

KOMATSU

MINExpo

Komatsu America Corp.

Dave Grzelak
Chairman

Rod Schrader
Vice Chairman & CEO

September 24, 2012

Komatsu America Corp

Mining
Division

Construction and Utility
Division

Parts
Division

KOMATSU
FINANCIAL

KOMATSU
NLAD

KOMATSU | Forestry
Quality™

KOMATSU
Reman
AMERICA

 **KOMATSU**
REMARKETING

KOMATSU 
The Forklift With Proven Ability.™

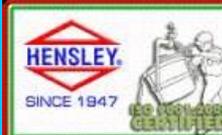
DATAKOM
DataKom Publishing Corporation



Holding Companies & Subsidiaries

 **MODULAR**

 **KOMATSU**
J.V.


HENSLEY
SINCE 1947
ISO 9001:2015 CERTIFIED

KOMATSU EQUIPMENT

KOMATSU
Komatsu do Brasil

KOMATSU
Industrial Machinery
Operation

Komatsu North America Manufacturing Operations



Peoria, Illinois

- Mining Truck Mother Plant
- Worldwide R&D for Electric Trucks



Rolling Meadows, IL

- Headquarters



Newberry, South Carolina

- Wheel Loaders
- Forklifts



Ripley, Tennessee

- Parts Distribution Center
- Reman Coordination Center



Chattanooga, TN

- Excavators
- Forest Equipment
- Supply Chain Div.



Hensley Industries, Dallas, Texas

- GET
- Work Equipment (Buckets / Blades)



Cartersville, Georgia

- Demo Site
- Training Facility

Chattanooga Manufacturing Operation

Chattanooga, Tennessee

Main Products:

- Medium-sized hydraulic excavators
- Forestry Equipment

*Komatsu America Corp.
Chattanooga Manufacturing Operation*



**PC210LC-10 Tier 4
Excavator**



Assembly Line



**XT430L-2 Feller
Buncher**

Newberry Manufacturing Operation

Newberry, South Carolina

Main Products:

- Wheel loaders
- Forklift trucks

*Komatsu America Corp.
Newberry Manufacturing Operation*



**Forklift Assembly
Line**



FG30HT Forklift



**WA380-7 Working at
NMO**

Peoria Manufacturing Operation

Peoria, Illinois

Main Products:

