

KOMATSU

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Driven by your success

HISTORY

FIFTY YEARS SINCE THE FIRST KOMATSU MACHINE WAS SOLD INTO THE SOUTH AFRICAN MARKET, THE BRAND HAS BECOME SYNONYMOUS WITH QUALITY AND PRODUCTIVITY ON CONSTRUCTION SITES AND MINES ACROSS THE SUB-CONTINENT.

During the pioneering entry of Japanese heavy equipment into the country in the early 1960s, Komatsu machines struck a chord with local operators and so the brand began to grow in stature. Half a century later, the reputation of durability and performance in the field is still relevant and Komatsu continues to win over the next generation of plant machine operators.

How it started
Illings, formerly a vehicle parts outlet trading as Dave Illings, was purchased by McCarthy Rodway. Pat McCarthy, the chairman of McCarthy Rodway, and Noel Horsfield, Managing Director of Illings visited Japan in the later part of the 1950's and secured the Komatsu Earthmoving and Forklift agencies.

The first Komatsu bull dozer a D80A-6 was sold to a Civil Contractor in Tzaneen. In 1963 Illings sold a D80-6 and a D50-11 bull dozer in South Africa. The first Komatsu Forklift a FG20 was sold to a Springs Gold Mine in 1963.

In the 1960's Illings introduced the Komatsu D50S-11 dozer shovel the D60A-3, D85A-12, D120A-13/15 and the D125A-18 bull dozer, the GD37 motor grader and the HD180 dump truck.

Growing up
In 1969 Anglo American Industrial Division AMIC took control of Illings from McCarthy Rodway. McCarthy Rodway was an Anglo American subsidiary company. The Illings name was retained. By 1970 Komatsu Ltd in Japan took a strategic decision to set up a liaison office in Johannesburg, South Africa.

The 1970's saw a further consolidation and acceptance of the brand as a leader in the market. In 1976 Anglo America established Sigma Motor Corporation. The Illings name was changed to Sigma Motor Corporation CIM Division. In 1979 the company was renamed to Sigma Power Corporation a subsidiary company of Sigma Motor Corporation. By now the range had expanded to include HD320, HD460 and HD680 dump trucks, the W70, W90 and W120 wheel loaders, the WS23S motor scraper and the introduction of the D155 and D355 bull dozers.

The 1980's saw the introduction of the Komatsu PC series hydraulic excavators, the legendary HD785-1 dump truck, the D455 bull dozer, GD523 and GD623 motor grader and the JV100 rollers were added to the range of equipment over the next decade.

In 1984 the company name was changed to Komatsu Southern Africa and in 1988 to KSA Equipment.

Spreading wings
By the 1990's Komatsu Ltd was growing and it needed to increase its range of mining equipment and procured Haulpak in the USA, the manufacturer of electric dump trucks and Demag of Germany the manufacturer of large mining shovels.

In 1991 a joint venture took place between Amquip (Pty) Ltd and Indresco Limited which saw the establishment of Komdresco.

In 1995 Komatsu Ltd acquired a 50% stake in Komdresco and Komatsu Southern Africa (Pty) Ltd was established. Amquip (Pty) remained as the other shareholder.

In 1997 Komatsu Ltd acquired an 80% stake in Komatsu Southern Africa (Pty) Ltd with Itochu a Japanese trading house acquiring the remaining 20%

In 1997 Komatsu Southern Africa acquired Tswana Equipment, the Komatsu Distributor in Botswana from Anglo American Corporation and Indresco BV and established Komatsu Botswana (Pty) Ltd.

In 1998 Komatsu Indresco Namibia became a subsidiary company of Komatsu Southern Africa (Pty) Ltd. The name was changed to Komatsu Namibia Ltd.

In 2005 Komatsu Namibia Mining Equipment Ltd was established as a subsidiary company of Komatsu Southern Africa (Pty) Ltd.

In 2010 Komatsu Zambia Ltd was established as a subsidiary company of Komatsu Southern Africa (Pty) Ltd.

In 2012 Komatsu Southern Africa Ltd celebrates 50 years on Southern African soil.

