

**Business Results for Three and Six Months
Ended September 30, 2012
and
Conditions of Major Markets and
Activities of Importance**

**October 30, 2012
Komatsu Ltd.**

1. Sales and Profits: Both sales and profits decreased from the corresponding period a year ago. Operating income exceeded the revised projection of July 30.

	Apr.-Sep., 2011 (1H)	Apr.-Sep., 2012 (1H) < > :Revised projection(Jul. 30)		Vs. 1H, FY2011
Net sales	985.8 bil yen	<940.0>	930.8 bil yen	(5.6)%
Operating income	132.9 bil yen	<111.0>	111.2 bil yen	(16.3)%
Operating income ratio	13.5 %		12.0 %	(1.5) pts
Net income *1	*2 94.6 bil yen	<64.0>	66.1 bil yen	(30.2)%
Net D/E ratio [Excl. consolidated retail finance subsidiaries]	0.52 [0.24]		0.53 [0.27]	(0.01) [(0.03)]

*1 "Net income" is equivalent to "Net income attributable to Komatsu Ltd." in accordance with the FASB Accounting Standards Codification (ASC)810.

*2 Including a gain of 12.7 billion yen from recognition of deferred tax asset related to the merge of Komatsu Rental Ltd.

2. Review of two business segments
Construction, Mining & Utility Equipment:

- Net sales declined slightly from 1H, FY2011. The delayed recovery of Chinese demand for construction equipment and the slowing demand for equipment for use in coal mines in Indonesia resulting from the falling price of thermal coal were compensated for by construction machine demand in Japan and North America as well as mining equipment demand in mines other than coal.
- Segment profit declined from 1H, FY2011, mainly affected by reduced volume of sales and Japanese yen's appreciation against the Euro.

Industrial Machinery & Others:

- While demand remained brisk for presses and machine tools, both sales and profit decreased from the corresponding period a year ago, mainly affected by sluggish demand for wire saws and an end to extraordinary demand for prefabricated shelters.

3. Interim cash dividend: 24yen (FY2011 interim: 21yen)

Note: "First half period" (1st half or 1H) is used to indicate the first 6-month period (April-September) in this presentation material.

- For the first six-month period of FY2012, net sales declined by 5.6% from the corresponding period a year ago, to JPY930.8 billion, and operating income decreased by 16.3% to JPY111.2 billion, resulting in an operating income ratio of 12.0%, down 1.5 percentage points.
- Net income dropped by 30.2% from the corresponding period a year ago, to JPY66.1 billion. However, this rate of decline reflects temporary factors, such as tax effects of JPY12.7 billion in relation to the absorbing of Komatsu Rental Ltd., which was recorded for the first quarter of FY2011.
- Compared to the projections which we announced in July this year for the first six-month results, while net sales were slightly short of reaching the projection, both operating income and net income outperformed the projections.
- In the construction, mining and utility equipment business, sales for the first six-month period declined slightly from the corresponding period a year ago. The delayed recovery of Chinese demand for construction equipment and a sharp drop in demand for equipment for use in coal mines in Indonesia resulting from the falling price of thermal coal were partially offset by construction machine demand in Japan and North America as well as mining equipment demand in mines other than coal.
- In the construction, mining and utility equipment business, segment profit for the first six-month period under review declined from the corresponding period a year ago, due to the drop in volume of sales and the Japanese yen's appreciation against the euro.
- In the industrial machinery and others business, while demand remained steady for presses and machine tools in the first six-month period, both sales and segment profit declined from the corresponding period a year ago, due to outstanding sales of wire saws for the first quarter of FY2011 and an end to extraordinary demand for prefabricated structures for use in shelters.
- In the Board of Directors meeting held today, the board members resolved that Komatsu Ltd. shall pay JPY24 per share for the interim cash dividend for FY2012.

- Net sales decreased 6.3% from 2Q, FY2011, although expanded sales of construction equipment in Japan and North America and of mining equipment in mines other than coal made up for declined sales of construction and mining equipment in China and Indonesia and of wire saws.
- Both operating and net income reached the respective revised projections of July 30.

% : Profit ratio [] : Sales after elimination of inter-segment transactions < > : Revised projection of July 30

Billions of yen	Jul.-Sep., 2011 1USD=JPY 77.1 1EUR=JPY 108.7 1RMB=JPY 12.1		Jul.-Sep., 2012 1USD=JPY 78.7 1EUR=JPY 98.3 1RMB=JPY 12.4		Changes	
					Increase (Decrease)	% change
Net sales	491.6		<470.0>	460.9	(30.7)	(6.3)%
Construction, Mining & Utility Equipment	[418.3]	419.7	[408.7]	409.3	[(9.6)]	(10.4)
Industrial Machinery & Others	[73.3]	75.8	[52.1]	54.1	[(21.1)]	(21.7)
Elimination	(3.9)		(2.5)		1.3	-
Segment Profit	13.1%	64.6	12.2%	56.0	(8.6)	(13.3)%
Construction, Mining & Utility Equipment	14.1%	59.2	13.5%	55.3	(3.8)	(6.6)%
Industrial Machinery & Others	8.3%	6.2	1.7%	0.9	(5.3)	(85.3)%
Corporate & elimination	(0.9)		(0.2)		0.6	-
Other operating income (expenses)	0.0		(0.4)		(0.4)	-
Operating income	13.1%	64.5	<55.2>	12.1%	55.5	(9.0)
Other operating income(expenses)	(2.7)		(1.4)		1.3	-
Net income before income taxes	61.8		<53.7>	54.1	(7.6)	(12.4)%
Net income*	38.9		<31.8>	33.9	(4.9)	(12.8)%

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

-Sales for the second quarter period (July – September 2012) of FY2012 declined by 6.3% from the corresponding period a year ago, to JPY460.9 billion, as we worked to compensate for reduced demand for equipment in China and Indonesia by expanding sales of construction equipment in Japan and North America as well as mining equipment for use in mines other than coal.

- In the construction, mining and utility equipment business, second-quarter sales declined by 2.5% from the corresponding period a year ago, to 409.3 billion. In the industrial machinery and others business, second-quarter sales dropped by 28.6% from the corresponding period a year ago, to JPY54.1 billion, mainly due to declined sales of wire saws.

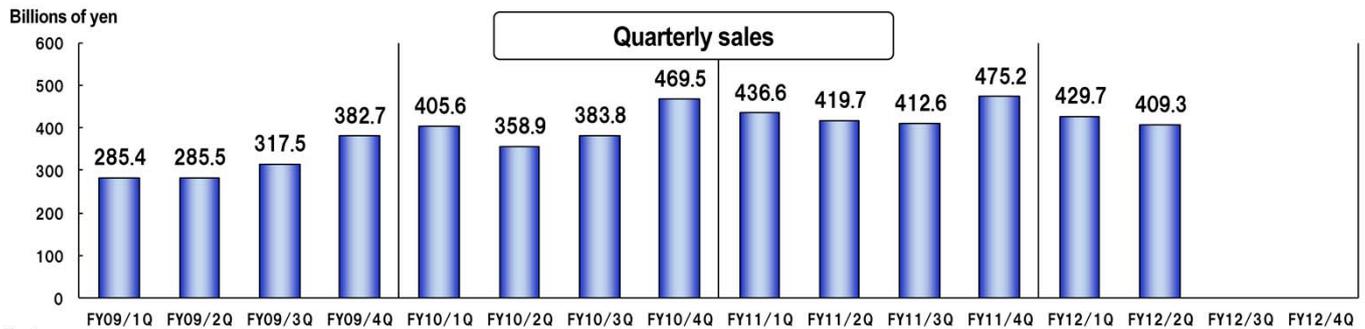
- In the construction, mining and utility equipment business, second-quarter segment profit declined by 6.6% from the corresponding period a year ago, to JPY55.3 billion, resulting in a segment profit ratio of 13.5% for the second quarter, a decline of 0.6 percentage points.

- In the industrial machinery and others business, second-quarter segment profit plunged by 85.3% from the corresponding period a year ago, to JPY0.9 billion, as especially affected by a sharp drop in sales of wire saws which offer a high level of profitability.

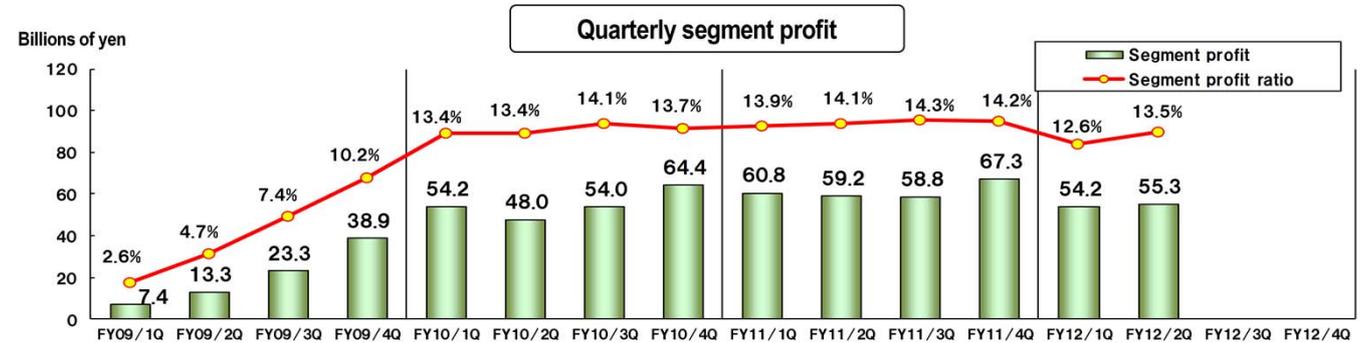
- For the second quarter, operating income declined by 14.0% from the corresponding period a year ago, to JPY55.5 billion, translating into an operating income ratio of 12.1%, down 1.0 percentage point.

- For the second quarter, net income declined by 12.8% from the corresponding period a year ago, to JPY33.9 billion.

- While the Japanese yen continued to appreciate, both sales and segment profit surpassed the FY2010 level.
- Due to improved selling prices and reduced costs, segment profit substantially improved from 1Q, FY2012 to 13.5%.



rates	09/1Q	09/2Q	09/3Q	09/4Q	10/1Q	10/2Q	10/3Q	10/4Q	11/1Q	11/2Q	11/3Q	11/4Q	12/1Q	12/2Q	12/3Q	12/4Q
1USD	96.8 yen	92.8 yen	90.1 yen	90.8 yen	91.3 yen	85.0 yen	82.2 yen	82.3 yen	81.2 yen	77.1 yen	77.9 yen	79.8 yen	80.6 yen	78.7 yen	yen	yen
1EUR	133.5 yen	133.0 yen	132.6 yen	123.7 yen	114.8 yen	111.5 yen	110.4 yen	113.8 yen	118.3 yen	108.7 yen	104.9 yen	106.3 yen	104.6 yen	98.3 yen	yen	yen
1RMB	14.2 yen	13.6 yen	13.2 yen	13.3 yen	13.4 yen	12.6 yen	12.4 yen	12.5 yen	12.5 yen	12.1 yen	12.3 yen	12.7 yen	12.8 yen	12.4 yen	yen	yen



- In the construction, mining and utility equipment business, while quarterly sales had maintained a note of recovery since FY2009 after the Lehman Shock, sales for both first and second quarters of FY2012 declined slightly from the corresponding periods a year ago.

