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Consolidated Financial Results (Comprehensive) For FY 2017

(April 1, 2017 through March 31, 2018)

Notes:

1) Tadano Ltd. provides this comprehensive financial results report in order to supplement the previously released quantitative report with qualitative information concerning business results for the period under review. Unless otherwise stated, no amendments have been made to the quantitative information herein.

2) Forward-looking statements contained in this report are based on information available as of the date this report was prepared. A variety of factors may cause actual results to differ from projections.

May 11, 2018

Tadano Ltd.

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Corporate Profile

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[Corporate name] Tadano Ltd. (established August 24, 1948); founder: Masuo Tadano
Developed Japan's first hydraulic Truck Crane in 1955

[Representative] Koichi Tadano, President and C.E.O., Representative Director

[Head office] Ko-34 Shinden-cho, Takamatsu, Kagawa, Japan

[Major lines of business] Production and distribution of Mobile Cranes, Truck Loader Cranes, and Aerial Work Platforms

[Sites] Tokyo Office [Sumida-ku], Takamatsu Plant [Takamatsu], Shido Plant [Sanuki], Tadotsu Plant [Tadotsu], Chiba Plant [Chiba]

[Other facilities] Japan: 10 branch offices, 23 sales offices;
Outside Japan: Beijing Office [China], Middle East Office [UAE]

[Paid-in capital] ¥13,021 million **[Stock shares]** Shares issued: 129 million
Number of shareholders: 7,559 (as of March 31, 2018)

[Net sales] ¥173,703 million (FY 2017)

[Number of employees] Consolidated: 3,311; non-consolidated: 1,428 (as of March 31, 2018)

[Subsidiaries]

13 subsidiaries in Japan:
Tadano IMES Ltd.
Tadano ILEC Ltd.
Tadano S-TEC Ltd.
Tadano Engineering K.K.
Tadano Techno East Co., Ltd.
Tadano Techno West Co., Ltd.
Taihei Kiko K.K.
Nittsu Juki Service K.K.
Tadano Kyoshu Center K.K.
Tadano Butsuryu K.K.
Tadano Systems Inc.
Tadano Business Support K.K.
Toda Kiko Shokai K.K.

20 subsidiaries and two affiliates outside Japan:
Tadano Faun GmbH, Tadano Faun Stahlbau GmbH [Germany]
Tadano UK Ltd [U.K.]
Tadano France SAS [France]
Tadano Nederland B.V.[Netherlands]
(Acquired in January 2018, and included in consolidated financial statements from FY2018)
Tadano Belgium B.V.B.A.[Belgium]
(Acquired in January 2018, and included in consolidated financial statements from FY2018)
Tadano America Holdings, Inc., Tadano America Corp., Tadano Mantis Corp., [U.S.A.]
Tadano Panama S.A. [Panama]
Tadano Chile SpA[Chile]
Tadano Brasil Equipamentos de Elevacao Ltda. [Brazil]
Tadano (Beijing) Ltd. [China]
Tadano Korea Co., Ltd. [South Korea]
Tadano (Thailand) Co., Ltd., Tadano Italthai Co., Ltd. [Thailand]
Tadano Asia Pte. Ltd. [Singapore]
Tadano India Pvt. Ltd. [India]
Tadano Oceania Pty Ltd, AML Equipment Pty Ltd [Australia]

BQ-Tadano (Beijing) Crane Co., Ltd. [China]
Taiwan Tadano Ltd. [Taiwan]

Key Points of FY 2017 Financial Results

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(Unit: millions of yen)

	FY2016		FY2017		Percent change
	Amount	Percentage	Amount	Percentage	
Net sales	179,676	100.0%	173,703	100.0%	-3.3%
Operating income	18,484	10.3%	15,511	8.9%	-16.1%
Ordinary income	18,490	10.3%	14,907	8.6%	-19.4%
Net income attributable to Tadano Ltd.	11,881	6.6%	9,391	5.4%	-21.0%

	FY2016	FY2017
Capital investment	¥6,030 million	¥2,838 million
Depreciation	¥3,113 million	¥2,864 million
Exchange rate (USD)	¥108.84	¥112.19
Exchange rate (EUR)	¥120.33	¥126.67

* Figures for capital investments include leased assets.

* The exchange rates given above are average rates for the period from January to December. (Subsidiaries outside Japan undertake their settlement of accounts in December.)

[FY2017 management policies]

(i) Pursue the Tadano Group's Core Values (Safety, Quality, Efficiency)
(ii) Engage in first-year activities of the Mid-Term Management Plan (17-19)
(iii) Focus on the Tadano Red Arrow, and engaging in Tadano Yellow Arrow activities
(iv) Prepare for and respond to Tadano Blue Arrow changes and escalating competition

◆ **Revenues and profits declined for these two years**
- Decline in demand for Mobile Cranes

◆ **Sales inside Japan decreased, and sales outside Japan decreased a little.**

⇒Net sales in Japan: ¥102.2 billion → ¥97.5 billion (-4.6%)
Decrease in Mobile Cranes, remain unchanged in Truck Loader Cranes, increase in Aerial Work Platforms.

⇒Net sales outside Japan: ¥77.4 billion → ¥76.1 billion (-1.6%)
Focusing on improving our long-term transaction with customer in a climate of declining demand of Rough Terrain Cranes which is our main product.

◆ **Outside Japan sales ratio : 43.1% → 43.8%**

◆ **Income decreased**

Operating income: ¥18.4 billion → ¥15.5 billion
Ordinary income: ¥18.4 billion → ¥14.9 billion
Net income: ¥11.8 billion → ¥9.3 billion

Income Statement (vs. Previous Year)

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(Unit: millions of yen)

	FY2016		FY2017		Increase/ Decrease
	Amount	Percentage	Amount	Percentage	
Net Sales	179,676	100.0%	173,703	100.0%	-5,973
Cost of Sales	129,682	72.2%	126,366	72.7%	-3,316
Gross proft on installment sales	54	0.0%	-6	-0.0%	-61
Gross profit	50,048	27.9%	47,330	27.2%	-2,718
Selling, general, and administrative expenses	31,564	17.6%	31,818	18.3%	253
Operating income	18,484	10.3%	15,511	8.9%	-2,972
Non-operating income and loss	6	0.0%	-604	-0.3%	-610
Ordinary income	18,490	10.3%	14,907	8.6%	-3,582
Extraordinary income and loss	-1,147	-0.6%	-231	-0.1%	916
Income before income taxes	17,342	9.7%	14,676	8.4%	-2,665
Corporate taxes	5,401	3.0%	5,243	3.0%	-158
Net income attributable to noncontrolling interests	58	0.0%	41	0.0%	-17
Net income attributable to Tadano Ltd.	11,881	6.6%	9,391	5.4%	-2,490

[Key changes]

◆ **COGS ratio: 72.2% → 72.7%**
- Despite the efforts to maintain appropriate sales prices and cost reductions, the COGS ratio went up by 0.5% from the previous fiscal year, because of COGS increasing and changes in the composition of sold cranes.

◆ **Selling, general, and administrative expenses: ¥253 million increase**
- Variable costs: - ¥467 million
- Personnel costs: + ¥559 million
- Other expenses: + ¥161 million

◆ **Non-operating income and loss:**
- Non-operating income: ¥758 million→ ¥497 million
- Non-operating loss: ¥752 million→ ¥1,102 million

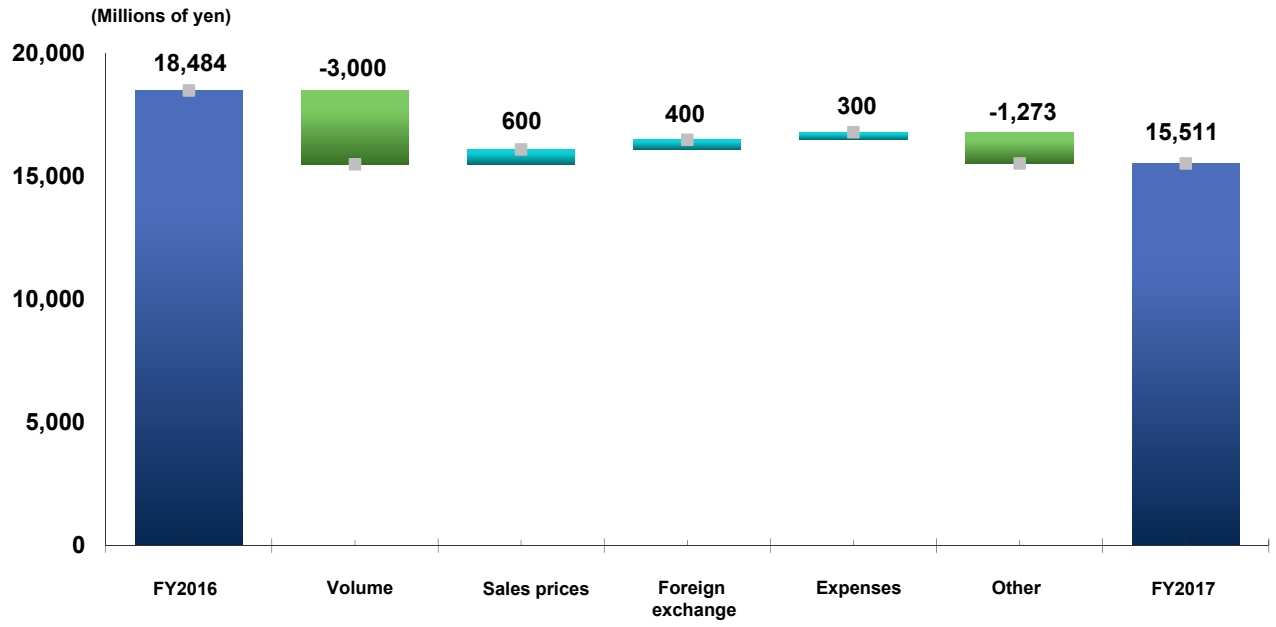
◆ **Extraordinary income and loss:**
- Extraordinary income: ¥150 million→ ¥36 million
- Extraordinary loss: ¥1,298 million→ ¥268 million*

*Including ¥226 million of extraordinary loss concerning Chinese affiliated company.

Income Statement
(Major Factors Leading to Change in Operating Income)

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Operating income fell ¥2.9 billion due to lower sales.