In 2013 Komatsu Southern Africa receives its second Presidential Award, this time in the category 'Excellent Management'.

In 2014 Komatsu introduces black ownership through Komatsu Development Trust

In 2015 Komatsu opens a new world class technical Training Centre

1963	ILLINGS SELL D80-6 AND D50-11 BULL DOZERS IN SOUTH AFRICA
1970	KOMATSU LIMITED OPENS AN OFFICE IN JOHANNESBURG
1991	KOMDRESCO WAS ESTABLISHED
1995	KOMATSU LTD ACQUIRED 50% OF KOMDRESCO AND KOMATSU SOUTHERN AFRICA WAS ESTABLISHED
1997	KOMATSU LTD INCREASES THEIR SHAREHOLDING TO 80% IN KOMATSU SOUTHERN AFRICA, 20% WAS ACQUIRED BY ITOCH CORPORATION
1997	KOMATSU BOTSWANA LIMITED ESTABLISHED AS A SUBSIDIARY COMPANY
1998	KOMATSU NAMIBIA LIMITED ESTABLISHED AS A SUBSIDIARY COMPANY
2005	KOMATSU NAMIBIA MINING ESTABLISHED AS A SUBSIDIARY COMPANY
2010	KOMATSU ZAMBIA LIMITED ESTABLISHED AS A SUBSIDIARY COMPANY
2012	THE UNVEILING OF KOMATSU SOUTH AFRICA'S MULTI-MILLION RAND PARTS DISTRIBUTION CENTRE
2012	50TH ANNIVERSARY OF FIRST KOMATSU MACHINE SOLD IN SOUTH AFRICA
2013	KOMATSU SOUTH AFRICA RECEIVES ITS SECOND PRESIDENTIAL AWARD, THIS TIME IN THE CATEGORY 'EXCELLENT MANAGEMENT'
2014	KOMATSU INTRODUCES BLACK OWNERSHIP THROUGH KOMATSU DEVELOPMENT TRUST
2015	KOMATSU OPENS A NEW WORLD CLASS TECHNICAL TRAINING CENTRE



VISION

TO BE THE LEADING EARTHMOVING EQUIPMENT COMPANY IN SOUTHERN AFRICA, WITH THE HIGHEST LEVEL OF PRODUCT SUPPORT AND VALUE ADD TO OUR CUSTOMERS' BUSINESS.



The KOMATSU Way

Our mission is to achieve our vision based on the strong foundations of The KOMATSU Way.

The KOMATSU Way is a statement of the values that we uphold wherever we operate - values that ensure our continuing commitment to enhancing **quality and reliability** in the service of the customer.

