



IR-Day 2021

Forestry Machine Business
Contribution to Sustainable Forestry

Komatsu
Construction Equipment Solution Division
Green Business Promotion Department (Forest and Agriculture)

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Forestry and the SDGs (Overview of Forestry and Forestry Machine Methods)

- Forestry sector contributes 14 targets of SDGs.
- Carbon sequestration, wood construction, biomass energy or etc. can contribute to a Carbon Neutral Society.
- Appropriate forestry operation is necessary for a sustainable forest management.

Forest contribution



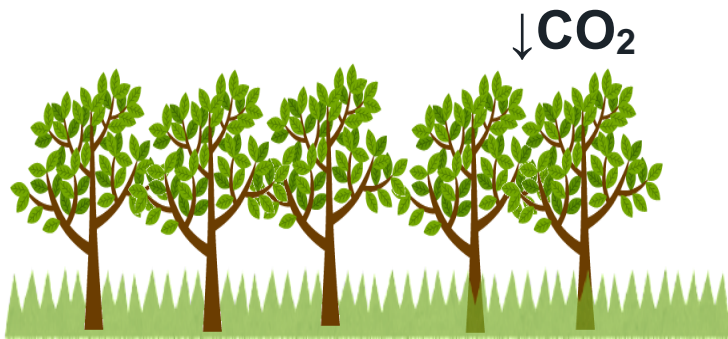
Proper management of forests (From 2018 Forestry White Paper, Forestry Agency)

method	operation	feature
(1) CTL	<p>Felling, processing & bucking → extracting → loading</p> <p>hvester → Forwarder → Knockboom</p> <p>Processing and bucking in forest and extracting cut logs</p>	<ul style="list-style-type: none"> • Felling • Processing and bucking in forest and extracting cut logs • European style
(2) FTL	<p>felling → extracting → (processing) → loading</p> <p>Feller buncher → skidder → Processor → Knockboom</p> <p>Log loader → Processor → Knockboom</p> <p>Extracting full trees from forest</p>	<ul style="list-style-type: none"> • Felling • Extracting full trees from forest • American style

Forestry Contributes Carbon Neutral Society

1. Growing forests absorb CO2 and planting trees on harvested areas is an effective forestry management.

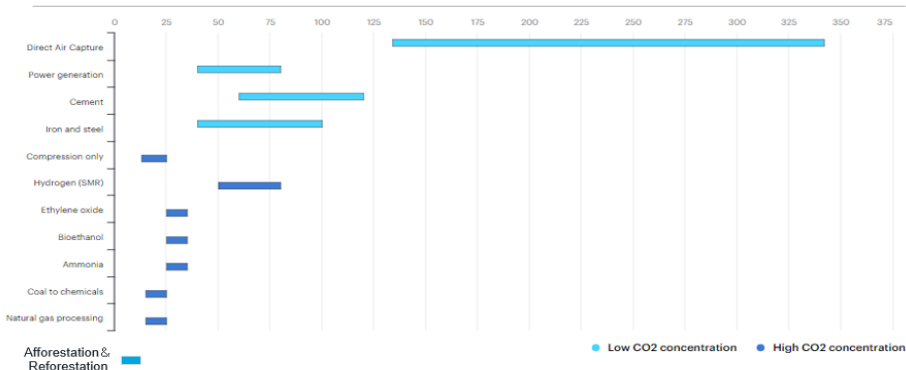
2. Wood products continue to store carbon until the day the product decays or is burned.



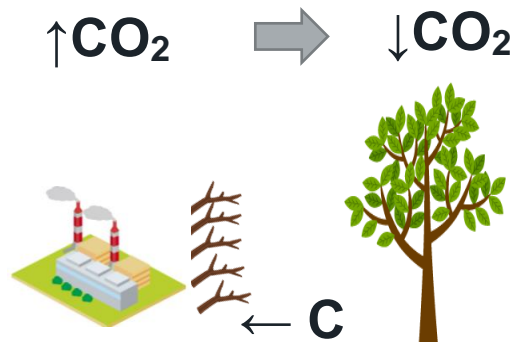
To absorb CO2 - forest is the most effective method in terms of cost compared with other methods.

3. Substitution, Wood products replacing fossil products, reduces the volume of new CO2 released into the atmosphere, Carbon neutral energy.