- As in the case of quarterly sales, quarterly segment profit has stayed on course with a note of recovery since the Lehman Shock. Segment profit ratio surpassed 13% in the first quarter of FY2010, and has remained at a high level of between 13% and 14% since then.

- While segment profit ratio declined slightly from 13% for the first quarter of FY2012, it improved to 13.5% for the second quarter even against the backdrop of the Japanese yen's appreciation against the U.S. dollar, euro and renminbi from the first quarter.

- Sales in Japan and North America remained brisk.
- In Latin America and Oceania where demand for mining equipment was strong, quarterly sales renewed the respective record-high figures.
- Sales declined from 2Q, FY2011 in China, resulting from delayed recovery of demand, and in Asia, due to the plummeted demand for equipment for use in coal mines in Indonesia.
- Demand for mining equipment remained strong except Indonesia, and sales of mining equipment reached to 163.3 billion yen, an increase of 19.7% from 2Q, FY2011.

Billions of yen		Jul.-Sep., 2011	Jul.-Sep., 2012	Change	
				Amounts	Percentages
Traditional Markets	Japan	67.6	69.8	2.2	3.4 %
	North America	61.7	63.9	2.1	3.5 %
	Europe	29.2	23.0	(6.1)	(21.0) %
Strategic Markets	Latin America	49.4	69.3	19.8	40.2 %
	CIS	16.6	19.2	2.6	15.7 %
	China	38.8	21.7	(17.0)	(43.9) %
	Asia	81.0	52.4	(28.6)	(35.4) %
	Oceania	37.9	54.8	16.9	44.5 %
	Middle East	10.0	9.0	(0.9)	(9.8) %
	Africa	25.6	25.1	(0.5)	(2.2) %
Total		418.3	408.7	(9.6)	(2.3) %
Mining equipment in total above		136.4	163.3	26.9	19.7%



- In the construction, mining and utility equipment business, sales to outside customers by region amounted to JPY408.7 billion for the second-quarter (July – September 2012) of FY2012, down 2.3% from the corresponding period a year ago, as affected considerably by reduced sales in Asia, especially in China and Indonesia.

- In China, second-quarter sales dropped by 43.9% from the corresponding period a year ago, due to sluggish demand for construction equipment there. In Asia, second-quarter sales dropped by 35.4%, due to a drastic decline in demand for equipment for use in coal mines in Indonesia.

- In Japan and North America, demand remained steady, and second-quarter sales increased in both regions from the corresponding period a year ago. In Latin America and Oceania, where demand is strong for mining equipment for use in mines other than coal, second-quarter sales reached record-high quarterly figures.

- Demand for mining equipment increased steadily, except for Indonesia. Second-quarter sales of mining equipment advanced by 19.7% from the corresponding period a year ago, to JPY163.3 billion.

- While sales in China represented 9% of total sales in the second quarter of FY2011, this percentage declined sharply to 5% for the second quarter of FY2012.

- Sales decreased 5.6% from 1H, FY2011, although expanded sales of construction equipment in Japan and North America and of mining equipment for mines other than coal made up for declined sales of construction and mining equipment in China and Indonesia and of wire saws.
- Both operating and net income exceeded the respective revised projections of July 30.

% : Profit ratio [] : Sales to outside customers < > : Revised projection(July 30)

Billions of yen	Apr.-Sep., 2011		Apr.-Sep., 2012		Increase (decrease)	
	1USD=JPY 79.2 1EUR=JPY 113.5 1RMB=JPY 12.3		1USD=JPY 79.6 1EUR=JPY 101.5 1RMB=JPY 12.6			
Net sales	985.8		<940.0>	930.8	(55.0)	(5.6) %
Construction, Mining & Utility Equipment	[853.6]	856.4	[837.6]	839.1	[(16.0)]	(17.2) [(1.9)%] (2.0)%
Industrial Machinery & Others	[132.1]	136.3	[93.1]	97.1	[(39.0)]	(39.1) [(29.5)%] (28.7)%
Elimination	(6.9)		(5.5)		1.4	-
Segment profit	13.5%	132.7	12.0%	111.2	(21.4)	(16.2)%
Construction, Mining & Utility Equipment	14.0%	120.1	13.1%	109.5	(10.5)	(8.8)%
Industrial Machinery & Others	11.1%	15.1	3.4%	3.3	(11.8)	(78.2)%
Corporate & elimination	(2.5)		(1.6)		0.9	-
Other operating income (expenses)	0.2		0.0		(0.2)	-
Operating income	13.5%	132.9	<111.0>	12.0% 111.2	(21.6)	(16.3)%
Other income (expenses)	(2.7)		(5.8)		(3.1)	-
Net income before income taxes	130.2		<105.0>	105.3	(24.8)	(19.1)%
Net income *1	*2	94.6	<64.0>	66.1	(28.5)	(30.2)%
Cash dividends per share	21 yen		24 yen		3 yen	

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

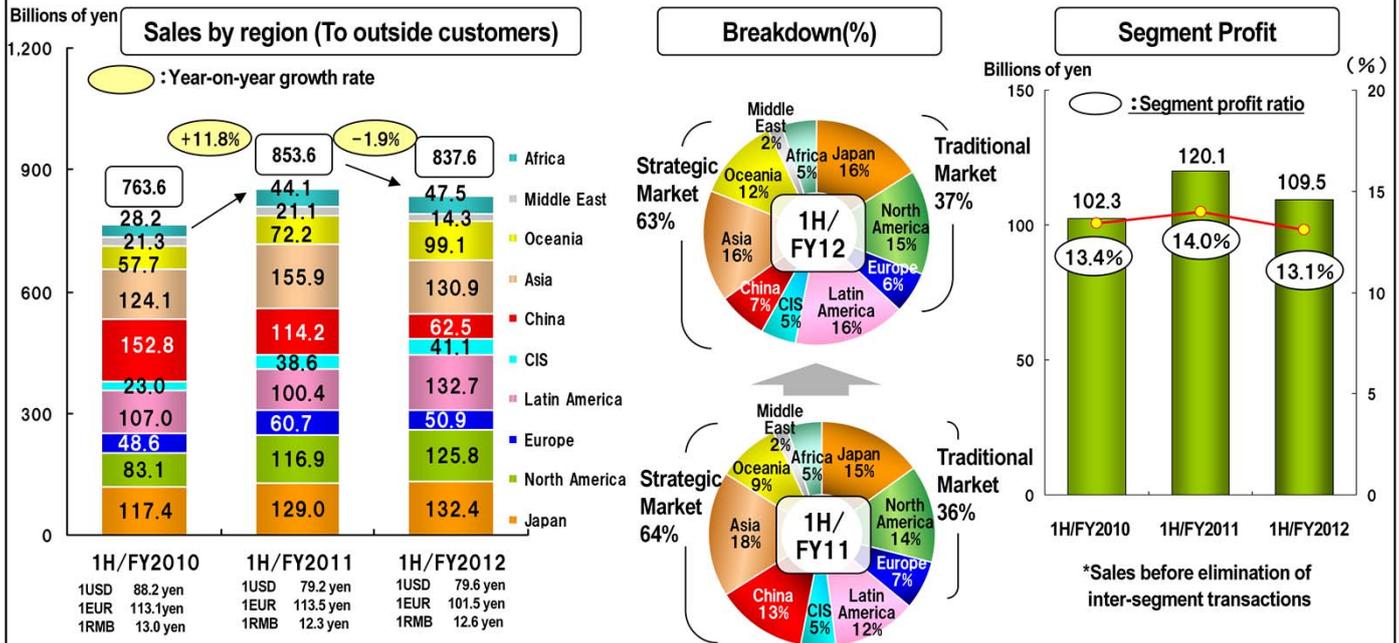
*2 Including a gain of 12.7 billion yen from recognition of deferred tax asset related to the merge of Komatsu Rental Ltd.

- While sluggish demand in China and Indonesia and demand for wire saws were partially compensated for by expanded sales of construction equipment in Japan and North America and of mining equipment for use in mines other than coal, the Japanese yen appreciated against major currencies, especially the euro. As a result net sales for the first six-month period declined by 5.6% from the corresponding period a year ago, to JPY930.8 billion.

- Operating income declined by 16.3% to JPY111.2 billion. Operating income ratio decreased by 1.5 percentage points to 12.0%.

- Net income for the first six-month period dropped by 30.2% to JPY66.1 billion. Due to temporary factors, such as tax effects of JPY12.7 billion in relation to the absorbing of Komatsu Rental Ltd., which was recorded for the first quarter of FY2011. This rate of decline appears larger than the real decline.

Proportions for China and Asia decreased, while those for Japan and Europe as well as Latin America and Oceania, where mining equipment sales were brisk, increased.

