

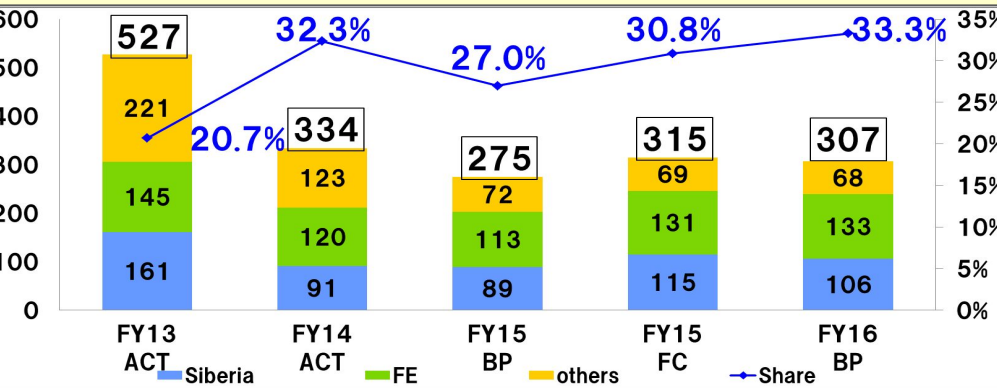
1. Mining Demand and Share

1. Demand and share(Russia)

(1) Mining 4 products

C/T:D375~, H/E:PC750~,
W/L:WA500~, RDT:HD465~

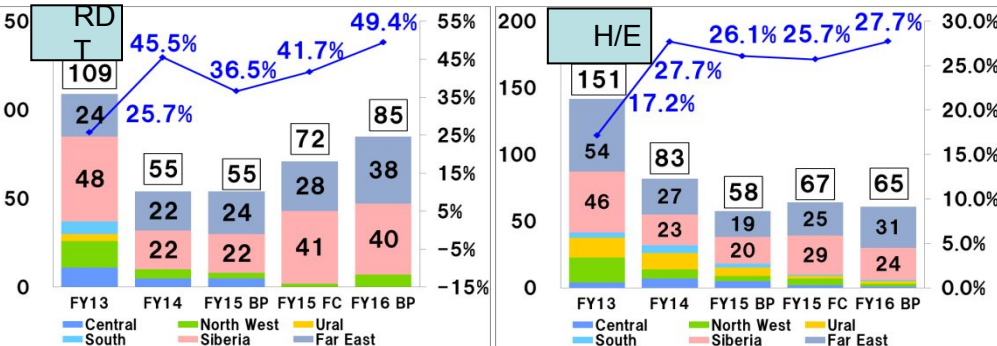
FY15FC : Demand : 315units(vsFY14ACT Δ5.7%)
 ↑Coal and Gold increase
 Share : 30.8% (vs FY14ACT Δ1.5%)
 FY16BP : Demand : 307 units(Roughly flat vs FY15FC)
 Share : 33.3% (vs FY15FC +2.5%)



FY15BP : KCIS planned Komatsu sales decrease more than demand

- ① High interest → Own finance
- ② Weak Rub → Low price attack by competitors
- * RDT: Δ5un CAT finance attack(C/T is same)
- * H/E: Δ8un Hitachi low price+finance attack(W/L is same)

(2) By products



2. Sales units(Russia+CIS)

(1) Total

FY15FC 134un(vsBP+51un)※34un of them were to CIS
 FY16BP 112un(vsFY15FCΔ22un※ to Russia vsFY15FC +5un)

Total	FY14 ACT	FY15 BP	FY15 FC	vs FY15 BP	FY16 BP	vs FY15 FC
	115	83	134	+51	112	-22

(2) By country

FY15FC : Kazakhstan:19un : 6xHD785, 6xPC2000 (Bakyrchik) and so on
 Armenia:6un : 5xHD785, 1xPC2000(Vallex/Teghut)

	FY14 ACT	FY15 BP	FY15 FC	vs FY15 BP	FY16 BP	vs FY15 FC
Russia	107	74	100	+26	105	+5
Kazakhstan	8	9	28	+19	7	-21
Armenia	0	0	6	+6	0	-6