CO2 capture and storage cost (US\$/t-CO2)

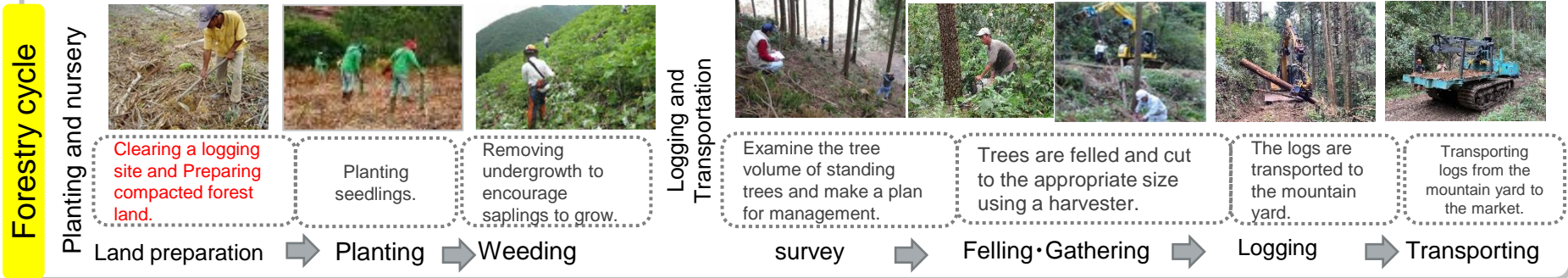


• (出所) IEA, Levelised cost of CO2 capture by sector and initial CO2 concentration, 2019



Contribute to the forestry industry through the forestry machinery business

- Komatsu has been contributing to **the safety and efficiency** of the forestry with its forestry machinery.
- **We will contribute a sustainable forestry management by mechanized silviculture and remote sensing of forest with forestry machines for the carbon neutral society.**



◆ To contribute sustainable forestry through mechanized silviculture & remote sensing for forest management.








◆ To reduce industrial accidents, it is important that people do not descend to the ground.

History of Komatsu's expansion of forestry machinery business through M&As





Forestry machine

1. Forestry machine

Dev.	Sweden	USA	TimberPro USA	JPN/Indo/Ru	USA	Indonesia	JPN
Pro.	Sweden	USA	TimberPro USA	Bra/Ru/Indo	Bra	Indonesia	JPN
	 Harvester · Forwarder	 Feller buncher Log loader	 Feller buncher	 Harvester (PC200F)	 Feller buncher (PC350F)	 Harvester/feller buncher (PC135F)	 Harvester (PC138US)
method	CTL	FTL	FTL	CTL	CTL·FTL	CTL·FTL	CTL
market	Eur, Ru, N.A, Aus, Bra, Indo.	N.A & Aus	N.A & Aus	Bra, Ru, Indo	Bra	Indo	JPN
category	Purpose build	Purpose build	Purpose build	CE	CE	CE	CE

2. Attachement

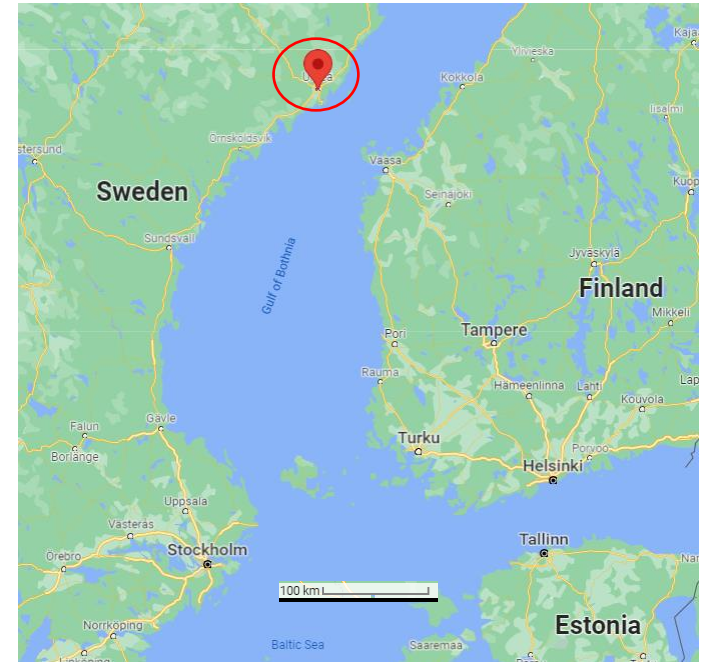
Dev.	LogMax Sweden	Quadco Canada	Southstar NZ
Pro.	LogMax	Quadco	Southstar
	 Log Max harvester	 QUADCO Felling	 SOUTHSTAR equipment ltd harvester
method	CTL	FTL	CTL