Balance Sheet (vs. End of Previous Fiscal Year)

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(Unit: millions of yen)

	FY2016		FY2017		Increase/ Decrease
	Amount	Percentage	Amount	Percentage	
Cash deposit	68,745	29.9%	86,854	35.4%	18,108
Accounts receivable	48,717	21.2%	45,501	18.5%	-3,216
Inventories	54,877	23.9%	54,552	22.2%	-325
Other current assets	5,624	2.4%	4,701	1.9%	-922
Total current assets	**177,965**	**77.4%**	**191,609**	**78.0%**	**13,644**
Tangible fixed assets	41,183	18.0%	41,747	17.0%	563
Intangible fixed assets	1,181	0.5%	1,187	0.5%	5
Investment and other assets	9,469	4.1%	11,021	4.5%	1,551
Total fixed assets	**51,834**	**22.6%**	**53,955**	**22.0%**	**2,121**
Total assets	**229,799**	**100.0%**	**245,565**	**100.0%**	**15,765**
Accounts payable	26,080	11.3%	36,727	15.0%	10,646
Interest-bearing debt	37,235	16.3%	33,750	13.7%	-3,484
Other liabilities	23,934	10.4%	25,042	10.2%	1,108
Total liabilities	**87,250**	**38.0%**	**95,521**	**38.9%**	**8,270**
Total equity	**142,549**	**62.0%**	**150,044**	**61.1%**	**7,494**
Total liabilities and equity	**229,799**	**100.0%**	**245,565**	**100.0%**	**15,765**

[Key changes]

◆ **Accounts receivable decreased:**
¥48.7 billion → ¥45.5 billion
⇒ The receivable turnover period ameliorated.
(FY2016: 99.0days, FY2017: 95.6days)

◆ **Inventories decreased:**
¥54.8 billion → ¥54.5 billion
(The ¥54.5 billion includes ¥18.6 billion in TFG.)
⇒ The inventory turnover period deteriorated.
(FY2016: 111.5days, FY2017: 114.6days)

◆ **Interest-bearing debt decreased:**
¥37.2 billion → ¥33.7 billion
⇒ Short-term: increased by ¥3.1 billion
Long-term: decreased by ¥6.6 billion

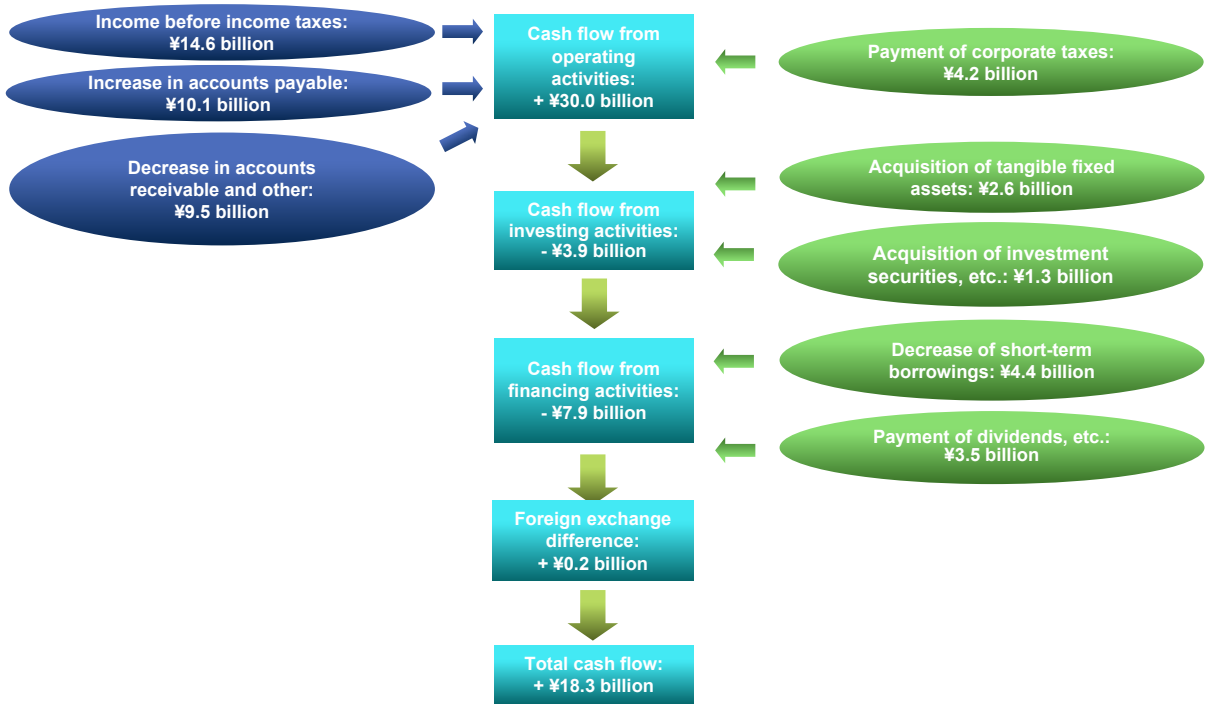
◆ **ROA (Calculated based on operating income)**
7.9% → 6.5%

◆ **ROE** **8.6% → 6.4%**

Overview of Cash Flow

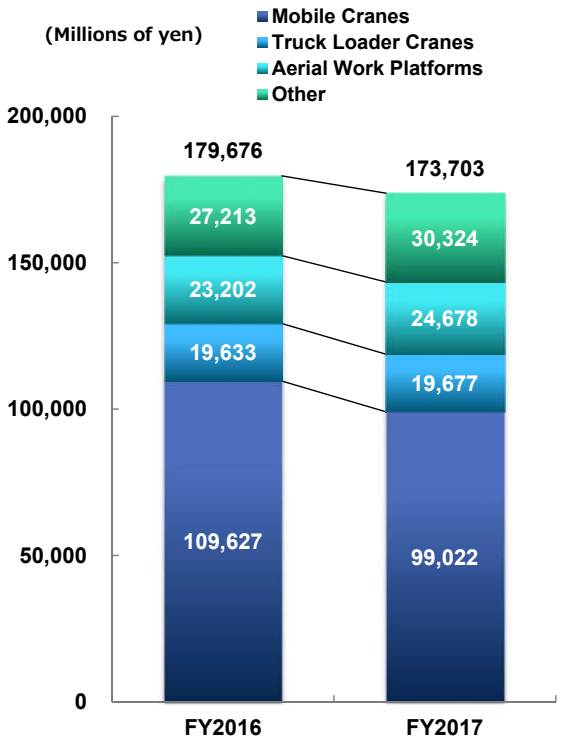
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Total cash flow increased ¥18.3 billion due to cash flow from operating activities.



Net Sales by Product

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(Unit: millions of yen)

	FY2016		FY2017		Increase / Decrease	
	Amount	Percentage	Amount	Percentage	Amount	Percentage
Mobile Cranes	109,627	61.0%	99,022	57.0%	-10,605	-9.7%
Truck Loader Cranes	19,633	10.9%	19,677	11.3%	44	0.2%
Aerial Work Platforms	23,202	12.9%	24,678	14.2%	1,475	6.4%
Other	27,213	15.2%	30,324	17.5%	3,111	11.4%
Total	179,676	100%	173,703	100%	-5,973	-3.3%

◆Outside Japan sales ratio 43.1% → 43.8%

Breakdown of Mobile Crane sales Inside and Outside Japan

Japan	45,017	38,179	-6,838	-15.2%
Outside Japan	64,609	60,843	-3,765	-5.8%

Sales Trends by Market outside Japan

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Sales declined 1.6% compared to the previous fiscal year. Sales grew 15.7% in North America, but fell 18.6% in Europe, 11.7% in Asia and 6.5% in Middle East.



The GR-1600XL, one of the world's largest-capacity Rough Terrain Cranes (Released in August 2013)

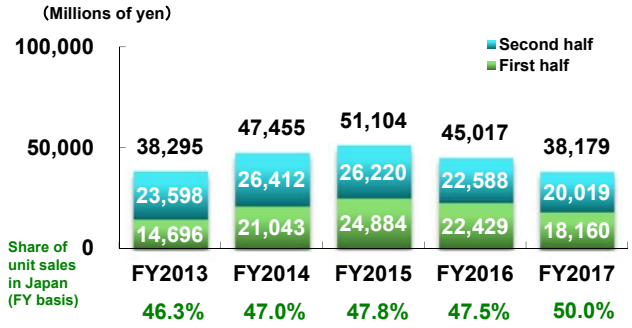
	FY 00	FY 01	FY 02	FY 03	FY 04	FY 05	FY 06	FY 07	FY 08	FY 09	FY 10	FY 11	FY 12	FY 13	FY 14	FY 15	FY 16	FY 17
Europe	11,435	9,754	10,893	11,978	12,000	16,292	19,170	25,566	29,630	19,196	12,739	11,643	12,510	16,844	20,211	22,844	20,701	16,849
North America	2,671	2,739	2,755	3,402	4,547	9,798	12,324	18,342	20,145	15,301	6,616	13,938	20,406	27,782	36,836	39,127	25,438	29,428
Caribbean, Central and South America	948	586	287	457	866	1,721	2,420	2,542	2,722	887	1,691	3,012	2,201	2,449	3,475	826	1,513	1,014
Asia	4,225	4,368	5,362	5,185	4,888	4,749	7,861	12,069	10,954	9,680	6,603	9,190	10,982	16,923	16,383	17,083	13,694	12,089
Middle East	2,142	3,098	3,602	5,663	7,347	8,507	11,708	13,878	15,836	5,948	6,686	7,432	10,090	18,167	17,052	17,680	10,375	9,699
Other	956	1,524	2,066	3,696	4,634	5,790	7,409	9,158	10,063	5,177	3,939	7,654	9,970	13,320	9,576	6,881	5,683	7,069
Total	22,379	22,072	24,968	30,384	34,285	46,859	60,894	81,557	89,354	56,191	38,277	52,872	66,160	95,487	103,535	104,444	77,406	76,152
Outside Japan Sales Ratio	23.8%	25.0%	30.1%	31.4%	33.7%	38.8%	42.1%	46.8%	54.9%	53.9%	42.6%	46.3%	49.1%	52.5%	50.7%	49.9%	43.1%	43.8%
Exchange rate (USD)	107.83	121.54	125.35	115.99	108.24	110.21	116.38	117.84	103.46	93.57	87.81	79.84	79.82	97.65	105.85	121.05	108.84	112.19
Exchange rate (EUR)	99.63	108.8	118.41	131.03	134.47	136.92	146.14	161.24	152.44	130.2	116.39	111.12	102.63	129.68	140.42	134.31	120.33	126.67

Notes
- Other markets comprise Oceania, Africa, and the CIS.
- The exchange rates indicated above are average rates over each period. (Since the fiscal year of subsidiaries outside Japan ends in December, full-year rates are averages for January–December.)
- Euro figures for FY2001 and earlier have been converted from Deutsche Mark.