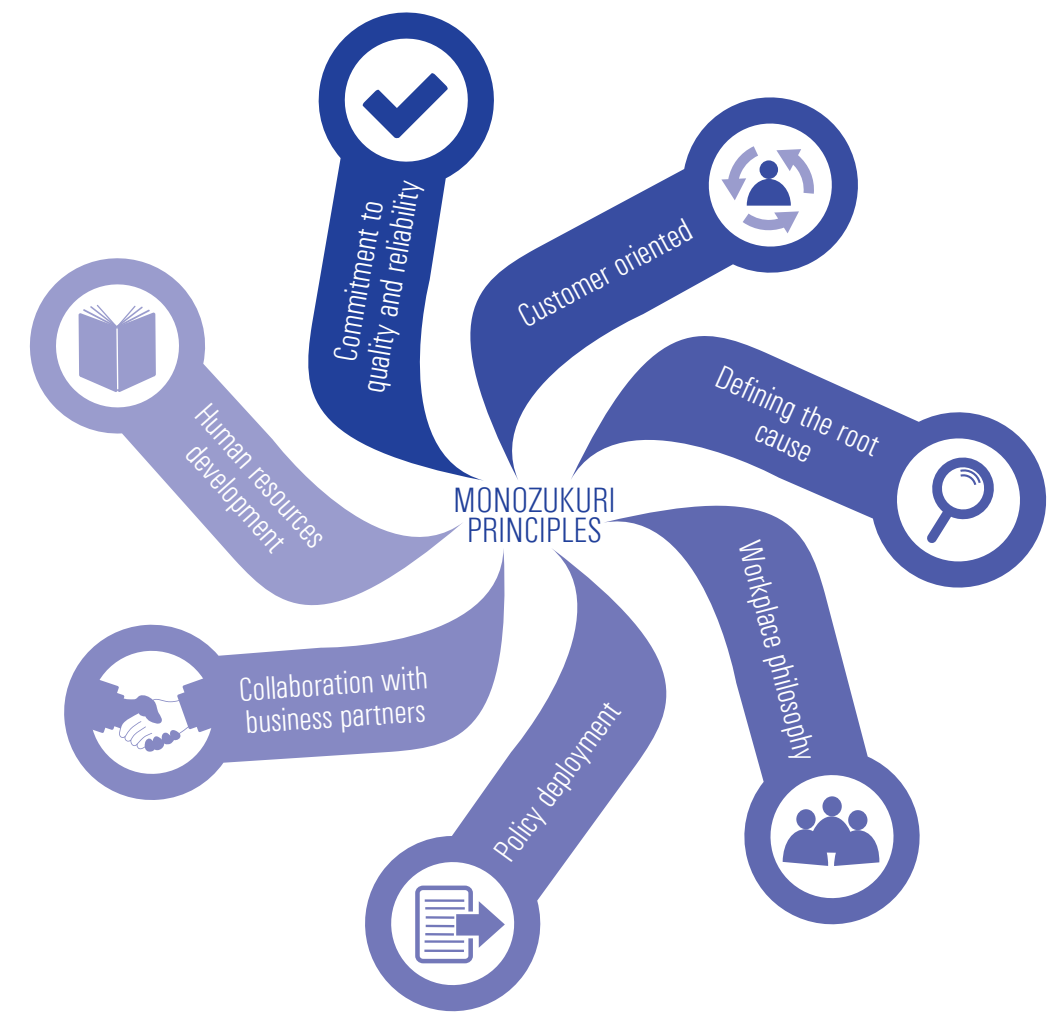
By sharing these values, Komatsu builds global teamwork, transcending nationalities and generations, amassing and fortifying the Komatsu's "strength of job capabilities" - the dynamism of all employees and the entire organization - improving our workplaces and worksites in the service of the customer - continually enhancing Komatsu quality, reliability and on-going customer support.

WE CONTINUE TO BUILD ON THE PAST 50 YEARS,
COMMIT TO THE PRESENT
AND FOCUS ON THE FUTURE,
ENSURING WE GIVE YOU THE EQUIPMENT AND SERVICE YOU NEED,
EQUIPMENT TO GET THE JOB DONE.

MONOZUKURI PRINCIPLES

"The KOMATSU Way" represents the sense of values and strength of Komatsu and the "Code" is to responsibly implement these values and to prescribe to the Monozukuri guiding principles of living The KOMATSU Way.

-  **Commitment to quality and reliability**
Quality is our top-priority commitment, and thus we will never make any compromise on quality.
-  **Customer oriented**
By valuing the opinions of our customers, we continue to offer the products and services that they are proud to own.
-  **Defining the root cause**
By clearly defining all processes from product planning to machine conditions in the field, we always work to find and fix the root cause of problems in order to prevent the problem from recurring.
-  **Workplace philosophy**
Workplaces ("Genba" in Japanese) offer information which should constitute the foundation of our policies, strategies, improvement plans and other vital initiatives. It's important to emphasize and look at the facts of workplaces, making information "visible".
-  **Policy deployment**
As soon as top management policies are announced, employees on all levels understand their respective roles, make their own activity plans, and implement them on their initiative.
-  **Collaboration with business partners**
In all operations from development to sales and after-sales service, we work together with our business partners from around the world to solve problems and improve operations, share know-how and work for our mutual growth as "One Komatsu".
-  **Human resources development**
It is the human resources, i.e., employees, that support sustainable corporate growth. Employees are the most valuable corporate asset and thus human resource development and educational programs for employees are indispensable worldwide.



SOUTHERN AFRICAN PRESENCE

OUR SOUTHERN AFRICAN OPERATION NOW EMPLOYS OVER 1 250 PEOPLE.