3. Silviculture

Dev.	JPN	Italy
Pro.	Brazil	Italy
	 D85 subsoiler & D61 planter	 Weeding
market	Brazil	Indonesia

Challenge to carbon neutral ; KFAB new factory

- The new plant has consolidated old plants located separately mainly in Umea, optimizing the production process and layout.
- It has also adopted new manufacturing engineering benefits, including an automatic assembly line with automated guided vehicles (AGVs) for the first time in the Komatsu, achieving 30% improvement of productivity compared to old plants.
- it has achieved carbon neutrality, for the first time in Komatsu's plants, through a substantial reduction of power consumption volume by adopting renewable energy supply facilities, such as solar panels which cover about 19,000 m2 of the roof and heating equipment which uses geothermal energy.



Mechanized silviculture system for sustainable forestry cycle

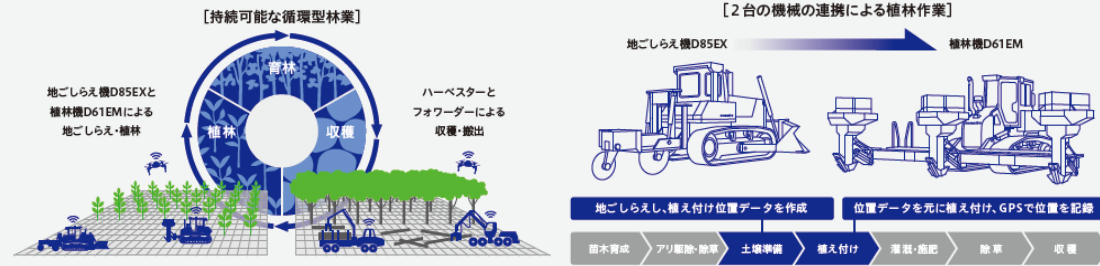
- Wood production is increasing app. 2.5% annually and globally. → Plantation forest is necessary.
- Planting tree is labor intensive and hard job. → Manpower is decreasing.
- Mechanized planting can promote efficient and safety forestry cycle.

1. Manual labor



Tree planting in Brazil

2. Mechanized system



1) Flat area



D85 subsoiler



D61 planter (Video)

