



UNEARTH THE FACTS

Corporate Profile

KOMATSU

Driven by your success



KOMATSU

***Celebrating over 50 years of
growth, service and innovation***

Komatsu Australia's Head Office at Fairfield Sydney, Australia

KOMATSU

P&H

1884
Alonzo Pawling and Henry Harnischfeger found Pawling & Harnischfeger Machine and Pattern Shop in Milwaukee, Wisconsin

1910
Develops a line of earth-moving machines for construction and mining operations

1917
Takeuchi Mining Industry (founded in 1894) establishes Komatsu Iron Works to manufacture machine tools and mining equipment for in-house use

1921
Komatsu Iron Works separates from Takeuchi Mining Co. to become Komatsu Ltd.

1930
Is one of the first manufacturers to apply all welded design and fabrication to its equipment

1943
Produces the Komatsu Model 1 Ground Leveling Machine (the prototype of Japan's bulldozers)

1947
Introduces the D50 bulldozer

1880

1900

1920

1940

1890

1910

1930

1950

JOY

1919
Joseph Joy founds Joy Machine Company in Evansville, Indiana; receives a patent for a mechanical loader

1920
Joy debuts the first mechanical loader (model 4BU)

1938
Ships its first shuttle car (model 2ET-1D)

1948
Produces its first continuous miner (Model 3JCM) and reveals the high-seam shuttle car (model 10SC)

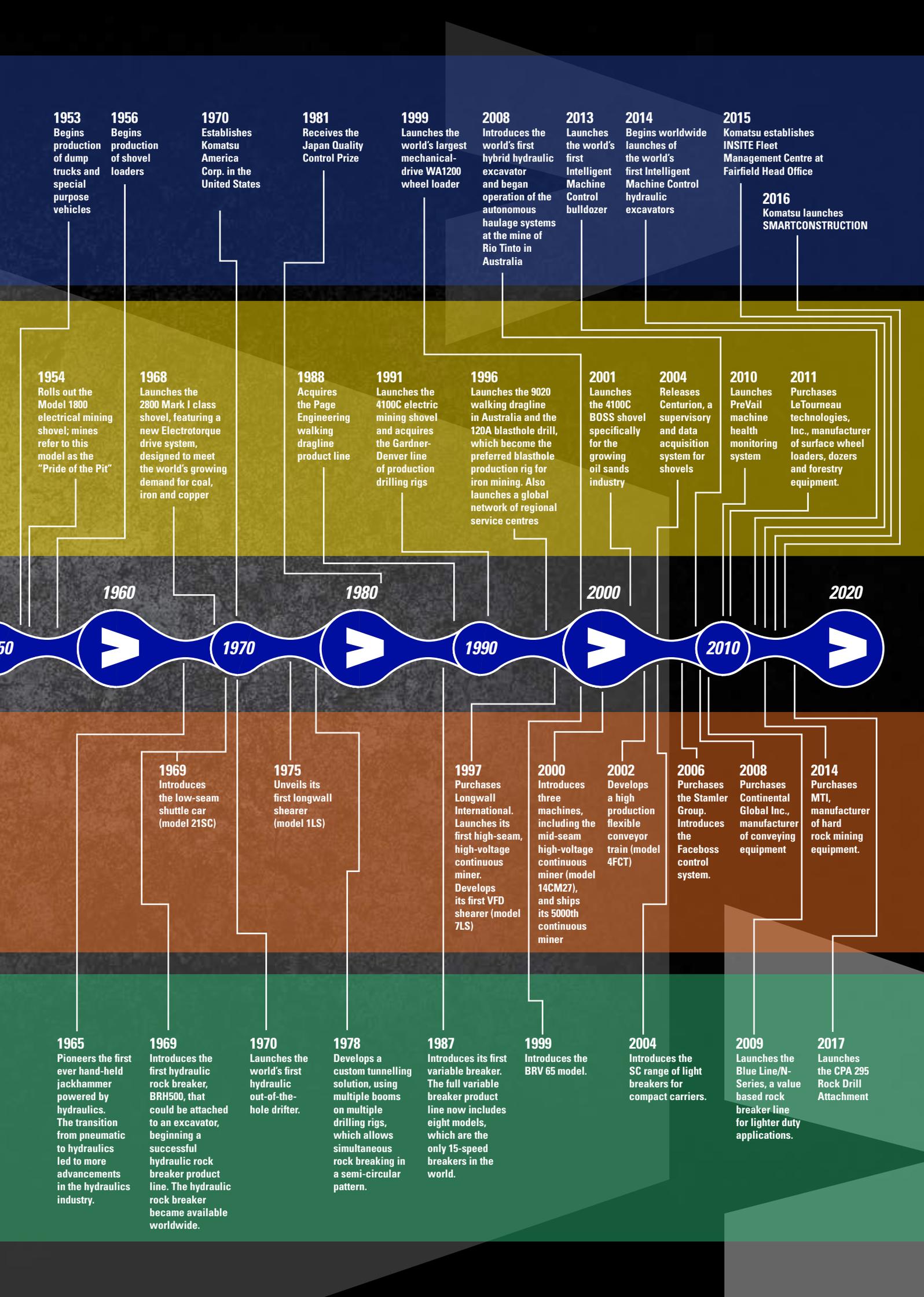
1921
Joannes Montabert founds Montabert S.A in Lyon, France, as a manufacturer of pneumatic equipment.

1935
Suzanne Montabert leads an expansion of the product line and adds the Joy-Sullivan line of products.

1949
Roger Montabert, managing director, initiates new product engineering through the creation of a Research and Development Department.

MONTABERT





1953
Begins production of dump trucks and special purpose vehicles

1956
Begins production of shovel loaders

1970
Establishes Komatsu America Corp. in the United States

1981
Receives the Japan Quality Control Prize

1999
Launches the world's largest mechanical-drive WA1200 wheel loader

2008
Introduces the world's first hybrid hydraulic excavator and began operation of the autonomous haulage systems at the mine of Rio Tinto in Australia

2013
Launches the world's first Intelligent Machine Control bulldozer

2014
Begins worldwide launches of the world's first Intelligent Machine Control hydraulic excavators

2015
Komatsu establishes INSITE Fleet Management Centre at Fairfield Head Office

2016
Komatsu launches SMARTCONSTRUCTION

1954
Rolls out the Model 1800 electrical mining shovel; mines refer to this model as the "Pride of the Pit"

1968
Launches the 2800 Mark I class shovel, featuring a new Electrotorque drive system, designed to meet the world's growing demand for coal, iron and copper

1988
Acquires the Page Engineering walking dragline product line

1991
Launches the 4100C electric mining shovel and acquires the Gardner-Denver line of production drilling rigs

1996
Launches the 9020 walking dragline in Australia and the 120A blasthole drill, which become the preferred blasthole production rig for iron mining. Also launches a global network of regional service centres

2001
Launches the 4100C BOSS shovel specifically for the growing oil sands industry

2004
Releases Centurion, a supervisory and data acquisition system for shovels

2010
Launches PreVail machine health monitoring system

2011
Purchases LeTourneau technologies, Inc., manufacturer of surface wheel loaders, dozers and forestry equipment.

1960

1980

2000

2020

1970

1990

2010

1969
Introduces the low-seam shuttle car (model 21SC)

1975
Unveils its first longwall shearer (model 1LS)

1997
Purchases Longwall International. Launches its first high-seam, high-voltage continuous miner. Develops its first VFD shearer (model 7LS)

2000
Introduces three machines, including the mid-seam high-voltage continuous miner (model 14CM27), and ships its 5000th continuous miner

2002
Develops a high production flexible conveyor train (model 4FCT)

2006
Purchases the Stamler Group. Introduces the Faceboss control system.

2008
Purchases Continental Global Inc., manufacturer of conveying equipment

2014
Purchases MTI, manufacturer of hard rock mining equipment.

1965
Pioneers the first ever hand-held jackhammer powered by hydraulics. The transition from pneumatic to hydraulics led to more advancements in the hydraulics industry.