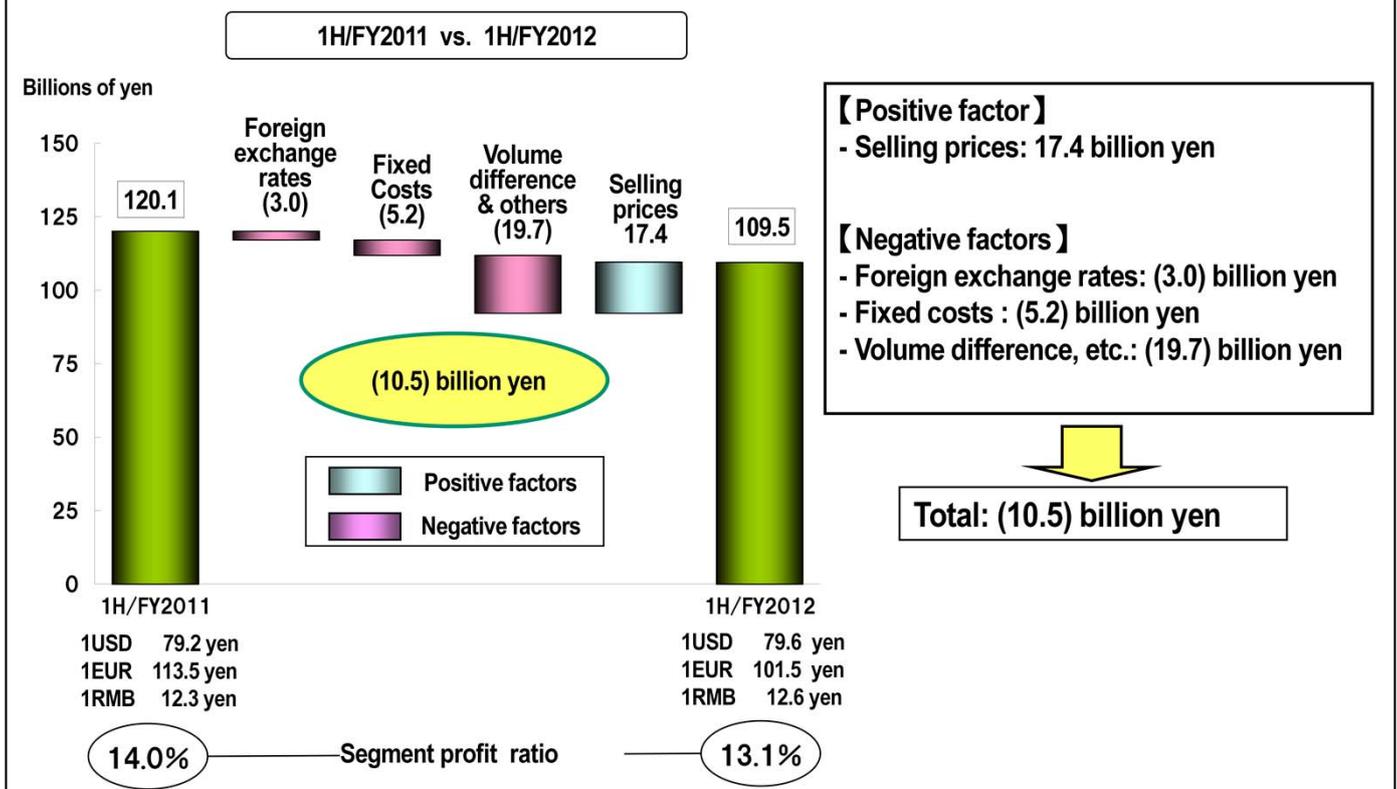


Year-on-year growth rate of sales by region

%	Japan	North America	Europe	Latin America	CIS	China	Asia	Oceania	Middle East	Africa	Total
1H/FY2011	9.9%	40.7%	24.9%	(6.2)%	67.3%	(25.2)%	25.7%	25.1%	(1.1)%	56.5%	11.8%
1H/FY2012	2.6%	7.6%	(16.1)%	32.1%	6.7%	(45.3)%	(16.1)%	37.4%	(32.2)%	7.5%	(1.9)%

- Sales (to outside customers) by region for the first six-month period decreased by 1.9% from the corresponding period a year ago, to JPY837.6 billion.
- Sales reached record highs for six-month periods in Latin America and Oceania, where demand remained strong for mining equipment for use in mines other than coal.
- By region, sales for the first six-month period dropped by 45.3% in China and by 16.1% in Asia, including Indonesia, from the corresponding period. Sales in Europe also declined by 16.1%, partly due to adverse effects of the foreign exchange rate.
- With respect to the proportions of sales by region, China dropped to 7% for the first six-month period under review, almost half of 13% for the corresponding period a year ago.
- Segment profit totaled JPY109.5 billion, and segment profit ratio was 13.1% for the first six-month period under review.

Negative factors, such as foreign exchange rates, fixed costs and volume of sales, were compensated for by selling prices. Segment profit was kept at 13.1%.



- This page compares FY2011 and FY2012 with respect to the first six-month segment profit of our construction, mining and utility equipment business and shows the factors of change.

- We minimized negative factors, such as foreign exchange rates, fixed costs and volume of sales, by increasing selling prices. As a result, we were able to keep a segment profit ratio of 13.1%.

- With respect to a negative difference of JPY3.0 billion in foreign exchange rates, the euro accounted for about JPY2.8 billion, and the Australian dollar, about JPY0.9 billion. The US dollar was slightly positive.

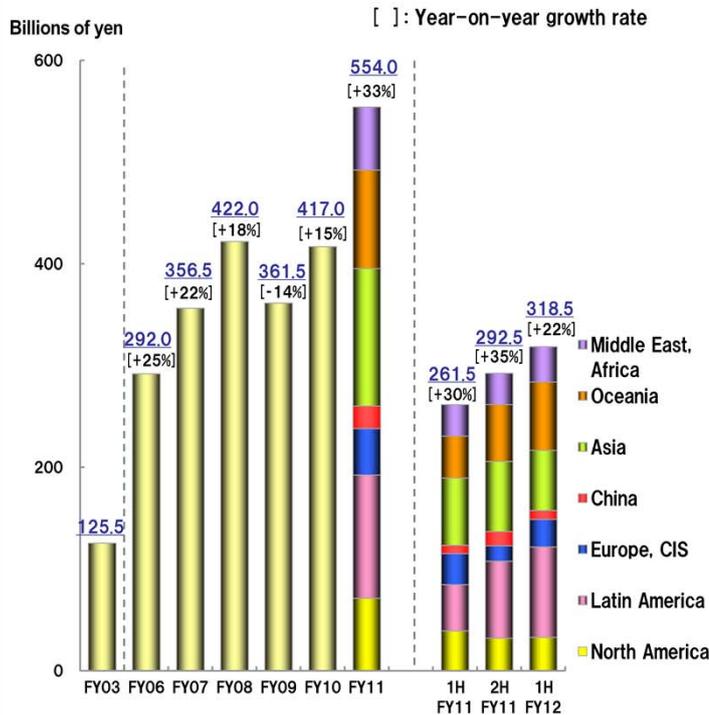
- Although fixed costs increased by JPY5.2 billion from the corresponding period a year ago, we managed them at about JPY5.0 billion less than initially planned.

- With respect to volume of sales, we incurred a negative difference of about JPY3.0 billion as a result of adjusting production during the first six-month period under review. Although we made good progress in the shipment of mining equipment, our distributors still had inventories. As a result, we incurred a negative difference of about JPY7.0 billion.

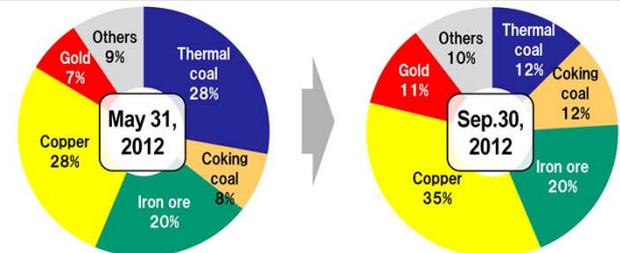
- Concerning selling prices, we have successfully been increasing them in North America and other regions of the world, which has resulted in a positive difference of JPY17.4 billion.

Sales of mining equipment for 1H, FY2012 remained strong in Latin America and Australia. Sales increased 22% from the corresponding period a year ago.

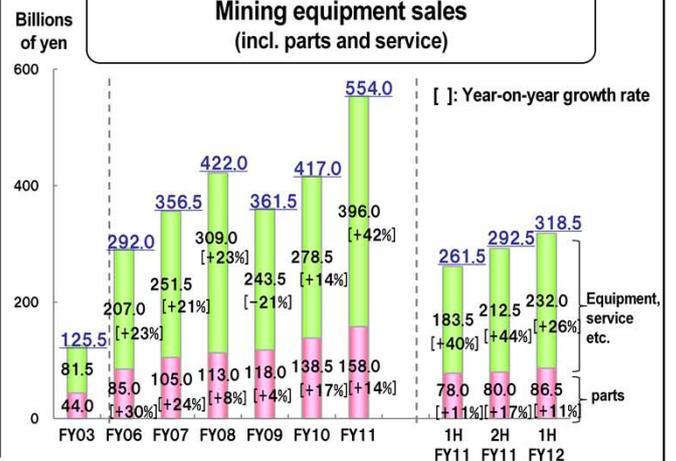
Sales by region (incl. parts and service)



Backlog orders by mineral (due for shipment in FY2012)
Equipment only(excl. parts and service). Include informal orders.



Mining equipment sales (incl. parts and service)

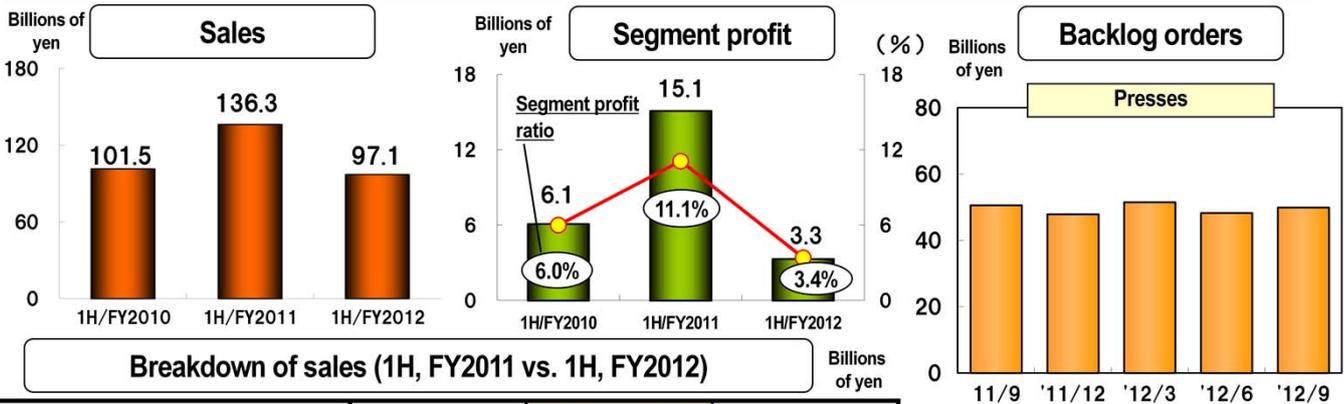


- Sales of mining equipment totaled JPY318.5 billion for the first six-month period of FY2012, up 22% from JPY261.5 billion for the first six-month period of FY2011. First six-month sales of FY2012 also increased by JPY26.0 billion from the second six-month period of FY2011. The rate of growth in sales is a slightly higher than the full-year projection we made last July. While sales declined in Indonesia for the first six-month period compared to the corresponding period a year ago, those in Australia and Latin America remained steady, resulting in an increase in total sales.

- Pie graphs on the right above show backlog orders for mining equipment as of May 31 and September 30, 2012 for shipment in FY2012 by mineral. While equipment for use in coal mines accounted for 28% of total backlog orders as of May 31, it declined to 12% as of September 30, due mainly to cancellations.

- Bar graphs on the right below separately show sales of mining equipment, service revenues and sales of parts. Reflecting a considerable amount of growth in machine population, sales of parts increased steadily by 11% from the first six-month period of FY2011.

-While demand remain brisk for presses and machine tools, both sales and profit decreased from the corresponding period a year ago, mainly affected by sluggish demand for wire saws and an end to extraordinary demand for prefabricated shelters.
 -Backlog orders for presses and machine tools remained stable.



Breakdown of sales (1H, FY2011 vs. 1H, FY2012)

	1H, FY2011	1H, FY2012	Increase(decrease)
Komatsu Industries Corp, etc. (total of press and sheet-metal machines)	19.6	21.9	2.3
Komatsu NTC Ltd. [represented by wire saws]	68.6 [39.9]	34.7 [3.6]	(33.9) [(36.3)]
Others [represented by Gigaphoton]	48.1	40.5	(7.6)
[represented by Komatsu House]	*1 [4.5] [19.1]	[11.1] [7.5]	[6.6] [(11.5)]
Total	136.3	97.1	(39.2)

*1 A consolidated subsidiary since 2Q FY2011.

- In the industrial machinery and others business, sales declined by JPY39.2 billion for the first six-month period of FY2012 from the corresponding period a year ago.