2) Steep area

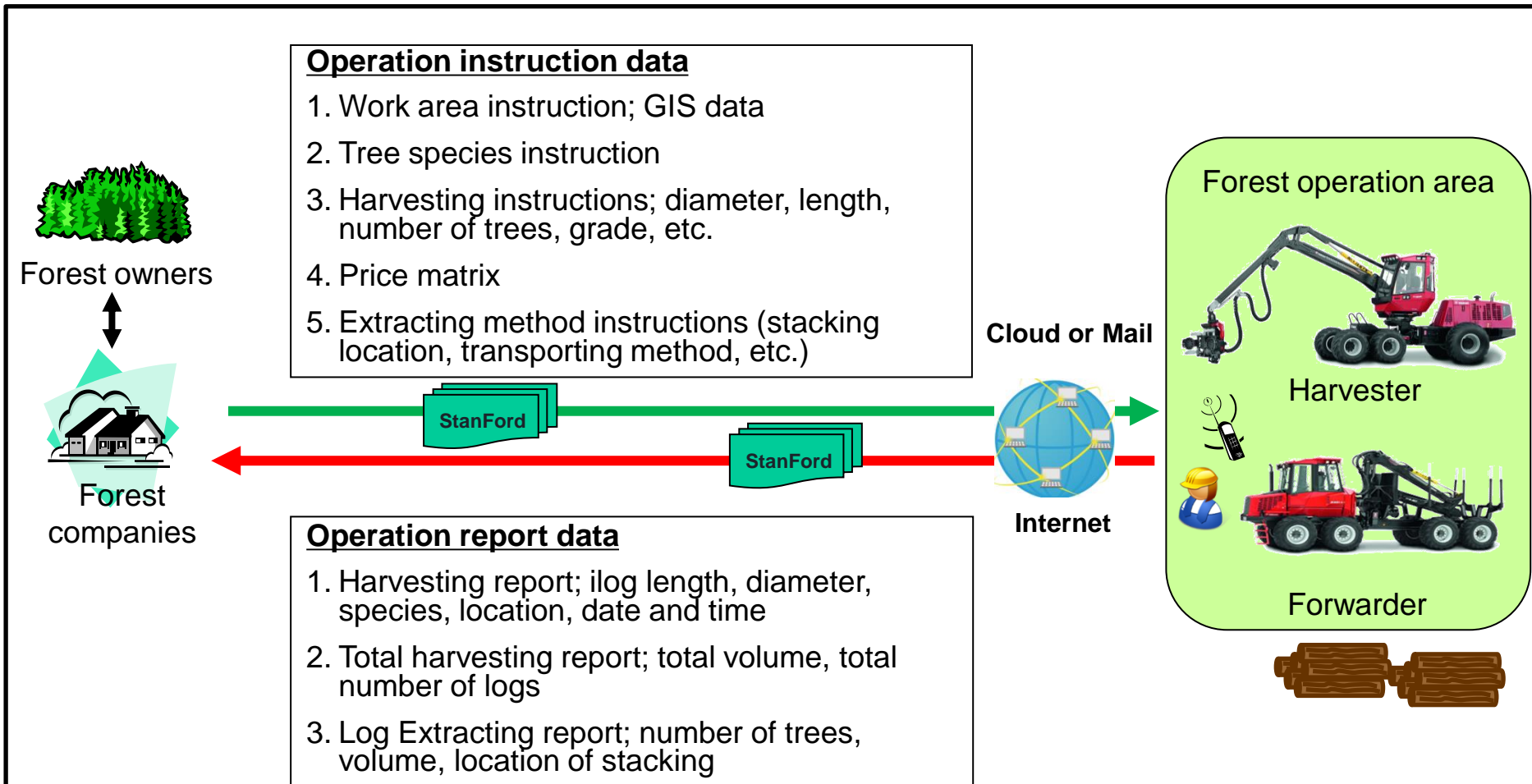


H/E PC240 planter



MaxiFleet; Improving forestry efficiency by visualizing the supply chain (Europe)

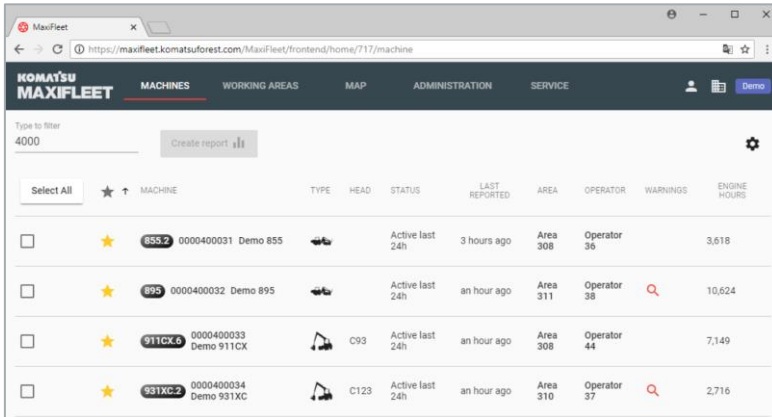
- Forest companies (forest owners) and forestry machines are connected via the Internet ([Cloud or Mail](#)) .
- StanForD* data manages the supply chain by communicating information in a standardized data format.



*StanForD (Standard for Forest Machine Data & Communication); Format of forestry data for exchange with forestry machines.

Basic functions of MaxiFleet

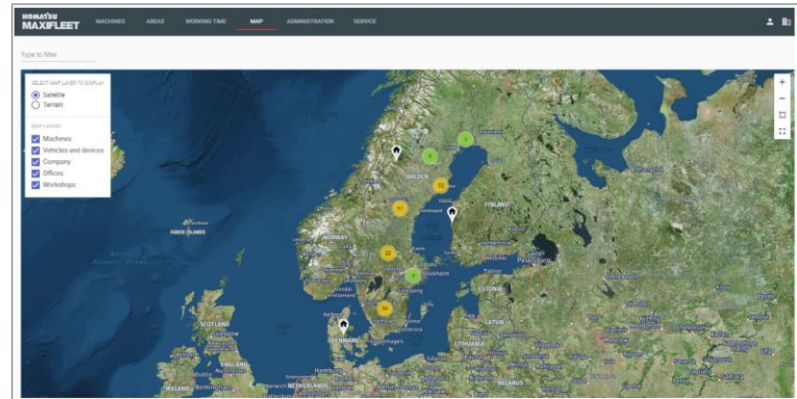
- MaxiFleet is a connected business in global operated by KFAB (Web app.).
- Machine information is sent to the server by an attached modem (4G or Satellite).