1969
Introduces the first hydraulic rock breaker, BRH500, that could be attached to an excavator, beginning a successful hydraulic rock breaker product line. The hydraulic rock breaker became available worldwide.

1970
Launches the world's first hydraulic out-of-the-hole drifter.

1978
Develops a custom tunnelling solution, using multiple booms on multiple drilling rigs, which allows simultaneous rock breaking in a semi-circular pattern.

1987
Introduces its first variable breaker. The full variable breaker product line now includes eight models, which are the only 15-speed breakers in the world.

1999
Introduces the BRV 65 model.

2004
Introduces the SC range of light breakers for compact carriers.

2009
Launches the Blue Line/N-Series, a value based rock breaker line for lighter duty applications.

2017
Launches the CPA 295 Rock Drill Attachment

Corporate Profile

KOMATSU

WE ARE COMMITTED TO OFFERING DANTOTSU (UNRIVALLED) PRODUCTS, DANTOTSU SERVICE, DANTOTSU SOLUTIONS.

At Komatsu, we believe our success is measured on your results and the satisfaction of your customers. So the better we do our job, the better you can do yours.

To fulfil our vision of becoming indispensable to our customers, we must truly understand our customer's goals. This enables us to customise our offerings accordingly to meet the needs of those relying on us.

Komatsu is a global manufacturer and distributor of earthmoving machines. As an industry leader we strive to deliver safe and innovative solutions that best meet your needs and expectations.

Komatsu is proud to offer a breadth of earthmoving solutions for the utility, construction and mining industries, backed by state of the art diagnostic equipment, well-equipped facilities and technologically advanced systems.

Technology can be sophisticated and products outstanding, but ultimately their effectiveness relies on the expertise of the people behind them. When you invest in Komatsu, you are buying into a wealth of expertise, quality and commitment.



SEAN TAYLOR
Managing Director & CEO, Komatsu Australia



Corporate and Social Responsibility (CSR)

KOMATSU IS COMMITTED TO QUALITY AND RELIABILITY, BEING THE CORNERSTONE OF OUR MANAGEMENT PHILOSOPHY TO MAXIMISE OUR CORPORATE VALUE.

Komatsu has been actively involved in the community for decades. Today, community involvement is embedded in our culture and we are proud to contribute to the communities in which we live and work. Many of our employees volunteer in their local communities, either individually or as part of a team. Komatsu supports their efforts with flexible working arrangements.

EXAMPLES OF OUR CSR INITIATIVES INCLUDE:

- » Landmine removal programs in Angola and Cambodia.
- » Active engagement of employee-only initiatives designed to give employees the opportunity to go out and perform an activity of choice that contributes to a community benefit.
- » Supporting and raising awareness of not-for-profit organisations for various causes. This is achieved through fundraising and other charitable activities.
- » Long time partner of the Beacon Foundation, which empowers young people with training through projects carried out in various regions of Australia. The Beacon Foundation takes a community approach to tackling youth unemployment and social issues.

Safety First

We are committed to providing a safe and healthy workplace for all employees at every branch and contract site. As a leader in Health, Safety and Environment (HSE) development, our national safety performance is well above industry standards.

All key business decisions are guided through an approval process that places HSE above any other metric, including profit or sales. **We make safety our business.**



The importance of Komatsu's people

Although Komatsu owes a great deal of its success to its focus on innovation and technology, it has always recognised that an important element of its success over the past 50 years has been the passion and commitment to its people – whether through the dealer networks of the 1960s, '70s and '80s, or the single-company structure since 1993 — have brought to servicing and supporting customers.

In recent years, Komatsu Australia has worked hard to better harness that employee passion and commitment through a number of industry-leading programs aimed at ensuring the best possible outcomes for Komatsu customers.

Today, Komatsu Australia prides itself on delivering support to its customers that puts their business first. It achieves this by recognising that its employees are the heart of its business, and each one of them is expected to reflect the company's core values of respect, proficiency, reliability and transparency.

A major focus we have today is around diversity and inclusion. We are now, more than ever, making conscious decisions to include people from different backgrounds, point of views, genders, religions, cultures and beliefs. I hope that you will see that Komatsu is indeed an employer of choice.

Its latest program, "People Powered Technology", was launched during 2016, and builds on Komatsu Australia's track record of empowering and engaging its employees to see every customer contact as an opportunity in helping achieving the company's goals and displaying its values.

This program is based around the philosophy that, by being an integral partner in each customer's business, Komatsu earns their trust and in turn builds long-term relationships, rather than relying on "quick fixes".

Over the next 5 to 10 years – a period that will include celebrations of the company's centenary in 2021 – Komatsu will continue to deliver innovative technological solutions that ensure customers will reap the benefits of lower overall operating costs, lower costs per hour or per metre of material moved, and the industry's highest levels of project management and project delivery.

The company will also continue rolling out innovative service and support packages that will maximise machine uptime, productivity and performance, backed by a nationwide team of people driven by their customers' success.





WE VALUE THE DEVELOPMENT OF OUR PEOPLE AS A KEY BUSINESS DIFFERENTIATOR.

Komatsu Training Academy is a Registered Training Organisation (RTO) specifically developed to assist our construction, quarry and mining customers by delivering nationally recognised and customised training where they need it – online, on-site, at customers’ premises or at our own dedicated training facilities. Our offerings include a mix of fully accredited, nationally recognised courses and modules, along with purpose-designed operator, technical and management training.

No matter what your training needs, our industry-specific tailored courses will enhance your people’s skills, building your management and workforce capabilities, competencies and their proficiency – ensuring you are best equipped to handle the challenges facing the industries we operate within.

Learning & Development

WE VALUE THE DEVELOPMENT OF OUR PEOPLE.

Komatsu offers an award winning Apprentice Development System. Our system offers technicians an accreditation that recognises excellence in technical skills development through rigorous workplace assessments.

We also offer our apprentices additional training at Komatsu’s Technical Education Centre (KTEC) in Brisbane – a purpose built facility for advanced technical and leadership training. Our site includes dedicated training machines, technology laboratories and workshops.



Careers

WITH MORE THAN 2,500 EMPLOYEES THROUGHOUT AUSTRALIA, NEW ZEALAND, NEW CALEDONIA & INDONESIA, KOMATSU OFFERS A WIDE RANGE OF OPPORTUNITIES FOR CAREER ADVANCEMENT.

Komatsu provides a broad variety of fields including:

- » Service
- » Sales and Marketing
- » Finance
- » Manufacturing
- » Human Resources
- » Logistics/Supply Chain
- » Warranty
- » Customer Support
- » Information Technology
- » Design and Engineering
- » Training
- » Technical Trades

Environmental

ENVIRONMENTALLY FRIENDLY EQUIPMENT

Komatsu is committed to operating in an environmentally and economically sustainable manner.