Our Southern African operation, 100% Japanese owned, now employs over 1 000 people with another 250 spread across Botswana, Namibia and Zambia. We have dealerships in Mozambique, Zimbabwe, Mauritius, Madagascar and Malawi, all of which are an integral part of the global Komatsu family.

Our commitment is to supply quality equipment, parts and service support that exceeds the expectations of our valued customers.

We will supply our customers with:

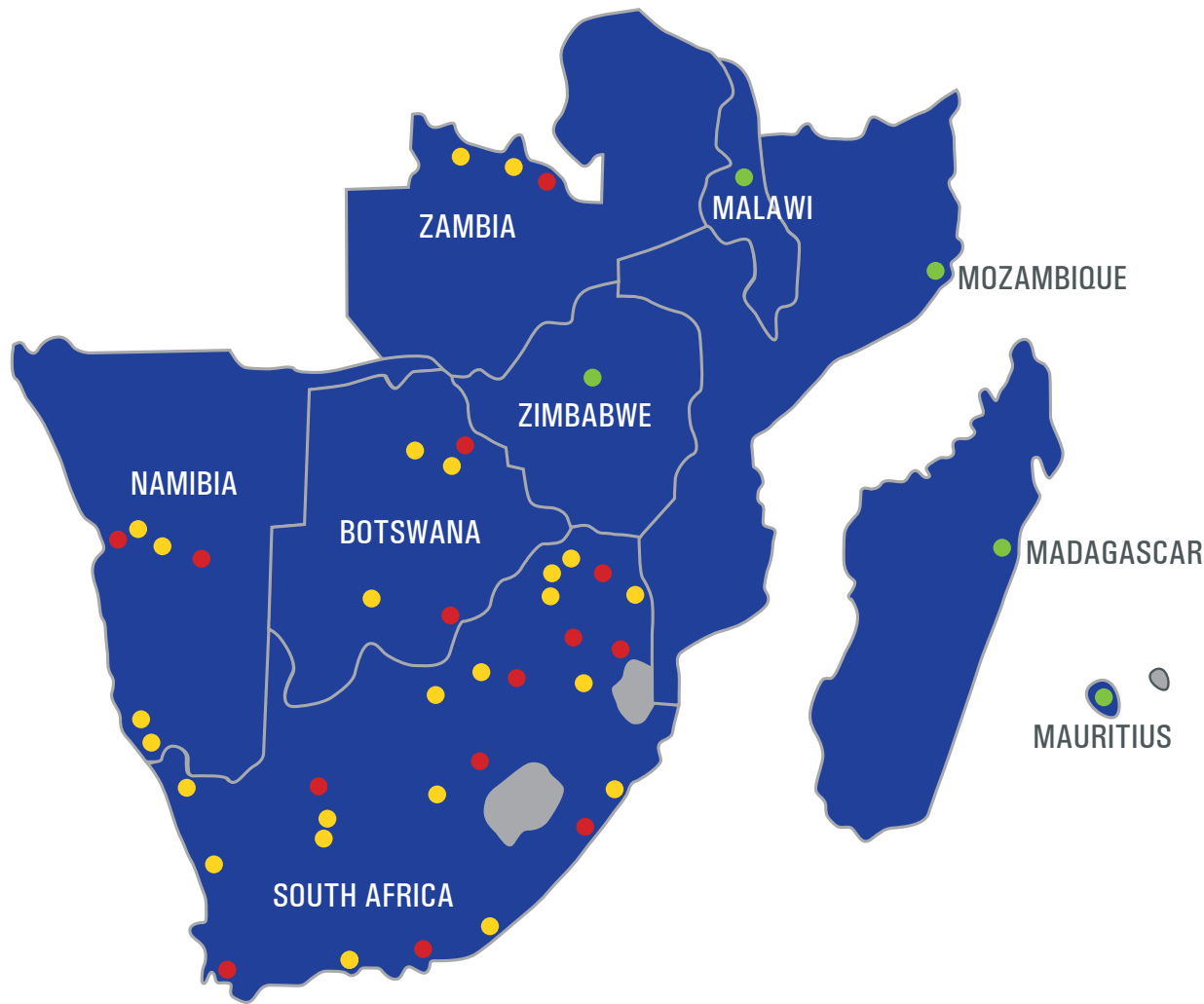
- High quality products and services
- A friendly, timely and professional response
- An accurate estimate of time and cost
- Feedback on progress
- Financing options for purchasing

