

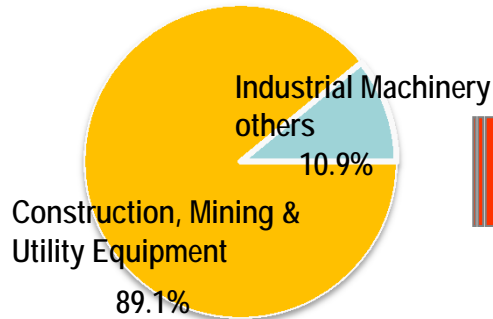
Investors Meeting (September 16, 2015)

Komatsu's Industrial Machinery Business (Komatsu Industries Corporation)

September 16, 2015
Nobuaki Kawanishi
President & CEO

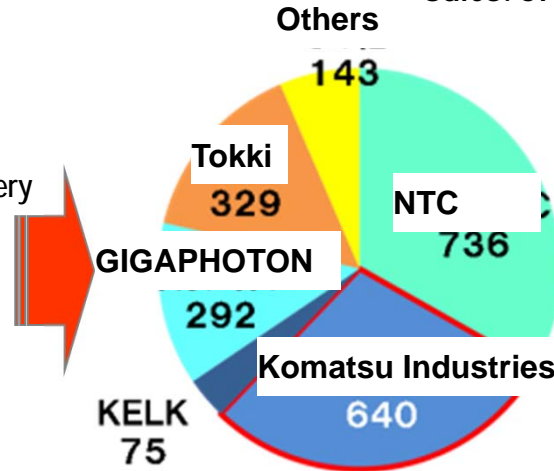
Breakdown of consolidated sales

Total: JPY1,978.6 bn



