



# The Material Handling Equipment Telematics Market

1st edition

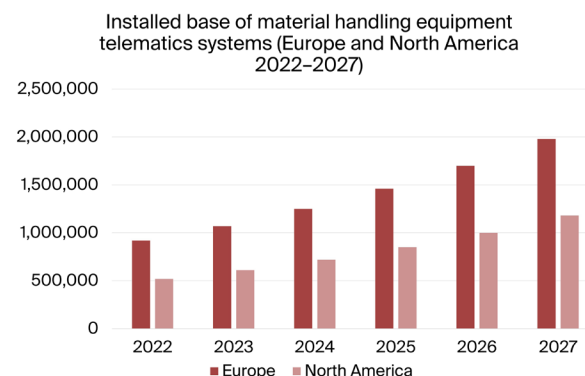
*The Material Handling Equipment Telematics Market is a comprehensive report from Berg Insight analysing the latest developments on the market for telematics solutions used for material handling equipment such as forklifts. This strategic research report from Berg Insight provides you with 85 pages of unique business intelligence including 5-year industry forecasts and expert commentary on which to base your business decisions.*

# Europe and North America to account for 3 million material handling equipment telematics systems in use by 2027

Material handling equipment (MHE) telematics systems have been offered by equipment manufacturers and aftermarket providers alike for decades. An increasing share of material handling equipment such as forklifts are now equipped with telematics-enabled fleet management systems. Berg Insight estimates that the installed base of active material handling equipment telematics systems in Europe reached more than 0.9 million units in 2022. Growing at a compound annual growth rate (CAGR) of 16.6 percent, the active installed base is forecasted to reach 2.0 million units in Europe by 2027. In North America, the installed base of active material handling equipment telematics systems is estimated to over 0.5 million units in 2022. The active installed base is forecasted to grow at a compound annual growth rate (CAGR) of 17.8 percent to reach 1.2 million material handling equipment telematics systems in North America in 2027.

Berg Insight ranks Linde Material Handling (KION Group) and Toyota Material Handling (Toyota Industries) as the largest providers of material handling equipment telematics solutions. Including the sister brands STILL (KION Group) and Raymond (Toyota Industries) respectively, both groups have installed bases of several hundred thousand units deployed on forklifts and similar. Toyota Industries and KION are also established as the leading manufacturers of forklifts in terms of global market share. Additional top players include

Jungheinrich and Crown Equipment, both having estimated installed bases of over 100,000 active units, followed by Speedshield Technologies which is primarily a supplier to Hyster-Yale Group (HYG). Other leading aftermarket solution providers include Powerfleet and GemOne. Diverse players such as Davis Derby, EC2E, Collective Intelligence, Komatsu, Litum, Kiwitron and ELOKON are also active in this space, all having installed bases of more than 10,000 units for material handling equipment such as forklifts.



## Highlights from the report

**Insights** from numerous interviews with market-leading companies.

**Introduction** to material handling equipment and associated telematics solutions.

**Comprehensive overview** of the material handling equipment telematics value chain.

**In-depth analysis** of market trends and key developments.

**Profiles** of 22 companies offering material handling equipment telematics solutions.

**Market forecasts** by region lasting until 2027.



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## Glossary

## This report answers the following questions

- What different players are involved in the material handling equipment telematics value chain?
- Which are the major specialised providers of MHE telematics solutions?
- What offerings are available from the material handling equipment OEMs?
- What differences are there between the European and North American markets?
- What are the price levels for material handling equipment telematics solutions?
- Which trends and drivers are shaping the market?
- How will the material handling equipment telematics industry evolve in the future?



## About Berg Insight’s IoT market research

Our market reports offer comprehensive information and analysis on key IoT technologies and markets, addressing important concerns including total addressable market, market penetration, market shares, industry landscape, regulatory environment, market trends and forecasts. Our research portfolio today comprises more than 65 items, where each market report focuses on a specific vertical application area or cover horizontal themes. All market reports come with complementary data sets in Excel format that can be easily analysed and converted into tables and charts. We offer a range of different license options together with bundled packages and subscriptions to suit your specific needs.

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## Who should read this report?

The Material Handling Equipment Telematics Market is the foremost source of information about the market for telematics solutions used for material handling equipment such as forklifts and similar. Whether you are an equipment manufacturer, telematics vendor, telecom operator, investor, consultant, or government agency, you will gain valuable insights from our in-depth research.



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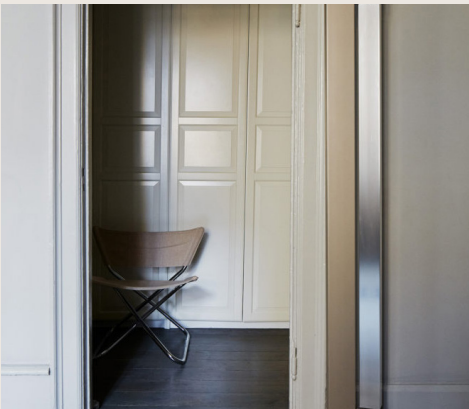


Rickard is a principal analyst with more than 10 years' experience in market research and advisory in the commercial telematics industry. His key areas of expertise include on-road and off-road fleet telematics including video telematics. Rickard has published research on various telematics topics including fleet management and asset management systems for diverse vehicle and asset types ranging from heavy trucks and light commercial vehicles to construction machinery and airport ground support equipment. Rickard joined Berg Insight in 2010 and holds a Master's degree in Industrial Engineering and Management from Chalmers University of Technology.

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