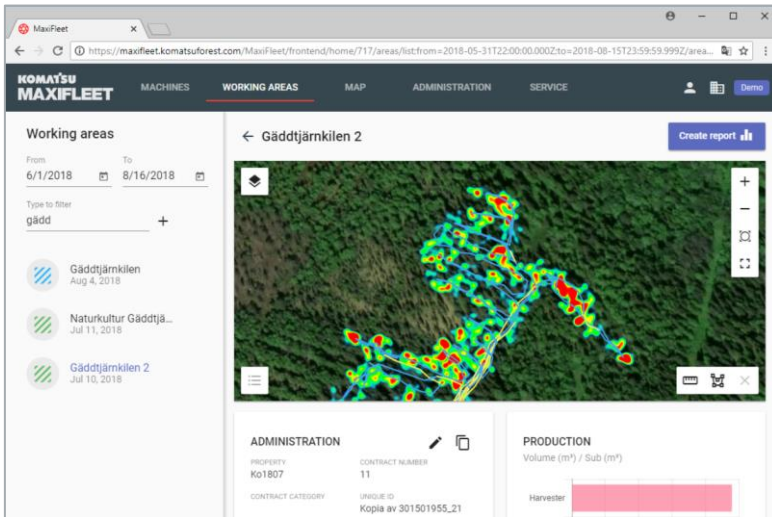
The screenshot shows the 'MACHINES' section of the MaxiFleet web application. It features a search bar with the number '4000' and a 'Create report' button. Below is a table with columns for selection, star, machine ID, demo name, machine type, head, status, last reported, area, operator, warnings, and engine hours.

Select	Star	MACHINE	TYPE	HEAD	STATUS	LAST REPORTED	AREA	OPERATOR	WARNINGS	ENGINE HOURS
<input type="checkbox"/>	★	855.2 0000400031 Demo 855	🚛		Active last 24h	3 hours ago	Area 308	Operator 36		3,618
<input type="checkbox"/>	★	895 0000400032 Demo 895	🚛		Active last 24h	an hour ago	Area 311	Operator 38	🔍	10,624
<input type="checkbox"/>	★	911CX-4 0000400033 Demo 911CX	🚛	C93	Active last 24h	an hour ago	Area 308	Operator 44		7,149
<input type="checkbox"/>	★	931XC-2 0000400034 Demo 931XC	🚛	C123	Active last 24h	an hour ago	Area 310	Operator 37	🔍	2,716

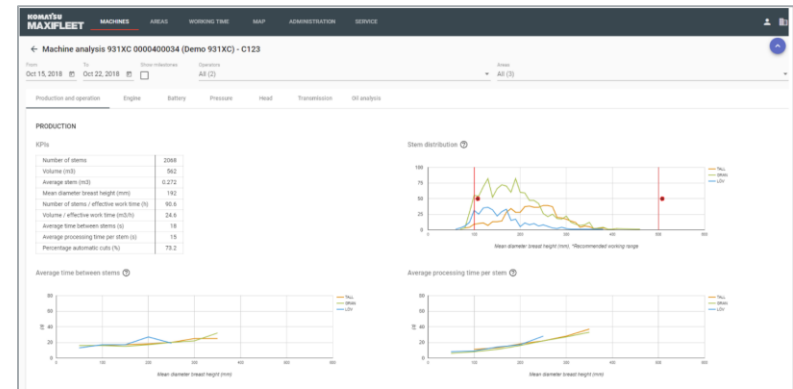
Machine operation overview (type, machine number, area, operating hours, etc.)



Operating location



Harvesting location, track of machine movement

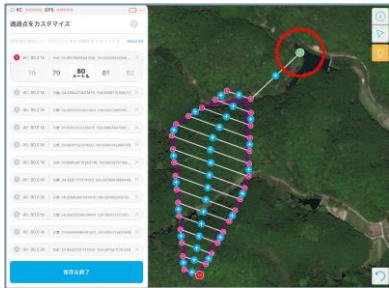


Production progress (number of logs, m³, etc.)

Remote sensing using UAV in Japan

Flight plan making

- Making flight plan on the selected area by original software.



Aerial photo by drone



EXPLORE 1

- Auto flight according to flight plan.

