

MINExpo 2016

KOMATSU



**Rod Schrader, Chairman and CEO
Komatsu America Corp**

Komatsu Business Results 1Q 2016 (April – June)

Sales and Profit

◻ % : Profit ratio

[] : Sales after elimination of inter-segment transactions

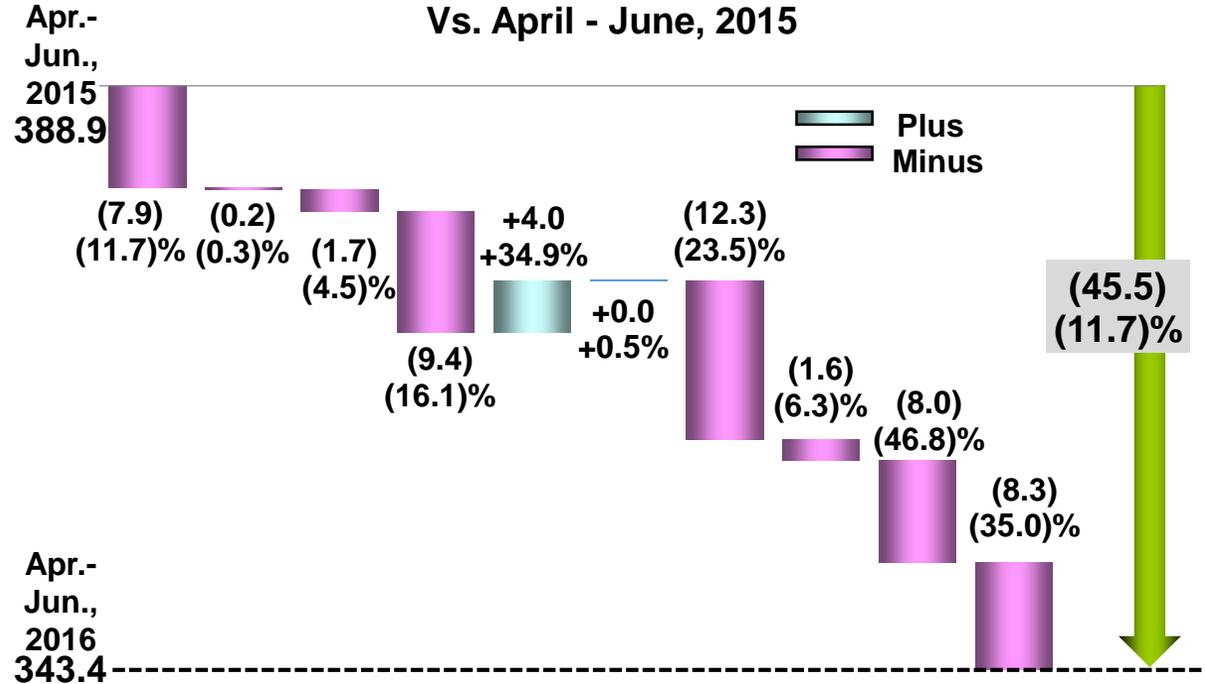
- Consolidated net sales declined by 12.7% from the corresponding period a year ago, to JPY389.2 billion.
- Operating income dropped 40.1% to JPY29.7 billion. Operating income ratio was 7.7%, down 3.4 percentage points.
- Net income attributable to Komatsu Ltd. dropped 52.1% to JPY15.5 billion

US \$M		Billions of yen		1Q FY2015		1Q FY2016		Vs. 1Q FY2015	
				¥121.3/USD ¥133.0/EUR		¥109.8/USD ¥124.3/EUR		Increase (decrease)	%Change
Net Sales		3,677.7	446.1	3,544.6	389.2	(133.0)	(56.8)	(3.6)%	(12.7)%
	Construction, Mining & utility equipment	[388.9]	392.3	[343.4]	345.1	[(45.5)]	(47.2)	[(11.7)%]	(12.0)%
	Retail finance	[13.0]	13.8	[11.3]	11.8	[(1.7)]	(1.9)	[(13.4)%]	(14.1)%
	Industrial machinery & others	[44.1]	44.7	[34.5]	34.7	[(9.5)]	(9.9)	[(21.7)%]	(22.3)%
	Elimination		(4.8)		(2.5)		+2.2		-
Segment profit		11.1%	49.6	7.5%	29.0		(20.6)		(41.5)%
	Construction, Mining & utility equipment	10.8%	42.4	7.6%	26.3		(16.0)		(37.8)%
	Retail finance	27.3%	3.7	15.9%	1.8		(1.8)		(49.9)%
	Industrial machinery & others	7.3%	3.2	4.9%	1.7		(1.5)		(47.8)%
	Corporate & elimination		0.1		(0.9)		(1.1)		-
Other operating income (expenses)			0.1		0.7		+0.6		-
Operating income		409.7	49.7	270.5	29.7	(139.2)	(19.9)	(34.0)%	(40.1)%
Profit ratio			11.1%		7.7%		(3.4) pts.		-
Other income (expenses)			1.2		(5.5)		(6.8)		-
Net income before income taxes			50.9		24.2		(26.7)		(52.5)%
Net income *		267.9	32.5	141.2	15.5	(126.7)	(16.9)	(52.7)%	(52.1)%

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

Construction, Mining & Utility Equipment Sales by Region

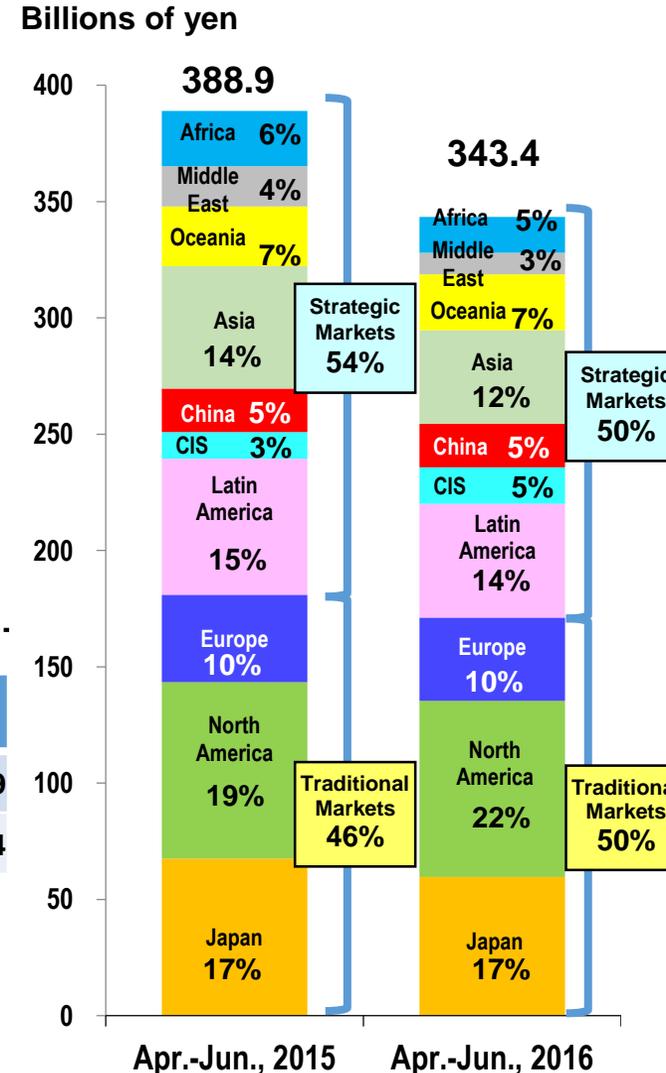
1Q 2016 (April – June)



Billions of yen	Japan	North America	Europe	Latin America	CIS	China	Asia	Oceania	Middle East	Africa	Total
Apr.-Jun., 2015	67.5	75.8	37.5	58.4	11.5	18.6	52.6	25.6	17.2	23.7	388.9
Apr.-Jun., 2016	59.6	75.6	35.8	49.0	15.6	18.7	40.2	24.0	9.1	15.4	343.4

Traditional Markets

Strategic Markets



- Sales to outside customers declined by 11.7% from the corresponding period a year ago, to JPY343.4 billion.
- Except for CIS and China, sales declined in all regions. Sales dropped sharply in Strategic Markets, such as Asia and Latin America, increasing the share of Traditional Markets in total sales to 50%.

Projection for FY2016

No change from our announcement of April 27, 2016

- Consolidated net sales will decrease by 9.2% from FY2015, to JPY1,685.0 billion.
- Operating income will decline by 28.1% to JPY150.0 billion. Operating income ratio will translate into 8.9%, down 2.3 points.
- Net income will drop by 33.1% to JPY92.0 billion.

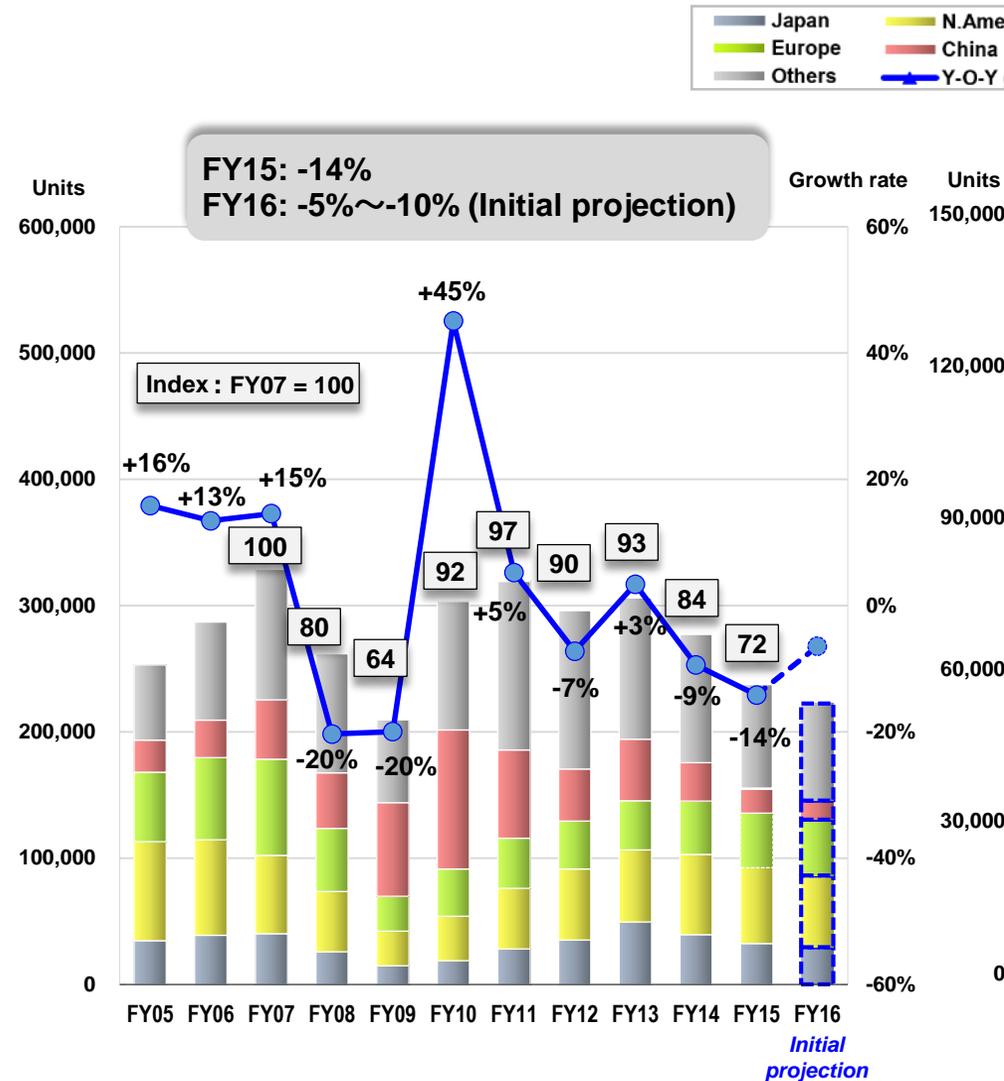
Billions of yen	FY2015 120.8/USD 132.4/EUR 19.0/RMB	FY2016 (Projection) 105/USD 119/EUR 16.2/RMB	Change	
			Increase (decrease)	% Change
Net sales	1,854.9	1,685.0	(169.9)	(9.2)%
Segment profit	202.0	155.0	(47.0)	(23.3)%
Other operating income (expenses)	6.5	(5.0)	(11.5)	-
Operating income	208.5	150.0	(58.5)	(28.1)%
Profit ratio	11.2%	8.9%	(2.3)pts.	-
Other income (expenses)	(3.6)	(5.0)	(1.3)	-
Net income before income taxes	204.8	145.0	(59.8)	(29.2)%
Net income *	137.4	92.0	(45.4)	(33.1)%
ROE	9.0%	6.2%	(2.8)pts.	
Cash dividends per share	58yen	58yen	+/- 0 yen	
Consolidated payout ratio	39.8%	59.4%		

