aug	Grand Total
D31E	0	2	2	1	1	6
D31P	2	4	0	2	7	15
D65/68	22	2	7	0	3	34
D85E	14	7	11	7	13	52
GD511	15	14	11	5	13	58
PC130	63	68	77	94	71	373
PC200	208	201	208	211	211	1039
PC300	1	3	2	0	0	6
PC35	0	0	0	0	1	1
PC400	0	1	0	0	0	1
PC45	54	53	40	66	50	263
PC500	0	0	5	0	0	5
PC70	40	72	54	77	87	330
WA150	0	3	0	2	0	5
WA200	2	3	6	4	3	18
WA380	0	6	3	1	1	11
WA470	0	1	0	0	0	1
WA500	0	0	0	1	1	2
Grand Total	421	440	426	471	462	2220

Demand in Sector CON

Row Labels	Apr	May	Jun	Jul	Aug	Grand Total
D31E	0	0	3	0	1	4
D31P	1	5	0	3	0	9
D65/68	5	8	6	20	12	51
D85E	11	8	8	13	7	47
GD355	0	0	0	2	0	2
GD511	9	5	7	8	6	35
GD535	1	0	1	0	0	2
GD705	0	0	0	0	1	1
PC10	0	0	1	0	0	1
PC130	39	28	80	62	41	250
PC200	210	394	410	352	318	1684
PC30	1	0	0	0	0	1
PC300	41	42	118	35	41	277
PC400	3	1	2	7	2	15
PC45	31	66	64	43	61	265
PC70	36	93	113	121	83	446
WA150	2	7	2	0	0	11
WA200	35	7	17	8	15	82
WA380	50	29	50	39	37	205
WA470	0	0	0	1	1	2
WA500	3	0	8	0	2	13
W-PC130	0	8	0	0	0	8
W-PC200	0	2	2	1	1	6
W-PC45	0	0	1	3	1	5
Grand Total	478	703	893	718	630	3422

Demand in Sector MNG-S

Row Labels	Apr	May	Jun	Jul	Aug	Grand Total
D31P	0	3	0	0	6	9
D39	4	1	0	1	0	6
D65/68	6	1	4	10	5	26
D85E	52	61	50	70	29	262
GD511	9	6	14	2	3	34
PC130	0	5	3	1	0	9
PC200	182	273	269	221	194	1139
PC300	113	122	150	91	58	534
PC400	38	39	30	25	18	150
PC45	3	7	5	4	6	25
PC500	0	0	0	0	1	1
PC70	18	3	1	6	5	33
WA150	3	2	1	1	0	7
WA200	1	2	7	3	1	14
WA320	2	3	0	0	0	5
WA380	3	4	45	22	5	79
WA470	0	1	4	2	1	8
WA500	4	2	35	5	1	47
W-PC200	0	0	1	0	0	1
Grand Total	438	535	619	464	333	2389

Demand in Sector FOR

Row Labels	Apr	May	Jun	Jul	Aug	Grand Total
D31P	0	0	0	1	0	1
D85E	2	2	1	1	2	8
GD511	1	1	0	1	0	3
PC130	88	106	167	84	42	487
PC200	37	35	24	33	22	151
PC300	2	3	5	3	2	15
PC400	0	0	0	0	1	1
PC45	0	1	2	0	0	3
PC70	10	1	2	1	1	15
WA150	0	0	0	1	0	1
WA200	0	1	5	0	0	6
WA500	0	0	0	1	0	1
Grand Total	140	150	206	126	70	692

Demand in Sector MNG-B

Row Labels	Apr	May	Jun	Jul	Aug	Grand Total
830E	0	0	35	0	0	35
D155	12	19	11	8	14	64
D275	5	4	0	1	0	10
D375	9	8	2	0	2	21
GD705	8	22	20	14	17	81
GD755	1	0	0	1	0	2
GD825	10	7	8	8	7	40
HD465	26	18	6	16	0	66
HD785	89	55	27	59	27	257
HM400	9	17	20	15	24	85
PC1250	10	8	12	12	12	54
PC2000	6	6	11	2	4	29
PC3000	1	1	0	1	0	3
PC750	1	2	4	0	0	7
PC800	2	0	3	1	1	7
PC850	10	8	3	6	0	27
WA600	2	1	1	1	2	7
Grand Total	201	176	163	145	110	795