

Business Results for FY2017

(April 1, 2017 – March 31, 2018)

April 26, 2018

Komatsu Ltd. Participants

| | |
|--------------------------|--|
| Tetsuji Ohashi | President and CEO |
| Takeshi Horikoshi | Executive Officer and CFO |
| Takuya Imayoshi | Executive Officer and General Manager of Business Coordination Department |

1. Business Results for FY2017: PP4 - 12

- PP4-5 Highlights: Segment Sales and Profits for FY2017**
- PP6-7 Construction, Mining & Utility Equipment: Results for FY2017**
- P8 Retail Finance Business: Assets, Revenues and Segment Profit for FY2017**
- P9 Industrial Machinery & Others: Results for FY2017**
- P10 Consolidated Balance Sheets**
- PP11-12 Progress towards Mid-Range Management Targets**

2. Projection for FY2018 Business Results: PP14 - 31

- PP14-15 Projection for FY2018 Results: Highlights, Segment Sales and Profit**
- PP16-19 Construction, Mining & Utility Equipment: Projection of Segment Sales and Profit . KMC's Business Results**
- P20 Retail Finance: Outlook of Assets and Revenues**
- P21 Industrial Machinery & Others: Projection of Segment Sales and Profit**
- PP22-27 Construction, Mining & Utility Equipment: Actual and Projected Demand for Seven Major Products (Global and By Region)**
- PP28-29 Construction, Mining & Utility Equipment: Demand for and Sales of Mining Equipment**
- P30 Construction, Mining & Utility Equipment: Projected Sales of Parts**
- P31 Projection for Capital Expenditures, Depreciation, R&D Expenses and Fixed Costs**

Appendix: PP33 - 43

- PP33-37 Quarterly Results**
- PP38-40 Book-to-Bill Ratio [Orders Received / Sales (6 Months)]**
- PP41-43 Highlights: Segment Sales and Profit for the Fourth Quarter of FY2017 (January – March 2018)**

1. Business Results for FY2017

Highlights of FY2017 Business Results

- Consolidated net sales increased by 38.7% from FY2016 to JPY2,501.1billion.
- Operating income advanced by 56.0% to JPY271.5billion. Operating income ratio increased by 1.2 points to 10.9%.
- Net income attributable to Komatsu Ltd. improved by 73.2% to JPY196.4 billion.

| Billions of yen | FY2016 Results (A) ¥108.6/USD ¥119.3/EUR ¥16.2/RMB | FY2017 Projection (B) (As of Oct.,2017) ¥108.0/USD ¥124.4/EUR ¥16.0/RMB | FY2017 Results (C) | | Changes (C-A) | | | | |
|-----------------------------------|---|---|-------------------------|-----------|-------------------------|---------|---------------------|-----------|--------|
| | | | Komatsu Conventional *1 | KMC | Komatsu Conventional *1 | KMC | increase (decrease) | Change % | |
| Net sales | 1,802.9 | 2,328.0 | 2,037.0 | 291.0 | 2,501.1 | 2,183.2 | 317.8 | +698.1 | +38.7% |
| Segment profit (loss) | 176.5 | 236.0 | 256.0 | *2 (20.0) | 302.9 | 315.4 | *2 (12.4) | +126.3 | +71.6% |
| Other operating income(expenses) | (2.4) | (20.0) | (20.0) | - | (31.3) | (31.3) | (0.0) | (28.9) | - |
| Operating income (loss) | 174.0 | 216.0 | 236.0 | *2 (20.0) | 271.5 | 284.0 | *2 (12.4) | +97.4 | +56.0% |
| Profit ratio (loss ratio) | 9.7% | 9.3% | 11.6% | (6.9)% | 10.9% | 13.0% | (3.9)% | +1.2pts. | - |
| Other income (expenses) | (7.6) | 21.0 | | | 20.2 | | | +27.8 | - |
| Income before income taxes | 166.4 | 237.0 | | | 291.8 | | | +125.3 | +75.3% |
| Net income *3 | 113.3 | 159.0 | | | 196.4 | | | +83.0 | +73.2% |
| ROE | 7.3% | 10.1% | | | 12.1% | | | +4.8pts. | |
| Net D/E ratio | 0.18 | - | | | 0.40 | | | +0.22pts. | |
| Cash dividends per share | 58yen | 72yen | | | 84yen | | | 26yen | |
| Consolidated payout ratio | 48.2% | 42.7% | | | 40.3% | | | | |

Notes:

- 1) Figures represent those which KMC's business results are excluded
- 2) KMC's segment and operating losses include temporary expenses in the table on the right.
- 3) Upon adoption of ASC 810, "Net income" is equivalent to "Net income attributable to Komatsu Ltd."

| Billions of yen | FY2017 Projection (As of Oct.,2017) | FY2017 Results |
|---------------------------|-------------------------------------|----------------|
| Depreciation after PPA * | (40.0) | (40.2) |
| Integration expenses etc. | (6.0) | (7.5) |
| Total | (46.0) | (47.8) |

Note:

PPA stands for Purchase Price Allocation. It is an accounting process of valuating and allocating acquired assets and liabilities to fair prices.

Segment Sales and Profit for FY2017

- **Construction, Mining & Utility Equipment:** Sales advanced by 44.7% from FY2016, to JPY2,280.9 billion. Segment profit expanded by 70.7% to JPY275.9 billion. Segment profit ratio improved by 1.8 points to 12.1%.
- **Retail Finance:** Revenues increased by 22.8% to JPY60.3 billion. Segment profit improved by 191.1% to JPY12.9 billion.
- **Industrial Machinery & Others:** Sales amounted to JPY185.4 billion, down 2.9% from FY2016. Segment profit advanced by 16.0% to JPY14.4 billion.

☐ % : Profit ratio [] : Sales after elimination of inter-segment transactions

| Billions of yen | FY2016 Results (A) | FY2017 Projection (B) (As of Oct.,2017) | | FY2017 Results (C) | | Changes (C-A) | | | |
|--|----------------------|--|----------------------|----------------------|----------------------|----------------------|------------------|--------------------|--------------------|
| | | Komatsu Conventional | KMC | Komatsu Conventional | KMC | increase (decrease) | % Change | | |
| Net sales | 1,802.9 | 2,328.0 | 2,037.0 | 291.0 | 2,501.1 | 2,183.2 | 317.8 | +698.1 | +38.7% |
| Construction, mining & utility equipment | 1,576.5 [1,566.3] | 2,106.0 [2,092.0] | 1,815.0 [1,801.0] | 291.0 [291.0] | 2,280.9 [2,267.3] | 1,963.1 [1,949.4] | 317.8 [317.8] | +704.3 [+700.9] | +44.7% [+44.8%] |
| Retail finance | 49.0 [46.7] | 57.5 [49.0] | 57.5 [49.0] | - [49.0] | 60.3 [49.6] | 60.3 [49.6] | - [49.6] | +11.2 [+2.9] | +22.8% [+6.3%] |
| Industrial machinery & others | 191.0 [189.9] | 188.0 [187.0] | 188.0 [187.0] | - [187.0] | 185.4 [184.1] | 185.4 [184.1] | - [184.1] | (5.6) [(5.8)] | (2.9)% [(3.1)%] |
| Elimination | (13.7) | (23.5) | (23.5) | - | (25.5) | (25.5) | - | (11.8) | - |
| Segment profit | ☐ 9.8% 176.5 | ☐ 10.1% 236.0 | ☐ 12.6% 256.0 | ☐ (6.9)% (20.0) | ☐ 12.1% 302.9 | ☐ 14.4% 315.4 | ☐ (3.9)% (12.4) | +126.3 | +71.6 % |
| Construction, mining & utility equipment | ☐ 10.3% 161.6 | ☐ 10.2% 215.0 | ☐ 12.9% 235.0 | ☐ (6.9)% (20.0) | ☐ 12.1% 275.9 | ☐ 14.7% 288.4 | ☐ (3.9)% (12.4) | +114.2 | +70.7% |
| Retail finance | ☐ 9.1% 4.4 | ☐ 19.1% 11.0 | ☐ 19.1% 11.0 | - | ☐ 21.5% 12.9 | ☐ 21.5% 12.9 | - | +8.5 | +191.1% |
| Industrial machinery & others | ☐ 6.5% 12.4 | ☐ 6.6% 12.5 | ☐ 6.6% 12.5 | - | ☐ 7.8% 14.4 | ☐ 7.8% 14.4 | - | +1.9 | +16.0% |
| Corporate & elimination | (2.0) | (2.5) | (2.5) | - | (0.4) | (0.4) | - | +1.6 | - |

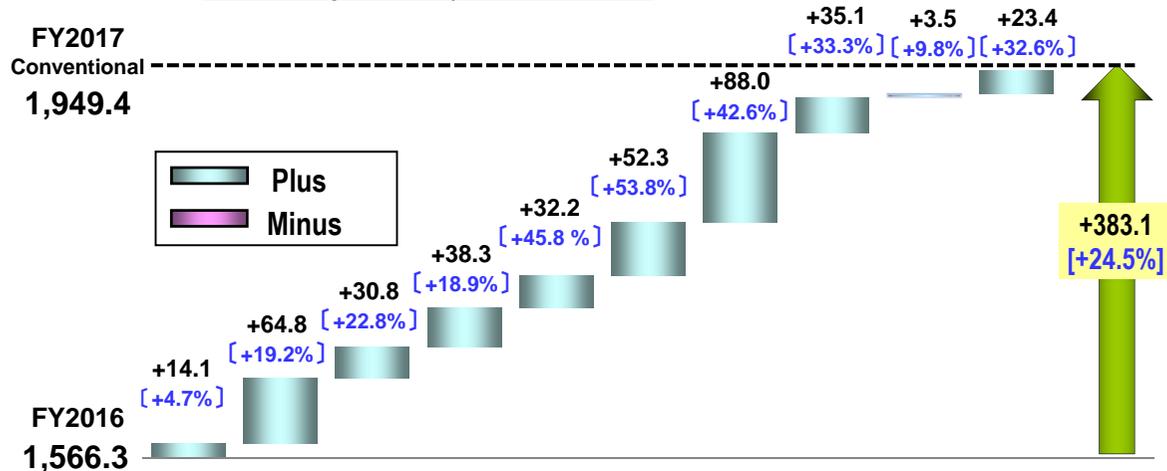
Review of three business segments

- **Construction, Mining & Utility Equipment:**
Both sales and profit expanded, supported by advanced sales, especially in North America, China, Asia, as well as the benefits of the new addition of KMC to consolidated accounting.
- **Retail Finance:**
Both revenues and profit increased, mainly reflecting increased assets in North America.
- **Industrial Machinery & Others**
Sales declined from FY2016. Profit expanded, mainly supported by increased sales of machine tools to the automobile manufacturing industry.

Construction, Mining & Utility Equipment: Sales by Region for FY2017 (To Outside Customers) 6

- Sales to outside customers advanced by 44.8% from FY2016, to JPY2,267.3 billion. When KMC's sales are excluded, sales increased by 24.5% to JPY1,949.4 billion.
- Excluding those of KMC, sales improved in all regions. Sales expanded sharply, especially in North America, China and Asia.
- The ratio of sales in Strategic Markets increased to 55% of total sales. (The ratio of Strategic Market was also 54%, when KMC's sales were included.)

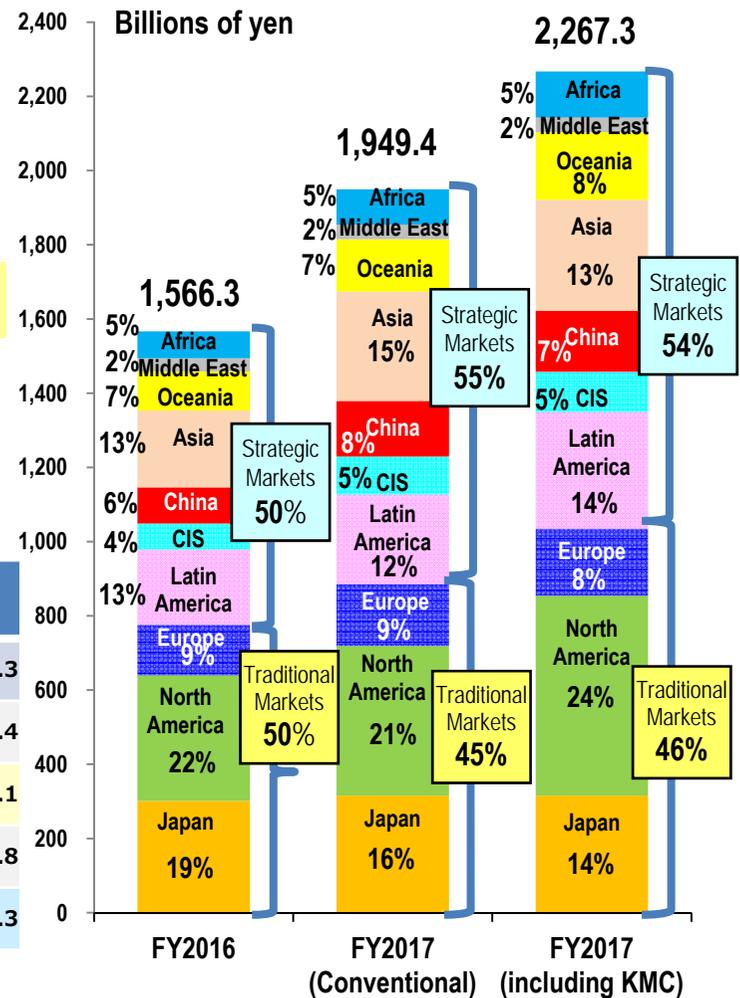
YoY Comparison (Conventional)



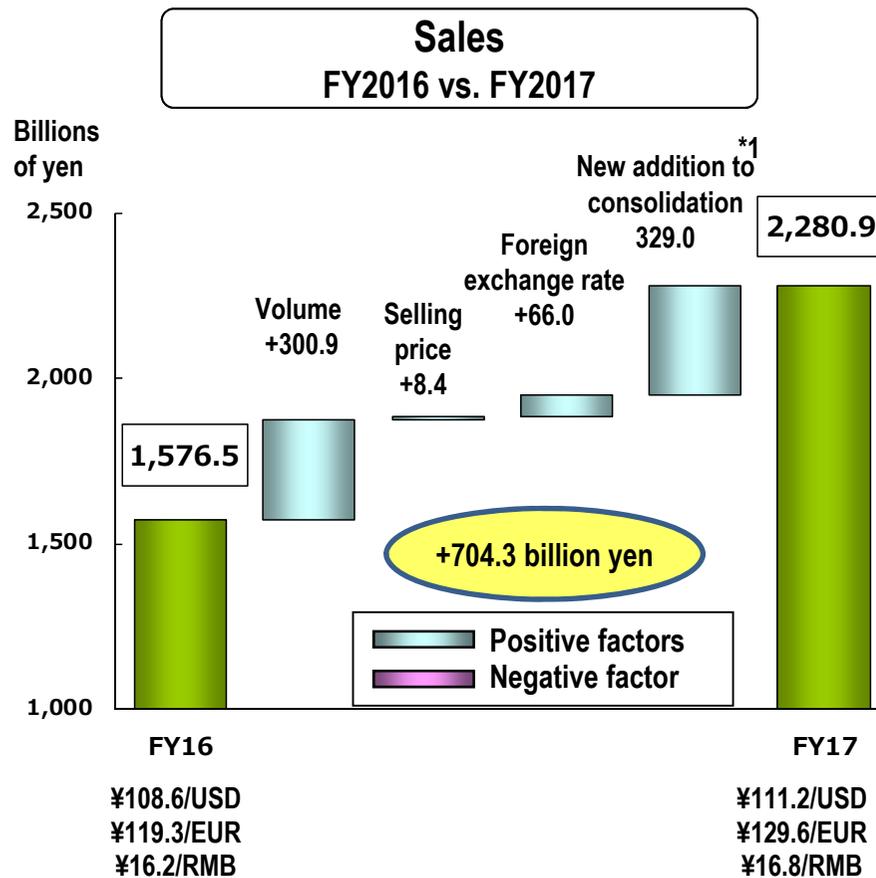
| Billions of yen | Japan | North America | Europe | Latin America | CIS | China | Asia | Oceania | Middle East | Africa | Total |
|----------------------|-------|---------------|--------|---------------|-------|-------|-------|---------|-------------|--------|---------|
| FY2016 | 301.5 | 338.4 | 135.5 | 202.9 | 70.5 | 97.3 | 206.6 | 105.6 | 35.8 | 71.8 | 1,566.3 |
| Komatsu Conventional | 315.6 | 403.2 | 166.4 | 241.3 | 102.7 | 149.7 | 294.6 | 140.8 | 39.3 | 95.3 | 1,949.4 |
| increase (decrease) | +14.1 | +64.8 | +30.8 | +38.3 | +32.2 | +52.3 | +88.0 | +35.1 | +3.5 | +23.4 | +383.1 |
| KMC | 0.0 | 134.9 | 14.0 | 73.3 | 5.7 | 15.0 | 3.9 | 41.1 | 0.2 | 29.3 | 317.8 |
| FY2017 | 315.6 | 538.2 | 180.4 | 314.7 | 108.5 | 164.7 | 298.6 | 181.9 | 39.5 | 124.6 | 2,267.3 |

Traditional Markets: Japan, North America, Europe, Latin America, CIS, China, Asia, Oceania, Middle East, Africa

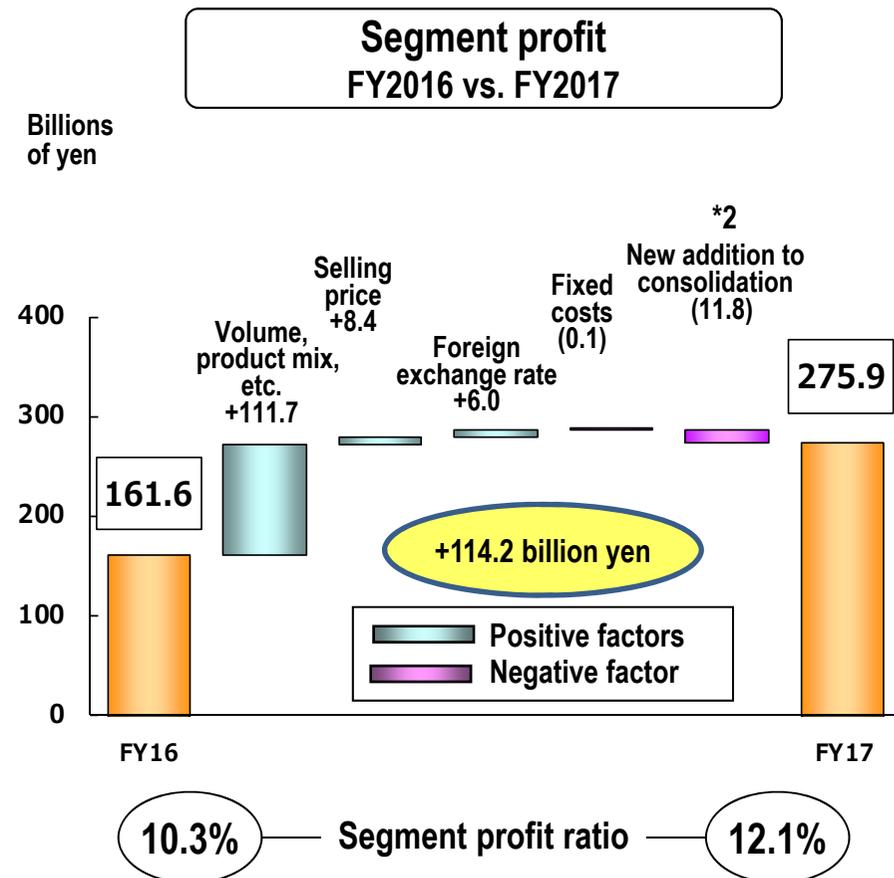
Strategic Markets: North America, Europe, Latin America, CIS, China, Asia, Oceania, Middle East, Africa



- FY2017 sales increased by JPY704.3 billion from FY2016, supported by increased volume of sales, the positive factor of foreign exchange rates and the benefits of the new addition of KMC to consolidated accounting. Although segment profit was adversely affected by temporary expenses of KMC, it increased by JPY114.2 billion as a whole.
- Segment profit ratio improved by 1.8 points to 12.1%.

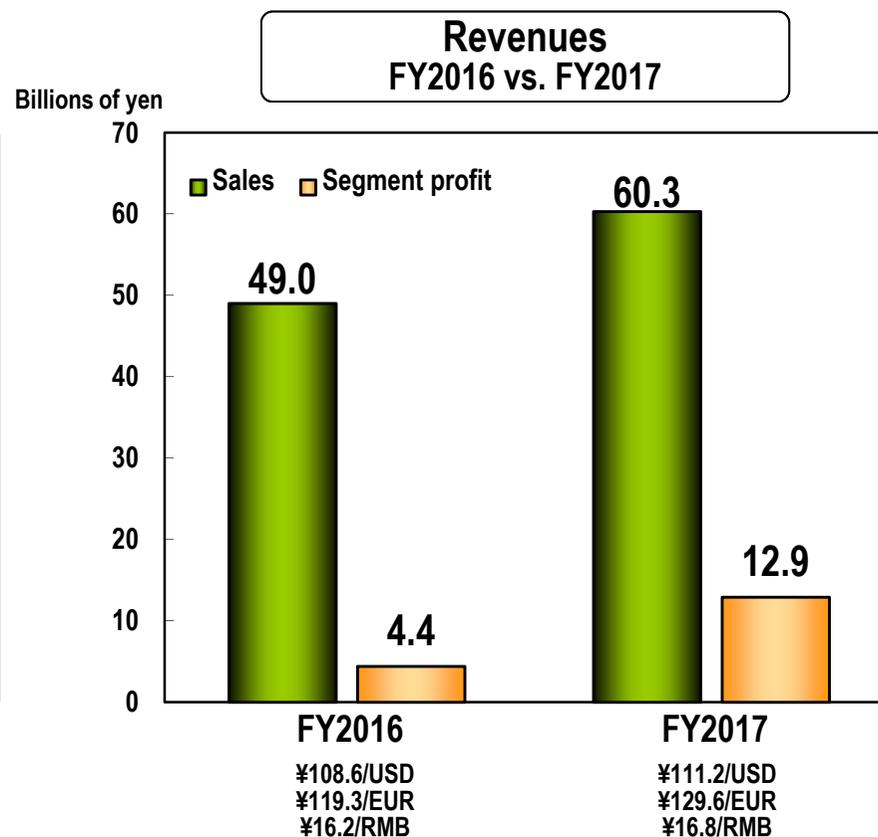
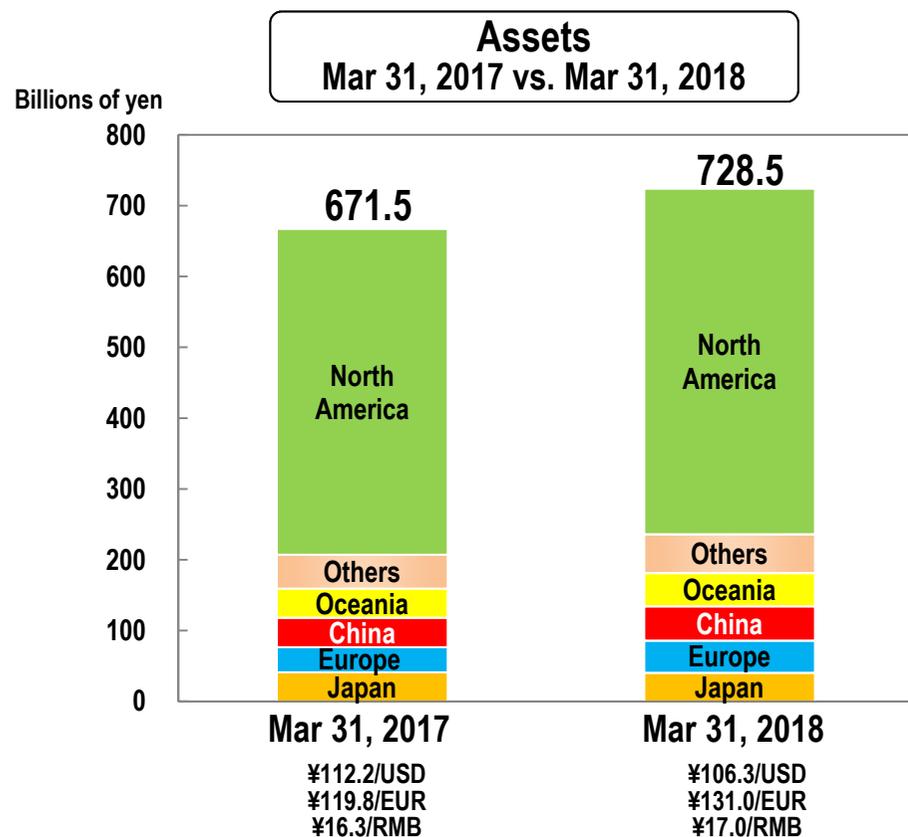


*1: Including JPY317.8 billion resulting from the new addition of KMC to consolidated accounting



*2: Including JPY(12.4) billion resulting from the new addition of KMC to consolidated accounting.