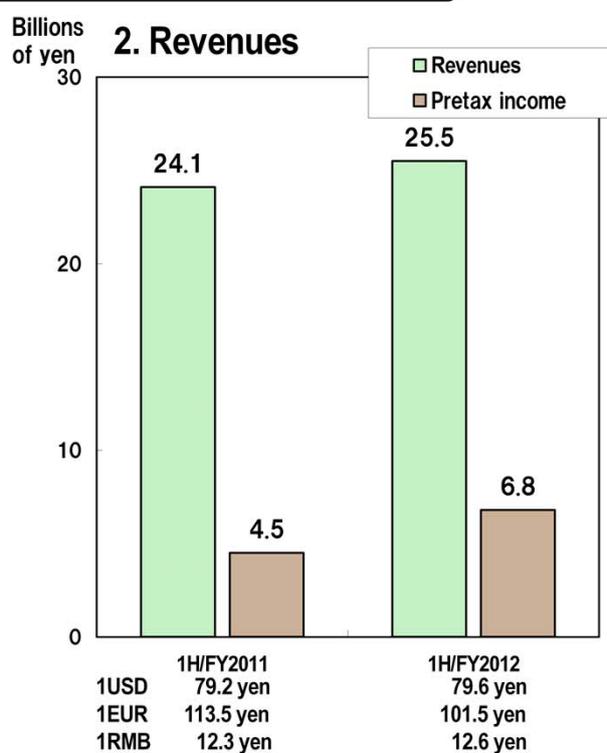
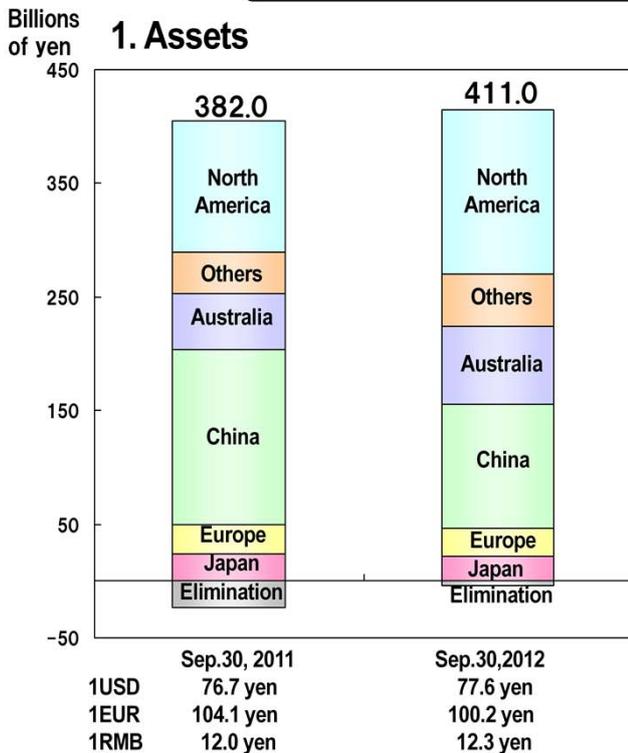
- Major factors of this decline in sales included JPY36.0 billion for Komatsu NTC's wire saws against the backdrop of a drop in demand and JPY11.5 billion for Komatsu House's prefabricated structures for use as temporary shelters, as extraordinary demand come to an end. Meanwhile, Komatsu NTC increased sales of machine tools and Komatsu Industries also increased sales.

- Backlog orders for presses and machine tools have been growing slowly, as orders have been steady from automakers.

- Segment profit dropped by JPY11.8 billion for the first six-month period of FY2012 from the corresponding period a year ago, as drastically affected by reduced sales of wire saws which feature high profitability. As a result, segment profit declined to 3.4%.

-While assets decreased in China due to sluggish demand, they increased in North America and Australia.
 Total assets increased 29 billion yen from September 30, 2011.
 -Both revenues and pretax income increased from 1H, FY2011.

Consolidated retail finance subsidiaries



- In the retail finance business, total assets were JPY411.0 billion at September 30, 2012, an increase of JPY29.0 billion (or about JPY22.0 billion when the effects of foreign exchange rates are excluded) from September 30, 2011.

- Assets increased in North America and Australia, where sales of mining equipment were brisk, and also in Thailand under a good market environment. Meanwhile, assets began declining in China, reflecting progress made in the collection of loan claims. Assets have declined slightly in Europe and Japan.

- Pretax income grew, centering on North America and Chile, where assets increased.

- Total assets amounted to 2,204 billion yen, a decline of 116.4 billion yen from the previous fiscal year-end.
- Net debt-to-equity ratio improved to 0.53 from the previous fiscal year-end.

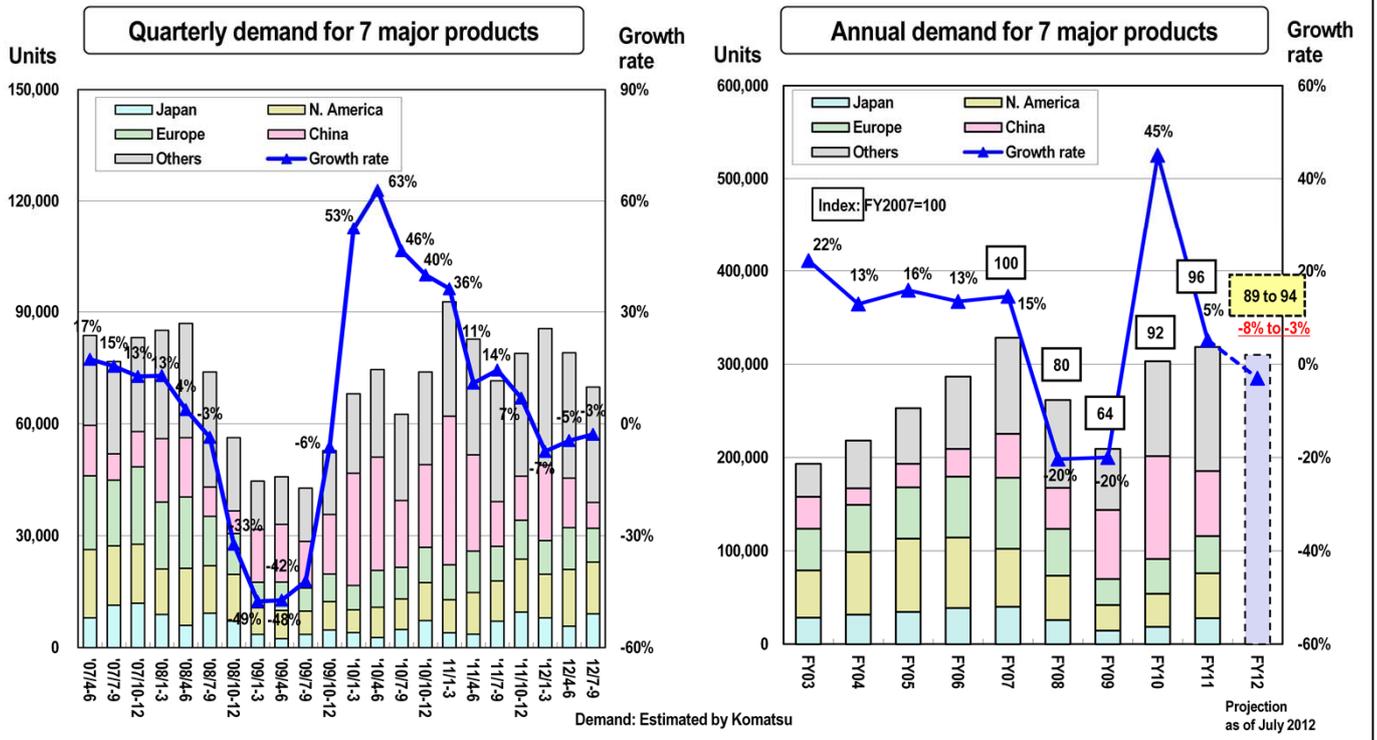
Billions of yen ○ : Net debt-to-equity ratio	Mar.31, 2012 1USD=JPY82.2 1EUR=JPY109.8 1RMB=JPY13.1	Sep.30, 2012 1USD=JPY77.6 1EUR=JPY100.2 1RMB=JPY12.3	Increase (decrease)
Cash & Deposits (incl. time deposits) [a]	83.9	80.1	(3.8)
Accounts receivable (incl. long-term trade receivables) <Excl. those of consolidated retail finance subsidiaries>	744.0 <397.5>	660.0 <328.6>	(83.9) <(68.8)>
Inventories	612.3	602.9	(9.4)
Tangible fixed assets	529.6	534.6	4.9
Other assets	350.4	326.3	(24.1)
Total assets	2,320.5	2,204.0	(116.4)
Accounts payable	273.4	219.6	(53.8)
Interest-bearing debt[b] <Excl. those of consolidated retail finance subsidiaries>	647.8 <336.9>	619.9 <324.1>	(27.8) <(12.8)>
Other liabilities	341.8	308.9	(32.8)
Total liabilities	1,263.0	1,148.5	(114.5)
[Shareholders' equity ratio] Komatsu Ltd. shareholders' equity	[43.5%] 1,009.6	[45.9%] 1,011.2	[2.4 points] 1.5
Noncontrolling interests	47.7	44.3	(3.4)
Liabilities & Equity	2,320.5	2,204.0	(116.4)
Interest-bearing debt, net [b-a]	○ 0.56 563.8	○ 0.53 539.8	(23.9)
Net D/E ratio (excl. cash and interest-bearing debt of consolidated retail finance subsidiaries)	○ 0.28	○ 0.27	

- Total assets amounted to JPY2,204.0 billion at September 30, 2012, a decrease of JPY116.4 billion from March 31, 2012.

- Accounts receivable decreased by JPY83.9 billion, and inventories by JPY9.4 billion. Although inventories totaled JPY615.0 billion at June 30, 2012, a larger amount compared to March 31, 2012, inventories declined by over JPY10.0 billion, centering on mining equipment in the second quarter period alone. We expect further decline in the second six-month period.

- Interest-bearing debt declined by JPY27.8 billion. Net debt-to-equity ratio improved to 0.53 at September 30, 2012 from March 31, 2012.