(3) By Products

RDT : FY15FC vsBP+28units(Russia : +17units, CIS : +11units)

	FY14 ACT	FY15 BP	FY15 FC	vs FY15 BP	FY16 BP	vs FY15 FC
C/ T (>D375A)	47	36	42	+6	35	-7
H/ E (>PC750)	29	15	25	+10	15	-10
RDT (>HD465)	24	20	48	+28	47	-1
W/ L (>WA500)	8	6	10	+4	10	0
Others(MG/ WD)	7	6	9	+3	5	-4

(4) By segment

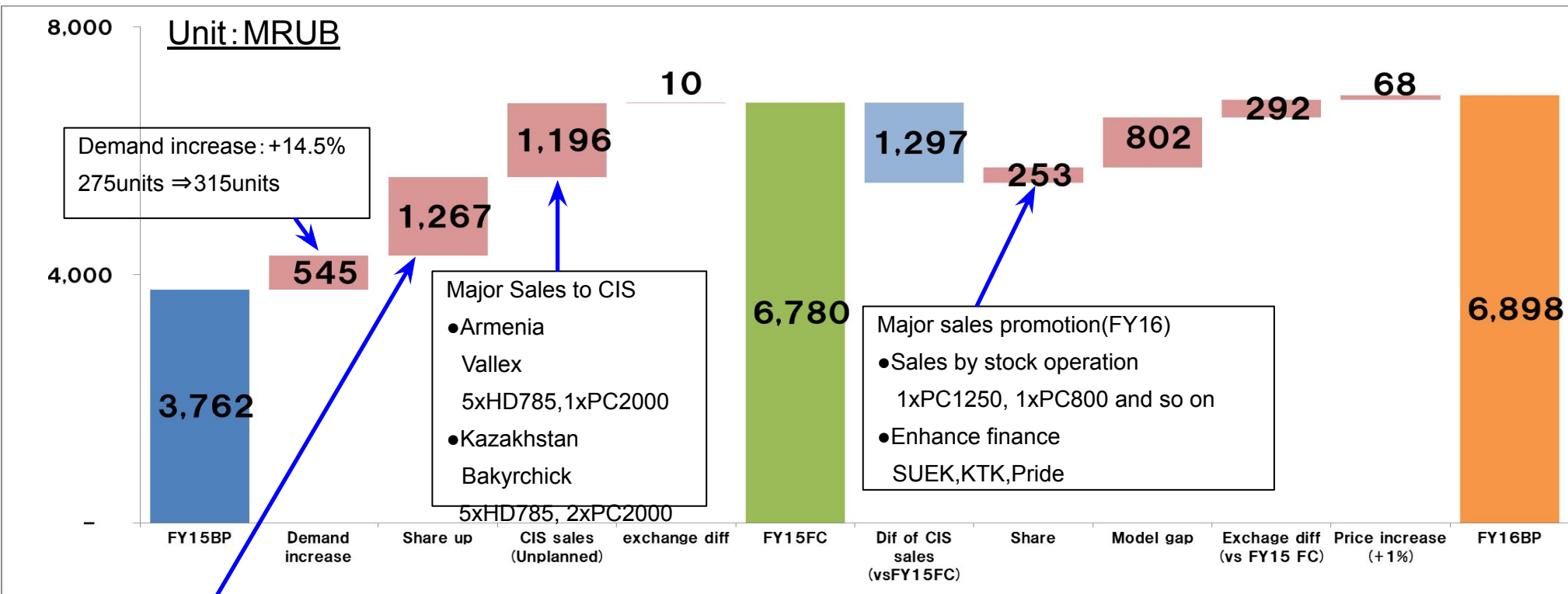
FY15FC : Sales to coal and gold increased

	FY14 ACT	FY15 BP	FY15 FC	vs FY15 BP	FY16 BP	vs FY15 FC
Gold	57	35	66	+31	58	-8
Coal	34	29	47	+18	32	-15
Iron	6	5	6	+1	8	2
Others	18	14	15	+1	14	-1

