

# Foreign Direct Investment in Russian Regions

( KOMATSU in Yaroslavl )

Sept.2008  
KOMATSU CIS LLC

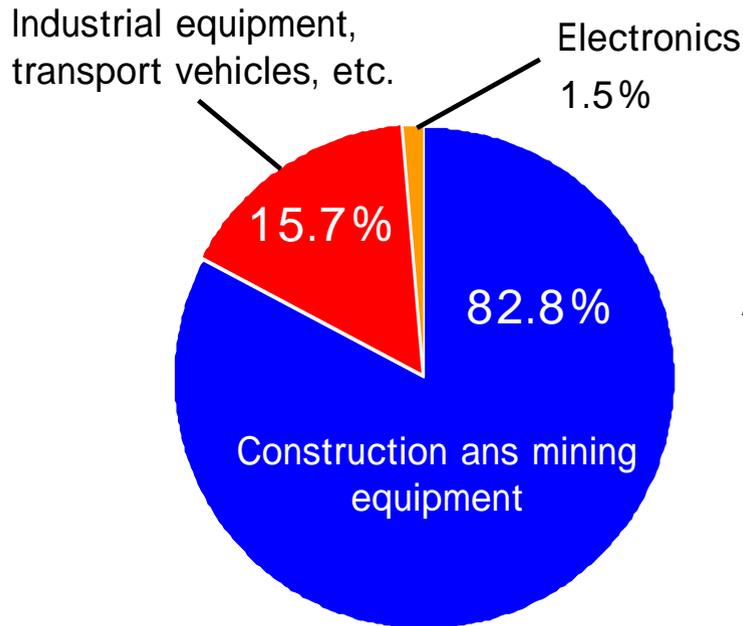
# 1 . Key Figures of Komatsu Group (as of March 31, 2008)



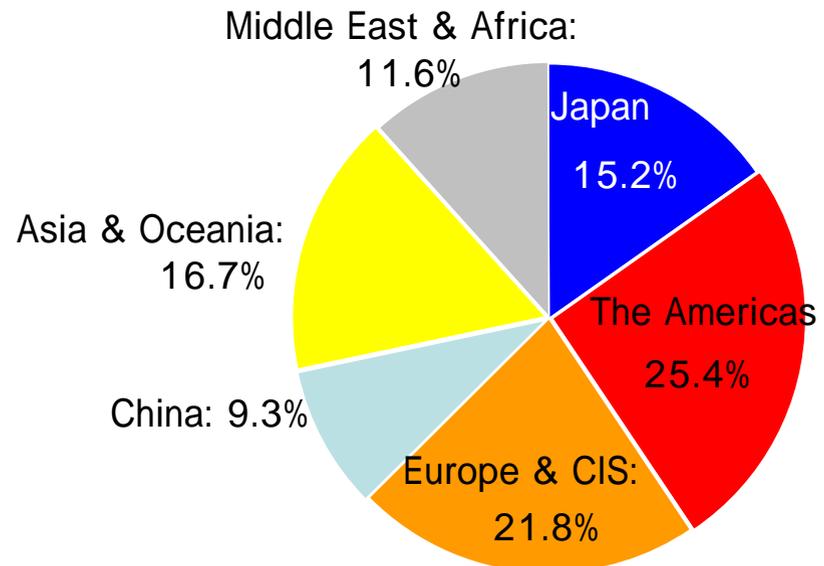
- Date of establishment: May 13th, 1921
- Net sales: \$ 22,430 million
- Assets total: \$12 737 million

- Komatsu Group: 141 company  
in Japan: 67      abroad: 74
- Number of employees: 39 267

Sales Distribution



Construction and mining Equipment sales, by region



## 2 . Main Products

### (1) Construction Equipment

#### ■ Products line up



Bulldozer



Hydraulic excavator  
(Crawler - type)



Wheel loader



Motor grader



Dump truck



Articulated  
dump truck



Hydraulic excavator  
(Wheel-type)

#### ■ Manufacturing Bases of Construction Equipment



2008/9/10

## 2 . Main Products

### (2) Mining Equipment

#### ■ Products line up



Bulldozer



Hydraulic excavator



Wheel loader



Dump truck

2008/9/10



Mine fleet management system

PROFILE

#### ■ Manufacturing Bases of Mining Equipment



## 2 . Main Products

### (3) Utility Equipment

#### ■ Products line up



Midi excavator  
(Crawler - type)



Midi excavator  
(Wheel - type)



Mini excavator



Mini wheel loader



Backhoe loader



Telescopic handler



Skid steer loader



Forklift truck  
(Electric)



Forklift truck  
(Internal combustion)

#### ■ Manufacturing Bases of Utility Equipment



## 2 . Main Products

### (4) Industrial Machinery



Large AC servo press system  
[Komatsu Ltd.]