We have implemented a number of environmentally conscious procedures and processes; from equipping our service vehicles with capabilities to remove and dispose of used oil and other waste products, right through to the implementation of a water harvesting facility in our Brisbane Headquarters.

WORLD'S FIRST HYBRID EXCAVATOR

Komatsu leads the industry in development of Hybrid excavators, with 20 tonne and 35 tonne class machines delivering fuel savings of up to 40% compared with conventional Komatsu excavators – while maintaining the reliability and production standards which owners had come to expect from Komatsu.

The heart of the Komatsu Hybrid system – an “Ultra-Capacitor” linked to the swing circuit – has shown itself to be safe and reliable across millions of hours of operations around the world.



BIO FUEL

Komatsu is working in a joint venture in Indonesia to develop Bio Diesel fuelled dump trucks. The source for this fuel is the non-food source plant, Jatophra, which grows faster than alternative Bio-Fuel sources and can be cultivated in less fertile soil. Jatophra Bio-Diesel is also better suited to warm weather climates such as Australia. Komatsu estimates that 1,000 bio-fuel powered dump trucks will cut 200,000 tonnes of CO² emissions per year, equivalent to the carbon emissions generated by the company's factories in Japan.

A focus on Innovation and Technology

KOMATSU INVESTS ALMOST \$800 MILLION A YEAR ON R&D GLOBALLY TO ENSURE WE DELIVER THE BEST PRODUCTS AND SOLUTIONS.

Throughout its history, Komatsu has established a reputation for products that combine innovation and technological advances, with industry-leading levels of reliability, durability and productivity.

Its aim is to ensure the lowest total cost of ownership for customers, taking into account initial purchase price, hourly operating costs and resale values.

Komatsu's technological developments are at the forefront of solutions for the challenges – and opportunities – facing the construction, utility and mining industries, across such issues as site, machine and operator safety, reduced environmental impacts and skilled operator shortages, through to project time and cost constraints and increasingly sophisticated project management requirements.

ICT-BASED MACHINE MANAGEMENT

Information Communications Technology (ICT) is changing the way Komatsu interacts with its customers, harnessing the power of its KOMTRAX/KOMTRAX Plus remote monitoring systems, along with other analytical and communications tools, to help increase machine safety, productivity, uptime and availability – and reduce customers' costs per tonne and per hour.

Within Komatsu Australia's Fairfield, Sydney headquarters, its INSITE Fleet Management Centre pulls in data from a wide range of sources, including its various telemetry, machine health and service monitoring systems, and presents them in one place.

That data, combined with Komatsu's analytical and predictive capabilities based on millions of machine hour data, allows it to work with customers to help ensure machines are working at their optimal best.

An important element of this is its KOMTRAX remote monitoring system – which earlier in 2017 was rolled out to the 10,000th Komatsu machine in Australia. And not only does KOMTRAX provide constant monitoring of every machine, it's also an important weapon in the fight against machine theft, enabling the location of stolen machines to be tracked and the machine recovered.

INTELLIGENT MACHINES

Komatsu offers a range of "intelligent" machine control dozers and excavators working in the global construction industry. Its "intelligent" dozers feature the world's first fully automatic blade control system, allowing them to carry out both bulk and final trim dozing from start to finish – with final grade performance.

More recently, its "intelligent" excavator range has brought true machine control and automation to excavators for the first time, bringing significant advances in ease of operation and precision. This allows these machines to significantly increase productivity and efficiency across all operator skill levels, while reducing the cost of each metre of material moved.



FLEET MANAGEMENT

All ICT data is managed from INSITE, our national Fleet Management Centre. INSITE is the central hub for our ICT systems, where a team works to identify potential issues, as well as opportunities to optimise productivity, performance and uptime for customers – with the goal of increasing your ROI.

Our INSITE team utilises a number of innovative technological advancements to support the management of a customer's fleet. This include KOMTRAX, Komatsu's complimentary technologically advanced remote monitoring data system that provides access to view specific machine data via the Internet.

AUTONOMOUS MINING TRUCKS

Komatsu's research and development into autonomous (driverless) mining trucks goes back to the late 1980s, and has kept it at the forefront of this technology. Now proven technology, a massive fleet of FrontRunner 930E autonomous trucks is hauling iron ore and overburden for Rio Tinto's mining operations in Western Australia's Pilbara region.

Controlled from a central facility in Perth, several hundred kilometres from the mine sites, these trucks have moved millions of tonnes of material, while delivering higher levels of availability and reliability than conventional manned trucks.



Komatsu Utility Equipment

KOMATSU OFFERS A UNIQUE END-TO-END SOLUTION FOR CUSTOMERS OF ITS UTILITY RANGE OF COMPACT EARTHMOVING EQUIPMENT, FROM INITIAL MACHINE SELECTION ADVICE AND ASSISTANCE, FINANCE AND SERVICE PACKAGES, AND INDUSTRY-LEADING SUPPORT FOR THE LIFE OF EACH MACHINE.

Our tailored solutions, and deep understanding of engagement with Utility customers allows us to offer tailored solutions – whether you are a new industry entrant, or have many years in the business.

Covering small excavators and wheel loaders, backhoe/loaders and skidsteer loaders, our Utility machines have a wide application across a broad spectrum of market segments.

These include owner-operators and small contractors, plant hirers, tradespeople such as plumbers, electricians and builders, and local government, as well as the broader civil contracting sector.

Komatsu utility equipment is designed, manufactured and supported at the same uncompromising high standards as our larger construction, quarry and mining products.

It is recognised as being the most productive, fuel efficient, reliable and technologically advanced equipment in the market, helping ensure the success of your business.

We recognise that machine reliability issues, unscheduled downtime, and lack of parts and service support is just as devastating to an owner-operator or tradesperson reliant on a single machine, as they are to a contractor, quarry or mine operator depending on key machines to maintain production or meet project deadlines.

That's why every piece of new Komatsu utility equipment is supported through our KOMTRAX remote monitoring system, allowing you to keep a close eye on your equipment, anywhere anytime.

Having KOMTRAX on your machine also allows us to alert you on any potential faults or component failures.

Our approach is to ensure that we service all our equipment through our "Fix It First Time" concept, minimising unexpected or unscheduled downtime.



Because we know exactly what the issues are when our service technicians come to your site or premises to carry out a service or repair, you can be sure they have the right tools and replacement parts to carry out any repairs.

KOMTRAX also offers peace of mind against the scourge of equipment theft, which can disproportionately affect smaller machine owners.

In addition to allowing “geofencing” so that a machine can’t be operated outside a specific area (and alerts you if a machine goes beyond that area), KOMTRAX also allows tracking of stolen equipment, assisting in its early recovery.

At Komatsu, we understand the needs and challenges facing smaller operators. That’s why we offer special finance and service/support packages for even our very smallest machines – because we are driven by the success of ALL our customers, no matter how large or how small.

FAST FACTS

- » Komatsu Utility excavators from **1.8 - 10.3 tonnes** operating weight
- » Komatsu Utility wheel loaders, **0.7 - 1.8 cubic metre** bucket capacity
- » Komatsu backhoe/loaders, **6.055 - 6.465 m** dig depth
- » Komatsu skidsteer loaders, **2530 - 2940 kg** operating weight
- » Komatsu wheeled excavators, **10 tonnes** operating weight

Komatsu Construction Overview

At Komatsu we pride ourselves in offering far more than a full range of earthmoving and construction equipment – we provide a complete range of solutions across all your equipment supply, finance, training, service, support and project management requirements.