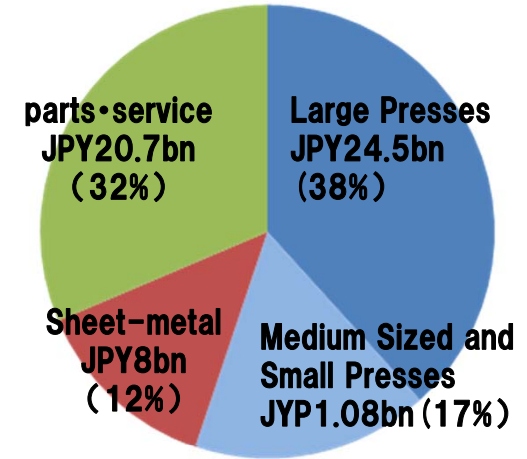
Breakdown of industrial machinery sales

Sales: JPY221.5 bn

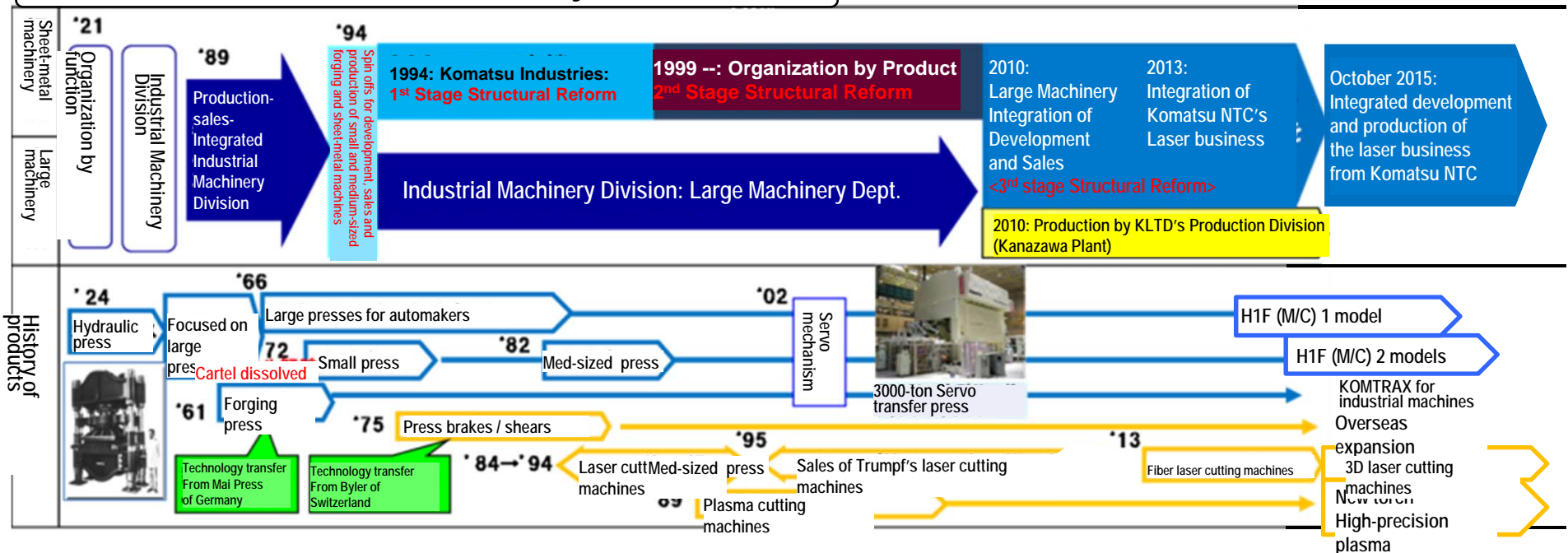


Breakdown of Komatsu Industries sales of FY14

Sales: JPY64 bn



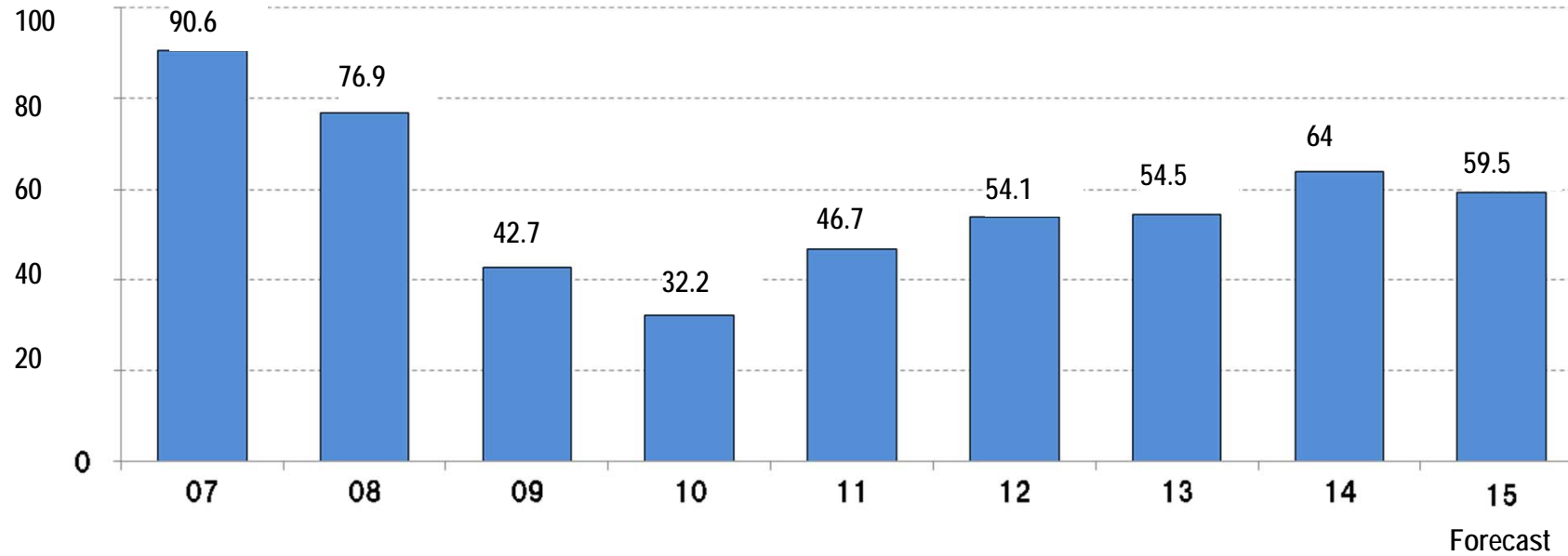
Profile of Komatsu's industrial machinery business