- Forging and stamping presses
- Sheet - metal machines
- Machine tools
- Temperature - control equipment



Press brake  
[Komatsu Industries Corp.]  
2008/9/10



Crankshaft miller  
[Komatsu Machinery Corp.]

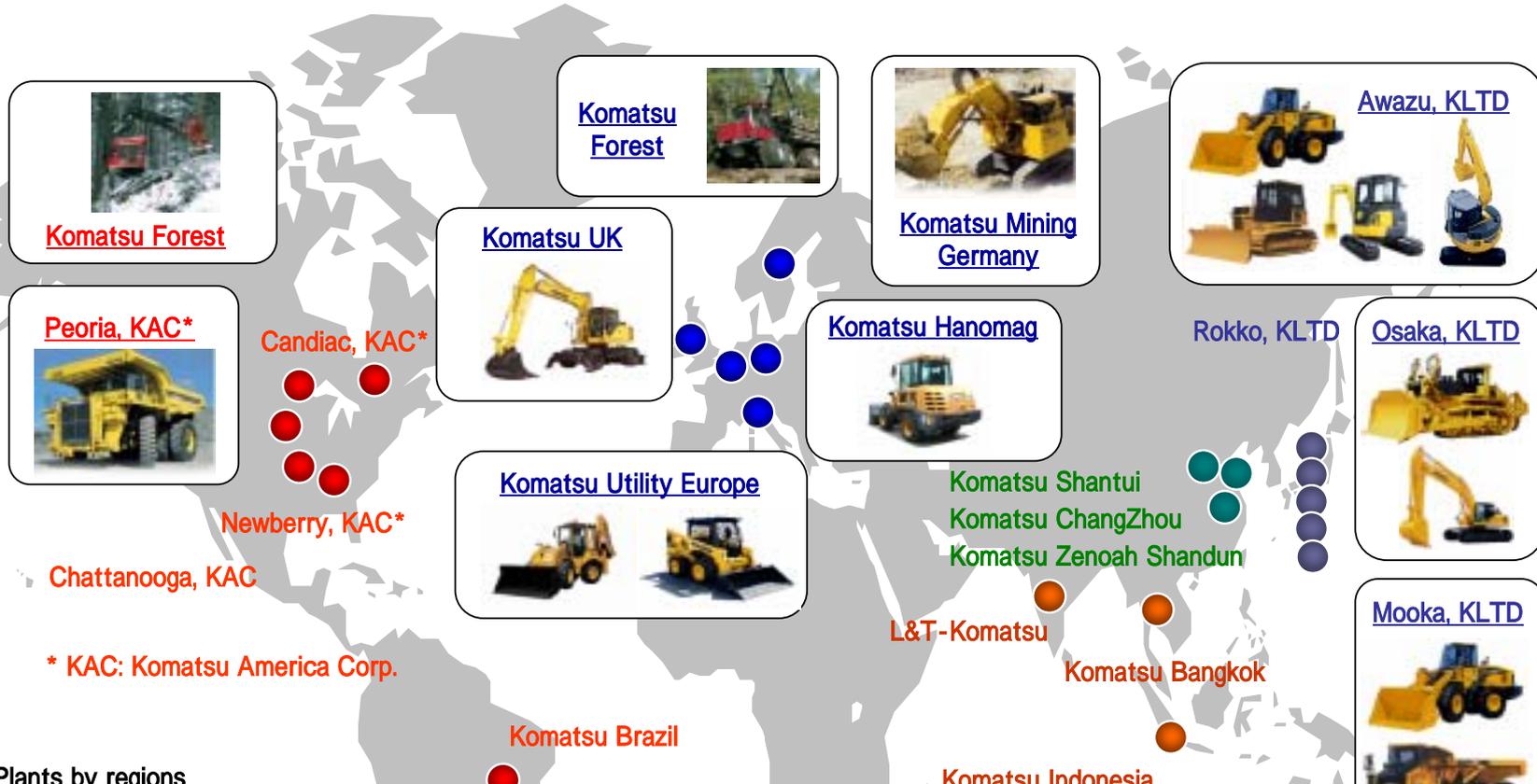


Machining center  
[NIPPEI TOYAMA Corp.]



