



## Kobelco Cranes

- Commencing full production in India and China in fiscal 2012  
New series developed in Japan for the global market
- Demand from disaster reconstruction gaining momentum

### Fiscal 2011 Overview

In fiscal 2011, unit sales of crawler cranes increased overseas, especially in North America and Southeast Asia, and in Japan due to reconstruction after the earthquake disaster. This led to higher year-on-year sales and a return to the black for ordinary income.

As a result, segment sales in fiscal 2011 climbed 17.2% year on year to ¥48.0 billion, while ordinary income returned to the black with the reporting of ¥0.16 billion.

### Topics

#### ■ New Models Launched Overseas and in Japan

An entirely new crane series that complies with the latest air emission regulations has been released in North America as the CK-G Series, in Europe as the CKE-G Series, in other regions as the CKS Series, and in Japan as the Mastertech-G series.

During the year, the BM-G Series of crawler cranes for civil engineering and foundation work was also launched. The new models have been upgraded to meet customer needs for eco-friendliness, safety, more efficient operation, energy conservation, and other factors, and are highly rated by customers.



#### ■ New Crawler Crane Plant in India Begins Operation

Kobelco Cranes India Pvt. Ltd., a subsidiary of Kobelco Cranes Co., Ltd., commenced operations in December 2011, with the opening ceremony being held in February 2012. The new plant produces 100- to 260-ton class cranes, with targeted annual production of 100 units.

With vigorous demand expected, Kobelco Cranes is supplying customers through local production in India, a market where demand rivals that of China.



#### ■ Production Commences at Crawler Crane Plant in China

Production commenced at Chengdu Kobelco Cranes Co., Ltd., a joint venture between Kobelco Cranes Co., Ltd. and our Chinese partner. The completion ceremony for the new plant was held in March 2012. Kobelco Cranes aims to meet demand in China, the world's largest crawler crane market with products tailored to local needs. With 260-ton class crawler cranes now under production, the new plant is targeting annual production of 80 units.