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

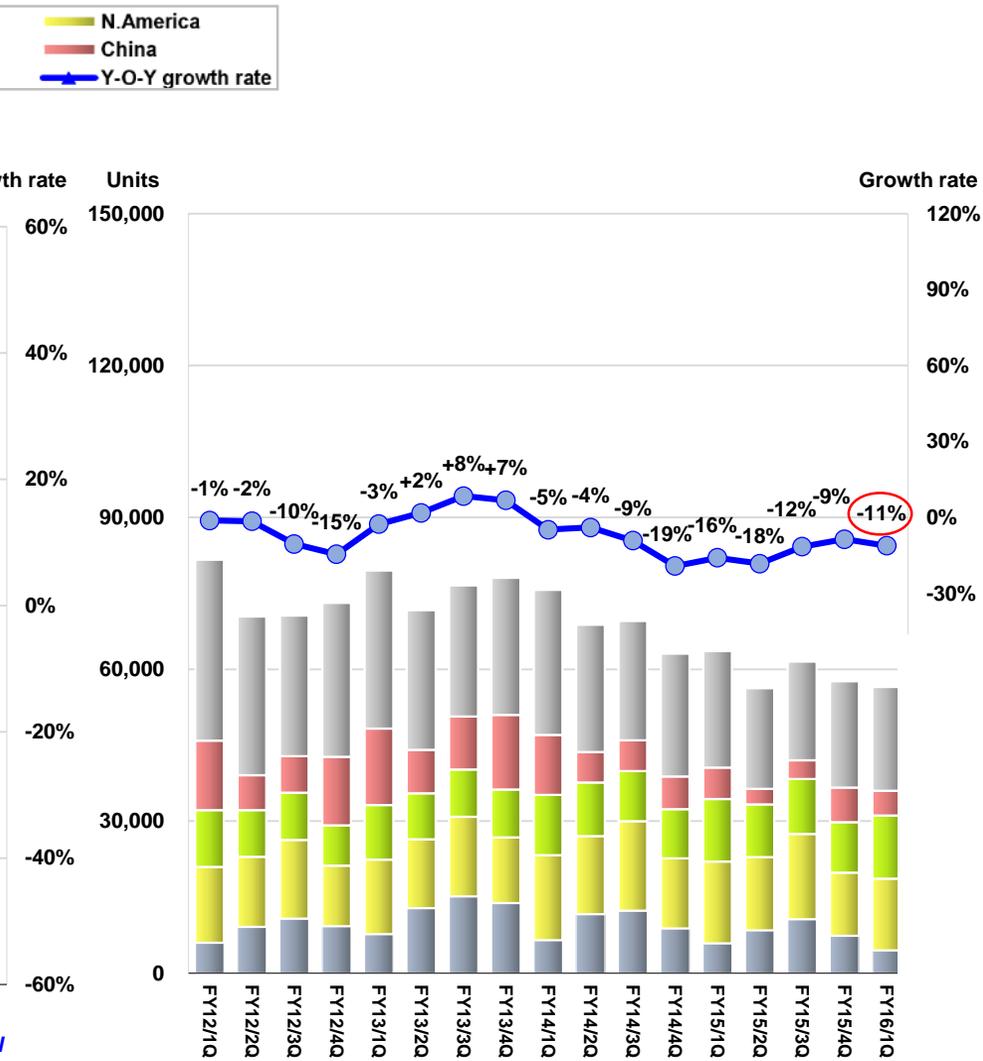
Construction and Mining Equipment Demand and Outlook

- In the first 3-Month period of FY2016, global demand declined by 11% from the corresponding period a year ago.
- While demand was steady in some regions, global demand was especially affected by a drop in Japan, North America, China, the Middle East and Indonesia.
- We project that global demand should remain as we projected at the start of the fiscal year, even though there will be some ups and downs in some regions.

