















# My future My career

### Come and join our team at Komatsu

As a leader in mining and construction earthmoving equipment, we have loads of full time and part time job opportunities with great benefits. From trade roles to data scientists, engineering, sales professionals, operations, plus warehouse, office and administration, make the smart move!





### 2024 Komatsu Apprenticeship

Komatsu's award winning apprentice program is a leading benchmark for training nationwide. We offer a range of apprentice streams in locations across Australia and New Zealand. Unlock your potential and apply today.

**Applications open until 31st July 2023** 

Scan here to apply today





#### **Comments**

Welcome to the latest issue of Down to Earth.

At Komatsu, we believe that the journey with our customers goes far beyond providing exceptional products and services. It's about building lasting relationships and creating a positive impact on the industries we serve. In this issue, we are delighted to highlight a few remarkable initiatives that demonstrate our commitment to excellence.

I am thrilled to announce the grand opening of our new stateof-the-art training centre in the west. This cutting-edge facility represents our unwavering dedication to the development and empowerment of our employees and customers alike. Equipped with the latest technology, this centre will serve as a hub for knowledge sharing, skill enhancement, and innovation, ensuring that we remain at the forefront of our industry.

Speaking of our employees, we firmly believe that our people are the heart and soul of our organisation. The job is just the start of what makes Komatsu an employer of choice. In this issue, we delve into the stories of our exceptional team members who embody our values, drive our success, and contribute to the communities we serve. Their passion and dedication are what make Komatsu truly stand out.

Furthermore, we are excited to announce the upcoming opening of our new Customer Fulfilment Centre in Melbourne's west. This facility will enhance our logistics capabilities, allowing us to deliver an even higher level of service and support to our valued customers. We are committed to continuously improving our operations to ensure your experience with us is nothing short of

We are also proud to announce our partnership with Toyota to develop an autonomous light vehicle specifically designed for mine sites. Combining Komatsu's expertise in mining equipment and Toyota's renowned automotive innovation, this collaboration aims to revolutionise mine site operations. We are excited about the possibilities this partnership brings and the positive impact it

And finally, we are thrilled to introduce myFleet, a simplified and all-encompassing fleet management system designed exclusively for our construction customers. With myFleet, managing your entire fleet has never been easier.

In closing, I would like to express my gratitude to each and every one of you for your ongoing support and trust in our company. We hope you find this edition of Down to Earth both informative and inspiring. As always, we welcome your feedback, suggestions, and stories that you would like to share with us.

**Sean Taylor CEO & Managing Director** 

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#### Komatsu Kids

#### Contributors

Alison Davey and Belinda Zaidan Komatsu Australia

Copywriters

Hardman Communications

**Graphic Design** Joanna Sullivan

Printed by Snap Printing-Wetherill Park

#### **Contact details**

Komatsu Australia Ptv Ltd. 50-60 Fairfield Street. Fairfield Fast NSW 2165 Australia Web AUS komatsu com au Web NZ. komatsu.co.nz





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### **Farewell Wafaa Ghali**

It is with heavy hearts that we say goodbye to our dear colleague, Wafaa Ghali, who recently passed away. Wafaa was not only a wonderful person but also the creative mind behind this publication, Down to Earth. Her vision and dedication were instrumental in bringing this publication to life, and it is a testament to her passion and creativity.

This publication has become an integral part of our company culture, fostering communication, knowledge sharing, and a sense of community among our employees. Wafaa's commitment to excellence played a pivotal role in making Down to Earth the success it is today.

Her keen eye for captivating content, coupled with her exceptional leadership, ensured that each issue of the magazine was filled with insightful articles, inspiring stories, and valuable industry updates. Wafaa's creativity and dedication were evident in every page, making Down to Earth an essential resource for our employees and a source of pride for our company.

Throughout her 21 years with Komatsu, Wafaa's journey coincided with some of the most exciting times our business has witnessed. Her unwavering dedication to the brand, coupled with her passion for the industry, earned her a well-deserved reputation that will forever be remembered. Wafaa's enthusiasm and energy were infectious, leaving a lasting impact on those fortunate enough to have worked alongside her.

As we mourn the loss of our dear colleague, let us also celebrate her immense contributions to our company and the legacy she leaves behind. It serves as a reminder that her impact will continue to resonate within our organisation for years to come.







### **New state-of-the-art Komatsu Training Academy**

Future tradies can develop their skills at our \$6 million state-of-the-art Komatsu Training Academy, in Western Australia.

The opening of the training academy in the Perth suburb of Welshpool coincides with Komatsu doubling our annual investment in training to

Construction of the recently completed Perth training academy includes advanced workshop training rooms, a 30t crane heavy lifting bay, and labs dedicated to hydraulics and electronics.

Additionally, our workshop labs are specifically designed to deliver hands-on training for mining and construction class machines, ensuring that students gain practical skills and experience.

Our new training facility also incorporates a number of simulators, providing the ability for both novice and experienced operators to safely learn on a range of machines - from a small utility machine, right up to an ultra-class

Regional General Manager, Glenn Swift says the purpose-built facility is Komatsu's response to a critical skills shortage, particularly in WA's resource sector.

"Skills and labour shortages are a significant challenge for the resource sector. We need to invest in training and upskilling programs to ensure that our workforce is equipped with the necessary skills to meet the demand for these industries."

The training centre offers both apprentice and post-trade technical training in mining and construction industry jobs with a focus on diesel mechanics, auto electricians and fabricators.

Our innovative and futuristic training facilities assist with delivering a platinum level of training, helping to create career development opportunities for current and future generations. This training centre is an important element within our total customer satisfaction experience, by ensuring we offer the best trained Original Equipment Manufacturer (OEM) support in the industry.

### **Komatsu's Training Academy looking** to help fill industry skills gap

Komatsu's Training Academy (KTA) is looking to expand the reach of our nationally recognised and customised training, while focused on meeting the need for upskilled operators in the construction, utility and mining industries.

Komatsu Training Academy boast two purpose built education centres located in Brisbane and Perth. Both facilities offer a highly interactive and technologically advanced learning environments, with spacious classrooms and state-of-the-art equipment.

As a Registered Training Organisation (RTO), the KTA allows participants to graduate with a nationally recognised qualification, and has seen over 1,700 individual graduates, including nearly 500 customers, from over 40 organisations since the first facility opened in Brisbane in 2012.

Janine Gurney, General Manager - Strategic Capability, says this expanded reach will help fill the current skills gap across Komatsu's core industries.

"A big focus of the academy is upskilling people in their current roles, whether that be in leadership and management, operator skill proficiency development or customised technical training. We offer a mix of fully accredited courses and modules, along with purpose-designed operator, technical and management training," Janine says.

"We have a team of fully qualified trainers and educators at the Academy, who all come from the industry, so they are able to tailor their insights to be relatable and practical. The training offered is a across a broad spectrum of both competency and skill-based development programs, all that can be tailored to either your business or type of industry.

"Both our training academies are highly interactive and technically advanced, backed by expertly skilled trainers aimed at building the workforce of the future. A lot of our training and courses focus on autonomous methods or using technology like Komatsu's

Smart Construction offering. The technology they're learning about will ultimately help operators become more precise and accurate, and lead to better productivity on-site."

The academy is open to not just Komatsu customers, but anyone in the industry who wants to further their knowledge through one of the modules or courses, including those looking to start an apprenticeship..

Our research shows that upon completion of a Komatsu award-winning apprenticeship program through the KTA, apprentices will be approximately one year ahead of an apprentice who has completed an equivalent course outside of this system.

This is due to our futuristic and innovative training methods incorporating VR/ AR and our highly proficient educators. We also recognises the importance of equipping apprentices with important life skills, such as mental health awareness, public speaking, road safety and fatigue management, drug and alcohol awareness, and a variety of business skillsets.

In addition, Komatsu maintains an 84% retention rate post-apprenticeship, far exceeding industry standards by up to 30%.

Janine says Komatsu aims to train 600 apprentices by 2025, with the 2024 intake now open until July 31st.

"We want to help ordinary operators become fantastic operators so that when they are cutting or digging trenches for example, their precision is to the exact millimetre "

To find out more about Komatsu's Training Academy, visit https://komatsuweb.link/kta or scan the QR code





### The job is just the start of what makes Komatsu an employer of choice

In a tight job market, employers are looking for ways to stand out and attract the best candidates, but what makes a true employer of choice, where people don't just take a job, but stay, grow and thrive? Colin Shaw, Executive General Manager, People and Strategy, says it starts with getting recruitment right, but it goes much further.

Komatsu Australia has won a number of awards for its HR focus and the positive experience its people enjoy at work. Most recently, it was named as a finalist in the 2023 Australian Financial Review (AFR) BOSS Best Places to

"Komatsu Australia is always proud to be recognised for our commitment to creating an environment that empowers employees to grow, excel and achieve their personal and professional goals. We believe that a supportive and positive work environment is critical to our success," Colin says.

Colin believes people will join a company for a job that pays well, offers good conditions, and offers some opportunities to learn new skills. But the best employers want to do more than just get people through the door.

"We want our people to feel truly valued, to see real rewards for their commitment and to be able to achieve their goals both in and outside of work." he says. "We want people to feel like they can bring their whole selves to work.

"We've put a strong focus on what really makes for a good workplace, from the basic elements like great facilities to addressing some of the less visible challenges, like creating career pathways for women and other underrepresented groups, giving our people time to do the things that matter to them, and walking our talk on topics like flexible working and all the other things that can make the difference between a great day at work and one that is not so great."

Colin says recognising that their people have responsibilities outside of work is important.

"We understand the impact that happy and healthy families have on our people, and our community," Colin says.

"If we can make it easier for our people to balance working with having children and raising their families, then of course we should. It means our people are happier and it means we're able to keep those incredible employees who might otherwise feel they need to step out of the workforce to pursue their personal goals. It's a win-win."