- Super-large dump trucks

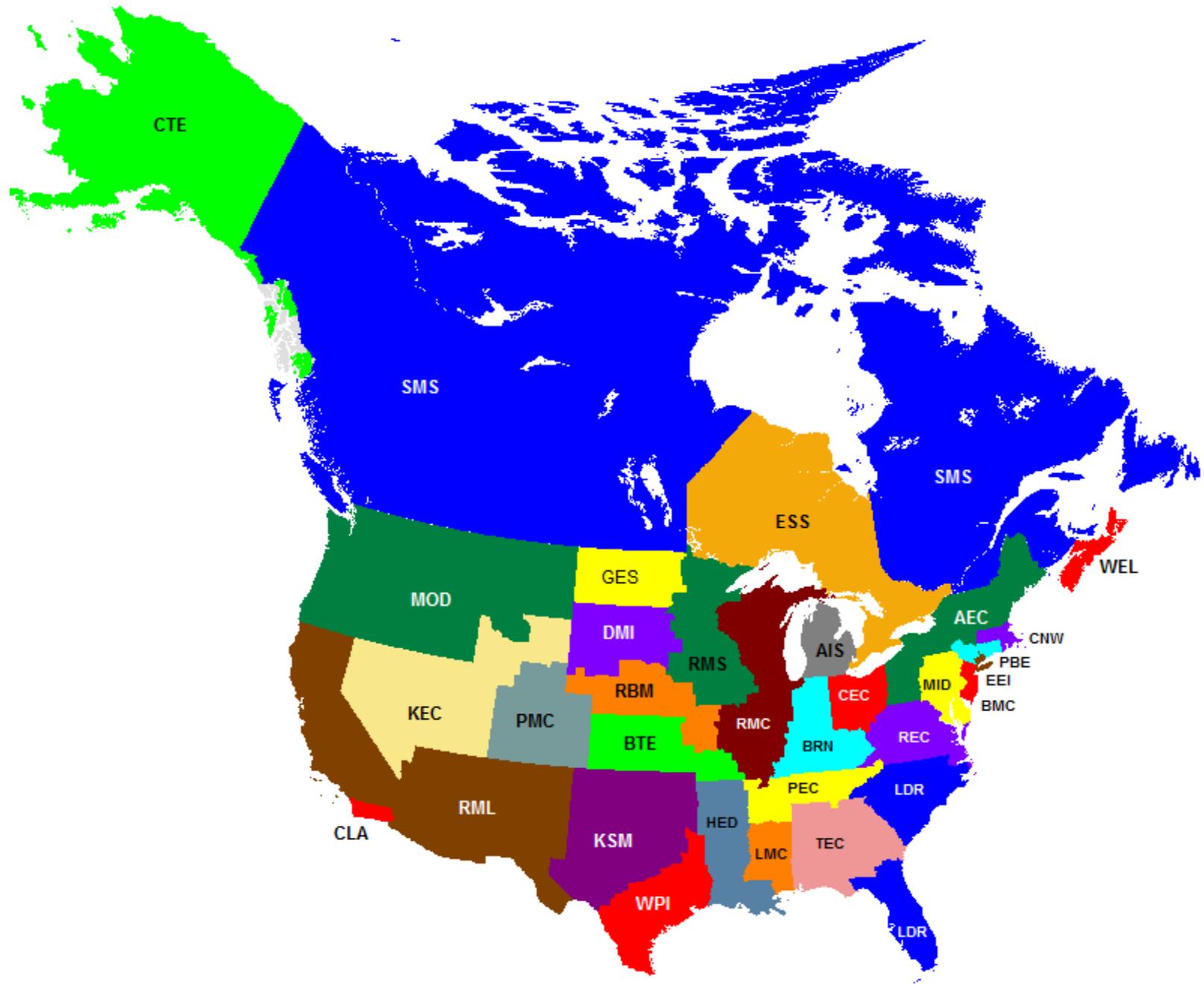
Komatsu America Corp.
Peoria Manufacturing Operation