2. Mining Sales

- FY15FC: 6,780MRUB (vs FY15BP +3,018MRUB)
Major reasons: Sales to CIS (unplanned): 1,196MRUB, Share up: 1,267MRUB
- FY16BP: 6,898MRUB (vs FY15FC +118 MRUB +1.7%)
Sales reduce to CIS vs FY15FC (1,297MRUB) is covered by sales promotion (FY16BP exceeds FY15FC)

1. Gap analysis (FY15BP ⇒ FY15FC ⇒ FY16BP)



- FY15 Major big deal**
- Visochaisy : 7xHD465, 1xPC1250, 1xWA500 318MRUB
 - AldanZoloto : 6xHD785 378MRUB
 - TK Region-42 : 6xHD78 378MRUB

- FY16 Major big deal (Plan)**
- Gornyak-1 : 6xHD785 1xPC2000BH 528MRUB
 - Krasnobrotskiy Uuzhni : 10xHD785 660MRUB
 - Severstal : 7x830E 1,221MRUB

3. Review in FY15 and Major activity in FY16

●Activity list

Category	FY15				New/ Duration	FY16	
	Activity	Plan	Result/ Outlook	Evaluation		Activity	Plan
Big deal follow	Order intake by taking care of big deal * Visochaisy TTL:9un (4xHD465, 1xWA500, 1xPC1250SP) * YuzhUralZoloto 1xWA700 Sales	6x Visit 7x Sales	* Visochaisy TTL:9un sales (7xHD465, 1xWA500, 1xPC1250SP) * YuzhUralZoloto WA700x1 and so on 824MRUB	☑	Duration	Order intake by taking care of big deal * Gornyak- 1 6xHD785, 2xPC2000BH * Krasnobrotskiy Uuzhniy 10x HD785x10	Sales 16xHD785 2xPC2000BH 1,320MRUB
	Order intake by giving in finance(Usance ,Risk share)	Ondemand	Sales to Sakhalin Ugol PC4000x2 490MRUB	☑	Duration	Order intake by enhancing finance (SUEK KTK KISK PRIDE+ TK- Region42 and so on)	324MRUB
Enhance relationship between VP customers	Activity for Sevelstal(iron meyor) ☑ Joint customer visit with STI and high availability support for 4x830E by PS dept(Plan:94%)	Order: 5x830E	Keep high availability of 830E(YTD94%) ☑ for Karelian Pellet 5x 830E order received 1,029MRUB(Order:FY15/ 4Q Delivery:FY16)	☑	Duration	Order intake 2 x 830E by Sevelstal by keeping high availability support	Top meeting twice (5+2) x830E 1,221 MRUB
	Activity for Polyus Top meeting and periodical visit to develop relationship	Top meeting :1 times Sales 1 Dun	Held top meeting (Oct) Sales to AldanZoloto 6x HD785x6 378MRUB (Delivery:FY15/ 4Q)	☑	Duration	Further developing the relationship by successful of 830E relocation project	Order (Delivery FY17) 5x830E
Segment marketing	List up and penetrating Major coal and coal contractors(Kuzbass)	Visit 6 Sales 1 Dun	TK Region 5x visit sales x6 HD785 Pride+ 5x visit sales 1x PC2000LS 411MRUB	☑	Duration ☑ Renew	Stock operation based on customer's procurement plan 1xPC1250, 1x PC800, 1x WA600	1xPC1250 1xPC800 1xWA600 130MRUB
						Launch marketing activity in Kuzbass ☑ Target mine grasping SMR (Forecast of OV and replacement demand)	Detail in next page
HD785 sales promotion	HD785 sales promotion * Appeal of advantage of LLC (Collecting data/ Analysis/ Comparison)	Receiving data 3 companies	Received data from 3 companies (Koksovy, Sakhalin Ugol,GPM Gold)	☑	Duration	Continuos collecting data Customer visit with the data which apeel the advantage of HD785 (LCC)	Sales 3xHD785 198MRUB
	Joint sales activity with KMR ☑ Developing KMR option by intaking customer	-	Ready for production(Jan, 2016) 1 ☑ Dioagnal ladder 2 ☑ Heated mirror 3 ☑ LED Light 4 ☑ Extinguisher bracket 5 ☑ Additional tool box	☑	Duration	Joint customer visit for further investigation for developing KMR option	Introduce 2 items
Reduce aged stock	Reduce stock by sales enhancing sales promotion	FY15/ E:0 un	2015/ Mar/ E 22units Result :2016/ Jan/ E 2units Outlook: 2016 Mar/ E 0units	☑	Duration	Keep zero aged stock operation	Zero aged stock operation

