

## Komatsu renew exclusive simulator agreement with Immersive Technologies

30 May, 2011

Komatsu Ltd has renewed its technical and licensing agreement with advanced equipment simulator manufacturer Immersive Technologies, for a second five year period, in an official signing ceremony in Tokyo last week.

This agreement provides Immersive Technologies with continued exclusive access to Komatsu's confidential machine technical information and engineering staff, which is considered essential to accurately simulate their real machine to the highest level of fidelity for operator training.

Komatsu first signed the alliance agreement with Immersive Technologies in October 2006 following a yearlong review of simulator technology for operator training within the global mining industry. It was decided Immersive Technologies' product and support offering together with its integration capability provided the best choice for a long-term partnership that would drive the maximum value to its customer base.

Hidetaka Kita, Executive Officer President, Product Support Division from Komatsu Ltd said, "The mining market has been expanding rapidly and our customers are suffering from a shortage of experienced operators. Komatsu and Immersive Technologies have had an excellent working relationship over the past five years developing simulators and we are confident that these simulators will support our customer's operator skills development. We are pleased to be continuing this relationship for another five years."

Peter Salfinger, Chief Executive Officer from Immersive Technologies said, "I am very pleased that Immersive Technologies is building on its close working relationship with Komatsu. Our joint commitment to safety, quality and innovation in all our products will continue to help the mining industry become safer and more efficient through the optimization of its equipment operators," he said.

Salfinger continued, "With mining equipment increasing in technical sophistication, access to the Original Equipment Manufacturer's (OEM's) confidential machine technical information and engineering staff enables Immersive Technologies to provide the most accurate simulation of the OEM's real machines. This ensures our joint customers gain the maximum benefit from their simulator investment and ultimately form their mining equipment."



*Mr Hidetaka Kita, Komatsu Ltd and Mr Peter Salfinger, Immersive Technologies, at signing ceremony in Tokyo*

# IMMERSIVE TECHNOLOGIES

## Media Release



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Immersive Technologies has exclusive technical and licensing agreements with four other mining OEMs which provide comparable levels of proprietary information, support and recommendation. Its simulators are recognised as the mining industry standard, with an extensive global customer user base in 30 countries around the world that drives ongoing research and development of the advanced equipment simulator technology.

Immersive Technologies will release its latest machine model, the Komatsu HD785-7 haul truck, later in 2011.

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### About Immersive Technologies

Immersive Technologies is the world's largest and most proven supplier of surface and underground mining equipment simulators to the global mining industry. The company has achieved this unique position by focusing on its mission to make every mining and earthmoving equipment operator in the world safer and their employer more profitable through its simulation technologies. Immersive Technologies' Advanced Equipment Simulators are helping hundreds of mining companies around the world to increase their equipment operators' safety and site profitability through effective simulation training.

Immersive Technologies' provides its customers with the most effective mining equipment simulators available. This is made possible through the formal exclusive licensing and technical information alliances Immersive has established with the leading Original Equipment Manufacturers (OEM), including: Caterpillar, Hitachi, Komatsu, Liebherr and P&H MinePro. These unique alliances provide Immersive Technologies with exclusive access to the OEM's proprietary and confidential machine technical information that is required to correctly simulate the OEM's machines and is not available through other public, or dealer channels.

Immersive Technologies is dedicated to provide outstanding service. To deliver on this commitment the company has customer sales and support offices located close to its customers in Perth and Brisbane Australia, Salt Lake City USA, Calgary Canada, Santiago Chile, Lima Peru, Johannesburg South Africa, Amman Jordan, Jakarta Indonesia and Kolkata India.

Immersive has the global mining experience, innovative technology, product range, OEM relationships, proven support commitment and industry vision to partner with you to ensure your simulator training solution delivers the significant results you expect.

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