(Translation)

This document has been translated from the Japanese original for the convenience of overseas stakeholders. In the event of any discrepancy between this document and the Japanese original, the original shall prevail.

# Quarterly Report

From October 1, 2017 to December 31, 2017

(Third Quarter of the 149<sup>th</sup> Fiscal Year)

KOMATSU LTD.

## Quarterly Report

## **Certain References and Information:**

- 1. This is an English translation of the Quarterly Securities Report ("Shihanki Hokokusho") filed via the Electronic Disclosure for Investors' Network ("EDINET") system as set forth in Article 27-30-2 of the Financial Instruments and Exchange Act of Japan. Komatsu Ltd. filed its Quarterly Securities Report for the three months ended December 31, 2017 with the Director-General of the Kanto Local Finance Bureau on February 13, 2018. The Quarterly Securities Report contains, among other information, Quarterly Consolidated Financial Statements for the three months and nine months ended December 31, 2017. Material information in the Quarterly Securities Report, other than the Quarterly Consolidated Financial Statements, has already been reported by Komatsu Ltd. in its press release dated January 31, 2018. Attached is an English translation of Quarterly Consolidated Financial Statements for the three months and nine months ended December 31, 2017.
- 2. In this report, Komatsu Ltd. is hereinafter referred to as the "Company" and together with its consolidated subsidiaries as "Komatsu."

## **Cautionary Statement with respect to forward-looking statements:**

This report contains forward-looking statements that reflect managements' views and assumptions in the light of information currently available with respect to certain future events, including expected financial position, operating results and business strategies. These statements can be identified by the use of terms such as "will," "believes," "should," "projects," "plans," "expects" and similar terms and expressions that identify future events or expectations. Actual results may differ materially from those projected, and the events and results of such forward-looking assumptions cannot be assured. Any forward-looking statements speak only as of the date of this report, and the Company assumes no duty to update such statements.

Factors that may cause actual results to differ materially from those predicted by such forward-looking statements include, but are not limited to, unanticipated changes in demand for Komatsu's principal products, owing to changes in the economic conditions in Komatsu's principal markets; changes in exchange rates or the impact of increased competition; unanticipated costs or delays encountered in achieving Komatsu's objectives with respect to globalized product sourcing and new information technology tools; uncertainties as to the results of Komatsu's research and development efforts and its ability to access and protect certain intellectual property rights; the impact of regulatory changes and accounting principles and practices; and the introduction, success and timing of business initiatives and strategies.

## **Financial Information**

## 1. Basis of preparation of the quarterly consolidated financial statements

The quarterly consolidated financial statements of the Company are prepared in accordance with the accounting principles generally accepted in the United States of America (hereinafter "U.S. GAAP"), pursuant to Article 4, Supplementary Provisions of the "Ordinance on Terminology, Forms and Preparation Methods of Quarterly Consolidated Financial Statements," the Ordinance of the Cabinet Office No. 64 of 2007.

#### 2. Audit certification

Pursuant to Article 193-2, paragraph 1 of the Financial Instruments and Exchange Act of Japan, the quarterly consolidated financial statements for the three months ended December 31, 2017 (from October 1 to December 31, 2017) and for the nine months ended December 31, 2017 (from April 1 to December 31, 2017) were reviewed by KPMG AZSA LLC.

## **Quarterly Consolidated Financial Statements, etc.**

## **Quarterly Consolidated Financial Statements**

Consolidated Balance Sheets (Unaudited)

Komatsu Ltd. and Consolidated Subsidiaries as of December 31, 2017 and March 31, 2017

Current assets Cash and cash equivalents (Note 14) Time deposits (Note 14) Trade notes and accounts receivable, net (Notes 4 and 14) Inventories (Note 5) Deferred income taxes and other current assets (Notes 1, 13, 14 and 15)  Total current assets Long-term trade receivables, net (Notes 4 and 14) Investments Investments Investments in and advances to affiliated companies Investment securities (Notes 6, 14 and 15) Other  Total investments Property, plant and equipment — less accumulated depreciation and amortization of ¥855,041 million at December 31, 2017 and ¥816,321 million at March 31, 2017  Goodwill (Note 3) Other intangible assets (Note 7) — less accumulated amortization Deferred income taxes and other assets (Notes 1, 13, 14, 15 and 19) Total assets  Liabilities and Equity  M Current liabilities	¥ 165,304 2,493 765,589 757,480 122,316 1,813,182 373,437 31,930 12,238 2,779 46,947  767,837 175,863 183,118 99,604 ¥ 3,459,988  December 3: Iillions of yen  ¥ 307,933 48,971 303,319 46,159	52.4 10.8  1.3  22.2 5.1  5.3 2.9 100.0 1, 2017 Ratio (%)	Willions of yen	\$ 53.4 \$ 11.8  \$ 3.8  \$ 25.6 \$ 1.5  \$ 2.3  \$ 1.6  \$ 100.0  2017  Ratio (%)
Cash and cash equivalents (Note 14) Time deposits (Note 14) Trade notes and accounts receivable, net (Notes 4 and 14) Inventories (Note 5) Deferred income taxes and other current assets (Notes 1, 13, 14 and 15)  Total current assets  Long-term trade receivables, net (Notes 4 and 14) Investments Investments in and advances to affiliated companies Investment securities (Notes 6, 14 and 15) Other  Total investments  Property, plant and equipment — less accumulated depreciation and amortization of ¥855,041 million at December 31, 2017 and ¥816,321 million at March 31, 2017  Goodwill (Note 3) Other intangible assets (Note 7) — less accumulated amortization Deferred income taxes and other assets (Notes 1, 13, 14, 15 and 19) Total assets  Liabilities and Equity M Current liabilities Short-term debt (Note 14) Current maturities of long-term debt (Notes 14 and 15) Trade notes, bills and accounts payable (Note 14) Income taxes payable (Note 19) Deferred income taxes and other current liabilities (Notes 1, 13, 14 and 15)	2,493 765,589 757,480 122,316 1,813,182 373,437 31,930 12,238 2,779 46,947 767,837 175,863 183,118 99,604 ¥ 3,459,988 December 3: Iillions of yen  ¥ 307,933 48,971 303,319	10.8  22.2  5.1  5.3  2.9  100.0	2,289 619,265 533,897 144,169 1,419,521 313,946  30,330 67,716 2,424 100,470  679,027 40,072 61,083 42,363 ¥ 2,656,482  March 31, 2 Millions of yen  ¥ 128,452 89,391	3.8  25.6  1.5  2.3  1.6  100.0
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Liabilities and Equity  Current liabilities Short-term debt (Note 14) Current maturities of long-term debt (Notes 14 and 15) Trade notes, bills and accounts payable (Note 14) Income taxes payable (Note 19) Deferred income taxes and other current liabilities (Notes 1, 13, 14 and 15)	¥ 3,459,988  December 3:  Iillions of yen  ¥ 307,933 48,971 303,319	100.0	¥ 2,656,482  March 31,2  Millions of yen  ¥ 128,452 89,391	100.0
Liabilities and Equity  Current liabilities  Short-term debt (Note 14)  Current maturities of long-term debt (Notes 14 and 15)  Trade notes, bills and accounts payable (Note 14)  Income taxes payable (Note 19)  Deferred income taxes and other current liabilities (Notes 1, 13, 14 and 15)	December 3: Iillions of yen  ¥ 307,933 48,971 303,319	1, 2017	March 31, 2 Millions of yen  ¥ 128,452 89,391	2017
Current liabilities Short-term debt (Note 14) Current maturities of long-term debt (Notes 14 and 15) Trade notes, bills and accounts payable (Note 14) Income taxes payable (Note 19) Deferred income taxes and other current liabilities (Notes 1, 13, 14 and 15)	¥ 307,933 48,971 303,319		Millions of yen  ¥ 128,452 89,391	
Current liabilities Short-term debt (Note 14) Current maturities of long-term debt (Notes 14 and 15) Trade notes, bills and accounts payable (Note 14) Income taxes payable (Note 19) Deferred income taxes and other current liabilities (Notes 1, 13, 14 and 15)	¥ 307,933 48,971 303,319		Millions of yen  ¥ 128,452 89,391	
Current liabilities Short-term debt (Note 14) Current maturities of long-term debt (Notes 14 and 15) Trade notes, bills and accounts payable (Note 14) Income taxes payable (Note 19) Deferred income taxes and other current liabilities (Notes 1, 13, 14 and 15)	¥ 307,933 48,971 303,319		¥ 128,452 89,391	(, 0)
Short-term debt (Note 14) Current maturities of long-term debt (Notes 14 and 15) Trade notes, bills and accounts payable (Note 14) Income taxes payable (Note 19) Deferred income taxes and other current liabilities (Notes 1, 13, 14 and 15)	48,971 303,319		89,391	
Current maturities of long-term debt (Notes 14 and 15) Trade notes, bills and accounts payable (Note 14) Income taxes payable (Note 19) Deferred income taxes and other current liabilities (Notes 1, 13, 14 and 15)	48,971 303,319		89,391	
Trade notes, bills and accounts payable (Note 14) Income taxes payable (Note 19) Deferred income taxes and other current liabilities (Notes 1, 13, 14 and 15)	303,319			
Income taxes payable (Note 19) Deferred income taxes and other current liabilities (Notes 1, 13, 14 and 15)				
Deferred income taxes and other current liabilities (Notes 1, 13, 14 and 15)			25,136	
	300,216		217,090	
	1,006,598	29.1	700,182	26.3
	1,000,570	27.1	700,102	20.5
Long-term liabilities  Long-term liabilities	527,821		100.950	
Long-term debt (Notes 14 and 15)	85,881		190,859	
Liability for pension and retirement benefits  Deferred income taxes and other liabilities (Notes 1, 13, 14, 15 and 19)			65,247 51,679	
	73,127			
Total long-term liabilities	686,829	19.8	307,785	11.6
Total liabilities	1,693,427	48.9	1,007,967	37.9
Commitments and contingent liabilities (Note 12)				
E.m.it.				
Equity Komatsu Ltd. shareholders' equity				
Common stock:				
Authorized 3.955.000.000 shares				
Issued 971,967,660 shares				
Outstanding 943,252,968 shares at December 31, 2017 and				
942,983,225 shares at March 31, 2017	67,870		67,870	
Capital surplus	138,546		138,285	
Retained earnings:	130,340		130,203	
Appropriated for legal reserve	45,828		45,368	
Unappropriated	1,450,619		1,357,350	
Accumulated other comprehensive income (loss) (Notes 6, 9, 13 and 15)	32,608		18,682	
Treasury stock at cost,	32,000		10,002	
28,714,692 shares at December 31, 2017 and 28,984,435 shares at March 31, 2017	(50,507)		(50,881)	
Total Komatsu Ltd. shareholders' equity	1,684,964	48.7	1,576,674	59.4
Noncontrolling interests	81,597	2.4	71,841	2.7
Total equity	1,766,561	51.1	1,648,515	62.1
Total liabilities and equity	¥ 3,459,988	100.0	¥ 2,656,482	100.0

December 31, 2017

March 31, 2017

## Consolidated Statements of Income and Consolidated Statements of Comprehensive Income (Unaudited)

Komatsu Ltd. and Consolidated Subsidiaries Nine months ended December 31, 2017 and 2016.