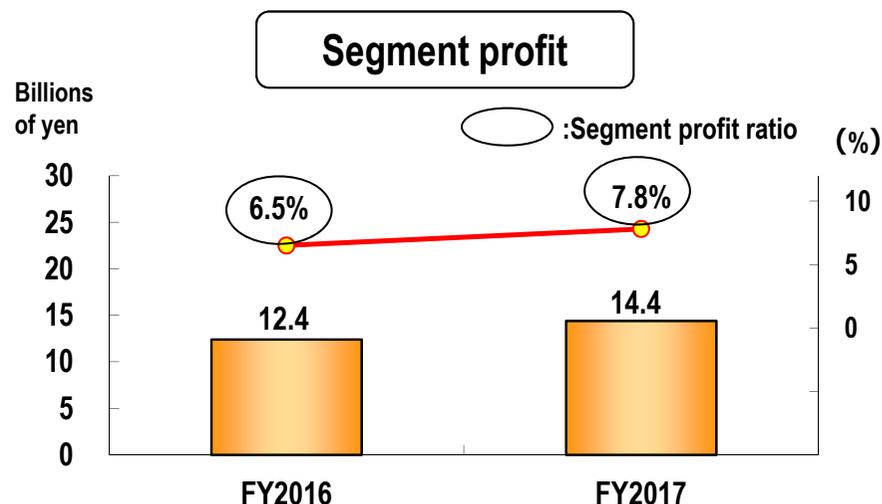
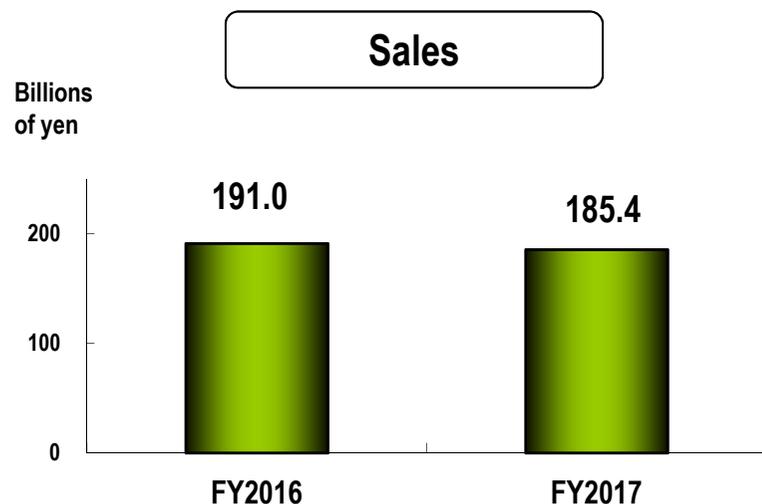
- Assets increased, mainly due to increased sales of equipment, especially in North America.
- Segment profit improved, mainly supported by no more adverse effects of allowance for doubtful accounts recorded in China for FY2016.



| Billions of yen | 2017/3E | 2018/3E | Changes |
|----------------------------|---------|---------|------------|
| Interest-bearing debt | 506.0 | 546.0 | +40.0 |
| Interest-bearing debt, net | 501.2 | 542.6 | +41.4 |
| Net D/E ratio | 3.65 | 3.50 | (0.15)pts. |

| | FY2016 | FY2017 | Changes |
|-----|--------|--------|---------|
| ROA | 0.7% | 1.9% | 1.2% |

- Sales declined by 2.9% to at JPY185.4.
- Segment profit increased, mainly due to increased sales of machine tools to the automobile manufacturing industry. Segment profit ratio was 7.8%.



Breakdown of sales

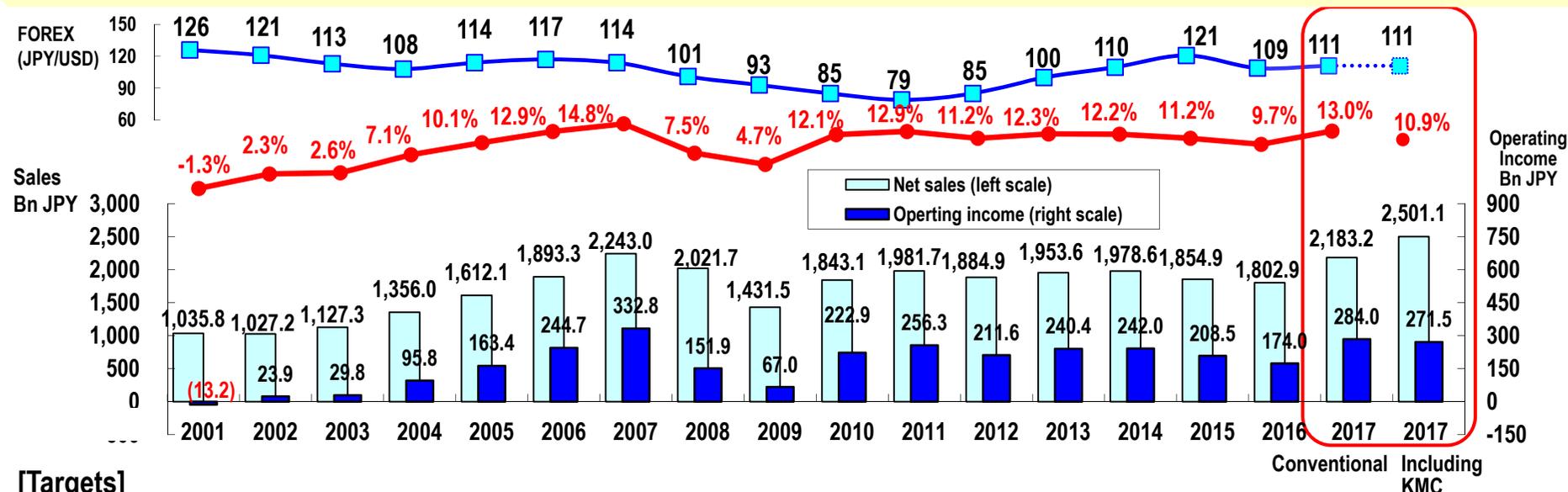
| Billions of yen | FY2016 | FY2017 | Changes | |
|---|----------------|---------------|---------------------|---------------------|
| | | | increase (decrease) | Change % |
| Komatsu Industries Corp., etc. [total of press and sheet-metal machines] | 56.6 | 51.4 | (5.1) | (9.1)% |
| Komatsu NTC Ltd. [represented by wire saws] | 55.2 [10.7] | 62.9 [8.6] | +7.7 (1.9) | +14.0% [(18.6)%] |
| Gigaphoton | 32.0 | 37.1 | +5.1 | +15.9% |
| Others | 47.0 | 33.7 | (13.2) | (28.2)% |
| Total | 191.0 | 185.4 | (5.6) | (2.9)% |

Consolidated Balance Sheets

- Total assets grew by JPY716.0 billion from the previous fiscal year-end, affected by the new addition of KMC to consolidated accounting and increased inventories.
- Interest-bearing debt increased by JPY401.8 billion to JPY810.5 billion, mainly affected by the acquisition of KMC.
- Komatsu Ltd. shareholders' equity ratio declined by 10.0 points to 49.4%.

| ○ : Net D/E ratio | Mar. 31, 2017 | | Mar. 31, 2018 | | increase (decrease) | Mar. 31, 2018 Affect of new addition of KMC to consolidation |
|--|---------------------------------------|--------------|---------------------------------------|--------------|------------------------|---|
| Billions of yen | ¥112.2/USD ¥119.8/EUR ¥16.3/RMB | | ¥106.3/USD ¥131.0/EUR ¥17.0/RMB | | | |
| Cash & deposits (incl. time deposits) [a] | 122.1 | | 146.8 | | +24.6 | 16.6 |
| Accounts receivable (incl. long-term trade receivables) | 933.2 | | 1,155.0 | | +221.8 | 77.6 |
| Inventories | 533.8 | | 730.2 | | +196.3 | 114.6 |
| Tangible fixed assets | 679.0 | | 740.5 | | +61.5 | 77.9 |
| Other assets | 388.1 | | 599.7 | | +211.6 | 251.3 |
| Total assets | 2,656.4 | | 3,372.5 | | +716.0 | 538.2 |
| Accounts payable | 240.1 | | 303.5 | | +63.4 | 31.0 |
| Interest-bearing debt [b] | 408.7 | | 810.5 | | +401.8 | 101.5 |
| Other liabilities | 359.1 | | 514.7 | | 155.6 | 111.2 |
| Total liabilities | 1,007.9 | | 1,628.9 | | 620.9 | 243.7 |
| [Shareholders' equity ratio] | [59.4%] | | [49.4%] | | [(10.0)pts.] | |
| Komatsu Ltd. shareholders' equity | 1,576.6 | | 1,664.5 | | +87.8 | |
| Non-controlling interests | 71.8 | | 79.0 | | +7.2 | |
| Liabilities & Equity | 2,656.4 | | 3,372.5 | | +716.0 | |
| Interest-bearing debt, net [b-a] | ○ 0.18 | 286.5 | ○ 0.40 | 663.7 | +377.2 | |
| Net D/E ratio (excl. the retail finance business) | ○ (0.15) | | ○ 0.08 | | | |

We made good progress towards the targets in the second year of the mid-range management plan.



[Targets]

| Target | Index | FY2016 | FY2017 |
|---|-------------------------------------|---------|------------------|
| | | Results | Results |
| Growth • Aim at a growth rate above the industry's average. | Growth rate of Sales [VS FY2015] | (2.8)% | 38.7% [34.8%] |
| Profitability • Aim at an Industry's top-level operating income ratio. | Operating Income Ratio | 9.7% | 10.9% |
| Efficiency • Aim at 10%-level ROE. | ROE | 7.3% | 12.1% |
| Shareholder return • Keep a fair balance between investment for growth and shareholder return (incl. stock buyback), while placing main priority on investment. • Set the goal of a consolidated payout ratio of 40% or higher, and maintain the policy of not decreasing dividends as long as the ratio does not surpass 60%. | consolidated payout ratio | 48.2% | 40.3% |
| Financial position • Aim at industry's top-level financial position. | net D/E ratio | 0.18 | 0.40 |
| Retail finance Business • ROA: 2.0% or above • 5.0 or under for net debt-to-equity ratio | ROA | 0.7% | 1.9% |
| | net D/E ratio | 3.65 | 3.50 |

| Three strategies | Progress | Specific efforts |
|---|--------------------|---|
| 1. Growth strategies based on innovation | Achieved | <ul style="list-style-type: none"> • Broadened the range of intelligent Machine Control models. • Introduced SMARTCONSTRUCTION to more jobsites (over 5,000 jobsites in Japan: cumulative) • Jointly with NTT DOCOMO INC., SAP Japan Co., Ltd. and OPTiM Corporation, Komatsu planned and managed the new platform “LANDLOG” which connects the entire production processes of construction. • Achieved over 100 units of the Autonomous Haulage System in operation. • Developed add-on kits which convert manned dump trucks to unmanned ones. |
| | Tasks ahead | <ul style="list-style-type: none"> • Further reinforced and expanded SMARTCONSTRUCTION. • EUV light source* and new products to be developed by Gigaphoton. • To develop next-generation KOMTRAX. |
| 2. Growth strategies of existing businesses | Achieved | <ul style="list-style-type: none"> • Developed and introduced models compliant with the latest emission controls. • Increased sales of parts by means of M&A. • Expanded curriculum for the Asia Training & Demonstration Center. • Acquired the forest machine attachment business in Canada. |
| | Tasks ahead | <ul style="list-style-type: none"> • To promote integration with KMC. • To continue strengthening involvement in the aggregate and cement sector. • To further strengthen and expand the value chain, including rental, used equipment and retail finance businesses. |
| 3. Reforms designed to reinforce the business foundation | Achieved | <ul style="list-style-type: none"> • Made steady efforts for cost improvement. • Reformed global spare parts operation. • Three domestic sales companies merged (i.e., Komatsu Construction Equipment Sales and Service Japan Ltd., Komatsu Rental Ltd. and Komatsu Forklift Japan Ltd. |
| | Tasks ahead | <ul style="list-style-type: none"> • ICT-driven work reforms (incl. work style reforms) • To further promote cost improvement efforts. • To promote human resource development and diversity on a global scale. |

* : EUV stands for Extreme Ultraviolet, and EUV light source is one of the next-generation semiconductor manufacturing technologies.

2. Projection for FY2018 Business Results

- Consolidated net sales will remain about flat at JPY2,503.0 billion from FY2017.
- Operating income will increase by 24.8% to JPY339.0 billion. Operating income ratio will be 13.5%, an improvement of 2.7 points.
- Net income will increase by 15.1% to JPY226.0 billion.

| Billions of yen | FY2017 Results(A) ¥111.2/USD ¥129.6/EUR ¥16.8/RMB | FY2018 Projection(B) | | FY2018 Projection(B) | | Changes (B-A) | | |
|--------------------------------------|---|-------------------------------|-----------|---------------------------------------|-------------------------------|---------------|------------------------|-------------|
| | | Komatsu Conventional *1 | KMC | ¥100.0/USD ¥123.0/EUR ¥15.8/RMB | Komatsu Conventional *1 | KMC | increase (decrease) | Change % |
| Net sales | 2,501.1 | 2,183.2 | 317.8 | 2,503.0 | 2,188.0 | 315.0 | + 1.9 | + 0.1% |
| Segment profit (loss) | 302.9 | 315.4 | *2 (12.4) | 345.0 | 319.5 | *2 25.5 | +42.1 | +13.9% |
| Other operating income (expenses) | (31.3) | (31.3) | (0.0) | (6.0) | (6.0) | - | +25.3 | - |
| Operating income (loss) | 271.5 | 284.0 | *2 (12.4) | 339.0 | 313.5 | *2 25.5 | +67.5 | +24.8% |
| Profit ratio (loss ratio) | 10.9% | 13.0% | (3.9)% | 13.5% | 14.3% | 8.1% | +2.7pts. | - |
| Other income (expenses) | 20.2 | | | (19.0) | | | (39.2) | - |
| Income before income taxes | 291.8 | | | 320.0 | | | +28.2 | +9.7% |
| Net income *3 | 196.4 | | | 226.0 | | | +29.6 | +15.1% |
| ROE | 12.1% | | | 13.4% | | | 1.3pts. | |
| Cash dividends per share | 84yen | | | 96yen | | | +12yen | |
| Consolidated payout ratio | 40.3% | | | 40.1% | | | - | |

Notes 1) Figures represent those which KMC's business Results are excluded

2) KMC's segment and operating income (losse) include temporary expenses in the table on the right.

3) Upon adoption of ASC 810, "Net income" is equivalent to "Net income attributable to Komatsu Ltd.

| Billions of yen | FY2017 Results | FY2018 Projection |
|---------------------------|-------------------|----------------------|
| Depreciation after PPA * | (40.2) | (8.0) |
| Integration expenses etc. | (7.5) | (2.5) |
| Total | (47.8) | (10.5) |

Note:

PPA stands for Purchase Price Allocation. It is an accounting process of valuating and allocating acquired assets and liabilities to fair prices.

Projection for Segment Sales and Profit of FY2018

- Construction, Mining & Utility Equipment: Sales will decline by 0.5% to JPY2,270.0 billion, while segment profit should advance by 15.2% to JPY318.0 billion. Segment profit ratio should improve by 1.9 points to 14.0%.
- Retail Finance: Revenues will decline by 12.1% to JPY53.0 billion. Segment profit will also decrease by 7.4% to JPY12.0 billion.
- Industrial Machinery & Others: Sales will increase by 12.2% to JPY208.0 billion.. Segment profit should advance by 24.5% to JPY18.0 billion.

□ % : Profit ratio []: Sales after elimination of inter-segment transactions

| Billions of yen | FY2017 Results | | | FY2018 Projection | | | Changes | |
|--|---------------------------------------|----------------------|------------------|---------------------------------------|----------------------|------------------|---------------------|---------------------|
| | ¥111.2/USD ¥129.6/EUR ¥16.8/RMB | Komatsu Conventional | KMC | ¥100.0/USD ¥123.0/EUR ¥15.8/RMB | Komatsu Conventional | KMC | increase (decrease) | % Change |
| Net sales | 2,501.1 | 2,183.2 | 317.8 | 2,503.0 | 2,188.0 | 315.0 | +1.9 | +0.1% |
| Construction, mining & utility equipment | 2,280.9 [2,267.3] | 1,963.1 [1949.4] | 317.8 [317.8] | 2,270.0 [2,249.0] | 1,955.0 [1,934.0] | 315.0 [315.0] | (10.9) [(18.3)] | (0.5)% [(0.8)%] |
| Retail finance | 60.3 [49.6] | 60.3 [49.6] | - | 53.0 [48.0] | 53.0 [48.0] | - | (7.3) [(1.6)] | (12.1)% [(3.3)%] |
| Industrial machinery & others | 185.4 [184.1] | 185.4 [184.1] | - | 208.0 [206.0] | 208.0 [206.0] | - | +22.6 [+21.9] | +12.2% [+11.9%] |
| Elimination | (25.5) | (25.5) | - | (28.0) | (28.0) | - | (2.5) | - |
| Segment profit | 12.1% 302.9 | 14.4% 315.4 | (3.9)% (12.4) | 13.8% 345.0 | 14.6% 319.5 | 8.1% 25.5 | +42.1 | +13.9% |
| Construction, mining & utility equipment | 12.1% 275.9 | 14.7% 288.4 | (3.9)% (12.4) | 14.0% 318.0 | 15.0% 292.5 | 8.1% 25.5 | +42.1 | +15.2% |
| Retail finance | 21.5% 12.9 | 21.5% 12.9 | - | 22.7% 12.0 | 22.7% 12.0 | - | (0.9) | (7.4)% |
| Industrial machinery & others | 7.8% 14.4 | 7.8% 14.4 | - | 8.7% 18.0 | 8.7% 18.0 | - | +3.6 | +24.5% |
| Corporate & elimination | (0.4) | (0.4) | - | (3.0) | (3.0) | - | (2.6) | - |

Conditions of three business segments:

■ Construction, Mining & Utility Equipment

- Although we anticipate increased sales and price hikes especially in Strategic Markets, sales should remain flat from FY2017 as adversely affected by foreign exchange rates. Segment profit should improve, supported by a sharp drop of adverse effects related to temporary expenses of KMC as well as an increase of volume of sales and price hikes by conventional Komatsu.

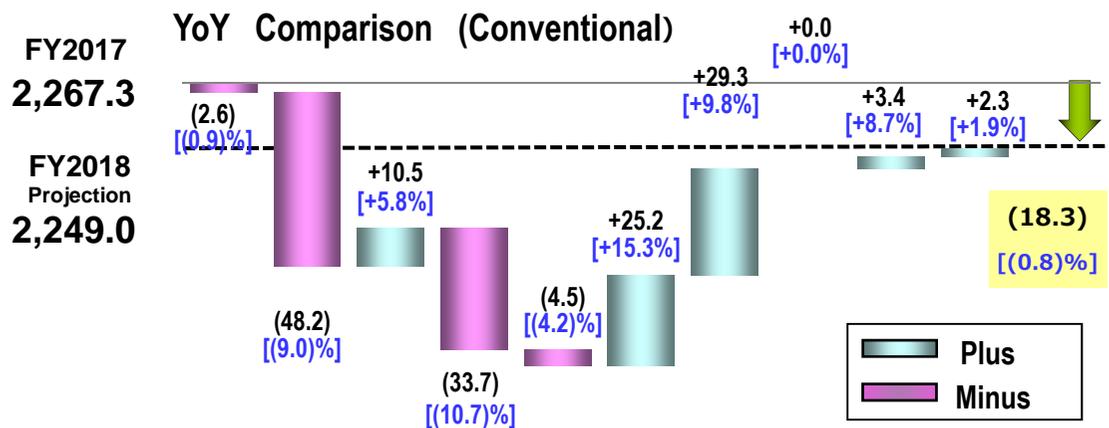
■ Retail Finance

- While assets should increase in North America, both revenues and segment profit will decline, as adversely affected by foreign exchange rates.

■ Industrial Machinery & Others

- We project both sales and segment profit will improve, supported by increased sales of machine tools and market introduction of new Servo presses.

- Overall sales, including those of KMC, to outside customers will decline by 0.8% from FY2017, to JPY2,249.0billion. When KMC's sales are excluded, sales will amount to JPY1,934.0 billion.
- While sales should increase, centering on Strategic Markets, such as China and Asia, overall sales should remain about flat from FY2017, as adversely affected by foreign exchange rates. When the foreign exchange effects are excluded, sales should increase in all regions except for Japan.
- The ratio of sales in Strategic Markets should increase to 56% of total sales.