Annual demand for 7 major products



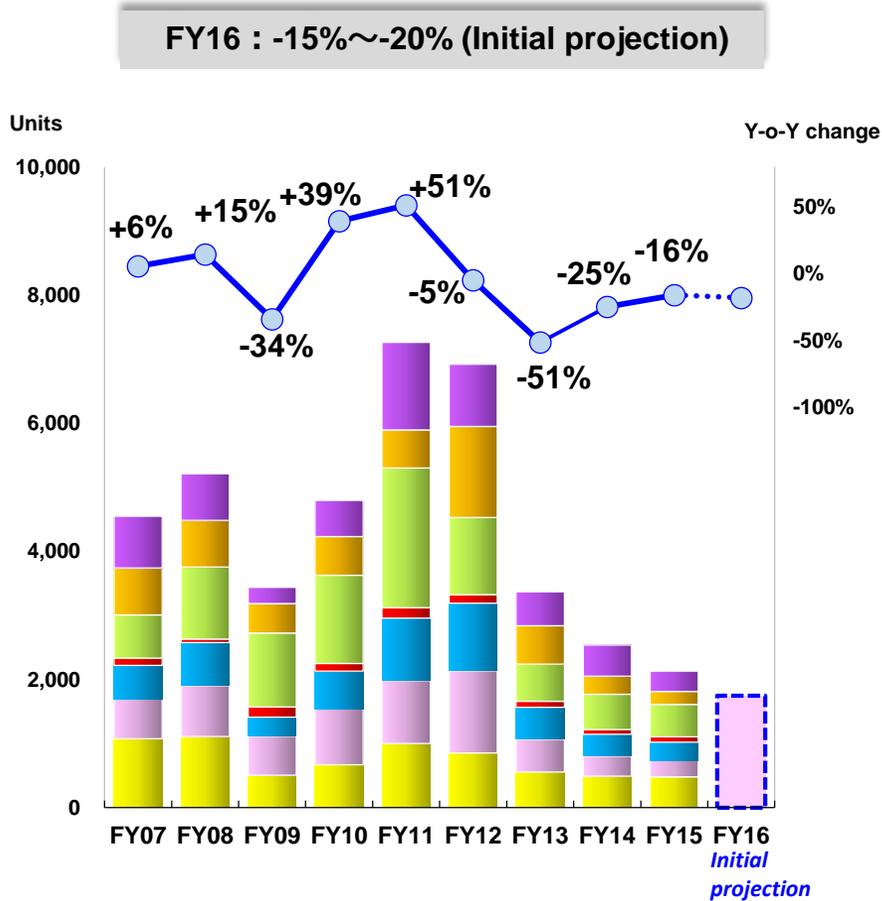
Quarterly demand for 7 major products



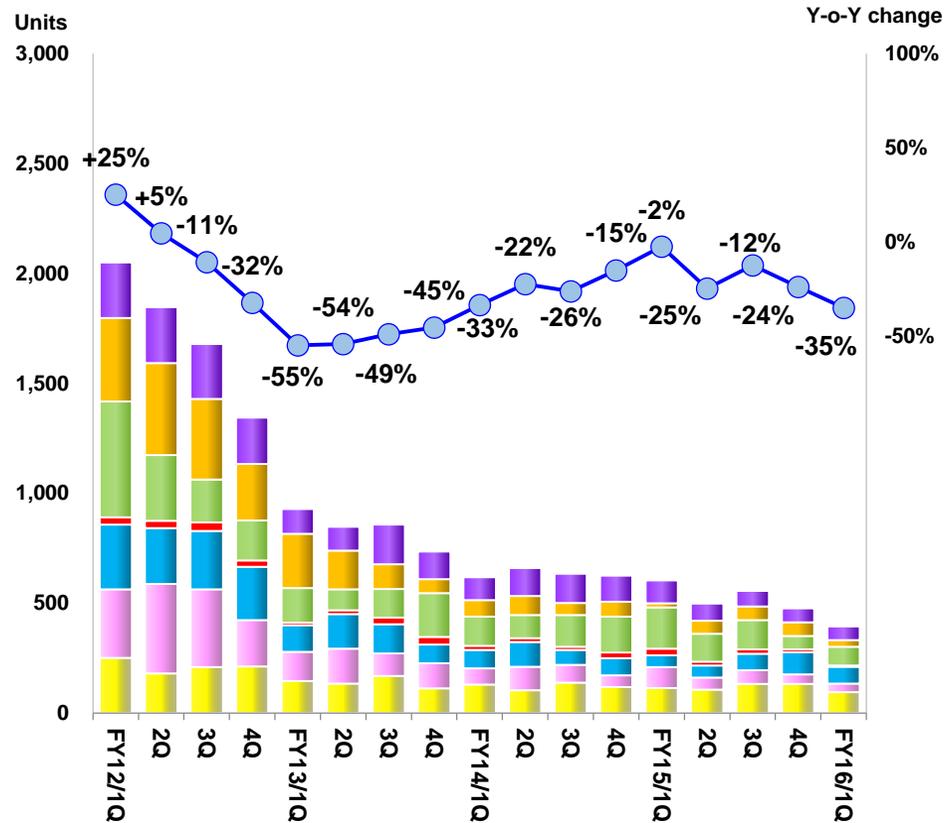
Note: Estimated by Komatsu

Demand for Mining Equipment and Outlook

Annual demand for Mining equipment



Quarterly demand for Mining equipment



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

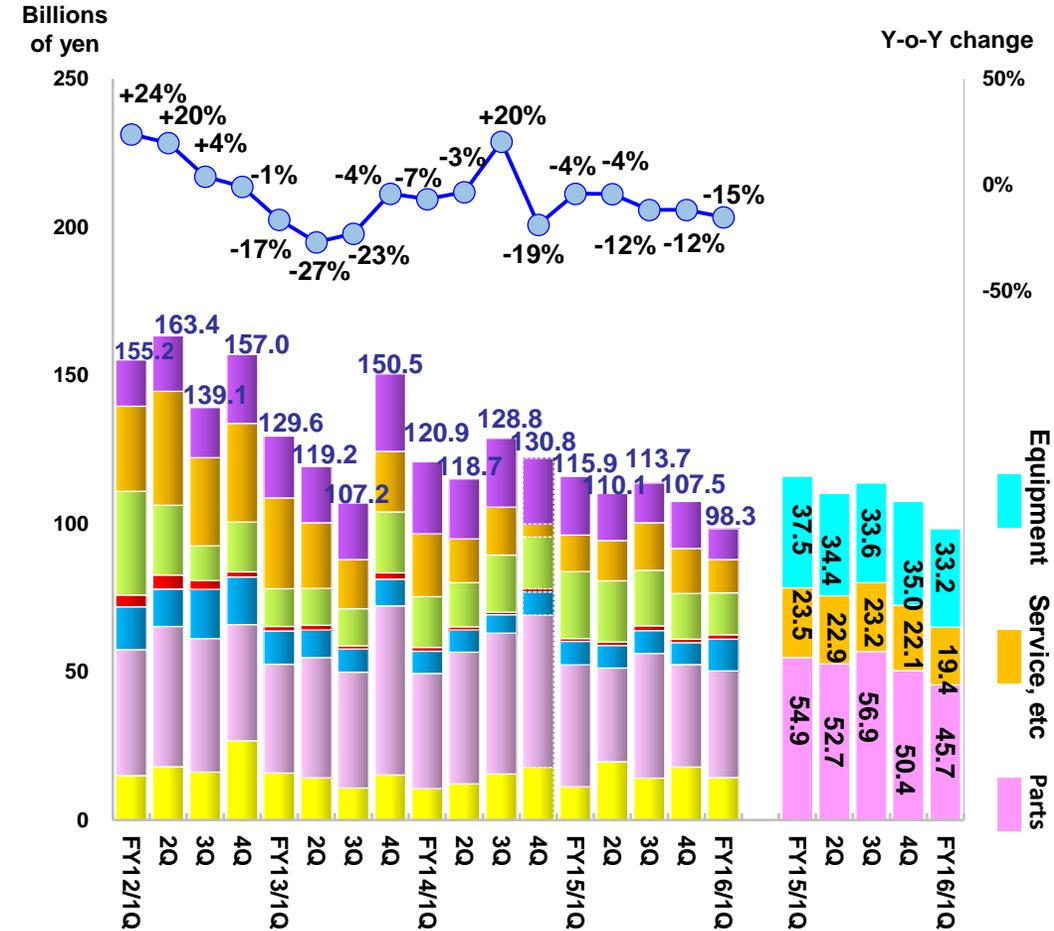
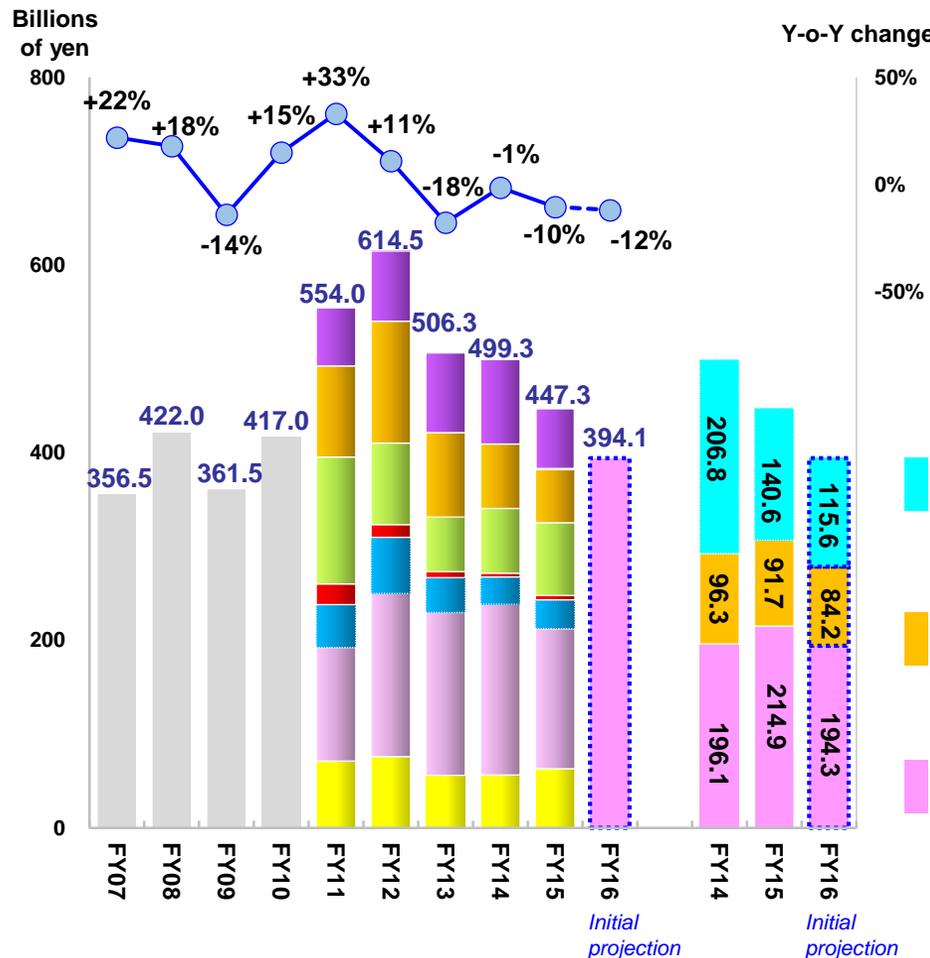


- In the first 3-Month period of FY2016, global demand for Mining equipment dropped 35% from the corresponding period a year ago.
- With respect to full-year demand, we are not changing our projection made at the start of the fiscal year.

Sales of Mining Equipment

Annual sales of Mining equipment
(incl. Parts and service)

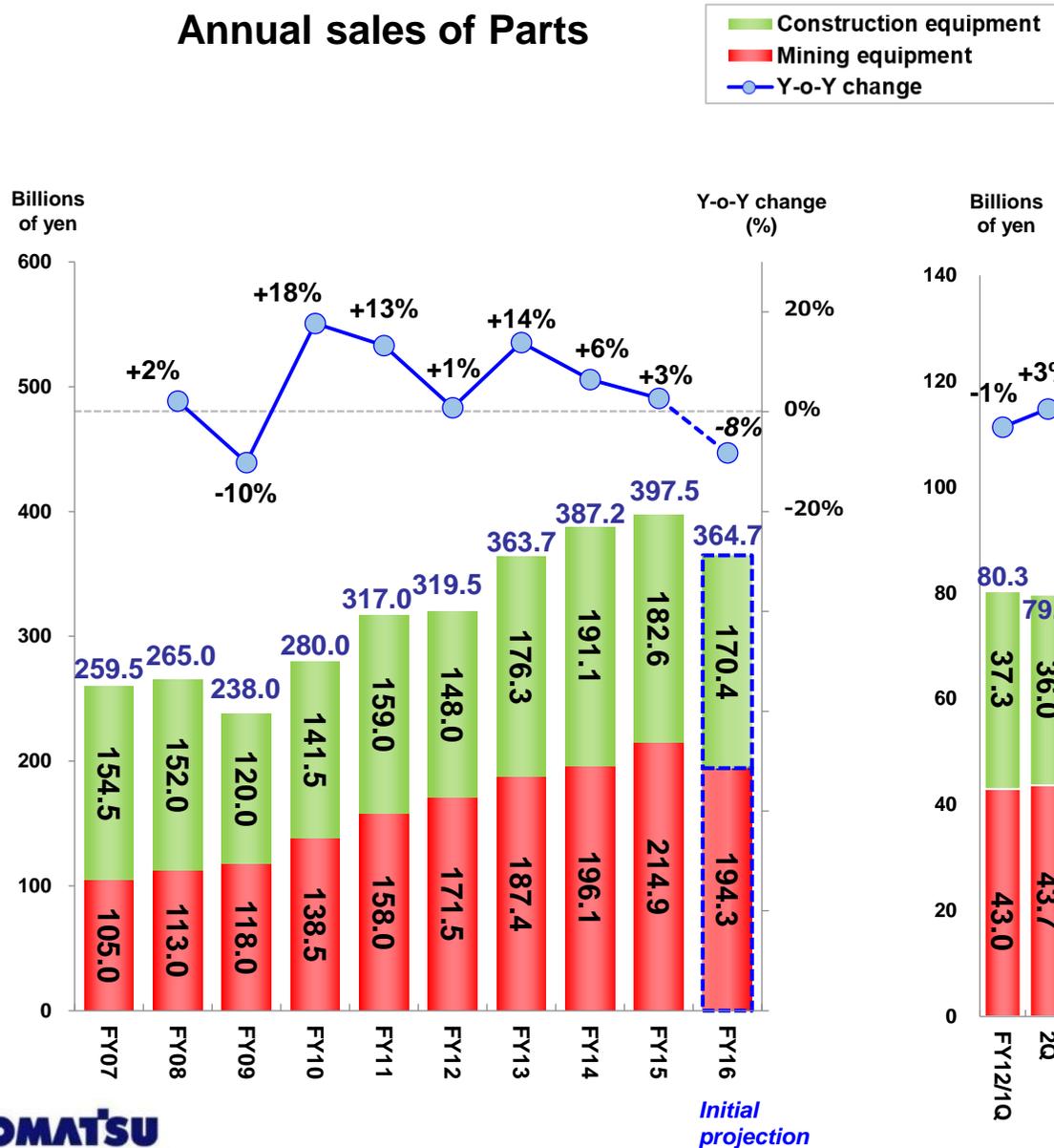
Quarterly sales of Mining equipment
(incl. Parts and service)



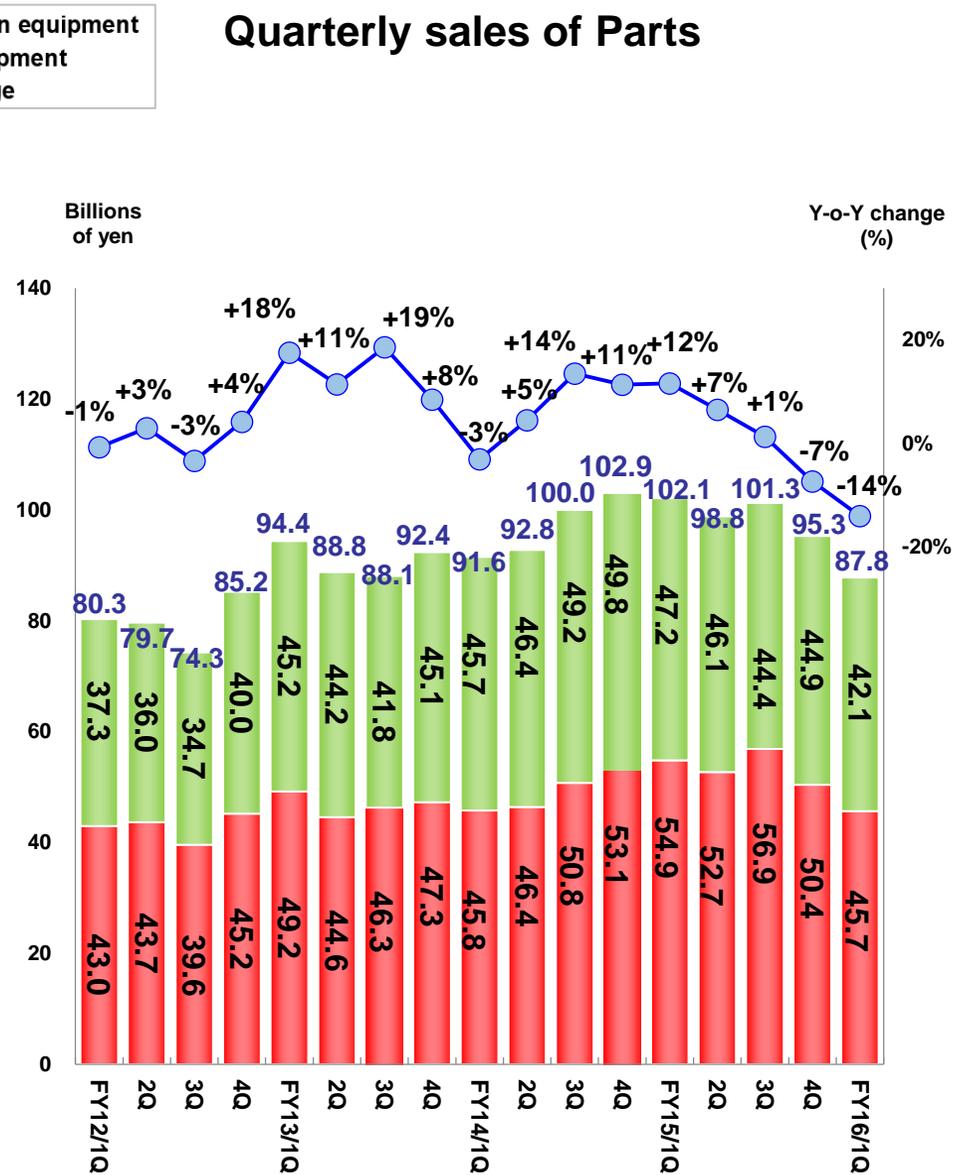
• For the first 3-Month period of FY2016, sales declined by 15% from the corresponding period a year ago, to JPY98.3 billion, as affected by the Japanese yen's appreciation and reduced sales of Parts.