Sales of Komatsu Industries

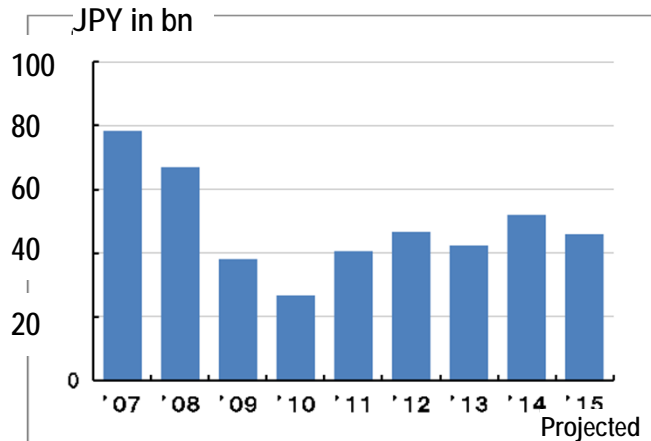
JPY in bn

consolidated sales

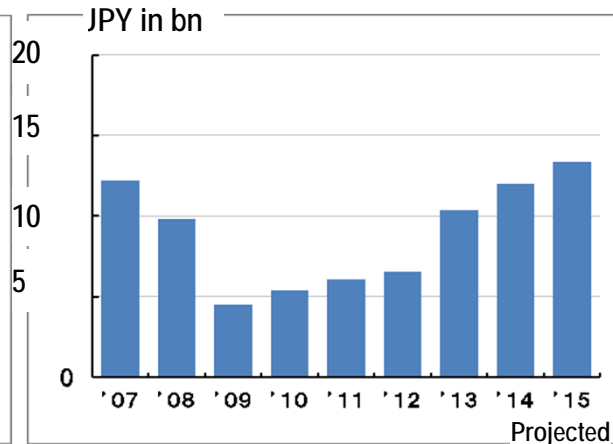


Sales by business segment