Komatsu construction equipment is designed to efficiently carry out key tasks across earthmoving, civil construction, infrastructure development and maintenance, and demolition and recycling.

This, combined with our unmatched service and support network, our industry and product knowledge, and our associated infrastructure, allows us to offer a total end-to-end solution across your entire equipment fleet.



Our construction equipment range consists of market-leading machines across each of the key segments we supply: excavators, wheel loaders, dozers, graders, dump trucks and Utility equipment.

Komatsu products are universally recognised as being industry leaders in each of these product classes through such factors as:

- » Lower fuel consumption and operating costs
- » Better control and ease of operation, including more power in bulk earthworks operations, and higher precision in final trim and finishing works
- » Increased comfort, lower noise levels and improved visibility of work areas.

Komatsu has always invested in new technology solutions to ensure that its products remain the most advanced, productive, cost-efficient and reliable on the market.

Our technological innovations during this time include:

- » The world's first Hybrid excavator, delivering fuel savings of up to 40% compared with conventional Komatsu excavators (which are already recognised for being the most fuel-efficient on the market)
- » A new range of "intelligent" machine control dozers and excavators ensuring unprecedented levels of productivity and precision in the most challenging applications
- » Our SMARTCONSTRUCTION offering, integrating cloud-based technology and ICT (information communications technology) to fully integrate all aspects of a construction project, from initial survey, to the final as-built result.



In addition, every item of Komatsu construction equipment sold today is covered by our KOMTRAX remote monitoring system, ensuring continuous monitoring of each machine, and identifying any issues or potential component failures before they result in unscheduled downtime.

More recently, Komatsu has been able to leverage the data and predictive capabilities of KOMTRAX, combined with its highly trained technical specialists, to deliver its “Fix It First Time” concept.

This ensures that when a technician goes out to service or repair a Komatsu machine, they have all the tools, parts and machine knowledge and skills to fix it on the first visit – helping eliminate or reduce extended periods of unscheduled downtime.

And behind our service technicians and sales personnel is a team of industry, equipment and operational experts and specialists available to advise, assist and work with you to get the very best from your equipment, your processes and your project management.





Due to its inbuilt reliability and durability, Komatsu equipment is also recognised for its high resale value, providing sought after machines in the Used Equipment market.

By retaining their value throughout their working life – over tens of thousands of hours – an investment in a Komatsu machine is a significant contributor to lowering your costs of operation.

With Komatsu construction equipment, you have access to the complete package of the industry's most technologically advanced equipment, the highest standards of service, support and training, market-leading productivity and efficiency, lower owning and operating costs, and – when it's time to replace a machine – the best resale values.

FAST FACTS

- » Komatsu construction excavators from **13 - 79.9 tonnes** operating weight
- » Komatsu construction wheel loaders from **1.3 - 9.4 cubic metre** bucket capacity
- » Komatsu construction dozers, from **8.765 - 51.53 tonnes** operating weight
- » Komatsu construction graders, from **18.1 - 18.5 tonnes** operating weight
- » Komatsu rigid frame dump trucks, from **36.5 - 63 tonnes** capacity
- » Komatsu articulated dump trucks, from **27 - 40 tonnes** capacity

Komatsu in the Quarry Sector

Komatsu's complete package of excavation, loading, haulage, handling and processing solutions for the quarry and extractive industries allows us to handle all aspects of your quarrying or sand and gravel pit operation.

This ranges from winning of material at the face or in the pit, through to haulage to screening, crushing and stockpile areas, then crushing and processing, and finally loading of processed and stockpiled materials for distribution to customers and markets.

Whether your operation is part of a large national quarry products supplier requiring an integrated fleet of equipment, through to a small council or private business owned pit servicing primarily local needs, Komatsu can provide the solution to meet your needs.

Our equipment offering includes quarry-specific products across excavators, wheel loaders (whether production or sales loader applications), rigid and articulated dump trucks, along with support equipment such as dozers and graders.

We also supply a range of quarry-specific Ground Engaging Tools (GET) designed to maximise production and lower costs when working with the most challenging and demanding materials.

This includes our K VX range of GET, known for its ability to handle the hardest and most abrasive rocks, while eliminating the issue of teeth breaking or falling off into crushers and the resulting expensive downtime and repairs.

Komatsu is now harnessing the latest ICT (information communications technology) developments to further drive down quarry costs and increase production and efficiency.



- » Our SMARTCONSTRUCTION capabilities include precision drone-based surveying able to survey all aspects of a quarry operation – from existing to proposed expansion areas – safely and efficiently in a matter of hours, to produce highly accurate quarry plans, stockpile volumes and more.
- » Our KOMTRAX remote monitoring system ensures your fleet is constantly monitored, so that any potential breakdown or component failure is flagged well in advance.
- » KOMTRAX monitoring also allows quarry management to work with operators and supervisors to ensure that equipment is always operated in the safest, most efficient and economical manner.

Komatsu also works with select quarry customers in implementing our Customer Brand Management approach, a unique concept in customer relationships.

This concept – which has been highly successful for a number of quarry operators in Australia and New Zealand – results in a deep engagement between supplier and customer – for highly accurate long-term costing, availability and production planning.

It also allows Komatsu to come up with tailored engineering solutions – which can involve modifications or extending operational parameters – to suit particular site requirements.

FAST FACTS

- » Komatsu “quarry class” excavators from **45 - 110 tonnes** operating weight (*smaller and larger sizes also available*)
- » Komatsu quarry production and sales loaders from **2.7 - 9.4 cubic metre bucket capacity** (*smaller and larger sizes also available*)
- » Komatsu rigid frame quarry trucks from **36 - 91 tonnes** capacity (*larger sizes also available*)
- » Komatsu articulated dump trucks from **27 - 40 tonnes** operating weight
- » Komatsu mobile crusher, jaw size **42x22 inches** capacity
- » K VX and Hensley quarry application GET
- » Montabert breakers (primary, secondary, tertiary applications)
- » Montabert excavator-mounted drill rigs.

SMARTCONSTRUCTION

**WORK SMARTER
NOT HARDER.**



UNMANNED
AERIAL VEHICLE
(UAV) DRONES



3D DATA
SERVICES



INTELLIGENT
MACHINE
CONTROL



GPS
HARDWARE



JOBSITE
SETUP



TRAINING &
CONSULTATION



SUPPORT

KOMATSU AUSTRALIA HAS LAUNCHED ITS SMARTCONSTRUCTION CONCEPT IN AUSTRALIA AND NEW ZEALAND – A SIGNIFICANT STEP FORWARD IN CONSTRUCTION INDUSTRY TECHNOLOGY THAT OFFERS INTEGRATED PRODUCT, SERVICE AND SUPPORT SOLUTIONS ACROSS ALL PHASES OF A PROJECT.

Komatsu's SMARTCONSTRUCTION concept represents a major leap forward in how construction sites are run and managed. It integrates a host of existing and emerging technologies – integrated machine control, ICT systems, fleet management, drones, artificial intelligence and cloud-based project planning and management.

SMARTCONSTRUCTION offers an end-to-end solution for our customers, extending well beyond the end of a project's construction into the maintenance and reconstruction phases.





Built for the Future of Mining

Komatsu is committed to servicing the global mining industry through its products, services and technologies, whilst focusing on helping customers improve productivity and safety in their operations.