The new Families at Komatsu policy is designed to provide benefits and support to all types of families, so everyone can thrive in the business's inclusive culture.

Key elements of the program include 16 weeks of paid leave for the primary carer of a new baby, plus four weeks of leave for the secondary carer; plus, special paid leave for our people who experience miscarriage or stillbirth. It also includes flexible work arrangements and resources to support employees balancing caring for children and/or parents

There is also a structured return to work program to make it easier to come back into a role, and ongoing access to flexible work arrangements.

"We're really proud of this comprehensive program which really is about our people's wellbeing," Colin says.

To find out more about Komatsu and career opportunities available, head to www.komatsu.com.au/careers or scan the QR code





### Komatsu employee benefits



16 weeks of paid primary carer parental leave and 4 weeks of bonding leave for secondary carers





Bupa, Total Wellbeing

Health







Travel

**Discounts** with Qantas, Crown, IHG and travel agents



an employee to Komatsu (Terms apply)

### Family life with Rob Saxby

Technical Support Advisor - VIC

Thanks to Komatsu's family first culture and generous paid parental leave offering, I have been very privileged to spend 12 weeks at home with my youngest daughter and her big sister, as their primary carer. Not only was this a fantastic experience for me and our daughters but has also made my wife's transition back into full time work a lot easier. Many men do not get to bond with their young children, and I will forever be grateful for this opportunity.



### Flexible working with Cameron Currie

HSE Advisor - WA

For the last 6 months I have worked on the 7:7:7:7 roster at our Perth facility. This roster is essentially a 12-hour shift, 7 days on and 7 days off, which gives Komatsu the opportunity to run production 24/7, while recognising our fatigue management obligations and ensuring shift workers have a great work life balance. This shift pattern allows me to get projects done around the house and visit family in Victoria regularly... things I struggled to accomplish on a standard working week. I have also used my weeks off to attend training, and to get my golf handicap down! One of the great things I am seeing with this shift, is the teams are arranging social catchups on their week off, which I feel can only help create inclusiveness and a great team atmosphere at Komatsu.

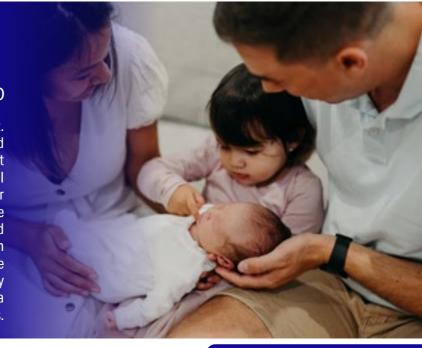


### **Pamily life**

### with Rachel Dudok

National Technical Training Manager - QLD

During my recruitment process, I found out I was pregnant. I was thrilled that I was expecting, but also disheartened because I thought it may reduce the likelihood that Komatsu would employ me. When I disclosed my news, I could not believe how delighted my soon-to-be-manager was for me and that my pregnancy would not influence the decision to hire me. I happily accepted the role and appreciated how flexible Komatsu has been through my pregnancy, parental leave and return to work. I have gradually returned to work, which has helped me and my family balance the transition from a family of three to a family of four (plus our fur babies) with two working parents.



FIFO and DIDO options,

Job Share opportunities

Hybrid work\office arrangements,

### Congratulations to our Managing Director Award winners

At the end of June, Komatsu Australia and New Zealand recognised some of our outstanding employees at the annual Managing Director (MD) Awards.

The MD Awards are considered the highest level of achievement at Komatsu, designed to reward employees across five categories:

- 1. Living the Komatsu values of Ambition, Perseverance, Collaboration and Authenticity
- 2. Exemplary customer service
- 3. Creating innovative solutions that place us at the forefront of our industry
- 4. Elevating health, safety and environment to an exceptional standard
- 5. Empowering a sustainable future

Peers are encouraged to nominate either individuals or teams to acknowledge achievements at both a regional and national level through the business.

When our people create value together, they deliver value to our customers, our communities, and our shareholders. And that is why it is so important to pause, reflect and recognise the amazing people in our business, and share their stories.

#### Regional award winners:

- Head Office Winner: Technical Capability Team (Aaron Read, Daniel Stegman, Jason Kelly, Kieron Hinsley, Kirstyn Clarke, Matthew Buttigieg, Matthew Cozens, Matthew Tosolini, Paul Clancy)
- NSW/ACT Winner: Jack Bennett
- WA/NT Winner: Angelo Brignoli
- QLD Winner: Brodie Nicholas
- VIC/SA/TAS Winner: Aaron Asquith
- New Zealand Winner: Mereira (Middy) Ritchie
- New Caledonia Winner: Bianca Martin

#### National award winners:

- National Winner: Jack Bennett (Senior Leading Hand), NSW Australia
- Customer Service/Komatsu Values Winner: Dylan Gulliver (Fleet Manager), Taharoa, New Zealand
- Outstanding Team Effort Our Place Success Factors Program Team Head Office, Sydney
- Outstanding Safety Achievement: Komatsu Whyalla, South Australia Branch

















### **Australian Trusted Trader status certification**

Komatsu Australia has been named part of the 'Australian Trusted Trader' (ATT) program – an Australian only government program that simplifies customs processes for approved businesses, and will allow for a secure supply chain and faster access to market for our machines and parts.

Administered by Home Affairs with the Australian Border Force, Komatsu Australia was independently assessed and accredited against World Customs Organization standards, which included a lengthy online application process, followed by an onsite review where they assessed site security, IT security and backup, container security on-site and throughout the supply chain, HR onboarding and maintenance processes and compliance with customs-related laws.

Russell Hodson, Executive General Manager for Supply Chain, Operation Reform & Innovation says being part of the program will see benefits for not only the business, but for our customers as well.

"Priority treatment at the border means faster processing of all our goods coming through customs, which in turn means we can get our parts and products to our customers quicker," Russell says.

"Following the extensive audit, we received great feedback in our assessment from the Australian Border Force on our standard of process control and compliance with the criteria, which gave them confidence to award us with the Australian Trusted Trader status.

"We know that supply chain interruptions are a major issue for our customers at the moment, and we hope that this accreditation will ease the process, and allow for quicker access for Komatsu machinery and parts."



Komatsu Australia has been named part of the 'Australian Trusted Trader' (ATT) program – an Australian only government program that simplifies customs processes for approved businesses.

For more information about the ATT program, head to https://komatsuweb.link/austrustedtrade or scan the QR code









"Our new location in Tarneit allows us to have access to a logistics network that reaches all of our branches in Victoria, South Australia and southern NSW with next day delivery"

### Our new FulFilment Centre to open in Melbourne's west

Komatsu officially 'turned the sod' on our new Fulfilment Centre in the brand-new industrial area 'Canvas West' in Tarneit, west of the Melbourne CBD, signalling their commitment to customers in the greater Victorian region.

The new, 12,500m2, \$42 million cost facility aims to provide both construction and utility customers with a more streamlined experience when it comes to their Komatsu parts and machinery orders.

Hendrik Van Der Merwe - General Manager, Warehousing, says this new fulfilment centre was a strategic decision to further support customers in the wider region.

"Melbourne is forecast to be Australia's largest city by 2030 and has the fourth largest container port in the southern hemisphere, so it's critical we have a strong foundation in the area to support customers out of this key economic hub. Our new location in Tarneit allows us to have access to a logistics network that reaches all of our branches in Victoria, South Australia and southern NSW with next day delivery," he says. "This centre

is all about a holistic approach to customer support, with a focus not just on distribution and storage but rather focus on order fulfilment and direct delivery to customer distribution and service and pre-delivery inspections. It will also bring over 30 new jobs to the area, as well as support our other Victorian branches to help consolidate orders for a quicker, more efficient delivery."

The centre will also strengthen our e-commerce delivery channels. "With a bigger centre located in Melbourne, we'll have more parts inventory that will allow us to bolster our efficiencies through the Komatsu online parts portal and click and collect activities," Hendrik says.

The new fulfilment centre is expected to be fully operational by August 2024, and will have a 5 Star Green Star Design. Komatsu has partnered with Frasers Property in a long-term lease at the new Canvas West precinct.

### Komatsu and Toyota to partner to develop autonomous light vehicle for mine sites

Komatsu Ltd and Toyota Motor Corporation have announced a joint project to develop an autonomous light vehicle that will run on our autonomous haulage system for enhanced safety and productivity improvements in mines.

Haulage trucks using an autonomous haulage system are already in use in mine sites, but when they share roads with manual light vehicles like those used for maintenance or transport, they may decrease their speed or stop when passing, to avoid possible collisions caused by human error.

This impacts overall productivity in mines, so Komatsu and Toyota have come together to accelerate the development of autonomous operation in light vehicles to help address the challenge.

Under the agreement, we will develop a new management program for autonomous light vehicles (ALVs) on its autonomous haulage supervisory system (AHS), and Toyota will develop ALVs running automatically under AHS control.

We are currently testing a concept autonomous light vehicle at our proving grounds, and plan to have a proof of concept at a customer site by January 2024.

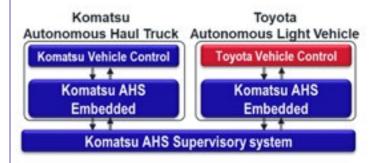
Leo Kaloglou, Executive General Manager Mining for Komatsu Australia, says since the launch of the world's first commercial application of an autonomous haulage system in Australia in 2008, Komatsu has been known for pioneering autonomous trucks, with a focus on safety and productivity.

"Since 2008, we've have rolled out 650 driverless trucks at 22 mine sites around the world. Our AHS has a proven track record in delivering enhanced productivity and lower operating costs, with safety as the highest priority."

Komatsu Australia's Managing Director Sean Taylor says Komatsu and Toyota have a long, strategic, global relationship, and this project is another example of this collaboration delivering value to joint customers.