## Consolidated Statements of Income

	Nine months December 3		Nine months ended December 31, 2016			
	Millions of yen	Ratio (%)	Millions of yen	Ratio (%)		
Net sales	¥ 1,805,801	100.0	¥ 1,226,707	100.0		
Cost of sales (Notes 7, 8, 9 and 13)	1,283,075	71.1	875,614	71.4		
Selling, general and administrative expenses (Notes 3, 7, 8, 9 and 10)	321,865	17.8	243,256	19.8		
Other operating income (expenses), net (Note 3)	(12,672)	(0.7)	(812)	(0.1)		
Operating income	188,189	10.4	107,025	8.7		
Other income (expenses), net						
Interest and dividend income	4,059	0.2	2,602	0.2		
Interest expense	(13,427)	(0.7)	(5,692)	(0.5)		
Gain on sales of investment securities, net (Notes 6 and 9)	48,287	2.7	196	0.0		
Other, net (Notes 6, 9, 13 and 15)	(11,768)	(0.7)	(868)	(0.1)		
Total	27,151	1.5	(3,762)	(0.3)		
Income before income taxes and equity in earnings of affiliated companies	215,340	11.9	103,263	8.4		
Income taxes (Notes 9 and 19)						
Current	53,982		29,334			
Deferred	(23)		5,855			
Total	53,959	3.0	35,189	2.9		
Income before equity in earnings of affiliated companies	161,381	8.9	68,074	5.5		
Equity in earnings of affiliated companies	2,851	0.2	2,845	0.2		
Net income	164,232	9.1	70,919	5.8		
Less: Net income attributable to noncontrolling interests	9,168	0.5	2,584	0.2		
Net income attributable to Komatsu Ltd.	¥ 155,064	8.6	¥ 68,335	5.6		
		Y	'en			
Per share data (Note 11):						
Net income attributable to Komatsu Ltd.:						
Basic	164.41		72.48			
Diluted	164.19		72.39			
Cash dividends per share (Note 17)	65.00		58.00			

	Millions of yen				
	- 1	nonths ended aber 31, 2017	- 1	onths ended ber 31, 2016	
Net income	¥	164,232	¥	70,919	
Other comprehensive income (loss), for the period, net of tax					
Foreign currency translation adjustments (Note 9)		41,971		11,773	
Net unrealized holding gains (losses) on securities available for sale (Notes 6 and 9)		(28,554)		9,624	
Pension liability adjustments (Notes 8 and 9)		1,648		1,700	
Net unrealized holding gains (losses) on derivative instruments (Notes 9 and 13)		1,360		(1,955)	
Total		16,425		21,142	
Comprehensive income (loss)		180,657		92,061	
Less: Comprehensive income (loss) attributable to noncontrolling interests		11,667		2,979	
Comprehensive income (loss) attributable to Komatsu Ltd.	¥	168,990	¥	89,082	

## Consolidated Statements of Income and Consolidated Statements of Comprehensive Income (Unaudited)

Komatsu Ltd. and Consolidated Subsidiaries

Three months ended December 31, 2017 and 2016.

## Consolidated Statements of Income

		Three months December 31		Three months ended December 31, 2016			
	M	fillions of yen	Ratio (%)	M	illions of yen	Ratio (%)	
Net sales	¥	646,843	100.0	¥	430,595	100.0	
Cost of sales (Notes 7, 8, 9 and 13)		450,431	69.6		306,066	71.1	
Selling, general and administrative expenses (Notes 3, 7, 8, 9 and 10)		109,271	16.9		80,928	18.8	
Other operating income (expenses), net (Note 3)		(11,575)	(1.8)	_	(702)	(0.2)	
Operating income		75,566	11.7		42,899	10.0	
Other income (expenses), net							
Interest and dividend income		1,107	0.2		999	0.2	
Interest expense		(5,190)	(0.8)		(1,843)	(0.4)	
Gain on sales of investment securities, net (Notes 6 and 9)		8,724	1.3		_	_	
Other, net (Notes 6, 9, 13 and 15)		(8,984)	(1.4)	_	3,113	0.7	
Total		(4,343)	(0.7)		2,269	0.5	
Income before income taxes and equity in							
earnings of affiliated companies		71,223	11.0	_	45,168	10.5	
Income taxes (Notes 9 and 19)							
Current		13,863			6,540		
Deferred		1,846			7,490		
Total		15,709	2.4		14,030	3.3	
Income before equity in earnings of affiliated companies		55,514	8.6		31,138	7.2	
Equity in earnings of affiliated companies		1,102	0.2		1,033	0.2	
Net income		56,616	8.8		32,171	7.5	
Less: Net income attributable to noncontrolling interests		3,307	0.5		1,354	0.3	
Net income attributable to Komatsu Ltd.	¥	53,309	8.2	¥	30,817	7.2	
	_		Y	en			
Per share data (Note 11):							
Net income attributable to Komatsu Ltd.:							
Basic		56.52			32.69		
Diluted	_	56.44		_	32.64		
Cash dividends per share (Note 17)		36.00			29.00		

## Consolidated Statements of Comprehensive Income

	Millions of yen				
		nonths ended ber 31, 2017		months ended nber 31, 2016	
Net income	¥	56,616	¥	32,171	
Other comprehensive income (loss), for the period, net of tax					
Foreign currency translation adjustments (Note 9)		11,301		121,995	
Net unrealized holding gains (losses) on securities available for sale (Notes 6 and 9)		(4,951)		8,509	
Pension liability adjustments (Notes 8 and 9)		800		520	
Net unrealized holding gains (losses) on derivative instruments (Notes 9 and 13)		78		(2,250)	
Total		7,228		128,774	
Comprehensive income (loss)		63,844		160,945	
Less: Comprehensive income (loss) attributable to noncontrolling interests		4,015		9,181	
Comprehensive income (loss) attributable to Komatsu Ltd.	¥	59,829	¥	151,764	

## Consolidated Statements of Equity (Unaudited)

## Komatsu Ltd. and Consolidated Subsidiaries

## Nine months ended December 31, 2017

										Millions of yen								
						Retained earnings												
	_	Common stock		Capital surplus		propriated for legal reserve	a	Un- ppropriated	_	Accumulated other comprehensive income (loss)	_	Treasury stock		Total Komatsu Ltd. shareholders' equity	_	Non- controlling interests	_	Total equity
Balance at March 31, 2017	¥	67,870	¥	138,285	¥	45,368	¥	1,357,350	¥	18,682	¥	(50,881)	¥	1,576,674	¥	71,841	¥	1,648,515
Cash dividends (Note 17)								(61,335)						(61,335)		(3,191)		(64,526)
Transfer to retained earnings appropriated for legal reserve						460		(460)						_				_
Other changes														_		1,280		1,280
Net income								155,064						155,064		9,168		164,232
Other comprehensive income (loss), for the period, net of tax (Note 9)										13,926				13,926		2,499		16,425
Issuance and exercise of stock acquisition rights (Note 10)				206										206				206
Purchase of treasury stock												(40)		(40)				(40)
Sales of treasury stock				55								414		469				469
Balance at December 31, 2017	¥	67,870	¥	138,546	¥	45,828	¥	1,450,619	¥	32,608	¥	(50,507)	¥	1,684,964	¥	81,597	¥	1,766,561

## Nine months ended December 31, 2016

										Millions of yen								
						Retained	l ea	rnings										
	_	Common stock	_	Capital surplus	1	propriated for legal reserve	٤	Un- appropriated	_	Accumulated other comprehensive income (loss)	_	Treasury stock		Total Komatsu Ltd. shareholders' equity		Non- controlling interests		Total equity
Balance at March 31, 2016	¥	67,870	¥	138,243	¥	44,018	¥	1,300,030	Ĭ	18,667	¥	(51,414)	¥	1,517,414	¥	70,346	¥	1,587,760
Cash dividends (Note 17)								(54,711)						(54,711)		(2,674)		(57,385)
Transfer to retained earnings appropriated for legal reserve						1,348		(1,348)						_				_
Other changes				(239)										(239)		(124)		(363)
Net income								68,335						68,335		2,584		70,919
Other comprehensive income (loss), for the period, net of tax (Note 9)										20,747				20,747		395		21,142
Issuance and exercise of stock acquisition rights (Note 10)				171										171				171
Purchase of treasury stock												(29)		(29)				(29)
Sales of treasury stock				30								278		308				308
Balance at December 31, 2016	¥	67,870	¥	138,205	¥	45,366	¥	1,312,306	1	39,414	¥	(51,165)	¥	1,551,996	¥	70,527	¥	1,622,523

## Consolidated Statements of Cash Flows (Unaudited)

Komatsu Ltd. and Consolidated Subsidiaries Nine months ended December 31, 2017 and 2016

	Millions of yen				
		months ended nber 31, 2017		nonths ended aber 31, 2016	
Operating activities	•	1 < 1 222	**	<b>5</b> 0.010	
Net income	¥	164,232	¥	70,919	
Adjustments to reconcile net income to net cash provided by (used in) operating activities:		00.057		77.267	
Depreciation and amortization  Deferred income taxes		98,857 (23)		77,367 5,855	
Impairment loss and net loss (gain) from sale of investment securities		(48,146)		(173)	
Net loss (gain) on sale of property		(376)		(592)	
Loss on disposal of fixed assets		1,858		1,504	
Pension and retirement benefits, net		(2,779)		2,131	
Changes in assets and liabilities:		(2,777)		2,131	
Decrease (increase) in trade receivables		(115,732)		8,434	
Decrease (increase) in inventories		(86,229)		(39,237)	
Increase (decrease) in trade payables		22,259		7,319	
Increase (decrease) in income taxes payable		20,013		(19,495)	
Other, net		27,690		32,559	
Net cash provided by (used in) operating activities		81,624		146,591	
Investing activities					
Capital expenditures		(122,996)		(107,997)	
Proceeds from sale of property		16,256		13,926	
Proceeds from sale of available for sale investment securities		60,823		602	
Purchases of available for sale investment securities		(589)		(107)	
Proceeds from sale of subsidiaries and equity investees, net of cash disposed		570		5,485	
Acquisition of subsidiaries and equity investees, net of cash acquired		(273,534)		(5,905)	
Collection of loan receivables		136		9	
Disbursement of loan receivables		(775)		(64)	
Decrease (increase) in time deposits, net		(100)		(62)	
Net cash provided by (used in) investing activities		(320,209)		(94,113)	
Financing activities					
Proceeds from debt issued (Original maturities greater than three months)		423,248		109,443	
Payment on debt (Original maturities greater than three months)		(175,336)		(112,344)	
Short-term debt, net (Original maturities three months or less)		101,830		38,299	
Repayments of capital lease obligations		(36)		(42)	
Sale (purchase) of treasury stock, net		62		35	
Dividends paid		(61,335)		(54,711)	
Other, net	_	(6,711)		(2,326)	
Net cash provided by (used in) financing activities		281,722		(21,646)	
Effect of exchange rate change on cash and cash equivalents		2,266		(3,023)	
Net increase (decrease) in cash and cash equivalents		45,403		27,809	
Cash and cash equivalents, beginning of year		119,901		106,259	
Cash and cash equivalents, end of period	¥	165,304	¥	134,068	

## Komatsu Ltd. and Consolidated Subsidiaries Three months and nine months ended December 31, 2017 and 2016 Notes to Quarterly Consolidated Financial Statements (Unaudited)

## 1. Basis of Quarterly Financial Statement Presentation and Summary of Significant Accounting Policies

## **Basis of Quarterly Financial Statement Presentation**

The Company prepares and presents the accompanying quarterly consolidated financial statements in accordance with generally accepted accounting principles in the United States of America (hereinafter "U.S. GAAP").