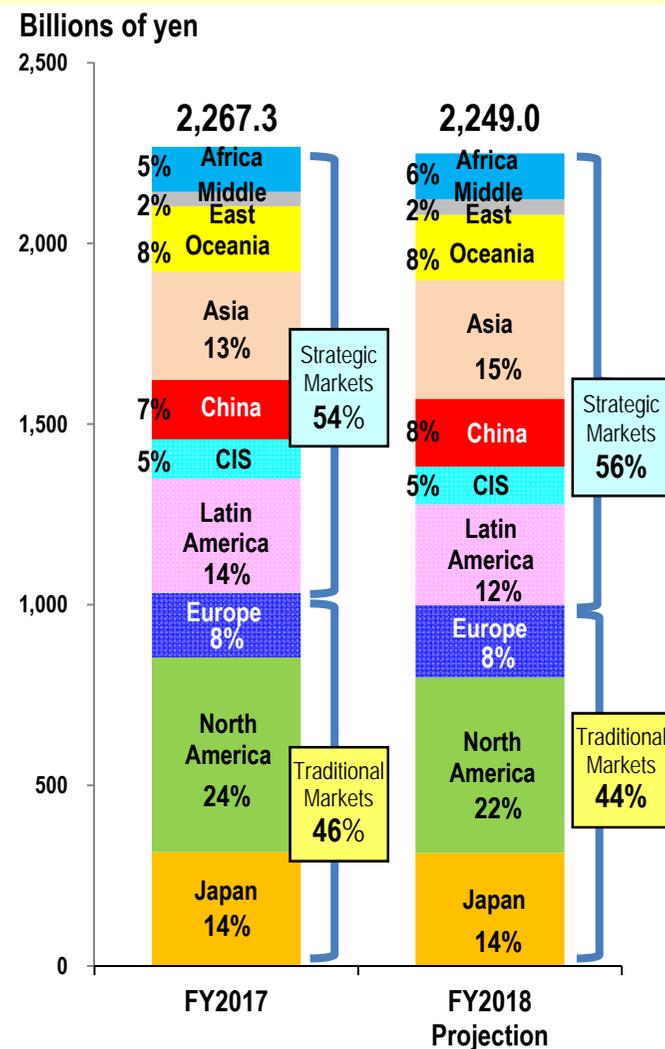


| Billions of yen | Japan | North America | Europe | Latin America | CIS | China | Asia | Oceania | Middle East | Africa | Total |
|-----------------------------|--------------|---------------|--------------|---------------|--------------|--------------|--------------|--------------|-------------|--------------|----------------|
| Komatsu Conventional | 315.6 | 403.2 | 166.4 | 241.3 | 102.7 | 149.7 | 294.6 | 140.8 | 39.3 | 95.3 | 1,949.4 |
| KMC | 0.0 | 134.9 | 14.0 | 73.3 | 5.7 | 15.0 | 3.9 | 41.1 | 0.2 | 29.3 | 317.8 |
| FY2017(A) | 315.6 | 538.2 | 180.4 | 314.7 | 108.5 | 164.7 | 298.6 | 181.9 | 39.5 | 124.6 | 2,267.3 |
| Komatsu Conventional | 313.0 | 362.0 | 167.0 | 219.0 | 100.0 | 173.0 | 326.0 | 134.0 | 43.0 | 97.0 | 1,934.0 |
| KMC | 0.0 | 128.0 | 24.0 | 62.0 | 4.0 | 17.0 | 2.0 | 48.0 | 0.0 | 30.0 | 315.0 |
| FY2018(B) Projection | 313.0 | 490.0 | 191.0 | 281.0 | 104.0 | 190.0 | 328.0 | 182.0 | 43.0 | 127.0 | 2,249.0 |
| Change(B-A) | (2.6) | (48.2) | +10.5 | (33.7) | (4.5) | +25.2 | +29.3 | +0.0 | +3.4 | +2.3 | (18.3) |

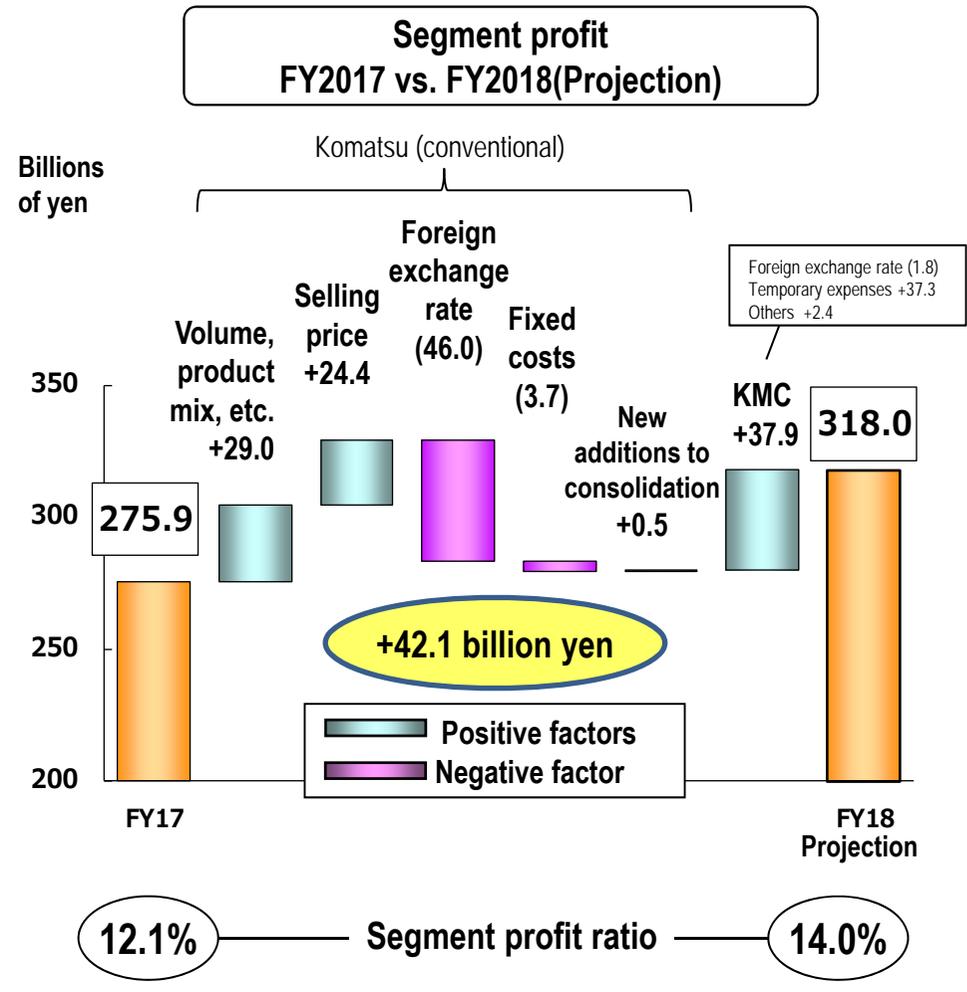
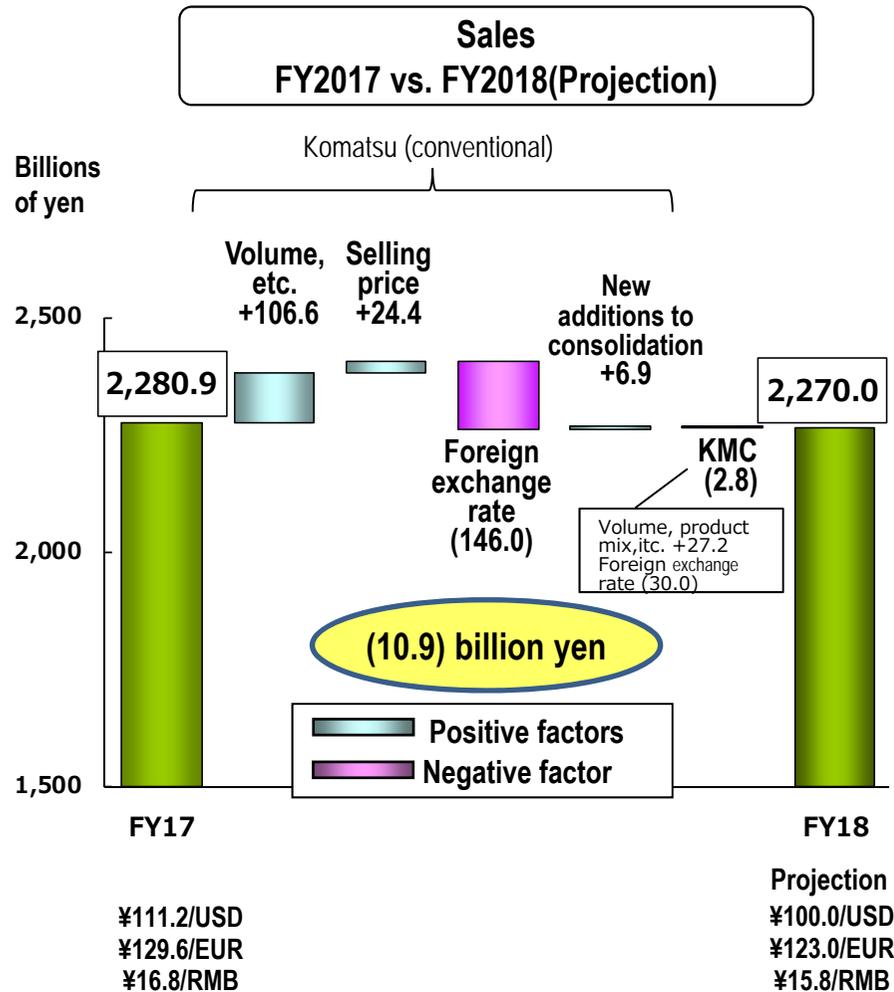
Traditional Markets

Strategic Markets

※ Region where sales will increase, when foreign exchange effects are excluded.



- While sales should merit from increased volume of sales and price hikes, we project that sales will decline by JPY10.9 billion from FY2017, as adversely affected by foreign exchange rates. Segment profit should advance by JPY42.1 billion, as increased volume of sales and price hikes will more than offset the adverse effects of foreign exchange rates.
- Segment profit ratio should improve by 1.9 points to 14.0%.

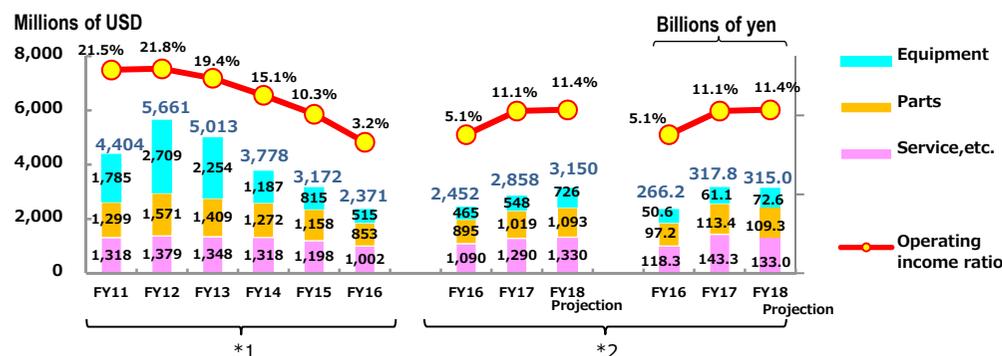


Construction, Mining & Utility Equipment: Projection for KMC's Business Result & Sales

- For FY2017, sales increased by 19.4% from FY2016, to JPY317.8 billion. Operating loss totaled JPY12.4 billion, including temporary expenses.
- For FY2018, we project sales will decline by 0.9% from FY2017, to JPY315.0 billion. Operating income should amount to JPY25.5 billion, reflecting substantially reduced temporary expenses.

| Billions of yen | FY2016 Results (A) (Reference) ※1 ¥108.6/USD | FY2017 Results (B) ¥111.2/USD | FY2018 Projection (C) ¥100.0/USD | Changes(B-A) (Reference) | | Changes(C-B) | |
|---|---|-------------------------------------|--|--------------------------|----------|------------------------|----------|
| | | | | increase (decrease) | % Change | increase (decrease) | % Change |
| Net sales | 266.2 | 317.8 | 315.0 | +51.6 | +19.4% | (2.8) | (0.9)% |
| Equipment | 50.6 | 61.1 | 72.6 | +10.5 | +20.8% | +11.5 | +18.8% |
| Parts | 97.2 | 113.4 | 109.3 | +16.2 | +16.7% | (4.1) | (3.6)% |
| Service etc. | 118.3 | 143.3 | 133.0 | +25.0 | +21.1% | (10.3) | (7.2)% |
| Operating income (loss) <excluding Temporary Expenses> | 5.1% 13.4 | 11.1% 35.3 | 11.4% 36.0 | +21.9 | +163.4% | +0.7 | +2.0% |
| Temporary Expenses (negative figure) | (10.2) | (47.8) | (10.5) | (37.6) | - | +37.3 | - |
| Depreciation after PPA ※2 | - | ※3 (40.2) | (8.0) | (40.2) | - | +32.2 | - |
| Integration expenses etc. | (10.2) | (7.5) | (2.5) | +2.7 | - | +5.0 | - |
| Operating income (loss) <including Temporary Expenses> | 1.2% 3.3 | (3.9)% (12.4) | 8.1% 25.5 | (15.7) | - | +37.9 | - |

Annual Sales & Operating Income Ratio



*1: November to October (former Joy Global Inc.'s fiscal year)

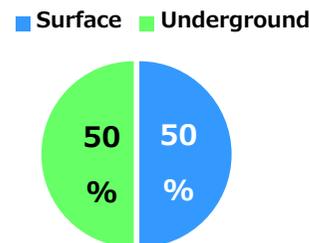
*2: April to March (Komatsu's fiscal year)

※1: Stated figures in "FY2016 results" is created based on Komatsu fiscal year.

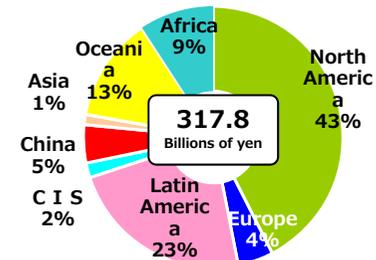
※2: PPA stands for Purchase Price Allocation. It is an accounting process of valuing and allocating acquired assets and liabilities to fair prices.

※3: Depreciation after PPA related to inventories, JPY(25.8) billion.

FY2017 Sales by Segment



FY2017 Sales by region (To Outside Customers)



- Confirmed more-than-anticipated synergy effects worth about JPY2.5 billion in FY2017, the first year of integration (incl. benefits after FY2017)
- Achieved cost reduction by winning new orders for equipment, parts, service and Reman/rebuilt* parts, by engaging in joint purchase and by integrating funding.

Sales of equipment and parts





USA



- Increased sales of parts by using them in KMC's products.

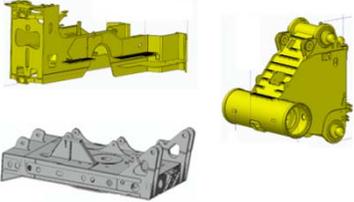
- Won an order for KMC-made rope shovel in Latin America by capitalizing on the relationship of trust with a customer..

Supply chain




Australia





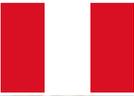
- Reduced procurement expenses through joint purchase of steel and other materials.

Synergy effects confirmed in FY2017
About JPY2.5 billion on a pre-tax income basis
 incl. benefits after FY2017

Service, Reman/Rebuild*



Peru





- Increased sales of service and rebuild by effectively using the facilities of the two.

* Reman/Rebuild: Remanufacturing and rebuilding of parts and components.

Back office

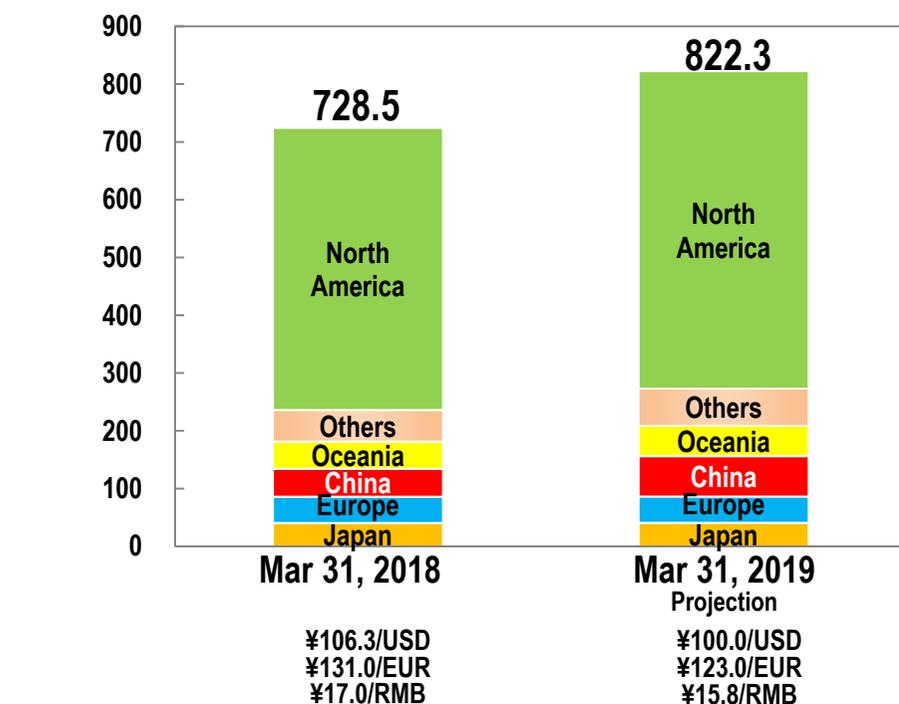



- Reduced funding cost by integrating with Komatsu America Corp.
- Reduced insurance and business trip arranging fees.
- Improved cash management of KMC's subsidiary in China in Komatsu's cash management system.
- Curtailed costs by consolidating back-office operations.

Estimated synergy effects (FY2021 target): About 10% of KMC's total sales

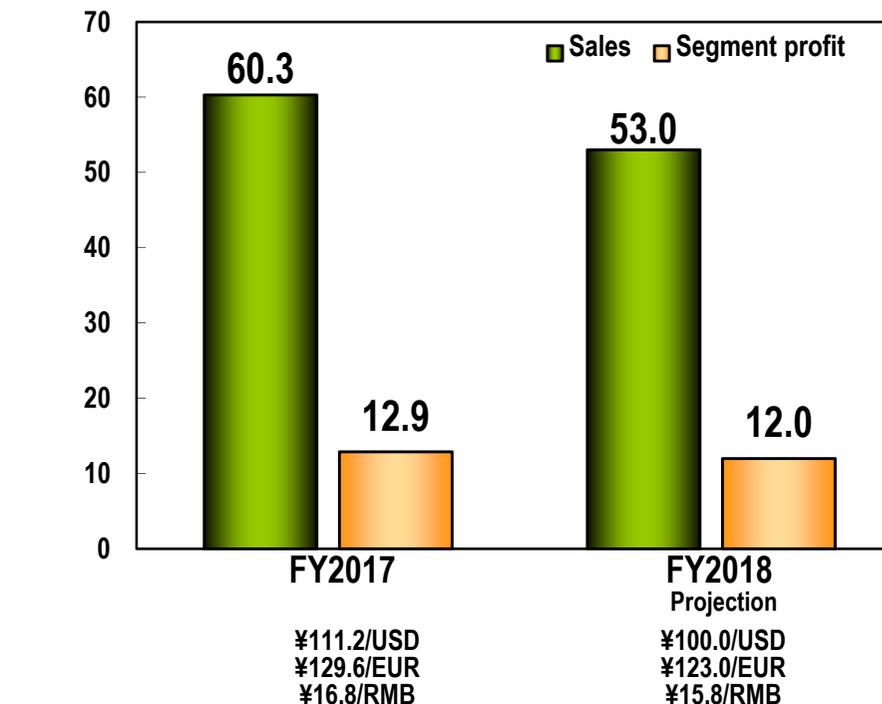
- Assets should increase, mainly due to increased sales of equipment, especially in North America.
- Both revenues and segment profit will decline, mainly affected by foreign exchange rates.

Assets
Mar 31, 2018 vs. Mar 31, 2019 (Projection)



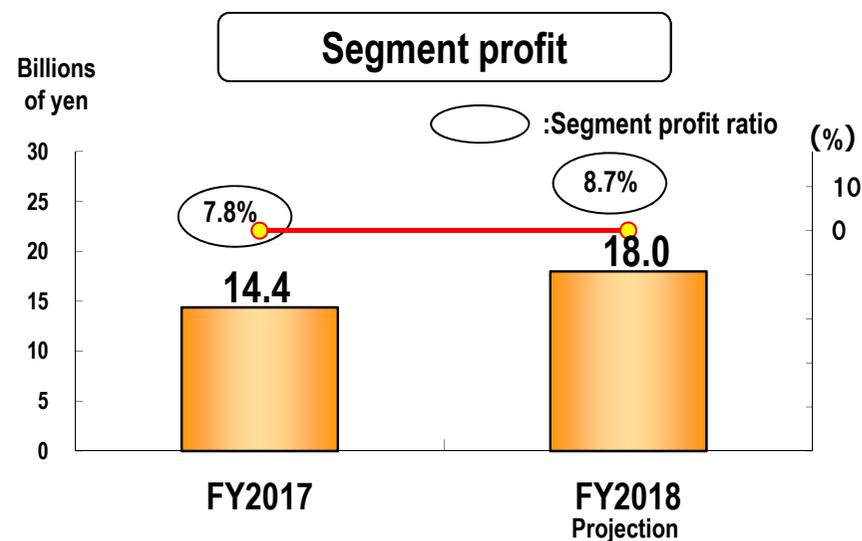
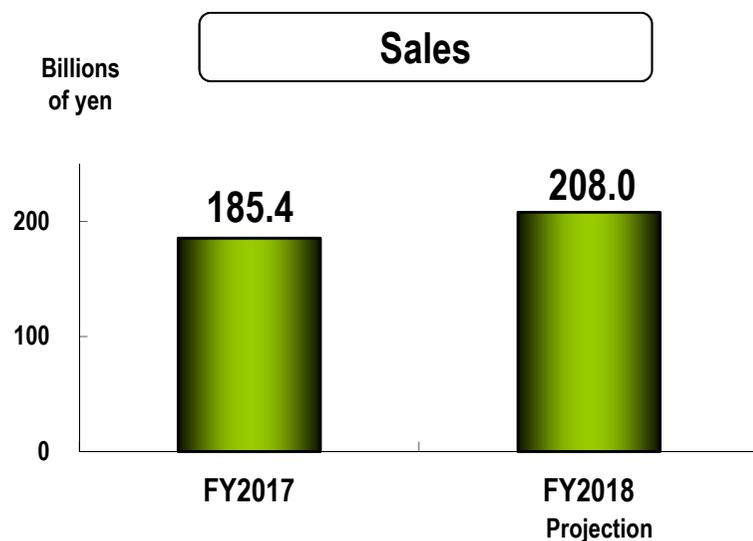
| Billions of yen | 2018/3E | 2019/3E Projection | Changes |
|----------------------------|---------|--------------------|-----------|
| Interest-bearing debt | 546.0 | 657.5 | +111.5 |
| Interest-bearing debt, net | 542.6 | 651.7 | +109.0 |
| Net D/E ratio | 3.50 | 4.70 | +1.20pts. |

Revenues
FY2017 vs. FY2018 (Projection)



| | FY2017 | FY2018 Projection | Changes |
|-----|--------|-------------------|---------|
| ROA | 1.9% | 1.6% | (0.3)% |

- We project that sales will increase by 12.2% from FY2017, to JPY208.0 billion, and segment profit by JPY3.5 billion to JPY18.0 billion.