"Komatsu and Toyota are also collaborating on hydrogen fuel cell technologies to be featured on medium sized hydraulic excavators, which will support our journey towards a 50% reduction in  $CO_2$  emissions by 2030 and net zero by 2050," Sean says.

"Komatsu's vision is to empower a sustainable future where people, businesses and planet thrive together and we are accelerating our efforts to realise smart and clean future mine sites, leading to higher safety and productivity for our customer and partners."



### New fleet monitoring system launched for our customers

We're excited to announce the launch of a new simplified, all-encompassing fleet management system for our construction customers, called myFleet.

myFleet allows users to view all machine data in one location across their entire fleet, while monitoring machine health and issues. The system is accessible through our customer portal, myKomatsu, and also allows users to request services from Komatsu in the platform so they can keep on top of service schedules and manage any issues on the go.

Todd Connolly - General Manager for Business Transformation, says this platform is one the team has been working on for a while, to deliver a streamlined system as many customers continue to grow their fleets.

"We're always looking at what is the next thing we can bring to customers to help them run successful businesses. myFleet is the answer to fill a gap for many of our construction customers – they can have the information they need about their machines in the one place, and can easily access when they're on the go, whether they're working in the office for the day, or out on a jobsite," Todd says.

"Technology and innovation have always been at the core of what we do. myFleet is just another example of a way we're delivering intuitive yet simple solutions to help move construction businesses forward and provide information about their fleet they might not have had access to before."

One feature that Todd believes will resonate well with customers is the machine health dashboard. "The dashboard provides users with the health

status of each machine in their fleet, and some more information on what could be impacting their health, such as machine abnormality codes or inspections, so they can plan for any routine services and maintenance."

To complement this, myFleet also gives users access to a full history of their service events, as well as a view on upcoming booked services or when services should be booked.

Steve Williams - National Manager, ICT and Fleet Management says, "We've made sure the dashboard gives users a quick and easy way to request a service booking with our Komatsu service technicians, then post-service they can see the service reports, with a comprehensive list of what has been checked, plus pictures of any issues that may have been captured in the service.

"We're hoping to see some great uptake as we roll out myFleet across our construction customer base, and we're excited to see how the dashboard will seamlessly fit into their everyday fleet management," Steve says.

For more information on myFleet, visit my.komatsu.com.au/my-fleet or my.komatsu.co.nz/my-fleet or scan the QR code







### Simplify the way you access and view your machine data and reports

- View all machine data in one location
- Visualise and manage your fleet of machinery
- · Overall machine health indicator
- Request services from Komatsu
- Easily accessible via myKomatsu
- Access myFleet anywhere, anytime you have an internet connection



Scan or visit my.komatsu.com.au/my-fleet Call 1300 199 054

### Committed to empowering a sustainable future in mining

As Australia moves towards a target of net-zero emissions by 2050, all of industry has a role to play in supporting this commitment, including those throughout the mining value chain.

Komatsu recognises we have an important part to play as the industry transitions and is committed to collaborating with customers to provide the solutions and support that will move towards a more sustainable future in mining.

Henrietta Jukes our recently appointed General Manager, Safety and Sustainability. Her newly created role further strengthens our internal focus on sustainability along with looking for ways to create impact in industry via safety and ESG strategy initiatives.

"It's an exciting time for the business, especially as our innovative mining solutions offering expands, our sustainable partnerships continue to strengthen, and our workplace practices evolve to become even more sustainable and safe. This will continue to be my focus, supporting our teams to create value together," she says.

#### Partnerships for the future

Komatsu is proud to be a founding member of the Komatsu GHG (Greenhouse Gas) Alliance alongside Rio Tinto, BHP, Codelco and Boliden These alliance partners work directly with us to actively collaborate on product planning, development, testing and deployment of the next generation of zero-emission mining equipment and infrastructure.

"The alliance's initial target is advancing Komatsu's power agnostic truck concept for a haulage vehicle that can run on a variety of power sources including diesel electric, electric, trolley (wired), battery power and even hydrogen fuel cells," Henrietta says.

"We've already had a successful introduction of a 930-E autonomous fleet at the South Flank iron ore mine in Western Australia, which started in June 2022, and we're working together with other mining sites to expand and upgrade their fleets with these models.

"Through this alliance, we co-create with customers to accelerate the development and deployment of the next level of equipment designed to reduce greenhouse gases from mining operations and ultimately achieve the goal of zero-emission mining."

Other members of the GHG Alliance include AMSA, Kinross, Freeport-McMoRan and TECK.

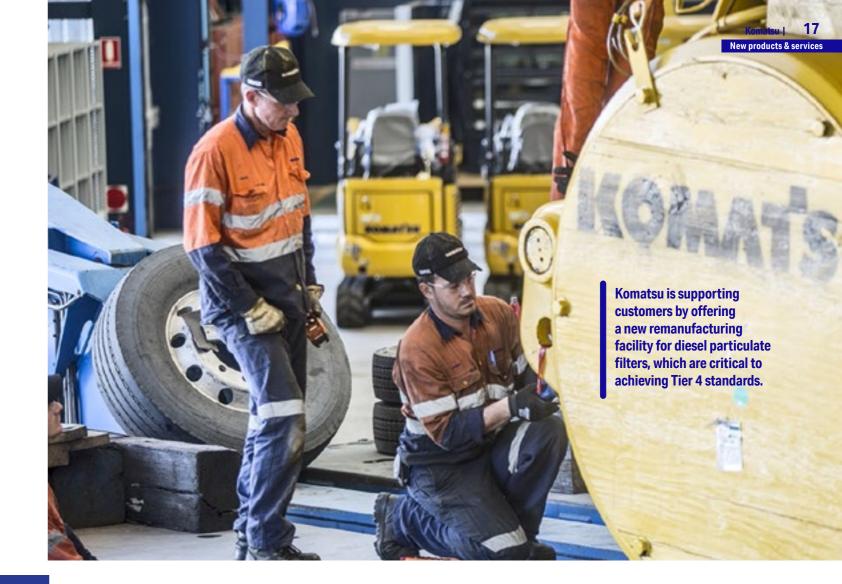
#### Meeting targets just the start

Working towards sustainable targets is not a new concept for Komatsu, with sustainability commitments a central part of our overall vision and strategy.

We are targeting a 50% reduction in CO<sub>2</sub> emissions from use of our products and production of equipment by 2030, and a challenge target of achieving carbon neutrality by 2050.

In our most recent annual report, our FY22 results show a reduction in CO<sub>2</sub> emissions by 37%, and an increase in the rate of renewable use by 14%.

"Each year, we revisit our targets and results, and look at ways we can continue to reduce our carbon footprint. We've seen some progress, but we've still got a journey ahead, and collaboration will be key as we all look towards a more sustainable future for mining," Henrietta says.





Diesel particulate filters play key role in ensuring ultra-low emissions.

Ultra-low emission diesel engines that power earthmoving equipment are fast becoming industry standard, with governments and contractors keen to reduce their impact on the environment.

Although Tier 4 Final emissions compliance is not mandated in Australia, preference is often given to earthmoving equipment suppliers who can offer machines that meet the requirements. Komatsu is supporting customers by offering a new remanufacturing facility for diesel particulate filters, which are critical to achieving Tier 4 standards.

Steve Bowling, National Operations Manager – Manufacturing Support, says Tier 4 Final engines reduce both Diesel Particulate Matter (PM) and nitrous oxide (NOx) levels by 90% when compared with previous generation Tier 3 engines.

A critical element of ensuring Tier 4 engines achieve such significant reductions in PM and NOx levels is the Diesel Particulate Filter (DPF), a regenerating filter that captures soot and ash.

Our DPF Reman process involves a series of quality assurance inspections and tests at all stages to ensure emission and reliability standards are continually met.

"Typically, a DPF has a life expectancy of 4,500 hours or more (depending on application, operating conditions and operator practices) before requiring replacement or a major overhaul," Steve says.

The DPF reman process includes high-pressure air cleaning and/or baking of the Diesel Oxidation Catalyst (DOC) and the Catalysed Soot Filter (CSF), the primary elements that make up the DPF core.

In addition, the DPF Reman process covers 100% replacement of all gaskets, hardware (which is essential due to the high operating temperatures in these units) and with pressure and temperature sensors to ensure reliability.

"Komatsu's DPF Reman facility caters for the 9-inch, 10.5-inch, 12-inch and 14-inch diameter core sizes currently used on Komatsu T4 engines."

Changing over a DPF is a very straightforward process for our customers.

"We offer a fixed price, depending on the machine model, and it's simply a matter of giving us the old DPF when we swap it out," Steve says.

"Komatsu Reman DPFs are available through our service and parts departments throughout Australia, New Zealand and New Caledonia, and cost approximately one-quarter to one-third the price of a new unit.

"And as with all our Reman products, Komatsu Reman DPFs are backed by our full factory warranty."

The DPF reman facility is based at our Fairfield head office in Sydney.





"We've introduced bronze, silver and gold tiered options for rebuilds, with each providing different benefits to suit fleet owners' needs, from a comprehensive rebuild to a selective approach which can focus on specific machine areas"



Komatsu Tiered Rebuild Standards - tailored for customers After gathering customer feedback, Komatsu has restructured our rebuild offerings to standardise options across a range of tiers

Komatsu Tiered Rebuild Standards give quarry, aggregate and large construction fleet customers a range of options to rebuild their machines, rather than on selling. Andy Wiggan, Komatsu's National Service Manager, says the new tiered system provides customers with consistency across each branch, tailoring rebuilds to suit customers' asset life and commercial needs.

"We've introduced bronze, silver and gold tiered options for rebuilds, with each providing different benefits to suit fleet owners' needs, from a comprehensive rebuild to a selective approach which can focus on specific machine areas," he says

"The new standards have been introduced in direct response to customer feedback. We had customers with large fleets spanning different locations, looking for consistency in rebuild options depending on what branch they work with.