We offer a wide variety of technologies and services that help customers tap into the advancing capabilities of connected machines, including solutions focused on:

- » Optimising operations
- » Remote equipment monitoring
- » Increasing productivity
- » Enhancing safety
- » Performance improvement
- » Collision prevention
- » Improving maintenance intervals
- » Cost reduction

Komatsu's industry-shaping technologies include advancements in rock cutting, fuel efficiency, machine automation and remote visibility. Working hand-in-hand with mine site crews, our teams help implement these technologies and services to consistently help improve mining operations.



Komatsu Dantotsu Mining Solutions

OUR COMMITMENT TO QUALITY AND RELIABILITY IS PART OF EVERYTHING WE DO, MAKING IT POSSIBLE TO PROVIDE THE MINING INDUSTRY DANTOTSU PRODUCTS, DANTOTSU SERVICE AND DANTOTSU SOLUTIONS, UNRIVALLED BY ANY IN THE WORLD.

We engage with customers at their work site to understand their evolving needs and develop new products, technologies and services that make mining safer and more efficient.

Ideas inspired by needs at the site become part of our integrated approach to research, development and design, resulting in ground breaking advancements for the mining industry, including fully automated haulage solutions, and advanced fleet monitoring and management systems.

Each product innovation is then manufactured using the highest international standards. Productivity, reliability, safety and ergonomics are built into every machine. Our primary mining product brands – **Komatsu, P&H, Joy** and **Montabert** – are consistently on the leading edge of advancement.

We are committed to being indispensable partners to the mining industry and believe our success is dependent on our customers' success. We see our customers' needs firsthand and help them go beyond what is necessary in mining, to what is possible. Every machine made and every service provided must meet the needs and exceed the expectations of customers around the world.

Together we are revolutionising mining for a sustainable future and continued industry advancement.





Komatsu Mining Services

We have a complete network of technical and field services on hand to service and support your equipment, ensuring your operations run at the lowest-possible cost per tonne.

We partner with our customers across all mining sectors, working with you to most effectively scope, plan and schedule your training and service requirements to maximise productivity and ensure operational effectiveness.

Our factory-trained service technicians and skilled tradespeople are on call to maintain, service and repair your equipment at any time of the day or night, 365 days a year.

Remote health monitoring systems, combined with predictive diagnostic software constantly checks and analyses your equipment to highlight any potential issues or problems before they result in unscheduled downtime.

FAST FACTS

- » Komatsu mining excavators and shovels up to **38 cubic metre** bucket capacities
- » Komatsu dump trucks up to **370 tonnes** haulage capacity
- » Komatsu mining dozers up to **105 tonnes** operating weight
- » Komatsu mining wheel loaders up to **53.5 tonnes** payload
- » P&H draglines from **42 - 60 cubic metre** to **85 - 122 cubic metre** bucket capacities
- » P&H electric rope shovels from **81 tonnes** to **123 tonnes** payload
- » P&H wheel loaders from **25 tonnes** payload to **72.5 tonnes** payload
- » P&H blasthole drills for hole diameters **200 - 311 mm** to **270 - 444 mm**
- » Complete line of surface conveying, crushing, sizing, reclaiming and feeder-breaker systems
- » HAC (high-angle conveying) systems for elevating or lowering materials between levels at **extremely steep angles**.

Surface Mining

Komatsu offers the industry's leading range of large surface mining tools, including draglines and rope shovels, electric-drive mining loaders, blasthole drills, and crushing and conveying equipment, haul trucks, hydraulic excavators and shovels, wheel loaders and dozers.

Underground Mining

Komatsu underground mining offerings include complete solutions for both hard rock and soft rock applications.

HARD ROCK MINING

For underground hard rock applications, we offer hydraulic jumbo drills, loaders (including hybrid loaders) and trucks, as well as shaft-sinking equipment, bolters and drifters/CPAs based around industry-leading Montabert technology.

SOFT ROCK MINING

Our complete suite of underground soft rock mining products allows us to meet all requirements, applications and mine configurations, including room and pillar/entry development systems and longwall systems.

We also offer complete turnkey solutions to meet all your underground conveying, crushing and processing requirements, across hard rock, coal and industrial minerals.





FAST FACTS

HARD ROCK

- » Hydraulic drills, **3m** by **3m** boom coverage to **6.07m** by **8.28m** boom coverage.
- » ITH production drills, **89 - 216mm** hole diameters.
- » Hybrid drive load haul dump with **18-22 tonne** payload.

INDUSTRIAL MINERALS

- » Full line up of entry development systems for industrial minerals such as trona, gypsum, potash and salt, including continuous miners, haulage systems and feeder breakers.

HANDLING AND PROCESSING SYSTEMS

- » Crushing and conveying systems for transfer and processing of industrial minerals and soft rock products, both underground and to the surface

SOFT ROCK

- » Complete longwall systems, including shearers, facebolters, AFCs and powered roof supports
- » Complete room and pillar/entry development systems, including continuous miners, entry drivers, haulage systems, loaders and bolting products

TUNNELLING EQUIPMENT

- » Full range of tunnelling systems for transporting materials from tunnelling excavation systems.

Smart Solutions

The mining industry is changing rapidly due to the need to improve efficiency, reduce costs and increase safety. With these challenges in mind, Komatsu is helping bring mining performance to the next level.

Optimising mine performance to achieve the lowest cost per tonne and enhance safety is now more achievable than ever – thanks to the increasing amount of data and information available in real-time. At Komatsu, we're leveraging the Internet of Things (IoT) to rapidly increase onsite insights, powering data-based decision making essential to today's modern mining operation.

Our Smart Solutions teams collaborate with management and onsite personnel to determine the best mix of equipment, services, training, technology, monitoring and data analytics options to create value. Solutions offerings are customised to each customer's specific needs and designed to deliver the lowest cost per in alignment with customers' financial and operating goals.



Smart Solutions

Komatsu's mining products now stream more than 60,000+ data points per second.



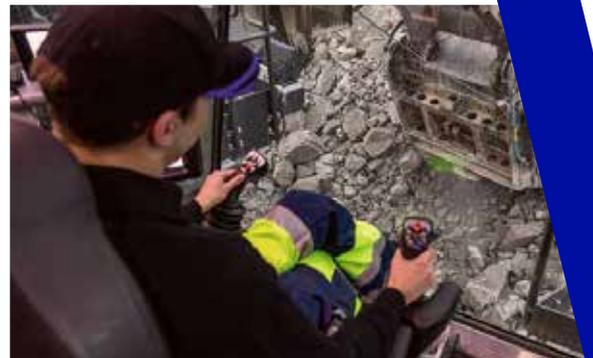
SMART PRODUCTS

The amount of data flowing off connected mining equipment has grown significantly in recent years. Komatsu's mining products now stream more than 60,000+ data points per second, more than double what was measurable just a few years ago. In the next five years, it's anticipated that number will grow to half a million data points per second. Starting with a foundation of best-in-class Dantotsu (unrivaled) Products that can be programmed for specific operation conditions, we then leverage data insights to further optimise performance.