Temperature - control unit  
for dry etching process  
[KELK Ltd.] 5

# 3. Global production network: assembly plants



\* KAC: Komatsu America Corp.

Plants by regions

	Americas	Europe	China	Asia	Japan	Total
Assembly	6	5	3	4	7	25
Components	4	3	4	5	5	21
Total	10	8	7	9	12	46

Plants marked with an asterisk ( \* ) are so-called "mother plants", able to develop independently.

# 4. Komatsu business in USSR and Russia



1st Komatsu project signing

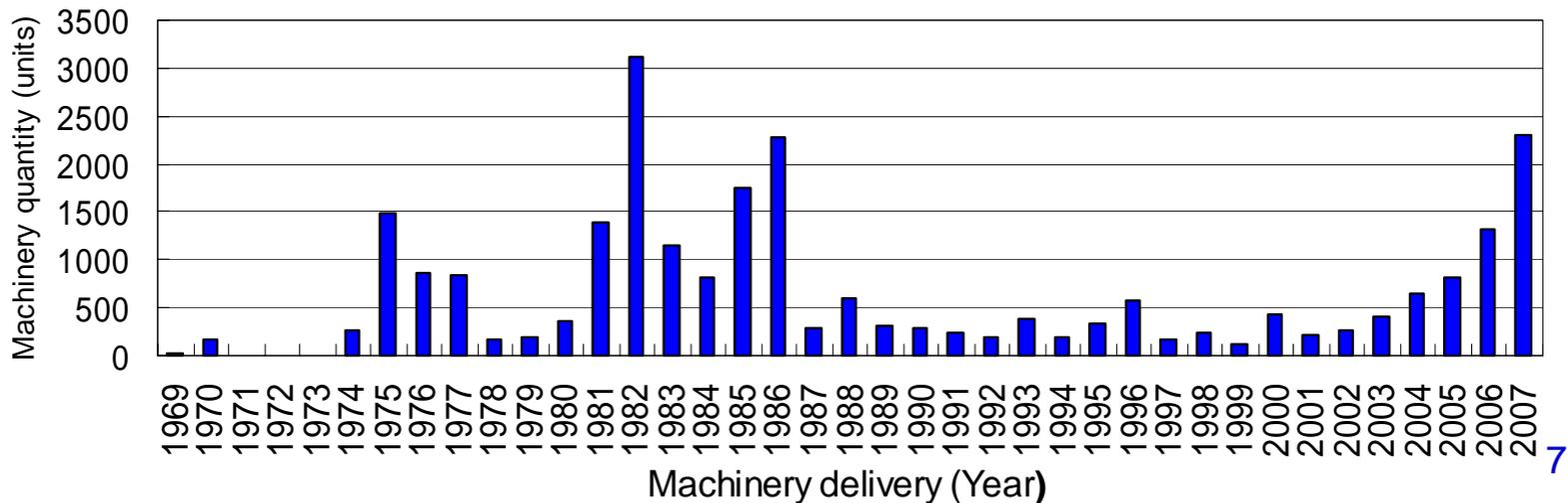


Log forwarders KNW12T



HD1200 Dump Trucks

## Machinery delivery to Russia and CIS (1969 - 2007)



# 5. Komatsu DB CIS network

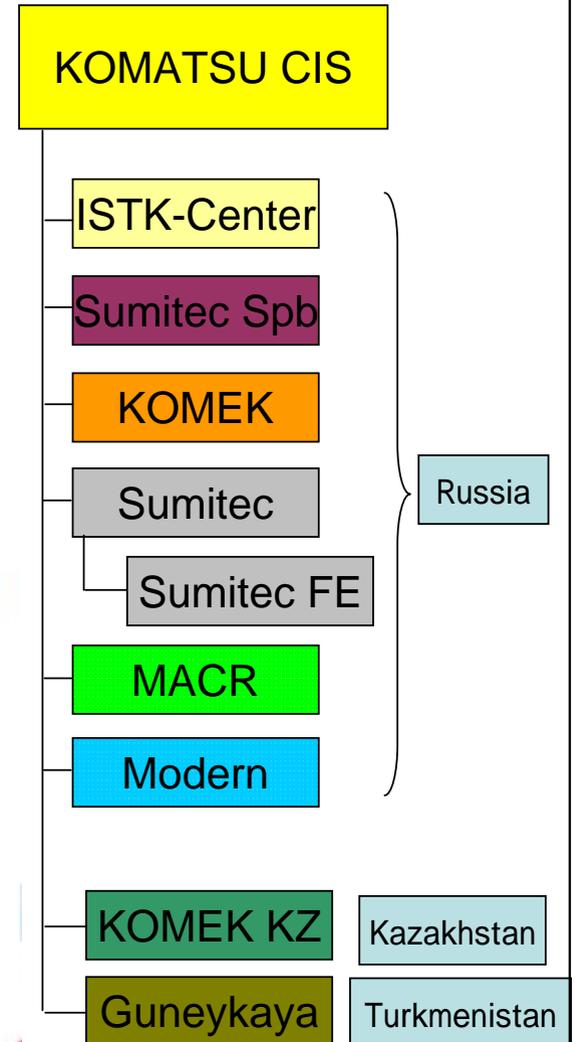


**KOMATSU CIS DEALERS MAP**

as of August, 2008

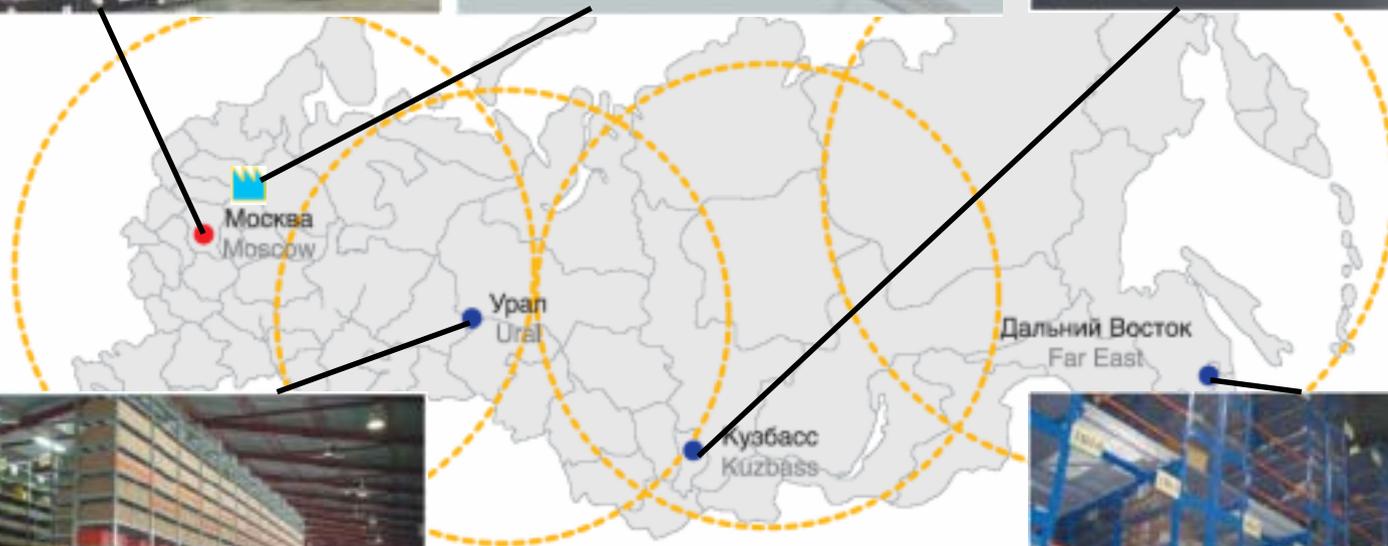
**DISTRIBUTORS:**

- Sumitec
- Iristro/tehtikon
- Nordvestkom
- Komex Machinery
- MACR
- Adery + Ilo-Kazakhstan
- Modern Machinery
- Guneykaya