KOMATSU

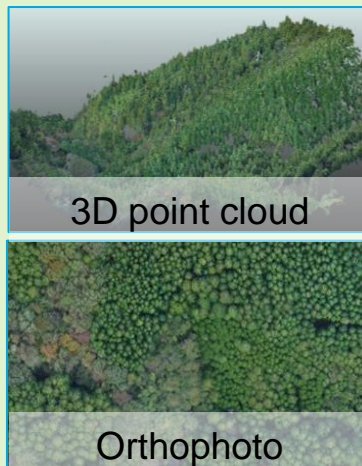
Data transfer
using SD card

Data processing



Edge Box

- 3D point cloud and orthophoto are made through SfM-MVS processing using Edge Box.
- The data has highly position - fix accuracy by RTK & PPK positioning.

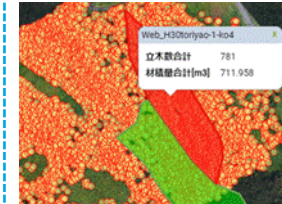


3D point cloud

Orthophoto

Upload data to
LANDLOG

Volume estimation



Forest Scope

- Tree number & volume are estimated by Forest Scope.
- Users can download the data and perform their own analysis.

Silviculture inspection



- users can use the data for afforestation (planting, undercutting and thinning) inspections for subsidies.

Utilizing data

Open Platform

オープンプラットフォーム

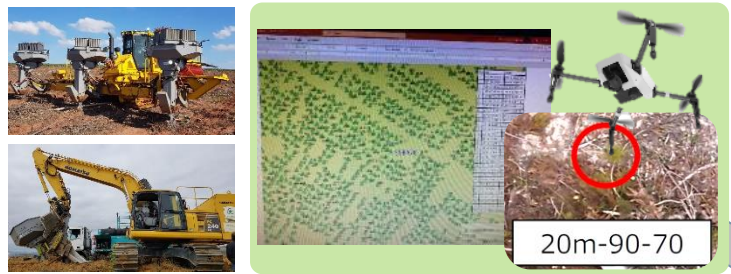


- 3D point cloud and orthophoto are stored on a secure server.

Collaboration between MaxiFleet and smart forestry to visualize the entire forest cycle

- To provide forest monitoring data for planting, management, harvesting, and reforestation cycles to customers together with machine information.
- To realizing forest management with accurate and clear data.
 - We will expand this solution not only to our current customer, forestry companies, but also to new customers who will plant trees for carbon sequestration or environment.

Mechanized planting and drone-based planting management.

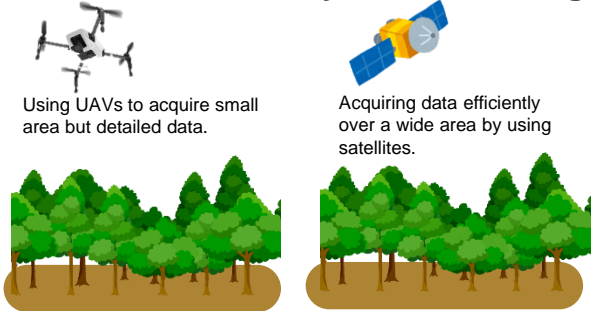


Customer

- Production plan
- Machine operation status
- Machine maintenance planning
- Forest monitoring
- Re-forestation progress
- Harvesting progress

Web Application

Monitoring of growth, forest potential and biomass by remote sensing.



- ✓ Shoot with an appropriate UAV.
- ✓ Analyze using appropriate analysis techniques.
- ✓ Utilize appropriate satellite data.

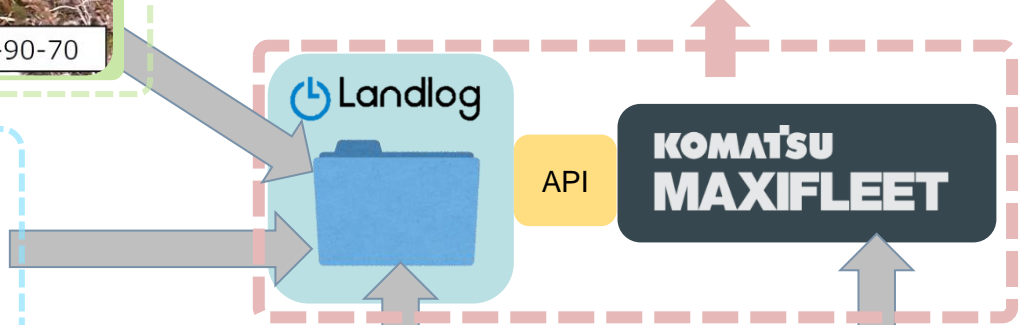
Detection of forest change information using satellite data.



- ✓ Logging progress in the project area (forest change).