Cartersville, Georgia Demo and Training Site



33 Distributors in North America



Ripley Parts Operation

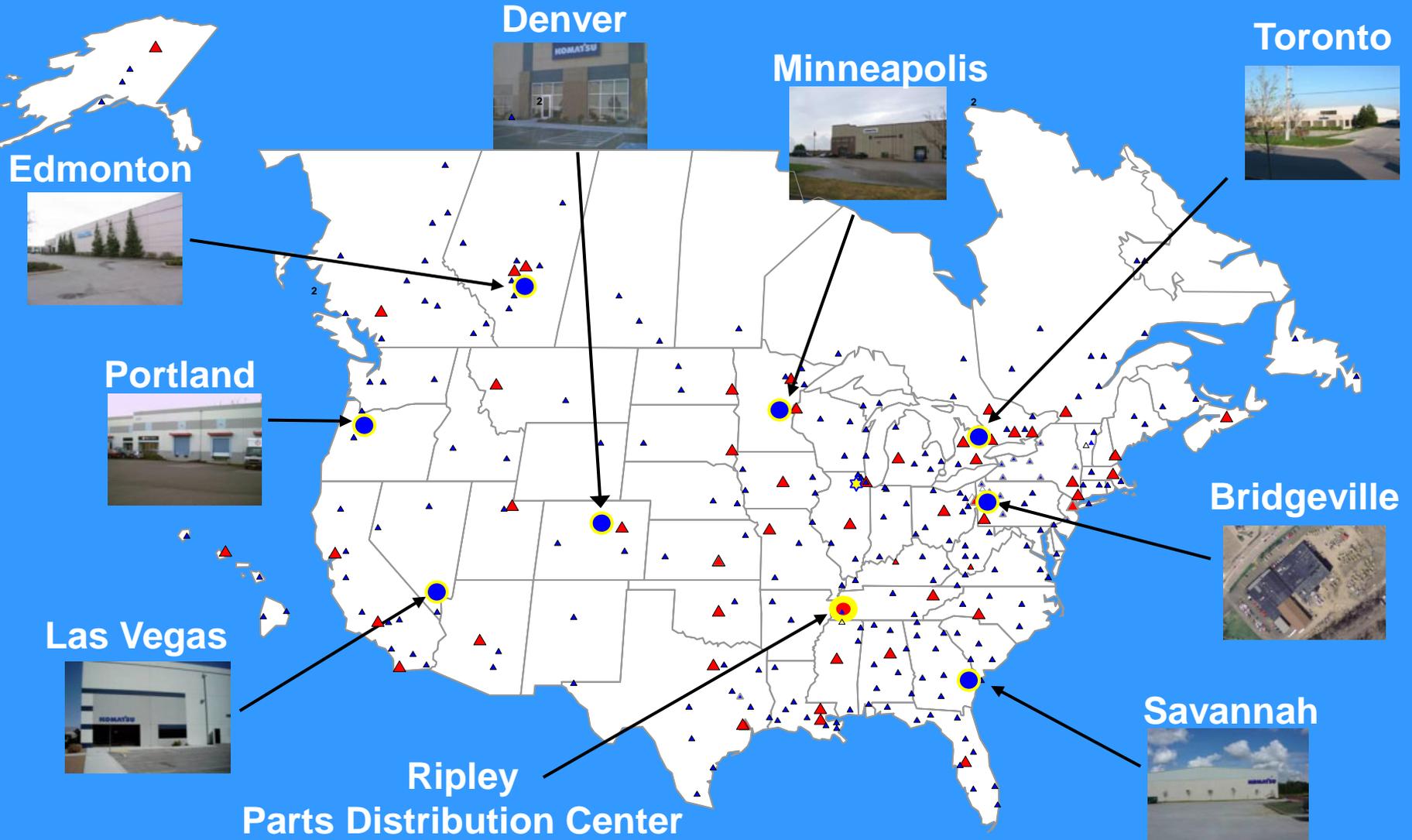
- 56 acre site
- 584,000 square feet inside storage
- 15,060 inbound/outbound trucks per day
- Over 2,500,000 line orders shipped annually
- Over 10,200 line orders shipped per day



- Inbound preparation
- Packaging, kitting, refurbishing
- 24 hour operation
- One piece flow strategy