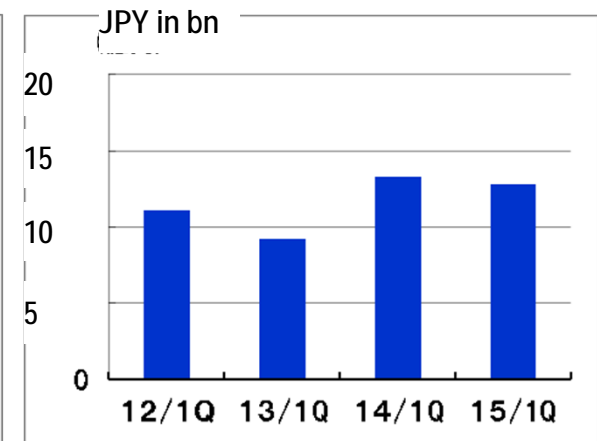
Presses



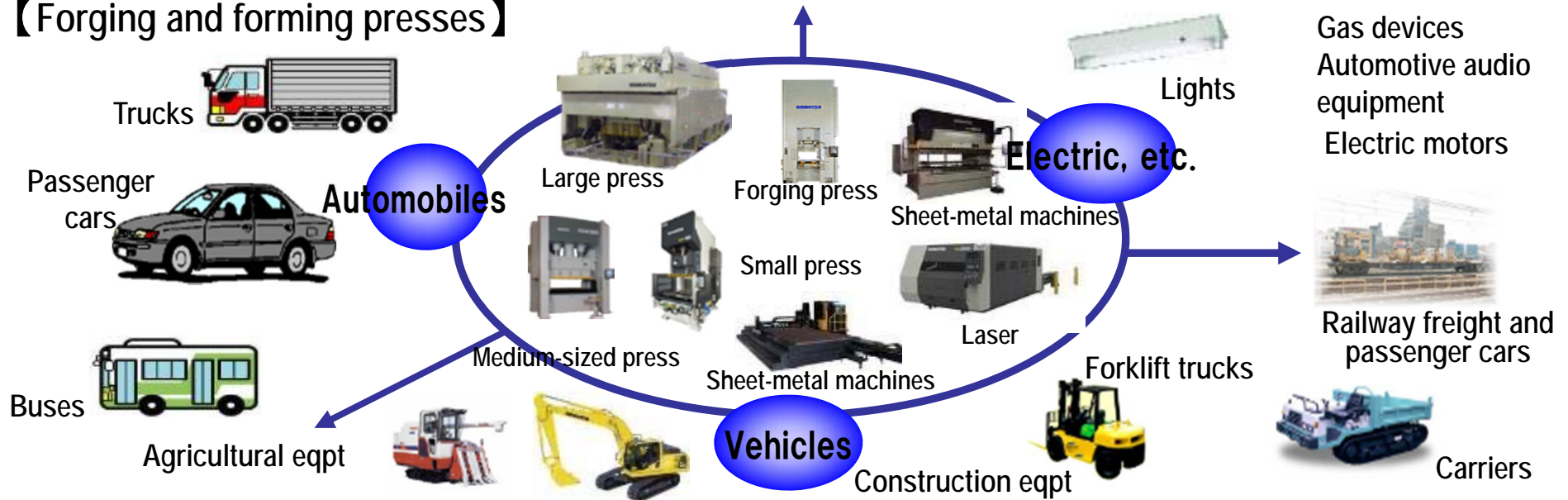
Sheet-metal machinery



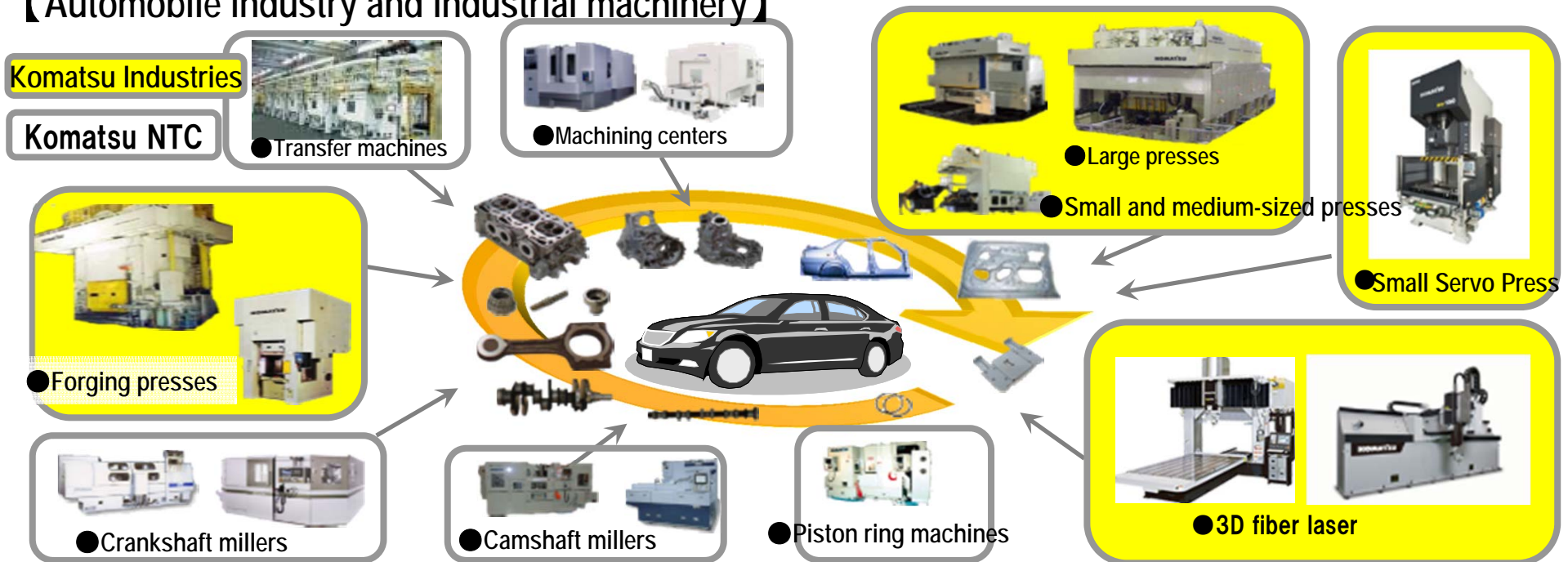
First-quarter sales of Komatsu Industries