Sales of Parts

Annual sales of Parts

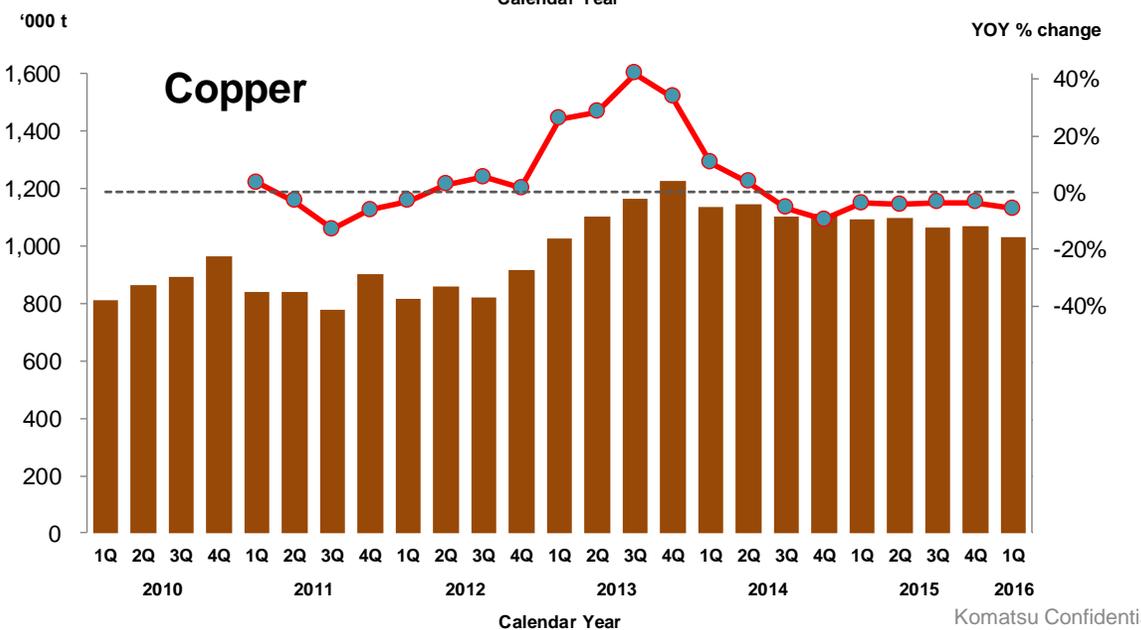
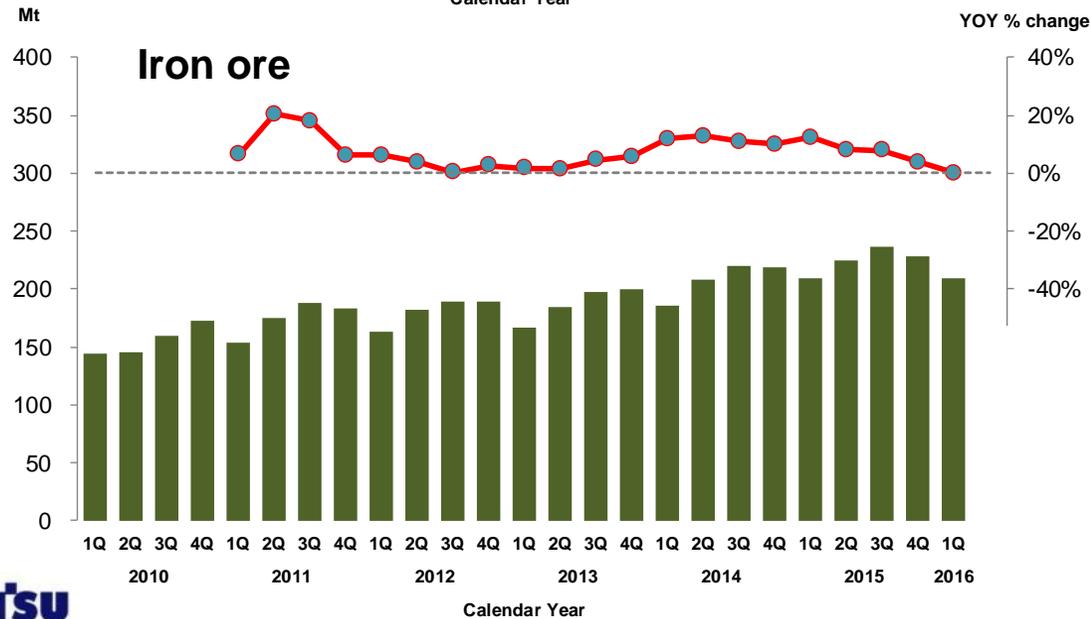
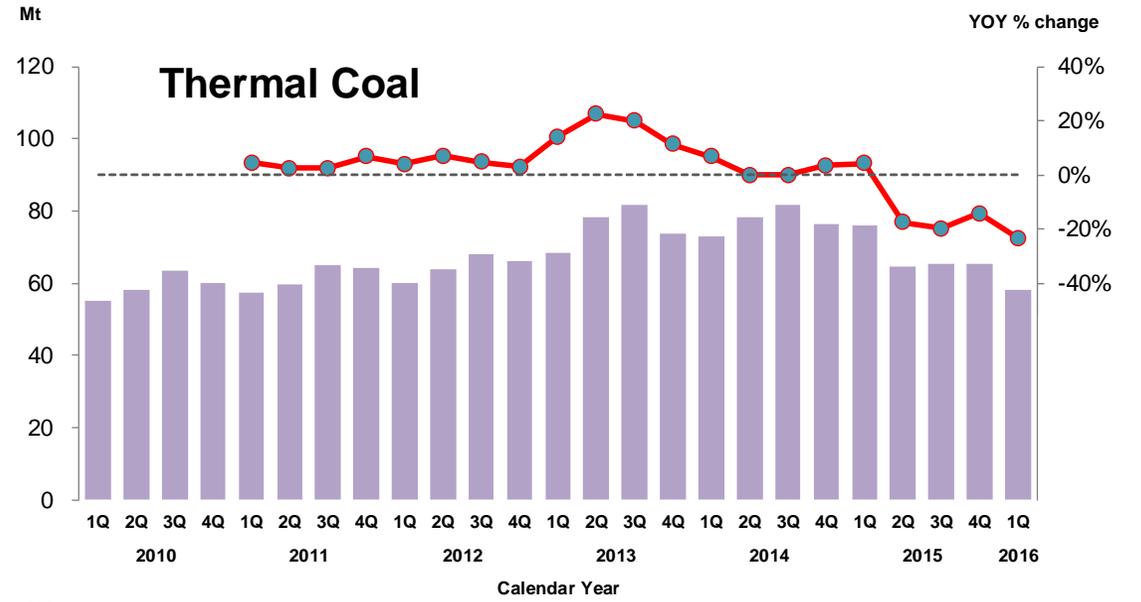
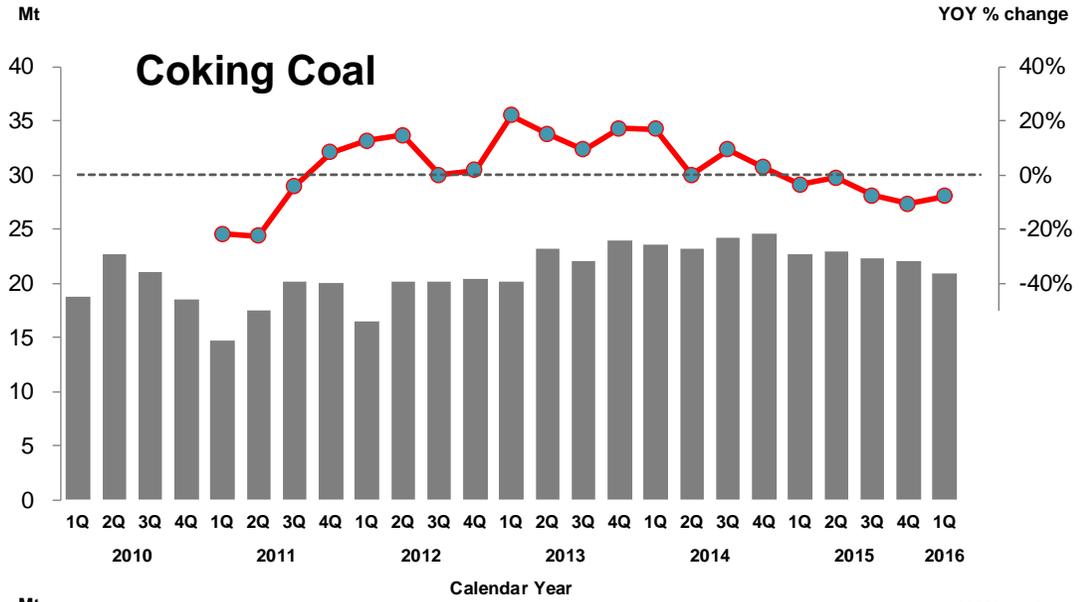


Quarterly sales of Parts



- For the first 3-Month period of FY2016, sales of Parts declined by 14% from the corresponding period a year ago.
- Sales declined mainly due to the Japanese yen's appreciation and the rate of increase in hours of machine operation becoming smaller.

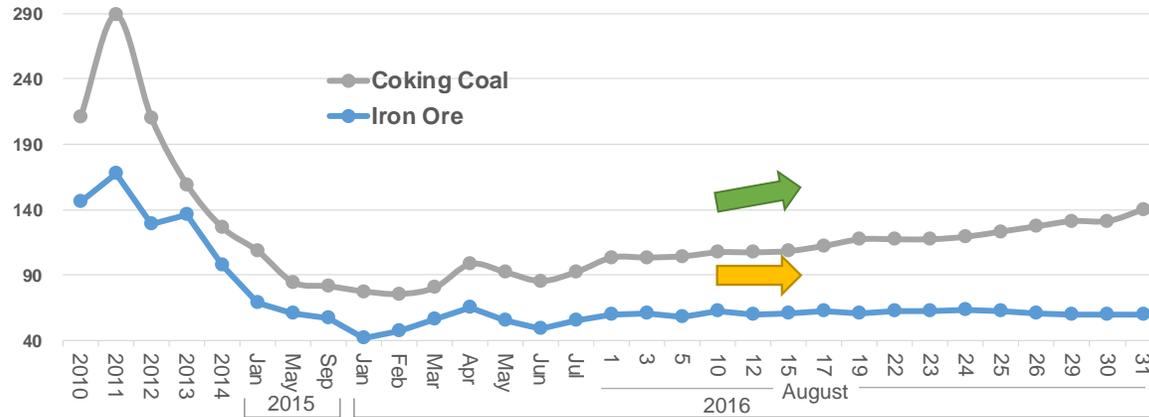
Global Production by Commodity and YOY Change