The accompanying quarterly consolidated financial statements are stated in Japanese yen, the currency of the country in which the Company is incorporated and principally operates.

Some adjustments without booked on each subsidiaries' and affiliates' quarterly financial statements are added to the accompanying quarterly consolidated financial statements. These adjustments are mainly due to the gaps of accounting principle between Japan and the United States of America. See Note 21 "Terminology, Forms and Preparation Methods of Quarterly Consolidated Financial Statements".

## Preparation of Financial Statements and Registration with the U.S. Securities and Exchange Commission

The Company has been preparing its consolidated financial statements in accordance with U.S. GAAP since 1963, because the Company issued foreign currency convertible bonds at European market in 1964. The Company registered its convertible bonds issued in the United States in 1967 and its common shares issued for U.S. shareholders as well as Japanese shareholders in 1970 with the U.S. Securities and Exchange Commission (hereinafter "SEC"). Since then, the Company, as a non-U.S. issuer, had been having the reporting obligations, such as filing annual report with its consolidated financial statements in accordance with U.S. GAAP, under the Securities Exchange Act of 1934. The Company's registration with SEC was terminated on June 30, 2014.

## **Summary of Significant Accounting Policies**

From the three months ended June 30, 2017, Komatsu (the Company and its consolidated subsidiaries) has adopted the Accounting Standards Update ("ASU") 2015-17, "Income Taxes: Balance Sheet Classification of Deferred Taxes" and classified deferred tax assets and liabilities as noncurrent in the consolidated balance sheets. Prior periods were not retrospectively adjusted. Komatsu's current deferred tax assets were \(\frac{4}{5}\)6,276 million and current deferred tax liabilities were \(\frac{4}{2}\)421 million as of March 31, 2017.

From the three months ended December 31, 2017, Komatsu has adopted the Staff Accounting Bulletin ("SAB") 118, "Income Tax Accounting Implications of the Tax Cuts and Jobs Act (the "Act")". During a measurement period, SAB 118 allows for recording provisional amounts based on a reasonable estimate for an income tax accounting effect of the Act enacted on December 22, 2017. Komatsu recorded provisional amounts based on the information available as of the issue date of the quarterly consolidated financial statements for an income tax accounting effect of the Act.

Excluding the above, there is no material change for summary of significant accounting policies stated in annual report for the fiscal year ended March 31, 2017.

## 2. Supplemental Cash Flow Information

Additional cash flow information and noncash investing and financing activities for the nine months ended December 31, 2017 and 2016 are as follows:

		Millions of yen				
		onths ended ber 31, 2017	Nine months ende December 31, 201			
Additional cash flow information:						
Interest paid	¥	11,822	¥	5,944		
Income taxes paid		40,121		37,468		
Noncash investing and financing activities:						
Capital lease obligations incurred	¥	537	¥	544		

#### 3. Business Combination

## (1) Joy Global Inc. (currently Komatsu Mining Corp.)

On April 5, 2017 (local time: Eastern Standard Time, UTC-5), the Company acquired Joy Global Inc. (Head office: Wisconsin, U.S.A., hereafter "Joy Global", NYSE), which engages in the manufacture, sales and service of mining equipment in the United States. It was acquired through Komatsu America Corp., a wholly-owned subsidiary of the Company in the U.S., by purchasing all common shares of Joy Global. To pay the consideration of the acquisition of Joy Global and repay part of its debt, Komatsu America Corp. borrowed USD 3,300 million from financial institutions.

Komatsu projects that demand for mining equipment will grow over the long term, driven by population growth and rapid urbanization around the world, and, in terms of mining techniques, economic rationale will call for use of larger equipment in surface mining as well as further development of underground mining. Therefore, Komatsu will strengthen the core mining equipment business of Komatsu and generate synergies in sales and services through the acquisition of Joy Global by adding to our product portfolio super large surface mining equipment and underground mining equipment, etc., which complement existing products of Komatsu.

The fair value measurement of the acquired assets and assumed liabilities under Financial Accounting Standards Board Accounting Standards Codification<sup>TM</sup> (hereinafter "ASC") 805, "Business Combinations" was completed as of the issue date of the second quarterly report of the 149<sup>th</sup> fiscal year.

Following is a summary of the acquired assets and assumed liabilities after the allocation of acquisition cost on the acquisition date.

	Mi	llions of yen
Consideration		
Cash and cash equivalents	¥	316,128
Fair value of total consideration transferred		316,128
Recognized amounts of identifiable acquired assets and assumed liabilities		
Cash and cash equivalents	¥	42,991
Trade notes and accounts receivable		59,012
Inventories		116,752
Other current assets		12,076
Property, plant and equipment		85,376
Intangible assets		129,951
Other non-current assets		17,198
Total acquired assets		463,356
Short-term debt		(33,355)
Accounts payable		(27,601)
Other current liabilities		(71,256)
Long-term debt		(81,568)
Liability for pension and retirement benefits		(23,531)
Deferred income taxes and other liabilities		(42,782)
Total assumed liabilities		(280,093)
Net acquired assets		183,263
Goodwill		132,865
	¥	316,128

The consideration of ¥316,128 million included the payment of ¥3,720 million to terminate stock option plans as stock-based remuneration of Joy Global.

In intangible assets of \(\frac{\pmathbf{\frac{4}}}{129}\), 951 million, intangible assets subject to amortization of \(\frac{\pmathbf{\frac{4}}}{128}\), 511 million and main ones are as follows.

	Millions of yen	
	Gross carrying amount	Amortization period
Trademarks	¥ 56,271	15 years
Customer relationships	43,093	15 years
Technology assets	19,385	15 years
Backlog	7,532	14 months

The goodwill of ¥132,865 million was assigned to the Construction, Mining and Utility Equipment operating segment. The goodwill is not deductible for tax purpose.

Acquisition-related costs for the nine months ended December 31, 2017 are ¥1,447 million (accumulated acquisition-related costs: ¥3,374 million) and included in selling, general and administrative expenses in the consolidated statement of income for the nine months ended December 31, 2017.

The amounts of net sales and net loss of Joy Global included in the consolidated statements of income for the nine months ended December 31, 2017 since the date of acquisition were ¥236, 319 million and ¥7,152 million, respectively.

The following pro forma calculation (unaudited) made on the assumption that this acquisition of shares had been made as of April 1, 2016 represents the total of consolidated performance of the Company and Joy Global. This is for an information purpose only, and neither indicates actual operating results assuming that the acquisition had been made on April 1, 2016 nor contributes to any forecast of results. Furthermore, amounts in the following table do not include temporary expenses accompanying the acquisition, such as fair values of inventories in cost of sales and amortization of intangible assets. As this acquisition of shares was made on April 5, 2017 (local time: Eastern Standard Time, UTC-5) and near to the beginning of the nine months ended December 31, 2017, the pro forma calculation for the period is not disclosed.

	Millions of yen
	Nine months ended December 31, 2016
Net Sales	¥ 1,422,516
Net income attributable to Komatsu Ltd.	67.991

On April 19, 2017 (local time: Eastern Standard Time, UTC-5), Joy Global changed its trade name to Komatsu Mining Corp.

## (2) Transfer of vacation homes management business

The Company entered into an agreement on December 14, 2017, with Himawari Co., Ltd. (hereinafter "Himawari") to transfer the vacation homes management business (road maintenance, plumbing, hot-springs water supply and other businesses) of the Company's wholly-owned subsidiary Komatsu General Services Ltd. (hereinafter "KGS") to Himawari, which operates resort related businesses. The transfer, which will be conducted by a series of transactions including the transfer of all common shares of KGS, is scheduled to take place on March 1, 2018.

KGS has operated the vacation homes management business for many years, servicing vacation homes in and around Izu Peninsula and Asama. However, as Himawari has a proven record in the resort apartment and vacation homes management business, the Company decided to transfer the business to Himawari for the further development of vacation homes.

The total amounts of expenses to be incurred as a result of the transfer of the vacation homes management business have been estimated at ¥11,323 million. The Company recorded a reserve for the liabilities related to these expenses for the three months ended December 31, 2017 and it recorded related losses in other operating income (expenses), net in the quarterly consolidated statements of income.

#### 4. Allowance for Doubtful Receivables

At December 31, 2017 and at March 31, 2017, allowances for doubtful receivables deducted from trade notes and accounts receivable, net and long-term trade receivables, net are \(\frac{\pma}{2}\)3,760 million and \(\frac{\pma}{2}\)2,326 million, respectively.

#### 5. Inventories

At December 31, 2017 and at March 31, 2017, inventories comprised the following:

	Millions of yen					
	Decem	ber 31, 2017	Marc	h 31, 2017		
Finished products, including finished parts held for sale	¥	523,480	¥	383,630		
Work in process		175,906		109,844		
Materials and supplies		58,094		40,423		
Total	¥	757,480	¥	533,897		

#### 6. Investment Securities

Investment securities at December 31, 2017 and at March 31, 2017, primarily consisted of securities available for sale.

Unrealized holding gains and losses are included as a component of accumulated other comprehensive income (loss) until realized.

The cost, gross unrealized holding gains and losses, and fair value for such investment securities by major security types at December 31, 2017 and at March 31, 2017 are as follows:

	Millions of yen						
		Gross unrealized holding					
	Cost	Gains	Losses	Fair value			
At December 31, 2017							
Investment securities:							
Marketable equity securities available for sale	¥ 807	¥ 2,458	¥ —	¥ 3,265			
Other investment securities at cost	8,973						
	¥ 9,780						
At March 31, 2017							
Investment securities:							
Marketable equity securities available for sale	¥ 13,035	¥ 46,032	¥ —	¥ 59,067			
Other investment securities at cost	8,649						
	¥ 21,684						

Other investment securities primarily include non-marketable equity securities.