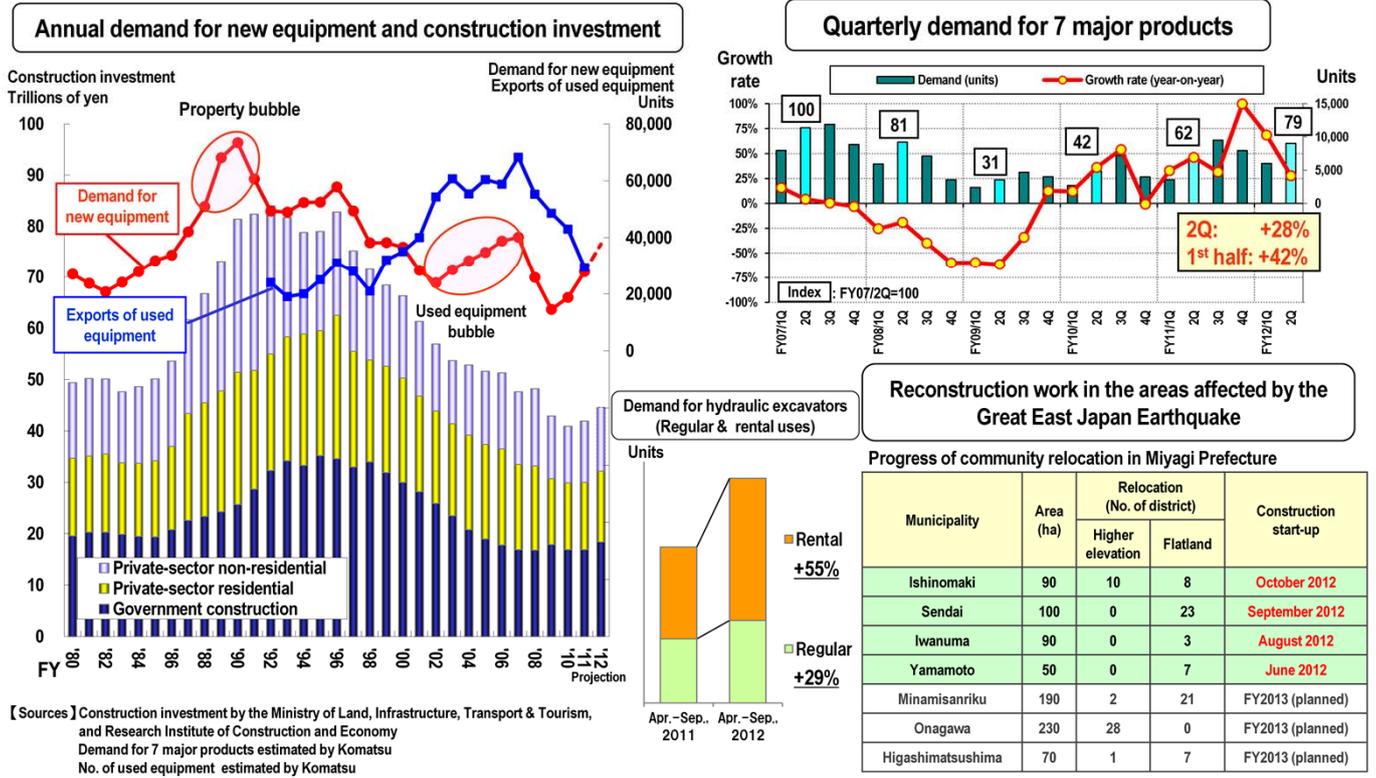
- In the second quarter, while demand advanced steadily in North America and Japan, that in China remained sluggish. Global demand declined by 3% from the second quarter of FY2011.
- We project that full-year global demand will stay on the same level of our earlier projection (-8% to -3%).



- In the second quarter of FY2012, while demand advanced in North America and Japan, that in China remained sluggish. Global demand declined by 3% from the corresponding period a year ago.

- With respect to full-year global demand, we have not changed our projection of July this year (about 300,000 units in total or a decline by 8% to 3% from FY2011), although there are some changes depending on regions.

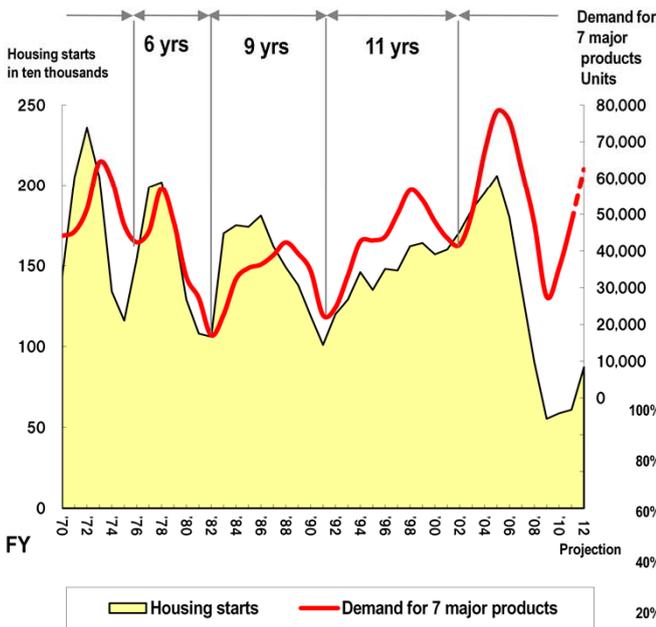
- In the second quarter, demand continued to expand by 28% from the second quarter of FY2011, mainly driven by rental companies. In the first half, demand expanded by 42% from the first half of FY2011.
- We project that demand in the second half will expand by 20% to 40% from the second half of FY2011.



- In the second quarter of FY2012, Japanese demand for seven major products continued to expand by 28% from the corresponding period a year ago, mainly driven by demand for rental equipment for use in reconstruction of the regions destroyed by the Great East Japan Earthquake and tsunami. In the first half period of FY2012, Japanese demand surged by 42% from the corresponding period a year ago.
- In the first half period, Japanese demand for hydraulic excavators accelerated by 55% from the corresponding period a year ago in the rental equipment sector, while it advanced by 29% in the general construction sector.
- We are anticipating that demand for seven major products will increase by 20% to 40% in the second half period.
- The table on the bottom right shows the current conditions of full-scale reconstruction start-ups, including the relocation of communities, in towns and cities of Miyagi Prefecture. Reconstruction projects have already begun in Ishinomaki, Sendai, Iwanuma and Yamamoto, and those in other cities are expected to start soon.
- We anticipate that demand will steadily increase in two to three years, reflecting the market condition in which exports of surplus used equipment will have come to an end, and supported by an increase in the start-up of full-scale reconstruction projects.

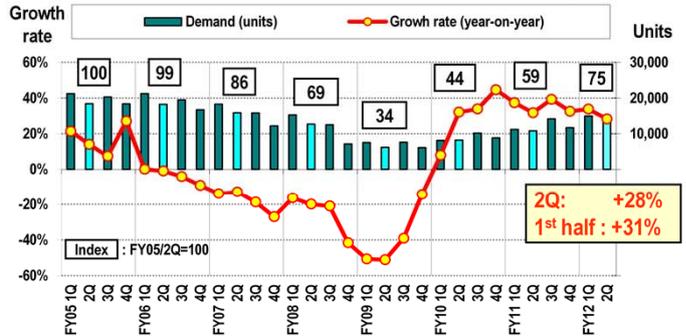
- In the second quarter, demand expanded by 28% from the second quarter of FY2011, driven by powerful growth in rental demand and steady growth in the housing sector. In the first half, demand accelerated by 31% from the first half of FY2011.
- We project that demand in the second half will advance by 20% to 40% from the second half of FY2011.

Annual demand for 7 major products and US housing starts

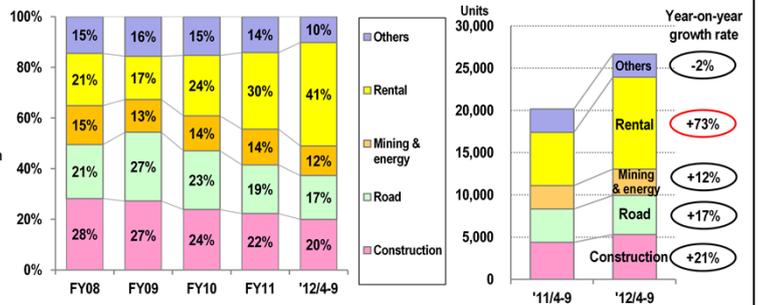


Sources: Housing starts by U.S. Department of Commerce (Projection of housing starts for FY2012: seasonally adjusted annual rate of September 2012) Demand for 7 major products estimated by Komatsu

Quarterly demand for 7 major products



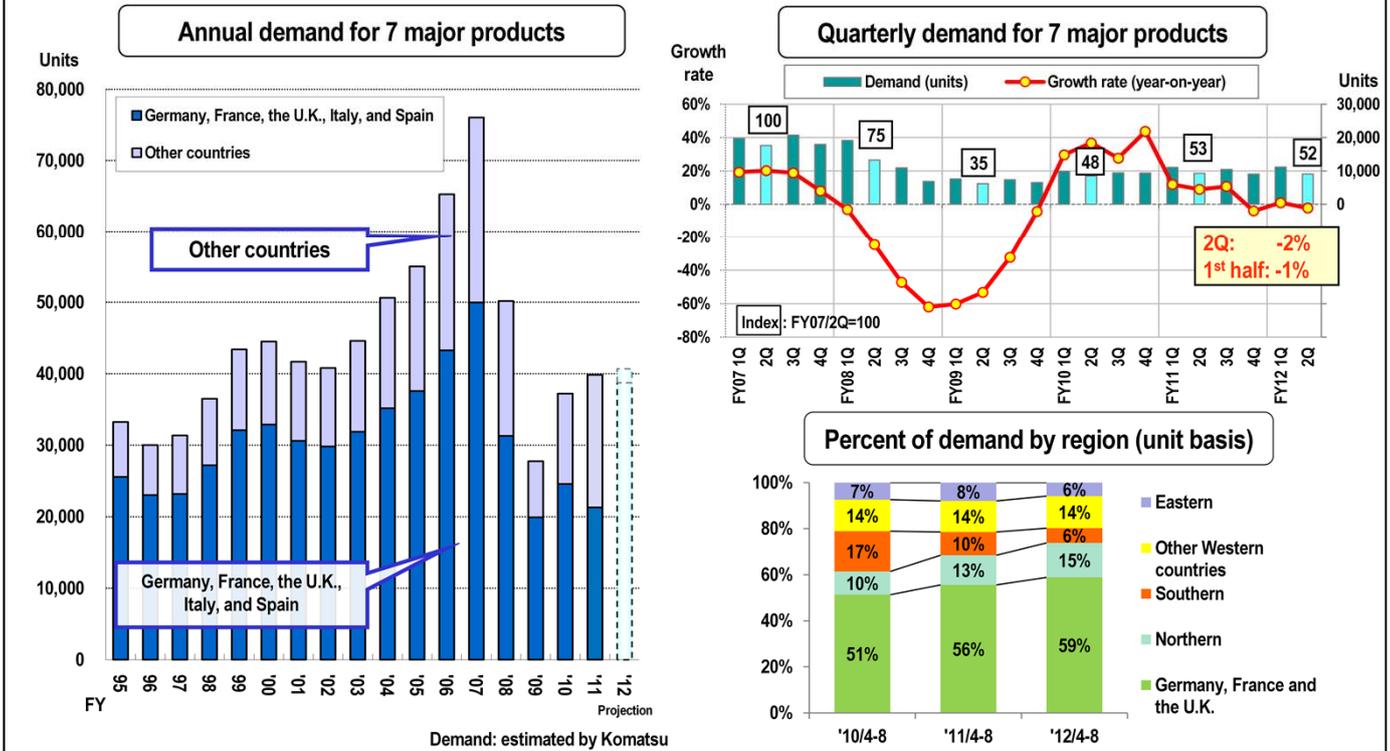
Breakdown of demand by segment (unit basis)



- In the second quarter, North American demand expanded by 28% from the corresponding period a year ago, supported by demand in the residential construction sector and a steady increase of demand in the rental and energy sectors. In the first half, demand accelerated by 31% from the first half of FY2011

- With respect to the breakdown of demand by segment (based on units), demand expanded by 73%, in the first half period of FY2012 from the corresponding period a year ago. We are projecting that North American demand will continue to increase by 20% to 40% in the second half period from the corresponding period a year ago, reflecting strong demand in the rental and other sectors.