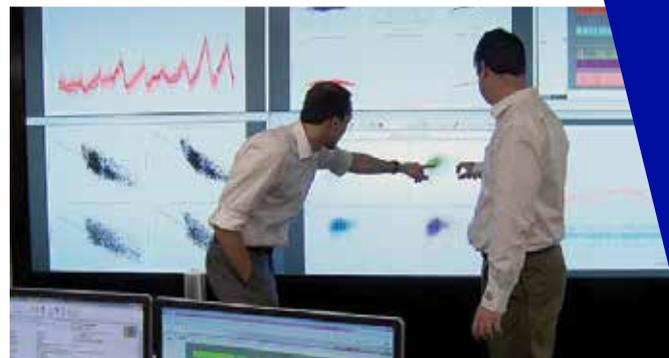
GLOBAL SERVICE NETWORK

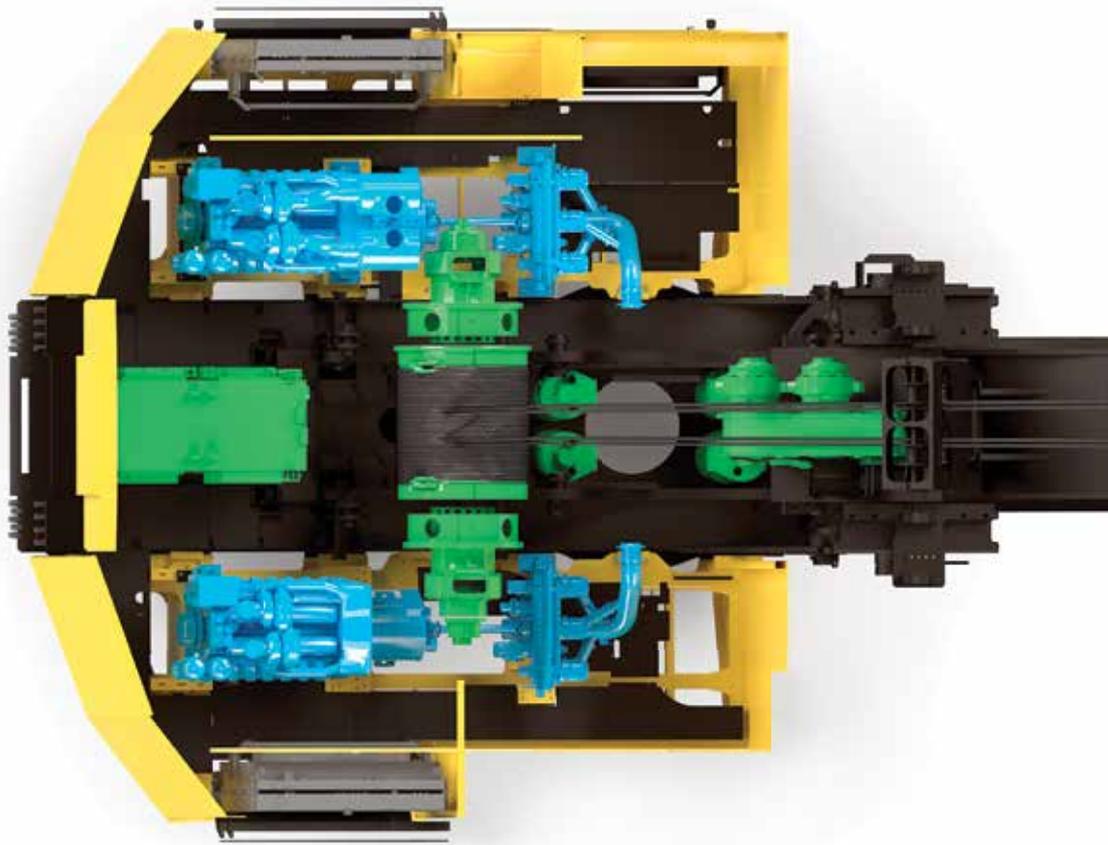
With a focus on safety first, we provide essential services to maximise availability, prolong machine life, optimise performance and help customers tap into the advancing capabilities of connected products. Working hand-in-hand with mine site crews, our teams help implement technologies and services to consistently help improve mining operations. From technical and field service teams to life cycle management and monitoring, our wide range of service offerings can be customised to directly address customer needs.



ADVANCED ANALYTICS AND PROCESSES

Smart Solutions leverage connectivity, big data, high-speed computing and advanced analytics to optimise performance in real time. To accurately predict machine behavior, there must be an understanding of what normal looks like. Customised models, known as digital twins, are built unique to each machine and the conditions they are in. As the conditions change, so do the models and predictions. Effective data analytics focuses on looking at abnormalities in the data from typical operation and highlighting abnormal behaviors to improve performance.





SR Hybrid Drive

The SR Hybrid Drive system is a fully integrated system specifically designed for the ruggedness and reliability required in mining duty applications. It has the unique ability to store energy and put it to use when most needed. This energy recovery delivers several benefits that contribute to a significant reduction in our customers Total Cost of Ownership.

HOW DOES THE SR HYBRID DRIVE SYSTEM WORK?

During braking, the SR motors become generators, transferring energy back into the SR drives. The SR drives use that regenerated energy to turn the engine SR generator into a motor. With the generator now acting as a motor, it:

- » Supplies energy to satisfy parasitic / working loads (primarily hydraulics)
- » Supplies energy to satisfy engine losses
- » Shuts fuel supply off
- » Increases the engine drive train speed (mass of the engine drive train acts as a flywheel for stored energy)
- » Sends any remaining excess energy to resistor grids
- » Throughout the entire process, the engine experiences 0% load and zero fuel usage



Fuel is cut off for an appreciable amount of time, which significantly reduces fuel consumption and 0% engine load during this time also increases the useful life of the engine.

In addition to fuel savings, the SR Hybrid Drive system also offers significant savings in terms of maintenance costs. The SR motors and generators have no commutator, brushes or rotor windings to repair or replace.



Komatsu's Technological Future is here.