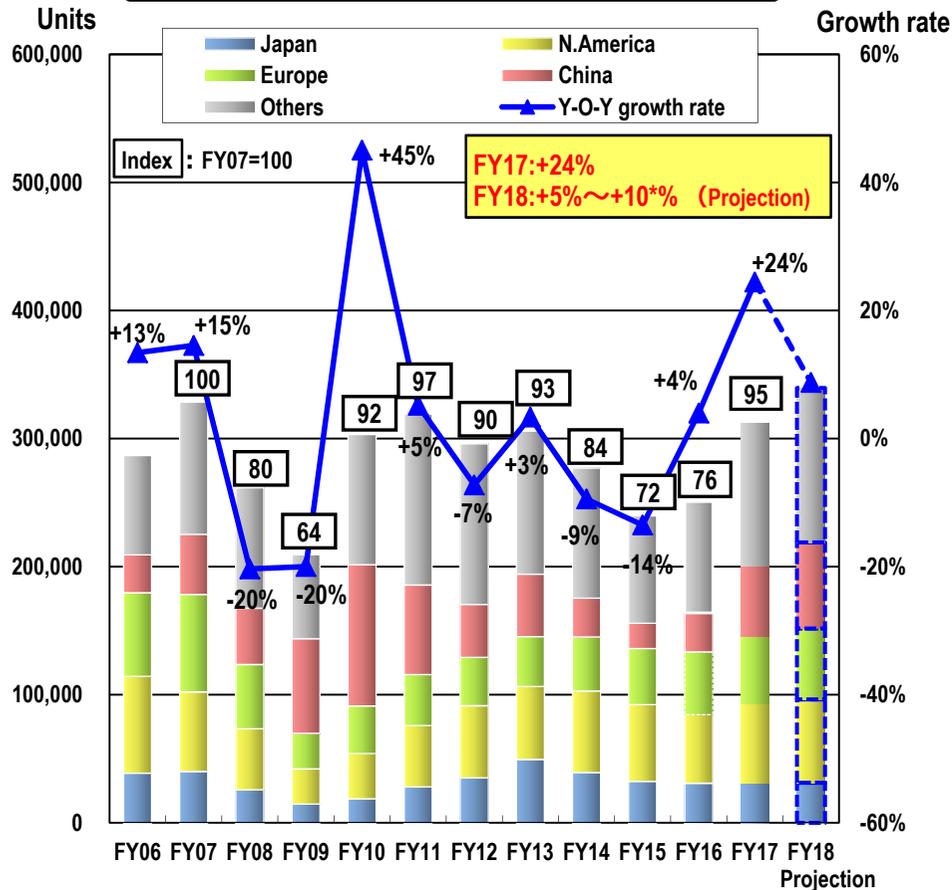


| Breakdown of sales | Billions of yen | FY2017 | FY2018 Projection | Changes | |
|---|-----------------|---------------|-------------------|---------------------|-------------------|
| | | | | increase (decrease) | Change % |
| Komatsu Industries Corp., etc. [total of press and sheet-metal machines] | | 51.4 | 61.5 | +10.0 | +19.5% |
| Komatsu NTC Ltd. [represented by wire saws] | | 62.9 [8.6] | 67.9 [7.8] | +4.9 [(0.8)] | +7.9% [(9.8)%] |
| Gigaphoton | | 37.1 | 40.5 | +3.3 | +9.1% |
| Others | | 33.7 | 38.0 | +4.2 | +12.5% |
| Total | | 185.4 | 208.0 | +22.5 | +12.2% |

Construction and Mining Equipment: Actual and Projected Demand for 7 Major Products

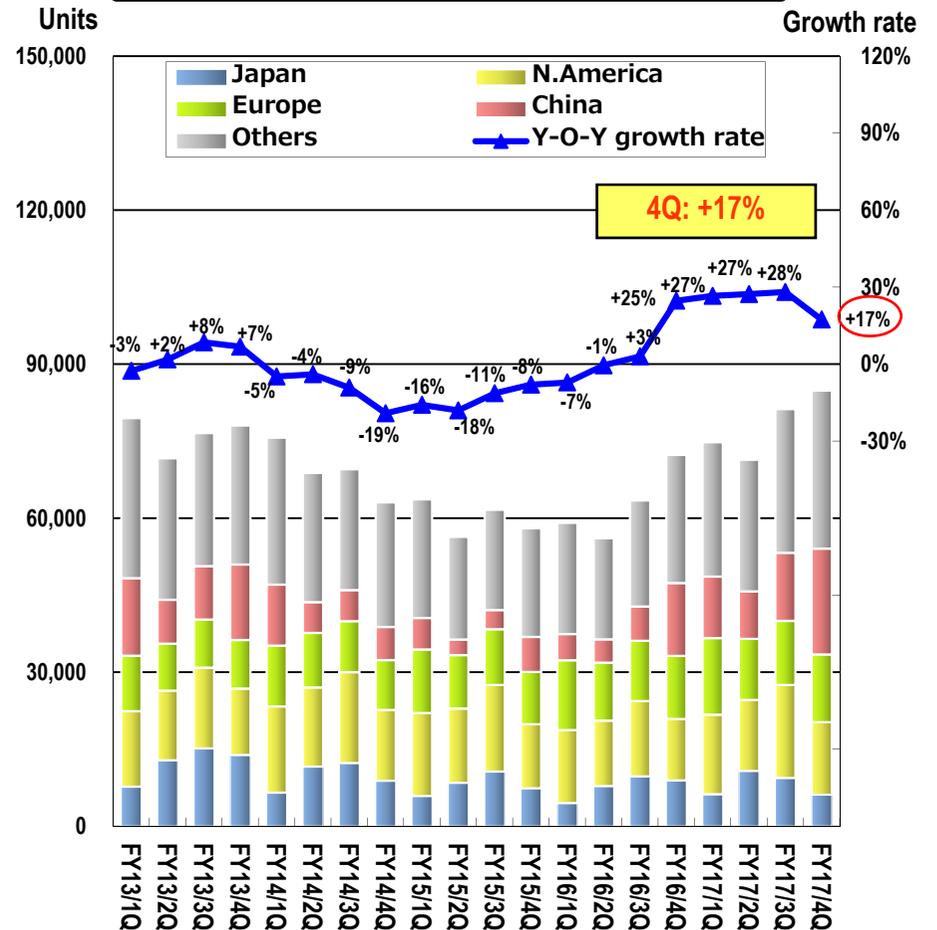
- In FY2017, global demand increased by 24%.
- In FY2018, we expect global demand should grow by 5% to 10% from FY2017.

Annual demand for 7 major products



Note: Estimated by Komatsu

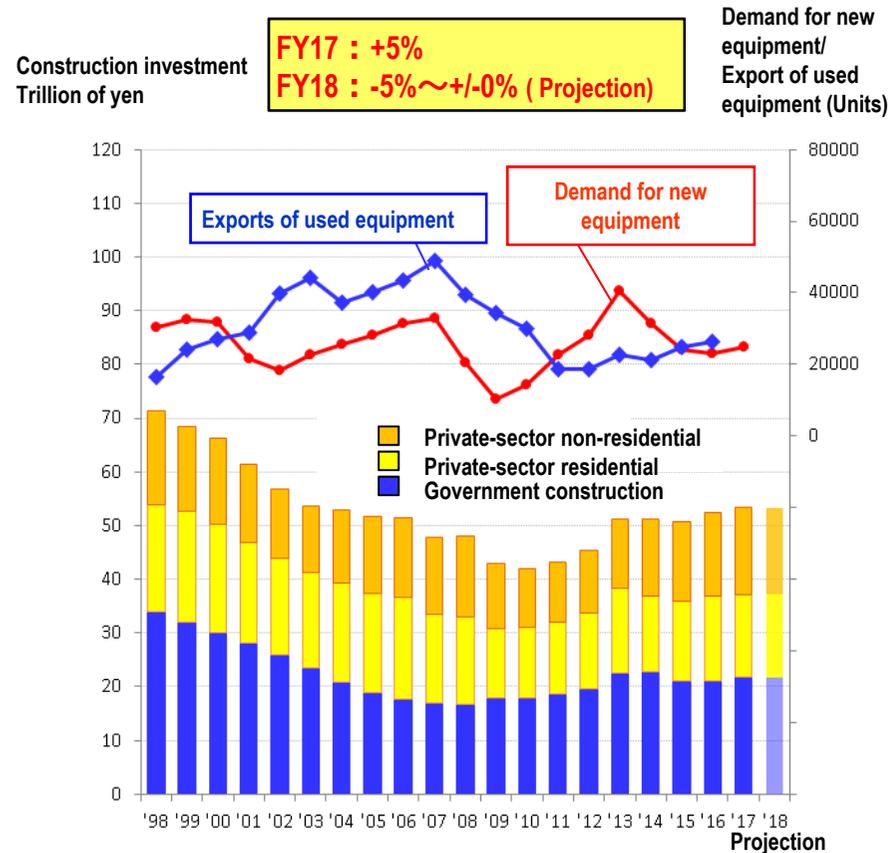
Quarterly demand for 7 major products



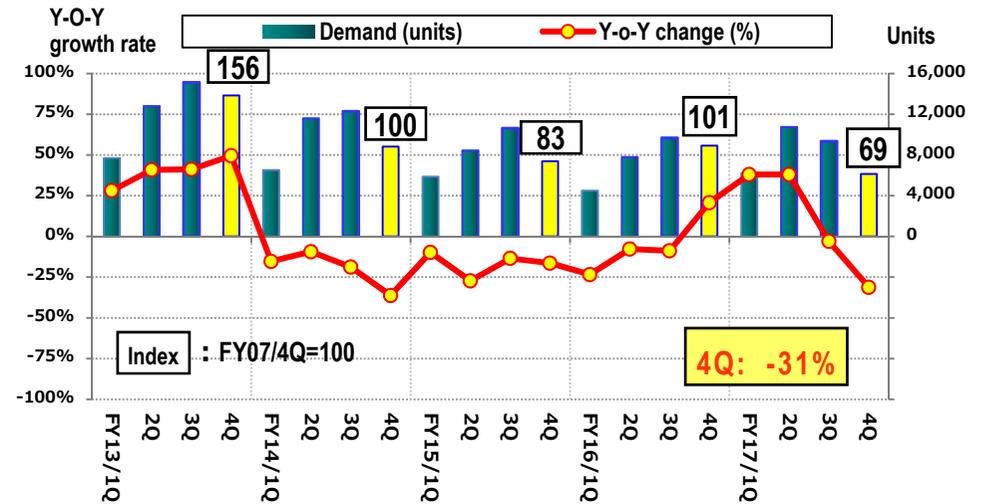
Construction and Mining Equipment: Demand in Major Markets (1) Japan

- In FY2017, demand increased by 5% from FY2016. In the second half period of FY2017, demand for new equipment declined mainly due to the reactionary drop from pre-buy demand before new emission controls (effective September 2017) in Japan in the first half period.
- We project demand will decline by 5% to +/-0% in FY2018.

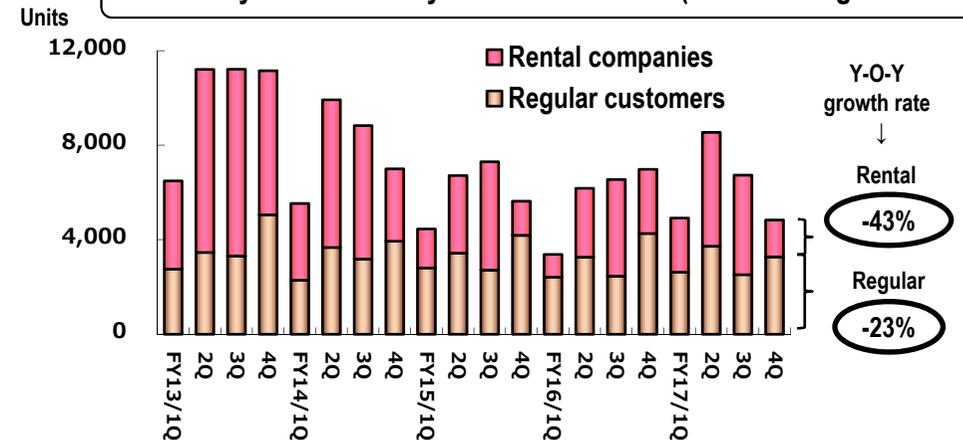
Demand for new equipment (7 major products) and construction investment



Quarterly demand for 7 major products



Quarterly demand for hydraulic excavators (Rental & Regular uses)

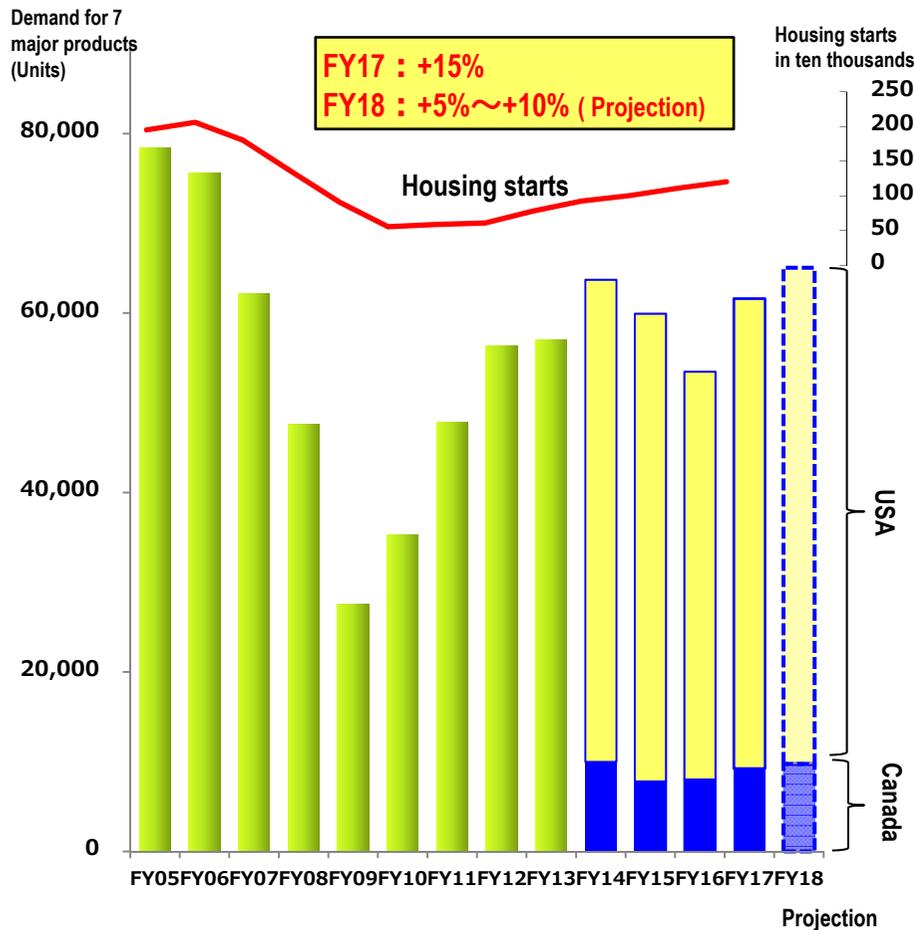


[Sources]Construction investment by the Ministry of Land, Infrastructure, Transport & Tourism, and Research Institute of Construction and Economy
Demand for 7 major products and No. of exported used equipment estimated by Komatsu

Construction and Mining Equipment: Demand in Major Markets (2) North America

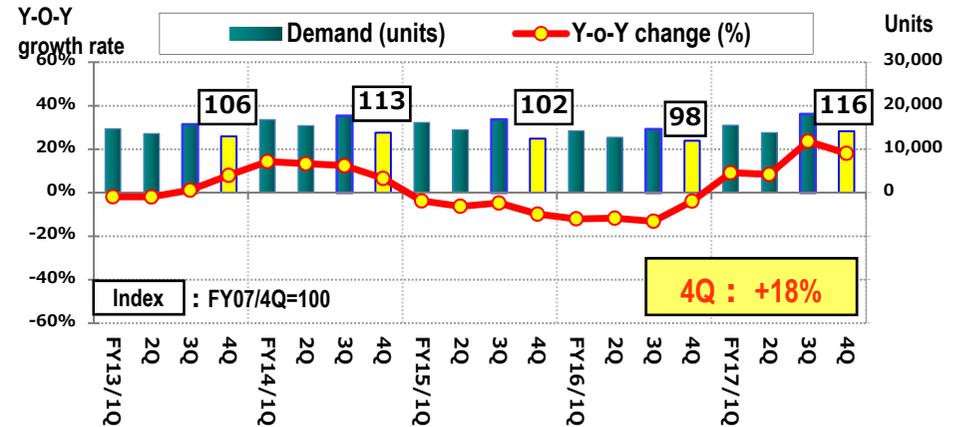
- In FY2017, North American demand should have increased by 15% from FY2016.
- In the United States, demand continued to grow steadily, centering on the infrastructure development and energy-related sectors. Demand also increased in the rental industry, where demand had been sluggish.
- We project demand will increase by 5% to 10% in FY2018 from FY2017.

Demand for 7 major products and US housing starts

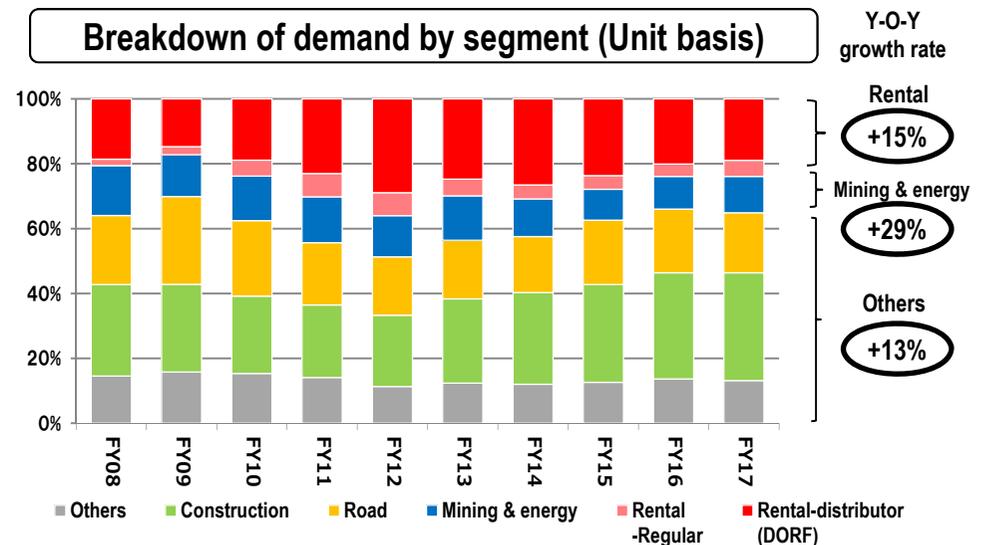


[Source]: Demand for 7 major products estimated by Komatsu

Quarterly demand for 7 major products



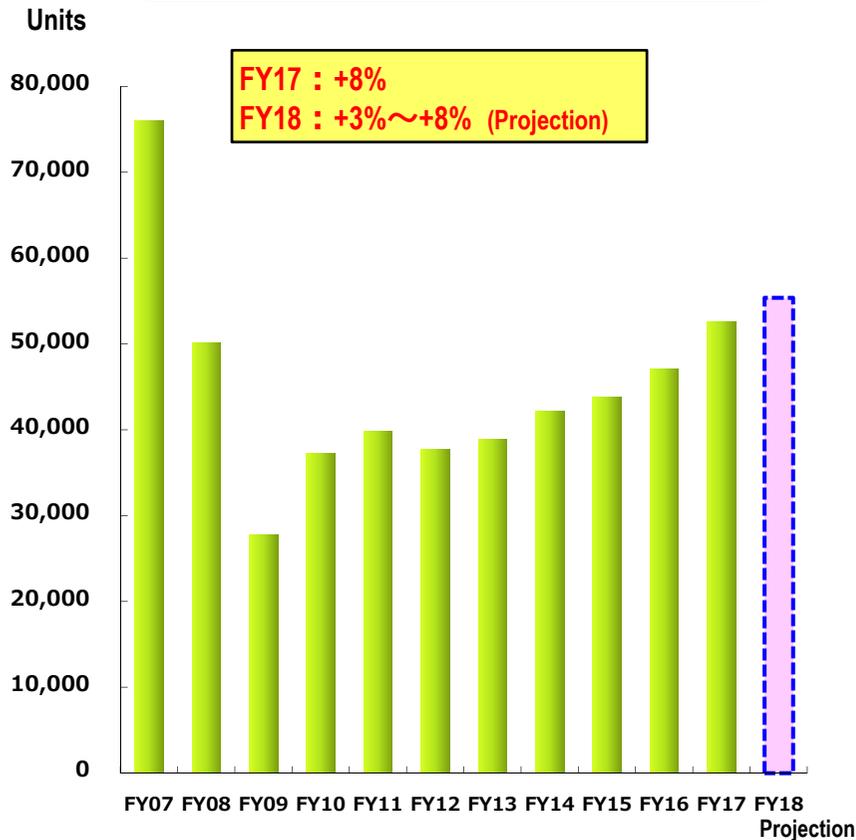
Breakdown of demand by segment (Unit basis)



Construction and Mining Equipment: Demand in Major Markets (3) Europe

- We believe that European demand will have increased by 8% in FY2017 from FY2016.
- Demand remained firm in a major market of Germany as well as in northern Europe.
- In FY2018, demand should remain steady and grow by 3% to 8% from FY2017.