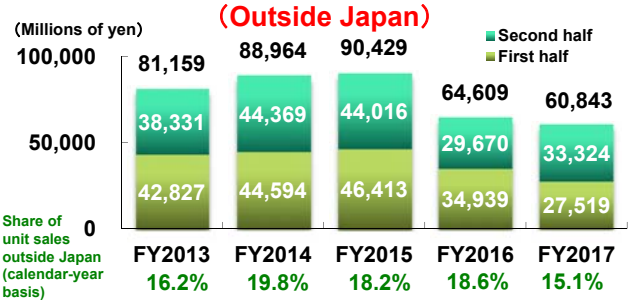
Mobile Cranes

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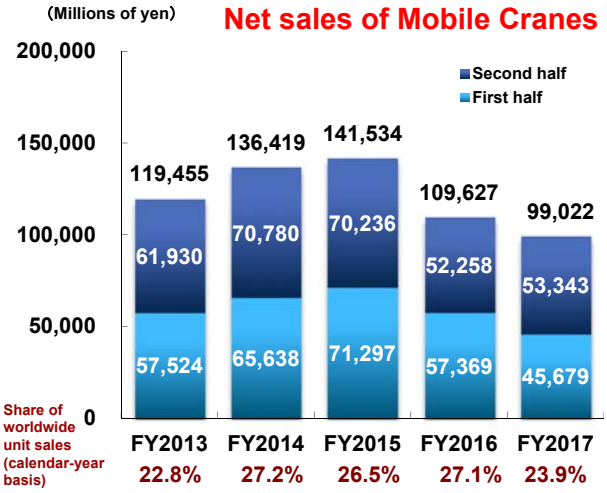
Net sales of mobile Cranes (Japan)



Net sales of Mobile Cranes (Outside Japan)



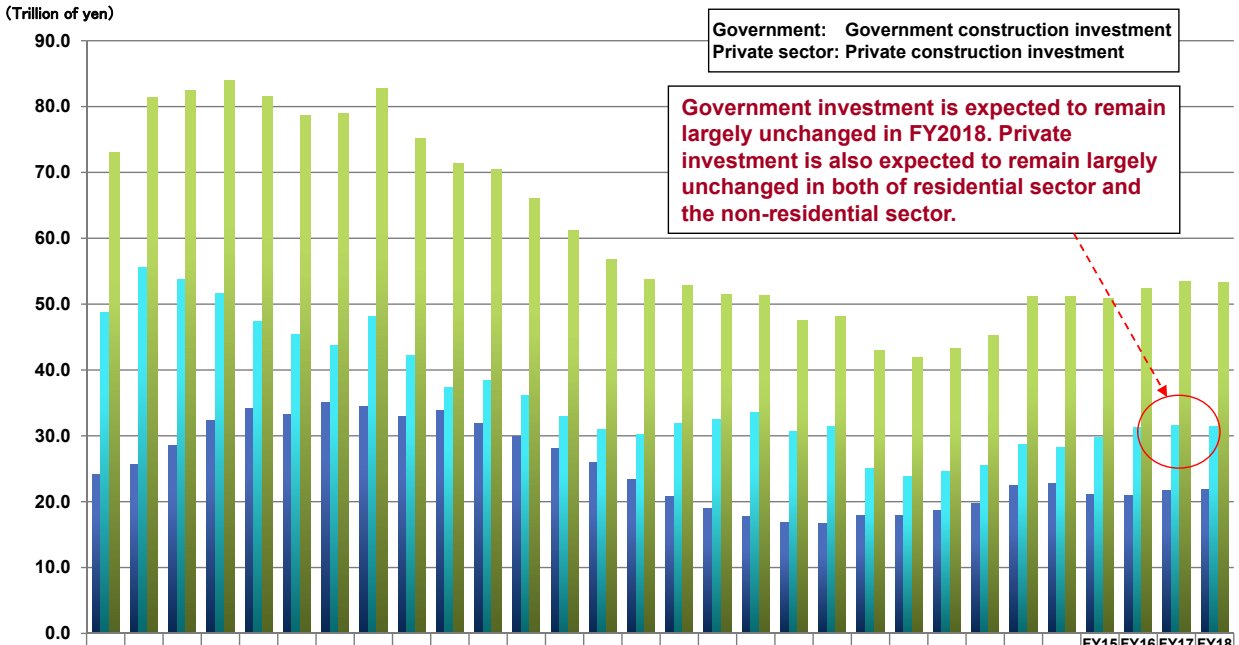
Net sales of Mobile Cranes



We changed the standard for our demand statistics data this year. Consequently, the share of unit sales outside Japan and the share of worldwide unit sales after FY2013 has changed based on the new standard. Please refer to page 15 for more information.

Trends and Forecast of Construction Investment in Japan

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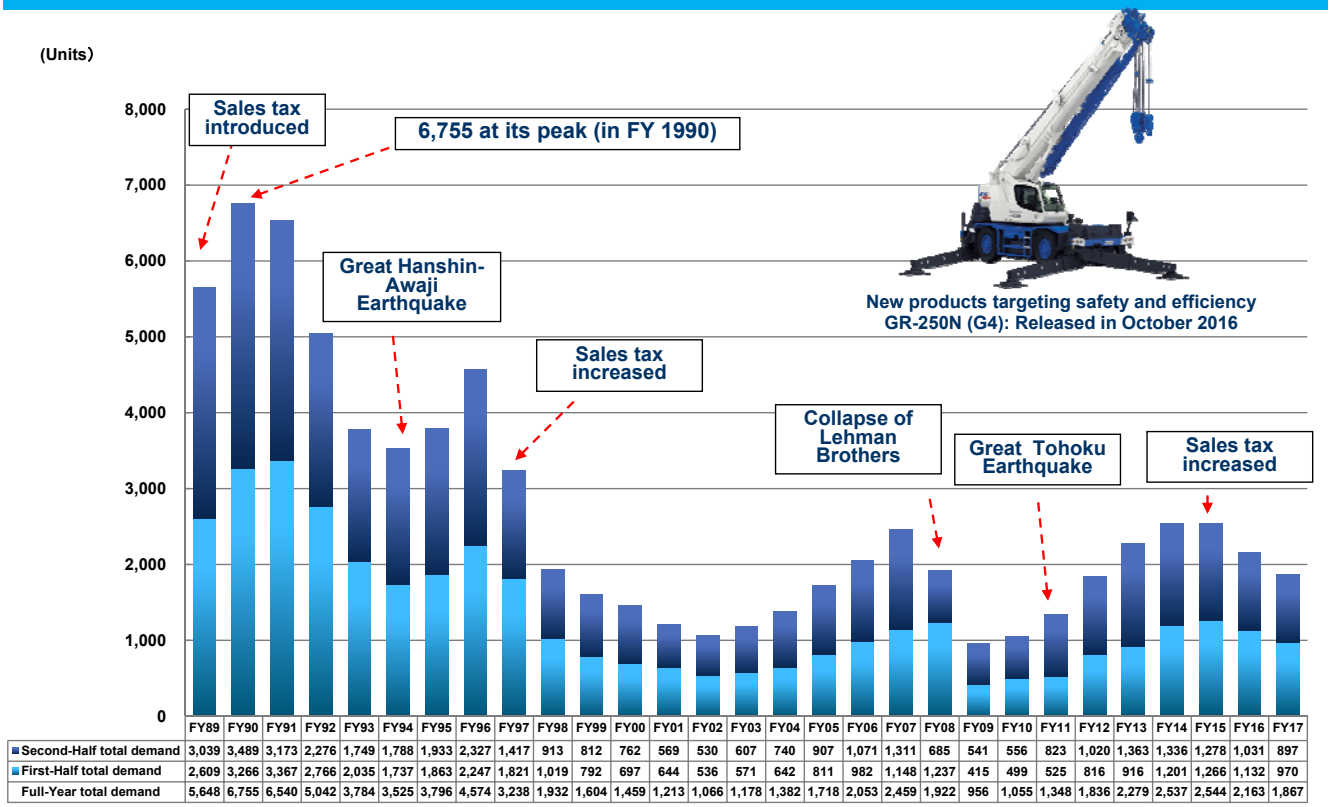


	FY89	FY90	FY91	FY92	FY93	FY94	FY95	FY96	FY97	FY98	FY99	FY00	FY01	FY02	FY03	FY04	FY05	FY06	FY07	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15 est.	FY16 est.	FY17 for.	FY18 for.
Government	24.2	25.7	28.6	32.3	34.2	33.2	35.1	34.5	32.9	33.9	31.9	29.9	28.1	25.9	23.4	20.8	18.9	17.7	16.9	16.7	17.9	17.9	18.6	19.7	22.5	22.8	21.1	21.0	21.7	21.8
Private sector	48.8	55.6	53.7	51.6	47.4	45.4	43.8	48.2	42.2	37.3	38.4	36.2	33.0	30.9	30.2	31.9	32.5	33.5	30.7	31.4	25.0	23.9	24.6	25.5	28.7	28.2	29.7	31.3	31.6	31.5
Total	73.1	81.4	82.4	83.9	81.6	78.7	79.0	82.8	75.1	71.3	70.4	66.1	61.2	56.8	53.7	52.8	51.5	51.3	47.6	48.1	42.9	41.9	43.2	45.2	51.2	51.1	50.8	52.4	53.4	53.3

Notes All figures shown are nominal construction investment figures.
Forecasts are from the Research Institute of Construction and Economy's "Forecast of Construction Investment" (released on January 26, 2018)

Trends in Demand for Mobile Cranes in Japan

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New products targeting safety and efficiency
GR-250N (G4): Released in October 2016

	FY89	FY90	FY91	FY92	FY93	FY94	FY95	FY96	FY97	FY98	FY99	FY00	FY01	FY02	FY03	FY04	FY05	FY06	FY07	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17
Second-Half total demand	3,039	3,489	3,173	2,276	1,749	1,788	1,933	2,327	1,417	913	812	762	569	530	607	740	907	1,071	1,311	685	541	556	823	1,020	1,363	1,336	1,278	1,031	897
First-Half total demand	2,609	3,266	3,367	2,766	2,035	1,737	1,863	2,247	1,821	1,019	792	697	644	536	571	642	811	982	1,148	1,237	415	499	525	816	916	1,201	1,266	1,132	970
Full-Year total demand	5,648	6,755	6,540	5,042	3,784	3,525	3,796	4,574	3,238	1,932	1,604	1,459	1,213	1,066	1,178	1,382	1,718	2,053	2,459	1,922	956	1,055	1,348	1,836	2,279	2,537	2,544	2,163	1,867

Based on Tadano research.

Mobile Cranes

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Market share in Japan: 47.5% → 50.0%

Demand for hydraulic Mobile Cranes in Japan was 1,867 units (for FY2017 based on Tadano research), down 13.7% from the previous fiscal year.

→ **Focusing on sales growth in a climate of declining demand.**

Changes in the composition of sold cranes resulted in decreasing the percentage share of tonnage in Japan from 46.3% to 42.2%.

Net sales in Japan were ¥38,179 million (84.8% of the previous fiscal year).

[Rough Terrain Cranes]

- Main models in the Japanese Mobile Cranes business; account for 93% of demand in Japan (55% of North American demand)
- Cranes suited to urban use; essential to construction in urban areas
- With compact bodies, these cranes perform well even in narrow areas (both front and rear axles can be steered)
- Able to operate the carrier and the crane from the same driver's seat
- Japanese market: 6 models with 13 to 70 ton lifting capacity
- Outside Japan markets: 8 models with 13 to 145 ton lifting capacity (Tadano produces models for both in and outside Japan)
- All model have Hello-Net Telematics
- In Japan, these cranes travel on public roads; In North America, they are transported on trailers

GR-700N(G4)



Launched in October 2016

[All Terrain Cranes]

- Large cranes for urban development, elevated driveways, and bridge construction in Japan, account for 6% of demand in Japan (87% of European demand)
- Outstanding long-distance mobility in addition to maneuverability (with steering feature)

ATF100G



Launched in April 2014 in Japan

- Japanese market: 6 models with 100 to 550 ton lifting capacity (produced by Tadano Faun GmbH in Germany and Tadano Ltd. in Japan)
- Outside Japan markets: 10 models with 40 to 400 ton lifting capacity (produced by Tadano Faun GmbH in Germany)
- 10 models out of 16 have Hello-Net Telematics.
- Disassembly required for transport on public roads in Japan. No disassembly required for transport in Europe

Mobile Cranes

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[Truck Cranes]

- Cranes are mounted on truck chassis for superior roadability; primarily for markets outside of Japan, with demand in Japan accounting for a few units
- Outstanding long-distance mobility
- Japanese market: 3 models with 13 to 35 ton lifting capacity (produced by Tadano Ltd. in Japan)
- Outside Japan markets: 6 models with 35 to 70 ton lifting capacity (produced by Tadano Ltd. in Japan, Tadano Faun GmbH in Germany)
- 7 models out of 9 have Hello-Net Telematics.