Support from a Strong North American Parts Logistics Network



- Current Komatsu Parts Depot
- ▲ Komatsu DB Main Location
- ▲ Komatsu DB Branch

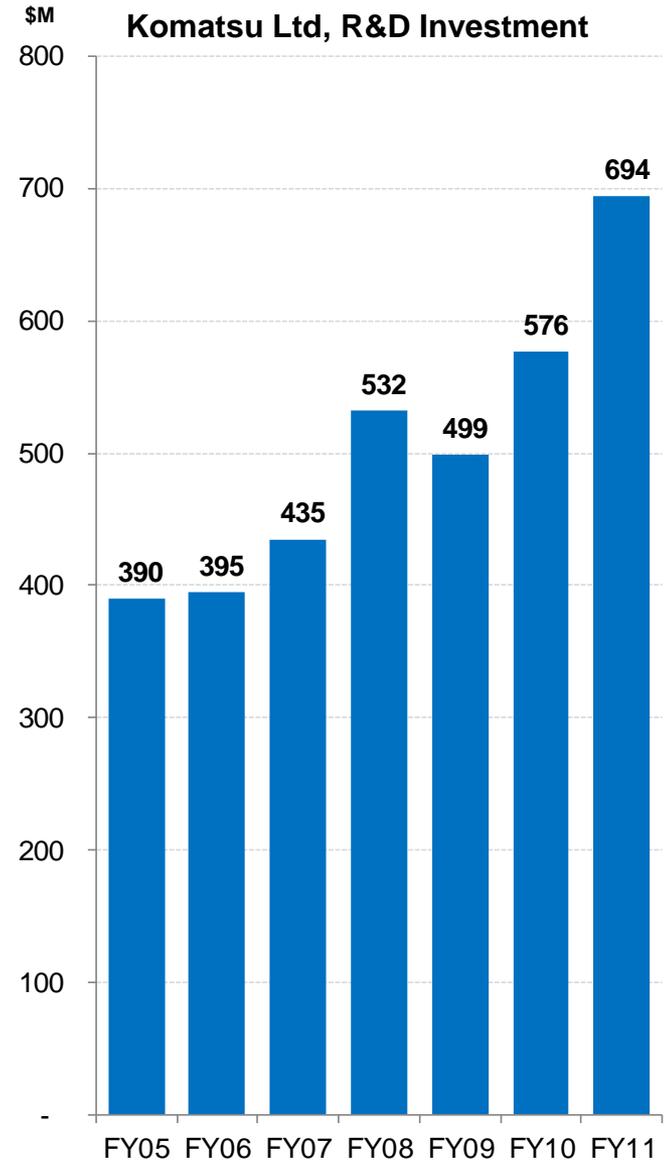


Komatsu Continues to Invest in Research and Development for New Products

Hybrid
Hydraulic
Excavator



HM400-3 with Tier 4



Second Generation Hybrid HB215LC-1 Introduced in 2011

Continuing its commitment to innovation and environmental focus Komatsu has introduced the **second generation** Hybrid 20-ton excavator.

Following the successful milestone of 1,000,000 hours of operation with the first Generation Hybrid, the HB215LC-1 has been improved to continue reducing fuel consumption and emissions.

Environmental stewardship begins with the realization that ecology is intertwined with the economy and our industry. Protecting the environment is not only our responsibility but also our mission.

HB215LC-1 vs. Conventional PC200LC-8

Yearly Average
Fuel Savings

25% or
1,500 gallons Fuel
150 barrels of oil
(6,300 Gallons)



x 150

CO₂ Reduction

Equivalent to 407
5,000-gallon tanker trucks
of CO₂



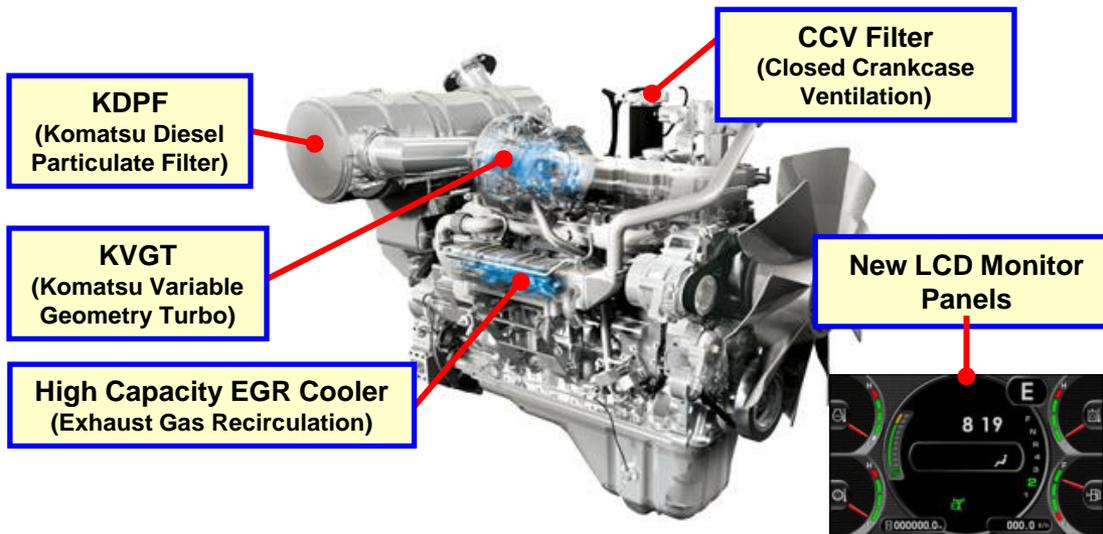
x 407

CO₂ Reduction
is equivalent to
14 Toyota Prius



Komatsu's Tier 4 Solution

Komatsu Technology



Komatsu Performance

NON STOP PRODUCTION

- Automatic Regeneration
- Updated Cabins

Low Operating Costs

- Reduced Fuel Consumption
- Komatsu Care

Peace of MIND

- Komatsu Engineering
- Komatsu Care

Komatsu Results

- Successful Introduction
- Over **1,000,000 Hours** of Operation In the Field
- **NO** major quality or reliability issues
- High Performance

