

KOMATSU



CONEXPO-CON/AGG 2023 Investor conference



March 15, 2023

Cautionary statement

The information 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.

Featured leaders

Presenting:



Rod Schrader
Chairman and CEO
Komatsu North America



Mike Gidaspow
*VP – Products, Service
and Solutions*
Komatsu North America

Participating in
the Q&A:



Taisuke Kusaba
President and COO
Komatsu North America



Rod Bull
EVP – North America Region
Komatsu North America



Tim Tripas
*Sr. VP CE/Forest
Division*
Komatsu North America



Doug Morris
*VP – Forest Products
Division*
Komatsu North America

Komatsu's global footprint



Headquarters

Tokyo, Japan



Founded

May 13, 1921



Employees

62,800



Countries

140



Manufacturing operations

85



Sales operations

88

Globally

1 **3**

Middle East/Africa

13 **17**

Europe/CIS

11 **11**

China

18 **6**

Japan

12 **21**

Asia/Oceania

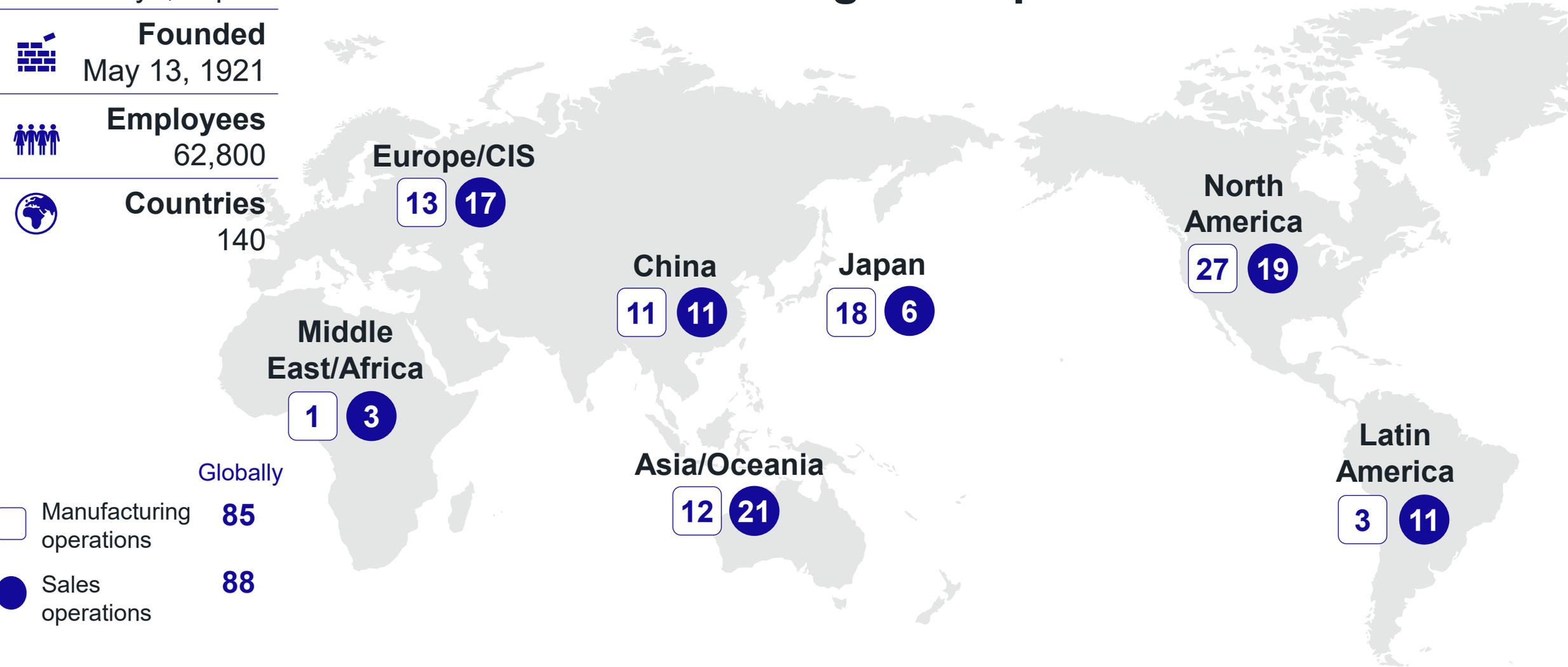
3 **11**

Latin America

27 **19**

North America

Komatsu global operations



Our equipment and technology solutions

Komatsu's global range of offerings for construction, mining, forestry, aggregate, waste, energy and other related industries provides quality, durability and reliability to help our customers meet their business goals; improving production, lowering operation costs and prioritizing safety.