4. Segment Marketing

1. Feature of Kuzbass

High Komatsu presence area but competitors have aggressively attacked because of high coal potential

(1) Feature of Kuzbass



(2) Competitor's activity

No.	Competitor	Estimated share	Reman center	Finance scheme	Branch (DB)	Man power (DB)	Machine stock
1	Komatsu	38%	☒	On demand	5	160	×
2	CAT	12%	☒	CAT finance	5	85	☒
3	Hitachi	33%	×	Rent- to sell	3	70	☒
4	Liebherr	17%	under construction	Leasing(3- 5 y)	3	50	☒

2. Activity in FY15

We achieved target by taking care of deals but the information was from DB and not proactive marketing style.

No.	Custmers	Visit		Sales		Evaluation
		Plan	ACT	Plan	ACT	
1	TK Region	3	5	HD785 x2	HD785 x 6	☒
2	Pride+	3	5	PC2000LS x1	PC2000LS x 5	☒

3. FY16 issue and main activity

Issue : Lunch proactive marketing in Kuzbass

■FY16 Activity Plan

- Grasp SMR each job site to enhance marketing activity (usage for forecast OV・Replacement・visit plan・customer visit)
 - Komatsu fleet : Utilizing information of KTSC
 - Competitor's : Grasp SMR by Utilizing KTSC

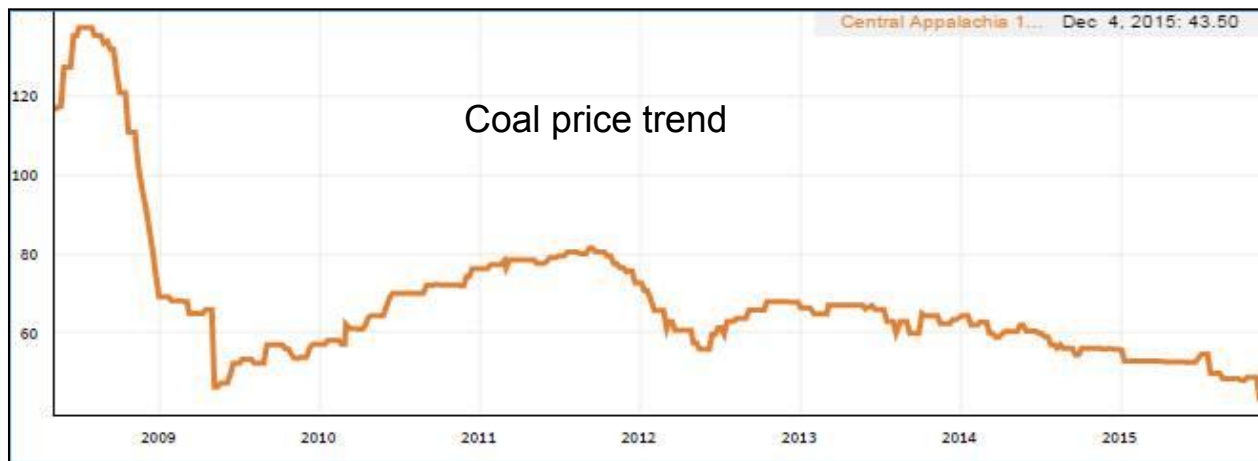
No.	Plan	FY15	FY16													
		4Q	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar		
1	Analysis of SMR of Komatsu fleet	---														
2	Start SMR grasping for compaitors fleet		----->													
3	Actual check by customer visit		----->													
4	Review of analized forecast			----->												
5	Customer visit(Expected customers)				----->											
6	Utilize the information for Hanse									----->						
7	Review and customer visit for development										----->					