Tier 4 Products

Dash 10 Excavators



- Komatsu Tier 4 Interim powertrain
- Increased lift capacity
- Reduced fuel consumption
- New Cab
 - Heated seats
 - Radios with Aux inputs
 - Improved monitor
- Produced in Chattanooga, TN

Dash 7 Wheel Loaders



- Komatsu Tier 4 Interim powertrain
- Lock-up torque converters
- Reduced fuel consumption
- New cab
 - Heated seats
 - Rear view camera
 - Better front visibility
 - Radios with Aux inputs
 - New monitor
- Produced in Newberry, SC

Tier 4 Products

D65-17 and D155-7 Dozers



- Komatsu Tier 4 Interim powertrain
- Lock-up Torque Converter
- Sigma blade for high production
- Reduced fuel consumption
- New Cab
 - Heated seats
 - Radios with Aux inputs
 - Improved monitor

Dash 3 Trucks



- Komatsu Tier 4 Interim powertrain
- Komatsu Traction Control System
- Increased payload
- Reduced fuel consumption
- New cab
 - Heated seats
 - Rear view camera
 - Radios with Aux inputs
 - New monitor



Industry Leading Customer Support for Industry Leading Products

- Komatsu Care is a complete service and advanced product support solution that Komatsu and our Distributors provide to our customers throughout the entire life cycle of the machine.
- Komatsu Care helps our customers reduce their operating costs and maintain high levels of customer satisfaction.

Komatsu Care Programs

- Complimentary Maintenance
 - 3 years or 2,000 hours
- Complimentary KDPF Exchange
 - 2 exchanges within 5 years



Customer Benefits

NON STOP PRODUCTION
Low Operating Costs
Peace of MIND

Intelligent Machine Control Technology

Integration of GPS technology content into many models of Crawler Dozers, Hydraulic Excavators, Motor Graders.

Automatic grading systems transfers 3D grade information to operator without reliance on grade stakes.



Benefits to Customers :

- ✓ **Increase Grading Productivity**
- ✓ **Control Material Cost**
- ✓ **Increase Profitability**
- ✓ **Bid More Competitively**
- ✓ **Work Faster**
- ✓ **Use Resources More Effectively**
- ✓ **Achieve Better Results**
- ✓ **Reduce Grade Staking Costs**





Show customers opportunities for them to reduce costs

2012 Recognition Program

Target customers to be engaged by distributors for coaching on Idle-Management

No Idling

IT ALL STARTS WITH YOU

3 STEPS TO LIMITING IDLE TIME:

- 1 Turn it off at lunch
- 2 Avoid idling more than 5 minutes
- 3 Limit cool down to 3 minutes

KOMATSU

IT ALL STARTS WITH YOU **No Idling**

IT ALL STARTS WITH YOU **No Idling**

IT ALL STARTS WITH YOU **No Idling**



Komatsu Global Mining Equipment Business



Komatsu Global Mining Strategy

Broad Product Offering

Shovels

Trucks: Mechanical & Electric

Dozers

Wheel Loaders

Graders

Ground Engaging Tools



Leading Technology Tested at Komatsu's Arizona Proving Grounds

Komatsu confirms the quality before delivering new equipment to the market by testing ALL new prototype trucks at our Proving Grounds.



3360 hectares (8300 acres) total land.
KAC Lease about 180 hectares (450 acres)

2.25 km (1.4 mi)

X — 530 m (1755 ft) elevation

X — 975 m (3200 ft) elevation



Shop space: 6,000 m2 (64,372 ft2).

Cranes: 2 x 10-ton, 1 x 15-ton.