Dozers



Excavators



Motor graders



Trucks



Wheel loaders



Forestry forwarders



Forestry harvesters



Forestry feller bunchers



Forklifts



Crushing



Entry development



Longwall



Room and pillar



Underground hard rock bolters



Underground hard rock drills



Underground hard rock haulage



Crushing



Blasthole drills



Draglines



Electric rope shovels



Electric Drive mining trucks



Hybrid mining shovel



Surface mining excavator



Laser Cutting



Presses



Mining Technology Solutions



Smart Construction



Smart Quarry

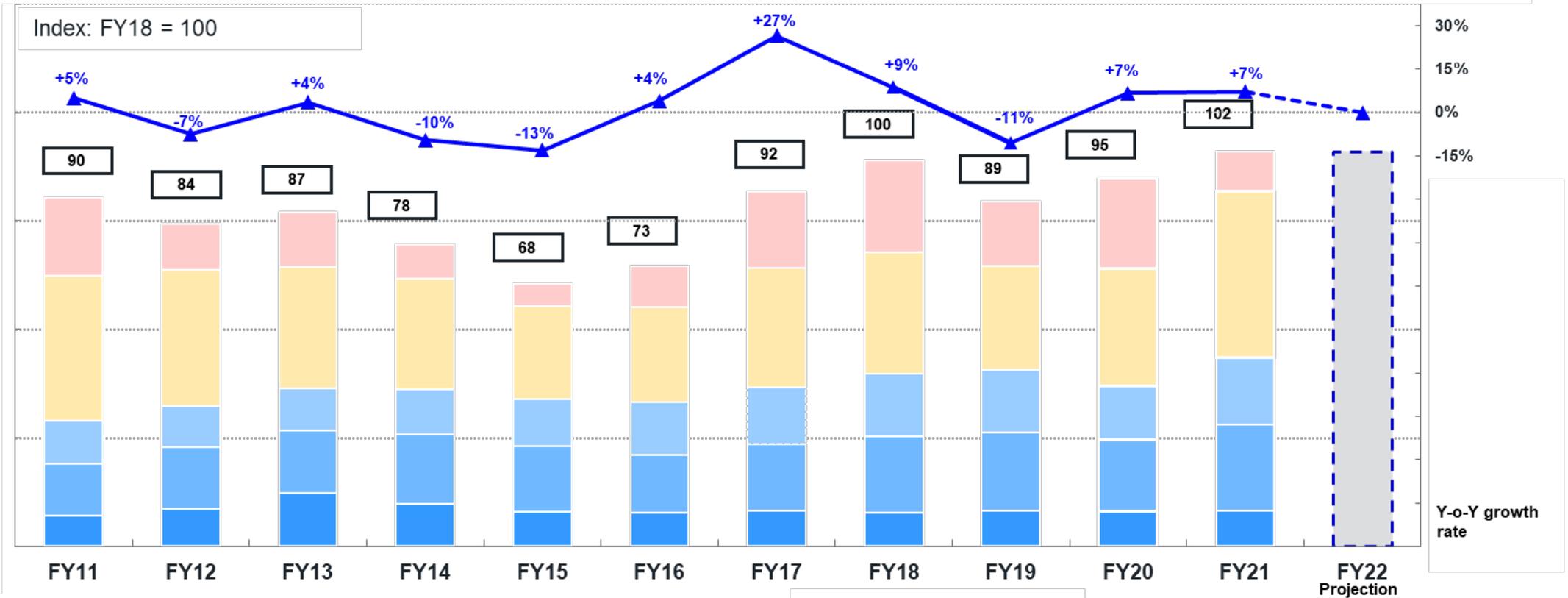


My Komatsu



Komatsu Care Plus

Global annual demand for 7 major product categories*



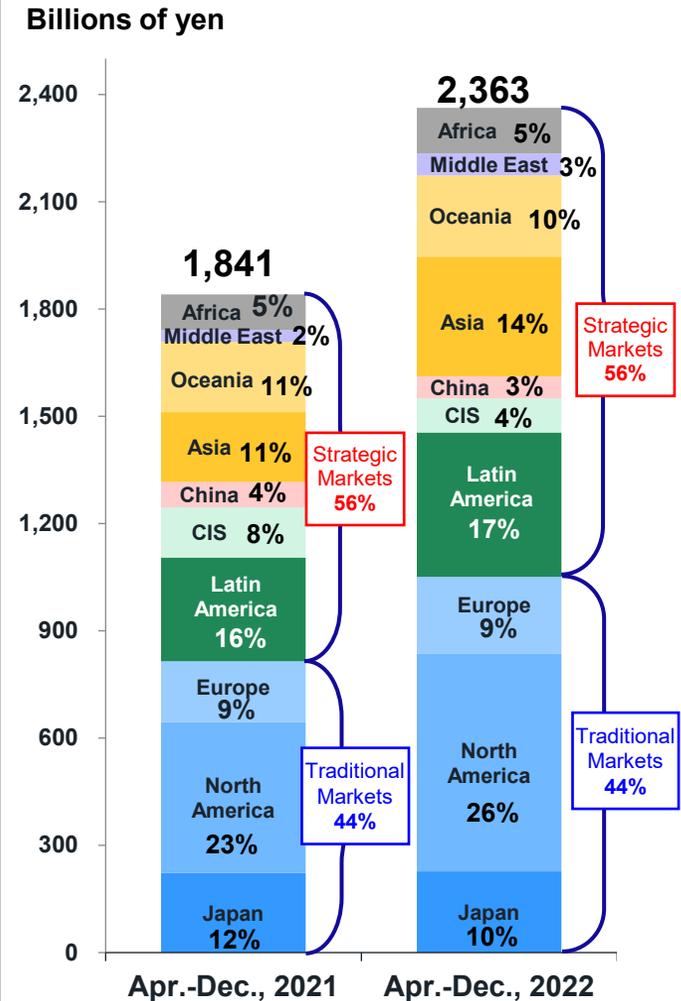
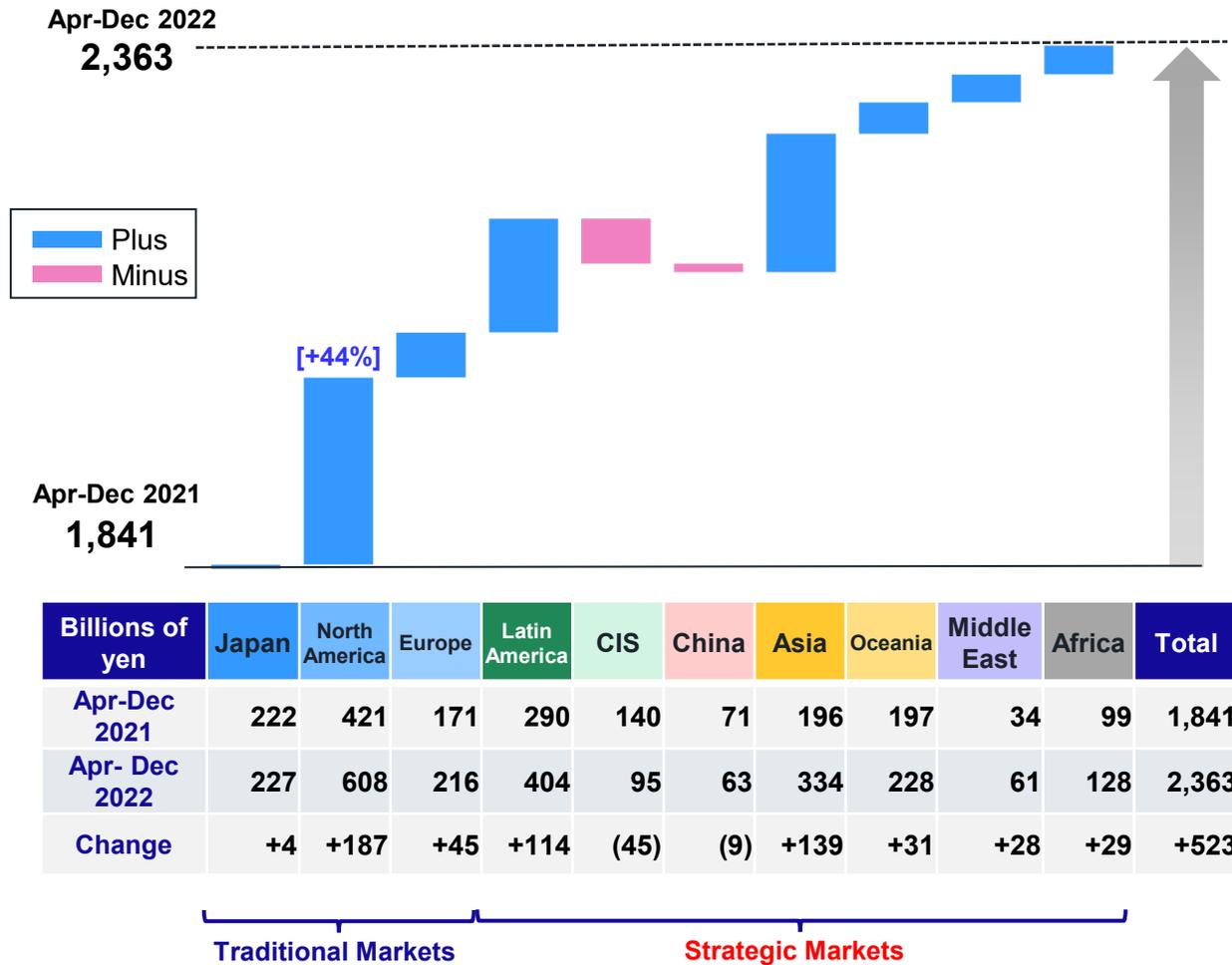
Source: Estimated by Komatsu