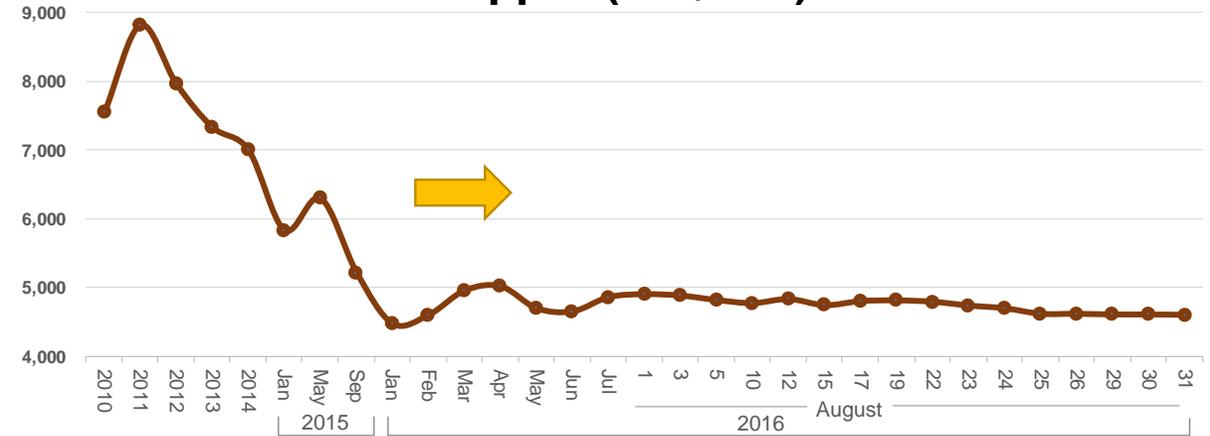
Mining Commodity Prices

Source: AME Group

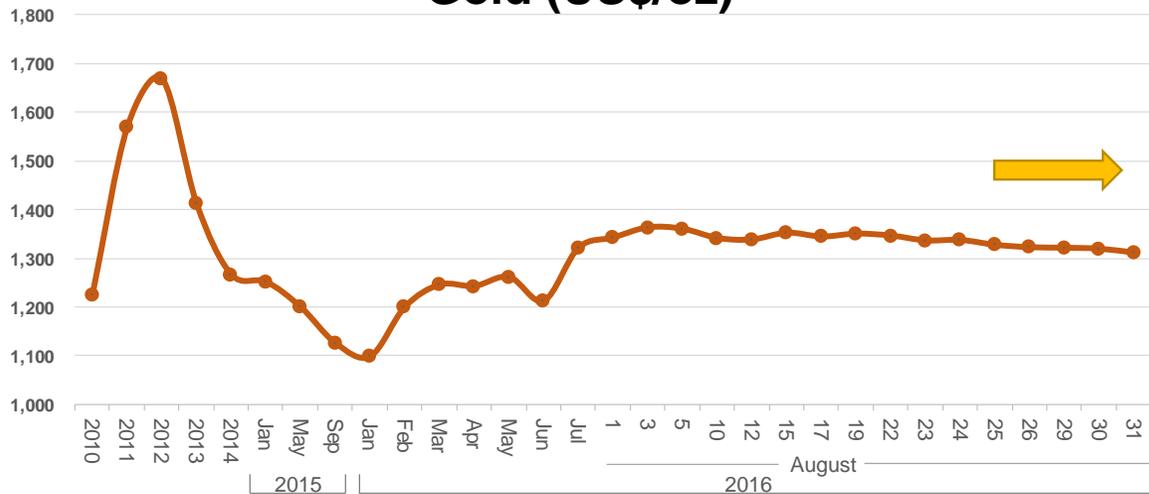
Coking Coal / Iron Ore (US\$/ton)



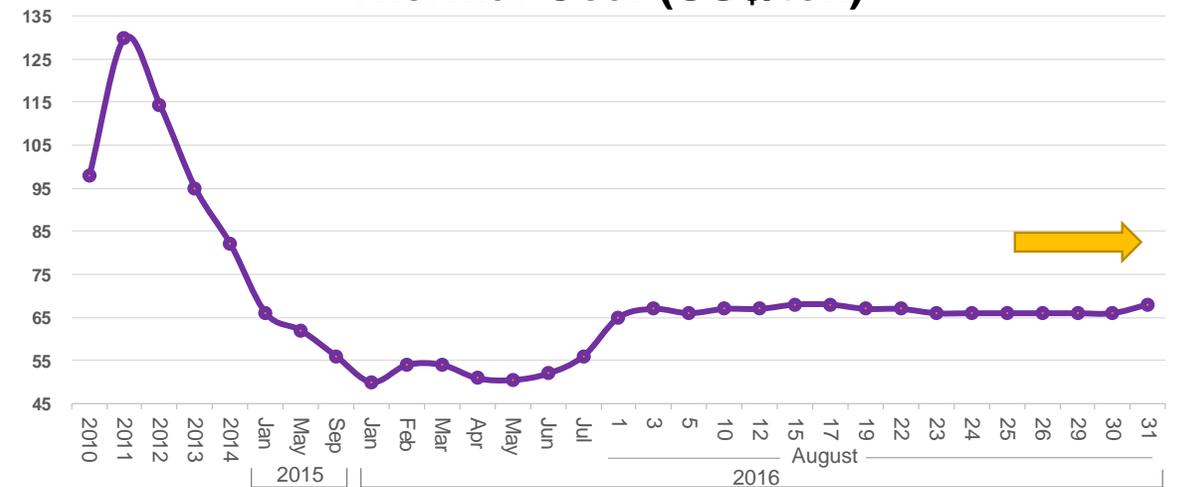
Copper (US\$/ton)



Gold (US\$/oz)



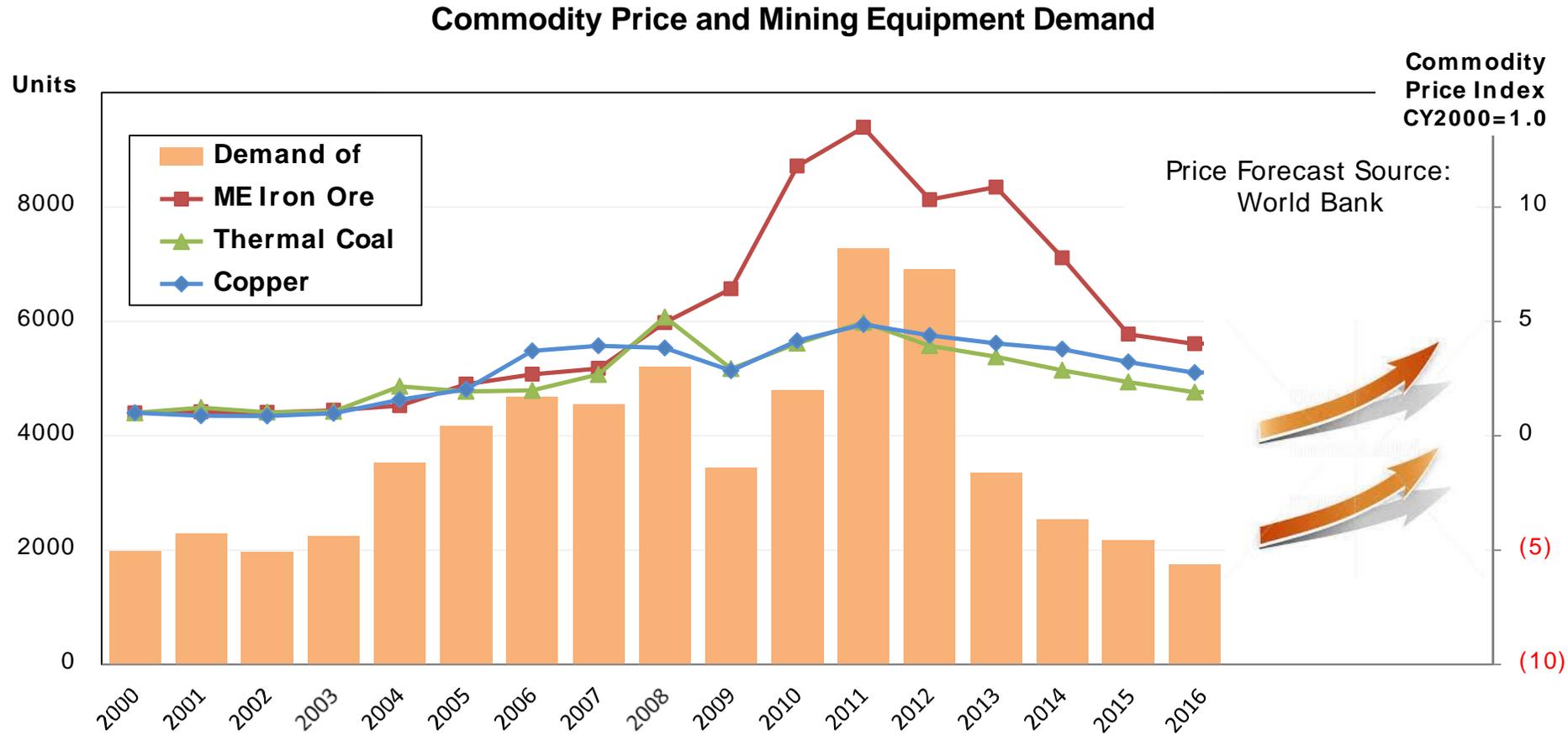
Thermal Coal (US\$/ton)



Commodity prices appear to have bottomed out in 2Q 2016, showing signs of slight recovery, though far from peak levels of 2010-2011. Commodity prices are expected to show gradual improvement.

Mining Equipment Demand Outlook

While the industry is currently facing challenges, mining equipment demand is expected to recover in the mid to long term.



Komatsu's Mid-Range Management Plan

Komatsu Group employees worldwide will team up with distributors, suppliers and other partners, innovate customers' GEMBA (workplace) together with them, and provide innovation designed to create new values, thereby working for growth of our core businesses of construction and mining equipment as well as industrial machinery toward our 100th anniversary and beyond.

Integrated power of Customers, Distributors, Suppliers and Komatsu Group employees

Everything begins with GEMBA

Our GEMBA is found all around the world

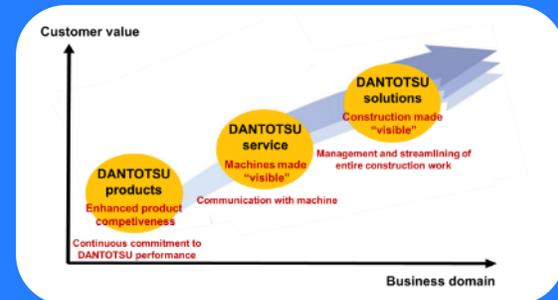
Together We Innovate GEMBA Worldwide
Growth Toward Our 100th Anniversary(2021) and Beyond

Growing towards our 100th anniversary and beyond



Basic Strategies of our Mid-Range Management Plan

In response to our surrounding environment and tasks, we will work to achieve sustainable growth by focusing efforts and through open innovation, when applicable, in 1) Growth strategies based on innovation, 2) Growth strategies of existing businesses, and 3) Structural reforms designed to reinforce the business foundation, centering on DANTOTSU products, service and solutions.



1. Growth Strategies Based on Innovation

- Development of next-generation construction and mining equipment as well as next-generation components
- Deployment of SMARTCONSTRUCTION and development of next-generation KOMTRAX
- Deployment of AHS*1 and reinforcement of platform for mining solutions
- Development of DANTOTSU industrial machinery by promoting in-house production of key components
- Gigaphoton's development of EUV*2 and new products

*1: AHS stands for Autonomous Haulage System and means a system to operate unmanned dump trucks.

*2: EUV stands for Extreme Ultraviolet, and EUV light source is a next-generation semiconductor manufacturing technology.



2. Growth Strategies of Existing Businesses

- Contributions to expanding sales by developing new products, incl. DANTOTSU products
- Expansion of earnings in the value chain
- Expansion of the mining equipment business
- Expansion of the construction equipment business (DANTOTSU No. 1 in Asia, enhancement of global presence in quarrying and cement production companies, expansion of application –specific models, etc.)
- Expansion of the industrial machinery business
- Expansion of the forest machinery business
- M&A

IoT at Komatsu

IoT enables connection and sharing of real-time information concerning all processes from production to sales.

