

## Summary

# Executive summary

Berg Insight has found that the global installed base of active construction equipment OEM telematics systems reached over 2.0 million units in 2017. Growing at a compound annual growth rate (CAGR) of 19.2 percent, the active installed base is forecasted to reach 4.9 million units worldwide in 2022. This includes all CE telematics systems marketed by construction equipment OEMs, either developed in-house or provided by the CE manufacturers in partnership with third-party telematics players. The European market accounted for almost 0.5 million active construction equipment OEM telematics systems at the end of 2017. The North American market is estimated to be slightly larger than the European. The Rest of World moreover represents more than half of the global installed base of CE telematics systems provided by construction equipment OEMs.

Most major construction equipment OEMs have introduced telematics offerings for their customers either independently or in collaboration with telematics partners. OEM telematics systems are today commonly factory-installed as standard at least for heavier machines. Berg Insight ranks Caterpillar and Komatsu as the leading construction equipment OEMs in terms of the number of CE telematics systems deployed worldwide. Based in the US and Japan respectively, the two companies – which are also by far the leading construction equipment manufacturers in terms of market share – together account for more than one million CE telematics units. Caterpillar's largest markets for its telematics offerings are North America and Europe while Komatsu has the largest share of its telematics units in Japan and China followed by North America and Europe. The remaining top-5 players include Japan-based Hitachi Construction Machinery, UK-based JCB and Sweden-based Volvo CE which have all surpassed the milestone of 100,000 units. Other notable OEMs include Deere & Company and Hyundai Construction Equipment which are based in the US and South Korea respectively. Doosan Infracore, based in South Korea, as well as Switzerland-based Liebherr and CNH Industrial which is headquartered in the UK further all have global installed bases of construction equipment telematics units in the low tens of thousands.