## 6. Komatsu Plant and Parts Warehouses network

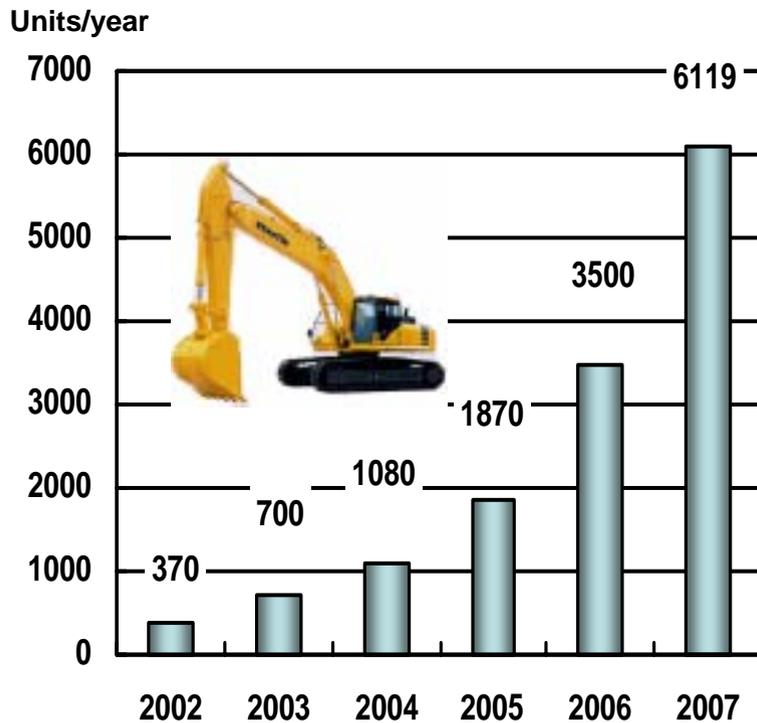
**KOMATSU**



# 7. Recent Demand Expansion in Russia

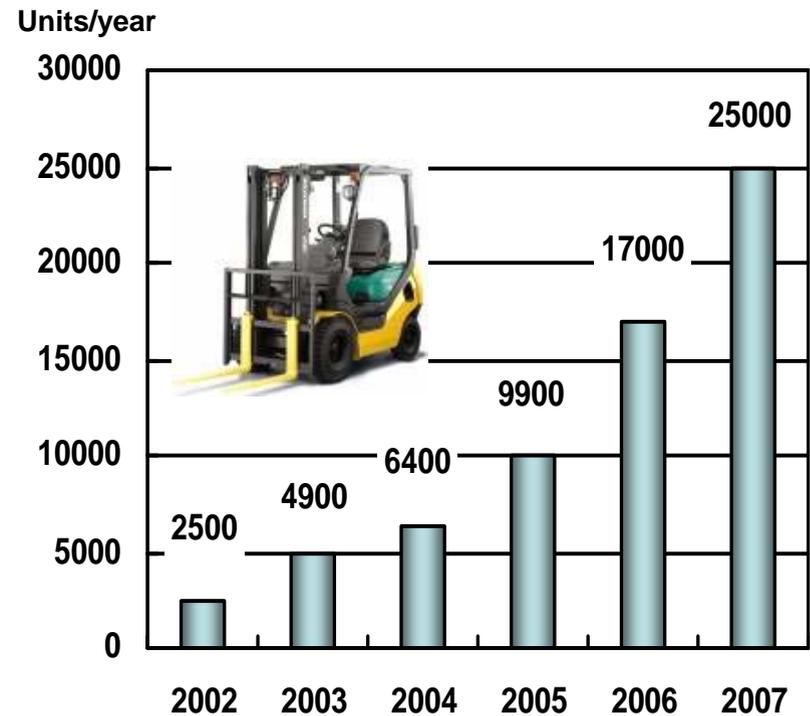


### Demand for excavators in Russia



\* Exclude Russian made machine