- Japan
- Europe
- China
- North America
- Others
- ▲ YoY change (%)

*Seven major products categories are: hydraulic excavators (crawler-type & wheel-type), bulldozers, wheel loaders, dump trucks (rigid-type & articulated-type), motor graders (excl. mini equipment).

Komatsu sales of construction, mining and utility equipment

Global sales to outside customers for nine months (Apr. - Dec, 2022)

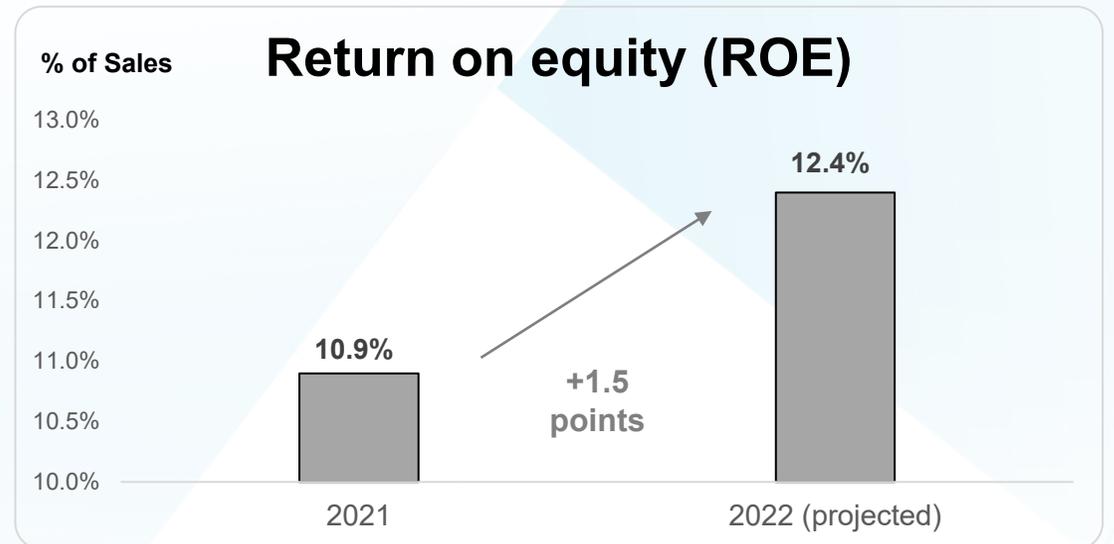
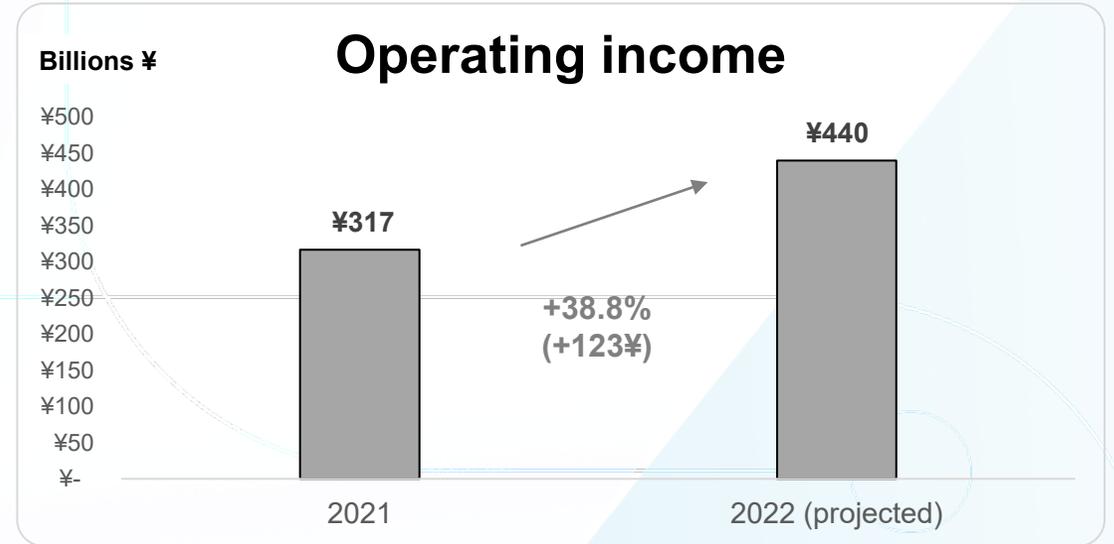
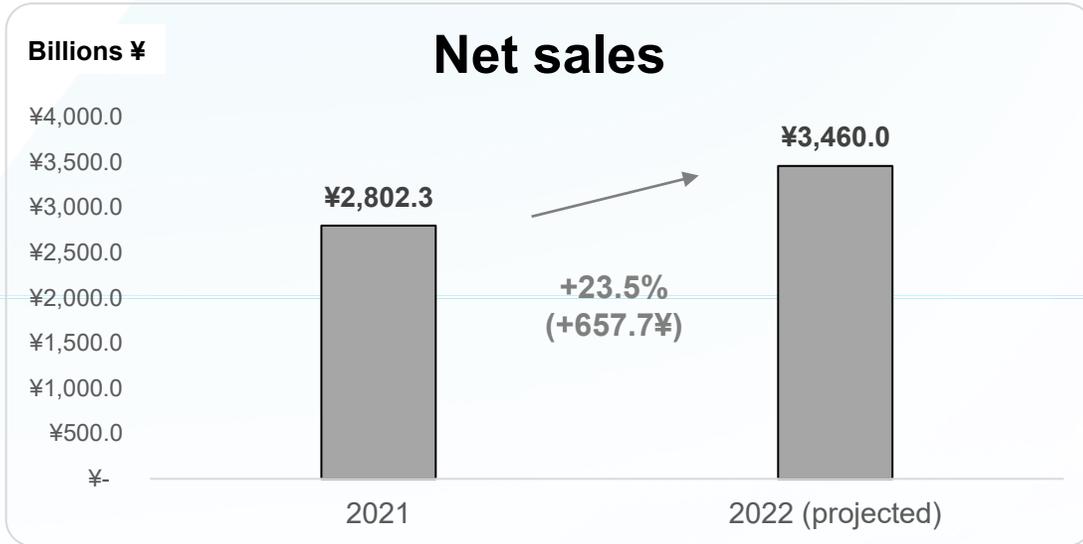