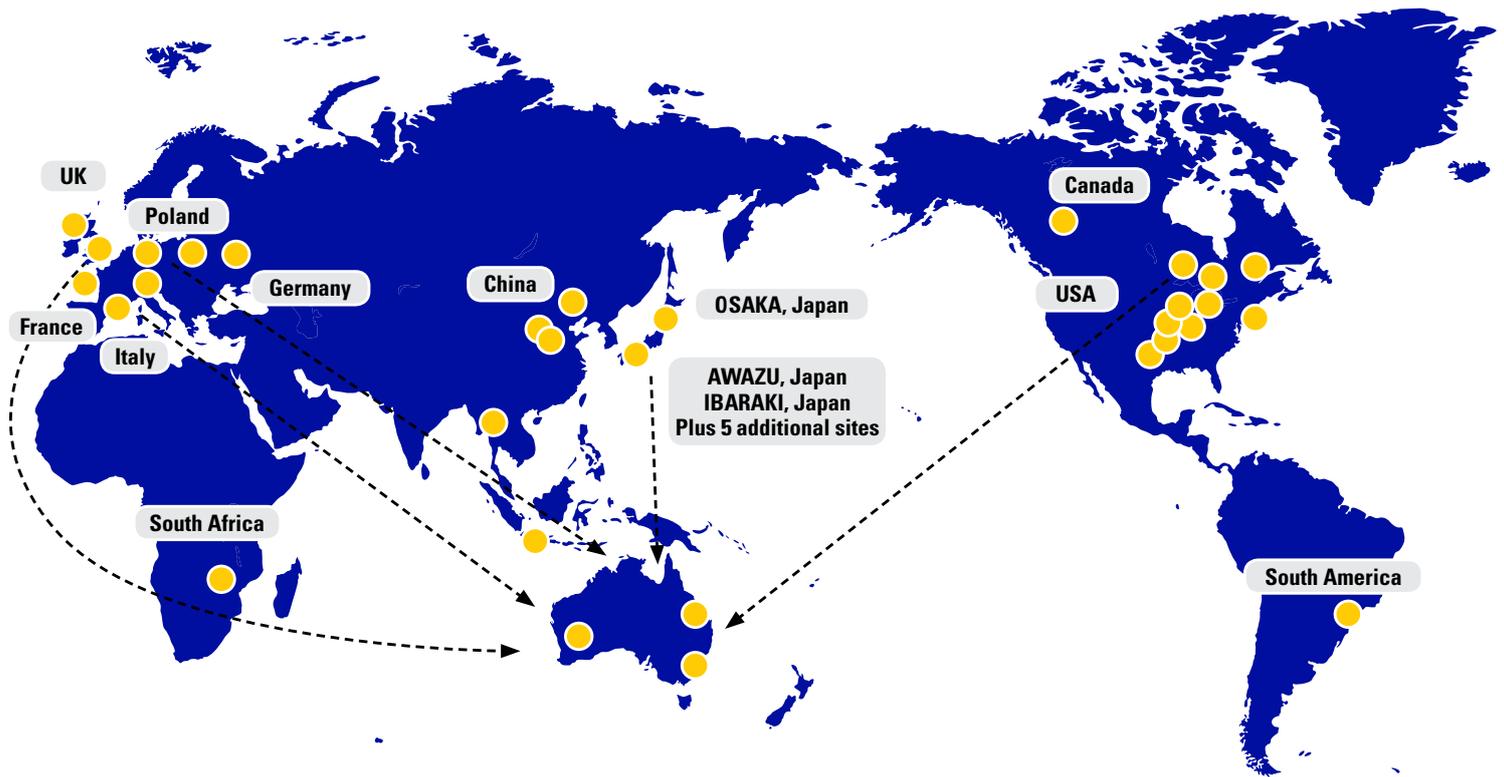


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Global Sourcing

MANUFACTURING AND REMANUFACTURING CENTRES.



FAST FACTS

57,204 People providing you with access to unrivalled technology and support

58 Factories in Japan, Europe, China, South East Asia, North and South America

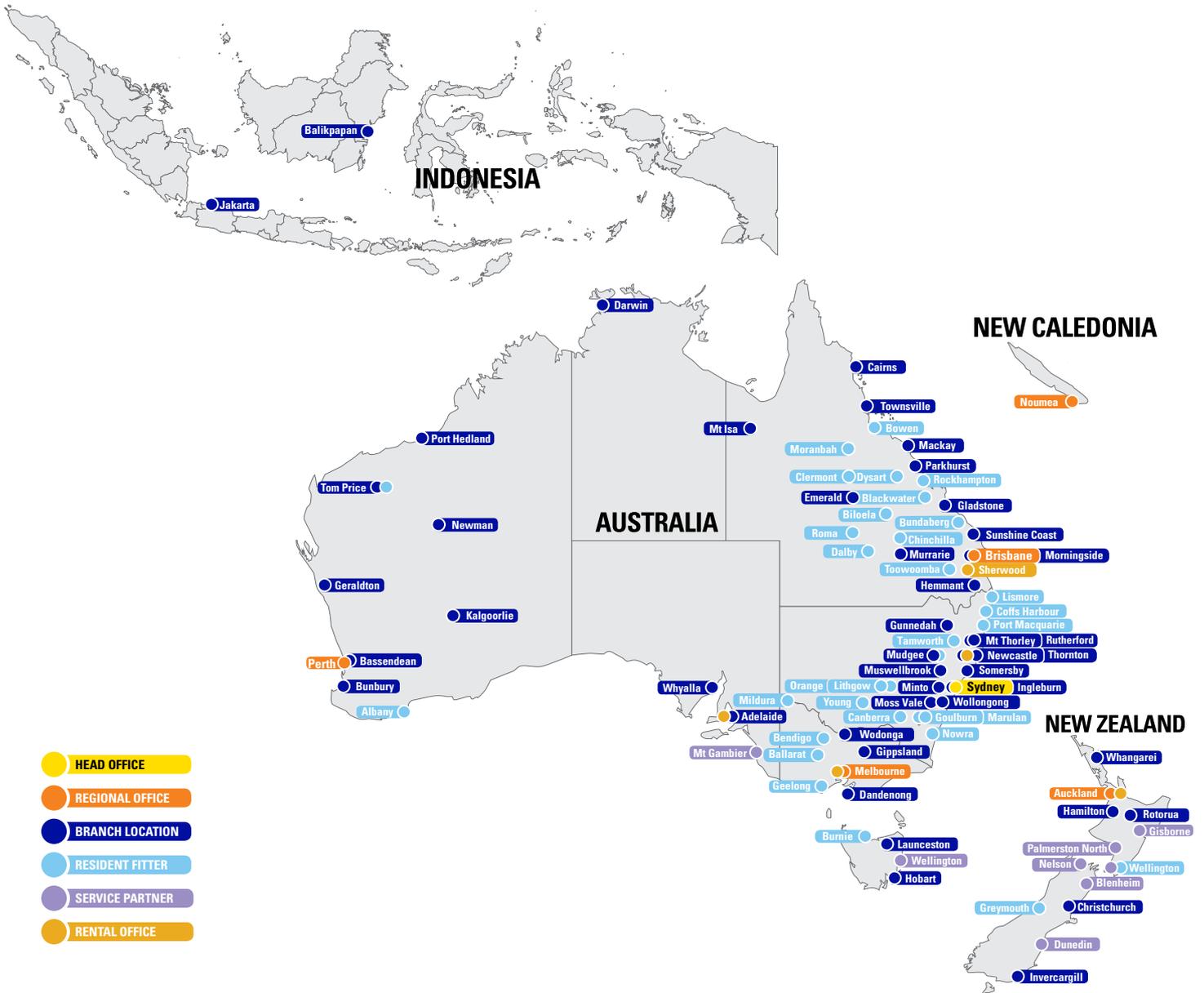
8 Australian Assembly Plants in Queensland, New South Wales, Victoria and Western Australia

2 Australian Reman centres in Western Australia and Queensland

Providing you with globally developed technology, backed by a nationwide sales and service network

Support Network

WITH A STRONG NETWORK IN AUSTRALIA, NEW ZEALAND, NEW CALEDONIA AND INDONESIA, KOMATSU IS ALWAYS THERE TO SUPPORT YOU.



Parts Solutions

AS AN ORIGINAL EQUIPMENT MANUFACTURER (OEM), OUR COMMITMENT IS TO DELIVER QUALITY PARTS AND RELIABLE SERVICE IN A TIMELY MANNER TO ENSURE YOUR MACHINE'S PERFORMANCE IS NEVER COMPROMISED.

SUPPORT YOU CAN RELY ON

We provide true end-to-end solutions from a single supplier you can trust. To help maximise the longevity of your equipment, our total customer support offering provides a wide range of quality parts and services, including:

- » Genuine New and Used Parts
- » Components Solutions (including Remanufacturing)
- » Analysis and Testing
- » Oils and Lubricants
- » General Service Maintenance
- » Scheduled Servicing
- » Emergency Breakdown and Repair
- » Technical Services
- » Paint Shop Facility

Systems can be sophisticated and products outstanding, but ultimately their effectiveness relies on the expertise of the people behind them. When you invest in Komatsu, you are buying into a wealth of expertise and our promise of quality products, services and commitment.