We will notify our customers of any change to:

- Delivery date of products or services
- Cost estimates
- Scope of work being completed
- Terms and Conditions

We commit to supporting our customers with:

- Professionally trained staff
- Timeous response to enquiries
- Safety and environmental leadership
- Continuous improvement based on customer feedback
- Easy business solutions
- Total machine management



- BRANCH
- DEPOT
- DEALERSHIP



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PRODUCTS

AN INTERNATIONAL LEADER IN THE FIELD OF QUALITY AND RELIABLE EQUIPMENT. KOMATSU IS A DIVERSIFIED GLOBAL PROVIDER OF CONSTRUCTION & MINING EQUIPMENT, COMPACT UTILITY EQUIPMENT AND FORESTRY MACHINES.

Our range of equipment offers productivity, innovation, economy of operation and safe and comfortable operating capabilities.



DOZERS

With operating weights from 9 to 106.8 tonnes, Komatsu dozers combine a comfortable operator environment with the latest bulldozer technology, giving excellent performance over the whole working cycle. The unique undercarriage design make Komatsu dozers the most cost efficient in their class.



EXCAVATORS

Komatsu's crawler excavators offer class-leading power output, stability, lifting capacity and operator comfort. Our mining shovels are designed to lower operating costs, and their robust structural design is developed from field experience and finite element analysis.



RIGID & ARTICULATED DUMP TRUCKS

With their powerful engines, exceptional strength and state-of-the-art design, Komatsu dump trucks transport heavy loads quickly, easily and cost effectively. All the components are designed to handle gruelling daily stresses for maximum reliability.



WHEEL LOADERS

With bucket capacity from 1.4 to 2.5m³ as standard, our wheel loaders have proven themselves worldwide both as multi-purpose loaders in earthmoving operations, as prime movers in quarries and superior mining machines. Operators appreciate their superior comfort, productivity and long service life.



MOTOR GRADERS

Komatsu graders feature the best cab visibility of any grader on the market, increased engine power, and all components are designed and manufactured by Komatsu, to ensure that everything works in the best possible way.



UTILITY EQUIPMENT

Komatsu offers a complete utility range and with over 45 types of compact machines available, you're sure to find an answer to your specific needs. All our utility machines share a number of key properties such as comfort, versatility, high performance and precise control.



MOBILE CRUSHERS

With all the components designed and manufactured by Komatsu, our powerful mobile crushers are fully hydraulically driven and offer an amazing crushing capacity. An innovative Komatsu design allows the crusher to be opened and to let uncrushed material be easily removed from the machine.



FORESTRY MACHINES

Komatsu develop and manufacture forestry machines and are pioneers in the area of mechanized logging and set a new standard for truly effective and sustainable forestry.



PARTS

USING ONLY GENUINE KOMATSU PARTS IS THE BEST WAY TO MAINTAIN THE RELIABILITY OF ANY KOMATSU MACHINE.

Our new, state-of-the-art, globally competitive, parts distribution centre and central warehouse, located in Johannesburg, is an essential part of our commitment to you, our customers.

Housing more than 40 000 parts from tiny washers to heavy ground engaging tools and 7-tonne wheel motors, our PDC centre, with it's advanced tracking technology, enables us to control stock holdings at branch level and ensure that fast moving parts, are always in stock wherever and whenever they are required.

Our highly trained parts personnel are keen to assist you in any way possible.

We have embarked on a multi-million rand upgrade of our Reman Centre as it plays a vital role in support for our customers, in particular the mining industry. Our remanufacturing facilities will give customers the ability to extend service lives of their machines. Our components and engine rebuild capabilities will help you reduce your operating costs and give new life to your old equipment.