Office space: 1450 m2 (15,500 ft2)

960E-2K



360 st

3,500 hp

1,270,000 lbs GVW

Komatsu Global Mining Strategy

Leading Edge Technology

- **Autonomous Trucks**
- **MMS – Integrated systems (Dispatch, MineCare, ProVision)**
- **KOMTRAX Plus**



Komatsu Autonomous Timeline

**Codelco –
Radomiro Tomic Mine**

**Codelco Gaby
Greenfield**

**(5) Rio Tinto
West Angelas**

**Rio Tinto -
150 Autonomous
Truck Deployment
into Pilbara Iron Ore
operations by 2015**



Komatsu's Autonomous Haulage System

Fleet Control

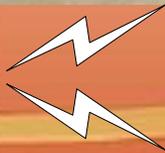
- Flexible and expandable
- Manual vehicle interaction
- Grader interaction

Dumping site

- Paddock dump (Auto path generation)
- Crusher dump (Designated location)



Master Link™



Hauling

- Precise navigation
- High speed and robust control



Operation

- High availability
- Economical
- Reliable



Loading Site

Automatic path generation to loading machine

Proven Value of AHS



- **Safety**
 - Removes truck operator exposure to mining environment risk
 - Reduces risks associated with operator fatigue
- **Precision**
 - Reduces cycle time variability
 - Facilitates precise truck spotting
- **Productivity**
 - Increases equipment utilization and fleet availability
 - Reduces misdirected loads
- **Costs**
 - Lessens infrastructure and support staff requirements
 - Reduces tire, and labor cost per ton
 - Extends select components life through operating to design specifications

150 Komatsu Autonomous Trucks in Pilbara Iron Ore Mine by 2015

KOMATSU

Products

Company Info

Press Release

Investor Relations

CSR

Komatsu & Rio Tinto Enter into Agreement for 150 Autonomous Truck Deployment into Pilbara Iron Ore operations by 2015

Komatsu Ltd. (President and CEO: Kunio Noji) (hereinafter Komatsu) and Rio Tinto (Chief Executive: Tom Albanese) November 1 in Japan, signed a Memorandum of Understanding (hereinafter MOU) to take the next step in their partnership, committing to deploy 150 autonomous trucks to the end of the year.

Rio Tinto is the Pilbara business.

The MOU was signed by Tom Albanese, Chief Executive, Rio Tinto.

[Comment]

"We are pleased to partner with Komatsu on this AHS Truck deployment in the Pilbara operations."

[Comment]

"This agreement is a significant milestone for Komatsu and Rio Tinto."



Kunio Noji (left), President and CEO, Komatsu
Tom Albanese (right), Chief Executive, Rio Tinto