"We also heard that customers want rebuilds to be within 60-70% of a new machine price, so we've met that with different options that provide a standard base scope to fit in differing budgets."

Andy says the new standards have been well received by quarry and aggregate customers, with interest also coming from mining customers running quarry size ancillary fleets and larger construction customers.

"One of our first customers to go through the new standards was Golding, a large mining contractor, who worked with our Townsville branch to rebuild one of their WA500-6's under the silver tier option. This unit had been parked up for 12 months and would otherwise have remained so until Komatsu Australia presented them with a rebuild option. The process was very smooth and helped us to tailor a rebuild within their designated budget. We received nothing but positive feedback from Golding on the process, and they've locked in a second rebuild with another of their WA500-6 units," Andy says.

Komatsu Rebuild Options

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Each class provides different benefits to suit your needs

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- Comprehensive vs selective
- Different levels of post rebuild warranty

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### Silver class rebuild

Rebuilding your iron and covering complete drivetrain, replacing hydraulic pumps and hosing, accompanied by (whichever occurs first) 3 years / 6,000 hours warranty\*

### Bronze class rebuild

Rebuild refreshes your engine and its hydraulics, accompanied by (whichever occurs first) 2 years / 4,000 hours warranty\*



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#### What are the customer responsibilities to retain above warranty(s)?

- Customer must engage Komatsu to complete all scheduled maintenance and repairs for the warranty period.
- This includes PM Clinic's, KOWA oil sampling, PM Servicing and Condition Report Defects Critical defects to be actioned.
- Refer to Terms and Conditions.

<sup>\*</sup>Warranty is subject to Terms and Conditions. Standard Labour warranty applies. Refer to relevant Warranty Document.





For more information on the PC490LCi-11, visit https://komatsuweb.link/pc490lci-11 or scan the QR code



Pictured: The Komatsu PC490LCi-11

### PC490LCi-11 excavator launched to Australian and New Zealand markets

Komatsu has introduced a new version of our 50-tonne hydraulic excavator, the PC490LCi-11, to Australia and New Zealand, which comes built with our latest machine technology - intelligent Machine Control (iMC) 2.0, helping operators be more efficient and accurate on their projects.

Designed for construction, quarrying and demolition applications, the PC490LCi-11 has 268kW of horsepower, and a bucket capacity between 1.45 – 2.7 m<sub>3</sub>, and is Tier 4 emissions certified. Dean Gaedtke - Executive General Manager for Construction, says customers can expect a durable and reliable machine in this new addition to their product range.

"The PC490LCi-11 is built for high production jobs. It's durable, productive, and most importantly smart. We've been looking forward to bringing this updated model to our Australian and New Zealand customers for some time, and we know they'll definitely see the benefits of adding it to their fleets.

"iMC 2.0 uses Komatsu's unique sensor package and 3D design data loaded in the control box to accurately check your machine and bucket position against the target, helping minimise over-excavation. It's an integrated, intelligent and innovative feature that makes every pass count for operators," Dean says.

iMC helps operators to work smarter and more efficiently, with a number of performance improvements from the platform.

"Our research shows that iMC has helped save operators up to 63% of time on site, with iMC helping reduce staking, grading and inspection with its 3D design data and semi-automatic grading. Accuracy is also improved by up to 33%, with iMC providing the ability to continuously monitor your grade and semi-automatics dig precisely to grade,"

Dean says

Power is also a key feature of the PC490LCi-11, with the machine equipped with features to boost performance and productivity, while not compromising on operating costs.

"There are two boom mode settings, which provide power mode for maximum digging force or smooth mode for fine grading operations. Plus, large displacement high efficiency pumps provide high flow output at lower engine speed, improving machine efficiency," Dean says.

"Komatsu's Auto Idle Shutdown option helps reduce non-productive engine idle time and reduces operating costs, and new engine and hydraulic control technology in this model improves operational efficiency and lowers fuel consumption by up to 11%.

"The machine is backed by service and support of the entire Komatsu Australia and New Zealand network. There is peace of mind in knowing that Komatsu is the one distributor for both countries, and no matter where you are you're dealing with trusted, Komatsu experts."











### Smart support like no other from Komatsu

Komatsu Australia's in-house Smart Construction Support Centre provides customers with backup and advice, when and where they need it.

Komatsu's Smart Construction Support Centre was established to give customers the best possible support experience across their Smart Construction product offering, and since opening in April last year, has resolved more than 2,000 customer inquiries.

The centre provides technical support, from machine set up, to operator training on the platform and remote diagnostics in case of breakdown, as well as access to Customer Technology Advisors to contract out for specific projects that need a higher level of technological support.

Brent Parker - National Operations Manager, Smart Construction, says this type of support is one that is unique to the Australian market.

"We're proud that we're able to offer local support, with our advisors and technicians that know the local market and context of any issues machines could be having – it's a real differentiator for Komatsu. We support around 650 machines on a day-to-day basis and have resolved just over 2,100 customer inquiries since launching last April – a massive feat from our team."

Brent says the most common customer support query from their civil construction customers is around machine set up.

"When a machine moves from one site to another, operators require the new site information loaded and configured on the machine. Typically, this would be done by a surveyor emailing that information to someone on site, then you'd physically visit the machine and configure the information manually. Our Smart Construction solutions allow this to be all done through the platform in the machine, and then our support centre is there for any troubleshooting when loading the site data.

"We also receive calls for machine breakdowns, where we can remotely access the machine to begin the troubleshooting process and try to get those issues resolved through our service teams as quickly as possible."

The Smart Construction Support Centre offers back up for even the most remote locations – where internet connection can be an issue.

"We've had a customer in regional Western Australia where their jobsite didn't have internet coverage, but the customer was able to take his machine tablet back to a site office out of the machine, and we were able to remotely load project files and provide the required support, before he left internet coverage to return to the machine and get it started again."

The centre also has the full backing of our other systems to provide information on a customer's machine and situation.

"The team can access systems like Komtrax, and see where the machine is on a site, any fault codes the machine might have, its service history and the nearest branch to contact. These sorts of systems enable our remote support consultants to provide the best possible support outcomes and advice to our customers," Brent says.

"As more and more customers adopt technology in their business, there are always going to be issues with onboarding and figuring out how to get the most out of the solutions, but our customers know they can rely on Komatsu Australia and the Smart Construction team to work through challenges and keep their team and their fleet working and productive."

### D475A-8 Dozer making an impact across Australia and New Zealand

Komatsu's D475A-8 Dozer is proving to be a great addition to many mine sites across Australia and New Zealand.

The new D475A-8 is now working at operations across Australia and New Zealand in various applications including general dozing duties, coal stockpile, civil construction, bulk push production dozing and heavy ripping.

Michael Hall - Mining Product Manager, says interest in the dozer since its launch 18 months ago has been strong, with feedback centred on efficiency, productivity and operator comfort.

The D475A-8 Dozer has an operating weight of 114.6 tonnes and is powered by a Tier 4 Final low-emission engine, providing more reversing power for higher productivity.

"Our footprint with this machine is continuing to grow, with plenty of interest from customers in iron ore, coal, bauxite, gold and mineral sands. The feedback we've heard is that the power of the machine and its reliability are the real standouts – its ability to push, rip and move materials has really impressed," Michael says.

"Along with power, the comfort has been a big talking point. It's something Komatsu has worked on to improve from the previous models, and now we're hearing from operators that they prefer to operate these dozers purely because of the in-cab comfort."

Upgraded features to maximise operator comfort include an equaliser bar shoulder pad, new cab damper mounts, newly designed operator seat and renewed steering and work equipment lever with improved layout.

"As a result of these changes, this Dash 8 generation of Komatsu mining dozers are among the most comfortable on the market," Michael says.

Similar to earlier Komatsu dozer models, the D475A-8 integrates Komatsu's exclusive automatic transmission with lockup torque converter, which has reduced fuel consumption by up to 10%, along with greater powertrain efficiency compared with manual gearshift modes.

"All of these contribute to significantly lower operating costs, making it a popular choice for customers."

Technology development has been key in the new design, including the recent release of a teleoperation module for the D475A-8. This can incorporate Komatsu's intelligent Machine Control (iMC) system for dozers

"There is an increasing demand from customers for remote dozer operation. This functionality, in conjunction with iMC features, will ensure not only improved safety for the operator but highly productive performance across multiple application scenarios," Michael says.

"Komatsu dozers have long been recognised for their high performance pushing and ripping capability, and overall, we expect to see continued interest in these models, and the wider Komatsu mining range."

For more information on the Komatsu D475A-8
Dozer, visit https://komatsuweb.link/d475a-8
or scan the QR code ▶







Pictured above: Ventia's HB365LC Excavavtor, at work.

### Hybrid machines a strong addition to machinery fleets

As companies put a stronger focus on ESG practices, our hybrid machines are shaping up to be marquee additions to many of their customers' fleets.

Komatsu has been the market leader in hybrid machinery for 15 years, following the introduction of the world's first hybrid hydraulic excavator, the HB205-1, in 2008 in response to climbing fuel prices - and hybrid equipment maintains an important position in the equipment line up of Australian companies, alongside other emerging technologies.

Dean Gaedtke - Executive General Manager, Construction & Utility, says that there is still strong appetite for hybrid machines on worksites, with 190 now operating in our region, and over 5,000 units globally.

"The Komatsu hybrid machine performs just as well as our conventional excavator. It has similar high production outputs and power, while saving anywhere from 20% - 40% on fuel consumption depending on the application," Dean says.

"That's why we're seeing a lot of interest from our construction customers, especially those working on Tier 1 projects, looking to invest in hybrids for their fleets. The Komatsu hybrids are highly productive and reliable while helping our customers with ESG alignment to the construction sites or contract sustainability requirements. Plus, the value recovery on the Komatsu hybrid compared to conventional excavators is greatly improved. The hybrid system is designed to give you more fuel savings the harder it works. For example, the more you dig and slew, the more fuel can be saved per tonne.