Production being connected

Plants being connected to market information

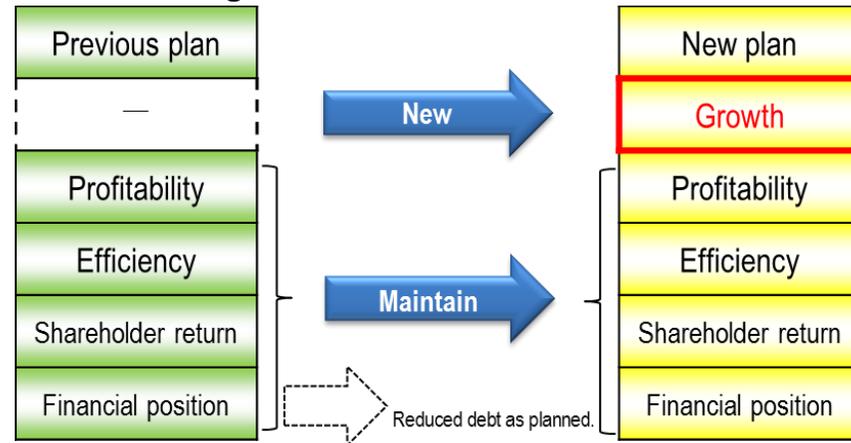
3. Structural Reforms Designed to Reinforce the Business Foundation

- Production reforms through connected plants
- Continuous reduction of costs (production and fixed costs)
- Reforms of spare parts operation
- Lean and powerful development
- Development of human resources with global perspective and framework to promote diversity for sustainable growth

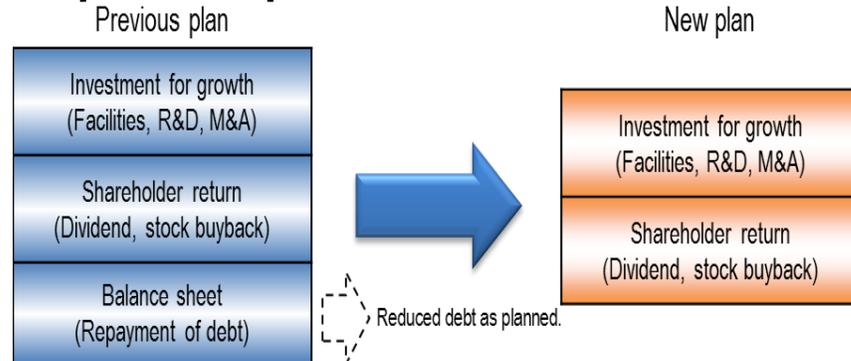
Targets of Mid-range Management Plan

- In addition to our conventional top-level profitability and financial position in the industry, we will work for growth above the industry's average, even while demand will remain sluggish.
- We will place more importance on redistribution of profits to shareholders, and 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%.
- By segmenting the retail finance business, we will enhance transparency of profitability and financial position of consolidated and retail finance business performance. The retail finance business will set up its own target figures.

Stance on Targets



[Use of funds]



<Balancing the three>

<Balancing the two>

Targets

Growth	<ul style="list-style-type: none"> • Aim at a growth rate above the industry's average.
Profitability	<ul style="list-style-type: none"> • Aim at an Industry's top-level operating income ratio.
Efficiency	<ul style="list-style-type: none"> • Aim at 10%-level ROE.
Shareholder return	<ul style="list-style-type: none"> • 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%.
Financial position	<ul style="list-style-type: none"> • Aim at industry's top-level financial position.
Retail finance business	<ul style="list-style-type: none"> • ROA: 2.0% or above • 5.0 or under for net debt-to-equity ratio

Komatsu at MINExpo 2016



Komatsu at MINExpo 2016

D375Ai-8

- Intelligent machine control dramatically increases production and operating efficiency with remote control option available.
- More productive & faster cycle times with 20% more horsepower in reverse



PC4000

- Highly durable structural components provide confidence for life of machine, highest hour PC4000 has over 140,000 service hours.
- Komatsu bucket design and front end geometry provides highest digging forces in size class.



WA600-8

- Meets Tier 4 Final regulation with up to 9% less fuel consumption
- New Komatsu bucket design and auto digging system increases productivity by up to 7%



Komatsu at MINExpo 2016

930E-5

- New ergonomically designed operator cab
- Tier 4 Final engine integrated with fuel-saver technology for 3-5% less fuel consumed



Innovative Autonomous Haulage Vehicle

- Haulage vehicle designed to optimize FrontRunner® Autonomous Haulage System
- Innovative cab-less design showcases Komatsu's commitment to inventing the future



MineAlert™ Collision Awareness



- GPS-based proximity detection
- Uses predictive path technologies
- Peer-to-peer communication
- Limited false positives
- Increases situational awareness
- Over 3 years of field testing
- Launching at MINExpo2016

Guided Spotting

A major source of lost productivity is due to inefficient truck spotting during loading and dumping



- Dynamically provides operators with guidance to optimum load location
- High-precision GPS-based navigation
- Facilitates double-sided loading
- Increases shovel productivity potential up to 34%
- Patent approved
- Field trials conducted
- Previewing at MINExpo 2016

Acquisition of Joy Global



P&H is one of
Joy Global's brands

News Release on September 26, 2016



News Release

Komatsu and Joy Global CEOs Talk Commitment
to Mining Innovation at MINExpo INTERNATIONAL®2016

Date: September 26, 2016



Tetsuji (Ted) Ohashi, President and CEO of Komatsu Ltd. (TYO: 6301), and Ted Doheny, President and CEO of Joy Global Inc. (NYSE: JOY), met today at MINExpo INTERNATIONAL® 2016 in Las Vegas. Both companies have a major presence at this year's show, the premier exposition of mining equipment and services in the world.

Komatsu and Joy Global in July announced an agreement in which Komatsu will acquire Joy Global. During their meeting Monday, Ohashi and Doheny reaffirmed their commitment to pursue new innovations that drive customer benefits after the acquisition is complete. The companies are working to finalize the transaction by mid-2017.

“Our customers are sharing very positive feedback about the agreement. Some have approached us at MINExpo to congratulate us on our decision,” Ohashi said. “We are working closely with Joy Global and relevant authorities to move the process forward.”

Doheny agreed, noting industry recognition of the complementary nature of the two companies' product and service offerings.

“Many of our customers and other business partners see the benefit of combining companies: a broader offering of products, systems and solutions across a wider scope of mining and construction applications,” Doheny said. “Both companies believe in having the best products, direct service, being operationally excellent, and having the best people in the world.”

Joining Joy Global with the Komatsu Group will offer several benefits to customers, including:

- A broader line of industry-leading mining and construction equipment for drilling, earthmoving, loading and hauling systems and solutions for both underground and surface mining. Joy Global's best in class rope shovels, for example, pair well with Komatsu's best in class large electric dump trucks.
- Enhanced global customer support through the companies' mutual commitment and expertise in direct sales and service directly connected via embedded personnel in the mines, and electronically connected with world class fleet management systems.

“The synergistic collaboration between the companies will drive our innovation and enhance our capacity to provide quality products and solutions that improve the safety and productivity of mining operations,” Ohashi said. “We will together strive to become an even better, more invaluable partner for our customers.”

“The combination of two world-class companies offers exciting opportunities to enhance and expand the solutions and services we provide customers,” Doheny said. “With strengthened capabilities and a continued focus on solving our customers' toughest challenges, we look forward to working together to advance the mining industry.”

Caution concerning forward-looking statements: This press release and other statements by Komatsu and Joy Global may include “forward-looking statements” within the meaning of applicable securities laws and regulations. Forward-looking statements in this release include without limitation statements regarding the expected timing of the completion of the transaction described in the press release, operation of Joy Global's business following completion of the Acquisition, and statements regarding the future operation, direction and success of the business. Such statements are qualified by known and unknown risks and uncertainties surrounding future business performance, development and financial standing of Komatsu and Joy Global, and actual results could differ materially from those currently anticipated. Forward-looking statements may be identified by the use of words such as “believe”, “anticipate”, “expect”, “plan”, “intent”, “may”, “will”, “estimate” and “future” and other similar expressions, or in particular in the form of discussions of strategies, plans or intentions. Factors that could cause actual results to differ materially from those described in forward-looking statements include, but are not limited to: (i) uncertainties as to whether or when the transaction will be consummated, (ii) uncertainties as to the approval of Joy Global's shareholders required in connection with the Acquisition, (iii) the possibility that competing offers will be made, (iv) the possibility that various closing conditions for the transaction may not be satisfied, (v) the effects of disruption caused by the announcement of this transaction making it difficult to maintain relationships with employees, customers, suppliers and other business partners and the potential inability to retain existing Joy Global management upon whom Komatsu will rely, (vi) the risk that stockholder litigation in connection with the transaction may affect the timing of the transaction or result in significant costs of defense, indemnification and liability, (vii) other business effects, including the effects of legal systems, accounting principles or other changes in business environment outside of the control of Komatsu or Joy Global, (viii) the risk that anticipated synergies and other benefits of the acquisition will not materialize, (ix) financial instability and other changes in economy in general or industry, (x) transaction costs, (xi) costs and availability of financing on favorable terms and future capital needs, (xii) changes in costs of supplies and raw materials, customer preferences, exchange rates and other national, regional or global economic and financial conditions, (xiii) marketing, regulatory, product liability, supply, competitive, political and other risks, (xiv) actual or contingent liabilities, (xv) changes in and ability to comply with environmental, tax, labor and employment, and other laws and regulations, and (xvi) other risks including but not limited to those set forth under the “risk factor” section in Joy Global's Annual Report on Form 10-K which was filed with the U.S. Securities and Exchange Commission (the “SEC”) and other material submitted to the SEC (as available from the SEC website free of charge at <http://www.sec.gov>).

Unless legally required, Komatsu and Joy Global disclaim any obligation to update any forward-looking statements after the date of this release, whether as a result of new information, future events or otherwise. All forward-looking statements in this announcement are qualified in their entirety by this cautionary statement.

Information in the news releases is current on the date of the announcement and is subject to change without notice.

Contact info

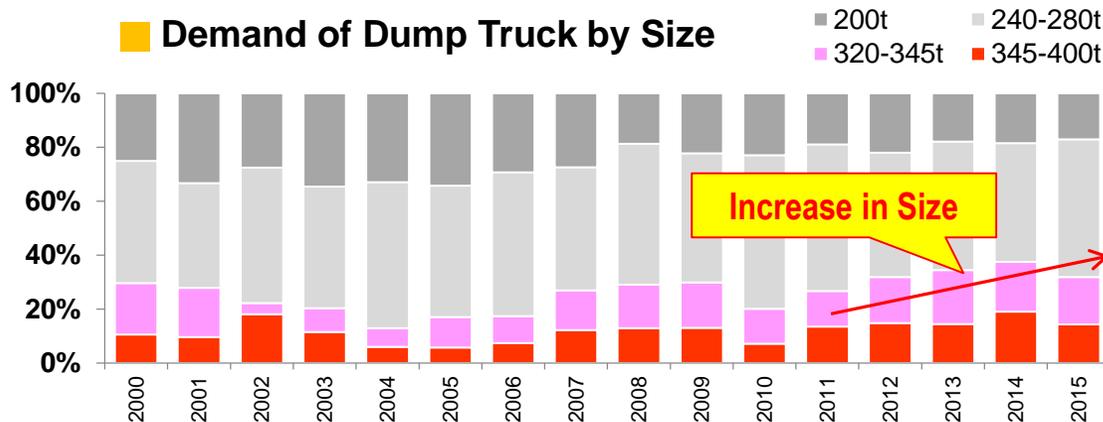
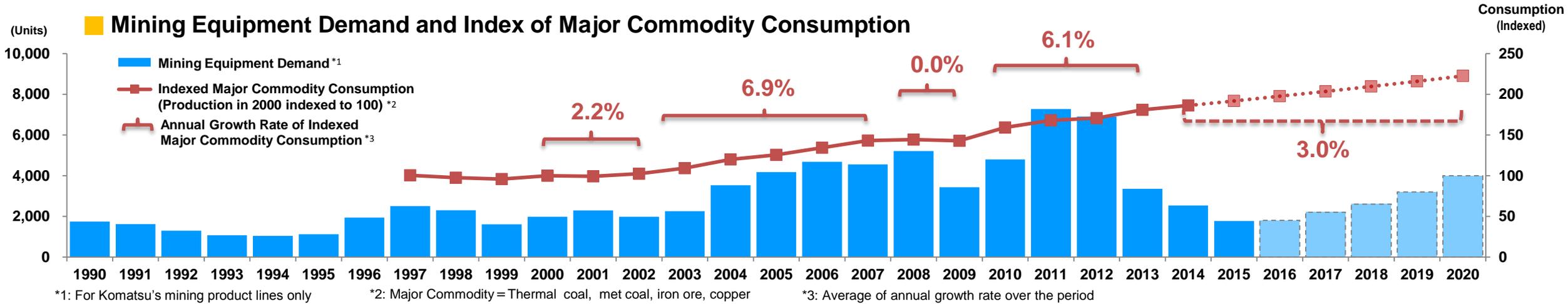
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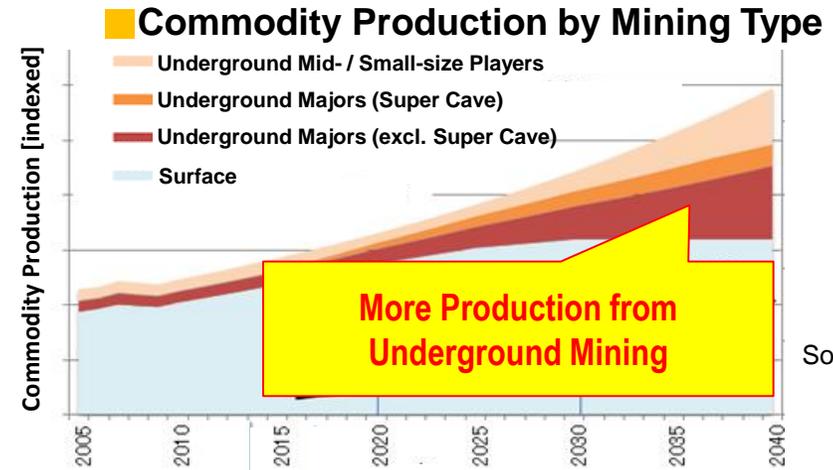