GT-600EL



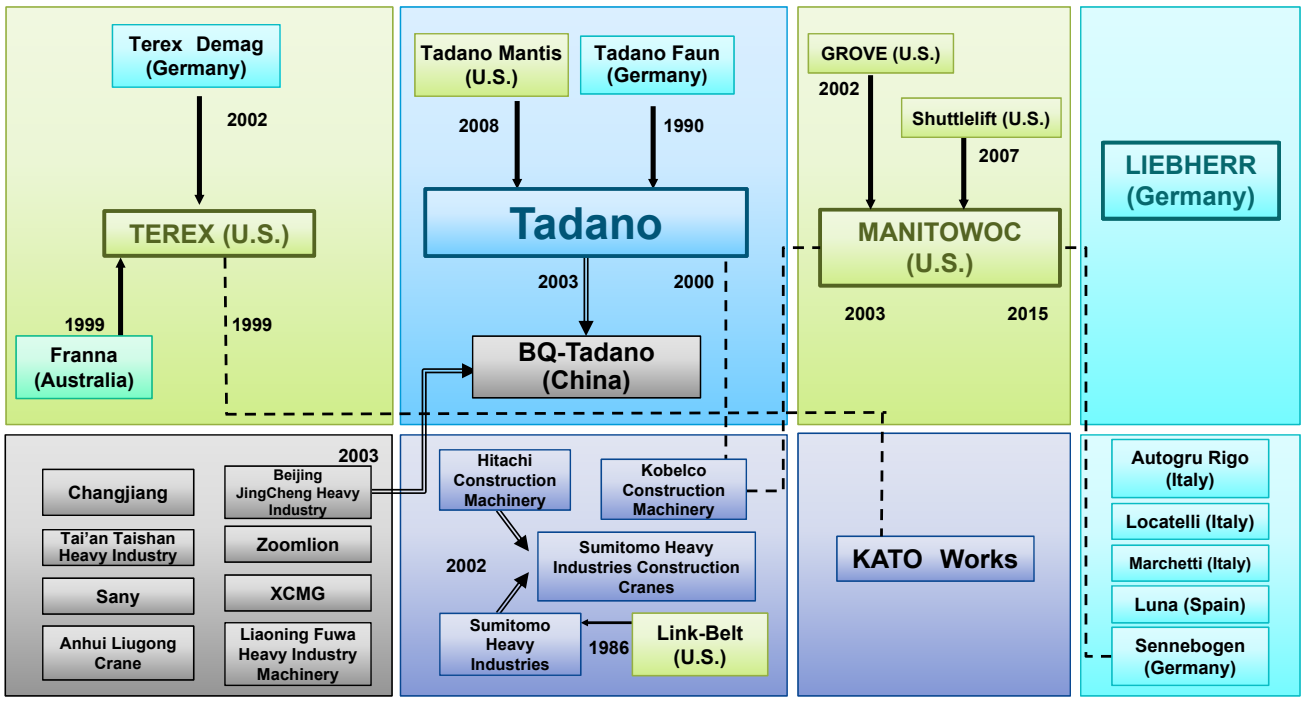
[Points shared with Mobile Cranes]

- Regulators: Ministry of Land, Infrastructure, Transport and Tourism (vehicle regulations) and Ministry of Health, Labour and Welfare (crane regulations)
  The strengthening of engine emissions and noise regulations and enhanced enforcement of traffic regulations (disassembly for transport of large models such as all-terrain cranes)
- Buyers in Japan: Crane rental industry (primary and secondary subcontractors to general contractors, Who dispatch cranes to construction sites along with licensed crane operators)
- Engine emissions regulations on construction under the direct jurisdiction of the Ministry of Land, Infrastructure, Transport and Tourism:
  The use of cranes compliant with level 2 standard values is required from April 2012.
  → The enforcement of regulations has been postponed in light of Great Tohoku Earthquake recovery construction
- Level 4 emissions regulations for RCs in Japanese market
  Motor output 130 kW or higher: starting September, 2016 Less than 130 kW: starting September, 2017
- Emissions regulations for RCs in North American markets: Tier 4: started January 2014 (Future regulations yet to be determined)
- Emissions regulations for ACs in European markets: Euromot V: starting January 2019

Structure of the World Crane Industry

(Manufacturers of Hydraulic Cranes and Crawler Cranes)

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Prepared by Tadano based on materials from the Japan Construction Equipment Manufacturers Association.

Acquisition (numerals indicate fiscal year of acquisition)

Partnership (numerals indicate fiscal year of partnership)

Investment/joint venture

Impact of Changing the Standard for our Demand Data

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We changed the standard for our demand data in this year's consolidated financial results.

1) Change Existing standard: Does not include Chinese construction cranes produced for export.
New standard: Includes Chinese construction cranes produced for export.

2) Reasons for this change

- We gathered the statistic data of the three main Chinese manufacturers.
- Presence of Chinese manufacturers in the strategic market, which is measured in units, has grown for the last few years.

3) Impact of this change

- The table below shows the differences in demand and our shares which appeared mainly in the strategic markets and the truck crane sector (TC) after adopting the new standard.

Total demand: Number of Chinese construction cranes for export that increased after adopting the new standard.
Shares: Our shares that changed after adopting the new standard.

■Area

	FY2010		FY2011		FY2012		FY2013		FY2014		FY2015		FY2016		FY2017	
	Demand	Share	Demand	Share	Demand	Share	Demand	Share	Demand	Share	Demand	Share	Demand	Share	Demand	Share
Europe	31	−0.4P	2	0.0P	11	−0.1P	3	0.0P	0	0.0P	0	0.0P	0	0.0P	0	0.0P
North America	0	0.0P	18	−0.2P	29	−0.2P	30	−0.2P	34	−0.4P	3	−0.1P	0	0.0P	0	0.0P
Caribbean, Central and South America	20	−0.2P	101	−1.1P	221	−1.4P	305	−2.2P	65	−1.0P	130	−3.5P	153	−7.7P	122	−6.9P
Asia	80	−5.6P	101	−7.7P	105	−6.6P	362	−18.2P	339	−11.7P	648	−23.7P	462	−24.9P	393	−15.9P
Middle East	38	−2.0P	180	−8.1P	158	−3.5P	409	−13.4P	390	−13.0P	798	−17.7P	462	−20.0P	603	−24.3P
Other	111	−1.9P	116	−2.5P	96	−1.4P	368	−5.6P	438	−11.9P	368	−8.4P	263	−10.0P	454	−11.3P
Subtotal (total outside Japan)	**280**	−1.0P	**518**	−1.6P	**620**	−1.4P	**1,477**	−4.0P	**1,266**	−4.5P	**1,947**	−7.3P	**1,340**	−6.2P	**1,572**	−6.3P
Japan	0	0.0P	0	0.0P	0	0.0P	0	0.0P	0	0.0P	0	0.0P	0	0.0P	0	0.0P
Total	**280**	−1.2P	**518**	−1.8P	**620**	−1.6P	**1,477**	−4.1P	**1,266**	−4.2P	**1,947**	−6.9P	**1,340**	−5.8P	**1,572**	−6.6P

■Products

AC	0	0.0P	5	0.0P	11	0.0P	22	−0.1P	6	0.0P	14	−0.1P	7	0.0P	14	−0.1P
RC	7	−0.1P	71	−0.6P	128	−0.7P	135	−0.9P	152	−1.2P	158	−1.5P	93	−1.1P	186	−2.5P
TC	273	−11.6P	442	−5.9P	481	−6.9P	1,320	−10.4P	1,108	−10.9P	1,775	−20.8P	1,240	−25.1P	1,372	−12.5P
Total	**280**	−1.2P	**518**	−1.8P	**620**	−1.6P	**1,477**	−4.1P	**1,266**	−4.2P	**1,947**	−6.9P	**1,340**	−5.8P	**1,572**	−6.6P

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Trends in Global Demand for Mobile Cranes (Calendar-year Basis)

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[Existing standard]

(Units)

Note: Colored lines indicate trends in annual demand as a percentage of the trough base year having the lowest demand in each market (assigned the value 1)
(In North America and Europe the bottom year was 2010, and in Japan it was 2009.) Peak year ○ Bottom year △



A crane that has the largest lifting capacity among our two-axis rough terrain cranes.
GR-1200XL : launched August 2017 (for outside Japan)

World demand collapsed by 59% over the two-year period following the economic shock spurred by the collapse of Lehman Brothers. Since peaking in 2012, demand outside Japan has trended downward.

	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Europe	1,272	1,502	1,702	2,110	2,268	2,392	2,290	2,031	1,995	1,941	2,053	2,116	2,485	3,002	1,997	1,067	1,155	1,146	1,080	1,231	1,397	1,479	1,294
North America	1,372	1,777	1,998	2,614	2,472	2,281	1,490	1,175	954	1,101	1,614	2,398	2,988	3,577	1,428	905	1,621	2,316	2,355	1,930	1,453	1,014	1,136
Other	868	1,026	1,379	895	554	559	812	757	896	1,073	1,270	1,618	2,273	2,834	1,827	1,796	2,125	2,718	2,595	2,458	2,036	1,509	1,321
Demand outside Japan	3,512	4,305	5,079	5,619	5,294	5,232	4,592	3,963	3,845	4,115	4,937	6,132	7,746	9,413	5,252	3,768	4,901	6,180	6,030	5,619	4,886	4,002	3,751
Japan	3,711	4,384	3,821	2,151	1,667	1,493	1,378	1,085	1,154	1,350	1,614	1,961	2,345	2,317	901	1,072	1,148	1,677	2,096	2,566	2,585	2,306	1,964
Total demand	7,223	8,689	8,900	7,770	6,961	6,725	5,970	5,048	4,999	5,465	6,551	8,093	10,091	11,730	6,153	4,840	6,049	7,857	8,126	8,185	7,471	6,308	5,715

1. The above figures are Tadano estimates.
2. Mobile Cranes produced in China and Russia are excluded.
   Demand trends in Chinese Market for Mobile Cranes produced in China are as follows:
   2010: 35,000 units, 2011: 35,000 units, 2012: 22,000 units, 2013: 17,000 units, 2014: 14,000 units, 2015: 9,000 units, 2016: 9,000 units, 2017: 20,000 units.