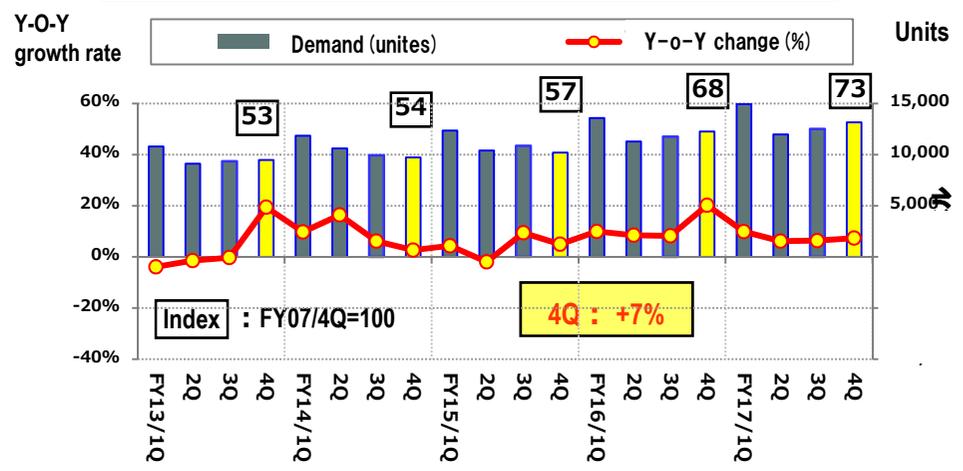
Annual demand for 7 major products



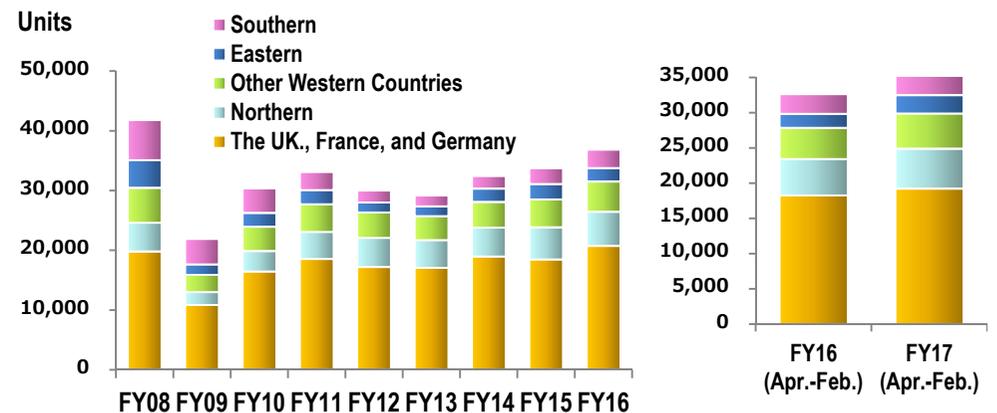
FY17 : +8%
FY18 : +3%~+8% (Projection)

[Source]: Demand for 7 major products estimated by Komatsu

Quarterly demand for 7 major products



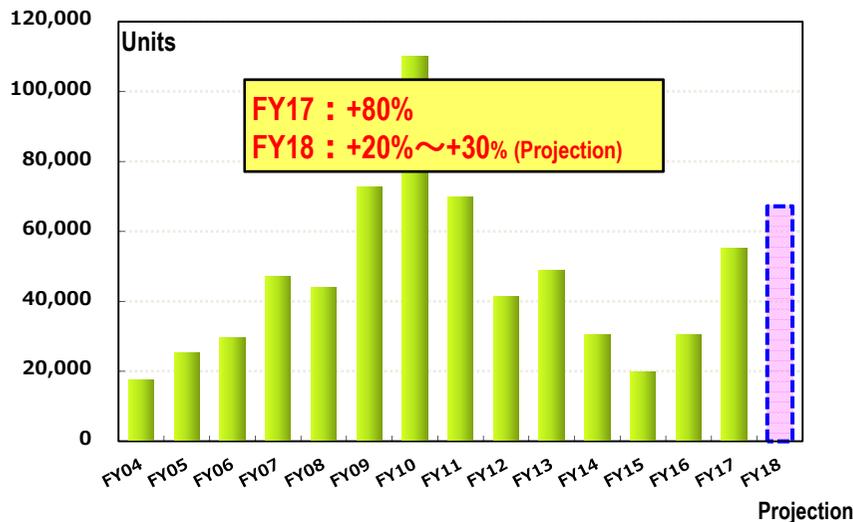
Region demand for 7 major products (Excl. 6t class)



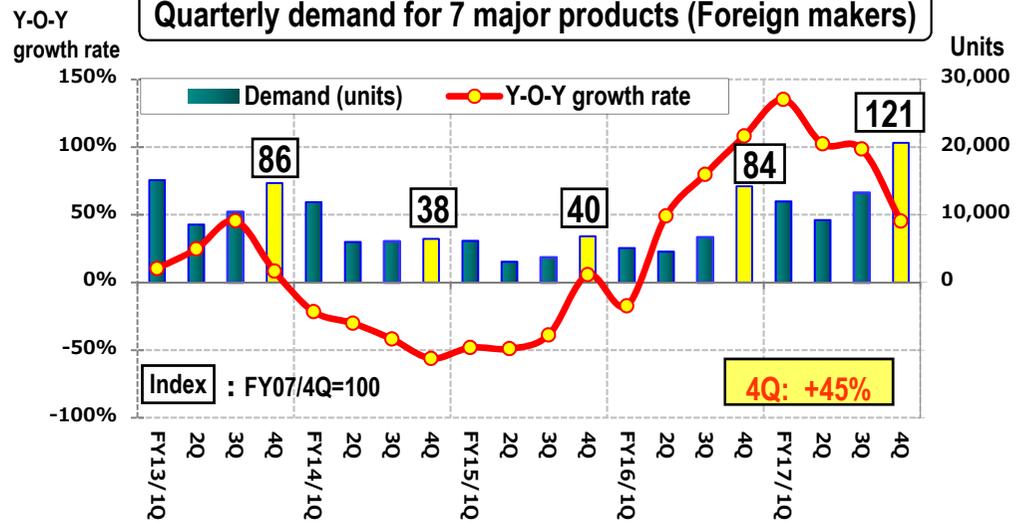
Construction and Mining Equipment: Demand in Major Markets (4) China

- In FY2017, demand expanded by 80% from FY2016.
- Demand for construction equipment continued to grow, supported by good progress of infrastructure development.
- With respect to full-year demand in FY2018, we anticipate it will increase by 20% to 30% from FY2017.

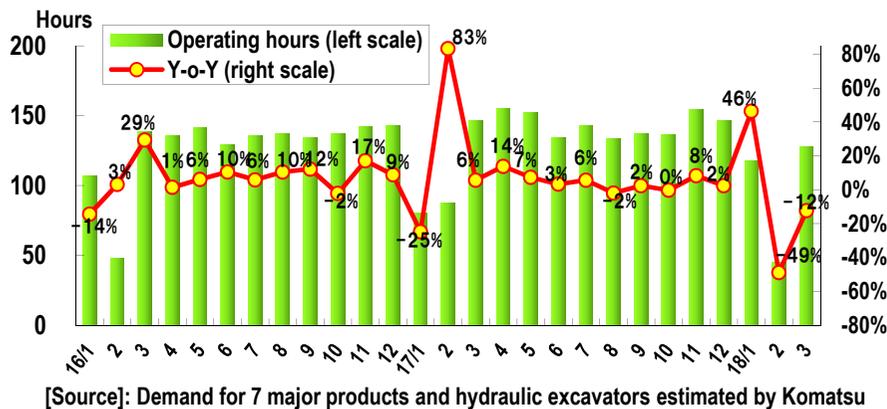
Annual demand for 7 major products (Foreign makers)



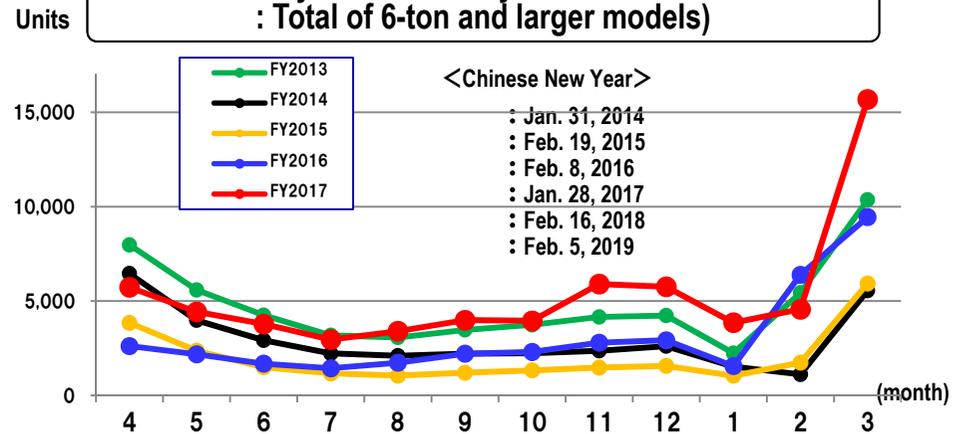
Quarterly demand for 7 major products (Foreign makers)



KOMTRAX in China : Average operating hours per month

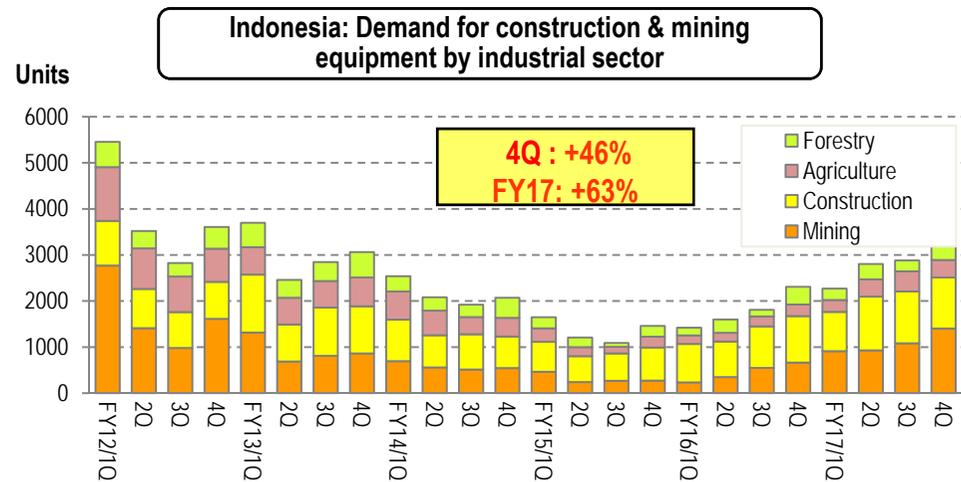
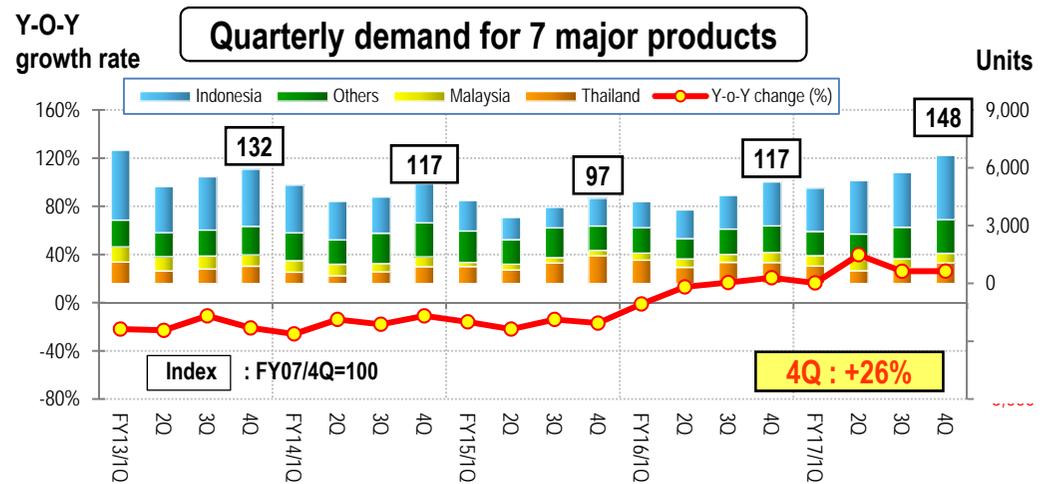
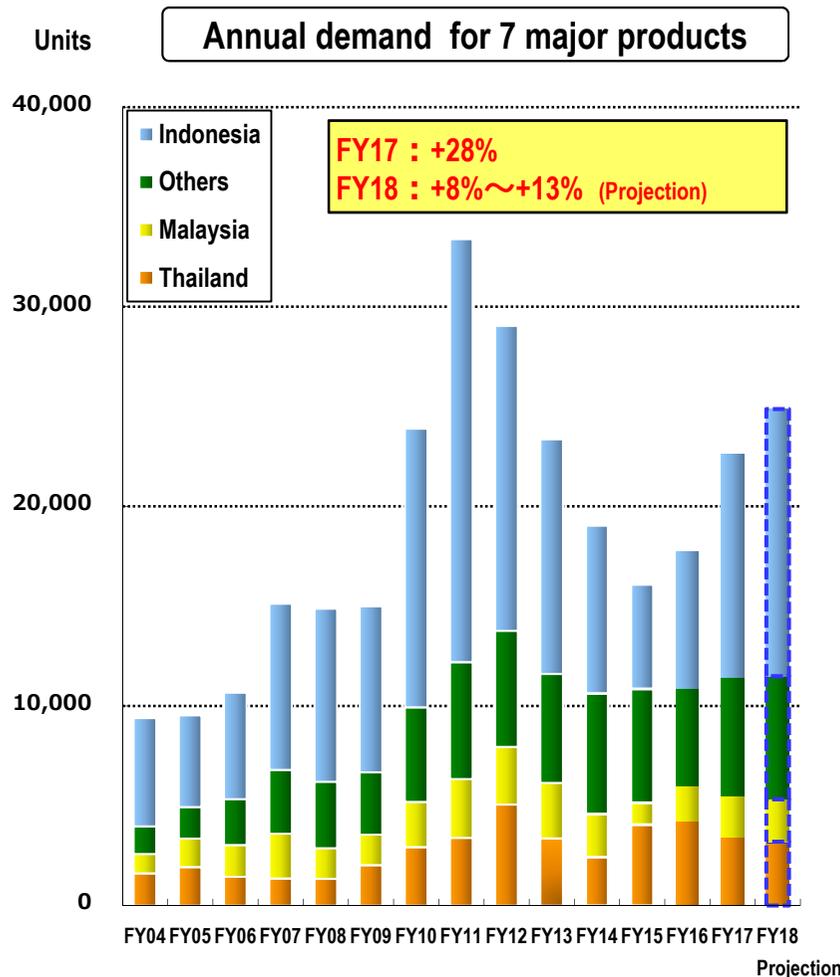


Monthly demand for hydraulic excavators : Total of 6-ton and larger models)



Construction and Mining Equipment: Demand in Major Markets (5) Southeast Asia

- In FY2017, Southeast Asian demand advanced by 28% from FY2016.
- In Indonesia, the largest market of the region, demand for mining equipment increased sharply.
- We believe demand should remain steady in FY2018, increasing by 8% to 13% from FY2017



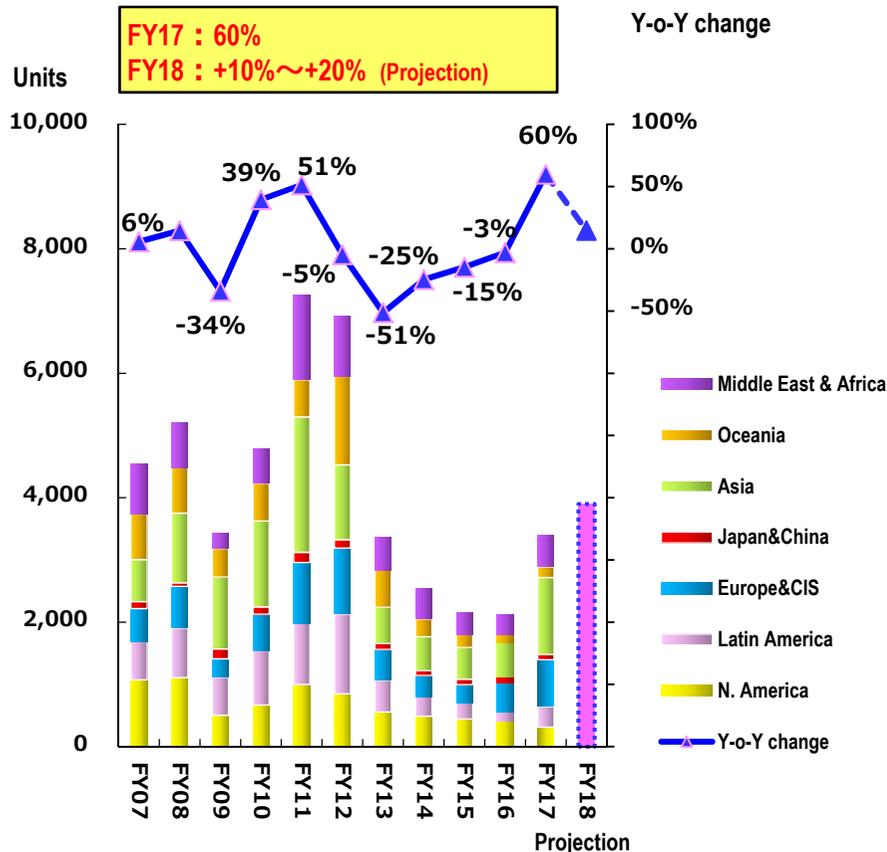
[Source]: Demand for 7 major products estimated by Komatsu

Construction and Mining Equipment: Actual and Projected Demand for Mining Equipment

- In FY2017, we estimate that global demand will have expanded by 60% from FY2016.
- Demand continues to grow in Indonesia, Oceania, Africa and some other regions.
- We project that demand will advance by 10% to 20% in FY2018 from FY2017.

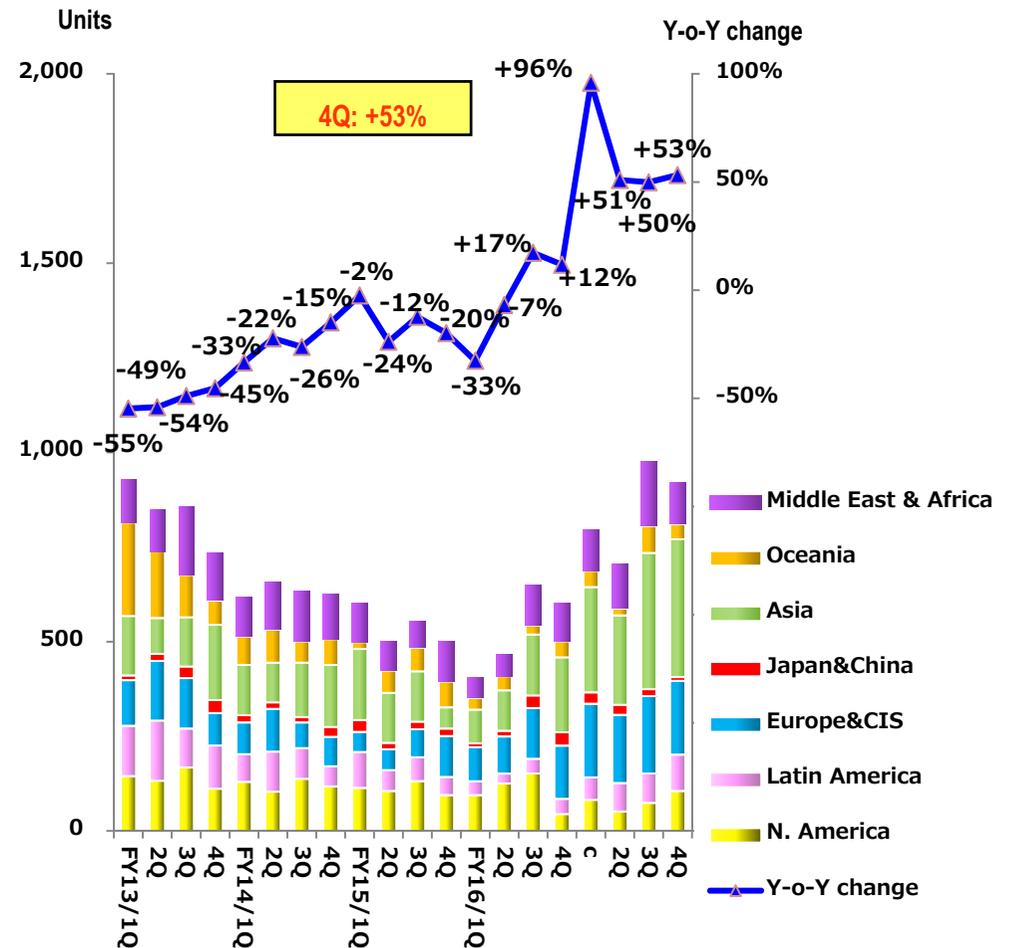
Annual demand for mining equipment

- Dump trucks: 75 tons (HD785) and larger
- Wheel loaders: 810HP (WA800) and larger
- Bulldozers: 525HP (D375) and larger
- Motor graders: 280HP (GD825) and larger
- Excavators: 200 tons (PC2000) and larger