North America Region highlights

26% of global Komatsu sales

44% increase of sales YoY

KLTD outline of projection for FY2022

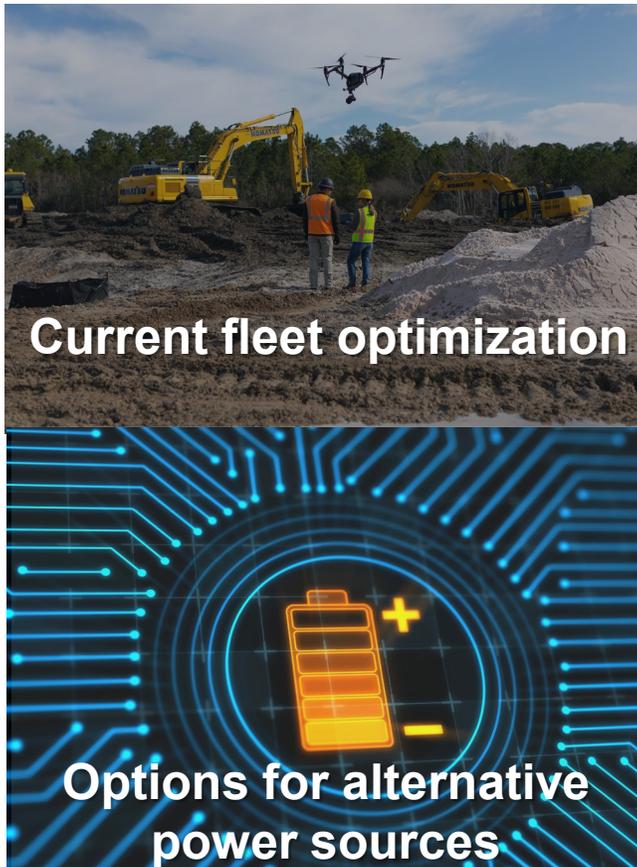


Trends shaping our industries

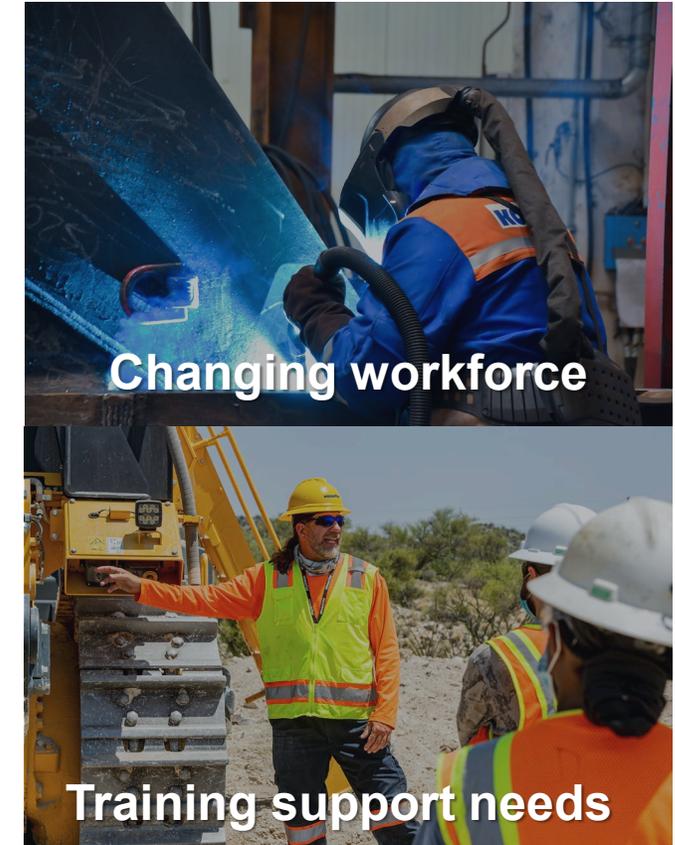
Technology utilization



Sustainability goals



Labor challenges



Komatsu's strategic response



Implementing technology

- Instilling predictability with digital
- Plan and produce more effectively



Sustainability/ electrification

- Optimizing use of current fleet
- Providing power source options



Workforce optimization

- Help upskill and retain talent
- Virtual training

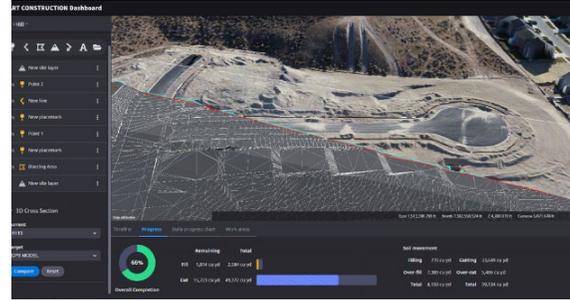
Implementing technology



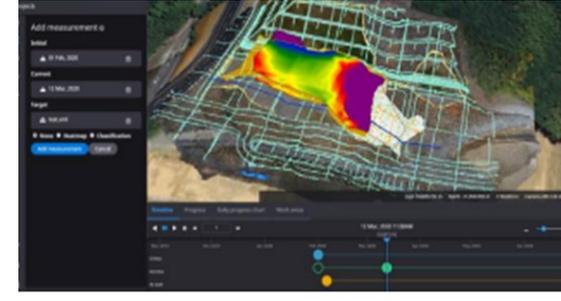
From on-machine technology to cloud-based offerings and digital solutions, we are helping customers implement the latest technologies to reduce costs, close gaps and remove guesswork.