SERVICE

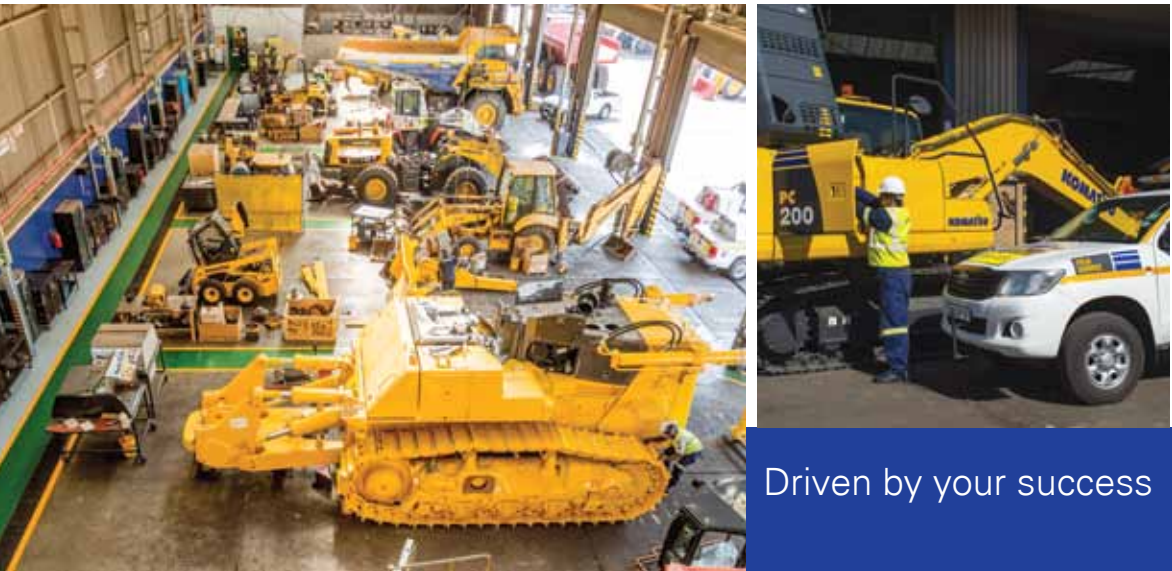
AFTER-SALES SUPPORT AND SERVICE THAT GOES WAY BEYOND THE SALE...KOMATSU SUPPORT BEGINS THE MOMENT A MACHINE IS SOLD AND CONTINUES FOR THE LIFE OF THE MACHINE.

Komatsu South Africa is determined to hold on to its vision as a leading supplier in the industry offering reliable high quality products paired with exceptional customised after sales service.

We are committed to offering our customers a premium service to ensure maximum reliability, unstoppable work rates and increased profitability.

We will help you keep your Komatsu equipment in optimum working condition by offering support in:

- Field service, repairs and service
- Product support (machine inspection and management)
- Workshop services and repairs



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MACHINE MANAGEMENT

WHETHER YOU OWN A SINGLE UTILITY MACHINE OR MANAGE A FLEET, KOMATSU OFFERS COST-EFFECTIVE MACHINE MANAGEMENT SOLUTIONS, MAXIMISING THE LONGEVITY AND PROFITABILITY OF YOUR KOMATSU EQUIPMENT.

If you know the working status of your machine, you will know how productive it is. Komatsu's machine management solutions is our commitment to enhancing after-sales support and added value:

- KOMTRAX
- Conditioning monitoring services
- Optimal fleet recommendation
- Undercarriage inspection
- Ground engaging tool inspection

KOMTRAX is a machine tracking system whose terminals are installed on construction equipment to transmit information via satellite concerning the location, cumulative hours of operation and operating condition of vehicles throughout their lifetime, resulting in enhanced availability and lowered maintenance cost.



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QUALITY, HEALTH & SAFETY

KOMATSU SOUTHERN AFRICA IS COMMITTED TO QUALITY, HEALTH AND SAFETY: THESE ARE THE CORNERSTONES OF OUR MANAGEMENT PHILOSOPHY, AND THEY UNDERPIN OUR CORPORATE VALUE.