"Hybrid technology significantly reduces the impact of equipment on the environment, without adversely impacting the economic feasibility of a project. It's a simple equation: less fuel, less emissions, less carbon,

"Hybrids have been strongly established in the automotive market now for many years, and now it's the construction industry's turn to realise their full potential as a strong addition to any fleet."

#### Experience in electrification

Dean says Komatsu's strong focus and long experience in electrification is what sets them apart from competitors when customers are looking to invest in hybrid machinery.

"Komatsu, locally and globally, has been leading the electrification journey for over 30 years. Our experience in smart construction, digitisation and electrification spans across many years with reliable and innovative machinery.

"Our ESG strategy has us aiming to reduce CO2 emissions by 50% by 2030, and be completely net-zero by 2050. It's a big feat but with the introduction of flagship machines like the PC210E all-electric hydraulic excavator, which we previewed at Bauma last year, we're on a good path to meet those targets.

"And it's not just our machinery, it's the technology that is applied with it. Komatsu's technology offerings like iSite (Productivity & Fleet Management), Smart Construction and

iMC - Intelligent Machine Control, are making it easier to reduce your carbon footprint onsite, through capturing accurate machine productivity data. This helps our customers to manage their machines and the efficiency of their operation and minimise their fuel wastage," Dean says.

#### Komatsu's hybrid machinery range

The two hybrids available in Australia are the HB215LC-1M0 and the HB335LC-1 excavator. The 24-tonne HB215LC-1M0 comes with 104 kW / 139HP of engine power and nearly 1m<sup>3</sup> of bucket capacity, and the larger 36-tonne HB335LC-1 operates with a 189 kW / 253 HP engine power and 1.8m3 bucket capacity.

Both deliver the same performance as a conventional excavator, but with fuel savings of up to 40% through the innovative Ultra-Capacitor system, and come standard with the KOMTRAX remote monitoring and location system, backed by Komatsu's Australia-wide service and support network.

Dean says there is peace of mind in knowing that Komatsu is the one distributor for the entire country. "No matter which state or territory you are in you are dealing with Komatsu Australia. We have around 3,000 employees across 55 locations in our region to support our customers."

### The future of sustainable and productive

Dean says that while hybrids and electrification are a strong focus. Komatsu's R&D team is continuously looking at what's next for the brand and the industry as it works towards a net-zero future.

"Komatsu invests close to \$1 billion AUD annually in R&D, and we're constantly looking at ways to innovate our machinery and services. As we look past hybrids and electrification, hydrogen fuel and hydrogen fuel cells are on our radar as possible solutions where high demand power is required over long working days. Artificial intelligence, integrated machinery digitally connected into site designs and site management tools, are also no longer a vision of the future. We are working in this realm today. Of course, all the great technology and development means nothing if it doesn't improve safety, productivity, and profitability for our customers. These are some of the core outcomes we strive for in our products and services." Dean says.

For more information on Komatsu' Hybrid machine offering, head to https://komatsuweb.link/hybrid or scan the QR code



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Pictured: Pat Munro, National Business Manager, Construction.

### Komatsu's balanced and intuitive D85EXi-18 dozer leading the pack

Komatsu's D85EXi-18 dozer, equipped with Intelligent Machine Control provides heavy load contractors with a productive and balanced offering, making the machine one of the favoured options for land clearing and waste management tasks.

Pat Munro, National Business Manager – Construction says the D85EXi-18 dozer is receiving great customer feedback on its balance.

"One of the biggest comments that I get most of the time for this model is the balance. It offers a smoother ride because it's not too front or back heavy, which is important if you're reversing up a hill or pushing material stockpiles," Pat says.

When it comes to Komatsu's wider dozer range, the D85EXi-18 sits in the middle, capable of performing heavier works, while also providing the comfort and feel of smaller class machinery.

With 264hP, along with an operating weight of nearly 30-tonne, Pat says the D85EXi-18 dozer is most effective in heavy-duty works, across the construction earthmoving and waste management industries.

"This machine is well suited for heavy and robust land clearing works. A lot of people go to the smaller machines because it's easier to move from property to property, but when they get to the larger machinery, they tend to the next size up," he says.

#### Intelligent control

The dozer forms part of Komatsu's Intelligent Machine Control enabled machinery, providing boosts for productivity and efficiency.

Intelligent Machine Control (iMC) 2.0 is our latest offering for both excavators and dozers. These features aim to provide automation for the operator, to increase the consistency and accuracy of passes.

One example is Proactive Dozing Control, a feature that enables the dozer to automatically cut/strip from the existing terrain. It can measure the terrain as it tracks over, in order to pre-plan its next pass, and can increase the machine and operators' productivity by as much as 60%.

Also included is Tilt Steering Control, which can automatically tilt the blade to maintain linear travel during rough dozing applications, reducing operator steering input by up to 80%.

Pat says Tilt Steering Control, as well as Lift Layer Control, are both exclusive features of the iMC 2.0 that are easy to implement into an existing project and designed for older and new operators in mind.

"Once they understand how it works, people are really impressed as the proof is in the pudding," Pat says.

"Recently, we had a customer day where I spoke to a second-year apprentice and asked if she could help me show people how to operate these machines. She'd never been in a dozer before, so I spent 15 minutes with her, showing her how to operate it and how it worked.



"For the rest of the day she could confidently show operators and even our general managers how to use these machines. So, it's helping users be extremely good operators quite quickly."

#### A winning margin

The D85EXi-18 dozer supports what's called bulk and final trim dozing, a feature that can help the operator to achieve more consistent and accurate works.

"When a design is entered into the machine, the operator can set the dozer to a baseline to work to. The machine can then work automatically to that point," Pat says.

"This helps to achieve maximum blade capacity during every pass, without spinning and wearing out the undercarriage. It also stops spinning when idle, so you're not burning diesel and not being productive. It helps the machine and operator to achieve a maximum production per litre of diesel with every pass."

The automation also extends to the machines transmission, which is complemented by a lockup torque converter.

"In a hard pushing type application, where the machine is digging material or working hard, it'll disengage the lock up. The torque converter helps to give maximum pushing power.

"Then when the machine is carrying or spreading material when the RPM and travel speed is increased, it will automatically lock up to direct drive to give you maximum fuel efficiency."

#### Visibility and safety

On top of reliability and versatility, the unit has also been designed to maximise the safety for both the operator, as well as ground crews.

The exterior of the dozer doesn't include poles, cables or external components, complementing 360° visibility. The rear of the machine also contains a rear-view mounted camera.

"The visibility in the D85EXi-18 is market leading and we've integrated ROPS (rollover protective structures) for more than 10 years in these models," Pat says.

Safety and comfort were also large focuses during the development of the operator platform.

"Operator comfort is of a very high-level focus when it comes to the factory and manufacturing. They're also significantly quieter than other machines."

More information on Komatsu's D85EXi-18 dozer is available here https://komatsuweb.link/d85exi-pxi-18 or scan the QR code

### **Scheduled Service Parts**

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#### **How it works:**

**Step 1:** Enter your machine details (model and serial number) and click search. Premium Online Account customers will have the benefit of searching from their fleet list

**Step 2:** Select engine serial number range

**Step 3:** Select service kit hour (250 and 6,000 hours inclusive)

**Step 4:** You can add all parts to your shopping cart or add individual items

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Pictured: In the last year alone Sniffers has added around a dozen pieces of Komatsu machinery to it's fleet.

### **Sniffers Group looking to the future with Komatsu by their side**

Gold Coast-based civil construction hire company Sniffers Group has over time not only strengthened but also diversified their portfolio of offerings, providing their client base an efficient and effective one-stop-shop service, all backed by quality Komatsu machinery.

Managing Director Stephen Orchard founded Sniffers 25 years ago, and has since presided over its steady growth, which has seen it evolve from a one-machine operation to now spanning a comprehensive modern fleet, offering a wide range of excavating, earthworks and haulage services.

However, Stephen, who draws on over 30 years of experience in the industry, says his decision to get involved in the earthmoving industry had at the time represented something of a sharp turn career wise.

"I was actually a graphic designer to begin with," he said. "I didn't like it. I got a job in earthmoving and then never looked back. I bought my own machine, starting out with a little mini excavator, and it then just grew from there.

"Sniffers now has about 80 operating units, along with various other bits of equipment, including trailers and vehicles. And then there's also our environmental and sustainability arm of the business, Earthfix, which has its own equipment, including crushing and screening equipment, trommels, graders, dozers and compactors."

Sniffer's broader wet and dry plant and equipment hire offering ranges from excavation and earthmoving equipment to heavy equipment transport, posi-tracks, backhoes and tippers in various sizes.

It has built its reputation around providing its clients simple and costeffective solutions, backed by extensive industry knowledge, with an overriding focus on not only meeting but also exceeding client expectations.

### Komatsu machines provide durability and reliability in Australian conditions

Stephen bought his first Komatsu machine around four years after starting Sniffers, and as the business has grown and branched out into different areas, has been buying them ever since.

In the last year alone, Sniffers has added around a dozen new pieces of Komatsu machinery to its fleet, with Stephen pointing in particular to

machine durability and reliability as being a key benefit provided across the Komatsu range.

"They're great machines if you want something that's not going to give you grief, and which is going to go forever. They'll just keep ticking over for 20,000 hours, no problem at all.

"They won't give you any issues, they're also simple to work on, and they're just good, reliable machines."

In addition to this, Stephen says Komatsu running its own local distribution network is a big advantage in his books, as he can work closely with the team, who have a greater understanding of Australian conditions and market requirements.

#### **Earthfix smart farming a strong focus**

Sniffer's Earthfix business is focused on the development of waste and farming solutions that will underpin a more sustainable future, and Stephen says it has been "growing pretty rapidly".