- In the second quarter, while demand increased steadily in the U.K., Germany, France and northern Europe from the second quarter of FY2011, that in southern and eastern Europe dropped sharply, resulting in a 2% decline in overall Europe. In the first half, demand declined by 1% from the first half of FY2011.
 - We project that demand in the second half will change between -5% and +5% from the second half of FY2011.



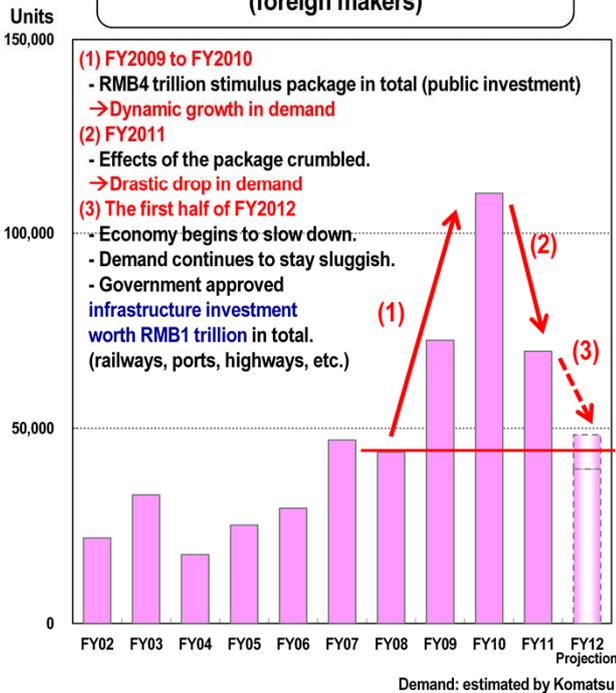
- In the second quarter, European demand for seven major products declined by 2% from the corresponding period a year ago. In the first half period, it remained about flat from the first half a year ago, registering a slight decline of 1%.

- With respect to percent of demand by region, demand remained sluggish in both southern and eastern Europe. As combined demand in these two regions accounted for 12% of total demand in Europe, the impact of their sluggish demand was minimal. Meanwhile, demand has been growing in Germany, France and the United Kingdom as well as in northern Europe, which represented 74% of total demand.

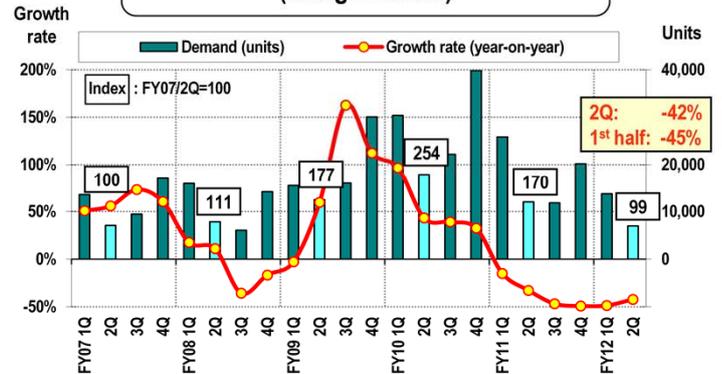
- Quarterly demand has remained flat or slightly declined year-on-year since the fourth quarter of FY2011. Moreover, quarterly demand has remained about half of peak demand for almost four years. Accordingly, we are estimating that demand in the second half period of the current fiscal year will change by -5% to +5% from the corresponding period a year ago.

- In the second quarter, demand continued to stay sluggish and declined by 42% from the second quarter of FY2011. In the first half, demand dropped by 45% from the first half of FY2011.
 - We project that full-year demand will decline close to the FY2008 level.

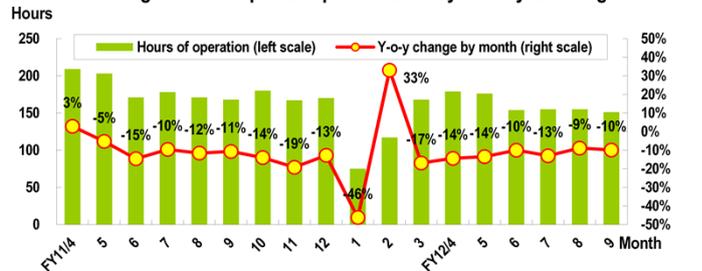
Annual demand for 7 major products (foreign makers)



Quarterly demand for 7 major products (foreign makers)



<KOMTRAX: Average hours of operation per month and year-on-year change in China >



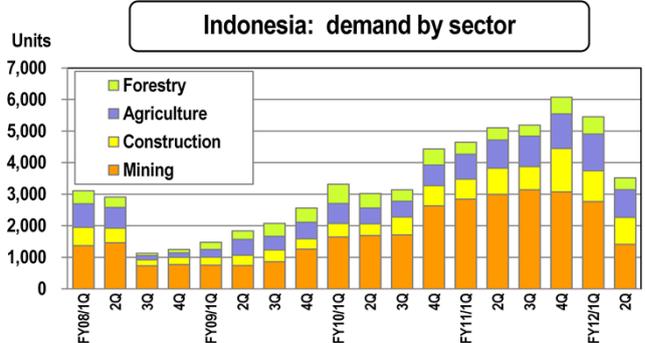
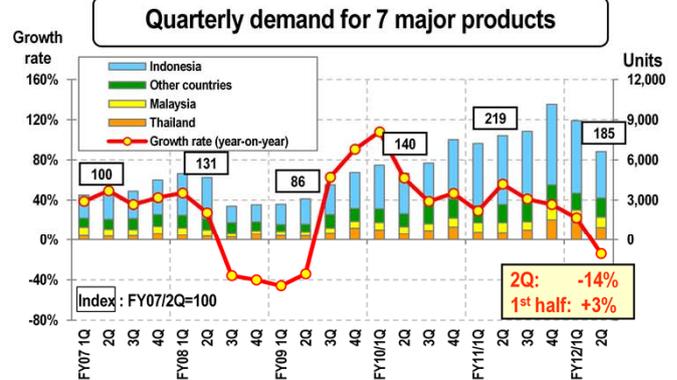
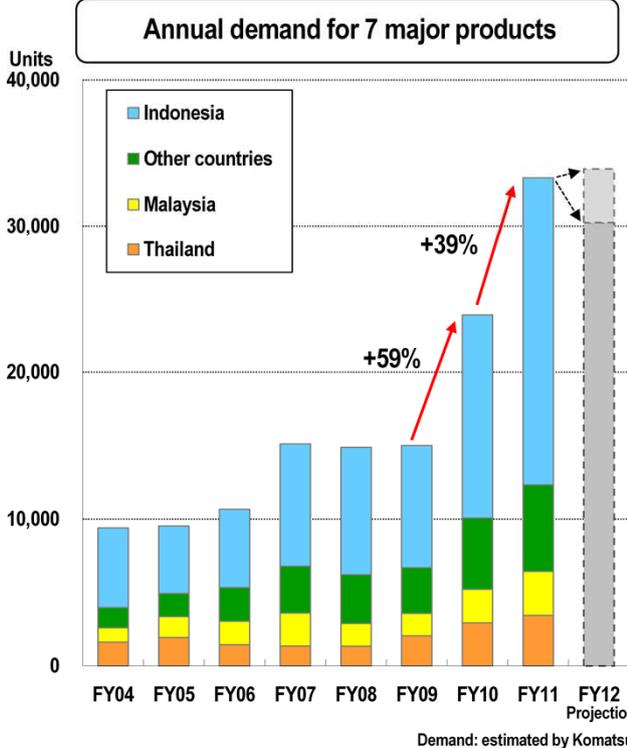
- In the second quarter of FY2012, Chinese demand dropped by 42% from the corresponding period a year ago. In the first half period, it dropped by 45% from the previous first half period. Demand has remained very sluggish.

- While demand surged in FY2009 and FY2010 thanks to the RMB4-trillion economic stimulus package in response to the Lehman Shock, it plunged sharply in FY2011, as the positive effects of the stimulus package faded away. We are estimating that full-year demand of the current fiscal year will decline to about 44,000 units, comparable to the level of FY2008.

- We are projecting that third quarter demand will drop by about 40% from the third quarter a year ago, and by fourth quarter demand by about 20% from the fourth quarter of FY2011. However, if the Chinese government carries out a RMB1-trillion stimulus package, fourth quarter demand can remain flat from the corresponding period a year ago.

- We have experienced almost zero adverse effects from the Senkaku Islands dispute.

- In the second quarter, while demand advanced steadily in Thailand and Malaysia, demand slowed down for equipment for use in coal mines in Indonesia resulting from the falling price of thermal coal, resulting in a decline of 14% from the second quarter of FY2011 in the region. In the first half, demand increased by 3% from the first half of FY2011.
- We project that demand in the second half will change between -20% and 0% from the second half of FY2011.



- In the second quarter period of FY2012, while demand advanced steadily in Thailand where reconstruction was brisk in flooded areas, Indonesian demand slowed down for machines for use in coal mines, as adversely affected by the plummeting price of thermal coal. As a result, Southeast Asian demand declined by 14% in the second quarter from the second quarter a year ago. In the first half period, Southeast Asian demand increased by 3% from the first half of FY2011.

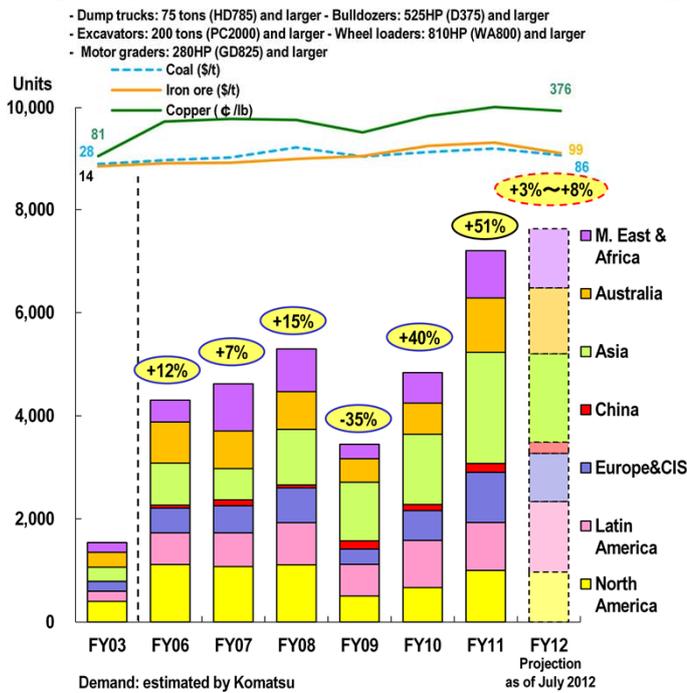
- While overall Southeast Asian demand, centering on Indonesia, Malaysia and Thailand, surged in FY2010 and FY2011, we are estimating that Southeast Asian demand will decline by 20% to 0% due to a drop in demand in Indonesia in the second half period from the second half of FY2011.

- With respect to Indonesian demand by sector, while demand has dropped drastically in the mining sector since the second quarter of FY2012, that in the construction, agriculture and forestry have remained steady.