A safe and healthy working environment and a recognised industry track record is a key operational priority for Komatsu Southern Africa. We ensure strict compliance with legislation and legal compliance audits are performed regularly, safety policies are reviewed and external audits are performed in compliance with ISO 9001.

Quality	
Process	To provide efficient services to our customers.
Certification	The Komatsu Southern Africa quality system has been certified for many years. More specifically: ISO 9001:2008 certification.
Continuous improvement	Komatsu Southern Africa's management is fully committed to providing the means and applying the measures that are necessary to continue improving the quality management system.
Customer	Komatsu Southern Africa puts its customer at the centre of its activities.

Health and Safety
Komatsu South Africa always puts Health, Safety and Environmental considerations among its highest priorities. This commitment from every person at Komatsu South Africa is based on a strong policy and culture of living The KOMATSU way.



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SUSTAINABILITY

AS AN ORGANISATION, WE RECOGNISE THE IMPORTANCE OF OPERATING IN A SUSTAINABLE MANNER THUS ENSURING THE BUSINESS ACTIVITIES OF KOMATSU SOUTHERN AFRICA CONTRIBUTE TO THE ECONOMIC DEVELOPMENT OF SOCIETY.

Corporate Social Responsibility

Our Corporate Social Responsibility (CSR) Themes and Key Business Activities are:

- Enhancing Quality of Life - Providing products required by society
- Providing products and services that contribute to infrastructure development and improve quality of life
 - Improving productivity, safety, and efficiency and enhancing energy conservation through the use of Information and Communication Technology (ICT)
 - Improving environmental efficiency at operation sites and facilities, such as plants
 - Reducing our impact on the environment throughout the product life cycle
 - Enhancing safety for society, customers, employees, and business partners

Developing People

- Contributing to human resource development in local communities
- Enhancing our employees and suppliers through The KOMATSU Way
- Enhancing our employees and distributors through “Brand Management”

Growing with Society

- Engaging in dialogue with our stakeholders
- Providing social contributions through the use of our core technologies and resources
- Contributing to local communities where we do business
- Strengthening our corporate governance and compliance
- Promoting compliance with environmental, labour, and social norms within our group and among business partners

Corporate Governance

As a responsible corporate citizen Komatsu Southern Africa is committed to applying the principles of good international best practice. Operational and corporate practices are continually monitored and enhanced to achieve sound corporate governance.

Transformation

Komatsu Southern Africa is committed to the process of transformation in the work place.

Skills Development

A key strategic aspect of the group’s organisational growth is career advancement from within. Ongoing internal technical skills development and “on-the-job” training is provided.

Uplifting Communities

Komatsu Southern Africa is fully aware of its role and responsibilities in the community at large and especially in the communities in which it operates.



CSR

CORPORATE SOCIAL RESPONSIBILITY - RESPONDING TO THE DEMANDS OF SOCIETY THROUGH OUR CORE BUSINESS.

OUR CSR PRIORITIES

- Products, services and customers
 - Products that enhance safety
 - Responsible marketing and customer care
- Human rights
 - Respecting human rights
 - Equal employment
- Environment
 - Environmentally-friendly products
 - Environmental efficiency (facilities, such as plants, and job sites)
 - Remanufacturing
- Ethics and governance
 - Cooperation with stakeholders
 - Corporate governance and compliance
 - Compliance with social norms of business partners
- Employees
 - Human resource development
 - Safety and health
 - Respecting employees
- Local community
 - Development of communities
 - Improving local residents' quality of life

OUR CSR PROJECTS AND COMMITMENTS:

- KOMATSU SOUTH AFRICA DENRON PROJECT
 - A community project to help the unemployed in the Plettenburg Bay area gain skills through ABET (Adult Basic Education Training).
- BANA BA NOKO AFTERCARE PROJECT
 - A project to assist with aftercare, as well as offering basic skills training in areas such as gardening and computer literacy.
- KOMATSU SOUTH AFRICA OUTREACH PROJECT
 - Assisting community members by teaching skills such as baking, sewing and catering, in the hope that they may earn an income.
- OUR ONCE-OFF PROJECTS
 - Tswaing Community Project
 - KSAP branches - soccer team sponsorships
 - Janais Childrens' Home



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