Trends in Global Demand for Mobile Cranes (Calendar-year Basis)

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[New standard]

(Units)

Note: Colored lines indicate trends in annual demand as a percentage of the trough base year having the lowest demand in each market (assigned the value 1)
(In North America and Europe the bottom year was 2010, and in Japan it was 2009.) Peak year ○ Bottom year △



A crane that has the largest lifting capacity among our two-axis rough terrain cranes.
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Europe	1,272	1,502	1,702	2,110	2,268	2,392	2,290	2,031	1,995	1,941	2,053	2,116	2,485	3,002	1,997	1,098	1,157	1,157	1,083	1,231	1,397	1,479	1,294
North America	1,372	1,777	1,998	2,614	2,472	2,281	1,490	1,175	954	1,101	1,614	2,398	2,988	3,577	1,428	905	1,639	2,345	2,385	1,964	1,456	1,014	1,136
Other	868	1,026	1,379	895	554	559	812	757	896	1,073	1,270	1,618	2,273	2,834	1,827	2,045	2,623	3,298	4,039	3,690	3,980	2,849	2,893
Demand outside Japan	3,512	4,305	5,079	5,619	5,294	5,232	4,592	3,963	3,845	4,115	4,937	6,132	7,746	9,413	5,252	4,048	5,419	6,800	7,507	6,885	6,833	5,342	5,323
Japan	3,711	4,384	3,821	2,151	1,667	1,493	1,378	1,085	1,154	1,350	1,614	1,961	2,345	2,317	901	1,072	1,148	1,677	2,096	2,566	2,585	2,306	1,964
Total demand	7,223	8,689	8,900	7,770	6,961	6,725	5,970	5,048	4,999	5,465	6,551	8,093	10,091	11,730	6,153	5,120	6,567	8,477	9,603	9,451	9,418	7,648	7,287

1. The above figures are Tadano estimates.
2. Mobile Cranes produced in Russia are excluded.
3. Starting from 2010 the graph includes Chinese construction cranes produced for export.
   Mobile cranes produced in China for Chinese market are excluded.
   Demand trends in Chinese Market for Mobile Cranes produced in China are as follows:
   2010: 35,000 units, 2011: 35,000 units, 2012: 22,000 units, 2013: 17,000 units, 2014: 14,000 units, 2015: 9,000 units, 2016: 9,000 units, 2017: 20,000 units.

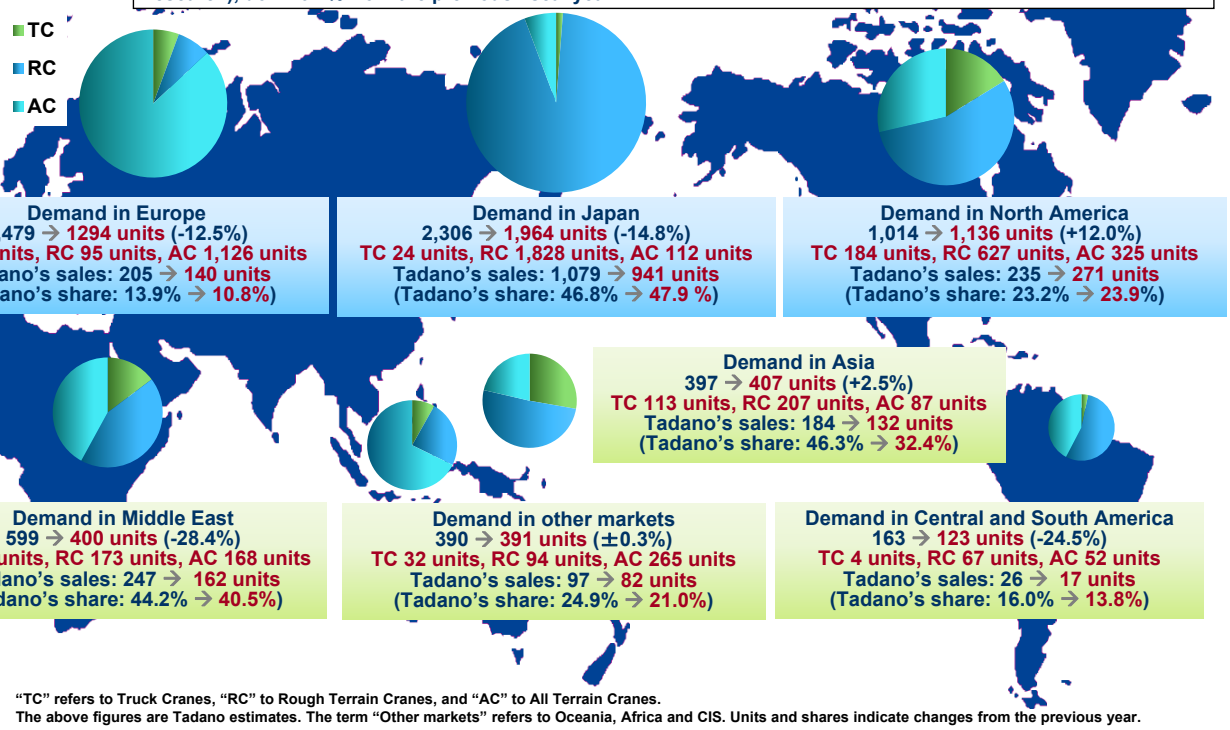
Mobile Cranes

Crane-type Composition of Demand by Region (Calendar-year Basis)

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[Existing standard]

Tadano's share in the global market declined from 32.9% to 30.5%.
(Excluding Chinese and Russian production from the global demand). Tadano's sales fell from 2,073 units to 1,745 units.
Global demand for hydraulic Mobile Cranes fell from 6,308 units to 5,715 units (January-December 2017, Tadano research), down 9.4% from the previous fiscal year.



Demand in Europe
1,479 → 1294 units (-12.5%)
TC 73 units, RC 95 units, AC 1,126 units
Tadano's sales: 205 → 140 units
(Tadano's share: 13.9% → 10.8%)

Demand in Japan
2,306 → 1,964 units (-14.8%)
TC 24 units, RC 1,828 units, AC 112 units
Tadano's sales: 1,079 → 941 units
(Tadano's share: 46.8% → 47.9 %)

Demand in North America
1,014 → 1,136 units (+12.0%)
TC 184 units, RC 627 units, AC 325 units
Tadano's sales: 235 → 271 units
(Tadano's share: 23.2% → 23.9%)

Demand in Asia
397 → 407 units (+2.5%)
TC 113 units, RC 207 units, AC 87 units
Tadano's sales: 184 → 132 units
(Tadano's share: 46.3% → 32.4%)

Demand in Middle East
599 → 400 units (-28.4%)
TC 59 units, RC 173 units, AC 168 units
Tadano's sales: 247 → 162 units
(Tadano's share: 44.2% → 40.5%)

Demand in other markets
390 → 391 units (±0.3%)
TC 32 units, RC 94 units, AC 265 units
Tadano's sales: 97 → 82 units
(Tadano's share: 24.9% → 21.0%)

Demand in Central and South America
163 → 123 units (-24.5%)
TC 4 units, RC 67 units, AC 52 units
Tadano's sales: 26 → 17 units
(Tadano's share: 16.0% → 13.8%)

Notes "TC" refers to Truck Cranes, "RC" to Rough Terrain Cranes, and "AC" to All Terrain Cranes.
The above figures are Tadano estimates. The term "Other markets" refers to Oceania, Africa and CIS. Units and shares indicate changes from the previous year.

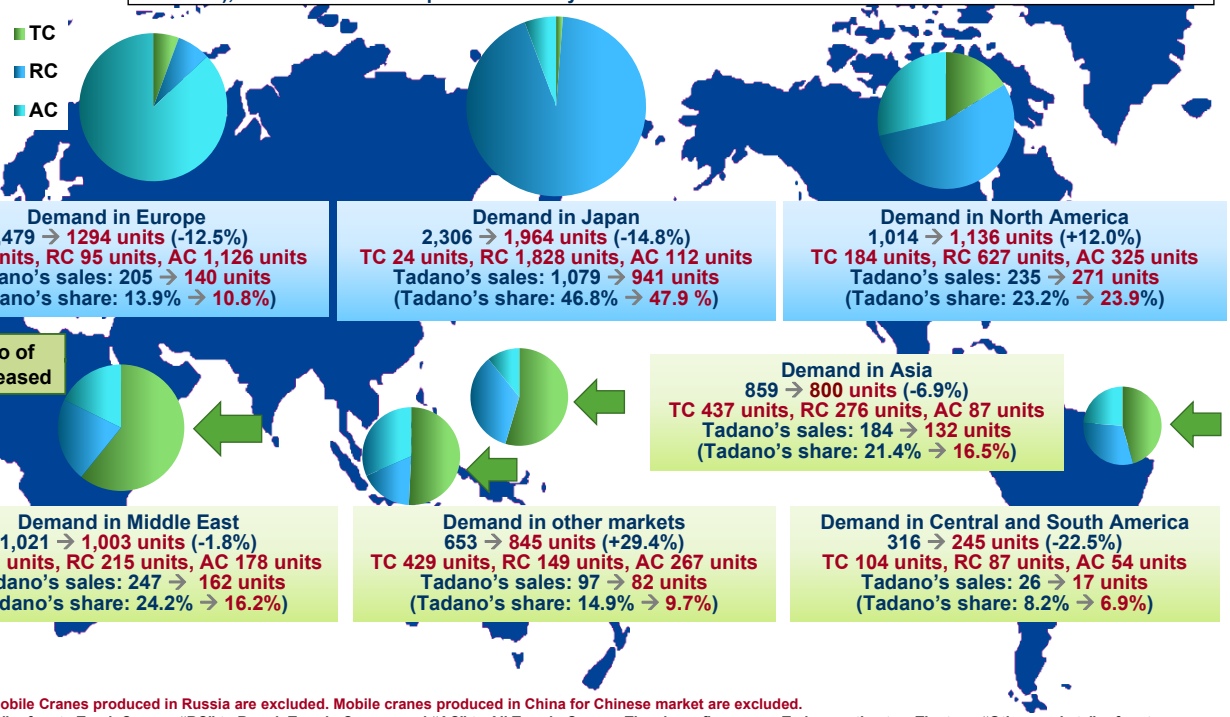
Mobile Cranes

Crane-type Composition of Demand by Region (Calendar-year Basis)

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[New standard]

Tadano's share in the global market declined from 27.1% to 23.9%.*
Tadano's sales fell from 2,073 units to 1,745 units.
Global demand for hydraulic Mobile Cranes fell from 7,648 units to 7,287 units (January-December 2017, Tadano research), down 4.7% from the previous fiscal year.



Demand in Europe
1,479 → 1294 units (-12.5%)
TC 73 units, RC 95 units, AC 1,126 units
Tadano's sales: 205 → 140 units
(Tadano's share: 13.9% → 10.8%)

Demand in Japan
2,306 → 1,964 units (-14.8%)
TC 24 units, RC 1,828 units, AC 112 units
Tadano's sales: 1,079 → 941 units
(Tadano's share: 46.8% → 47.9 %)

Demand in North America
1,014 → 1,136 units (+12.0%)
TC 184 units, RC 627 units, AC 325 units
Tadano's sales: 235 → 271 units
(Tadano's share: 23.2% → 23.9%)

The ratio of TC increased

Demand in Asia
859 → 800 units (-6.9%)
TC 437 units, RC 276 units, AC 87 units
Tadano's sales: 184 → 132 units
(Tadano's share: 21.4% → 16.5%)

Demand in Middle East
1,021 → 1,003 units (-1.8%)
TC 610 units, RC 215 units, AC 178 units
Tadano's sales: 247 → 162 units
(Tadano's share: 24.2% → 16.2%)

Demand in other markets
653 → 845 units (+29.4%)
TC 429 units, RC 149 units, AC 267 units
Tadano's sales: 97 → 82 units
(Tadano's share: 14.9% → 9.7%)

Demand in Central and South America
316 → 245 units (-22.5%)
TC 104 units, RC 87 units, AC 54 units
Tadano's sales: 26 → 17 units
(Tadano's share: 8.2% → 6.9%)

Notes * Mobile Cranes produced in Russia are excluded. Mobile cranes produced in China for Chinese market are excluded.
"TC" refers to Truck Cranes, "RC" to Rough Terrain Cranes, and "AC" to All Terrain Cranes. The above figures are Tadano estimates. The term "Other markets" refers to Oceania, Africa and CIS. Units and shares indicate changes from the previous year.