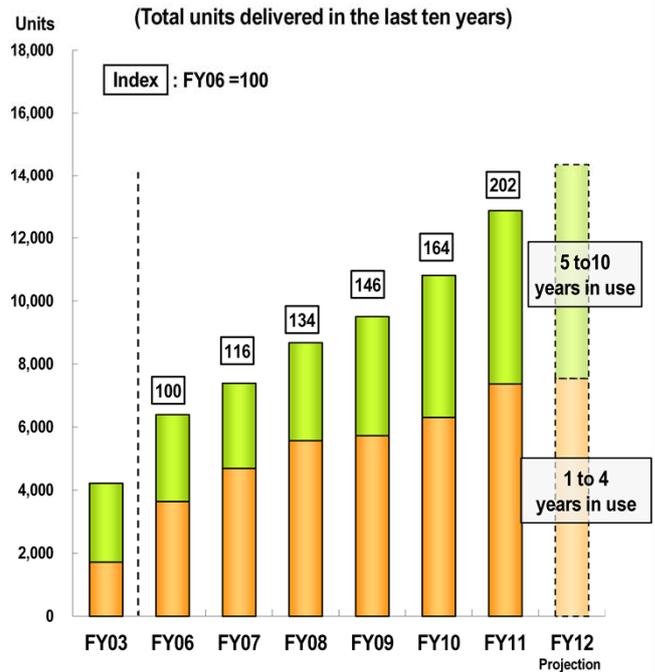
- Although demand should remain sluggish in coal mining as adversely affected by the falling price of thermal coal, demand should remain firm in iron and copper mining. We project full-year demand will increase by 3% to 8% from FY2011.

- Our machine population should increase steadily.

Demand for mining equipment by region (units)



Machine population of Komatsu's mining equipment

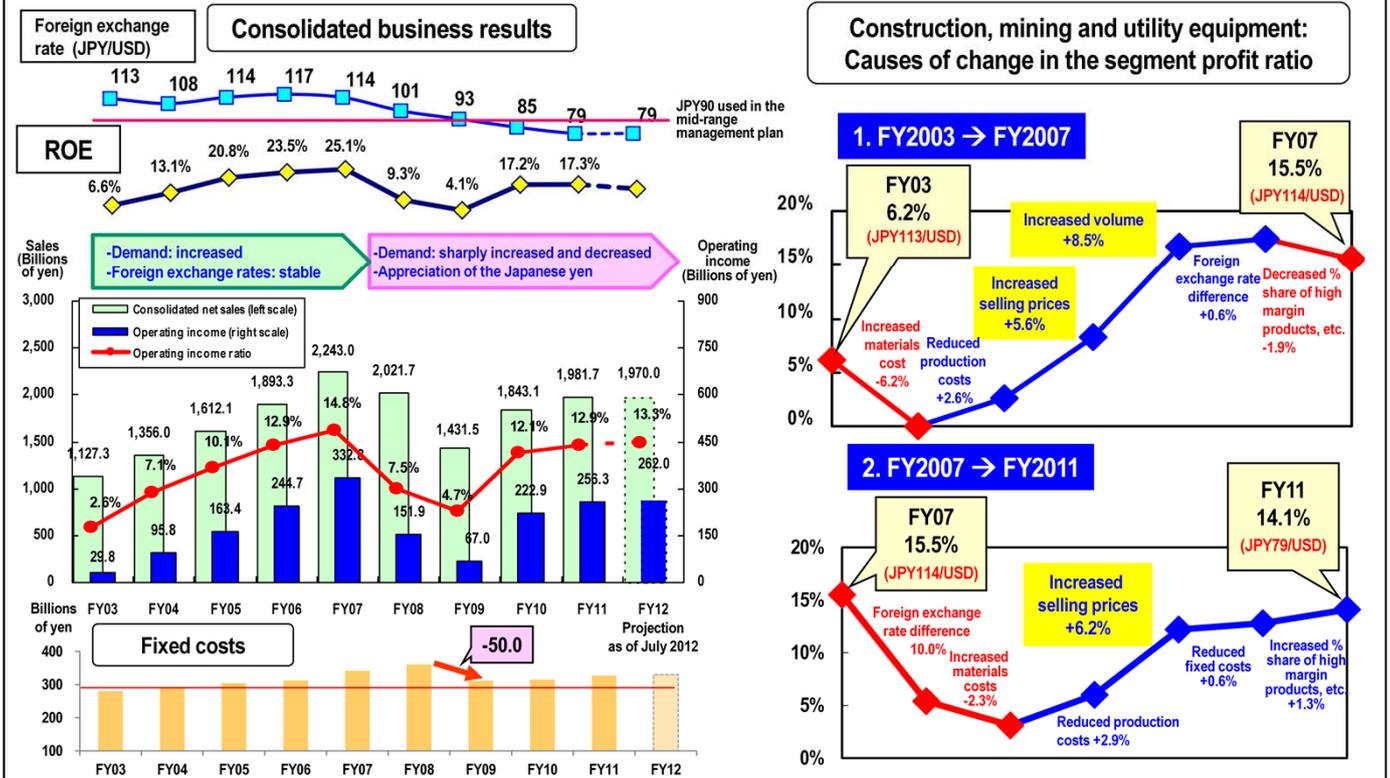


- Demand for mining equipment has dropped, especially in Indonesia as adversely affected by the falling price of thermal coal. Demand in iron ore and copper mines have remained steady, mainly in Latin America and Australia.

- Machine population of Komatsu's mining equipment has been steadily growing and it will reach over 14,000 units at the end of FY2012. Especially machine population in use for 5 years or over has been increasing, which will lead to a sales increase of parts and service.

**Progress Made in the Mid-Range Management Plan
“Global Teamwork for Tomorrow”
and Future Efforts for Growth**

- While nearly doubling net sales from FY2003, we have kept fixed costs virtually flat.
 - We have compensated for the adverse effects of drastic changes in demand and Japanese yen's sharp appreciation after the Lehman Shock by promoting price realization and other continuous efforts. In this manner, we have sustained a high level of profitability.



- Against the backdrop of continuous growth of demand since FY2003, we roughly doubled consolidated sales to JPY2.2 trillion for FY2007, while keeping fixed costs about flat during the same period. Furthermore, foreign exchange rates remained stable during this period. The following four years after FY2007 were a period of turbulent changes, characterized by the Lehman Shock, dynamic expansion and the drastic fall of Chinese demand and the Great East Japan Earthquake last year. On the foreign exchange market, the Japanese began appreciating against the U.S. dollar from 114 yen to the level of 70 yen.

- The segment profit ratio of our construction, mining and utility equipment business improved by 9.3 percentage points in four years from FY2003 to FY2007. While material costs increased by 6.2%, we compensated for this negative factor by improving selling prices and increasing the volume of sales. As a result, segment profit ratio improved by 9.3 percentage points.

- From FY2007 to FY2011, the Japanese yen appreciated against the U.S. dollar by 10% and material costs increased by 2.3%. If everything had been left as it was, segment profit ratio would have been about 3% for FY2011. As a result of compensating for these negative factors by reducing production costs, increasing selling prices and keeping fixed costs low, we attained a segment profit ratio of 14.1%, almost comparable to that for FY2007.

- KOMTRAX: Topped 280,000 units worldwide. Helping us improve earnings through expanded applications in the value chain.
- KOMTRAX Plus: Developing additional functions designed to improve customers' productivity.
- KOMTRAX Parts: Planning to introduce in 2013.

1. Expanding market introduction of KOMTRAX



KOMTRAX-installed machines worldwide
 Total: Over 280,000 units (as of September 30, 2012)
 (An increase of 17,000 units from March 31, 2012)

2. Expanding applications of KOMTRAX

(1) Expanded applications in the value chain

Sales of new equipment	Identification of target customers
Parts & service	Identification of periodical inspection and parts replacement timing
Operation support	Supporting fuel-economy operation, operator evaluation (training)
Retail finance	Credit risk management
Sales of used equipment	Increase in resell prices, expansion of sales
Rental	Check in/out control, fleet management

[Example] Utilization of premium used equipment

Sales expansion of used equipment and improvement of profitability through the utilization of premium used equipment, i.e., high-quality used equipment with Komatsu (manufacturer) warranty.

- Implementation of thorough maintenance
- Provision of maintenance and operation records (KOMTRAX reports)

- Komatsu (manufacturer) warranty helps us maintain and improve resell prices.
 - Sales to customers, who own more machines made by our competitors, help us penetrate them.

(2) Addition of new functions

- Tier4 PDF: Monitoring
- iPad application (under development)

3. KOMTRAX Plus and KOMTRAX Parts

(1) KOMTRAX Plus (vehicle health diagnostic system for mining equipment)

No. of units: About 15,000 (as of September 30, 2012)
 - Developing additional functions to improve customers' productivity (productivity improvement proposals, operator's performance evaluation, analysis of hauling routes, etc.)

(2) KOMTRAX Parts (Access to conditions of parts, replacement records)

- Continuing development and trials for commercialization
- Market introduction in 2013 (planned)

- The number of KOMTRAX-installed units topped 280,000 worldwide as of September 30, 2012. This means an increase of about 17,000 units from March 31, 2012.

- In tandem with the growing number of KOMTRAX-installed units, we have been promoting a variety of applications in the value chain of construction equipment.

- In the used equipment business, by utilizing the KOMTRAX, we have been working to expand sales of premium-value, high-quality used equipment with a warranty certified by Komatsu as manufacturer. By selling high-quality used equipment with this warranty together with machine operation and maintenance records, we have been working to maintain and improve selling prices, as well as to expand sales to customers with competitors' machines in order to increase our share in their fleet.

- To promote sales of Tier4-certified machines, we have added a new function of monitoring the diesel particulate filter to them. We are also planning to add another browsing function by using the iPad™.

- The number of mining equipment installed with the KOMTRAX Plus system, a vehicle health monitoring system, totaled about 15,000 as of September 30, 2012.

- We are developing additional functions, such as drivers' performance evaluation and analysis of haul routes, in order to improve customers' productivity.

- We are developing and testing the KOMTRAX Parts system which enables us to understand the condition of parts and their replacement records. We are planning to introduce it in 2013.

- First 10 AHS (Autonomous Haulage System) dump trucks are in stable operation under the “150 and Beyond” project for deployment of more than 150 units. Delivery of AHS trucks is in progress to another mine.
- We have developed driverless pilot models of the HD785 mechanical dump truck and are conducting their trial operations in our test field.
- We are planning to launch DANTOTSU ICT-intensive bulldozers and hydraulic excavators, starting in 2013.

1. Expansion of AHS deployment

(1) Rio Tinto’s “150 and Beyond” project

- Deployed 10 units in April 2012, which have been in stable operation in JSE pit of the Yandi mine.
- Delivering other units to another mine. (AHS operation to start: 4Q of FY2012)



930E-AT AHS dump truck and PC5500 super-large hydraulic excavator

(2) AHS application to mechanical dump trucks

- HD785 mechanical dump truck
- Continuing to upgrade pilot models of mechanical dump trucks.

A pilot model of the driverless HD785 arriving at our test field in Arizona, U.S.A.