### Demand for forklifts in Russia

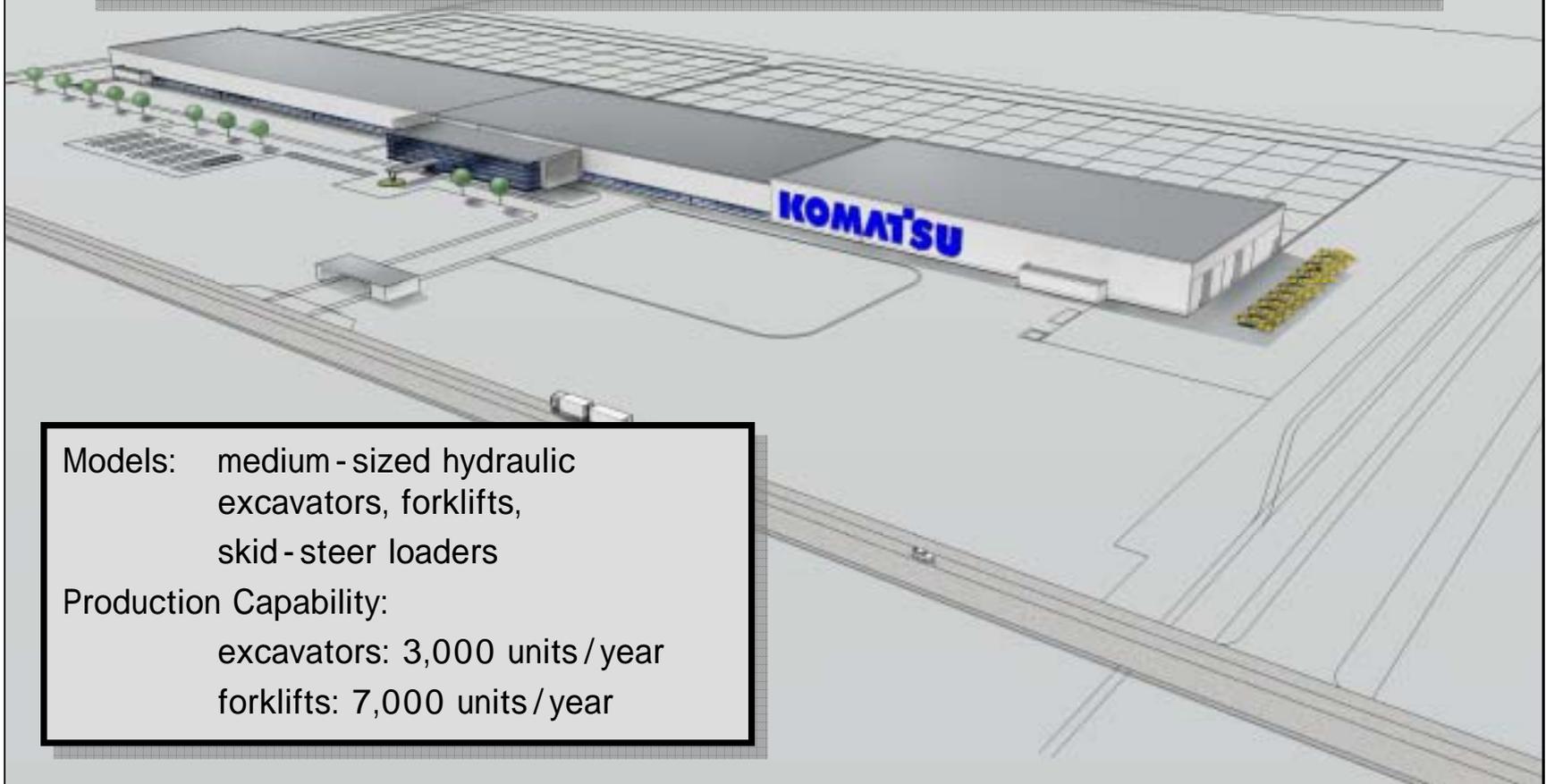


\* Exclude Russian made machine

## 8. Outline of the New Plant [plan]

**KOMATSU**

Place: Yaroslavl (Yaroslavl Region, Russia)  
Land area: 500.000 sq. m. (50 ha)  
Building square: 44.000 sq. m.