Last year Earthfix signed a deal with the Korean Agriculture Technology Promotion Agency and ISU Group to bring the first Korean smart farm, developing sustainable solutions for food production, to Australia under a partnership with Griffith University.

"We've been focusing pretty heavily in that space," Stephen says. "We'll produce the energy, the water and the nutrients needed for the smart farm, and ultimately we'll produce really healthy food.

"We only use about 5% of the water and about 5-8% of the land equivalent to traditional farming. We use no pesticides or herbicides, and about 30% of the fertiliser to the equivalent, and nothing gets wasted."

The Earthfix site at Luscombe in the Gold Coast spans 69 acres, with it seeking to have its first smart farm up and running by December this year, producing a range of crops, including Korean strawberries, bok choy and lettuce.

"We're going to build an innovation valley. We'll be working with Griffith University for a minimum of five years, building an R&D facility, and we'll be basically building the farms of tomorrow."

### PC200-LC with Retrofit Kit provides accuracy and reliability for Hidden Valley Estate

Hidden Valley Estate is a large, rural subdivision property based in the heart of the Whitsundays. The over 200-hectare estate is located between Airlie Beach and Proserpine, and project manager Brett Evans and his team have been working on the subdivision since they purchased the land 20 years ago. Their Komatsu machines have played an important role in getting the block to where it is today.

A big focus across each stage of construction of the project has been ensuring the pristine property is well looked after and preserved. "Hidden Valley joins the Conway National Park, which has both constraints with maintaining terrain and the vegetation. It also holds one of the oldest fig trees in Australia, so any work we do throughout the estate has to be carefully planned to ensure the property is well looked after," Brett says.

"That is why we added a Komatsu PC200-LC excavator with Retrofit Kit GPS (RFK) to our machinery fleet. The RFK kit enables us to have

the confidence and level of accuracy that we can construct in these areas without requiring a full-time surveyor on site."

The PC200-LC is a 22-tonne long carriage excavator that offers 103 kW of engine power and 0.97 m³ of bucket capacity. Komatsu's RFK provides ICT functionality to an existing hydraulic excavator, providing operators with 3D guidance to map their site and payload monitoring to help drive accuracy, control load volumes and improve operations.

"The RFK allows our operators to achieve millimetre accuracy in all parts of our operation, including trimming, positioning, and benching. The PC200 is the perfect machine for us to tackle site cuts, drainage, access roads and a wide range of unique works within our estate."

Using the RFK is especially valuable for a remote property like Hidden Valley, where the cost of having a surveyor to travel to and from site would quickly add up.

"We can run a smaller crew, and don't have to worry about stringlines, pegs and other survey requirements, as it can all be marked and navigated straight from the machine. When we fire it up in the morning, the system is ready to go and connects straight away. It saves us a lot of time onsite," Brett says.

Brett and the team have been working with Komatsu machines throughout the development of the estate and says the brand's reliability and support made the decision to purchase the PC200 a 'no brainer'.

"We've always chose to purchase Komatsu's because they are reliable machines, but in the rare instance we do have issues, we know we've got the support from our local Komatsu team to help us resolve it. And with the RFK, they can log in remotely as well to identify and address any issues without having to come to the site.

"I know our team can pick up the phone any time, speak to someone from Komatsu who understands our machines and can help work through the issues so we're back operating as quick as we can."

Pictured: Brett Evens and his team have been working with Komatsu throughout the development of Hidden Valley Estate.









### **Retrofitting the future**

Our PC138 range of excavators, supported by our 'Retrofit Kit', Komatsu's 3D Guidance and payload monitoring system, is giving operators access to a new era of machine technology, which is enhancing performance, safety and sustainability.

From Intelligent Machine Control (iMC) to our suite of 'Smart Construction' products, we are constantly upgrading and updating a variety of ICT (Information Communication Technology) features, which aim to maximise the productivity and safety of construction machinery.

Now our 3D Machine Gudiance and Payload system, is opening doors for operators to equip their machinery, such as the PC138US-11 and PC138USLC-11 excavators, with the latest technology offerings.

#### An integrated package

With more than 45 models, our variety of excavator models have been developed to suit the needs of operators. One of the key features of the PC138US-11 and PC138USLC-11 excavator models is their ability to handle a diverse range of operations.

"The PC138US-11 and PC138USLC-11 excavators are some of the best-selling construction excavators," Scott says. "And we find that a lot of Australian operators are wanting a machine that can pretty much do everything," says Scott Berry - National Business Manager, Construction.

"One of the biggest benefits is the urban swing on both machines. Operators can move machines closer to walls and into tight spaces. The shorter undercarriage of the PC138US-11 boosts agility and mobility of the machine."

Both the PC138US-11 and PC138USLC-11 have an identical tail swing radius of 1480 millimetres, allowing the excavators to work in tighter spaces when compared to conventional machinery. Both machines are powered by our low-emission, Tier 4 Compliant engine, providing 97 horsepower for each machine.

Scott says the engine provides sustainability benefits when compared to conventional engine designs.

"I'm certainly a believer in doing everything that we can to minimise emissions and make the world cleaner and greener," Scott says.

#### Playing it smart

As with many of our construction machinery models, these dash 11 excavators are compatible with the Smart Construction Retrofit Kit (RFK). The allows existing machinery to use ICT features such as 3D machine guidance, payload management and 3D construction data collection.

"Time is money, and the more time that the excavator can spend performing productive tasks, the better," says Marc Brook, Technology Consultant.

He says the 3D machine guidance feature allows operators to dig to 3D design plans accurately and efficiently, by notifying them in the cab of their buckets current position against the engineered design drawings.

"The RFK system uses high-performance sensors and antennas to display the position of the bucket accurately and reliably against the design information. The operator can easily change surface offsets, extend the grade of a design surface, record points, create simple designs, easily change between designs and attachments and much more," Marc says.

"It also provides an option to feed as-constructed data directly from the machine into our Smart Construction dashboard for daily volume and progress reporting."

Operators can also create simple flat and sloping designs themselves on the in-cab display, which can display several 'views' and be customised based on the operator's preference. This is displayed through the tablet pilot app, which presents this data in an accessible manner for operators.

"The user interface is easy. The technology is designed to be user friendly, and operators can become comfortable and productive with it quickly. And in the case of technical support or additional training being required, our dedicated support team can access the system remotely to ensure it's always being utilised effectively." Marc says.

One of the RFK's other marquee features — the payload management system—focuses on the measurable weight of the soil loaded in the bucket of excavator models. While this sounds like a straightforward tool, the payload management system provides benefits, especially when it comes to efficiency and safety. As Marc explains.

"It increases safety by ensuring that trucks are not overloaded with material first and foremost. It also ensures that the target load capacities are being met, increasing material haulage productivity by reducing fuel costs and emissions output to achieve the maximum efficiency out of each truck cycle," he says.

This payload information can then be reported to a cloud-based server.

#### Fitting and finishing

The Retrofit kit can be fit to a variety of machine sizes, makes and models, including older machines, for 3D machine guidance.

"The Retrofit kit can be fitted at our factory prior to the handover of the machine, or alternatively it can be installed on site in the case of existing operational equipment." Marc says.

Marc adds that we are excited and embracing the future, with plans already in place to further develop the technological capabilities of the RFK system, along with machinery such as the PC138US-11 and PC138USLC-11 excavators.

"We are constantly working to develop the RFK product based on our customer's needs. From a hardware perspective we will be looking to support more makes and models of machines in the future. From a software perspective, we are constantly engaging with our customers on features to improve their workflows, and our customers will continue to receive these feature updates as they become available." Marc says.

3D Guidance and payload monitoring

Retrofit kit (RFK)

ICT functionality on an existing hydraulic excavator.

Being equipped with the RFK kit allows the use of the following functions, thus enabling machine of a conventional type to perform ICT construction.

- 3D machine guidance
- Payload Meter
- Acquire 3D construction data



Call us today on 1300 074 249 komatsu.com.au

### Komatsu mini excavator perfect machine to kick start excavation business

For Sunshine Coast couple Ronda and Glenn Price, semi-retirement meant a change of lifestyle and an opportunity to work for themselves after investing in a Komatsu PC18MR-3 mini excavator.

Glenn had been working with excavators for 25 years for large companies like Humes (part of Holcim) and Cordwells Concrete, but as he started to wind down from full time work, he was looking for a different adventure.

"I'm at the point in my life where I wanted a bit more flexibility with my work/ life balance. Ronda and I talked about what might work best, and we settled on investing in a mini excavator and seeing what type of work I could get on the Sunshine Coast, going out on my own," Glenn says.

Ronda and Glenn bought a Komatsu PC18 in the middle of 2022, and Glenn quickly picked up some projects around the area, with the support of Ronda on the administration and financial side of the business.

"We've relied mainly on word of mouth, and haven't had to do much advertising at all just through our connections with friends and my work connections. We've had a regular flow of work coming in, from landscaping to building trenches for plumbers. The excavator has been great for us to get some steady workflow," Glenn says.

Glenn says he and Ronda were looking at a few mini excavators on the market, but landed on the PC18 because of Komatsu's solid brand reputation.

The PC18MR-3 is a tough and productive machine in a small package, perfect for rental fleets, owner-operators, builders, plumbers, electricians and other tradies, or anyone who needs to work in confined conditions. It can pass through narrow space due to narrow width and the undercarriage can be expanded for good stability during excavation, plus it incorporates features of bigger Komatsu excavators, and comes standard with the Komtrax remote monitoring and location system.

"We did our research, and knew that Komatsu sells quality machines, and the cost of the excavator and trailer package was pretty competitive with other brands. It's a great, compact machine that's easy for us to get from job to job, and into the tight spaces on the usual residential sites we're working on."

Komatsu's PC18MR-3 is a tough and productive machine in a small package, perfect for rental fleets, owner-operators, builders, plumbers, electricians and other tradies, or anyone who needs to work in confined conditions.