2. Development of ICT-intensive construction equipment

- Developing DANTOTSU ICT-intensive models which feature high-precision GPS, other ICT advantages and Komatsu-original control technologies. (bulldozers and hydraulic excavators)

Launch schedule (planned)

- (1) ICT-intensive bulldozer: North America and Europe in 2013
- (2) ICT-intensive hydraulic excavator: Europe in 2013

[Features of DANOTSU ICT-intensive construction equipment]

- High precision and reliability by designing ICT exclusive models
- Transmission of real-time information linked with construction work management

- We have already delivered 10 AHS dump trucks to Rio Tinto’s Yandi mine, and they have been working stably. In addition, we are also delivering AHS trucks to a new mine which is scheduled for production start-up in the fourth quarter of FY2012.

- Concerning an AHS application to the HD785 mechanical dump truck, we are developing driverless pilot models at our field test site in Arizona, U.S.A.

- DANTOTSU ICT-intensive construction equipment features high-precision GPS and our proprietary control technologies. This new-generation equipment enables real-time linkage with the construction site management system, thereby making construction work “visible” and directly improving customers’ productivity. We are preparing to launch medium-sized ICT-intensive bulldozers in North America and Europe as well as ICT-intensive hydraulic excavators in Europe in 2013.

- We have delivered more than 1,800 hybrid hydraulic excavators, and are developing new models to broaden the hybrid model range.
- We have been making good sales of Tier4-compliant models in North America, and are engaging in full-scale launch in Europe and Japan.
- We have received steady orders for hydrostatic transmission-driven forklift trucks since their launch in Japan in July.

1. Hybrid hydraulic excavators

(1) Units delivered

- **Worldwide: 1,800 units** (as of Sep. 30, 2012)
An increase of about 300 units from March 31, 2012
- **Japan: Hybrid models account for over 20%*** of all 20-ton class hybrid excavators sold by Komatsu.

(Regular customers excl. rental companies: Over 30%*) *1H of FY2012

(2) Expansion of hybrid model range

- 30-ton hydraulic excavators: Launch in 2013 (planned)
- Wheel loader: Under development



HB215LC hybrid hydraulic excavator operating in Austria

2. Responses to emission standards

(1) Market introduction of Tier4-compliant models

- Achieving 10% reduction of fuel consumption on average
- Launched in Japan in July 2012, following North America and Europe.
- Orders received (cumulative) in North America: About 2,800 units

(2) Introduction of KOMATSU CARE program

- Introduced in Japan in July 2012, following North America and Europe.
- By offering extended warranty for powertrains and complimentary maintenance service for the first time in Japan, we are helping our customers reduce total lifecycle costs of their machines and prolong their use of machines.

3. HST-driven forklift trucks

Launched in Japan in July 2012.

- Orders received (cumulative): About 50 units (as of September 30, 2012)
- HST-driven models account for about 50% of all orders for 4 to 5-ton models received by Komatsu. (July – September 2012)



FH50 HST-driven model



D65EX-17 medium-sized bulldozer is compliant to new emission standards of Japan, the U.S. and Europe.

- We have already delivered 1,800 units of the 20-ton class hybrid hydraulic excavators worldwide, an increase of 300 units from March 31, 2012. In Japan, sales units of hybrid hydraulic excavators account for over 20% of our total sales units of 20-ton class excavators. When sales to rental companies are excluded, sales units of hybrid models represented over 30% of our total sales units in the first half period of FY2012. This percentage shows Japan leads other countries in the rate of introducing hybrid models. We are continuing our efforts for global marketing, based on our business model in Japan. We are planning to launch 30-ton hybrid hydraulic excavators in 2013.

- Our Tier4-compliant models have reduced an average of 10% fuel consumption, and we have secured smooth market introduction for these models. Following North America and Europe, we embarked on their sales in Japan in July 2012. To expand their sales in Japan, we have introduced the Komatsu CARE, which offers an extended warranty period for the powertrain and complimentary maintenance of diesel particulate filters, for the first time in the Japanese construction equipment industry.

- We launched sales of HST (hydrostatic transmission)-driven forklift trucks in July 2012 in Japan. Our customers have highly evaluated these trucks for their positive effects of environmental friendliness, including about 30% fuel savings compared to conventional internal combustion models of the same classes.

- Improving next-morning delivery rates by increasing parts depots, and enhancing the competitiveness of R&M contracts by improving the QC&D of Reman and rebuild operations.
- Expanding product mix of parts by M&A and other schemes, and accelerating development and sales of strategic parts (GET, undercarriages, attachments, etc.) by creating the Aftermarket Business Division which is exclusively responsible for strategic parts.
- Reinforcing distributors' support operation and Komatsu (manufacturer)-driven support operation in response to increased machine population of mining equipment.

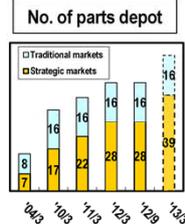
1. Reinforcement of parts supply operation

(1) Improving next-morning delivery rates

- Target: 95% or higher
- Improving by opening new parts depots.

(2) Improving the QC&D of Reman and rebuild operations

- Oyama Plant became exclusively responsible of managing production and inventories of all Reman plants and offering technical support to plants and distributors.
- Enhancing the competitiveness of R&M contracts by improving QC&D.



3. Expansion of sales and service operations

(1) Expanding distributors' support operation

Increasing the number of service support centers.

- 28 centers as of Sep. 30, 2012 → 29 centers (planned) as of March 31, 2013
- Opened in 2H of FY2011: Yangon (Myanmar) and Kuzbass (Russia)
- Opened in 1H of FY2012: Ulaanbaatar (Mongolia) and Lima (Peru)

(2) Reinforcing support operation for mining equipment

- Acquiring the mining equipment division of Komatsu's distributor in Brazil (scheduled to be completed in April 2013)
- Reinforcing Komatsu (manufacturer)-driven support operation in response to growing machine population of mining equipment.

2. Reinforcement of parts business

(1) Expanding product mix of parts and sales capability



GET (Ground Engaging Tool)	Increasing sales of mining-use buckets by expanding Hensley's production capacity.
Attachments	Decided to acquire Log Max AB, a Swedish manufacturer of attachments for forest machines (announced in October 2012).
Dump truck bodies (vessels)	Acquired DTSA, a manufacturer of truck bodies in Chile (in September 2011).

Creation of the Aftermarket Business Division (in October 2012)

Through this new organization which focuses on strategic parts (attachments, GET, undercarriages, etc.), we are accelerating their development and sales.

- Broadening product mix: development of products with original features
- Strengthening sales capability: Increasing the number of specialist sales personnel by product.
- Expanding sales to competitors' machines.

- We have been increasing the number of parts depots to achieve a next-morning delivery rate of 95% around the world. We have signed our Oyama Plant to take the leading role of QC&D (quality, cost & delivery) of Reman and rebuild operations in order to enhance the competitiveness of our R&M (repair & maintenance) contracts.

- In response to growing orders for buckets and GET (ground-engaging tools) and other strategic parts, Hensley Industries, our wholly owned subsidiary in North America, has been working to expand sales. In October 2012, we acquired Log Max AB, a Swedish manufacturer of attachments for forest machines. We also acquired DTSA, a manufacturer of truck bodies in Chile in September 2012.

- In October 2012, we established the Aftermarket Business Division to exclusively engage in attachments, GET, undercarriages and other strategic parts. We are placing top priority on expanding sales of these attachments. Specific measures to reinforce sales operations include strengthening our development capability to broaden our product mix and increasing the number of sales engineers by product.

- As part of our measures to strengthen our product support capability for mining equipment, we have reached an agreement with DCML, our distributor in Brazil, to acquire its mining equipment operation. We are working to expand sales of parts and service by improving our support activities for major customers.

Activities of Importance: 4) Promotion of Continuous Kaizen by Strengthening Workplace Capability

- Responding to demand changes quickly worldwide by further improving sales and production planning capability at the Global HANSEI Operation Center.
- Reforming production and consolidating/renewing buildings in order to cut down electric power consumption to half at all plants in Japan.
- Reducing procurement risks in the wake of natural disasters by accessing risks by item and supplier and making the supply chain “visible”.

1. Improving global sales, production and inventory management

(1) Zero inventory campaign for distributors

Completed	Japan, China, North America, Thailand, Indonesia, India and Latin America
In progress	Europe, Russia, Oceania and Middle East



Global HANSEI Operation Center



Cockpit display of global sales, production and inventories

(2) Access to daily retail sales information: Coverage of about 80%

(3) Sales and production planning reforms based on KOMTRAX data

[Example] Indonesia: Access to in/out inventories by model and specification pattern at all distributor's yards → Production instructions from the Global HANSEI Operation Center to plants

2. Reducing electric power consumption

(1) Power reduction efforts during the peak summer season

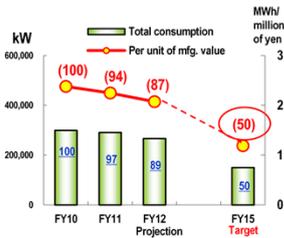
- Results for 1H, FY2012: Reduced by 27% (compared to FY2010 at all plants in Japan)

(2) Down to Half project

- Working to cut down to half by the end of FY2014 (compared to FY2010 at all plants in Japan)

[Specific measures]

- i) Making power in use “visible”.
- ii) Reforming production (machining, welding, heat treatment, etc.)
- iii) Consolidating/renewing factory buildings (use of more energy-saving facilities)
- iv) Using alternative energy sources.



3. Reinforcing risk management of outsourcing parts

(1) Clarification of risks by item and supplier
- Identification of critical parts and clarification of responding measures (Example: Additional inventories, etc.)

(2) Making the supply chain “visible”

- Introducing the system to all plants in Japan (1H, FY2012)
- Damaged areas and distribution of parts suppliers
- Supply volume of damaged parts suppliers
- Identification of models which will be affected

- We have been promoting the Zero Inventory Campaign for our distributors. As part of this program, following Europe, Russia and Oceania, we are going to establish a stock operation in Dubai in the Middle East where we have no production facilities.

- We have been promoting further “visualization” of retail market conditions by utilizing KOMTRAX data, especially at the Global HANSEI (sales and production planning) Operation Center opened in the Osaka Plant last year. We are almost completing our establishment of global HANSEI operations capable of promptly responding to dynamic changes of market demand.

- With respect to our efforts to cut down electric power consumption, we were able to drop power consumption of all plants in Japan by 27% from 2010 during the peak summer season. We have also been promoting the project to reduce power consumption to half at all plants in Japan with the goal of FY2015 end by making power in use “visible”, reforming production methods, consolidating and renewing factory buildings and facilities and engaging in other initiatives.

- In an effort to manage risks associated with procured parts, we have introduced the supply chain management system to all plants in Japan after designating items and clarifying risk standards for all suppliers, including fourth and fifth subcontracting-level suppliers.

Cautionary Statement

This presentation sheets contain forward-looking statements that reflect management's 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 presentation sheets, and Komatsu 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 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 costs 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; the impact of regulatory changes and accounting principles and practices; and the introduction, success and timing of business initiatives and strategies.



930E-AT driverless dump truck deployed in Yandi iron ore mine (JSE pit) in the Pilbara region of Western Australia

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