Models: medium - sized hydraulic excavators, forklifts, skid - steer loaders

Production Capability:

excavators: 3,000 units / year

forklifts: 7,000 units / year

## 9. Investment Agreement and Ground-breaking

Investment Agreement with Yaroslavl region signed on February 29<sup>th</sup>



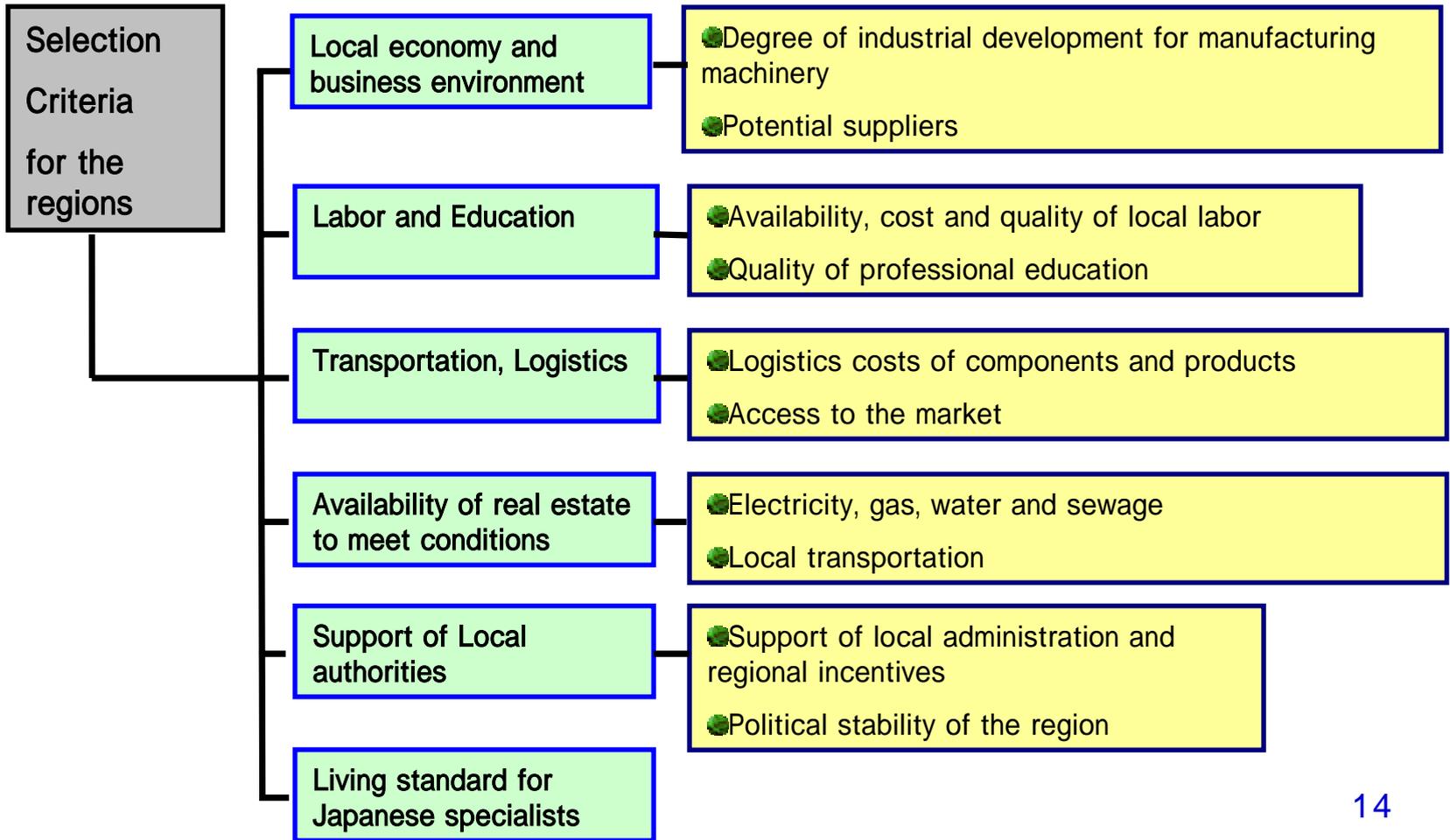
Ground-breaking Ceremony held on July 21<sup>st</sup>



# 10. Map of the Central Federal District



# 11. Why has Komatsu selected Yaroslavl ?



# 12. Major Problems

Major problems that foreign investors are facing in Russia