2011/11/02
KOMATSU Corporate
Communications
TEL: 03(5661)2618

system, in the

cutive, and senior

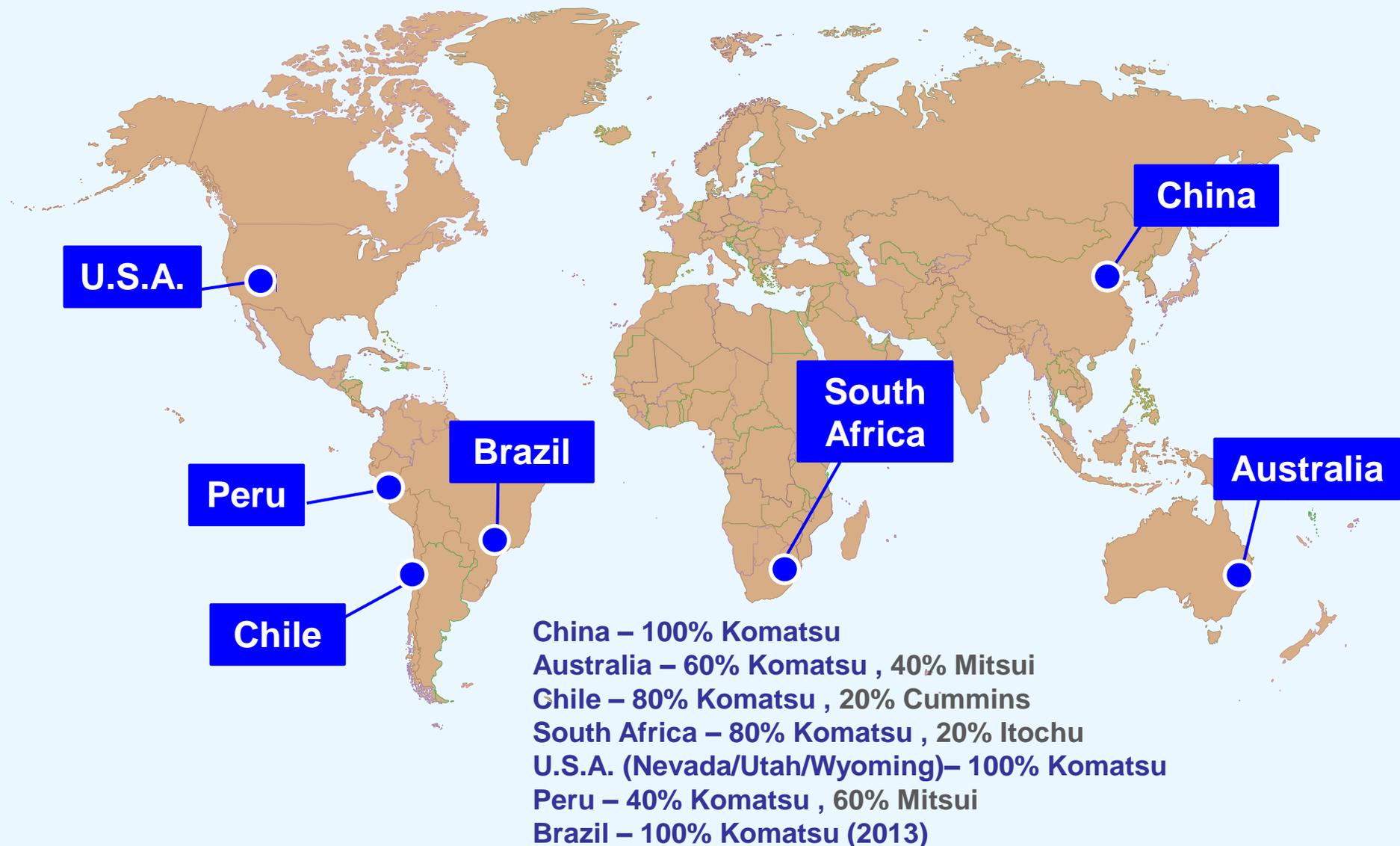
AHS global, edge and mine

ering with

Autonomous haulage is an important component in our Mine of the Future™ programme. These new 150 Autonomous trucks will work with our pioneering Operations Centre that integrates and manages the logistics of 14 mines, three ports and two railways. These technologies are revolutionising the way large-scale mining is done, creating attractive hi-tech jobs, and helping us improve safety and environmental performance, and reduce carbon emissions."

Komatsu Global Mining Distribution & Support

Large Mining Markets Served Through Komatsu-owned Distributors for Consistent Global Support



MINExpo 2012



September 24-26, 2012
Las Vegas Convention Center
Las Vegas, Nevada USA



Explore the Future of Mining



MINE xpo 2012

Equipment

- 960E
- 730E
- D375
- PC4000
- WA900
- HD785



Solutions Workshop

- Extending Machine Life with Komatsu Engineered Products
- Chart Your AE Course With Komatsu Software
- Maximize Efficiency with Komatsu On Board Monitoring--Komtrax Plus
- Trolley Assist – Considerations to unearth this hidden gem
- Improving Operator Behavior With Immediate Positive Feedback
- Addressing the Problem of Operator Fatigue in Mining
- Reducing Undercarriage Operating Cost with Komatsu Dual Bushing
- Autonomous Haulage Overview

Technologies

- MMSI
- AHS
- KomVision
- Trolley Assist
- Komtrax Plus

The “Future of Mining” is not only the latest in Komatsu Equipment, Technologies and Solutions.

The “Future of Mining” truly is greater collaboration between Komatsu, our Distributors and our Customers in order to make them safe, more environmentally friendly and more efficient.

Thank you

KOMATSU