Proceeds from the sale of investment securities available for sale during the nine months ended December 31, 2017 and 2016, amounted to ¥60,823 million and ¥602 million, respectively.

Impairment loss and net gain (loss) from sale of investment securities available for sale during the nine months ended December 31, 2017 and 2016, amounted to gains of \(\frac{\pmathbf{4}}{4}\)8,146 million and \(\frac{\pmathbf{1}}{173}\) million, respectively. Impairment loss and net gain (loss) from sale of investment securities available for sale during the three months ended December 31, 2017 and 2016 amounted to gains of \(\frac{\pmathbf{4}}{8}\),722 million and losses of \(\frac{\pmathbf{4}}{4}\) million, respectively. Such gains and losses were included in other income (expenses), net in the accompanying consolidated statements of income.

The cost of the investment securities sold was computed based on the average cost method.

## 7. Other Intangible Assets

Intangible assets at December 31, 2017 and at March 31, 2017 are as follows:

	Millions of yen									
		December 31, 2017	,		March 31, 2017					
	Gross carrying amount	Accumulated amortization	Net carrying amount	Gross carrying amount	Accumulated amortization	Net carrying amount				
Other intangible assets subject to amortization:										
Software	¥38,478	¥ (19,356)	¥ 19,122	¥31,132	¥ (15,221)	¥ 15,911				
Leasehold	9,045	(1,729)	7,316	7,943	(1,339)	6,604				
Trademarks	58,493	(3,335)	55,158	1,077	(437)	640				
Customer relationships	70,452	(14,080)	56,372	25,749	(10,273)	15,476				
Technology assets	34,538	(8,032)	26,506	14,684	(6,341)	8,343				
Backlog	9,005	(6,205)	2,800	1,165	(1,165)	_				
Other	7,252	(5,772)	1,480	6,477	(5,007)	1,470				
Total	227,263	(58,509)	168,754	88,227	(39,783)	48,444				
Other intangible assets not subject to amortization			14,364			12,639				
Total other intangible assets			¥183,118			¥61,083				

The aggregate amortization expense of other intangible assets subject to amortization during the nine months ended December 31, 2017 and 2016 were ¥17,852 million and ¥6,184 million, respectively. The aggregate amortization expense of other intangible assets subject to amortization during the three months ended December 31, 2017 and 2016 were ¥6,021 million and ¥2,050 million, respectively.

## 8. Cost of Retirement Benefits

Net periodic cost of Komatsu's defined benefit plans for the nine months ended December 31, 2017 and 2016, consisted of the following components:

	Millions of yen					
		onths ended ber 31, 2017		Nine months ended December 31, 2016		
Service cost	¥	6,772	¥	6,912		
Interest cost on projected benefit obligations		5,471		1,321		
Expected return on plan assets		(9,188)		(2,556)		
Amortization of actuarial loss		1,366		1,769		
Amortization of prior service cost		114		203		
Net periodic cost	¥	4,535	¥	7,649		

Net periodic cost of the postretirement benefit plans for the nine months ended December 31, 2017 and 2016 included the following components:

	Millions of yen					
		nths ended er 31, 2017		nths ended er 31, 2016		
Service cost	¥	344	¥	351		
Interest cost on projected benefit obligations		392		420		
Expected return on plan assets		(448)		(372)		
Amortization of actuarial loss		66		176		
Amortization of prior service cost		58		81		
Net periodic cost	¥	412	¥	656		

Net periodic cost of Komatsu's defined benefit plans for the three months ended December 31, 2017 and 2016, consisted of the following components:

	Millions of yen					
		onths ended per 31, 2017		Three months ended December 31, 2016		
Service cost	¥	2,239	¥	2,327		
Interest cost on projected benefit obligations		1,839		432		
Expected return on plan assets		(3,071)		(841)		
Amortization of actuarial loss		443		584		
Amortization of prior service cost		36		70		
Net periodic cost	¥	1,486	¥	2,572		

Net periodic cost of the postretirement benefit plans for the three months ended December 31, 2017 and 2016 included the following components:

Millions of ven

	Millions of yen					
		onths ended er 31, 2017		Three months ended December 31, 2016		
Service cost	¥	116	¥	117		
Interest cost on projected benefit obligations		132		141		
Expected return on plan assets		(151)		(124)		
Amortization of actuarial loss		22		59		
Amortization of prior service cost		20		27		
Net periodic cost	¥	139	¥	220		

## 9. Other Comprehensive Income (Loss)

Changes in accumulated other comprehensive income (loss) for the nine months ended December 31, 2017 and 2016 are as follows:

			Millions of yen							
	Nine months ended December 31, 2017									
	Foreign currency translation adjustments	Net unrealized holding gains(losses) on securities available for sale	Pension liability adjustments	Net unrealized holding gains (losses) on derivative instruments	Total					
Balance, beginning of year	¥ 11,014	¥ 30,114	¥ (23,149)	¥ 703	¥ 18,682					
Other comprehensive income (loss) before reclassifications	41,971	3,446	210	3,050	48,677					
Amounts reclassified from accumulated other comprehensive income (loss)	_	(32,000)	1,438	(1,690)	(32,252)					
Net other comprehensive income (loss)	41,971	(28,554)	1,648	1,360	16,425					
Less: other comprehensive income (loss) attributable to noncotrolling interests	2,426	_	42	31	2,499					
Other comprehensive income (loss) attributable to Komatsu Ltd.	39,545	(28,554)	1,606	1,329	13,926					
Balance, end of period	¥ 50,559	¥ 1,560	¥ (21,543)	¥ 2,032	¥ 32,608					

All amounts are net of tax.

					Mil	lions of yen				
	Nine months ended December 31, 2016									
	Foreig currend translati adjustme	cy ion	gains se	unrealized nolding s(losses) on ecurities able for sale	1	Pension iability ustments	hold (l on d	inrealized ing gains osses) erivative ruments		Total
Balance, beginning of year	¥ 26	,603	¥	19,253	¥	(28,067)	¥	878	¥	18,667
Other comprehensive income (loss) before reclassifications  Amounts reclassified from accumulated other	11	,773		9,727		207		(1,310)		20,397
comprehensive income (loss)		_		(103)		1,493		(645)		745
Net other comprehensive income (loss)	11	,773		9,624		1,700		(1,955)		21,142
Less: other comprehensive income (loss) attributable to noncotrolling interests		347		_		1		47		395
Other comprehensive income (loss) attributable to Komatsu Ltd.	11	,426		9,624		1,699		(2,002)		20,747
Balance, end of period	¥ 38	,029	¥	28,877	¥	(26,368)	¥	(1,124)	¥	39,414

All amounts are net of tax.

Changes in accumulated other comprehensive income (loss) for the three months ended December 31, 2017 and 2016 are as follows:

	Millions of yen									
	Three months ended December 31, 2017									
	Foreiş curren translat adjustm	ncy tion	ho gains(l sec	nrealized olding losses) on urities ole for sale	li	ension ability ustments	holdir (lo on de	realized ng gains sses) rivative uments		Total
Balance, beginning of period	¥ 39	9,946	¥	6,511	¥	(22,327)	¥	1,958	¥	26,088
Other comprehensive income (loss) before reclassifications  Amounts reclassified from accumulated other	11	1,301		690		78		367		12,436
comprehensive income (loss)				(5,641)		722		(289)		(5,208)
Net other comprehensive income (loss)	11	1,301		(4,951)		800		78		7,228
Less: other comprehensive income (loss) attributable to noncotrolling interests		688				16		4		708
Other comprehensive income (loss) attributable to Komatsu Ltd.	10	0,613		(4,951)		784		74		6,520
Balance, end of period	¥ 50	),559	¥	1,560	¥	(21,543)	¥	2,032	¥	32,608

All amounts are net of tax.

	Millions of yen									
	Three months ended December 31, 2016									
	Foreign currency translation adjustments	Net unrea holdir gains(loss securit available f	ng ses) on ries	Pension liability adjustments	h o	et unrealized colding gains (losses) on derivative instruments	Tota	1		
Balance, beginning of period	¥ (76,211)	¥ 20	0,368	¥ (26,88	83) ¥	¥ 1,193	¥ (81	,533)		
Other comprehensive income (loss) before reclassifications  Amounts reclassified from accumulated other comprehensive income (loss)	121,995 —	:	8,509 —	49	23 97	(2,321)	128	,206 568		
Net other comprehensive income (loss)	121,995		8,509	52	20	(2,250)	128	,774		
Less: other comprehensive income (loss) attributable to noncotrolling interests	7,755		_		5	67	7	,827		
Other comprehensive income (loss) attributable to Komatsu Ltd.	114,240		8,509	51	15	(2,317)	120	,947		
Balance, end of period	¥ 38,029	¥ 2	8,877	¥ (26,36	58)	¥ (1,124)	¥ 39	,414		

All amounts are net of tax.

Reclassification out of accumulated other comprehensive income (loss) for the nine months ended December 31, 2017 and 2016 are as follows:

	Mil	lions of yen	
		months ended mber 31, 2017	Affected line items in consolidated statements of income
Net unrealized holding gains (losses) on securities available for sale			
Gain from sale	¥	48,446	Other income (expenses), net: Gain on sales of investment securities, net
		48,446	Total before tax
		(16,446)	Income taxes
		32,000	Net of tax
Pension liability adjustments			
Amortization of actuarial loss and prior service cost		(1,604)	*1
		(1,604)	Total before tax
		166	Income taxes
		(1,438)	Net of tax
Net unrealized holding gains (losses) on derivative instruments			
Forwards contracts		2,378	Other income (expenses), net: Other, net
		2,378	Total before tax
		(688)	Income taxes
		1,690	Net of tax
Total reclassification for the period	¥	32,252	Net of tax

<sup>\*1</sup> These amounts are included in the computation of net periodic pension cost. (Note 8)

	Milli	ions of yen	
	Nine months ended December 31, 2016		Affected line items in consolidated statements of income
Net unrealized holding gains (losses) on securities available for sale			
Gain from sale	¥	207	Other income (expenses), net: Gain on sales of investment securities, net
		207	Total before tax
		(104)	Income taxes
		103	Net of tax
Pension liability adjustments			
Amortization of actuarial loss and prior service cost		(2,229)	*1
		(2,229)	Total before tax
		736	Income taxes
		(1,493)	Net of tax
Net unrealized holding gains (losses) on derivative instruments			
Forwards contracts		943	Other income (expenses), net: Other, net
		943	Total before tax
		(298)	Income taxes
		645	Net of tax
Total reclassification for the period	¥	(745)	Net of tax