European Business

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< Our mission for the European business >
Offering full range of All Terrain Cranes, increasing shares in Europe, and sales promotion outside Europe



- **Overview of group companies in Europe**

[Tadano Faun GmbH]
Acquired in 1990
Paid-in capital: 45 million EUR; wholly-owned subsidiary of Tadano Ltd.
Location: Lauf a.d. Pegniz, Germany
Line of business: Development, production, and distribution of Mobile Cranes
Representative and President: Kenichi Sawada; number of employees: 659
Sales trend:
2010; 178 million EUR/213 units, 2011; 199 million EUR/248 units, 2012; 268 million EUR/294 units, 2013; 313 million EUR/329 units
2014; 308 million EUR/347 units, 2015; 304 million EUR/376 units, 2016; 319 million EUR/363 units, 2017; 279 million EUR/311 units

[Tadano Faun Stahlbau GmbH]
Paid-in capital: 650,000 EUR (ownership: TFG 80%; Amron 10%; Kozai Iron 10%)
Established: September 2008; Location: Lauf a.d. Pegnitz ; Representative and President: Ulrich Zschenderlein; Number of employees: 13
Line of business: Parts production (jibs and others) for TFG Mobile Cranes

The four companies below are wholly-owned subsidiary of Tadano Faun GmbH
Line of business: Distribution and service of Mobile Cranes and other products; Representative and President: Rolf Sonntag

[Tadano UK Ltd]
Acquired in April, 2014; Paid-in capital:50,000 GBP; Location: Tankersley, The United Kingdom
Number of employees: 17

[Tadano France SAS]
Established in February 2016; Paid-in capital: 50,000 EUR; Location: Saint Avold, France
Number of employees: 6

[Tadano Nederland B.V]
Acquired in January 2018; Paid-in capital 18,000 EUR; Location: Purmerend, The Netherlands
Number of employees: 17

[Tadano Belgium B.V.B.A]
Acquired in January 2018; Paid-in capital 400,000 EUR; Location: Diest, Belgium
Number of employees: 5



- **Offering full range of All Terrain Cranes:**
10 models with 40 to 400 ton lifting capacity are available.
Largest-class 600 ton (eight-axle) crane exhibited at Bauma in April 2016; sales are expected to begin during FY2018.

North American Business

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< Our mission for the North American business >
Increasing market share

- **Overview of group companies in North America**

[Tadano America Corp.]
Paid-in capital: 2.5 million USD; wholly-owned subsidiary of TAH*
Location: Houston, U.S.A.
Line of business: Distribution of Mobile Cranes
Representative and President: Ingo Schiller
Number of employees: 84
Sales trend: 2012: 249 million USD; 2013: 262 million USD; 2014: 305 million USD
2015: 285 million USD; 2016: 206 million USD; 2017: 230 million USD



[Tadano Mantis Corp.]
Acquired in 2008
Paid-in capital: 287,000 USD; wholly-owned subsidiary of TAH*
Location: Franklin, U.S.A.
Lines of business: Manufacture and distribution of Telescopic Boom Crawler Cranes
Major products: Telescopic Boom Crawler Cranes (products combining carriers with track belt suspensions and cranes with hydraulic telescoping booms); mainly used in civil engineering and construction work, these cranes are ideally suited to work performed on unleveled ground, muddy ground, and inside tunnels.
Representative and President: Kozo Yoshida
Number of employees: 130
Sales trend: 2012: 39 million USD; 2013: 36 million USD; 2014: 30 million USD
2015: 40 million USD; 2016: 27 million USD; 2017: 36 million USD

* TAH stands for Tadano America Holdings, Inc.



Launched in January 2017
Features highly lauded 'Opti-Width' function and capability of working out of level.
Received the 2017 Silver LLEAP * Award in lifting equipment category by the American journal Lift and Access
*LLEAP : Leadership in Lifting Equipment and Aerial Platforms

Business Outside Japan in other regions

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＜Our mission in other regions＞
Competing with Chinese manufactures

●Overview of group companies in other regions

[TADANO Asia Pte. Ltd.]
Establishment: August 1996
Paid-in capital: 1,000,000 SGD
Ownership: Tadano 80%, Multico Infracore Holdings Pte. Ltd. 20%
Location: Singapore
Line of business: Distribution and service of Mobile Cranes and other products
Representative and President: Kozo Hayashi
Number of employees: 16

[TADANO Oceania Pty Ltd]
Establishment: February 2010
Paid in-capital: 7,500,000 AUD wholly-owned subsidiary of Tadano
Location: Darra, Australia
Line of business: Distribution and service of Mobile Cranes and other products
Representative and President: Yoshiaki Yamazaki
Number of employees: 21

[AML Equipment Pty Ltd]
Acquired: in November 2016
Paid-in capital 6,000,000 AUD wholly-owned subsidiary of Tadano Oceania Pty Ltd
Location: Bibra Lake, Australia
Line of business: Distribution and service of Mobile Cranes and other products
Representative and President: Yoshiaki Yamazaki
Number of employees: 18



GT-750EL
(Launchd in October 2017)

Business Expansion Outside Japan Since 2003
- 17 Companies Established or Acquired; 8 New Facilities Opened -

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2008: Tadano Faun Stahlbau established
2011: Tadano Faun acquired site for testing ground
2014: Cranes UK (now Tadano UK) acquired
2016: Tadano France established
2018: Waterland Trading B.V and Waterland Trading B.V.B.A acquired (Now Tadano Nederland and Tadano Belgium)

2008: Tadano America Holdings established
2008: SpanDeck (now Tadano Mantis) acquired
2016: Canada branch of Tadano America Corp. established

2003: BQ-Tadano established
2012: Tadano Beijing established

2003: Tadano Middle East Representative Office opened
2017: Middle East Representative Office for Tadano Thailand established

2011: Tadano Brasil established
2014: Tadano Panama established
2017: Tadano Chile established

2012: Tadano India established
2012: Tadano Thailand established
2016: Indonesia Representative Office for Tadano Thailand established
2017: Tadano Italthai established
2017: Vietnam Representative Office for Tadano Thailand established

2010: Tadano Oceania established
2011: Sydney branch of Tadano Oceania opened
2016: Business of AML Equipment acquired
2017: Melbourne branch of Tadano Oceania established

Truck Loader Cranes

TADANO
Lifting your dreams

[Loader Cranes] Market share in Japan 50.4%→49.6%

Demand in Japan was 15,530 units (for FY2017, based on Tadano research), down 0.2% from the previous fiscal year.

⇒In a climate of declining demand, sales grew as a result of a focus on sales growth.

Net sales were ¥19,677 million (100.2% of previous fiscal year).

- Mounted trucks, these small cranes allow operators to load, transport, and install cargo with a single unit.
- They are sold indirectly by truck dealers for use in logistics, landscaping, and construction industries.
- Numerous models are available for mounting on compact, mid-sized, and large trucks, with lifting capacities ranging from 0.49 to 10 tons.

-Regulator-
- Primarily the Ministry of Health, Labour and Welfare (crane regulations)

-Major buyers and distinctive features-
- Truck dealers
- Sales tend to parallel truck demand.

ZE600



(The first of its kind to have an optional No Idle feature.)

[Business outside Japan]

- Tadano has focused its efforts on exports of Loader Cranes to strategic markets, exporting crane components for mounting on local trucks.
  Sales in FY2016: ¥1,440 million
  Sales in FY2017: ¥1,700 million
- Accelerating expansion outside Japan, including the opening of a manufacturing subsidiary in Thailand on April 2012.

ZR560



(ZR560 Loader Crane for export)

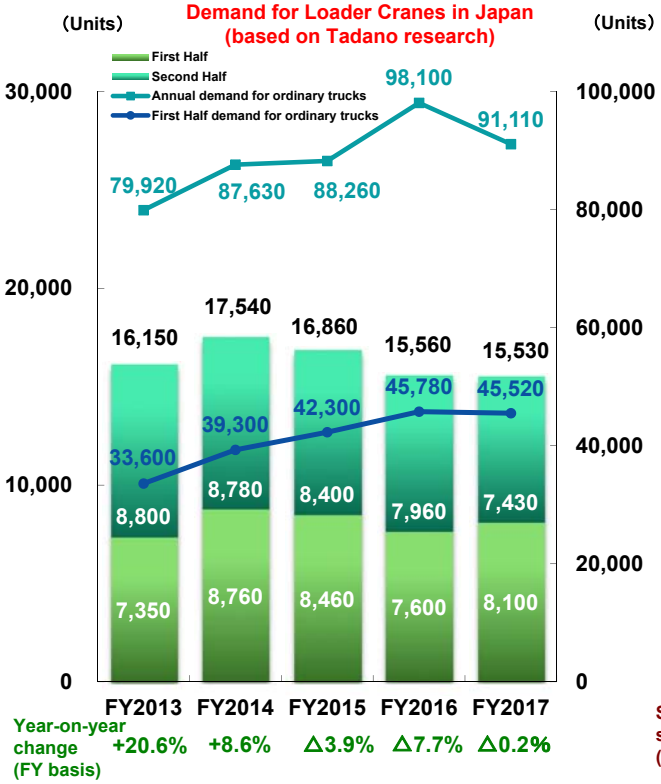
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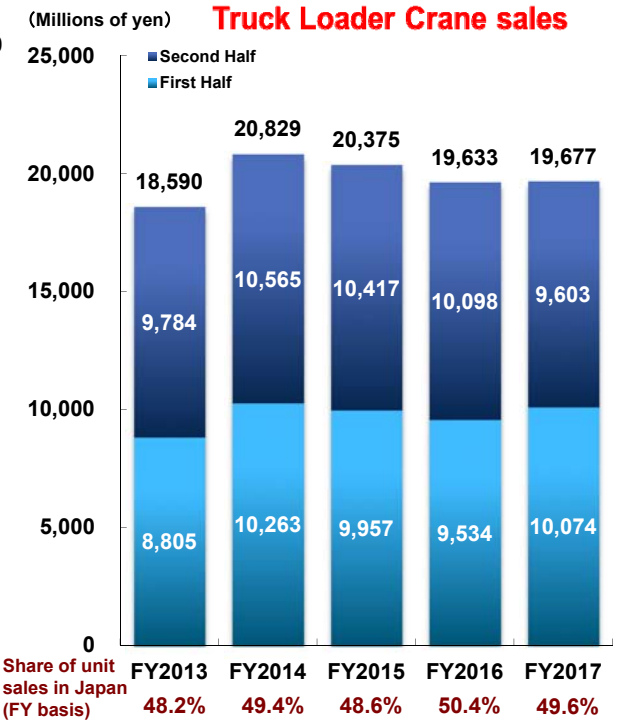


(Slide bed Vehicle Carrier [transport vehicle])

Truck Loader Cranes

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Truck Loader Cranes - Steps for globalization -

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[Tadano Italthai Co., Ltd.]

Paid-in capital:50 million THB
(ownership: Tadano 49%, ITI 48%, MHCB 3%)
Establishment: May 2017（The name of the company, Tadano Thai Parts and Service, was changed to Tadano Italthai after capital investment by ITI. ITI (Italthai Industrial) is a Tadano distributor which sells Mobile Cranes.)
Location: Bangkok, Thailand
Line of business: Distribution of Loader Cranes
Representative and President: Hidetoshi Iga; Number of employees: 10



ZT1000 Loader Crane manufactured in the plant in Thailand (Launched in July 2016)

[Tadano (Thailand) Co.,Ltd.]