Transaction Rationale

- While the industry is currently facing challenges, Mining equipment demand is expected to recover in the mid to long term as production and consumption of major commodities increase.
- In surface Mining, demand for larger dump trucks is increasing to improve productivity, and Joy Global, which manufactures larger loaders that match larger dump trucks, is attractive to Komatsu.
- In hard rock Mining (e.g., gold, copper), we expect a shift from surface to underground Mining, and we can enter into underground Mining business through acquisition of Joy Global.



Source: Komatsu estimate (dump truck demand)



Source: Komatsu Estimate

Overview of Joy Global

Providing a broad range of mining equipment for both surface and underground mining

Surface Mining

Dragline

Super-size Loading Machine



Rope Shovel

Super-size Loading Machine
(Max. Bucket: 70m³)



Blasthole Drills

Open hole for entry



Wheel Loader

(Max. Bucket: 40m³)



Underground Mining (Soft Rock)



Roof Support

Prevent mine collapse



Sheerer

Used with Roof Support;
Continuously mine soft rocks

Continuous Miner

Continuously mine soft rocks



Conveyer



Underground Mining (Hard Rock)



LHD

(Load, Haul,
Dump Machine)



Jumbo Drills

Open hole for entry

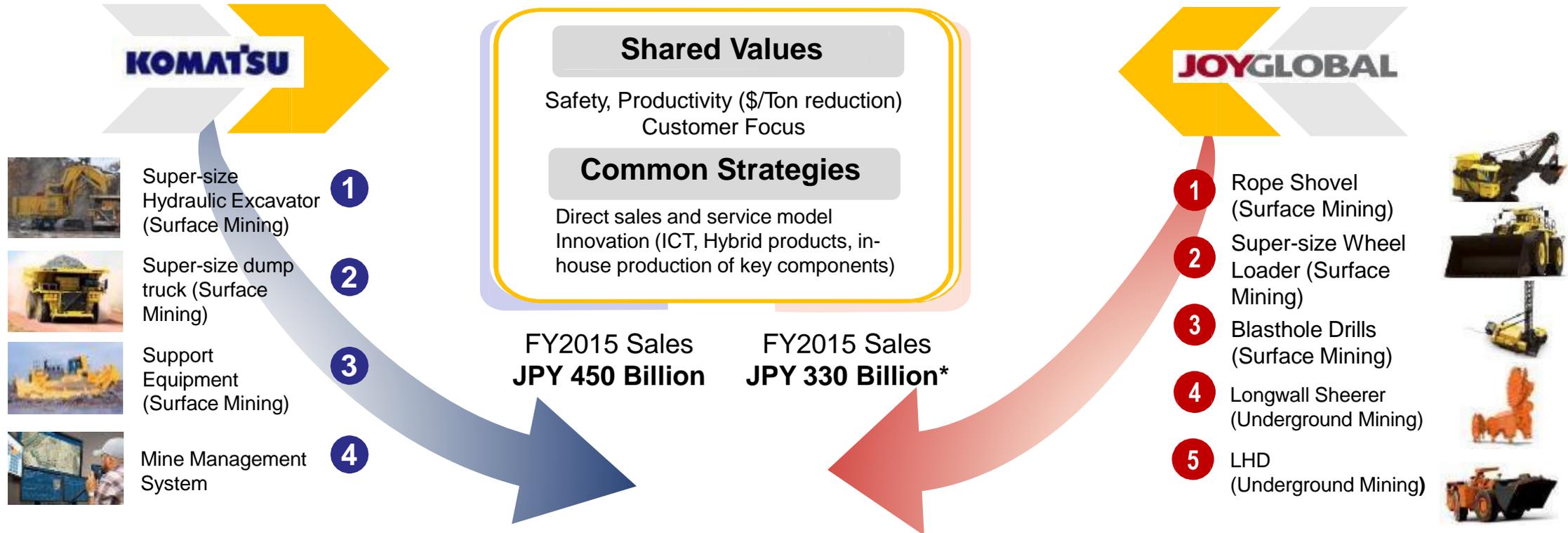
Hydraulic Breaker

(Also available for
Surface Mining)



Post-transaction Vision

- Komatsu considers the mining equipment business to be an area with high growth potential in the mid to long term
- Among mining equipment manufacturers, Komatsu and Joy Global share common values and strategies
- Together with Joy Global, Komatsu will strengthen our commitment to customer safety and productivity



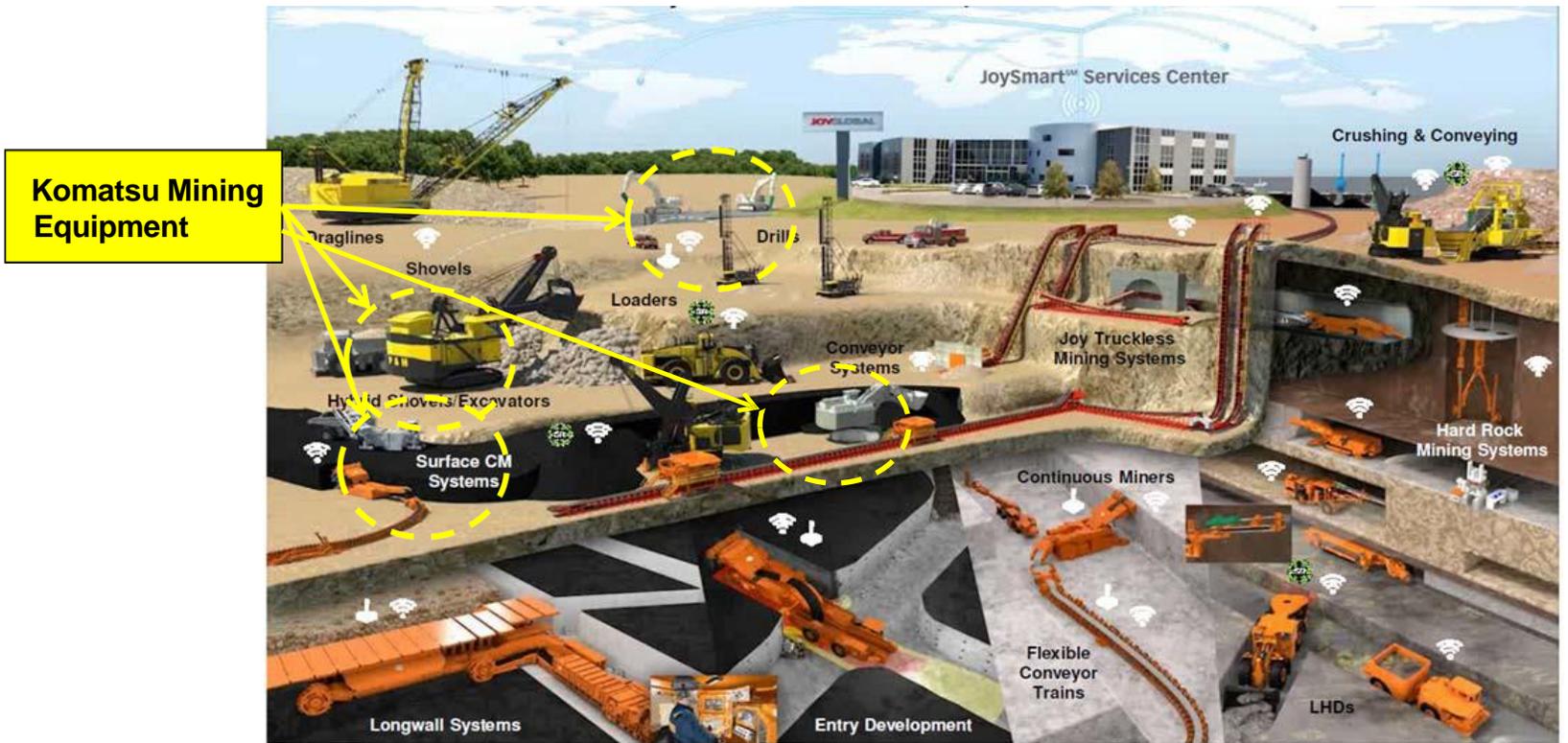
KOMATSU + JOYGLOBAL

Komatsu will further promote innovation at mining jobsites (GEMBA) under a strengthened direct sales and service model, thereby further contributing to our customers' safety and productivity.

*Fiscal year ended 2015/10; U\$ = JPY 105

Synergy Example (1): Full Line Offering of Mining Equipment

- Through acquisition of Joy Global, Komatsu enters the underground Mining equipment business.
- We will have a broad product line-up for surface and underground Mining customers, acquiring new products such as super-size loaders and drills. Integration of both companies' technologies will further promote "Dantotsu" Solution (e.g., ICT, Automation).