【Forging and forming presses】

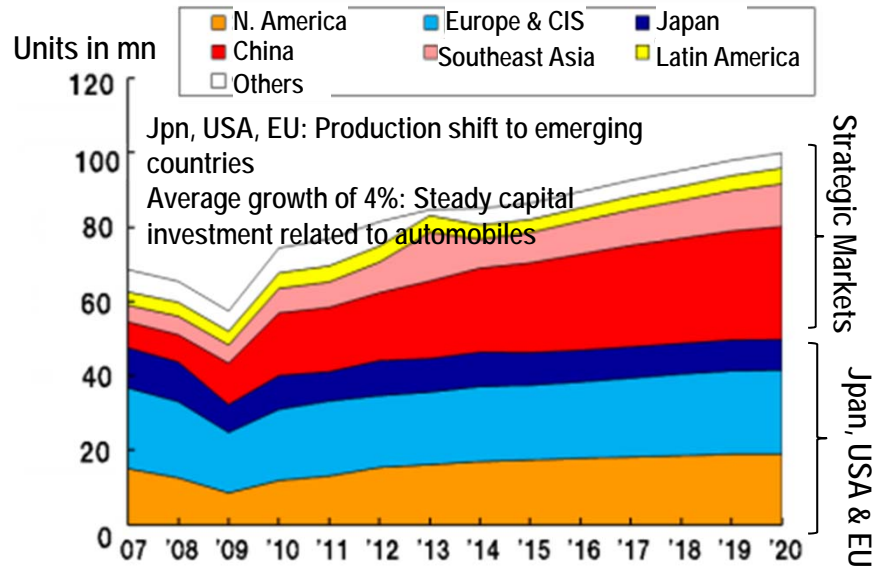


【Automobile industry and industrial machinery】



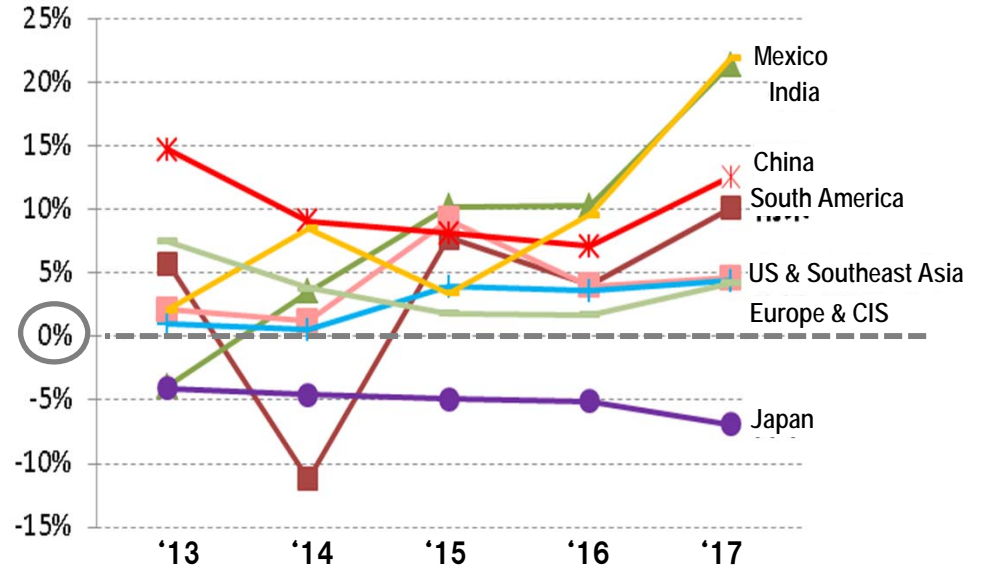
Automobile production volume worldwide

Source: IHS Automotive 2015/2Q

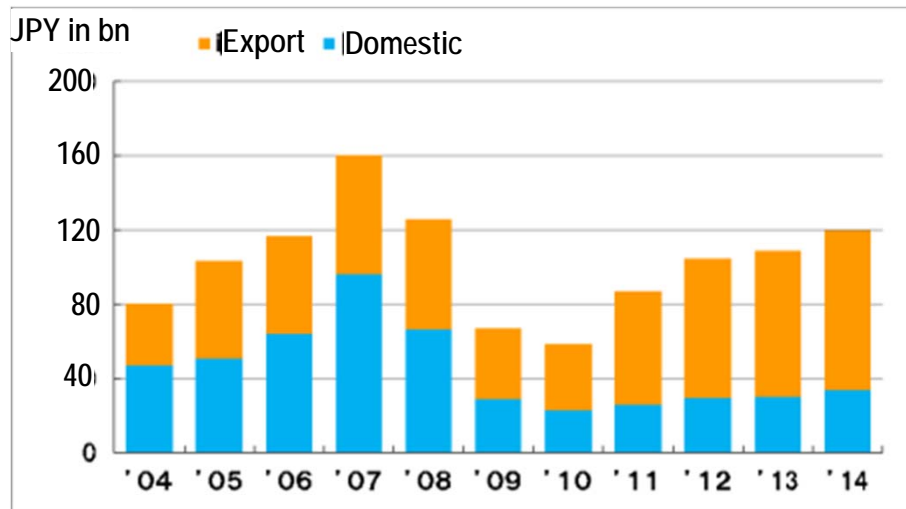


Rate of growth by region

Source: IHS Automotive 2015/2Q

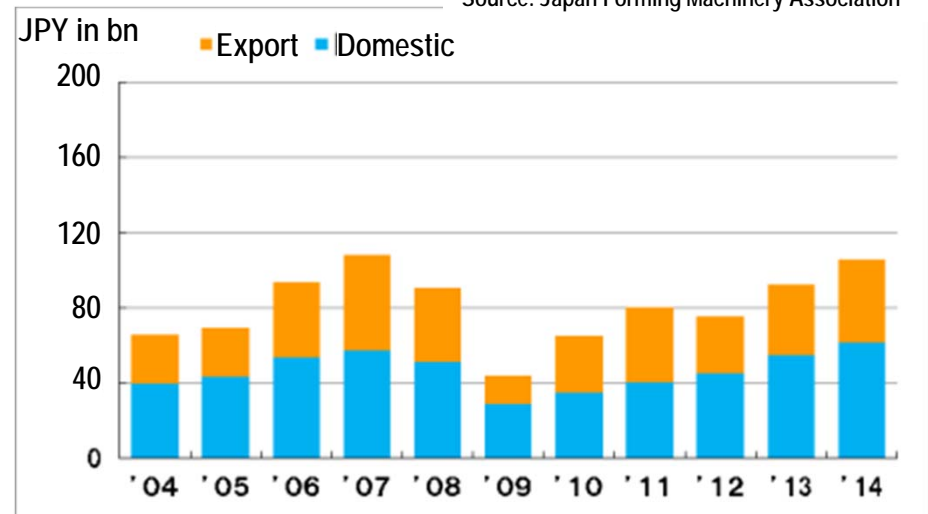


Demand (sales) for forging presses



Demand (sales) for sheet-metal machines

Source: Japan Forming Machinery Association



1. Basic stance on growth strategies

- 1) **Capture growing demand for presses for the automobile manufacturing industry.**
 - (1) Development of presses designed to demonstrate DANTOTSU productivity at customers in order for us to expand shares in our market segments and improve our profitability..
 - (2) Expand overseas business (esp. in Mexico and Asia) and our markets (esp. joint ventures of U.S. and European manufactures in Asia).
2. **Promote development of key components (by reforming development operation)**
 - (1) Develop motors and controllers of AC Servo presses.
 - (2) Develop control systems for press factories, including peripheral machinery.
3. **Expand aftermarket sales.**
 - (1) **Increase the coverage ratio of our parts and maintenance business by deploying ICT.**
 - (2) Utilize overseas infrastructure of our construction equipment business to improve our parts delivery operation, train service personnel and develop our distribution network.
 - (3) Promote solutions-based business of presses (controllers for productivity improvement).

2. Mid-range management plan

Category	Press Machinery	Fabricating Machinery
Principle	Expansion of parts selection for growing automobile market and strengthening of part service structure in growing area	Development of new product with synergy effect to press machinery in automobile market and strengthening of parts business in growing area