(1) Measure



(2) Visualize



(3) Prescribe

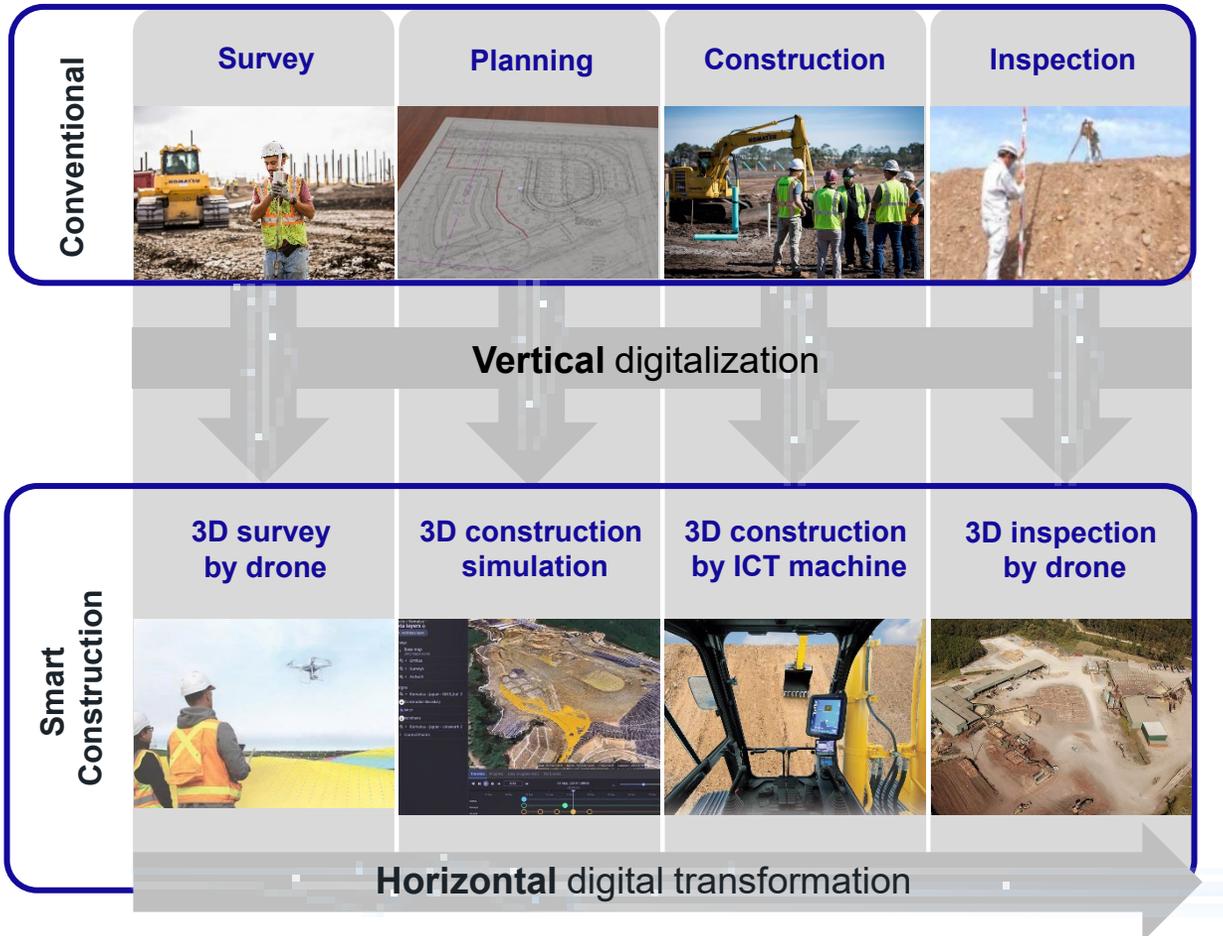
Smart Construction
Smart Quarry



The Smart Construction transformation



Focusing on **changing processes**, not just individually, but linked together through **Smart Construction** and **intelligent Machine Control** solutions.



Smart Construction

Our suite of solutions leveraging advanced automation, integrated technologies and simulation capabilities:

Smart Construction Dashboard

Smart Construction Drone

Smart Construction Field

Smart Construction Office

Smart Construction Design

Smart Construction Remote

Smart Construction Retrofit

• Telematics via **My Komatsu**



The path toward a more sustainable future



We've set a goal of achieving **carbon neutrality by 2050**, a journey that began years ago in how we design and produce equipment and continues through the life of our products and solutions.