<sup>\*1</sup> These amounts are included in the computation of net periodic pension cost. (Note 8)

Reclassification out of accumulated other comprehensive income (loss) for the three months ended December 31, 2017 and 2016 are as follows:

	Milli	ions of yen	
		months ended aber 31, 2017	Affected line items in consolidated statements of income
Net unrealized holding gains (losses) on securities available for sale			
Gain from sale	¥	8,731	Other income (expenses), net: Gain on sales of investment securities, net
		8,731	Total before tax
		(3,090)	Income taxes
		5,641	Net of tax
Pension liability adjustments			
Amortization of actuarial loss and prior service cost		(521)	*1
		(521)	Total before tax
		(201)	Income taxes
		(722)	Net of tax
Net unrealized holding gains (losses) on derivative instruments			
Forwards contracts		371	Other income (expenses), net: Other, net
		371	Total before tax
		(82)	Income taxes
		289	Net of tax
Total reclassification for the period	¥	5,208	Net of tax

<sup>\*1</sup> These amounts are included in the computation of net periodic pension cost. (Note 8)

	Mill	ions of yen	
		nonths ended aber 31, 2016	Affected line items in consolidated statements of income
Pension liability adjustments			
Amortization of actuarial loss and prior service cost	¥	(740)	*1
		(740)	Total before tax
		243	Income taxes
		(497)	Net of tax
Net unrealized holding gains (losses) on derivative instruments			
Forwards contracts		(103)	Other income (expenses), net: Other, net
		(103)	Total before tax
		32	Income taxes
		(71)	Net of tax
Total reclassification for the period	¥	(568)	Net of tax

<sup>\*1</sup> These amounts are included in the computation of net periodic pension cost. (Note 8)

Tax effects allocated to each component of other comprehensive income (loss) for the nine months ended December 31, 2017 and 2016 are as follows:

	Millions of yen					
	Nine months ended December 31, 2017					
	Before tax Tax (expense) amount or benefit			let of tax amount		
Foreign currency translation adjustments						
Foreign currency translation adjustments arising during period	¥	42,090	¥	(119)	¥	41,971
Less: reclassification adjustment for gains included in net income		_				_
Net foreign currency translation adjustments		42,090		(119)		41,971
Net unrealized holding gains (losses) on securities available for sale						
Unrealized holding gains arising during period		5,094		(1,648)		3,446
Less: reclassification adjustment for gains included in net income		(48,446)		16,446		(32,000)
Net unrealized holding losses		(43,352)		14,798		(28,554)
Pension liability adjustments						
Pension liability adjustments arising during period		292		(82)		210
Less: reclassification adjustment for losses included in net income		1,604		(166)		1,438
Net pension liability adjustments		1,896		(248)		1,648
Net unrealized holding gains (losses) on derivative instruments						
Unrealized holding gains arising during period		3,840		(790)		3,050
Less: reclassification adjustment for gains included in net income		(2,378)		688		(1,690)
Net unrealized holding gains		1,462		(102)		1,360
Other comprehensive income (loss)	¥	2,096	¥	14,329	¥	16,425

	Millions of yen					
	Nine months ended December 31, 2016					
			Tax (expense) or benefit		let of tax amount	
Foreign currency translation adjustments						
Foreign currency translation adjustments arising during period	¥	11,727	¥	46	¥	11,773
Less: reclassification adjustment for gains included in net income		_		_		_
Net foreign currency translation adjustments		11,727		46		11,773
Net unrealized holding gains (losses) on securities available for sale						
Unrealized holding gains arising during period		14,197		(4,470)		9,727
Less: reclassification adjustment for gains included in net income		(207)		104		(103)
Net unrealized holding gains		13,990		(4,366)		9,624
Pension liability adjustments						
Pension liability adjustments arising during period		354		(147)		207
Less: reclassification adjustment for losses included in net income		2,229		(736)		1,493
Net pension liability adjustments		2,583		(883)		1,700
Net unrealized holding gains (losses) on derivative instruments						
Unrealized holding losses arising during period		(1,889)		579		(1,310)
Less: reclassification adjustment for gains included in net income		(943)		298		(645)
Net unrealized holding losses		(2,832)		877		(1,955)
Other comprehensive income (loss)	¥	25,468	¥	(4,326)	¥	21,142

Tax effects allocated to each component of other comprehensive income (loss) for the three months ended December 31, 2017 and 2016 are as follows:

	Millions of yen					
	Three months ended December 31, 2017					7
	Before tax Tax (expense) amount or benefit			let of tax amount		
Foreign currency translation adjustments						
Foreign currency translation adjustments arising during period	¥	11,326	¥	(25)	¥	11,301
Less: reclassification adjustment for gains included in net income		_		<u> </u>		_
Net foreign currency translation adjustments		11,326		(25)		11,301
Net unrealized holding gains (losses) on securities available for sale						·
Unrealized holding gains arising during period		1,037		(347)		690
Less: reclassification adjustment for gains included in net income		(8,731)		3,090		(5,641)
Net unrealized holding losses		(7,694)		2,743		(4,951)
Pension liability adjustments						
Pension liability adjustments arising during period		109		(31)		78
Less: reclassification adjustment for losses included in net income		521		201		722
Net pension liability adjustments		630		170		800
Net unrealized holding gains (losses) on derivative instruments						
Unrealized holding gains arising during period		416		(49)		367
Less: reclassification adjustment for gains included in net income		(371)		82		(289)
Net unrealized holding gains		45		33		78
Other comprehensive income (loss)	¥	4,307	¥	2,921	¥	7,228

	Millions of yen					
	Three months ended December 31, 2016					
	Before tax Tax (expense) amount or benefit			let of tax amount		
Foreign currency translation adjustments						
Foreign currency translation adjustments arising during period	¥	122,263	¥	(268)	¥	121,995
Less: reclassification adjustment for gains included in net income		_		_		_
Net foreign currency translation adjustments		122,263		(268)		121,995
Net unrealized holding gains (losses) on securities available for sale						
Unrealized holding gains arising during period		12,374		(3,865)		8,509
Less: reclassification adjustment for gains included in net income		_		_		_
Net unrealized holding gains		12,374		(3,865)		8,509
Pension liability adjustments						
Pension liability adjustments arising during period		29		(6)		23
Less: reclassification adjustment for losses included in net income		740		(243)		497
Net pension liability adjustments		769		(249)		520
Net unrealized holding gains (losses) on derivative instruments						
Unrealized holding losses arising during period		(3,388)		1,067		(2,321)
Less: reclassification adjustment for losses included in net income		103		(32)		71
Net unrealized holding losses		(3,285)		1,035		(2,250)
Other comprehensive income (loss)	¥	132,121	¥	(3,347)	¥	128,774

#### 10. Stock-Based Remuneration

The Company has two types of stock option plans as stock-based remuneration.

## The stock option plans resolved by the meeting of the Board of Directors held in and before June 2010.

The right to purchase the Company's shares is granted at a predetermined price to directors and certain employees, and certain directors of major subsidiaries. The purchase price is the amount calculated by taking the average of the closing prices applicable to ordinary transactions of shares of the Company on the Tokyo Stock Exchange on all days for a month immediately preceding the month in which the date of grant of the right falls and multiplying by 1.05, provided that the exercise price shall not be less than the closing price of the shares of the Company on the Tokyo Stock Exchange on the date of the grant.

## The stock option plans resolved by the meeting of the Board of Directors held in and after July 2010.

The right to purchase the Company's shares is granted at an exercise price of ¥1 per share to directors and certain employees, and certain representative directors of major subsidiaries.

Based on the resolutions of the Ordinary General Meeting of Shareholders on June 23, 2010 and the Board of Directors on July 14, 2016, the Company issued 505 rights of its Stock Acquisition Rights to directors. Based on the resolutions of the Ordinary General Meeting of Shareholders on June 22, 2016 and the Board of Directors on July 14, 2016, the Company also issued 1,996 rights of its Stock Acquisition Rights to certain employees and certain representative directors of major subsidiaries during the fiscal year ended March 31, 2017. The options vest 100% on each of the grant dates and are exercisable from August 1, 2019.

In addition, based on the resolutions of the Ordinary General Meeting of Shareholders on June 23, 2010 and the Board of Directors on July 13, 2017, the Company issued 281 rights of its Stock Acquisition Rights to directors. Based on the resolutions of the Ordinary General Meeting of Shareholders on June 20, 2017 and the Board of Directors on July 13, 2017, the Company also issued 1,716 rights of its Stock Acquisition Rights to certain employees and certain representative directors of major subsidiaries during the fiscal year ending March 31, 2018. The options vest 100% on each of the grant dates and are exercisable from August 1, 2020.

The number of shares subject to one Stock Acquisition Right is 100 shares.

The Company recognizes compensation expense using the fair value method. Compensation expenses during the nine months ended December 31, 2017 and 2016 were ¥519 million and ¥430 million, respectively, and were recorded in selling, general and administrative expenses. Compensation expenses during the three months ended December 31, 2017 and 2016 were ¥311 million and ¥258 million, respectively, and were recorded in selling, general and administrative expenses.

The Company transfers treasury stock without issuance of new stock when the Stock Acquisition Rights are exercised.

## 11. Net Income Attributable to Komatsu Ltd. per Share

A reconciliation of the numerators and denominators of the basic and diluted net income attributable to Komatsu Ltd. per share computations is as follows:

	Millions of yen				
		months ended nber 31, 2017	Nine months ended December 31, 201		
Net income attributable to Komatsu Ltd.	¥	155,064	¥	68,335	
		Numbe	r of shares		
		months ended mber 31, 2017		months ended mber 31, 2016	
Weighted average common shares outstanding, less treasury stock	9	943,135,301	9	942,756,875	
Dilutive effect of:					
Stock options		1,268,035		1,249,572	
Weighted average diluted common shares outstanding		944,403,336		944,006,447	
		,	Yen		
		months ended mber 31, 2017		months ended mber 31, 2016	
Net income attributable to Komatsu Ltd. per share:					
Basic		164.41		72.48	
		Millio	ns of yen		
		months ended mber 31, 2017		months ended nber 31, 2016	
Net income attributable to Komatsu Ltd.	¥	53,309	¥	30,817	
		Numbe	r of shares		
		months ended mber 31, 2017		months ended mber 31, 2016	
Weighted average common shares outstanding, less treasury stock	9	943,240,560	9	942,816,775	
Dilutive effect of:					
Stock options		1,297,181		1,326,464	
Weighted average diluted common shares outstanding		944,537,741	9	944,143,239	
		,	Yen		
		months ended mber 31, 2017			
Net income attributable to Komatsu Ltd. per share:				months ended nber 31, 2016	
Basic		56.52			

### 12. Contingent Liabilities

At December 31, 2017 and at March 31, 2017, Komatsu was contingently liable for discounted and transferred receivables on a recourse basis with the financial institutions of ¥58 million and ¥59 million, respectively.