4. FY16 Sales plan(For Kuzbass)

No.	Product	FY14 ACT	FY15 FC	FY16 Sales plan			FY16 vs FY15
				1H	2H	TTL	
1	H/E	5	2	1	4	5	+3
2	RDT	0	6	5	5	10	+4
3	Other	8	2	1	4	5	+3
	Total	13	10	7	13	20	+10

<Reference> Kuzbass target customers for sales increase of Komatsu mining machinery.

№	Company	Activity	Production 2015, mln.t	Komatsu fleet, units	Machinery procurement plan FY2016				Total sales	Target sales
					1Q	2Q	3Q	4Q		
1	"SUEK Kuzbass"	Coal mining	4.00	13	PC1250 x 1	WD600 x 1			2	3
2	"KUZBASS FUEL COMPANY" KTK	Coal mining	11.00	47	WD600 x 1				1	1
3	OJSC "KUZNETSKINVESTSTROY" KISK	Coal mining	1.34	9	WD600 x 1		PC1250 x 1 HD465 x 5 (Coal body)		7	7
4	"PRIDE+" LLC	Contractor		3	PC2000 x 1				1	1
5	"TK REGION 42" LLC	Contractor		5	HD785 x 2	HD785 x 2		HD785 x 1	5	5
6	"INVEST-UGLESBYT" LLC	Coal mining	1.20	4		WD600 x 1	HD785 x 2		3	3
7	"KRASNOBRODSKIY YUZNIY" LLC	Coal mining	1.20	5	HD785 x 5 PC1250 x 1	PC1250 x 1	PC2000 x 1	PC800 x 1	9	1
8	"KTK+" LLC	Contractor		2	PC800 x 1	WD600 x 1	HM400 x 4		6	6
9	HC "SDS -Coal"	Coal mining	30.01	27	PC2000 x 2	PC1250 x 4			6	6
10	KUZBASSRAZREZUGOL "KRU"	Coal mining	43.30	62	D475A x1 WA700 x 1 WA900 x 1	830E x 5			8	
11	"RASPADSKAYA"	Coal mining	3.40	16		PC1250 x 1	PC3000 x 1		2	
12	JSC "STROYSERVICE"	Coal mining	8.40	81	PC800 x 1	PC1250 x 1		PC2000 x 1	3	
13	"TV STROY" LLC	Contractor	0.00	0		HD785 x 2	HD785 x 3		5	
14	"KOKSOGROUP" LLC	Coal mining	0.89	11		PC1250 x 1			1	
								Total	59	33



Total Demand

MODEL	Q-ty
PC3000-6	1
PC2000-8	5
PC1250-8	11
PC800-8	3
HD785-7	18
HD465-7	5
HM400-3M0	4
WA900-3E0	1
WA700-3	1
D475A-5	1
WD600-6	4
830E	5
Total	59

Target Demand

MODEL	Q-ty
PC2000-8	4
PC1250-8	8
PC800-8	2
HD785-7	12
HD465-7	5
HM400-3M0	4
WD600-6	5
Total	40