Paid-in Capital：636 million; wholly-owned subsidiary of Tadano
Establishment：April 2012 (Operation launch: June 2013)
Location: Rayong, Thailand
Line of business: Production and distribution of Loader Cranes
Productive capacity:1,000 units/year (Sales: 258 units in 2014, 418 units in 2015, 385 units in 2016, 381 units in 2017)
Representative and President: Shunsuke Mitani; Number of employees: 43

- This is Tadano's first production base outside Japan for Truck Loader Cranes. While accelerating the expansion of our business outside Japan, we aim to increase profitability through the operations of this manufacturing subsidiary.



Inside of the plant



Tadano（Thailand）

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Aerial Work Platforms

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Market share in Japan: 36.3% → 36.6%

Japanese demand for Aerial Work Platforms mounted on trucks was 5,525 units (for FY2017 Tadano research), up 12.1% from the previous fiscal year.

⇒ While demand grew for Aerial Work Platforms, a focus on sales growth in high-value-added Super Deck and Bridge Checker models resulted in net sales ¥24,678 million, the highest ever recorded for the fiscal year.

The net sales increased 6.4% compared to the previous fiscal year.

Mounted on trucks:
- 5 models for telecommunications use
- 3 models for electric construction use
- 13 models for general construction use

Wheeled: 2 models

Super Deck: 5 models
(Equipped with advanced control technologies)

Bridge Checker: 3 models
(Used in inspections of elevated roadways and bridges)

13 models out of 31 have Hello-Net Telematics

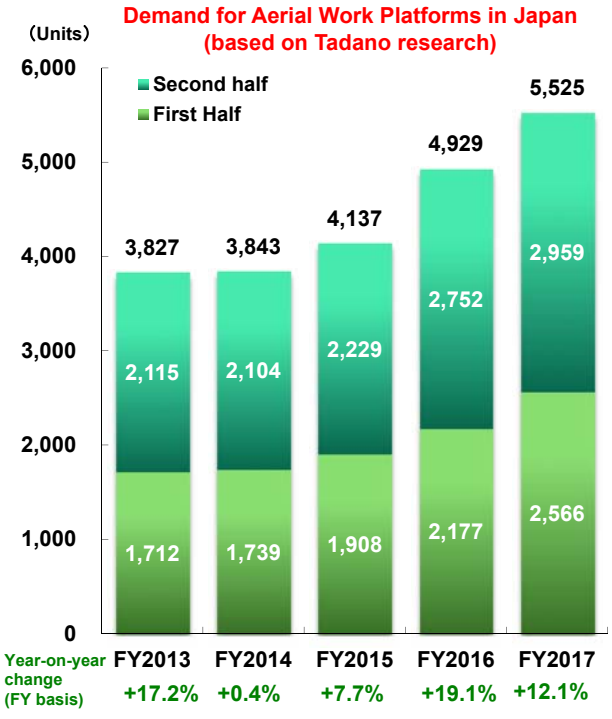

Bridge Checker BT-200

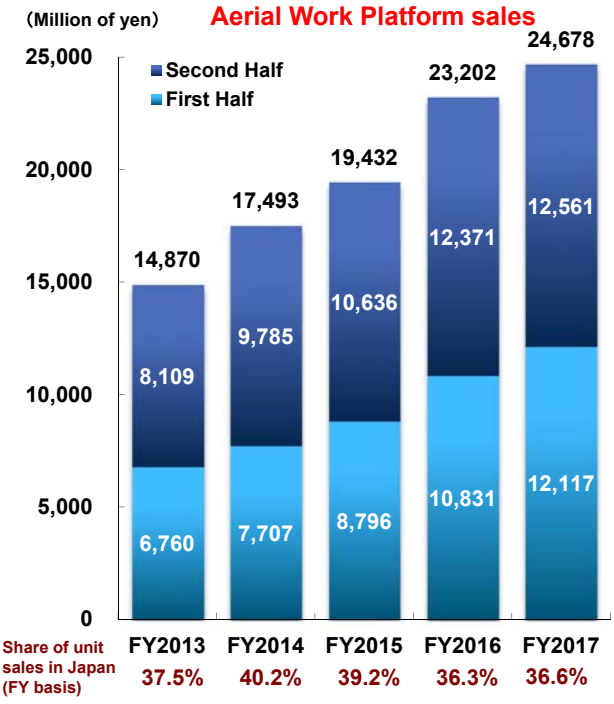
-Regulator-
- Primarily the Ministry of Health, Labour and Welfare (Aerial Work Platform regulations)

-Major buyers and distinctive features-
- Power-related electrical construction, telecommunications, rental, general use, shipbuilding, Ministry of Land, Infrastructure, Transport and Tourism

Aerial Work Platforms

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Other Business

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Net sales from other businesses, such as parts, repairs, used cranes and other products, amounted to ¥30,324 million (111.4% of the previous fiscal year), thanks to improving our long-term transactions with customer.

[Used cranes]
- In this fiscal year, both, sales in Japan and outside Japan, increased
- We continue our efforts to further globalize this business

[Parts and repairs]
- Tadano books sales for repair parts
  (In general, repairs are done by designated service facilities and distributors outside of Japan. These parties book the repair sales.)
- In this fiscal year, both, sales in Japan and outside Japan, increased



Hydraulic gate-shaped lifters :TB-1000

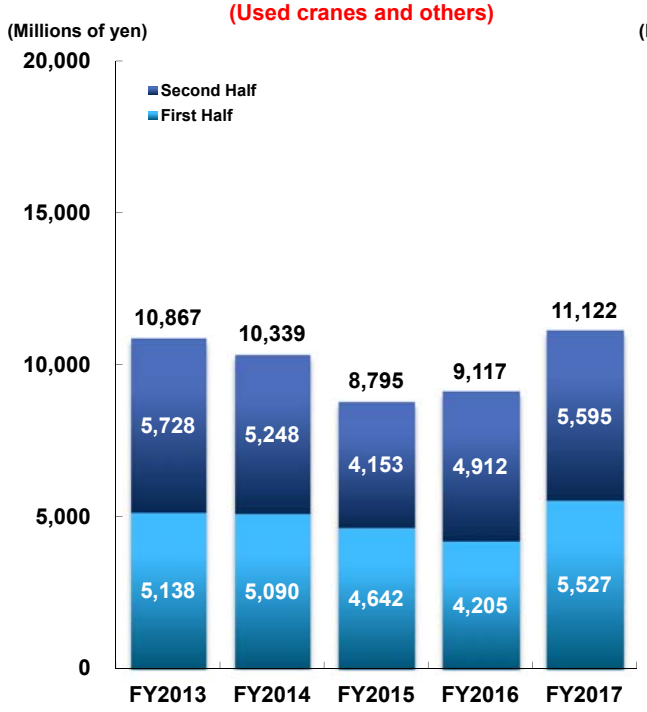
【Hydraulic gate-shaped lifters】

These lifters have the capability of loading, carrying out and emplacing heavy goods safely and efficiently, even in places where mobile cranes and overhead traveling cranes cannot be used, such as inside of buildings, clean rooms and in tunnels.

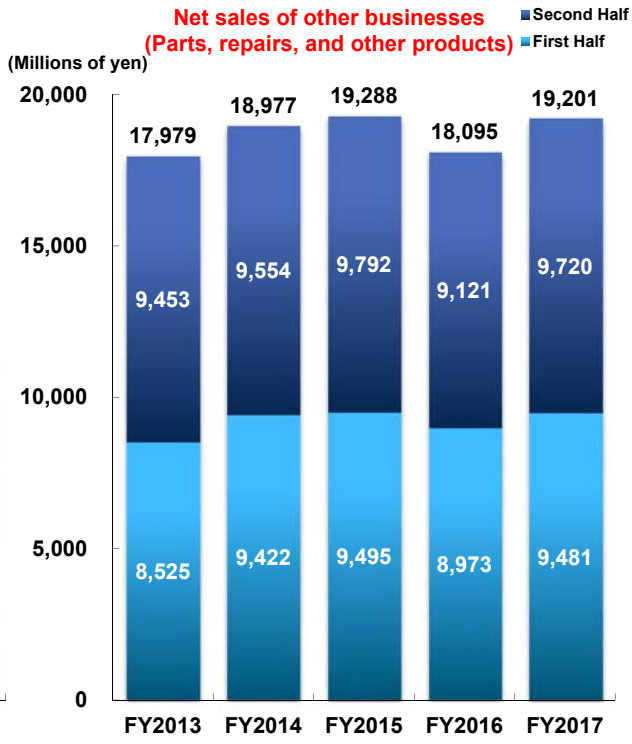
Other Business

TADANO
Lifting your dreams

Net sales of other businesses
(Used cranes and others)



Net sales of other businesses
(Parts, repairs, and other products)



FY2018 Business Performance Forecast

TADANO
Lifting your dreams

(Unit: millions of yen)

	FY2017		FY2018 forecast		Percent change
	Amount	Percentage	Amount	Percentage	
Net sales	173,703	100.0%	192,000	100.0%	10.5%
Operating income	15,511	8.9%	17,000	8.9%	9.6%
Ordinary income	14,907	8.6%	16,500	8.6%	10.7%
Net income attributable to Tadano Ltd.	9,391	5.4%	11,500	6.0%	22.4%

Dividends per share	Mid-year	¥13.00	Mid-year	¥13.00
	Year-end	¥13.00	Year-end	¥13.00
	Full-year	¥26.00	Full-year	¥26.00

Capital investment	¥2,838 million	¥17,500 million
Depreciation	¥2,864 million	¥3,000 million
Exchange rate (USD)	¥112.19	¥108.00
Exchange rate (EUR)	¥126.67	¥132.00

Figures for capital investment include leased assets

[FY2018 management policies]

(i) Pursue the Tadano Group's Core Values (Safety, Quality, Efficiency)
(ii) Engage in second-year activities of the Mid-Term Management Plan (17-19)
(iii) Focus on the Tadano Red Arrow, and engaging in Tadano Yellow Arrow activities
(iv) Prepare for and respond to Tadano Blue Arrow changes and escalating competition

[Nine Strategies of the Mid-Term Management Plan (17- 19)]