Komatsu provides guarantees to third parties of loans of the employees, affiliated companies, customers and other companies. The guarantees of loans relating to the employees are mainly made for their housing loans. The guarantees of loans relating to the affiliated companies, customers and other companies are made to enhance the credit of those companies. For each guarantee provided, Komatsu would have to perform under a guarantee, if the borrower defaults on a payment within the contract terms. The contract terms are from 10 years to 30 years in the case of employees with housing loans, and from 1 year to 7 years in the case of loans relating to the affiliated companies, customers and other companies. The maximum amount of undiscounted payments Komatsu would have had to make in the event of default at December 31, 2017 and at March 31, 2017 were \mathbb{15},089 million and \mathbb{13},862 million, respectively. The fair value of the liabilities recognized for Komatsu's obligations as guarantors under those guarantees at December 31, 2017 were insignificant. Certain of those guarantees were secured by collateral and insurance issued to Komatsu.

Komatsu provides guarantees that subsidiaries of the Company perform the obligations of the terms and conditions of contracts by standby letters of credit issued by banks. Komatsu would have to pay the liabilities incurred to banks, if the subsidiaries don't perform the obligations of the terms and conditions of contracts. The maximum amount of undiscounted payments Komatsu would have had to make in the event of defaults of the contracts at December 31, 2017 was ¥11,381 million.

Management of the Company believes that losses from those contingent liabilities, if any, would not have a material effect on the quarterly consolidated financial statements.

Komatsu is involved in certain legal actions and claims arising mainly in the ordinary course of its business. It is the opinion of management and legal counsel that such litigation and claims will be resolved without material effect on Komatsu's financial position.

Komatsu has business activities with customers, dealers and associates around the world and its trade receivables from such parties and the guarantees for them are well diversified to minimize concentrations of credit risks. Management does not anticipate incurring losses on its trade receivables in excess of established allowances.

## 13. Derivative Financial Instruments

Notional principal amounts of derivative financial instruments outstanding at December 31, 2017 and at March 31, 2017 are as follows:

		Millions of yen					
	Dec	ember 31, 2017	March 31, 2017				
Forwards contracts:							
Sale of foreign currencies	¥	205,979	¥	114,433			
Purchase of foreign currencies		143,824		90,493			
Interest rate swaps and cross-currency swap agreements		92,207		77,588			

Fair value of derivative instruments at December 31, 2017 and at March 31, 2017 on the consolidated balance sheets are as follows:

	Millions of yen							
	December 31, 2017							
	Derivative Assets		Derivative Liabilities					
Derivative instruments designated as hedging instruments	Location on the consolidated Balance Sheets	Estimated fair value	Location on the consolidated Balance Sheets		timated r value			
Forwards contracts	Deferred income taxes and other current assets	¥ 278	Deferred income taxes and other current liabilities	¥	512			
	Deferred income taxes and other assets	3,769	Deferred income taxes and other liabilities		418			
Interest rate swaps and cross-currency swap agreements	Deferred income taxes and other current assets	34	Deferred income taxes and other current liabilities		45			
Total		¥ 4,081		¥	975			
W. 1 11	Derivative Assets  Location on the consolidated	Estimated	Derivative Liabilities  Location on the consolidated		timated			
Undesignated derivative instruments	Balance Sheets	fair value	Balance Sheets	_	r value			
Forwards contracts	Deferred income taxes and other current assets	¥ 1,412	Deferred income taxes and other current liabilities	¥	5,280			
	Deferred income taxes and other assets	28	Deferred income taxes and other liabilities		_			
	Deferred income taxes and other	10	Deferred income taxes and other		253			
Interest rate swaps and cross-currency swap agreements	current assets	10	current liabilities					
-					_			
-	current assets Deferred income taxes and other	¥ 1,450	current liabilities Deferred income taxes and other	¥	5,533			

	Millions of yen							
	March 31, 2017							
	Derivative Assets		Derivative Liabilities					
Derivative instruments designated as hedging instruments	Location on the consolidated Balance Sheets	Estimated fair value		Location on the consolidated Balance Sheets	Estimated fair value			
Forwards contracts	Deferred income taxes and other current assets	¥ 2,133	Deferred income taxes and other current liabilities	¥ 241				
	Deferred income taxes and other assets	17	Deferred income taxes and other liabilities	411				
Interest rate swaps and cross-currency swap agreements	Deferred income taxes and other current assets	8	Deferred income taxes and other current liabilities	129				
Total		¥ 2,158		¥ 781				
	Derivative Assets		Derivative Liabilities					
Undesignated derivative instruments	Location on the consolidated Balance Sheets	Estimated fair value	Location on the consolidated Balance Sheets	Estimated fair value				
Forwards contracts	Deferred income taxes and other current assets	¥ 353	Deferred income taxes and other current liabilities	¥ 1,938				
	Deferred income taxes and other assets	1	Deferred income taxes and other liabilities	_				
Interest rate swaps and cross-currency swap agreements	Deferred income taxes and other current assets	67	Deferred income taxes and other current liabilities	956				
	Deferred income taxes and other assets		Deferred income taxes and other liabilities					
Total		¥ 421		¥ 2,894				
Total Derivative Instruments		¥ 2,579		¥ 3,675				

The effects of derivative instruments on the consolidated statements of income and the consolidated statements of comprehensive income for the nine months ended December 31, 2017 and 2016 are as follows:

## Derivative instruments designated as cash flow hedging relationships

			1	Millions	of yen											
		Nine months ended December 31, 2017														
			Ineffective portion excluded from effective													
	gair	gains (losses) gains (losses) ga recognized reclassified re in OCI from accumulated from		gains (losses) gains (losses) recognized reclassified in OCI from accumulated fr		Amount of gains (losses) reclassified from accumulated OCI into income		gains (losses) reclassified from accumulated		gains (losses) reclassified from accumulated		gains (losses) reclassified from accumulated		Location of gains (losses) recognized in income on derivatives	gain: rec	nount of s (losses) ognized income erivatives
Forwards contracts	¥	3,730	Other income (expenses), net: Other, net	¥	2,543	Other income (expenses), net: Other, net	¥	(165)								
Interest rate swaps and cross-currency swap agreements		110	<u>—</u>			_		_								
Total	¥	3,840		¥	2,543		¥	(165)								

				Millions	of yen			
			Nine mont	hs ended	December 31,	2016		
			Effective portion			Ineffective portio excluded from effective		
	gai re	amount of ins (losses) ecognized in OCI derivatives	Location of gains (losses) reclassified from accumulated OCI into income	gair rec from a	nount of as (losses) classified accumulated nto income	Location of gains (losses) recognized in income on derivatives	gains rec in	nount of s (losses) ognized income erivatives
Forwards contracts	¥	(2,061)	Other income (expenses), net: Other, net	¥	884	Other income (expenses), net: Other, net	¥	59
Interest rate swaps and cross-currency swap agreements		172	_		_	_		
Total	¥	(1,889)		¥	884		¥	59

<sup>\*</sup> OCI stands for other comprehensive income (loss).

## Derivative instruments not designated as hedging instruments relationships

	Millions o	f yen				
	Nine months ended December 31, 2017					
	Location of gains (losses) recognized in income on derivatives		gains (losses) recognized come on derivatives			
Forwards contracts	Other income (expenses), net: Other, net	¥	(3,538)			
Interest rate swaps and	Cost of sales		(80)			
cross-currency swap agreements	Other income (expenses), net: Other, net		38			
Total		¥	(3,580)			

	Millions of	f yen	
	Nine months ended De		
	Location of gains (losses) recognized in income on derivatives	Amo	ount of gains (losses) recognized in income on derivatives
Forwards contracts	Other income (expenses), net: Other, net	¥	(2,530)
Interest rate swaps and cross-currency swap agreements	Cost of sales Other income (expenses), net: Other, net		(86) 72
Total		¥	(2,544)

The effects of derivative instruments on the consolidated statements of income and the consolidated statements of comprehensive income for the three months ended December 31, 2017 and 2016 are as follows:

## Derivative instruments designated as cash flow hedging relationships

			1	Millions o	of yen				
	Three months ended December 31, 2017								
			Effective portion			Ineffective porti- excluded from effe			
	gair re	mount of ns (losses) cognized in OCI derivatives	Location of gains (losses) reclassified from accumulated OCI into income	gain red from a	mount of ns (losses) classified accumulated into income	Location of gains (losses) recognized in income on derivatives	gains rece in	nount of s (losses) ognized income erivatives	
Forwards contracts	¥	401	Other income (expenses), net: Other, net	¥	646	Other income (expenses), net: Other, net	¥	(275)	
Interest rate swaps and cross-currency swap agreements		15	_		_	_		_	
Total	¥	416		¥	646		¥	(275)	
				Millions	•				
			Three mon	ths ended	l December 31,				
			Effective portion			Ineffective portion excluded from effective			
	gair re	mount of ns (losses) cognized in OCI derivatives	Location of gains (losses) reclassified from accumulated OCI into income	gair red from a	mount of ns (losses) classified accumulated into income	Location of gains (losses) recognized in income on derivatives	gair re in	mount of ns (losses) cognized n income derivatives	
Forwards contracts	¥	(3,628)	Other income (expenses), net:	¥	(103)	_	¥	_	

Other, net

(103)

240

(3,388)

¥

Interest rate swaps and

Total

cross-currency swap agreements

<sup>\*</sup> OCI stands for other comprehensive income (loss).

## Derivative instruments not designated as hedging instruments relationships

	Millions o	of yen				
	Three months ended December 31, 2017					
	Location of gains (losses) recognized in income on derivatives		gains (losses) recognized come on derivatives			
Forwards contracts	Other income (expenses), net: Other, net	¥	(1,350)			
Interest rate swaps and	Cost of sales		(30)			
cross-currency swap agreements	Other income (expenses), net: Other, net		25			
Total		¥	(1,355)			

	Millions of	f yen	
	Three months ended D		
	Location of gains (losses) recognized in income on derivatives		of gains (losses) recognized ncome on derivatives
Forwards contracts	Other income (expenses), net: Other, net	¥	(1,388)
Interest rate swaps and cross-currency swap agreements	Cost of sales Other income (expenses), net: Other, net		(26) 70
Total		¥	(1,344)

#### 14. Fair Values of Financial Instruments

## (1) Cash and cash equivalents, Time deposits, Trade notes and accounts receivable, Other current assets, Short-term debt, Trade notes, bills and accounts payable, and Other current liabilities

The carrying amount approximates fair value because of the short maturity of these instruments.

## (2) Investment securities, marketable equity securities

The fair values of investment securities available for sale for which it is practicable to estimate fair value are based on quoted market prices and are recognized on the accompanying consolidated balance sheets.