Note: Demand estimated by Komatsu

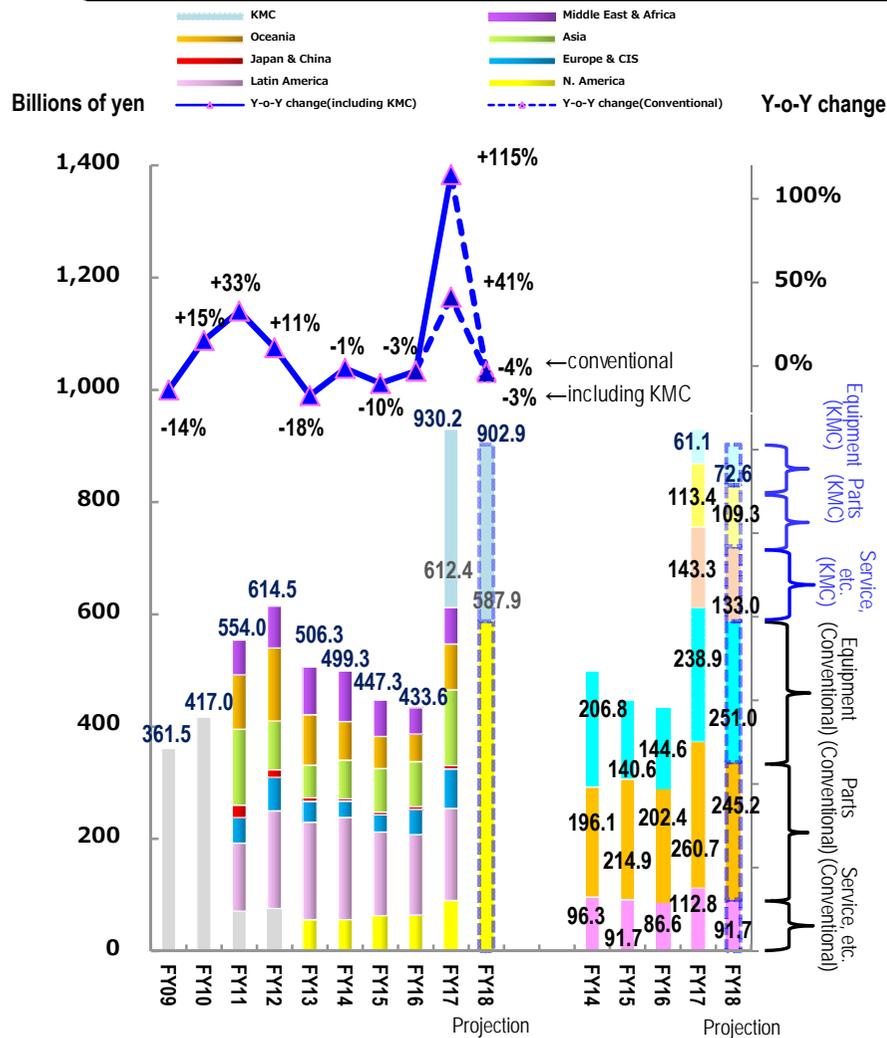
Quarterly demand for mining equipment



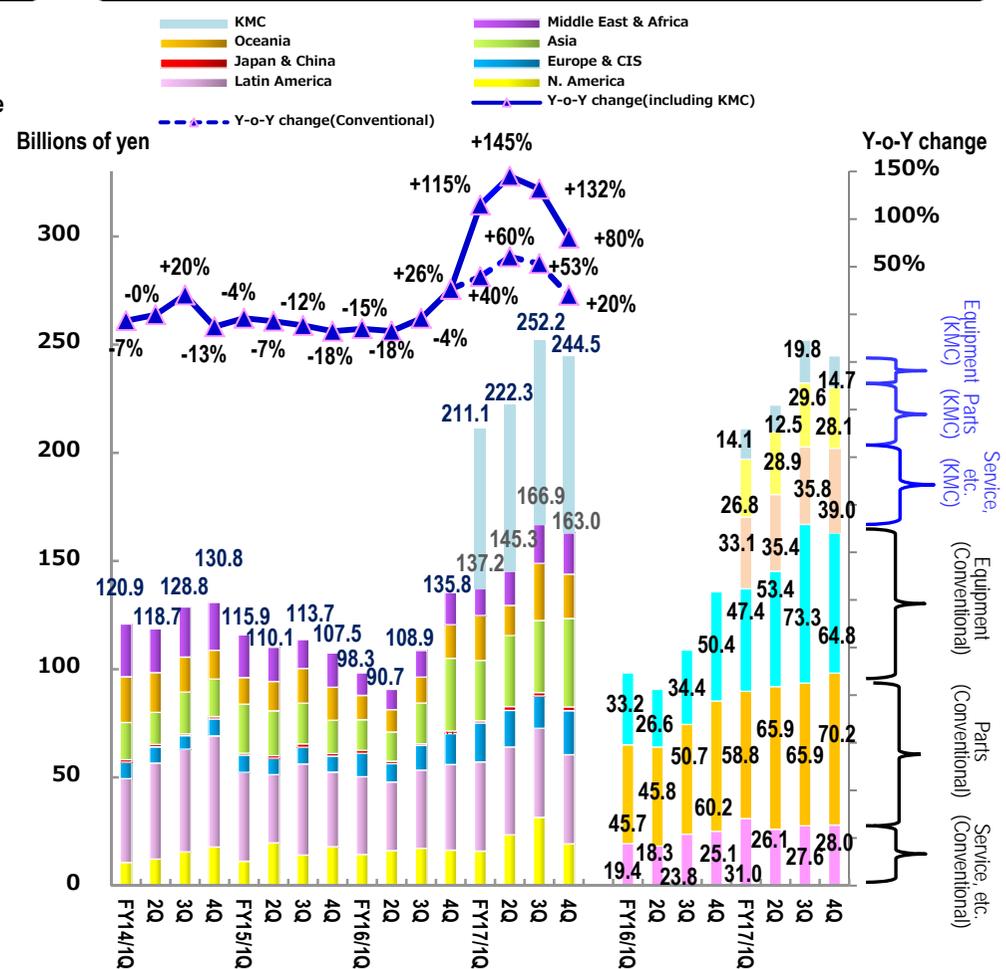
Construction and Mining Equipment: Sales of Mining Equipment

- For FY2017, sales expanded by 115% from FY2016, to JPY930.2 billion. When KMC's sales are excluded, sales advanced by 41% to JPY612.4 billion.
- For FY2018, we anticipate sales of JPY902.9 billion, down 3% from FY2017. When KMC's sales are excluded, sales should decrease by 4% to JPY587.9 billion.

Annual sales of mining equipment (incl. parts and service, etc.)

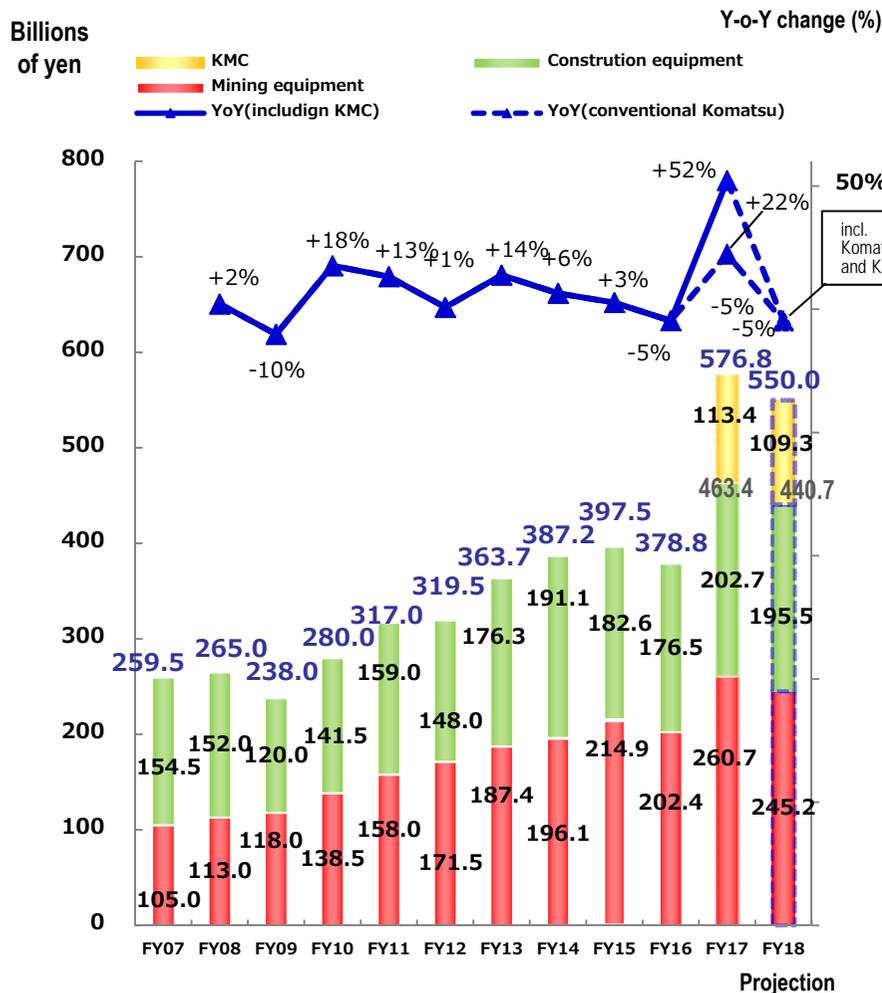


Quarterly sales of mining equipment (incl. parts and service, etc.)

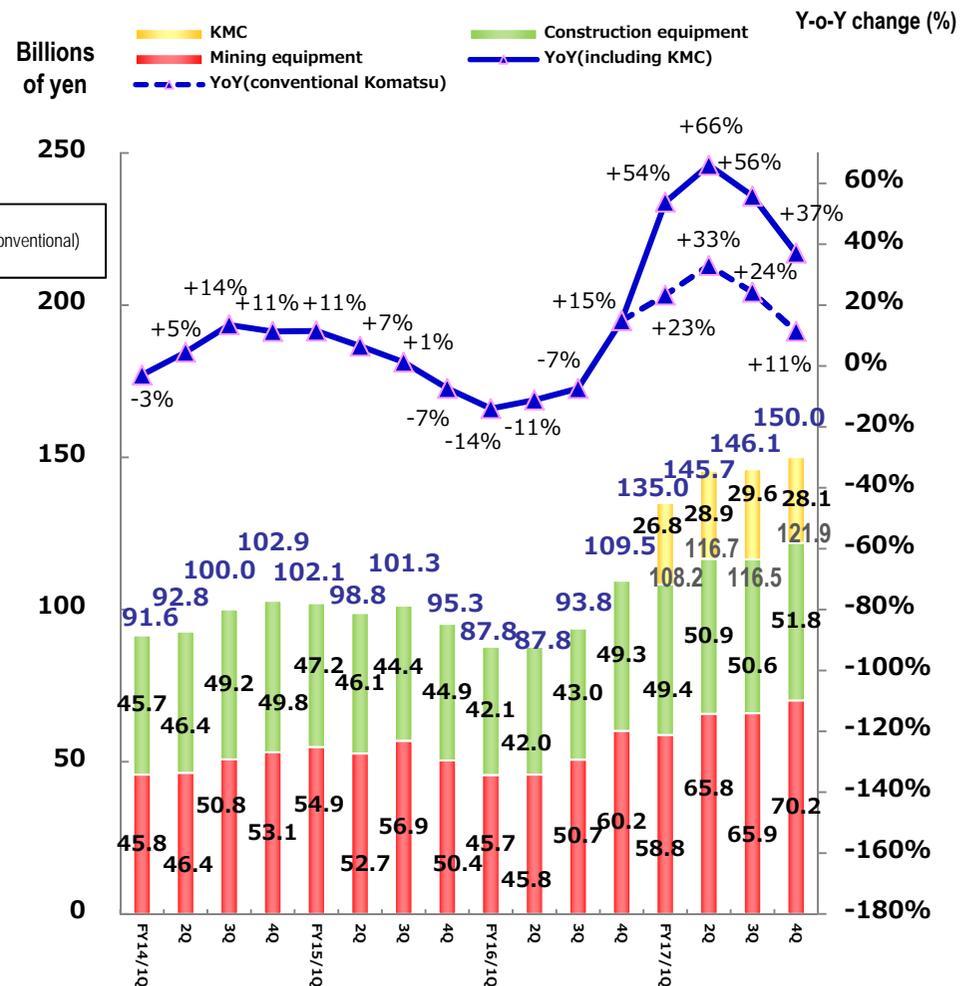


- For FY2017, sales of parts expanded by 52% from FY2016, to JPY576.8 billion. When KMC's sales are excluded, Komatsu conventional sales increased by 22% to JPY463.4 billion.
- For FY2018, we anticipate sales will decline by 5% to JPY550.0 billion, as adversely affected by foreign exchange rates, while we should be able to capitalize on aftermarket demand.

Annual sales of parts



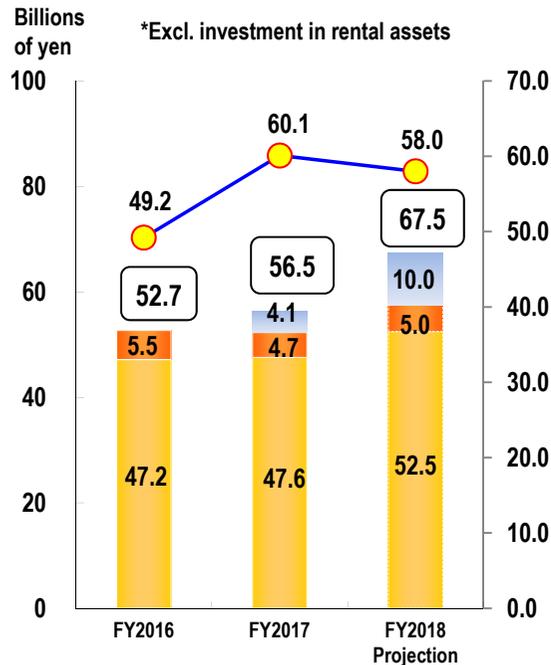
Quarterly sales of parts



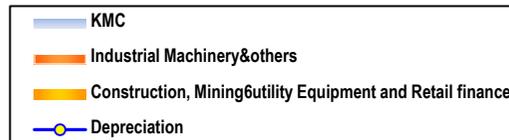
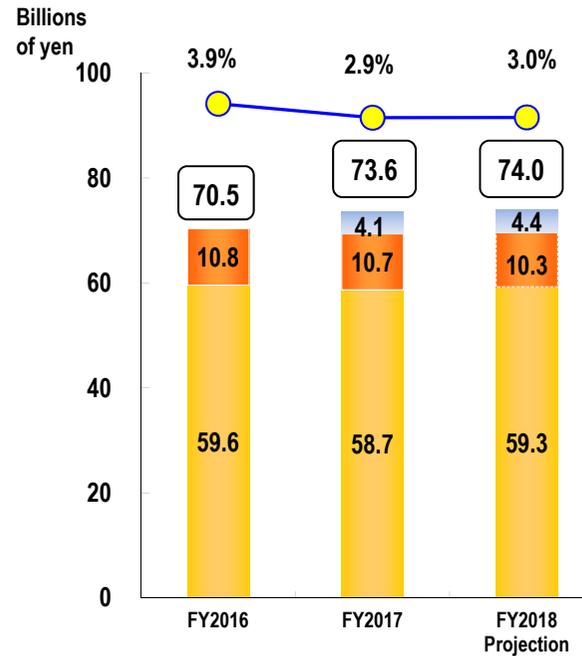
Actual and Projected Capital Expenditures, Depreciation, R&D Expenses and Fixed Costs

- Capital investment : We plan to promote restructuring of KMC's production and respond to labor shortage at Japanese plants.
- R&D expenses: We will continue to focus investment in the development of key components, application- and region-specific models as well as next-generation models based on innovation, such as unmanned models.
- Fixed costs: Fixed costs will increase, as affected by the addition of KMC and other companies to consolidated accounting as well as up-front investment in ICT-driven work reforms.

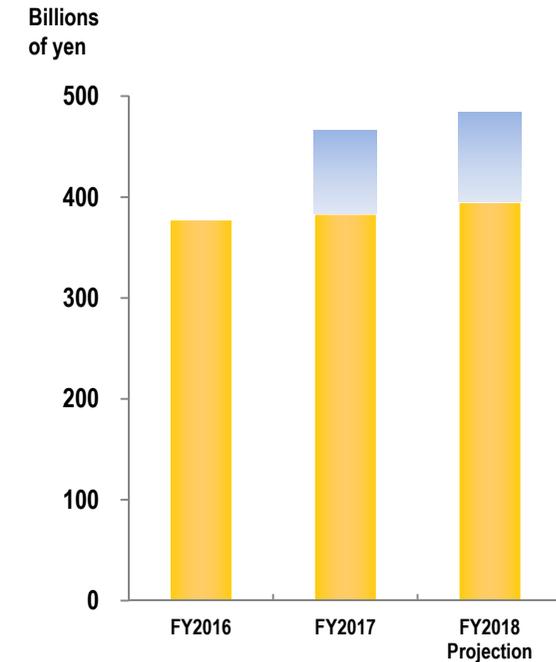
Investment in production and other facilities* and depreciation



R&D Expenses

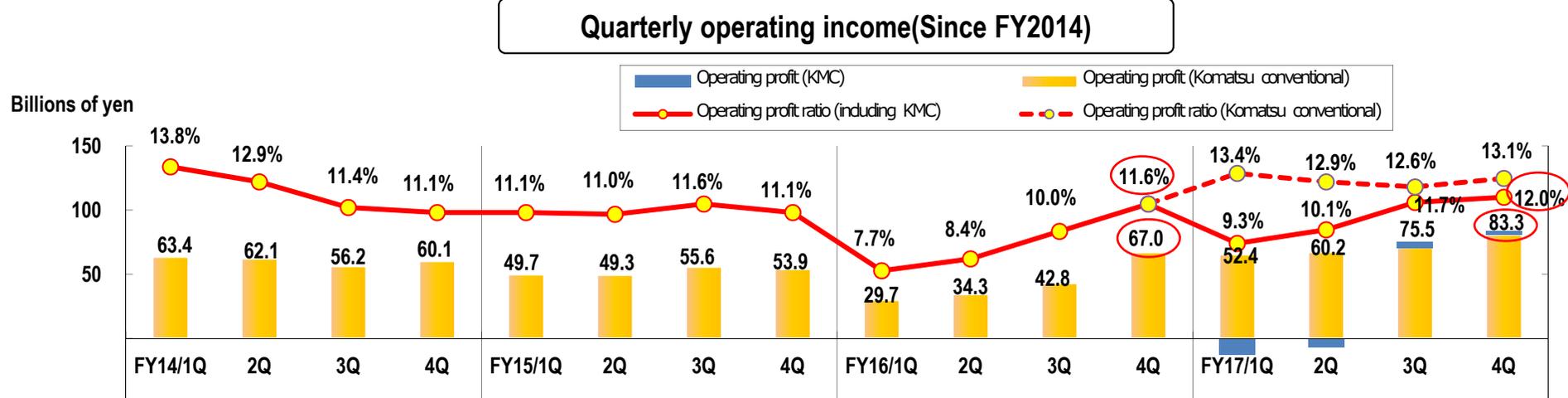
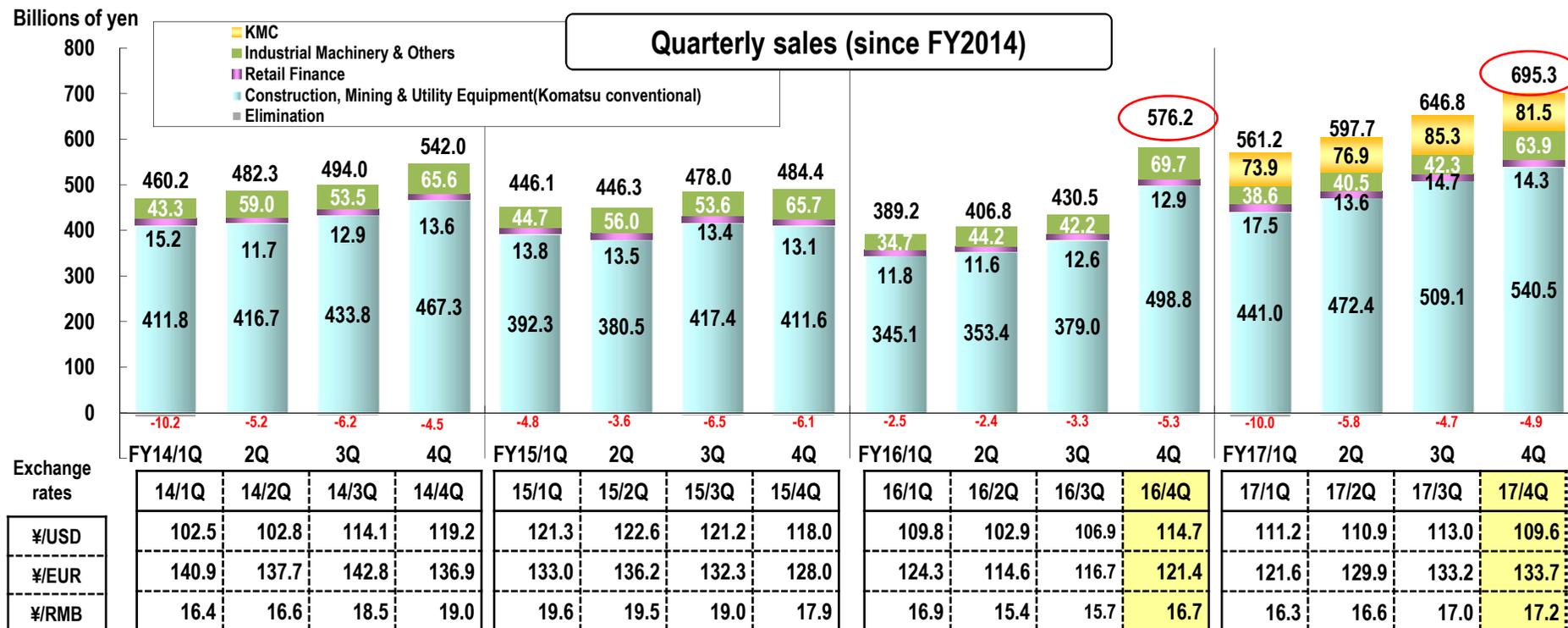