Pictured above: Glenn at work in his PC18MR-3





### Indigenous owned and operated mining contractor backed by new Komatsu wheel loader

When husband-and-wife team Scott and Tenay Stringer were looking for their next career challenge, they decided to back themselves and go out on their own – and Marlee Resources was born.

Marlee Resources is a successful Indigenous owned, licensed and accredited government, civil and mining contractor operating across Western Australia, with 55 employees and 32 machines in their fleet for dry hire.

Scott and Tenay both come from years of experience in construction and mining, Scott as a HD mobile plant mechanic, and Tenay as a finance manager. In 2017, they decided the time was right for them to make the move from employee to employer.

"We put our savings on the line and backed ourselves and haven't looked back," Scott says.

'Marlee' comes from the Noongar word meaning 'swan'. A significant figure in Noongar storytelling, the black swan symbolises mateship, and as a company, Scott says they put a strong focus on collaboration and dynamic teamwork.

"We always wanted to build a business that has

a focus on supporting indigenous employment and giving back to the indigenous communities we're based in. Currently we have at least 30% of our workforce coming from a First Nations background, and we're always looking to grow that and continuing to support indigenous employment opportunities," Scott says.

"Right from day one our business has been built of strong relationships and collaboration. MLG Oz were our first partner and gave us our first machine hire contract, which meant we were able to invest in a machine from the get-go and hire it back to them, which gave us some runs on the board and start building our credibility and experience in the industry."

From this partnership, Marlee has just purchased a new Komatsu WA500-7 that will be dry hired directly to MLG Oz on a long-term agreement for MLG's Goldfields mine site.

"We knew Komatsu provides proven, reliable machines that would fit well into our fleet, and their great warranty terms mean we were confident that if we did have any issues, they would be dealt with quickly and efficiently, which is what we need working in dry hire," Scott says.

"We always wanted to build a business that has a focus on supporting indigenous employment and giving back to the indigenous communities we're based in. Currently we have at least 30% of our workforce coming from a First Nations background."

"MLG have had nothing but praise for the loader as well, it's comfortable, reliable, efficient and best of all productive."

Scott also says that the Komatsu team has been supportive in the training and education of Marlee's up and coming apprentices.

"The training program that Komatsu offers is exceptional. Three of our indigenous apprentices will be attending Komatsu's training facility in Perth this year, and it will give our guys the opportunity to get hands on, accredited training from the machines they'll be working on day-to-day."



Komatsu's 2023 Live your Dream (LYD) recipients have been announced, with eight employees across Australia, New Zealand and New Caledonia each receiving a \$10,000 grant to support a not-for-profit organisation or charity of their choice.

The Live Your Dream program has been running since 2017 and gives our employees the opportunity to contribute to their local community or wider society. Previous recipients have given back in many ways, including a 4,000km solo bike ride across the country, which raised over \$25,000 for charity, a donation to food charity OzHarvest and facilitation and participation in anti-bullying and mental health program Dolly's Dream to remote schools.

Colin Shaw, Executive General Manager, People and Strategy says the program is one Komatsu is proud to deliver for its employees. "We receive nothing but positive feedback on the Live Your Dream program, not only from our employees, but from those charities or organisations the grants are delivered to.

"We're very proud of this initiative, which helps our people to support the causes they care about. It gives our people the opportunity to do something special that they normally don't have the provisions to do outside of work.

"This is one of the many ways that Komatsu builds employee value so that our people can continue their growth both personally and professionally. This program along with many others helps make Komatsu a great place to work for our people and adds another element for those future generations who are considering employment with businesses that go above and beyond for their people," Colin says.

The eight 2023 Live Your Dream recipients will start to deliver their grants over the coming months. The 2023 Komatsu 'dreamers' are:

- 1. John Savage, Field Service Technician, Wacol, Queensland: John will be supporting Drought Angels with a mission to participate in the Long Drive for Drought, collecting money for Queensland farmers in need.
- Mick Bartlett, Service Supervisor, Port Hedland, Western Australia: Mick is supporting The Regional Men's Health Initiative, focusing on men's mental health in remote WA, specifically Tom Price and Paraburdoo.
- 3. Bronte Jewell, Apprentice Technician, Fairfield, New South Wales: Bronte is supporting the Illawarra Music Foundry in ensuring that people with a disability are given the same rights and experiences as the wider community.
- **4. Stacey Renata, Apprentice Technician, Welshpool, Western Australia:** Stacey will be supporting Feed it Forward Inc collecting food from supermarkets and food donors, while also saving tonnes of food and grocery items going to landfill.
- 5. Kristy Gerges, Marketing Specialist, Fairfield, New South Wales: Kristy is supporting marginalised members of our community by participating in Maronites on Mission (M.O.M) weekly food van program and home visit program.
- 6. Jean-Christophe Nyssens, Regional GM, New Caledonia: Jean will be using his grant to welcome the New Caledonia branch's first beehive, producing honey for employees and pollinating the surrounding mangrove trees – for the benefit of the local community.
- 7. David Bainbridge, Territory Sales Manager, Christchurch, New Zealand: David will be assisting Gumboot Friday, an initiative by the Key to Life Charitable Trust, supporting young people who are struggling with their mental health.
- **8.** Julie Aplin, Customer Project Coordinator, Welshpool, Western Australia: Julie is supporting the Pirate Ship Foundation by helping to raise vital funds which are directly invested into childhood brain cancer research programs, including the brain tumour research program at Telethon Kids Institute.

#### **Maronites on Mission**

Marketing Specialist Kristy Gerges has always believed 'charity starts at home' – and this was reflective in her involvement with our Live your Dream program this year.

Kristy was one of nine 2023 recipients of Komatsu's 'Live your Dream' employee program, receiving \$10,000 to put towards a charity or organisation of her choice. Kristy chose Maronites on Mission (M.O.M), which has always held a special place for her.

"M.O.M somewhat forms a sense of my identity. I was raised in a Maronite Catholic household and displaying acts of "servant leadership" is a fundamental part of my faith and upbringing," Kristy says.

Maronites on Mission is a group of dedicated volunteers who reach out to marginalised members of society to relieve some of their sufferings and provide some companionship.



Pictured: Kristy at the annual M.O.M sleepout

As for Kristy's Live Your Dream program, she participated in the M.O.M annual sleepout, in Appin, NSW, to experience homelessness for a night while raising money that goes directly back to M.O.M. On the back of this, she also participated in M.O.M's food van outreach program, which travels from Woolloomooloo to Martin Place, providing food to those in need.

"To become homeless for a night was a completely different experience. There are no words to truly describe it, you just feel cold, your body aches from sleeping on the ground and your bones lock up. What I experienced for one night is not even a fraction of what others out there experience. I did it for a night knowing that I'll return home to a comfortable bed the following morning, but people do this for 365 days a year with little to no hope," Kristy says.

Kristy's group raised a total of \$35,000, which will go back to the charity to assist marginalised members of our society, through schemes like medical assistance, housing support, dental check-ups and food donations.

"I would like to thank Komatsu for their support through Live your Dream. Another reason why I applied for the program was to honour my former manager Wafaa Ghali, who recently passed away. She was the founder and project lead for the LYD program, and she always encouraged me to apply. I can't express my gratitude in words for all the support and wisdom she has showered me with over the years. Her legacy will truly live on through the LYD program."



Pictured: Kristy Gerges, Dhara Raniga and Katrina Dawson

### Shining a light on men's mental health

Men's mental health is a challenge that plagues many of our regional and remote communities. Isolation and access to information and support are mounting issues, but they are ones that Mick Bartlett - Service Supervisor at our Tom Price branch in Western Australia is setting out to address.

Mick received a \$10,000 grant from Komatsu through our 'Live Your Dream' program and has thrown his support behind the Regional Men's Health Initiative, a not-for-profit organisation formed to raise awareness of men's wellbeing and health, servicing regional, rural and remote WA.

"So many of these towns in remote WA are isolated, with little to no support for issues like men's mental health, which is often overlooked. Being based out at Tom Price, it's an issue I see day after day, and one I knew I wanted to tackle and see what I could do to support," Mick says.

"There have been four suicides in our small communities of Tom Price and Paraburdoo this year alone. It's heartbreaking and impacts each and every one of us in some way. Organisations like the Regional Men's Health Initiative



help us to connect with each other and show that there is support out there for people that are doing it tough. Sometimes it's just a conversation that can set us on the right path."

Mick's grant will go towards further education programs at the Regional Men's Health Initiative, and including one he helps support, the Pilbara Bruthas Poker Run, where a group of locals ride their bikes around the Pilbara, stopping at towns for poker tournaments, all while raising awareness of men's mental health and wellbeing.

"We start in Paraburdoo, then head to Onslow, Karratha, Port Hedland, Tom Price & back to Paraburdoo for the final prize giving. There is free camping along the journey with daily prizes, and we encourage anyone to come and join us.

"Our motto is 'It's not just about the ride, it's about the journey' – and with thanks to Komatsu and the Live your Dream program, we can help spread the word and support further in these communities that need it the most."



Pictured: Michael Bartlett and the Tom Price team with the Regional Mens Health Initiative representatives.





Pictured above: Komatsu has been a proud supporter of the Beacon Foundation since 2002.



### Komatsu celebrates 21st anniversary of Beacon Foundation partnership

Komatsu has been a proud supporter of the Beacon Foundation since 2002, and as we celebrate our 21st anniversary this year, we're looking at ways we can further support the foundation through education and career opportunities at Komatsu.

The Beacon Foundation is a non-profit organisation committed to supporting disadvantaged young people to transition on to positive pathways from school and into employment or further education.

Komatsu and Beacon have partnered on initiatives that prepare school leavers as they enter the workforce, and in particular to understand what is involved in a career in the construction and mining industry. Successful Beacon programs in partnership with Komatsu have included:

- Mock job interview training
- Komatsu employees hosting webinars to share information on careers at Komatsu and the wider industry
- Komatsu branch site tours
- Work experience
- Hands-on workshops at a Komatsu branch
- Career expos

Over the 21-year partnership, we've seen many Beacon students secure employment with Komatsu, using the skills they learned through participating in Beacon and Komatsu workshops. Our employees are also constantly involved with educational programs and mentoring Beacon Foundation members, either through in branch activities or school visits.