#### (3) Long-term trade receivables

The fair values of long-term trade receivables are based on the present value of future cash flows through maturity, discounted using estimated current interest rates. The fair values computed on such a basis approximate the carrying amounts.

## (4) Long-term debt, including current portion (Note 15)

The fair values of each of the long-term debt are based on the quoted price in the most active market or the present value of future cash flows associated with each instrument discounted using the current borrowing rate for similar debt of comparable maturity and is classified in Level 2 in the fair value hierarchy.

## (5) Derivatives (Notes 13 and 15)

The fair values of derivative financial instruments, consisting principally of foreign exchange contracts and interest rate swap agreements, are estimated by obtaining quotes from brokers and are recognized on the accompanying consolidated balance sheets.

The carrying amounts and the estimated fair values of the financial instruments, including financial instruments not qualifying as hedge, as of December 31, 2017 and as of March 31, 2017, are summarized as follows:

	Millions of yen				
	Decembe	er 31, 2017	March	31, 2017	
	Carrying amount	Estimated fair value	Carrying amount	Estimated fair value	
Cash and cash equivalents	¥ 165,304	¥ 165,304	¥ 119,901	¥ 119,901	
Time deposits	2,493	2,493	2,289	2,289	
Trade notes and accounts receivable, net	765,589	765,589	619,265	619,265	
Long-term trade receivables, net	373,437	373,437	313,946	313,946	
Investment securities, marketable equity securities	3,265	3,265	59,067	59,067	
Short-term debt	307,933	307,933	128,452	128,452	
Trade notes, bills and accounts payable	303,319	303,319	240,113	240,113	
Long-term debt, including current portion	576,792	575,733	280,250	280,228	
Derivatives:					
Forwards contracts					
Assets	5,487	5,487	2,504	2,504	
Liabilities	6,210	6,210	2,590	2,590	
Interest rate swaps and cross-currency swap agreements					
Assets	44	44	75	75	
Liabilities	298	298	1,085	1,085	

## Limitations

Fair value estimates are made at a specific point in time, based on relevant market information and information about the financial instrument. These estimates are subjective in nature and involve uncertainties and matters of significant judgment and therefore cannot be determined with precision. Changes in assumptions could affect the estimates.

#### 15. Fair Value Measurements

ASC 820, "Fair Value Measurements" defines that fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. ASC 820 establishes a three-level fair value hierarchy that prioritizes the inputs used to measure fair value. The three levels of inputs used to measure fair value are as follows:

- Level 1 Quoted prices in active markets for identical assets or liabilities
- Level 2 Inputs other than quoted prices included within Level 1 that are observable for the assets or liabilities, either directly or indirectly
- Level 3 Unobservable inputs for the assets or liabilities

## Assets and liabilities that are measured at fair value on a recurring basis

The fair value hierarchy levels of assets and liabilities that are measured at fair value on a recurring basis at December 31, 2017 and at March 31, 2017 are as follows:

	Millions of yen							
At December 31, 2017	L	evel 1	Level 2		Level 3			Total
Assets								
Investment securities available for sale								
Manufacturing industry	¥	1,173	¥	_	¥	_	¥	1,173
Financial service industry						_		
Other		2,092		_		_		2,092
Derivatives								
Forward contracts		_		5,487		_		5,487
Interest rate swaps and cross-currency swap agreements				44				44
Total	¥	3,265	¥	5,531	¥	_	¥	8,796
Liabilities					-			
Derivatives								
Forward contracts	¥	_	¥	6,210	¥	_	¥	6,210
Interest rate swaps and cross-currency swap agreements		_		298		_		298
Other						16		16
Total	¥	_	¥	6,508	¥	16	¥	6,524
				Millions o	•			
At March 31, 2017	I	evel 1		Millions of	•	evel 3		Total
Assets	I	evel 1			•	evel 3		Total
Assets Investment securities available for sale	L				•	evel 3		
Assets Investment securities available for sale Manufacturing industry	¥	30,791	¥		•	evel 3		30,791
Assets Investment securities available for sale Manufacturing industry Financial service industry		30,791 23,251			L	evel 3		30,791 23,251
Assets Investment securities available for sale Manufacturing industry Financial service industry Other		30,791			L	evel 3		30,791
Assets Investment securities available for sale Manufacturing industry Financial service industry Other Derivatives		30,791 23,251		Level 2	L	evel 3		30,791 23,251 5,025
Assets Investment securities available for sale Manufacturing industry Financial service industry Other		30,791 23,251		Level 2	L			30,791 23,251
Assets Investment securities available for sale Manufacturing industry Financial service industry Other Derivatives		30,791 23,251		Level 2	L	— — — — — — — — — — — — — — — — — — —		30,791 23,251 5,025
Assets Investment securities available for sale Manufacturing industry Financial service industry Other Derivatives Forward contracts		30,791 23,251		Level 2	L	evel 3		30,791 23,251 5,025 2,504
Assets Investment securities available for sale Manufacturing industry Financial service industry Other Derivatives Forward contracts Interest rate swaps and cross-currency swap agreements	¥	30,791 23,251 5,025	¥	Level 2  2,504 75	¥			30,791 23,251 5,025 2,504 75
Assets Investment securities available for sale Manufacturing industry Financial service industry Other Derivatives Forward contracts Interest rate swaps and cross-currency swap agreements Total	¥	30,791 23,251 5,025	¥	Level 2  2,504 75	¥			30,791 23,251 5,025 2,504 75
Assets Investment securities available for sale Manufacturing industry Financial service industry Other Derivatives Forward contracts Interest rate swaps and cross-currency swap agreements Total Liabilities	¥	30,791 23,251 5,025	¥	Level 2  2,504 75	¥	evel 3		30,791 23,251 5,025 2,504 75
Assets Investment securities available for sale Manufacturing industry Financial service industry Other Derivatives Forward contracts Interest rate swaps and cross-currency swap agreements Total  Liabilities Derivatives	¥	30,791 23,251 5,025	¥	2,504 75 2,579	¥	evel 3	¥	30,791 23,251 5,025 2,504 75 61,646
Assets Investment securities available for sale Manufacturing industry Financial service industry Other Derivatives Forward contracts Interest rate swaps and cross-currency swap agreements Total  Liabilities Derivatives Forward contracts Forward contracts	¥	30,791 23,251 5,025	¥	2,504 75 2,579	¥	——————————————————————————————————————	¥	30,791 23,251 5,025 2,504 75 61,646

#### Investment securities available for sale

Marketable equity securities are classified in Level 1 in the fair value hierarchy. Marketable equity securities are measured using a market approach based on the quoted market prices in active markets.

#### Derivatives (Notes 13 and 14)

Derivatives primarily represent foreign exchange contracts and interest rate swap agreements. The fair value of foreign exchange contracts is based on a valuation model that discounts cash flows resulting from the differential between contract rate and the market-based forward rate and is classified in Level 2 in the fair value hierarchy. The fair value of interest rate swap agreements is based on a valuation model that discounts cash flows based on the terms of the contract and the swap curves and is classified in Level 2 in the fair value hierarchy.

#### Other

Other primarily represents loans which are measured at fair value under the Fair Value Option of ASC 825, "Financial Instruments". The fair value of loans is based on a valuation model based on market yield curve data and credit spread data and is classified in Level 2 in the fair value hierarchy. The credit spread data was obtained through use of credit default swaps for each counterparty.

The following table summarizes information about changes of Level 3 for the nine months ended December 31, 2017 and 2016:

	Millions of yen			
	Nine months ended December 31, 2017			onths ended er 31, 2016
Balance, beginning of year	¥	(248)	¥	(301)
Total gains or losses (realized / unrealized)		232		25
Included in earnings		234		30
Included in other comprehensive income (loss)		(2)		(5)
Balance, end of period	¥	(16)	¥	(276)

The amount of unrealized gains on classified in Level 3 liabilities recognized in earnings for the nine months ended December 31, 2017 and 2016 related to liabilities still held at December 31, 2017 and 2016 were gains of \(\xi\)234 million and \(\xi\)30 million, respectively. These gains were reported in other income (expenses), net in the consolidated statements of income.

The following table summarizes information about changes of Level 3 for the three months ended December 31, 2017 and 2016:

	Millions of yen			
		nonths ended per 31, 2017		nonths ended per 31, 2016
Balance, beginning of period	¥	(299)	¥	(274)
Total gains or losses (realized / unrealized)		283		(2)
Included in earnings		283		36
Included in other comprehensive income (loss)				(38)
Balance, end of period	¥	(16)	¥	(276)

The amount of unrealized gains on classified in Level 3 liabilities recognized in earnings for the three months ended December 31, 2017 and 2016 related to liabilities still held at December 31, 2017 and 2016 were gains of \(\frac{\pma}{2}\)283 million and \(\frac{\pma}{3}\)6 million, respectively. These gains were reported in other income (expenses), net in the consolidated statements of income.

## Assets and liabilities that are measured at fair value on a non-recurring basis

During nine months ended December 31, 2017 and 2016 assets and liabilities that were measured at fair value on a non-recurring basis were not material.

#### 16. Committed Credit Lines

Certain consolidated subsidiaries have entered into contracts with certain financial institutions for committed credit lines. These total amounts of committed credit lines at December 31, 2017 and at March 31, 2017 were \(\frac{1}{2}\)20,720 million and \(\frac{1}{3}\)399 million, respectively. These total amounts of unused committed credit lines available for full and immediate borrowings at December 31, 2017 and at March 31, 2017 were \(\frac{1}{2}\)18,869 million and \(\frac{1}{3}\)386,966 million, respectively.

Note: The Company has changed total amounts of committed credit line and unused committed credit line available for full and immediate borrowings at March 31, 2017 to include those to raise funds for acquire of Joy Global Inc.

## 17. Dividends

Nine months ended December 31, 2017

Payment amount of dividends

Resolution	Type of stock	Aggregate amount of dividends (Millions of yen)	Resource of dividends	Dividend per share (Yen)	Record date	Effective date
Ordinary general meeting of shareholders held on June 20, 2017	Common Stock	27,362	Retained earnings	29	March 31, 2017	June 21, 2017
Board of Directors held on October 27, 2017	Common Stock	33,972	Retained earnings	36	September 30, 2017	November 30, 2017

Note: The amount is rounded down to nearest million yen.

Nine months ended December 31, 2016

Payment amount of dividends

Resolution	Type of stock	Aggregate amount of dividends (Millions of yen)	Resource of dividends	Dividend per share (Yen)	Record date	Effective date
Ordinary general meeting of shareholders held on June 22, 2016	Common stock	27,353	Retained earnings	29	March 31, 2016	June 23, 2016
Board of Directors held on October 28, 2016	Common stock	27,357	Retained earnings	29	September 30, 2016	December 1, 2016

Note: The amount is rounded down to nearest million yen.