Fixed costs



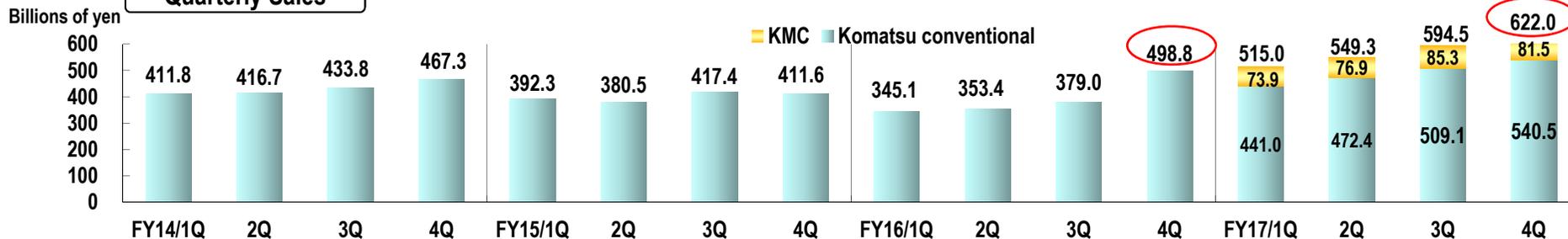
Appendix

Quarterly Sales and Operating Income



Construction, Mining & Utility Equipment: Quarterly Sales and Segment Profit

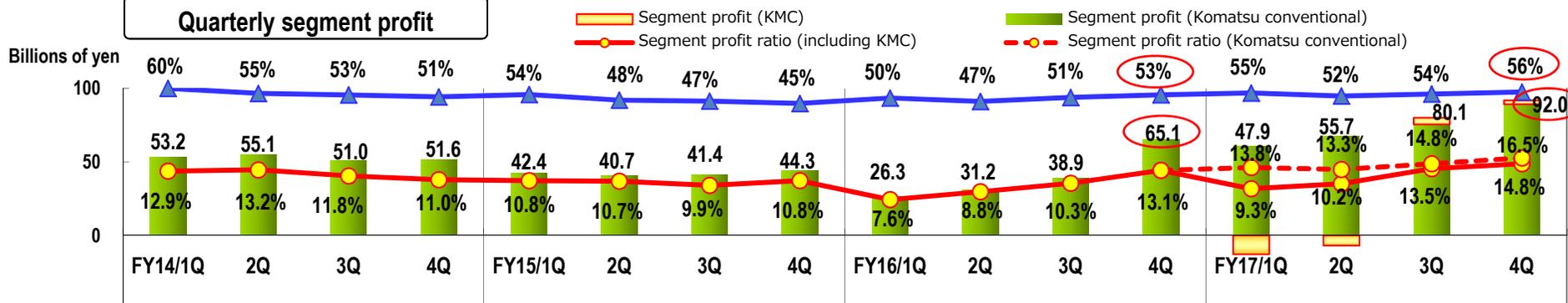
Quarterly Sales



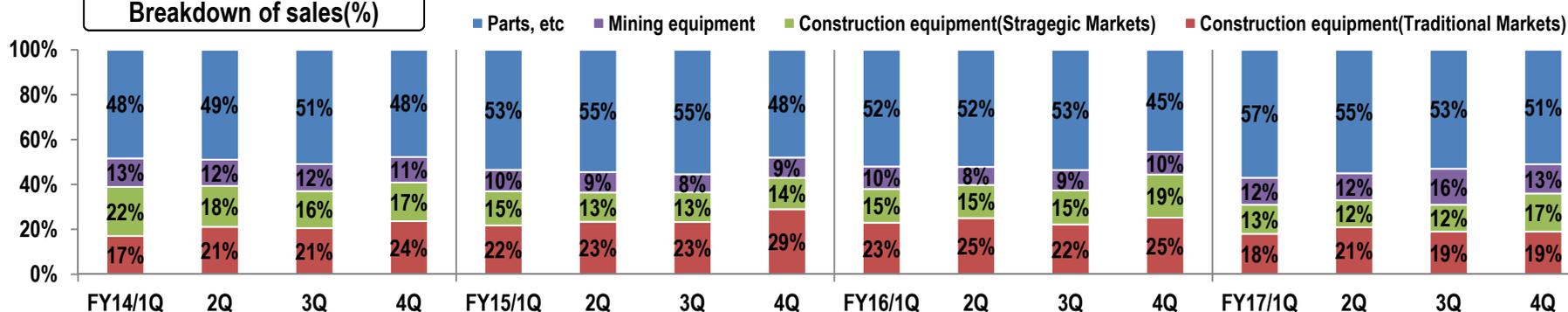
Exchange rates

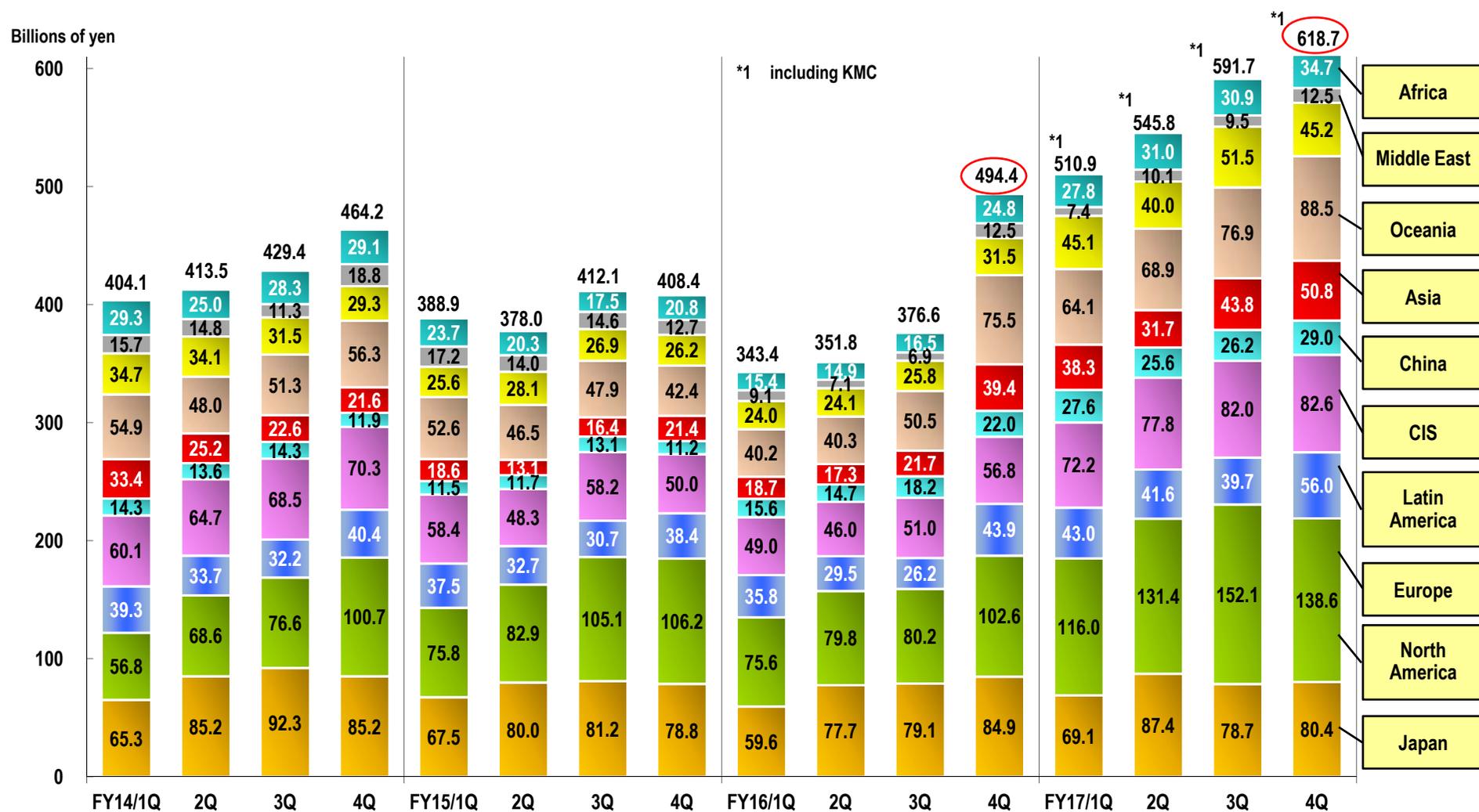
| Exchange rates | 14/1Q | 14/2Q | 14/3Q | 14/4Q | 15/1Q | 15/2Q | 15/3Q | 15/4Q | 16/1Q | 16/2Q | 16/3Q | 16/4Q | 17/1Q | 17/2Q | 17/3Q | 17/4Q |
|----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| ¥/USD | 102.5 | 102.8 | 114.1 | 119.2 | 121.3 | 122.6 | 121.2 | 118.0 | 109.8 | 102.9 | 106.9 | 114.7 | 111.2 | 110.9 | 113.0 | 109.6 |
| ¥/EUR | 140.9 | 137.7 | 142.8 | 136.9 | 133.0 | 136.2 | 132.3 | 128.0 | 124.3 | 114.6 | 116.7 | 121.4 | 121.6 | 129.9 | 133.2 | 133.7 |
| ¥/RMB | 16.4 | 16.6 | 18.5 | 19.0 | 19.6 | 19.5 | 19.0 | 17.9 | 16.9 | 15.4 | 15.7 | 16.7 | 16.3 | 16.6 | 17.0 | 17.2 |

Quarterly segment profit



Breakdown of sales(%)



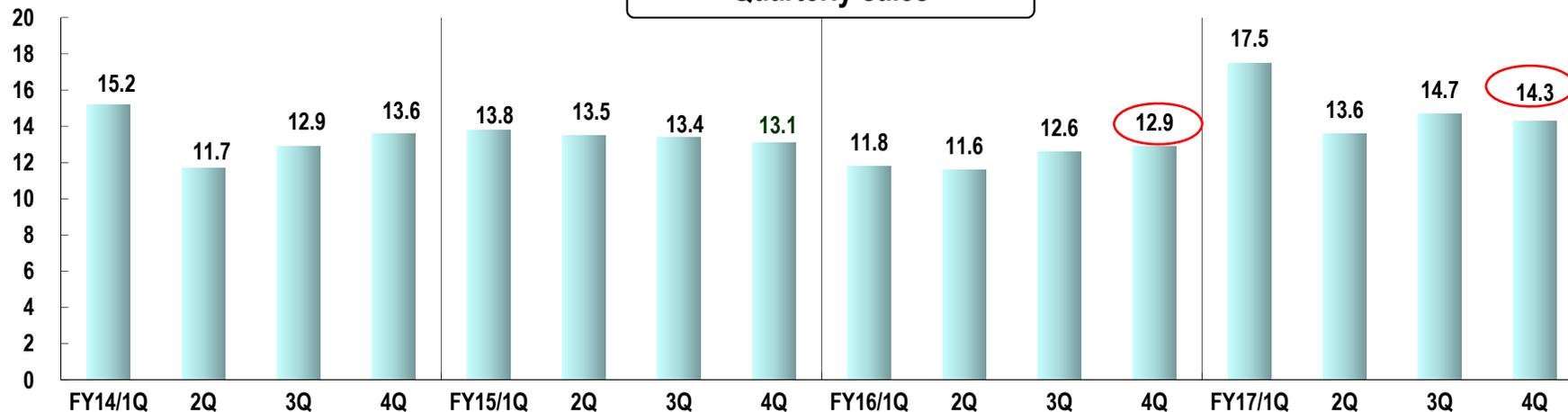


| Exchange rates | 14/1Q | 14/2Q | 14/3Q | 14/4Q | 15/1Q | 15/2Q | 15/3Q | 15/4Q | 16/1Q | 16/2Q | 16/3Q | 16/4Q | 17/1Q | 17/2Q | 17/3Q | 17/4Q |
|----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| ¥/USD | 102.5 | 102.8 | 114.1 | 119.2 | 121.3 | 122.6 | 121.2 | 118.0 | 109.8 | 102.9 | 106.9 | 114.7 | 111.2 | 110.9 | 113.0 | 109.6 |
| ¥/EUR | 140.9 | 137.7 | 142.8 | 136.9 | 133.0 | 136.2 | 132.3 | 128.0 | 124.3 | 114.6 | 116.7 | 121.4 | 121.6 | 129.9 | 133.2 | 133.7 |
| ¥/RMB | 16.4 | 16.6 | 18.5 | 19.0 | 19.6 | 19.5 | 19.0 | 17.9 | 16.9 | 15.4 | 15.7 | 16.7 | 16.3 | 16.6 | 17.0 | 17.2 |

Retail Finance: Quarterly Sales and Segment Profit

Billions of yen

Quarterly sales

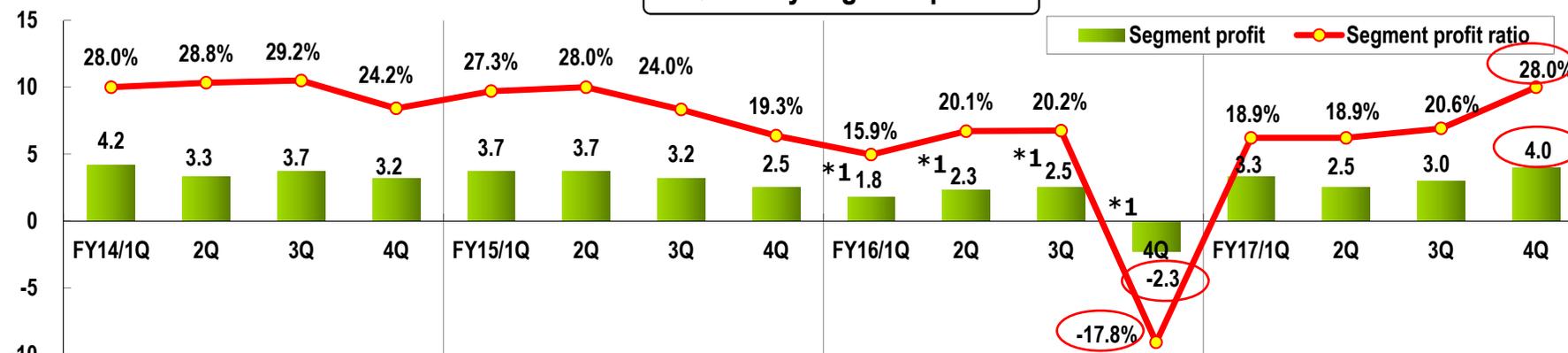


Exchange rates

| | 14/1Q | 14/2Q | 14/3Q | 14/4Q | 15/1Q | 15/2Q | 15/3Q | 15/4Q | 16/1Q | 16/2Q | 16/3Q | 16/4Q | 17/1Q | 17/2Q | 17/3Q | 17/4Q |
|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| ¥/USD | 102.5 | 102.8 | 114.1 | 119.2 | 121.3 | 122.6 | 121.2 | 118.0 | 109.8 | 102.9 | 106.9 | 114.7 | 111.2 | 110.9 | 113.0 | 109.6 |
| ¥/EUR | 140.9 | 137.7 | 142.8 | 136.9 | 133.0 | 136.2 | 132.3 | 128.0 | 124.3 | 114.6 | 116.7 | 121.4 | 121.6 | 129.9 | 133.2 | 133.7 |
| ¥/RMB | 16.4 | 16.6 | 18.5 | 19.0 | 19.6 | 19.5 | 19.0 | 17.9 | 16.9 | 15.4 | 15.7 | 16.7 | 16.3 | 16.6 | 17.0 | 17.2 |

Billions of yen

Quarterly segment profit

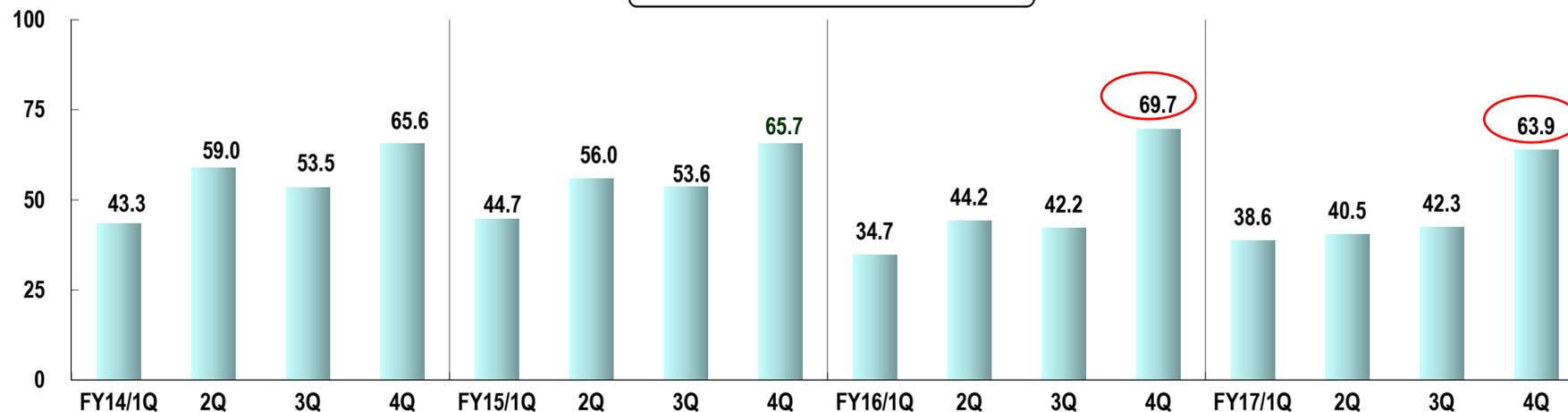


*1 Including a loss on allowance recorded for bad debt in China (FY16/1Q: JPY-1.0 bn, 2Q: JPY -0.5bn, 3Q: JPY-0.2:bn,4Q: JPY-4.9bn)

Industrial Machinery & Others: Quarterly Sales and Segment Profit

Billions of yen

Quarterly sales

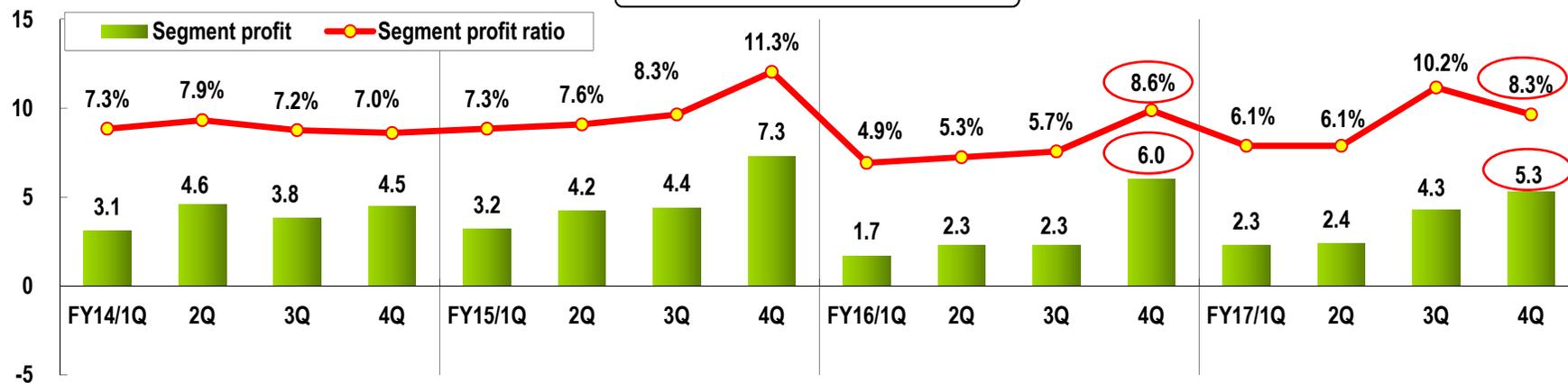


Exchange rates

| | 14/1Q | 14/2Q | 14/3Q | 14/4Q | 15/1Q | 15/2Q | 15/3Q | 15/4Q | 16/1Q | 16/2Q | 16/3Q | 16/4Q | 17/1Q | 17/2Q | 17/3Q | 17/4Q |
|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| ¥/USD | 102.5 | 102.8 | 114.1 | 119.2 | 121.3 | 122.6 | 121.2 | 118.0 | 109.8 | 102.9 | 106.9 | 114.7 | 111.2 | 110.9 | 113.0 | 109.6 |
| ¥/EUR | 140.9 | 137.7 | 142.8 | 136.9 | 133.0 | 136.2 | 132.3 | 128.0 | 124.3 | 114.6 | 116.7 | 121.4 | 121.6 | 129.9 | 133.2 | 133.7 |
| ¥/RMB | 16.4 | 16.6 | 18.5 | 19.0 | 19.6 | 19.5 | 19.0 | 17.9 | 16.9 | 15.4 | 15.7 | 16.7 | 16.3 | 16.6 | 17.0 | 17.2 |

Billions of yen

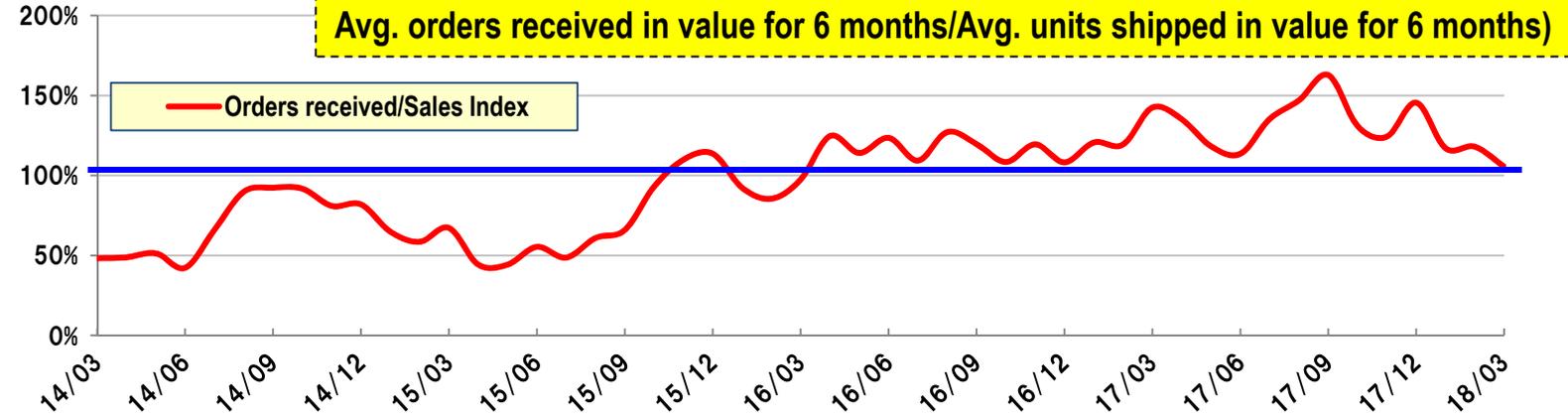
Quarterly segment profit



Book-to-Bill Ratio for Mining Equipment (6 Months)

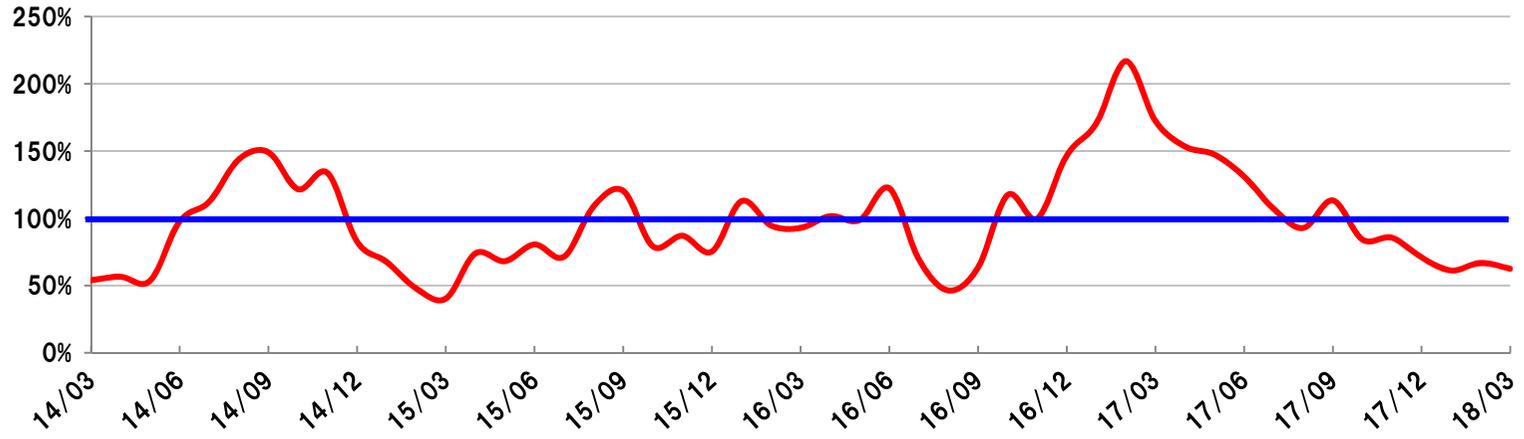
**Komatsu America
(Mining eqpt)**

730E, 830E, 860E,
930E, 960E, 980E



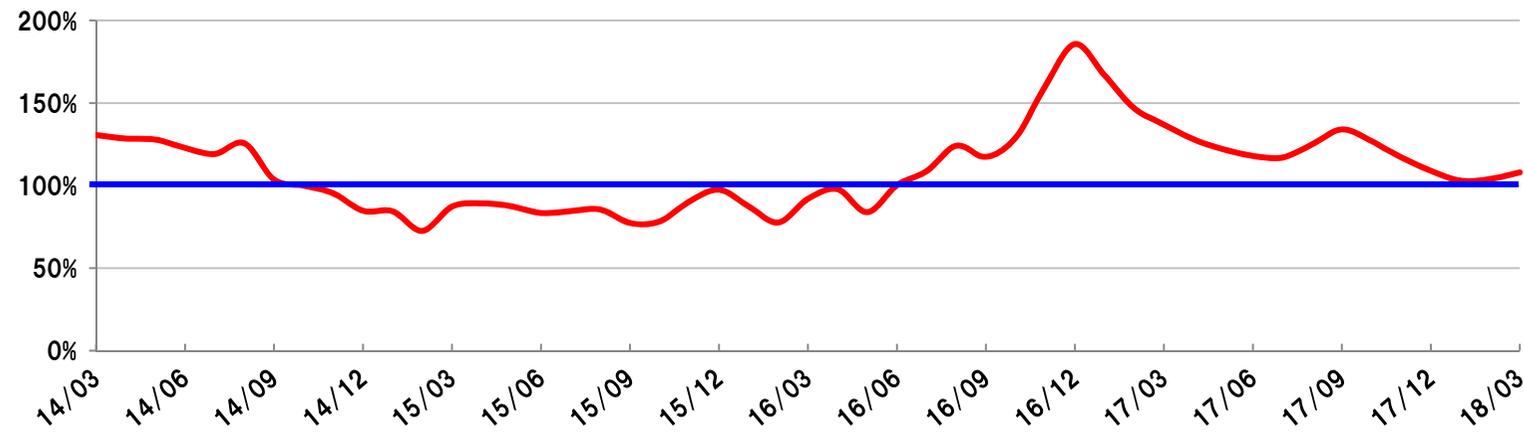
**Komatsu Germany
(Mining eqpt)**

PC3000, PC4000
PC5500, PC7000
PC8000



**Komatsu Ltd.
(Mining eqpt)**

HD785, HD1500
PC2000, PC3000,
PC4000,
WA800 up
D375A up
GD825A up

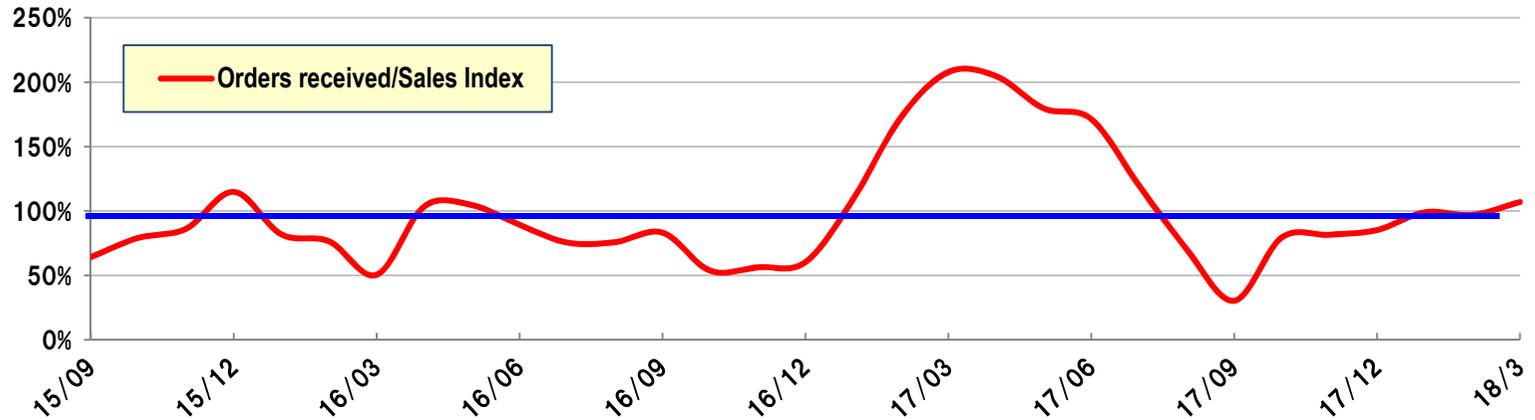


Book-to-Bill Ratio of KMC Mining Equipment (6 Months)