We're excited to continue to work with organisations like the Beacon Foundation, and continue to look at ways Komatsu can escalate our impact by sharing our knowledge, creating enriching learning experiences and providing a future career for youth in need.

Komatsu has been a proud supporter of the Beacon Foundation since 2002, and as we celebrate our 21st anniversary this year, we're looking at ways we can further support the foundation through education and career opportunities at Komatsu.

### Another successful Diesel, Dirt and Turf Expo

Pictured:Some of our demo machines in action.

"We had a great response from visitors on the range of machinery, and interest in our tech solutions as well. There was something for everyone at the stand – whether they were interested in some machine advice, tech solutions

they can add to their fleet or an upgrade"

Thousands attended the Diesel Dirt and & Turf Expo at Sydney Dragway again this year to see the latest machinery and technology on offer. Komatsu was a Gold Sponsor for the 2023 event, with a big team presence on hand to showcase our innovative range of Smart Construction technology.

Komatsu had one of the largest displays of machinery and technology at the expo, and Chris Moroz, Sales Manager – Central Region, said a big focus of our stand was our Smart Construction offering, a suite of offerings that improves productivity and safety in the construction, quarrying, and mining industries through the application of unique technology and integrated products.

"The tools in our Smart Construction suite are designed to improve communication and connectivity between our customers, their machines, and their materials. They cover unique solutions such as intelligent machine control, drone data collection to create 3D terrain maps, site dashboard visualisation, and remote operator support."

KOMATSU

Komatsu had three of our Intelligent Machine Control (iMC) machines on display: the PC360LCi-11 36-tonne excavator, the 23-tonne PC210LCi-11, and the D71PXi-24 and D65EXi-18 mid-sized dozers, plus our Retrofit Kit (RFK) on the PC138US-11 mid-sized excavator.

"We had a great response from visitors on the range of machinery, and interest in our tech solutions as well. There was something for everyone at the stand – whether they were interested in some machine advice, tech solutions they can add to their fleet or an upgrade," Chris says.

We also had a large presence from our sales and support teams from right across the business at DD&T.

"Visitors were able to stop by and have a chat with representatives from our Smart Construction, recruitment, aftermarket, Komtrax, and Portal teams for any issues or questions on the machines and technology on display.

"They also saw our PC138US-11 RFK and PC210LCi-11 in action across the three days at the demo site, which was a big crowd pleaser, and we ran some exciting competitions where attendees had the chance to win prizes and take advantage of our show special offers," Chris says.



### Komatsu Gold Sponsor of first World Mining Congress held in Australia

With more than 3,000 delegates from 70 countries, the 2023 World Mining Congress (WMC) was a big success and Komatsu was proud to be a Gold Sponsor of the event at the end of June.

The 26th WMC was held in Brisbane, the first time this global event has been held in Australia. It is a unique opportunity for international representatives of the world's leading resource economies to meet, find new partners, discuss current challenges, and share the latest research findings, technology and best practice.

Managing Director, Sean Taylor says it was a successful few days for Komatsu and it was great to have not only our local executive team attending, but a strong presence from Komatsu's global leadership as well.

"Events like these give us the opportunity to not only connect with customers and industry colleagues but to learn more about what others are doing with mining technology and solutions, while showcasing Komatsu's latest smart mining offerings as well," Sean says.

"Our booth was a central point at the event, with attendees getting to experience our Immersive Technologies LX6 simulator, configured as a

training module for excavator operators learning how to load and interact with an autonomous truck, plus a range of our mining product specialists, training managers and regional managers, and a large cohort from the global Komatsu team were there to connect and network with our mining customers and colleagues."

As Gold Sponsor, we had a large presence at the event over the three days, which included delivering several presentations on Continuous Electrified Mining Systems, Mining Automation, Responsible and Sustainable Mining and Mixed Haulage Fleet Energy Management.

"WMC was a great opportunity for high-level discussions across the industry, which can often eventuate to change in mining practices and the wider resource industry over the next five to 10 years. As the industry works towards net-zero, it's more important than ever that we continue the conversation around issues like sustainability, carbon reduction and autonomous vehicles at events like these, and to work together to provide our customers with the best solutions to secure our future," Sean says.



Pictured: Komatsu stand at WMC

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Pictured: Immersive Technologies LX6 simulator, configured as a training module



Pictured: Komatsu stand at WMC

Pictured: Komatsu stand at WMC

Pictured: The Perth Scorchers celebrating their Big Bash title

### **Another big season for Perth Scorchers**

The Perth Scorchers men's cricket team celebrated back-to-back Big Bash titles this year, and the franchise's fifth title overall, something Komatsu is proud to be a part of for a second season.

The Scorchers were always contenders for the title following the success of their last few years in the league. The inaugural Big Bash draft ahead of the 12th season threw a slight spanner in the works early on for the team, with many Scorchers' favourites moving to opposition clubs, including Liam Livingstone, Colin Munro and Joe Clarke. This was followed by injuries to leading run scorer Mitch Marsh and fast bowler Jhye Richardson.

But, some strong signings, including South African star Faf du Plessis, and stellar performances from batters Cameron Bancroft and Aaron Hardie, saw the shield return to the west for a second year in a row.

The crowds came out in droves to show their support this season, after only one match was played in Perth the previous season due to Covid

restrictions. Optus Stadium averaged more than 28,000 fans across the regular men's season including the Scorchers qualifying final against the Sydney Sixers at the end of January.

For the women's team, the Scorchers were not able to replicate the heights of their previous season and defend their trophy, narrowly missing out on a final place in a season full of highs and lows.

The team came out with a strong start, sitting undefeated after three games, but from there, a string of inconsistent results as well as the weather, hampered the Scorchers' chances of making finals.

Komatsu again featured on the playing pants of both Scorchers teams across the 2022-23 Women's and Men's Big Bash League, with activations and logo placements at home games, as part of our focus on building awareness around our operations in Australia and the apprenticeship and career opportunities available to all west Australians.

The Perth Scorchers men's cricket team celebrated back-to-back Big Bash titles this year, and the franchise's fifth title overall, something Komatsu is proud to be a part of for a second season.

### A rollercoaster season for Western Sydney Wanders

Komatsu Australia sponsored the A-League Women's football team for a second year in a row as part of our organisational focus on diversity and inclusion.

The sponsorship included activations at both the men's and women's games this season, with Komatsu logo placement on the women's uniform and a recruitment push at some of the men's games this season.

It was a rollercoaster of a season with the team finishing the A-League Women's 2022/23 season in seventh place. The Wanderers secured five wins and four draws, which led them to their finish on the table ahead of last season's finalists Adelaide United.

The most impressive moment of the season was undoubtedly the back-to-back home wins against 2nd and 3rd placed Melbourne City and Western United, with the victories showing that the Wanderers are able to take on and defeat the top talent in the league. They closed out the season with a convincing 3-1 win against Brisbane Roar in their second last game.

Komatsu Australia sponsored the A-League Women's football team for a second year in a row as part of our organisational focus on diversity and inclusion.

Even with such positive performances, the Wanderers still finished outside of the finals for the third season running, but the team remains optimistic for the season ahead.

Western Sydney Wanderers are geographically placed in Sydney's major construction corridor, making them an ideal match for Komatsu, and like Komatsu within construction and mining, the Western Sydney Wanderers have been firmly focused on diversity and raising the profile of women in their sport.







# MWM **Hi Komatsu Kids** Get ready to unleash your imagination and bring colour to the future! Join us on a vibrant adventure as we create a sustainable cityscape together. Grab your coloured pencils it's time to make our dream city come to life!

### Our road map to carbon neutrality by 2050

Komatsu is committed to empowering a sustainable future. We are continually adapting and evolving our environmental, social and governance (ESG) practices so that our people, our businesses and our planet can thrive together.



Carbon neutrality at Komatsu

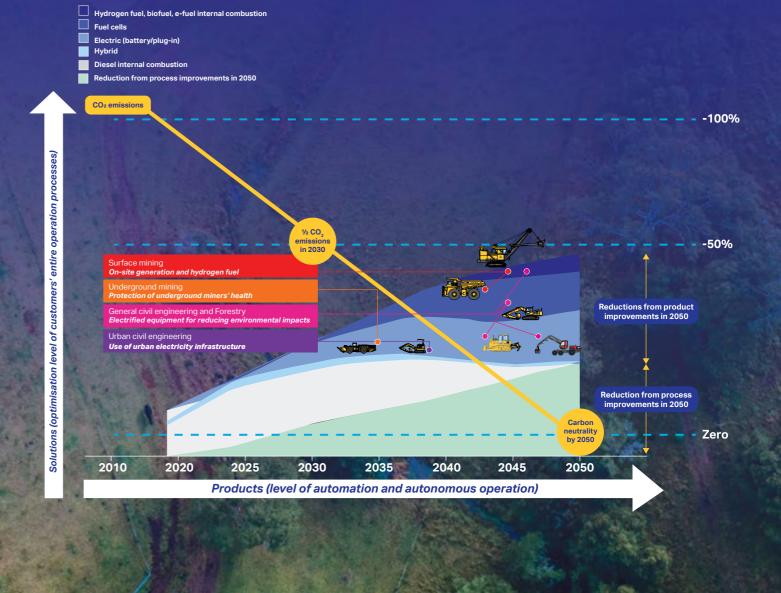












## The path to a more sustainable future, focusing on

Reducing emissions and waste on existing fleets through technology and training



Building on our history, we strive for sustainable, lower emission and emission-free solutions



Providing flexibility in how we get to a carbon neutral future









KOMATSU
Creating value together