## 18. Business Segment and Geographic Information

Komatsu has three operating segments: 1) Construction, Mining and Utility Equipment, 2) Retail Finance, and 3) Industrial Machinery and Others. Those operating segments which have separate financial information are available for allocating resources and assessing its performance by management.

The accounting policies employed for the preparation of segment information are identical to those employed for the preparation of the quarterly consolidated financial statements of the Company.

Segment profit available for allocating resources and assessing its performance by management is determined by subtracting the cost of sales and selling, general and administrative expenses from net sales attributed to the operating segment. Segment profit excludes certain general corporate administration and finance expenses, such as costs of executive management, corporate development, corporate finance, human resources, internal audit, investor relations, legal and public relations. Segment profit also excludes certain charges which may otherwise relate to operating segments, including impairments of long-lived assets and goodwill.

## **Operating segments:**

Information about operating segments for the nine months ended December 31, 2017 and 2016 is as follows:

	Millions of yen			
	Nine months ended December 31, 2017		Nine months ended December 31, 2016	
Net sales:				
Construction, Mining and Utility Equipment –				
External customers	¥	1,648,621	¥	1,071,901
Intersegment		10,314		5,820
Total		1,658,935		1,077,721
Retail Finance –				
External customers		36,780		34,318
Intersegment		9,212		1,806
Total		45,992		36,124
Industrial Machinery and Others –				
External customers		120,400		120,488
Intersegment		1,091		761
Total		121,491		121,249
Elimination		(20,617)		(8,387)
Consolidated	¥	1,805,801	¥	1,226,707
Segment profit:				
Construction, Mining and Utility Equipment	¥	183,952	¥	96,546
Retail Finance		8,952		6,767
Industrial Machinery and Others		9,139		6,449
Total segment profit		202,043		109,762
Corporate expenses and elimination		(1,182)		(1,925)
Consolidated	¥	200,861	¥	107,837

Information about operating segments for the three months ended December 31, 2017 and 2016 is as follows:

	Millions of yen			
	Three months ended December 31, 2017			months ended nber 31, 2016
Net sales:				
Construction, Mining and Utility Equipment –				
External customers	¥	591,797	¥	376,613
Intersegment		2,719		2,465
Total		594,516		379,078
Retail Finance –				
External customers		13,099		12,027
Intersegment		1,651		627
Total		14,750		12,654
Industrial Machinery and Others –				
External customers		41,947		41,955
Intersegment		359		267
Total		42,306		42,222
Elimination		(4,729)		(3,359)
Consolidated	¥	646,843	¥	430,595
Segment profit:				
Construction, Mining and Utility Equipment	¥	80,196	¥	38,928
Retail Finance		3,043		2,551
Industrial Machinery and Others		4,302		2,391
Total segment profit		87,541		43,870
Corporate expenses and elimination		(400)		(269)
Consolidated	¥	87,141	¥	43,601

Reconciliation of total segment profit to consolidated income before income taxes and equity in earnings of affiliated companies for the nine months ended December 31, 2017 and 2016 is as follows:

	Millions of yen			
	Nine months ended December 31, 2017			
Total segment profit	¥	202,043	¥	109,762
Corporate expenses and elimination		(1,182)		(1,925)
Consolidated		200,861		107,837
Other operating income (expenses), net		(12,672)		(812)
Operating income		188,189		107,025
Interest and dividend income		4,059		2,602
Interest expense		(13,427)		(5,692)
Gain on sales of investment securities, net		48,287		196
Other, net		(11,768)		(868)
Consolidated income before income taxes and equity in earnings of affiliated companies	¥	215,340	¥	103,263

Reconciliation of total segment profit to consolidated income before income taxes and equity in earnings of affiliated companies for the three months ended December 31, 2017 and 2016 is as follows:

	Millions of yen			
	Three months ended December 31, 2017			
Total segment profit	¥	87,541	¥	43,870
Corporate expenses and elimination		(400)		(269)
Consolidated		87,141		43,601
Other operating income (expenses), net		(11,575)		(702)
Operating income		75,566		42,899
Interest and dividend income		1,107		999
Interest expense		(5,190)		(1,843)
Gain on sales of investment securities, net		8,724		
Other, net		(8,984)		3,113
Consolidated income before income taxes and equity in earnings of affiliated companies	¥	71,223	¥	45,168

Business categories and principal products and services included in each operating segment are as follows:

## a) Construction, Mining and Utility Equipment operating segment:

Excavating equipment, loading equipment, grading and roadbed preparation equipment, hauling equipment, forestry equipment, tunneling machines, recycling equipment, industrial vehicles, other equipment, engines and components, casting products and logistics

## b) Retail Finance:

Financing

## c) Industrial Machinery and Others operating segment:

Metal forging and stamping presses, sheet-metal machines, machine tools, defense systems, temperature-control equipment and others Transfers between segments are made at estimated arm's length prices.

## **Geographic information:**

Net sales determined by customer location for the nine months ended December 31, 2017 and 2016 are as follows:

		Millions of yen		
		Nine months ended December 31, 2017		e months ended ember 31, 2016
Japan	¥	284,255	¥	273,720
The Americas		683,169		421,341
Europe and CIS		214,146		151,456
China		132,864		78,496
Asia (excluding Japan and China) and Oceania		374,099		231,349
Middle East and Africa		117,268		70,345
Consolidated net sales	¥	1,805,801	¥	1,226,707

Net sales determined by customer location for the three months ended December 31, 2017 and 2016 are as follows:

	<u></u>	Millions of yen			
	Three months ended December 31, 2017		Three months ended December 31, 2016		
Japan	¥	94,467	¥	100,670	
The Americas		251,039		144,757	
Europe and CIS		69,577		49,990	
China		53,626		27,091	
Asia (excluding Japan and China) and Oceania		137,465		84,563	
Middle East and Africa		40,669		23,524	
Consolidated net sales	¥	646,843	¥	430,595	

Net sales determined by geographic origin for the nine months ended December 31, 2017 and 2016 are as follows:

		Millions of yen			
	Nine months ended December 31, 2017		Nine months ended December 31, 2016		
Japan	¥	435,174	¥	386,065	
The Americas		619,524		409,105	
Europe and CIS		224,709		157,589	
China		122,641		61,994	
Others		403,753		211,954	
Total	¥	1,805,801	¥	1,226,707	

Net sales determined by geographic origin for the three months ended December 31, 2017 and 2016 are as follows:

		Millions of yen			
		Three months ended December 31, 2017		Three months ended December 31, 2016	
Japan	¥	150,069	¥	139,855	
The Americas		204,717		141,017	
Europe and CIS		73,191		50,033	
China		47,355		23,709	
Others		171,511		75,981	
Total	¥	646,843	¥	430,595	

There were no sales to a single major external customer for the nine months and three months ended December 31, 2017 and 2016.

#### 19. Income Taxes

The Tax Cuts and Jobs Act (the "Act") was enacted on December 22, 2017 in the United States of America. The measurement of income tax accounting effects of the Act under ASC 740, "Income Taxes" is not completed as of the issue date of the quarterly consolidated financial statements. Therefore, Komatsu adopted SAB 118 and recorded provisional amounts based on the information available as of the issue date of the quarterly consolidated financial statements for income tax accounting effects of the Act. The amounts of income tax accounting effects of each item for the nine and three months ended December 31, 2017 are as follows:

	Millions of yen			
	Location on the Consolidated Statements of Income	Income tax accounting effects for the nine and three months ended December 31, 2017		
Remeasurement of deferred tax assets and liabilities due to income tax rate change	Income taxes Deferred	¥ (12,065)		
Repatriation tax on previously untaxed earnings and profits of foreign companies	Income taxes Current	9,641		
	Deferred	(2,930)		
Increase of valuation allowance for foreign tax credit carry forwards	Income taxes Deferred	5,520		
Reversal of deferred tax liabilities for undistributed earnings of subsidiaries	Income taxes Deferred	(1,425)		
	Income taxes Current	9,641		
Total	Deferred	(10,900)		
	Total	¥ (1,259)		

<sup>\*</sup> The amounts are provisional, except for "Reversal of deferred tax liabilities for undistributed earnings of subsidiaries".

Komatsu does not expect material changes to the above amounts initially recorded. However, Komatsu will continue to measure income tax accounting effects of the Act and record adjustments, as needed, based on changes to the information.

## 20. Material Subsequent Events

Not applicable.

Komatsu evaluated subsequent events through February 13, 2018, the issue date of its quarterly consolidated financial statements.

## 21. Terminology, Forms and Preparation Methods of Quarterly Consolidated Financial Statements

The terminology, forms and preparation methods of the Company's quarterly consolidated financial statements are in accordance with U.S. GAAP.

The main differences between quarterly consolidated financial statements prepared in accordance with U.S. GAAP and those prepared in accordance with the Accounting Standards for Quarterly Consolidated Financial Statements and the Ordinance on Terminology, Forms and Preparation Methods of Quarterly Consolidated Financial Statements of Japan are as follows.

## (1) Scope of consolidation

For quarterly consolidated financial statements in Japan, the scope of consolidation is determined on an effective control and influence basis. For quarterly consolidated financial statement in accordance with U.S. GAAP, the scope of consolidation is determined on the shareholding basis on which the determination is based on voting rights and on a consolidation basis of variable interest entities.

## (2) Accounting policies

#### a. Deferred income on installment sales

Although deferral of income on installment sales is permitted in Japan, the Company recognizes income at the time of sales without deferring income on installment sales in its quarterly consolidated financial statements in accordance with U.S. GAAP.

#### b. Share issuance cost

Although in Japan, share issuance cost is permitted to be recognized in profit or loss when incurred, the Company treats such cost in a deduction item from capital surplus as expenses incidental to capital transactions in its quarterly consolidated financial statements in accordance with U.S. GAAP.

### c. Accounting for retirement benefits

Although in Japan, net actuarial gains or losses are required to be amortized over certain periods that are shorter than the average remaining years of service, the Company has adopted the corridor approach in its quarterly consolidated financial statements in accordance with U.S. GAAP.

## d. Business combination and goodwill

Goodwill is required to be amortized over certain periods in Japan, while U.S. GAAP requires companies to implement impairment test at least once annually without goodwill being amortized. For intangible fixed assets with indefinite useful lives, U.S. GAAP also requires companies to implement impairment test without such assets being amortized.

#### (3) Presentation methods and other matters

## a. Presentation of legal retained earnings

Although in Japan, legal retained earnings is recorded as retained earnings together with other surplus, the Company separately presents as appropriated legal reserve in its quarterly consolidated financial statements in accordance with U.S. GAAP.

### b. Extraordinary income and loss

In Japan, gain or loss on certain sales of non-current assets, such as gain or loss from the sale of properties, is presented as extraordinary income or loss. However, since there is no concept of extraordinary items in U.S. GAAP, extraordinary income or loss is not presented in the Company's quarterly consolidated financial statements.