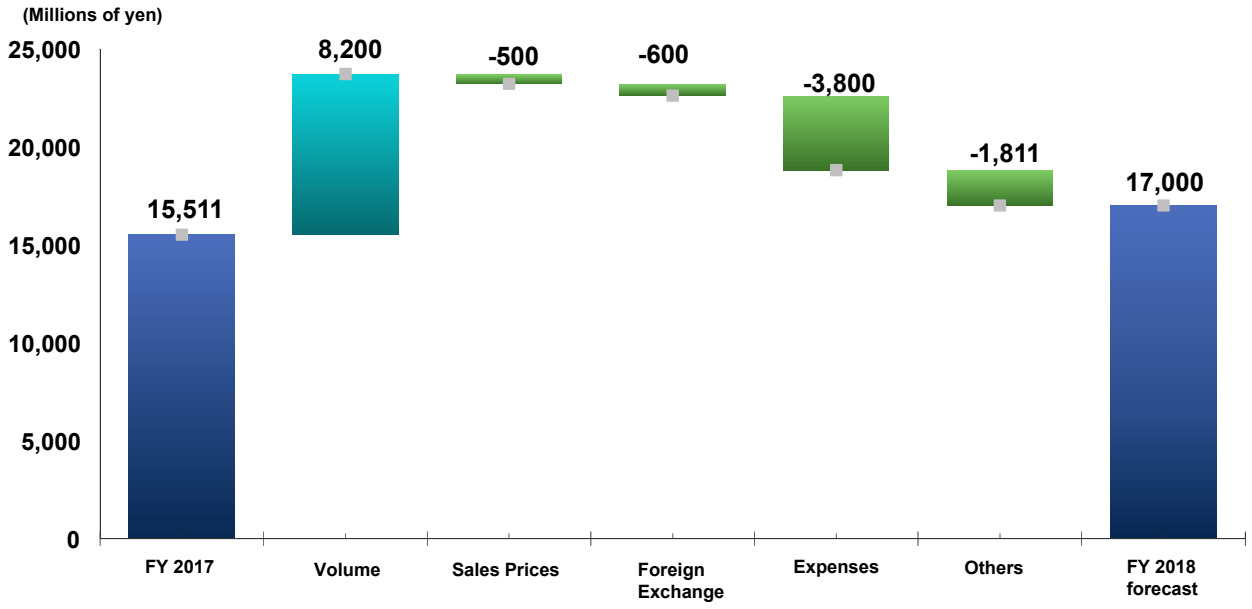
(i) Improve Market Position
(ii) Enhance Product Competitiveness
(iii) Pursue Global & Flexible MONOZUKURI
(iv) Provide Outstanding Quality & Service
(v) Improve Product Life-Cycle Value
(vi) Develop Solution Business
(vii) Raise Level of Profitability and Asset Efficiency
(viii) Establish Growth Structure
(ix) Strengthen the Tadano Group & Global Management Structure

◆ **FY2018 proportion of sales outside Japan: 52.7%**

FY2018 Business Performance forecasts
(Forecasted Main Causes of Changes in Operating Income)

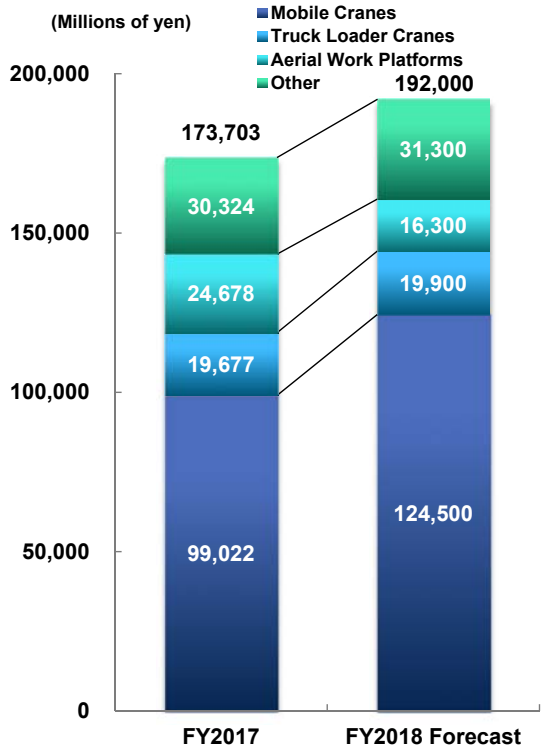
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Operating income will increase ¥1.4 billion due to higher sales and other factors.



FY2018 Forecast (Net Sales by Product)

TADANO
Lifting your dreams



(Unit: millions of yen)

	FY2017		FY2018 Forecast		Increase / Decrease	
	Amount	Percentage	Amount	Percentage	Amount	Percentage
Mobile Cranes	99,022	57.0%	124,500	64.8%	25,478	25.7%
Truck Loader Cranes	19,677	11.3%	19,900	10.4%	223	1.1%
Aerial Work Platforms	24,678	14.2%	16,300	8.5%	-8,378	-33.9%
Other	30,324	17.5%	31,300	16.3%	976	3.2%
Total	173,703	100%	192,000	100%	18,297	10.5%

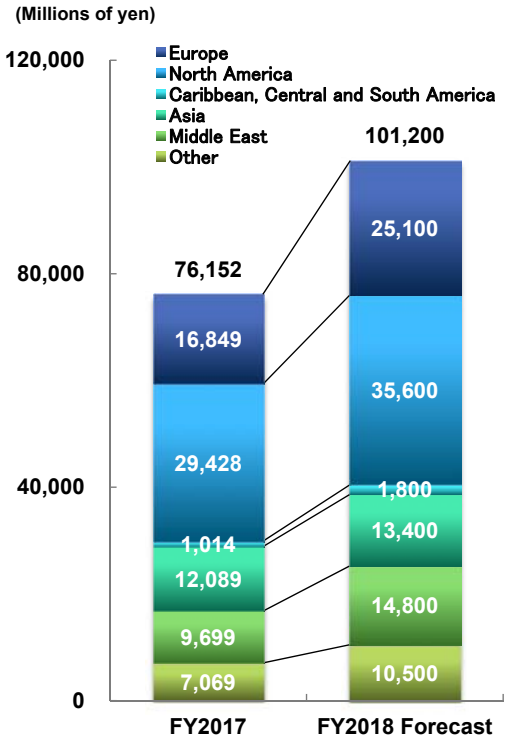
◆Outside Japan sales ratio : 43.8% → 52.7%

Breakdown of Mobile Crane Sales Inside and Outside Japan

Japan	38,179	39,700	1,521	4.0%
Outside Japan	60,843	84,800	23,957	39.4%

FY2018 Forecast (Net Sales by Destination)

TADANO
Lifting your dreams



(Unit: millions of yen)

	FY2017		FY2018 Forecast		Increase / Decrease	
	Amount	Percentage	Amount	Percentage	Amount	Percentage
Europe	16,849	9.7%	25,100	13.1%	8,251	49.0%
North America	29,428	16.9%	35,600	18.5%	6,172	21.0%
Caribbean,Central and South America	1,014	0.6%	1,800	0.9%	786	77.5%
Asia	12,089	7.0%	13,400	7.0%	1,311	10.8%
Middle East	9,699	5.6%	14,800	7.7%	5,101	52.6%
Other	7,069	4.1%	10,500	5.5%	3,431	48.5%
Subtotal (total outside Japan sales)	76,152	43.8%	101,200	52.7%	25,048	32.9%
Japan	97,551	56.2%	90,800	47.3%	-6,751	-6.9%
Total	173,703	100%	192,000	100%	18,297	10.5%

The graph on the left excludes Japan.
"Other" is comprised of Oceania, Africa and the CIS.

TOPICS

Expanding production capacity in line with our efforts to become No.1 worldwide in the lifting equipment industry

TADANO
Lifting your dreams

◆Initiation of new plant construction (November 2017)

We realized that in order to reach our long-term goal, which is to become No. 1 worldwide in the lifting equipment industry, we would need a new plant that, in addition to Shido Plant, would become a manufacturing center for mobile cranes and its main parts such as booms and cylinders (including parts for subsidiaries outside Japan). Therefore, we purchased from the prefectural government industrial land in the western Kozai district of the port of Takamatsu in November 2016.

Its soil improvement work ended in May 2017, and the first phase of the construction began in November 2017. The plant is planed to start operating in August 2019, which means three months of delay from the original schedule, because of additional groundwork enhancement construction.

General Outline of New Plant

Name	**Kozai Plant**
Location	**Kozai Kitamachi, Takamatsu, Kagawa Pref.**
Site Area	**Approx. 200,000 m²**
Floor Area*	**Approx. 47,000 m²**
Investment*	**Approx. ¥21 billion**
Employees*	**Approx. 100**

* Phase I Construction: (November 2017－July 2019)
Phase II Construction is yet to be determined.



Land for new plant viewed from the west (May 2017)

The site is located 10 minutes to the west by car from central Takamatsu.

TOPICS

Effort to provide outstanding service

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Feb. 2008	Tadano America relocates to larger offices
Oct. 2008	Machine Telemonitoring System introduced in products for Japanese market (March 2011 for outside of Japan)
Apr. 2009	Tadano Asia's Singapore Training Centre opens
Jan. 2011	Chubu Parts Center opens
Feb. 2012	Hokuriku Parts Center opens
Mar. 2013	Tadano Techno East head office expands (Shinkiba Plant)
Apr. 2013	Tadano Techno East Sendai Installation Center opens
Oct. 2013	Tadano Techno East Maoka Installation Center opens
Dec. 2014	Tadano Training Center opens
Jun. 2015	Tokyo Metropolitan Area Parts Center opens
Mar. 2016	Acquisition of Taihei Kiko (Hokkaido)
May 2016	Tadano Global Parts Center (Kobe) opens
Jun. 2016	Tadano Techno East Sakura Plant expands
Oct. 2016	Tadano Installation Training Center opens
Nov. 2016	Acquisition of Australian distributor (AML Equipment)
Dec. 2016	Establishment of new Canadian branch office of Tadano America Crop.
Mar. 2017	Acquisition of Nittsu Juki Service (Hokkaido)
Feb. 2018	CS Safety Dojo opens (Providing an experiential course for safety through VR)
Apr. 2018	Tadano Techno East merged with Taihei Kiko and Nittsu Juki Service in an absorption-type merger



An exterior view of the Tadano Global Parts Center (Kobe Port Island)



Tadano America's Canada Office

We continuously attempt to develop our sales, service, and parts deposit networks.

TOPICS

New Products Introduction

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◆ New truck cranes for outside Japan

3 left-hand drive models (75 ton, 60 ton, 30 ton), and 2 right-hand drive models (75 ton, 60 ton)

We launched high quality "Made in Japan" truck cranes. (Customers can choose between left and right-hand drive models). * 30 ton right-hand drive model will be released in the future.



[High tensile strength steel round boom]
High tensile strength steel round boom, which is both light and strong, ensures work requiring high precision. In addition, its under slung jib makes installation in narrow spaces possible, which is why it can be seen operating even in urban areas.

[New carrier with outstanding travelling performance]
We equipped new carriers with suspension developed in cooperation with its manufacturer. Long hours driving at high speeds and off-road performance tests helped us to increase driving comfort, operability, and maintainability. What is more, these new products are equipped with features that ensure stable driving such as automatic transmission and cruise control system that maintains the constant speed.



GT-300EL
(Launched in October 2017)



GT-600EL
(Launched in October 2017)



GT-750EL
(Launched in October 2017)

TOPICS

Initiatives to improve safety and productivity of construction work

TADANO
Lifting your dreams

◆ Comprehensive partnership and collaborative research with Kyoto University (March 2018)

We signed the agreement with Kyoto University for comprehensive partnership and collaborative research.
Combining our product features with leading edge academic knowledge of mechanical engineering, social engineering, urban engineering, and information science, that Kyoto University can be proud of, will lead to new innovations improving safety and productivity of construction work.
We do not limit our endeavors to IoT and automatic driving, but aim to explore these themes thoroughly.



Public announcement of signing the agreement.
(From left: President Tadano,Kyoto University President Yamagiwa)

◆Investment in venture capital funds (December 2017)

We invested three hundred million yen in MIYAKO Kyoto University Innovation L.P. , managed by MIYAKO Capital Co., Ltd. in Kyoto city. Through this found we acquired the communication network with R&D oriented venture company, that possesses unique technology, which should help us implement into our business the latest technology and embrace open innovation.