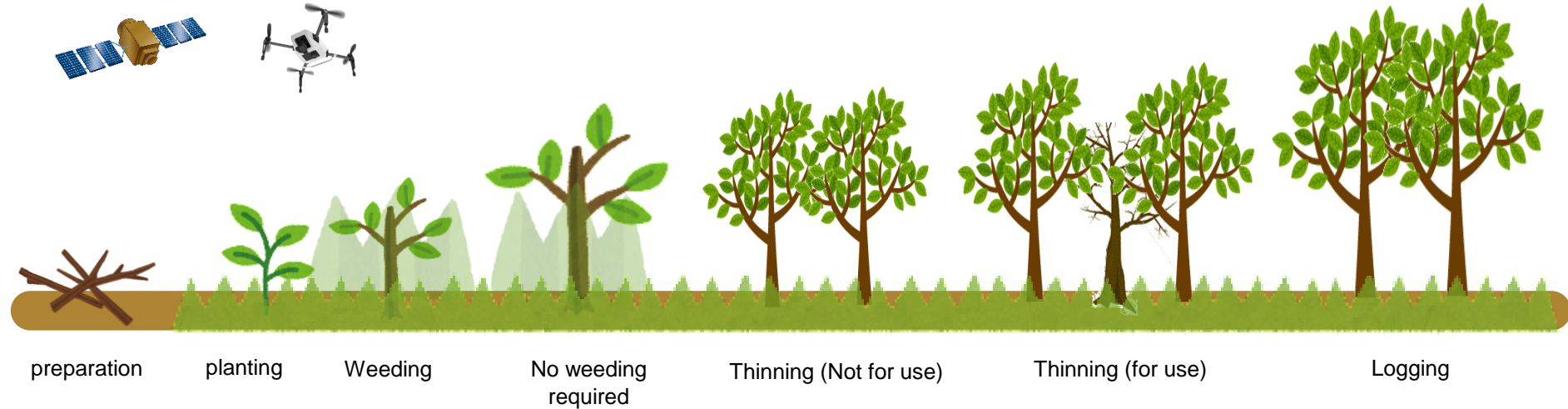
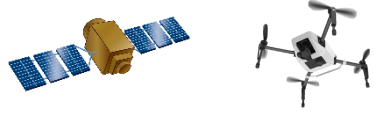
- ✓ Operations at multiple sites.



A new approach to forest remote sensing

UAV sensor : Optical Camera, Multispectral camera or Lidar.

Satellite sensor : Optical, LiDAR, SAR (synthetic aperture radar).



Silviculture Monitoring

1. Seeding number
2. Seedling position
3. Survival rate

Forest Resource Monitoring

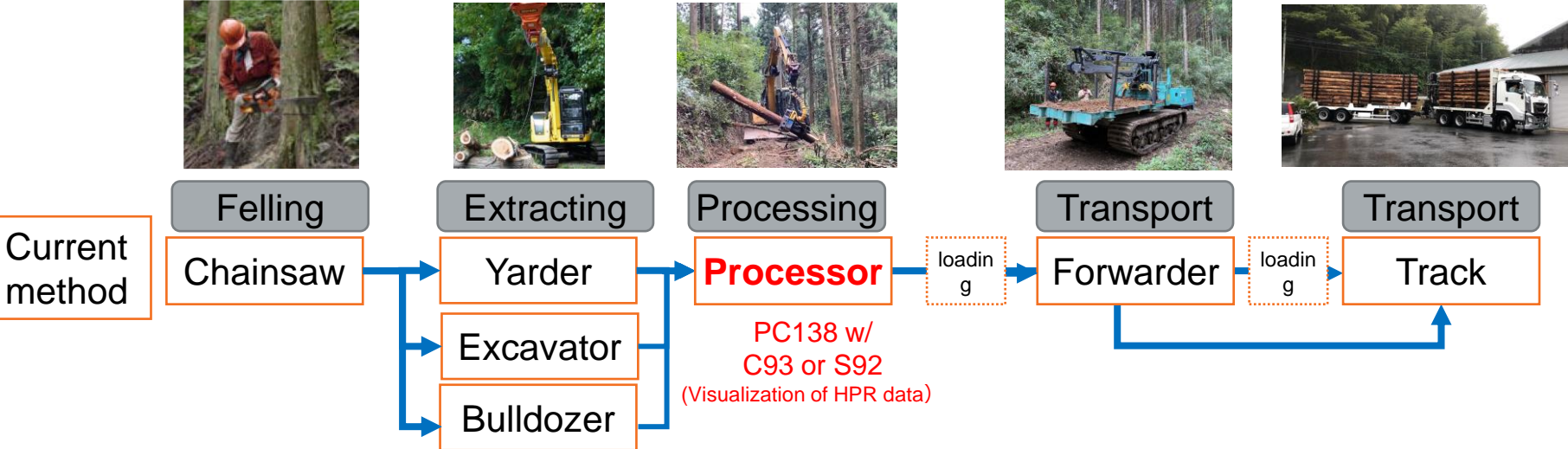
1. Tree number
2. Stem volume
3. Biomass amount (CO₂ stock)