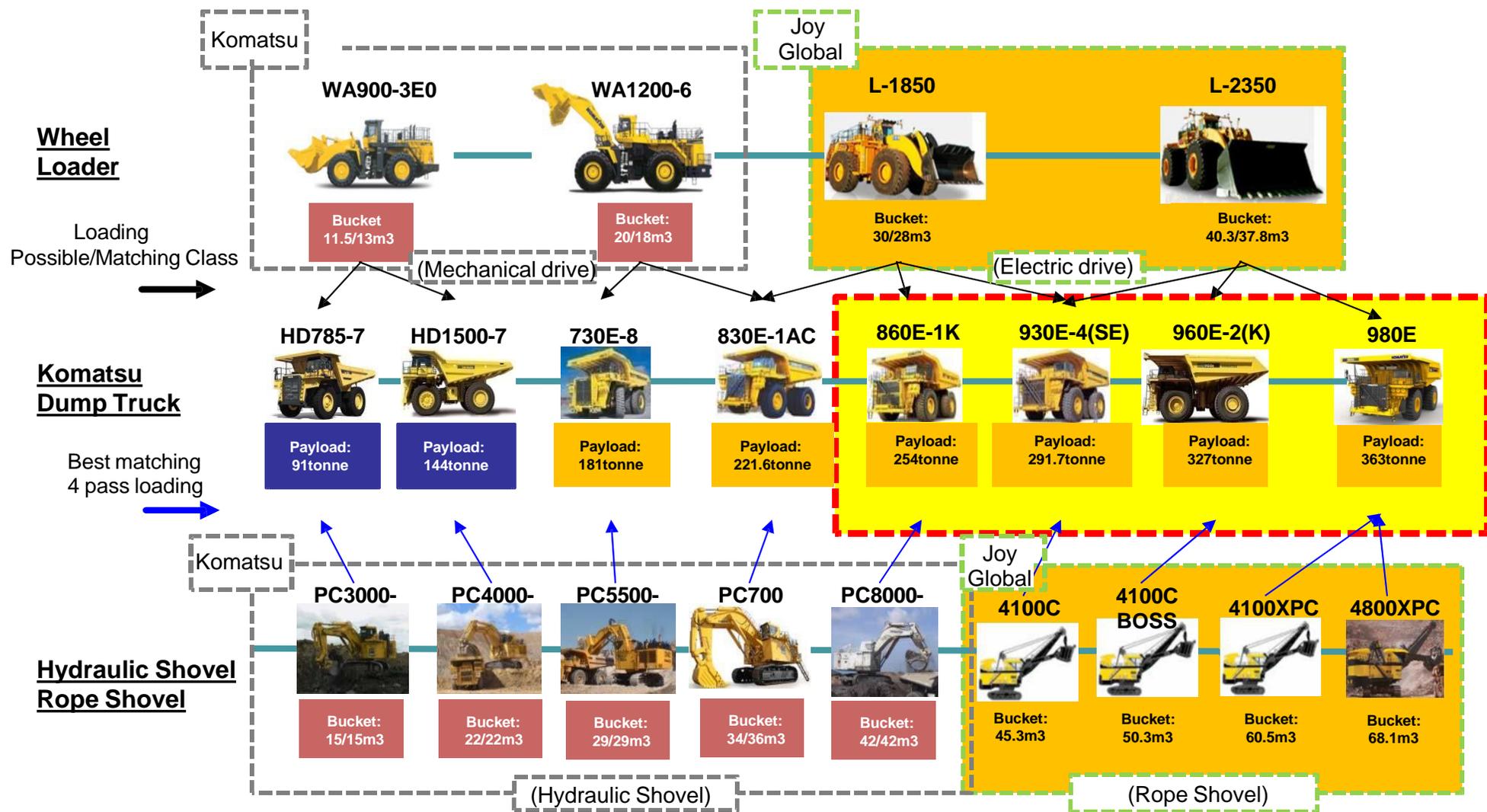
	Surface Mining							Underground Mining						
KOMATSU	✓	✓	✓	✓										
JOYGLOBAL					✓	✓	✓	✓	✓	✓	✓	✓	✓	✓

Source: Joy Global's Website

Synergy Example (2): Strong Combination of Surface Mining Products

- In surface Mining, Joy Global manufactures rope shovels and wheel loaders that best match Komatsu's super-size dump trucks complementing Komatsu's existing product line-up.

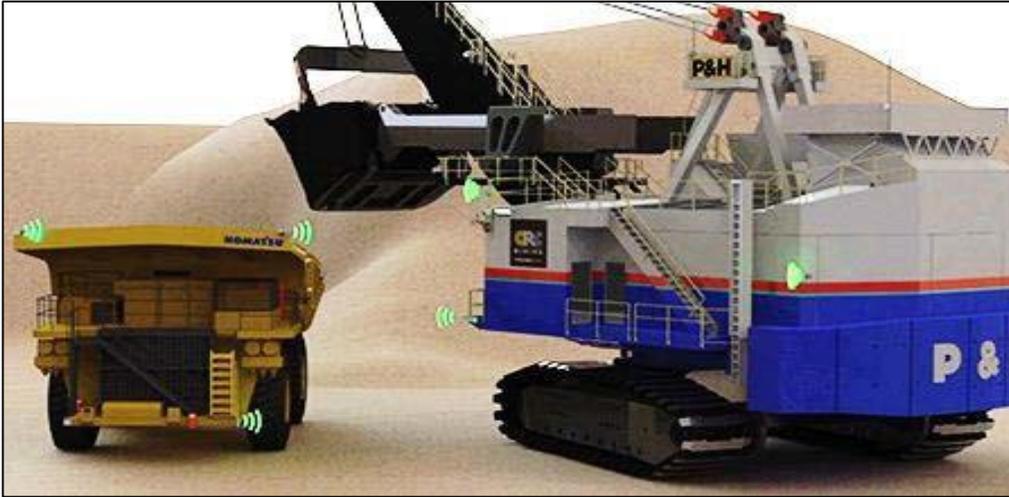
Dump truck / Shovel Process: Excellent Complementation (based on material density of 1.8, 90% fill factor)



Synergy Example (3): Innovation at Mining Jobsites

- Collaboration with Joy Global will accelerate our innovation at Mining jobsites: enhanced capabilities to improve safety and productivity of customer operations and to advance tele-operation and semi / full automation processes

Integration and Sharing of Information / Data between Trucks and Shovels



Autonomous Haulage System (AHS)

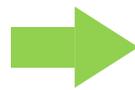


Combination of Komatsu trucks and Joy Global shovels would enable tele-operation and automation in Mining operations

Promotion of Customer Benefit

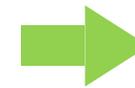
1st Step : Improved Safety

- Collision Avoidance



2nd Step : Improved Productivity

- Operator assistance such as optimal loading position control, etc.

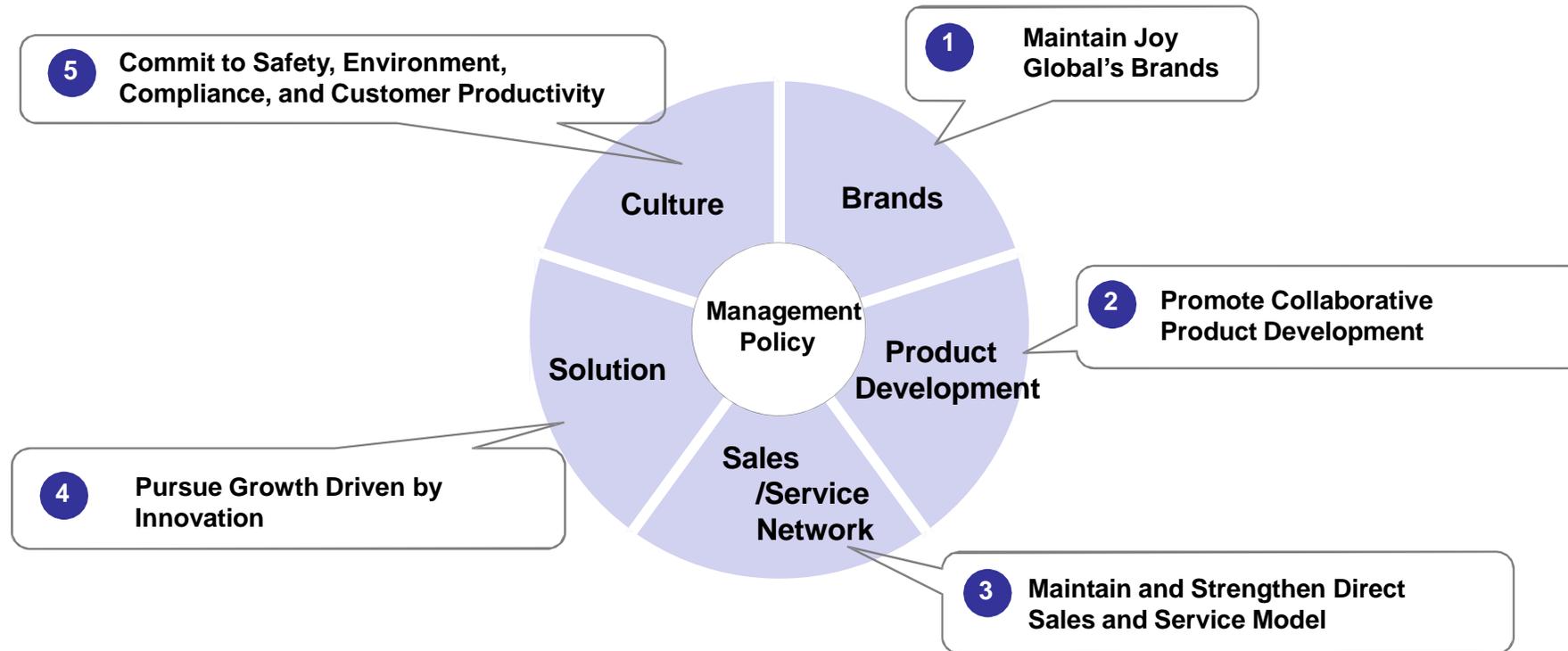


3rd Step : Remote Control / Automation

- Teleoperation
- Automated Operation

Post-Acquisition Policy

- Optimize management structure to better support our customers.
- Joy Global's highly recognized brands will be maintained.
- Cultural similarities such as commitment to safety and customer productivity will facilitate collaboration between Komatsu and Joy Global to accelerate growth through innovation.



Summary

The acquisition of Joy Global is a key milestone to accelerate our growth toward the 100th anniversary of Komatsu.

1. Komatsu and Joy Global share common values and strategies, and we see great fit as to management, business, technologies, and employees.
2. The combination supported by mutual respect for culture, technology, and expertise will enable Komatsu to further promote innovation at Mining jobsites (GEMBA) under a strengthened direct sales and service model, thereby making further contribution to our customers' safety and productivity.
3. The acquisition of Joy Global demonstrates our strong commitment to growth toward the 100th anniversary to provide better products and service for our customers.



[Cautionary Statement]

This cautionary statement by Komatsu may include "forward-looking statements" within the meaning of applicable securities laws and regulations. Forward-looking statements in this release include without limitation statements regarding the expected timing of the completion of the transaction described in the press release, operation of Joy Global's business following completion of the Acquisition, and statements regarding the future operation, direction and success of the business. Such statements are qualified by known and unknown risks and uncertainties surrounding future business performance, development and financial standing of the Company and Joy Global, and actual results could differ materially from those currently anticipated. Forward-looking statements may be identified by the use of words such as "believe," "anticipate," "expect," "plan," "intent," "may," "will," "estimate" and "future" and other similar expressions, or in particular in the form of discussions of strategies, plans or intentions. Factors that could cause our actual results to differ materially from those described in forward-looking statements include, but are not limited to: (i) uncertainties as to whether or when the transaction will be consummated; (ii) uncertainties as to the approval of Joy Global's shareholders required in connection with the Acquisition; (iii) the possibility that competing offers will be made; (iv) the possibility that various closing conditions for the transaction may not be satisfied; (v) the effects of disruption caused by the announcement of this transaction making it difficult to maintain relationships with employees, customers, suppliers and other business partners and the potential inability to retain existing Joy Global management upon whom Komatsu will rely; (vi) the risk that stockholder litigation in connection with the transaction may affect the timing of the transaction or result in significant costs of defense, indemnification and liability; (vii) other business effects, including the effects of legal systems, accounting principles or other changes in business environment outside of the control of Komatsu or Joy Global; (viii) the risk that anticipated synergies and other benefits of the acquisition will not materialize; (ix) financial instability and other changes in economy in general or industry; (x) transaction costs; (xi) costs and availability of financing on favorable terms and future capital needs; (xii) changes in costs of supplies and raw materials, customer preferences, exchange rates and other national, regional or global economic and financial conditions; (xiii) marketing, regulatory, product liability, supply, competitive, political and other risks; (xiv) actual or contingent liabilities; (xv) changes in and ability to comply with environmental, tax, labor and employment, and other laws and regulations; and (xvi) other risks including but not limited to those set forth under the "risk factor" section in Joy Global's Annual Report on Form 10-K which was filed with the U.S. Securities and Exchange Commission (the "SEC") and other material submitted to SEC (as available from the SEC website free of charge at <http://www.sec.gov>). Unless legally required, Komatsu disclaims any obligation to update any forward-looking statements after the date of this release, whether as a result of new information, future events or otherwise. All forward-looking statements in this announcement are qualified in their entirety by this cautionary statement.

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Questions