Growth by Innovation	Development of leading new product of which key words are Energy Saving/ICT/Safety	
	<ul style="list-style-type: none"> Development of Servo press(strategy goods) Expanding KOMTRAX service area 	<ul style="list-style-type: none"> Start of selling fiber laser cutting machinery enhance of product appeal Introduction of 3D fiber laser cutting machinery
1Development	Self-manufacture of key component by technical innovation	
	Final drives and motors	Power source and oscillators
	Enhancement of business in Asia and North America	
2Expanding business area	Enhancement of production in China, and parts sales & service in North America	

Completing the line-up of the AC Servo press series with H1F150-2 and H1F200-2 models



Improved Performance

Comp. with conventional models	H1F150-2	H1F200-2
Press speed	17%Up [100spm] ^{*1}	27%Up [89spm] ^{*2}
Slide stroke	25%Up [250mm]	20%Up [300mm]
Specs	13%Up [26KJ]	12%Up [36KJ]
BDC precision	10μm	10μm

*1 When pendulum motion is used (set slide stroke: 80mm)
 *2 When pendulum motion is used (set slide stroke: 110mm)

Display of breakthrough load NEW

New models display minus load upon breakthrough. By controlling the slid motions while monitoring the load waveform, you can reduce breakthrough load and excessive stamping force on the die, prolonging the life of dies.

Global KOMTRAX ^{#3}

We have extended our KOMTRAX reach to overseas markets. KOMTRAX enables customers to monitor and manage the operating conditions of industrial machines around the world via the

*3 Applicable countries are Japan, China, Thailand, Indonesia, Canada, U.S.A. and Mexico.

**H1F150-2
 launched in
 June2015**

Thank you for your interest in Komatsu.