Logging progress monitoring

1. Forest change detection

Challenge to improve forestry operation in Japan

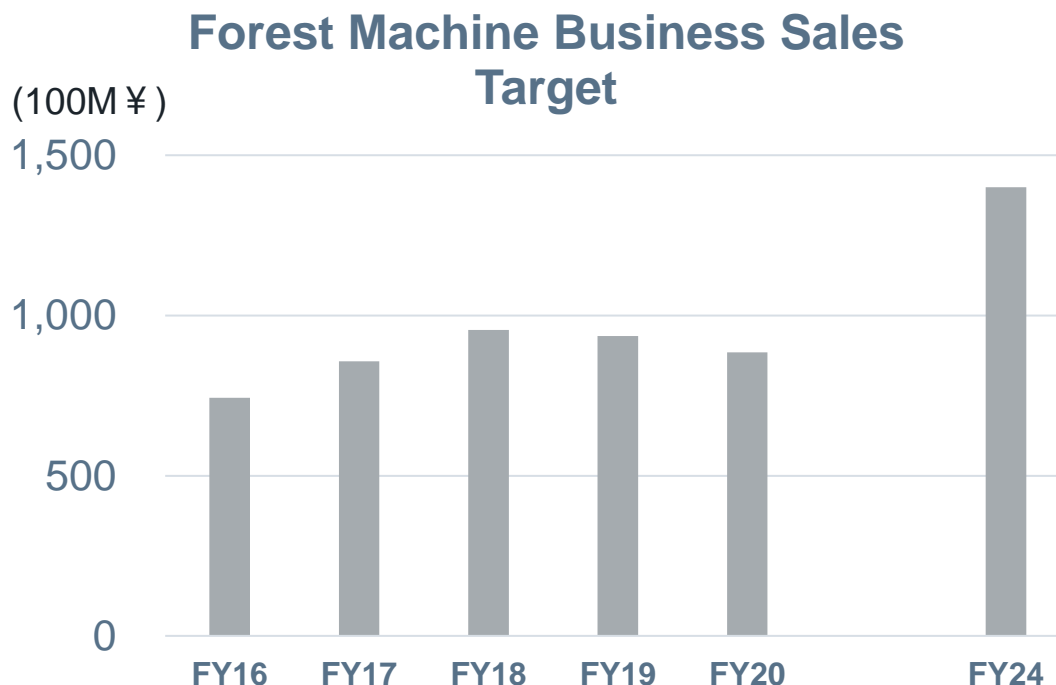
1. Trial of CTL method to improve productivity.
 - Currently, only harvester heads are sold for processor.
2. Investigate the possibility of KFAB machines (In Hokkaido / Tohoku).



KFAB	
	
vehicle height : 3.79 m breadth : 2.62 m Weight : 17.6 t	vehicle height : 3.80 m breadth : 2.62 m Weight : 15.8 t

Forest Machine Business Sales

- Forestry machine business aims for 140 billion yen in FY24.
 - Strengthen North America and strategic market (Russia, Asia & South America).
 - Create New business (Planting & Solution).



Cautionary Statement

The announcement set forth herein contains forward-looking statements which reflect management's current views with respect to certain future events, including expected financial position, operating results, and business strategies. These statements can be identified by the use of terms such as "will," "believes," "should," "projects" and similar terms and expressions that identify future events or expectations. Actual results may differ materially from those projected, and the events and results of such forward-looking assumptions cannot be assured.

Factors that may cause actual results to differ materially from those predicted by such forward-looking statements include, but are not limited to, unanticipated changes in demand for the Company's principal products, owing to changes in the economic conditions in the Company's principal markets; changes in exchange rates or the impact of increased competition; unanticipated cost or delays encountered in achieving the Company's objectives with respect to globalized product sourcing and new Information Technology tools; uncertainties as to the results of the Company's research and development efforts and its ability to access and protect certain intellectual property rights; and, the impact of regulatory changes and accounting principles and practices.