Avg. orders in value for 6 months / Avg. factory shipment in value for 6 months

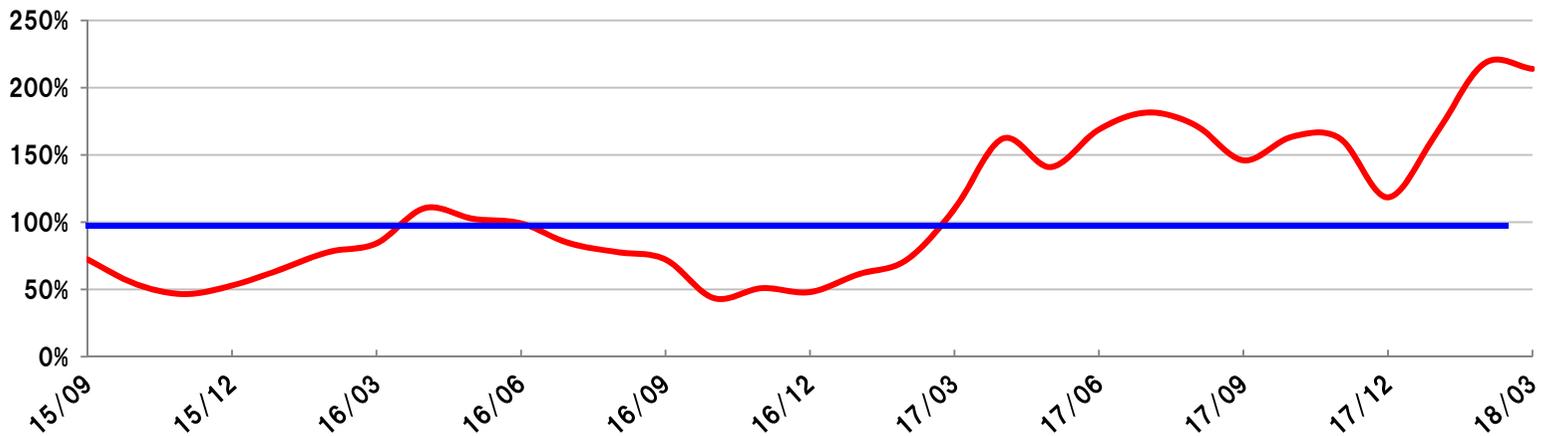
**KMC
(Surface)**

Rope shovels
Blast hole drills
Draglines, etc.



**KMC
(Underground)**

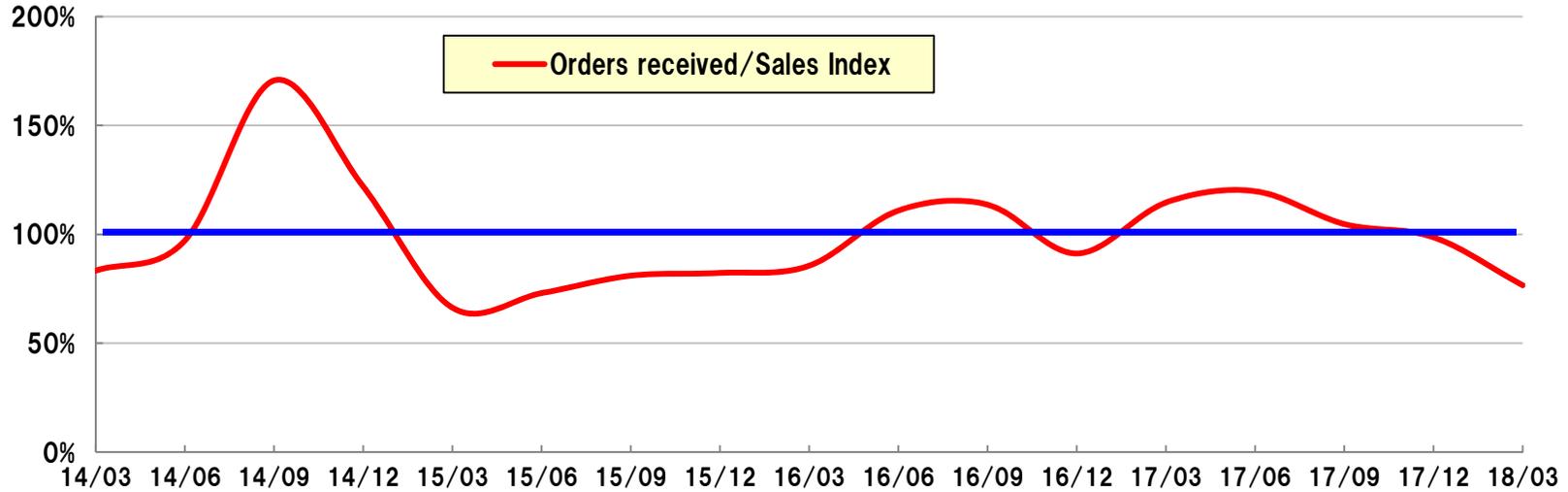
Continuous miners
Shearers
Load haul dumps
Jumbo drills, etc.



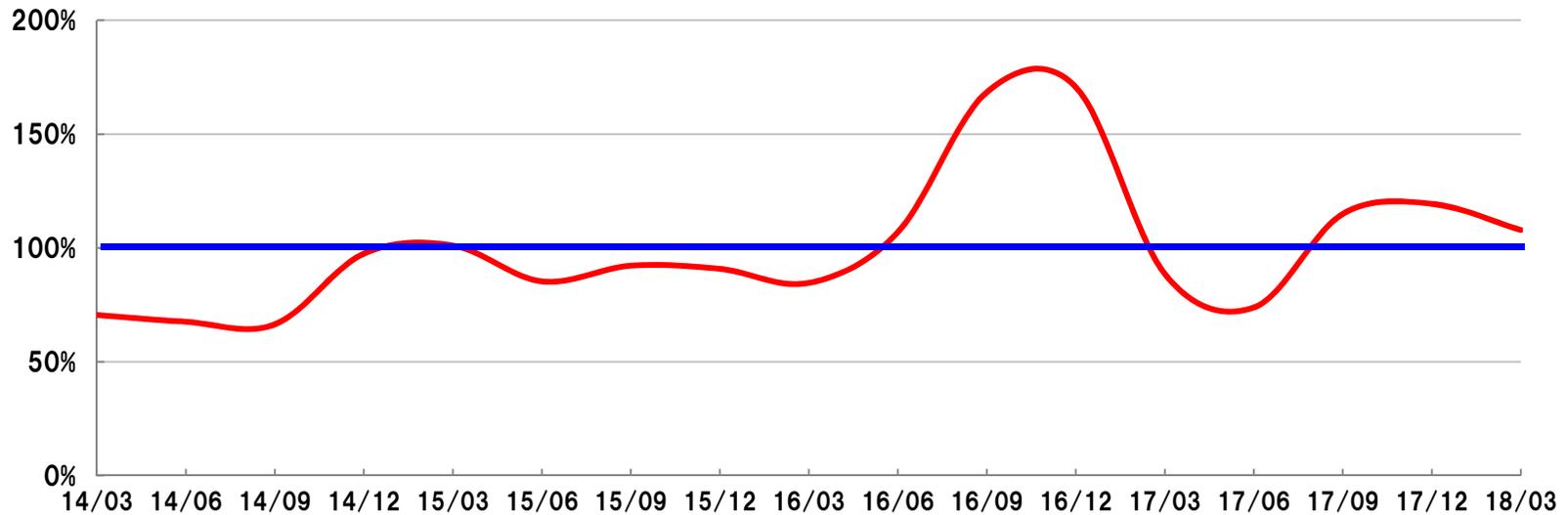
Book-to-Bill Ratio for Industrial Machinery (6 Months)

Komatsu Industries

Avg. orders received in value for 6 months/Avg. units shipped in value for 6 months



**Komatsu NTC
(Excl. wire saws)**



Highlights of Results for Fourth Quarter (January – March 2018) of FY2017

- Consolidated net sales increased by 20.7% from the corresponding period a year ago, to JPY695.3 billion.
- Operating income advanced by 24.3% to JPY83.3 billion. Operating income ratio improved to 12.0%, up 0.4 percentage points.
- Net income decreased by 8.2% to JPY41.3 billion.

| Billions of yen | Jan.-Mar. 2017 | Jan.-Mar. 2018 | | Y-O-Y | | |
|-----------------------------------|---------------------------------------|---------------------------------------|--------------------------------|---------|------------------------|-------------|
| | ¥114.7/USD ¥121.4/EUR ¥16.7/RMB | ¥109.6/USD ¥133.7/EUR ¥17.2/RMB | Komatsu Conventional * 1 | KMC | increase (decrease) | Change % |
| Net sales | 576.2 | 695.3 | 613.7 | 81.5 | +119.0 | +20.7% |
| Segment profit (loss) | 68.7 | 102.1 | 99.3 | * 2 2.7 | +33.3 | +48.5% |
| Other operating income (expenses) | (1.6) | (18.7) | (18.6) | (0.1) | (17.0) | - |
| Operating income (loss) | 67.0 | 83.3 | 80.7 | * 2 2.6 | +16.3 | +24.3% |
| Profit ratio (loss ratio) | 11.6% | 12.0% | 13.1% | 3.3% | +0.4pts. | - |
| Other income (expenses) | (3.8) | (6.9) | | | (3.0) | - |
| Income before income taxes | 63.2 | 76.4 | | | +13.2 | +21.0% |
| Net income * 3 | 45.0 | 41.3 | | | (3.7) | (8.2)% |

Notes 1) Figures represent those which KMC's business results are excluded.

2) KMC's segment and operating income (losse) include temporary expenses in the table on the right.

3) Upon adoption of ASC 810, "Net income" is equivalent to "Net income attributable to Komatsu Ltd."

Billions of yen

| | |
|---------------------------|-------|
| Depreciation after PPA | (3.5) |
| Integration expenses etc. | (3.4) |
| Total | (7.0) |

Note: PPA stands for Purchase Price Allocation.

It is an accounting process of valuating and allocating acquired assets and liabilities to fair prices.

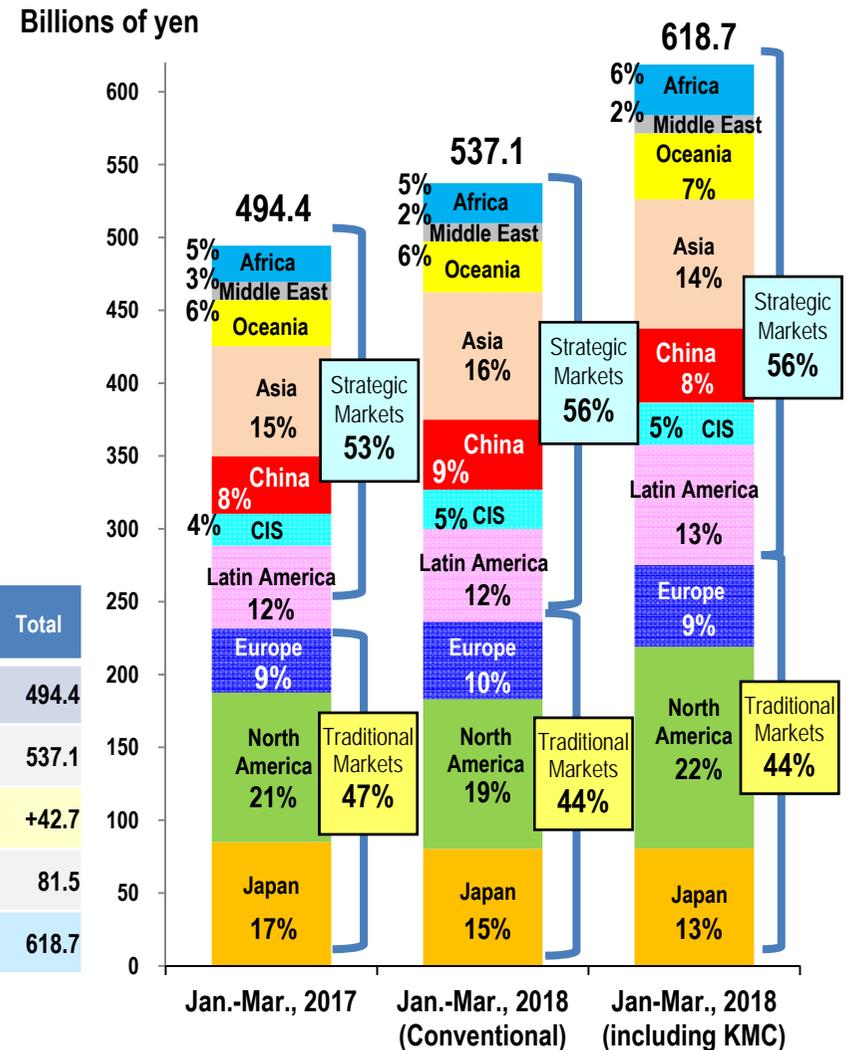
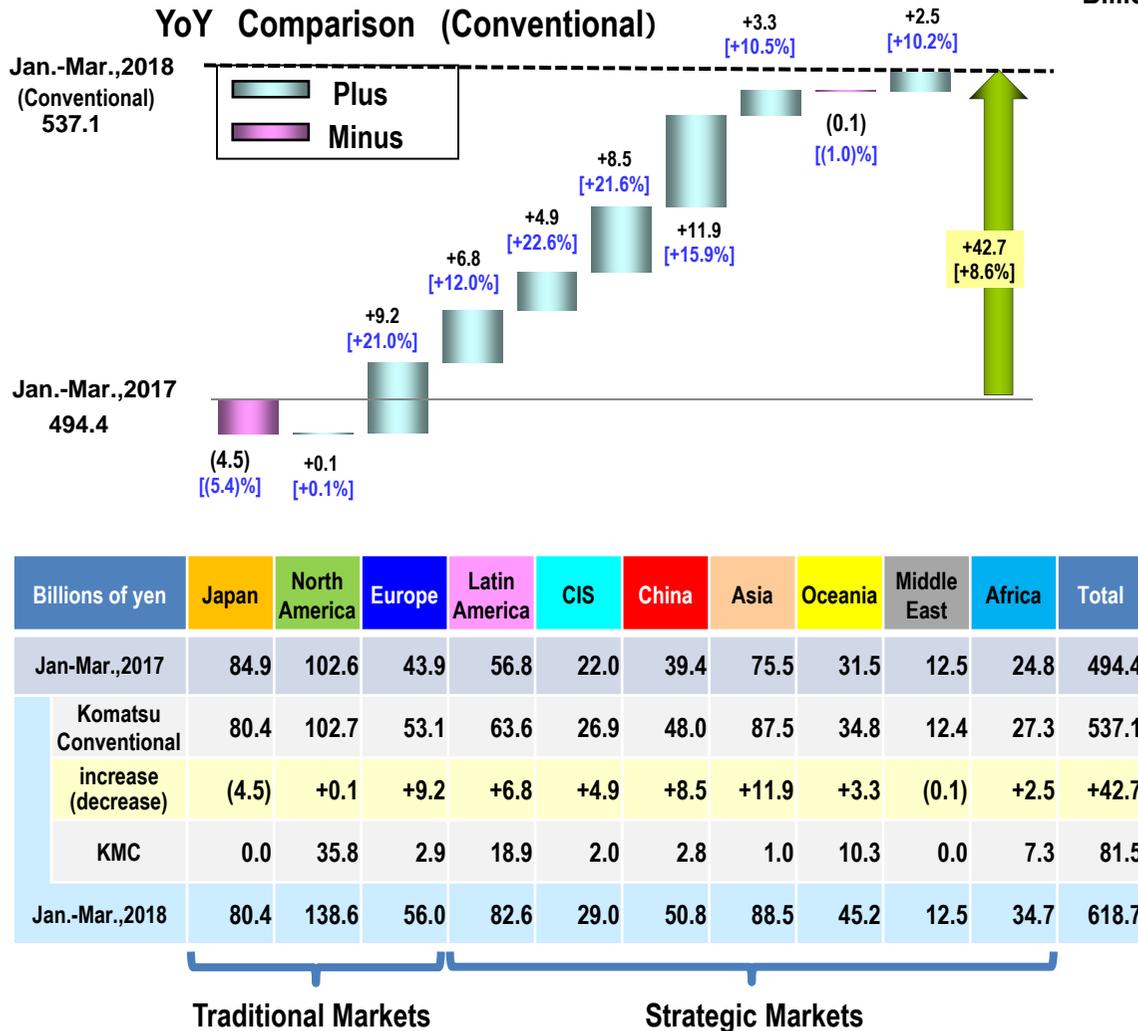
Segment Sales and Profit for Fourth Quarter (January – March 2018) of FY2017

- Construction, Mining & Utility Equipment: Sales increased by 24.7% from the corresponding period a year ago, to JPY622.0 billion. Segment profit increased by 41.3% to JPY92.0 billion. Segment profit ratio was 14.8%, an increase of 1.7 percentage points.
- Retail Finance: Sales increased by 10.4% to JPY14.3 billion. Segment profit increased to JPY4.0 billion.
- Industrial Machinery & Others: Sales decreased by 8.4% to JPY63.9 billion. Segment profit declined by 11.6% to JPY5.3 billion

% : Profit ratio [] : Sales after elimination of inter-segment transactions

| Billions of yen | Jan.-Mar., 2017 | | Jan.-Mar., 2018 | | Changes | |
|--|---|---|--|--|---------------------|-----------------|
| | | | | | increase (decrease) | % Change |
| Net sales | 576.2 | 695.3 | 613.7 | 81.5 | +119.0 | +20.7% |
| Construction, mining & utility equipment | [494.4] 498.8 | [618.7] 622.0 | [537.1] 540.5 | [81.5] 81.5 | [+124.2]+123.1 | [+25.1%]+24.7% |
| Retail finance | [12.3] 12.9 | [12.8] 14.3 | [12.8] 14.3 | - | [+0.4] +1.3 | [+3.8%]+10.4% |
| Industrial machinery & others | [69.4] 69.7 | [63.7] 63.9 | [63.7] 63.9 | - | [(5.7)] (5.8) | [(8.2)%] (8.4)% |
| Elimination | (5.3) | (4.9) | (4.9) | - | +0.3 | - |
| Segment profit | 11.9% 68.7 | 14.7% 102.1 | 16.2% 99.3 | 3.4% 2.7 | +33.3 | +48.5% |
| Construction, mining & utility equipment | 13.1% 65.1 | 14.8% 92.0 | 16.5% 89.2 | 3.4% 2.7 | +26.8 | +41.3% |
| Retail finance | (17.8)% (2.3) | 28.0% 4.0 | 28.0% 4.0 | - | +6.3 | - |
| Industrial machinery & others | 8.6% 6.0 | 8.3% 5.3 | 8.3% 5.3 | - | (0.6) | (11.6)% |
| Corporate & elimination | 0.0 | 0.7 | 0.7 | - | +0.8 | - |

- Sales to outside customers by region increased by 25.1% from the corresponding period a year ago, to JPY618.7 billion.
- Sales increased especially in Europe, China and Asia. Sharply affected by an increase in Asian sales, the ratio of Strategic Market increased to 56%.



4月1日、
 コマツ建機販売、
 コマツレンタル、
 コマツリフトは、ひとつになりました。

コマツカスタマーサポート株式会社、
 始動。

日本の現場に、
 ダントツのサポートを。



• Three domestic sales companies, namely, Komatsu Construction Equipment Sales and Service Japan Ltd., Komatsu Rental Ltd. and Komatsu Forklift Japan Ltd., merged and became Komatsu Customer Support Japan Ltd. on April 1, 2018.

Cautionary Statement
 The announcement set forth herein contains forward-looking statements which reflect management's current views 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" 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.
 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 the Company's principal products, owing to changes in the economic conditions in the Company's principal markets; changes in exchange rates or the impact of increased competition; unanticipated cost or delays encountered in achieving the Company's objectives with respect to globalized product sourcing and new Information Technology tools; uncertainties as to the results of the Company's research and development efforts and its ability to access and protect certain intellectual property rights; and, the impact of regulatory changes and accounting principles and practices.