GENUINE NEW AND USED PARTS

Komatsu equipment is manufactured to the Komatsu Engineering Standard (KES) – an in-house standard that in many cases exceeds the requirements of the relevant ISO, JIS and DIN standards.

KES also applies to every Japanese-built Komatsu replacement part – a standard that aftermarket suppliers do not have access to. Genuine Komatsu parts are designed for ease of fitment and meet the original factory specification.

Aftermarket 'fit for purpose' parts simply aren't built to KES – and although they may look identical, the critical elements are in the detail. Delivering market best-practice customer service and parts support is a cornerstone of Komatsu's commitment.

COMPONENT SOLUTIONS

When the components in your Komatsu equipment reach the point of needing overhaul or replacement, Komatsu can assist in minimising downtime and reducing costs through a wide range of Komatsu Component Solutions. Key products include: Engines and Engine Components, Transmissions, Power Modules, Final Drives, Cylinders, Hydraulic Pumps, Motors, Differentials, Electric Wheel Motors and more.

- » Remanufacturing (Reman) - our premier offering and applies original factory tolerances and criteria.
- » Komponent Exchange - offers you the flexibility to change out a single component or your whole fleet.
- » Rebuild or Repair and Return - capabilities to meet your specific component needs.





Fix It First Time

Our new “Fix It First Time” concept ensures that your machine issues are identified, addressed and resolved in the shortest possible time, minimising downtime and keeping your repair and service costs to a minimum. This holistic approach to machine monitoring, troubleshooting and servicing harnesses our ICT systems – which include KOMTRAX and Condition Monitoring Services – so that we have fully understood and diagnosed a machine’s issues before our technicians attend your jobsite. This preparation, in combination with our fully trained and qualified in-house technicians, means that a service person with the right skills, the right parts and the right tools is dispatched together to get your machine back to work quickly.

Maintenance Support

At Komatsu, we aim to deliver you the lowest Total Cost of Ownership (TCO) over the full life of your machine – ensuring you get the best-possible return on investment.

Durability and reliability is built into every Komatsu, so that you get the productivity, efficiency and uptime that you expect. But our commitment to you doesn’t just stop when we sell you a machine. At Komatsu, we offer you a fully integrated suite of maintenance solutions, designed to keep your equipment operating efficiently and productively at the lowest possible cost per hour.

Our technicians are factory trained and will professionally service all makes and models of earthmoving machinery, to ensure your equipment is working to its optimum level.

24 hour support, including breakdown and after hour’s assistance, is all part of our service offering. At Komatsu, we can provide the latest factory specifications, machine information and vital technology updates and our service is also available to our customers either on-site for your convenience, or at one of our many service facilities.

MAINTENANCE OFFERINGS:

- » Service Agreements
- » Preventative Maintenance Clinics
- » Paint Shop Facilities
- » Rebuild and Overhauls
- » Track Press Services

TECHNICAL SERVICES

Komatsu also operates a technical support customer hotline - a one-stop shop for all technical support enquiries. Customers can phone at any time for technical assistance and support, which includes everything from answering a quick shop manual question, right through to a lengthy more technical troubleshooting solution session.

Used Equipment



Komatsu offers a wide range of used equipment options. We complete a comprehensive assessment on all our used equipment, including machines traded or purchased within Australia or New Zealand, as well as quality low-hour equipment sourced from overseas markets. Older Komatsu equipment remains an efficient and reliable choice, at an affordable price.

PREMIUM USED EQUIPMENT

Komatsu also sets the standard in providing near new equipment with our Premium Used Equipment range. Our selected Premium Used Equipment goes through a rigorous process to guarantee you:

- » Full risk assessment
- » Excellent machine condition
- » Excellent value for money
- » Meets all performance specifications
- » At least 50% life on tyres or undercarriage

WARRANTY		Qualification Criteria	HRS	PM-Clinic KOWAS	Undercarriage or tyres less than 50% worn	Presentation
UTILITY	PREMIUM CLASS 24 MONTHS / 1000HRS EPTW	✓	Up to 500hrs	✓	✓	As new
	GOLD CLASS 12 MONTHS / 500HRS EPTW	✓	Up to 1000hrs	✓	✓	Good
	SILVER CLASS 6 MONTHS / 250HRS EPTW	✓	Up to 1500hrs	✓	✓	Good
CONSTRUCTION	PREMIUM CLASS 24 MONTHS / 2000HRS EPTW	✓	Up to 3000hrs	✓	✓	As new
	GOLD CLASS 12 MONTHS / 1000HRS EPTW	✓	Up to 4000hrs	✓	✓	Good
	SILVER CLASS 6 MONTHS / 500HRS EPTW	✓	Up to 5000hrs	✓	✓	Good
MINING	PREMIUM CLASS 24 MONTHS / 4000HRS EPTW	✓	Up to 3000hrs	✓	✓	As new
	GOLD CLASS 12 MONTHS / 2000HRS EPTW	✓	Up to 4000hrs	✓	✓	Good
	SILVER CLASS 6 MONTHS / 1000HRS EPTW	✓	Up to 5000hrs	✓	✓	Good

Komatsu Rental



As part of our continuous improvement commitment, we now offer a new Rental solution for our customers across Australia.

Whether you own a large fleet of machines or just a single machine operator, we offer the total solution for your business.

The Rental Fleet now includes IMC and Smart Construction solutions. Komatsu Rental machines are specified to meet Infrastructure Project and Quarry guidelines.

Komatsu Rental now operates in the below regions:

- » Ingleburn (NSW)
- » Brisbane (QLD)
- » Seven Hills (NSW)
- » Melbourne (VIC)
- » Newcastle (NSW)
- » Adelaide (SA)

WHY RENT WITH KOMATSU

- » No capital investment
- » Lower risk
- » Flexibility in fleet to meet project requirements
- » Always operate the latest earthmoving machines
- » Access to latest technology, including Hybrid technology
- » Maintenance free rental
- » Only nationally backed Original Equipment Manufacturer (OEM) rental business
- » 24/7 technical support

KOMATSU NETWORK

KOMATSU
CORPORATE FINANCE

Komatsu Australia Corporate Finance provides leasing, hire purchase and other equipment finance solutions to customers of Komatsu Earthmoving products as well as Komatsu Forklift products within Australia.

www.komatsufinance.com.au

KOMATSU
Komatsu Forklift Australia

Komatsu Forklift Australia Pty Ltd is the exclusive supplier and distributor of Komatsu Forklifts, OMG Material Handling, PM Truck Mounted Cranes, Kevrek Cranes and Baumann Sideloaders.

www.komatsuforklift.com.au

KOMATSU | Forestry Quality™

Komatsu Forest develop, manufacture and market machines and attachments and is a pioneer in the area of mechanised logging.

www.komatsuforest.com.au

KOMATSU USED PARTS

A dedicated Used Parts website that gives immediate access to thousands of used, new surplus, discontinued and "seconds" parts suitable for both Komatsu and non-Komatsu machines.

www.usedparts.komatsu.com.au

 **MODULAR**

Modular Mining's IntelliMine integrated product suite maximises minesite productivity and increases equipment availability and utilisation.

www.modularmining.com


mineware

MineWare is a global leader in the development of advanced dragline and shovel monitoring technologies for the global surface mining industry.

www.mineware.com





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NEW ZEALAND

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1300 312 439 (Western Region)

NEW CALEDONIA

43 53 06