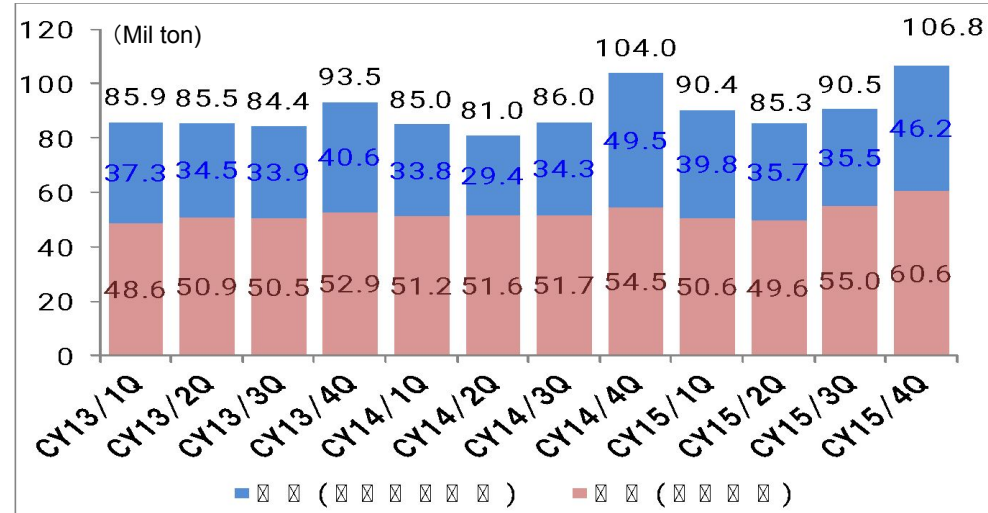


<Reference>Mining production history by segment

1. Coal

2015 Production(Russia): 373Mil ton(vs 2014+4.0%)
 2015 Production(Kuzbass): 215.2Mil ton(vs 2014+2.7%)

■2013-15/Quarterly production history



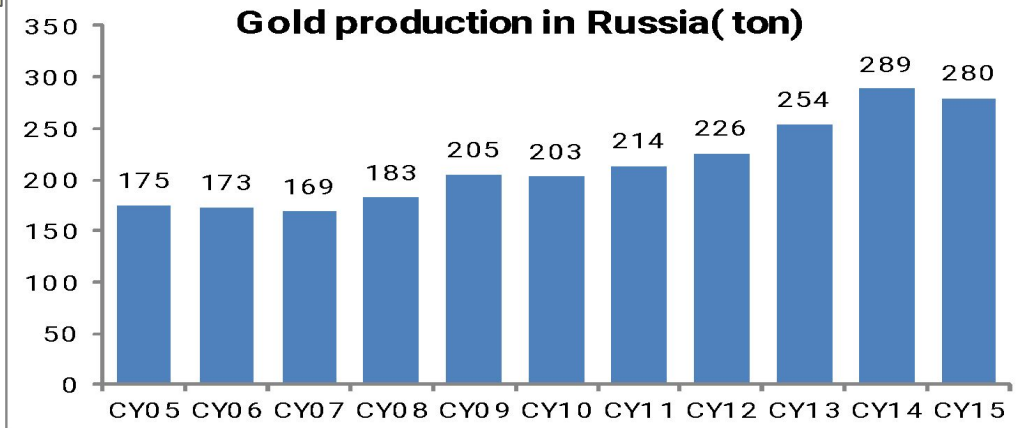
■Production history of major coal company

Steam coal(ACT Million ton)				
Company	CY12	CY13	CY14	CY15
SUEK	97.5	96.5	98.9	97.8
KRU	45.5	43.9	43.5	44.1
KTK	8.7	9.7	10.4	10.8
SUR	1.2	1.8	2.4	3.5

Coking coal(ACT Million ton)				
Company	CY12	CY13	CY14	CY15
Yu.Kuzbass	14.5	15.1	11.5	10.1
Raspadskaya	7.0	7.8	10.2	10.4
Yakut Ugolj (excl:Elga)	8.0	10.0	(9.5)	(9.2)

2. Precious metal

2015 Gold production(Russia): 280 ton(vs 2014 Δ3.1%)



■Production history of major gold company

Precious metal(ACT ton)					
Company	Mine	CY12	CY13	CY14	CY15
Polyus	Gold	48.8	51.3	52.7	54.9
Polymetal	Gold	18.3	25.0	29.4	24.4
	Silver	824.2	846.0	892.7	884.5
Petropavlovsk	Gold	22.1	23.1	19.4	14.3
NordGold(Rus)	Gold	13.0	12.4	13.0	12.4

3. Iron ore

■Production history of major iron company

Iron(ACT Million ton)					
Company	Mine	CY12	CY13	CY14	CY15
Metal invest	Iron ore	39.8	38.4	38.7	39.5
Sevelstal	Crude steel	10.6	10.7	11.3	11.5