

Foreword

We have much to accomplish!

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“We have much to accomplish in mining going forward.” This was our slogan used when we acquired Joy Global Inc. in 2017. I believe this rallying call is a precise fit for Komatsu, since one of our primary strategies is driving innovation for growth.

The phrase also applies to our customers. In the past, customer requests were centered on transactions, as in “We would like to buy X units of hauling trucks, and X units of loading machines. How much do you charge, and when can you deliver?” Today, in comparison, we are asked to share our technology strategies and plans to help them achieve their visions. Today the questions are more strategic: “How can Komatsu contribute to our business? Tell us about your technology roadmaps. How soon can we get there?”

Customers that I talk to regularly have clear visions for the future of their mines and expect their partners to help them achieve it. Their visions call for safety and improved productivity as well as sustainable mining practices to reduce environmental impacts.

At Komatsu, we hope to help them achieve their visions through a focus on automation, digitalization and electrification. For autonomy, we are committed to unmanned machine operation, including remote control of machines, designed to remove humans from harm’s way and improve operational efficiencies. We are also working on site-wide and enterprise-wide data analytic solutions to be able to visualize areas of opportunity to improve operations and enhance productivity. We are equally committed to advancing electrification to mitigate the environmental impact of mining by reducing diesel emissions and regenerating energy.

For us to achieve these goals, we need to innovate in new ways, like agile development of software, batteries and power management. These advanced and precision technologies require different know-how than our conventional equipment and component expertise. Thus, in addition to in-house development, we are also working with third-party partners, drawing on their knowledge and expertise to advance the industry together. What I would like to emphasize is that our design and development engineers are not simply outsourcing or working in isolation; we are strategically partnering to solve problems, develop a full range of solutions and business models, and promote open innovation. Rather than just providing new product-oriented technologies, we are engaging with our customers to understand their pain points, their vision, and propose technological solutions.

Let’s solve problems together as we proactively innovate new technologies and development methods. And in so doing, let’s confirm our passion and dream that Komatsu drives solutions and can thoroughly ‘accomplish much going forward’.