Optimizing existing fleets: reducing emissions and waste with technology and training, reman services

Providing hybrid and emission-free equipment that leverage our cross-industry learnings

Offering flexibility in how we get to a carbon neutral future, including development of new power sources





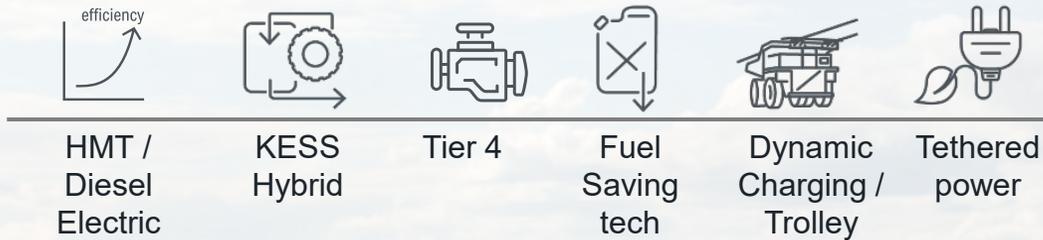
Efficient use of equipment



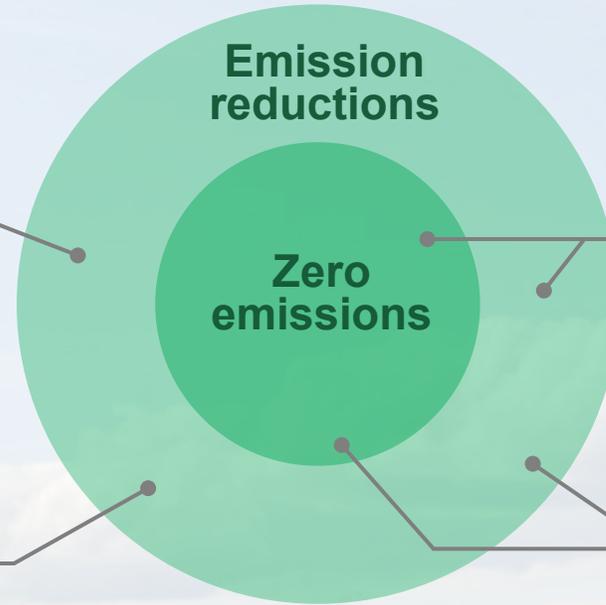
Energy storage



Equipment improvements



Alternate fuels



Workforce optimization



To help our customers meet the challenges of **attracting**, **training** and **retaining** a strong workforce, we are focused on making it easier to do the work, through digitalization, automation, and flexible virtual training support.

Digitalization



Integrating technology and product offerings to provide customers data-driven guidance real-time

Automation



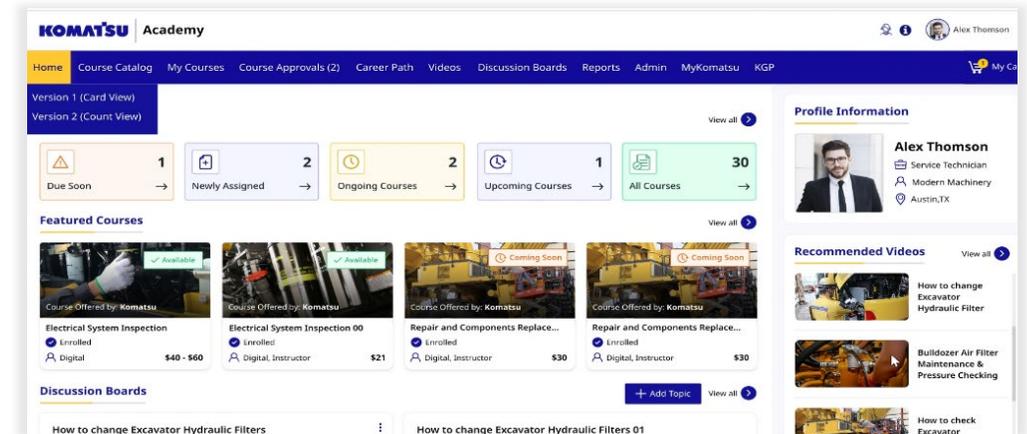
Empowering safer and optimized sites by leveraging increasingly automated equipment and processes

Low-emissions solutions/sustainability



Connecting customers with both product level and job site level technologies to minimize carbon emissions and improve efficiencies

KOMATSU Academy



600 series
single screen variant



600 series
triple screen variant



60 series
compact type

Discover more



- Visit us at **booth W42044** to experience our equipment and solutions in person
- Join the **educational session** hosted by Jason Anetsberger, Director, Customer Solutions:
 - Digital Transformation of the Job Site: Friday, March 17, 10:45 - 11:30 a.m., West Hall 206
- **Questions** after the show? Contact KLTD Investor Relations: jp00mb_ir_announce@global.komatsu
- Follow **Komatsu** on social:

