

Business Results for Three and Six Months Ended September 30, 2016

October 28, 2016

Presented by

Tetsuji Ohashi Mikio Fujitsuka Yasuhiro Inagaki President and CEO Executive Vice President and CFO Senior Executive Officer and General Manager of Business Coordination Department

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I . Business Results for Three and Six Months Ended September 30, 2016

Highlights of Business Results for the second 3-Month (Jul- Sep, 2016) of FY2016 ending March 31, 2017

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- Consolidated net sales declined by 8.9% from corresponding period a year ago, to JPY406.8 billion.
- Operating income dropped by 30.4% to JPY34.3 billion. Operating income ratio decreased by 2.6 points to 8.4%.
- Net income declined by 32.7% to JPY21.9 billion.

	JulSep.,2015 ¥122.6/USD	JulSep.,2016 ¥102.9/USD	Changes			
Billions of yen	¥136.2/EUR ¥19.5/RMB	¥114.6/EUR ¥15.4/RMB	Increase (decrease)	% Change		
Net sales	446.3	406.8	(39.5)	(8.9)%		
Segment profit	48.8	35.2	(13.5)	(27.8)%		
Other operating income (expenses)	0.5	(0.8)	(1.4)	-		
Operating income	49.3	34.3	(14.9)	(30.4)%		
Profit ratio	11.0%	8.4%	(2.6)pts.	-		
Other income (expenses)	(2.3)	(0.4)	1.9	-		
Net income before income taxes	46.9	33.8	(13.0)	(27.8)%		
Net income *	32.5	21.9	(10.6)	(32.7)%		

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

•Construction, Mining and Utility Equipment: Sales declined by 7.1% from the corresponding period a year ago, to JPY353.4 billion. Segment profit dropped by 23.4% to JPY31.2 billion. Segment profit ratio also declined by 1.9 points to 8.8%.

•Retail Finance: Revenues declined by 14.0% to JPY11.6 billion. Segment profit dropped 38.2% to JPY2.3 billion.

•Industrial Machinery and Others: Sales decreased by 21.1% to JPY44.2 billion. Segment profit declined by 44.9% to JPY2.3 billion.

					%]:F	Profit ratio	[]: Sa	ales after elimination of	of inter-se	egment transactions		
	Billions of yenJulSep.,2015Net sales446.3						140		Changes			
			.,2015	JulSep.,2016			Increase(decrea	% Change				
N					406.8		(39.5)	(8.9)%				
	Construction, mining & utility equipment Retail finance Industrial machinery & others		[1	8.0] 380.5 2.7] 13.5 5.5] 56.0		[351.8] [10.9] [44.0]	11.6	[(26.1)] [(1.8)] [(11.5)]	(27.0) (1.8) (11.8)	[(6.9)%] (7.1)% [(14.2)%] (14.0)% [(20.8)%] (21.1)%		
	Elimination			(3.6)		(2.4)			+1.2	-		
Se	Segment profit		10.9%	48.8		8.7%	35.2		(13.5)	(27.8)%		
	Construction, mining & utility equipment Retail finance Industrial machinery & others		10.7% 28.0% 7.6%	40.7 3.7 4.2		8.8% 20.1% 5.3%	31.2 2.3 2.3		(9.5) (1.4) (1.9)	(23.4)% (38.2)% (44.9)%		
	Corporate & elimination			(0.0)			(0.6)		(0.6)	-		

Review of two segments

Construction, Mining and Utility Equipment

While we steadfastly captured demand for construction equipment in North America and Europe, both quarterly segment sales and profit declined from the corresponding period a year ago, mainly affected by the Japanese yen's appreciation. When the foreign exchange effects were removed, sales increased.

Retail Finance [an independent operating segment starting in FY2016]

Quarterly revenues and segment profit declined, mainly affected by the Japanese yen's appreciation and reduced assets in China and Oceania.

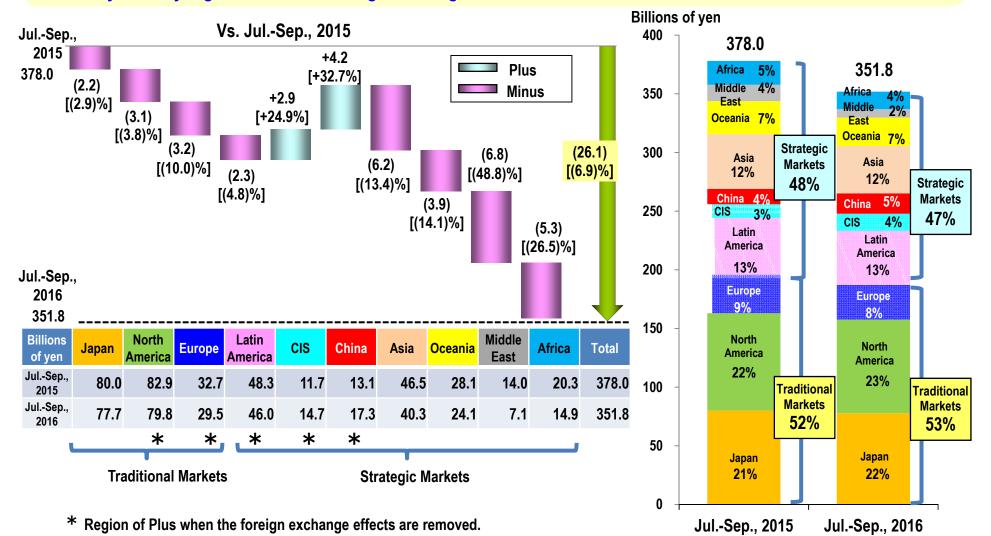
Industrial Machinery and Others

Both quarterly segment sales and profit declined from the corresponding period a year ago, due to reduced sales of presses and machine tools to the automobile manufacturing industry and the effects of removing former Komatsu House from consolidated accounting.

* Komatsu sold the shares, equivalent to 85% of total shares outstanding, of Komatsu House to Nissei Build Industries Co., Ltd. on April 28, 2016.

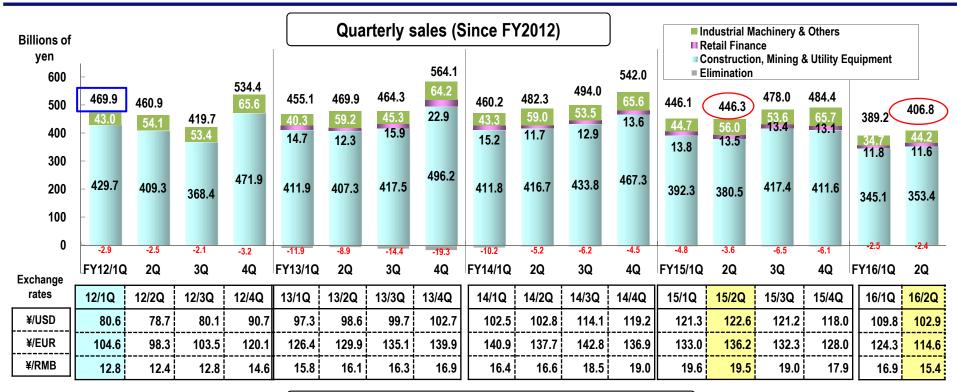
KOMATSU Construction, Mining & Utility Equipment (excl. Retail Finance Business) : Sales (To Outside Customers) for Three Months (Jul.-Sep.,2016) by Region

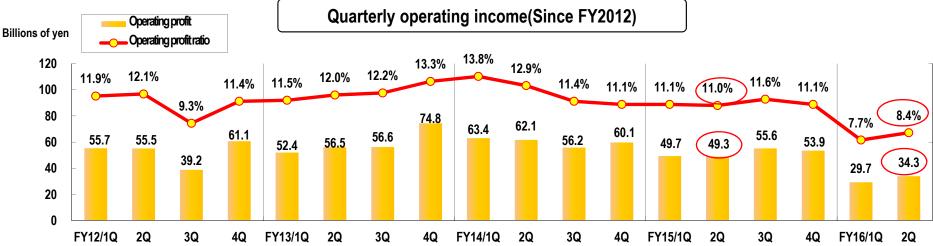
- Sales to outside customers declined by 6.9% from the corresponding period a year ago, to JPY351.8 billion.
- Except for CIS and China, sales declined in other regions. Sales declined sharply in Strategic Markets, such as the Middle East and Africa, which pushed the ratio of sales in Traditional Markets to 53%. However, sales were steady in many regions, when the foreign exchange effects were removed.



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Quarterly Sales and Operating Income





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Highlights of the First Six-Month Period ended September 30, 2016

- Consolidated net sales declined by 10.8% from the corresponding period a year ago, to JPY796.1 billion.
- Operating income dropped 35.2% to JPY64.1 billion. Operating income ratio was 8.1%, down 3.0 percentage points.
- Net income attributable to Komatsu Ltd. dropped 42.4% to JPY37.5 billion.

	AprSep.,2015 (1H FY2015)	AprSep.,2016 (1H FY2016)	Changes			
Billions of yen	¥121.9/USD ¥134.6/EUR ¥19.5/RMB	¥106.3/USD ¥119.5/EUR ¥16.1/RMB	Increase (decrease)	% Change		
Net sales	892.4	796.1	(96.3)	(10.8)%		
Segment profit	98.4	64.2	(34.1)	(34.7)%		
Other operating income (expenses)	0.6	(0.1)	(0.7)	-		
Operating income	99.0	64.1	(34.8)	(35.2)%		
Profit ratio	11.1%	8.1%	(3.0)pts.	-		
Other income (expenses)	(1.1)	(6.0)	(4.8)	-		
Net income before income taxes	97.8	58.0	(39.7)	(40.6)%		
Net income *	65.0	37.5	(27.5)	(42.4)%		
Cash dividends per share	29yen	29yen	+/- 0yen			

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

- Construction, Mining & Utility Equipment: Sales declined by 9.6% from the corresponding period a year ago, to JPY698.6 billion. Segment profit dropped 30.8% to JPY57.6 billion. Segment profit ratio was 8.2%, down 2.6 percentage points.
- Retail Finance: Revenues declined by 14.1% to JPY23.4 billion. Segment profit dropped 44.1% to JPY4.2 billion.
- Industrial Machinery & Others: Sales declined by 21.6% to JPY79.0 billion. Segment profit dropped 46.1% to JPY4.0 billion.

		_		%	: Pr	ofit ratio	[]: Sales aft	er elimination of inter-	segn	nent transactions
		Apr	AprSep.,2015			AprSe	p2016	Ch	ang	es
Billions of yen		(1H FY2015)			(1H FY2016)			Increase (decrease)		% Change
Net sales				892.4	796.1		796.1	(96.3)		(10.8)%
	Construction, mining & utility equipment Retail finance Industrial machinery & others	[767.0] 772.8 [25.8] 27.3 [99.6] 100.7					[695.2] 698.6 [22.2] 23.4 [78.5] 79.0	[(71.7)] (74. [(3.5)] (3. [(21.1)] (21.	B)	[(9.3%)] (9.6)% [(13.8%)] (14.1)% [(21.2%)] (21.6)%
	Elimination			(8.4)			(5.0)	+3.4		-
Seg	gment profit	11.09	6	98.4	ļ	8.1%	64.2	(34.	1)	(34.7)%
	Construction, mining & utility equipment Retail finance Industrial machinery & others	<u>10.89</u> 27.69	6	83.2 7.5 7.5		<u>8.2%</u> <u>18.0%</u> 5.1%	57.6 4.2 4.0	(25. (3. (3.	3)	(30.8)% (44.1)% (46.1)%
	Corporate & elimination			0.1			(1.6)	(1.	7)	-

Review of three business segments

Construction, Mining & Utility Equipment

While demand was sluggish in some of Strategic Markets, we steadfastly captured demand for construction equipment in North America, Europe, CIS and China. However both sales and segment profit declined, mainly affected by the Japanese yen's appreciation. When the foreign exchange factor is removed, sales increased.

■ Retail Finance [an independent operating segment starting in FY2016]

Both revenues and segment profit declined from the corresponding period a year ago, as mainly affected by the Japanese yen's appreciation and reduced assets in China, Oceania and some other regions.

Industrial Machinery & Others

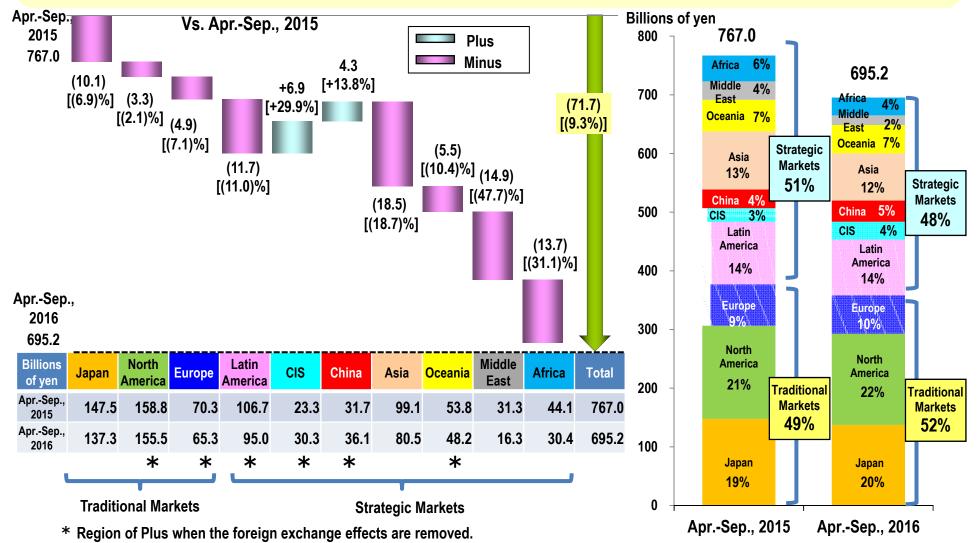
Sales declined by 21.6% to JPY79.0 billion. Segment profit dropped 46.1% to JPY4.0 billion from the corresponding period a year ago, due to reduced sales of presses and machine tools to the automobile manufacturing industry and the adverse effects of former Komatsu House which was excluded from consolidated accounting*.

* Komatsu sold the shares, equivalent to 85% of total shares outstanding, of Komatsu House to Nissei Build Industries Co., Ltd. on April 28, 2016.

Construction, Mining & Utility Equipment :

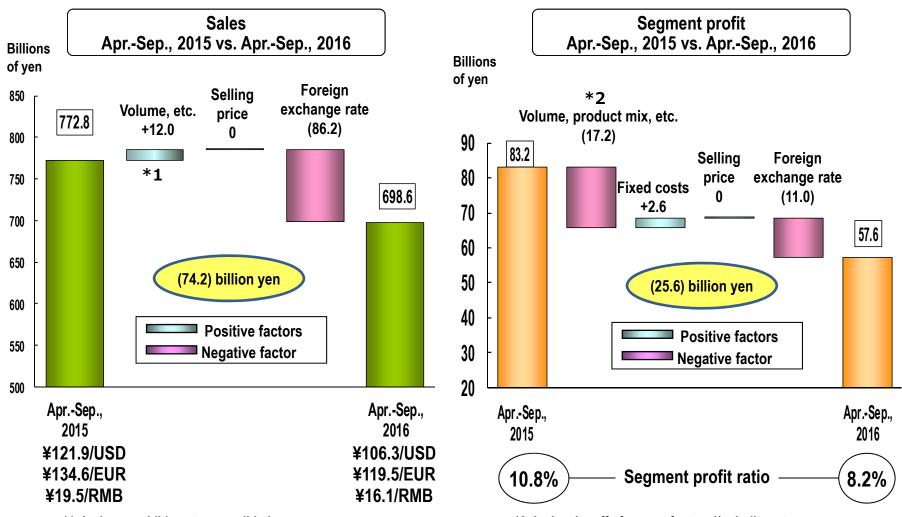
Sales by Region (To Outside Customers) for Six Months (April-September, 2016)

- Sales to outside customers declined by 9.3% from the corresponding period a year ago, to JPY695.2 billion.
- Except for CIS and China, sales declined in other regions. Sales declined sharply in Strategic Markets, such as Asia and the Middle East, which pushed the ratio of sales in Traditional Markets to 52%. However, sales were steady in many regions, when the foreign exchange effects were removed.



Construction, Mining & Utility Equipment : Causes of Difference in Sales and Segment Profit for Six Months (April-September, 2016)

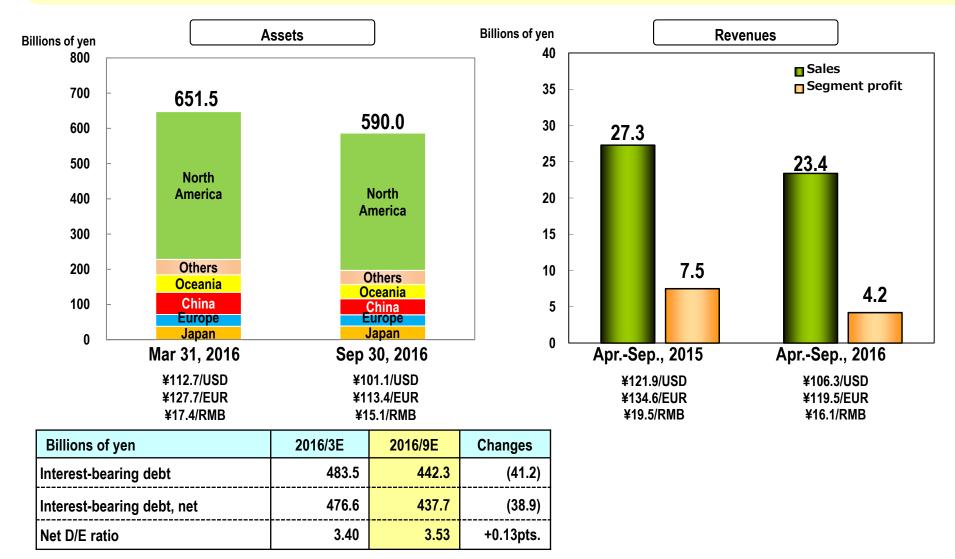
- Sales declined by JPY74.2 billion from the corresponding period a year ago, as affected by the Japanese yen's appreciation. Segment profit declined JPY25.6 billion.
- Segment profit ratio degenerated to 8.2%, down 2.6 percentage points.



*1: Incl. new additions to consolidation

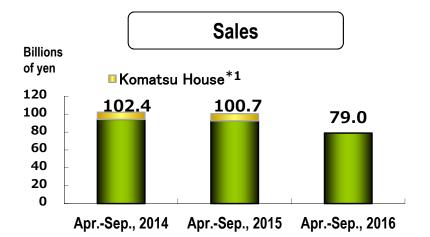
Retail Finance Business: Assets and Revenues for Six Months (April-September, 2016)

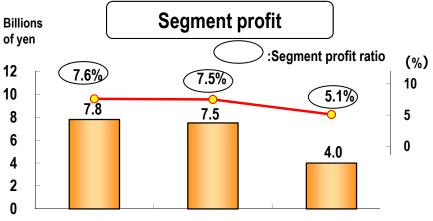
- Assets declined from March 31, 2016, due to the effects of foreign exchange rates, while increased assets in North America compensated for decreased assets in China, Oceania and some other regions.
- Revenues declined due mainly to the effects of foreign exchange rates. Segment profit declined from the corresponding period a year ago, due mainly to an additional allowance recorded for bad debt in China.



Industrial Machinery & Others: Sales and Segment Profit for Six Months (April-September, 2016)

• Sales by 21.6% from the corresponding period a year ago, to JPY79.0 billion, due to reduced sales of presses and machine tools to the automobile manufacturing industry as well as the adverse effects of excluding former Komatsu House from consolidated accounting*. Segment profit ratio was 5.1%.





Apr.-Sep., 2014 Apr.-Sep., 2015

5 Apr.-Sep., 2016

Breakdown of sales			Chai	Changes		
Billions of ye	AprSep., 2014	AprSep., 2015	AprSep., 2016	Increase (decrease)	% change	
Komatsu Industries Corp., etc. [total of press and sheet-metal machine	es] 25.4	28.2	22.7	(5.5)	(19.5)%	
Komatsu NTC Ltd. [represented by wire saws]	36.5 [4.4]	36.4 [4.2]	24.6 [7.8]	(11.8) [+3.6]	(32.4)% [+85.0%]	
Gigaphoton	13.1	16.5	15.9	(0.6)	(3.9)%	
Komatsu House * ₁	8.1	8.0	-	(8.0)	-	
Others	19.0	11.3	15.6	+4.2	+37.4%	
Total	102.4	100.7	79.0	(21.7)	(21.6)%	

*1: Komatsu sold the shares, equivalent to 85% of total shares outstanding, of Komatsu House to Nissei Build Industries Co., Ltd. on April 28, 2016.

- Total assets declined by JPY222.6 billion from the previous fiscal year-end, due to the Japanese yen's appreciation and reduced Accounts receivable .
- Komatsu Ltd. shareholders' equity ratio increased 1.7 percentage points to 59.7%.

Billions of yen	Mar. 31, 2016 ¥112.7/USD ¥127.7/EUR ¥17.4/RMB	Sep 30, 2016 ¥101.1/USD ¥113.4/EUR ¥15.1/RMB	Increase (decrease)
 Cash & deposits (incl. time deposits) [a] 	108.4	89.0	(19.4)
Accounts receivable (incl. long-term trade receivables)	875.3	772.8	(102.4)
Inventories	539.6	523.7	(15.8)
Tangible fixed assets	697.7	645.5	(52.2)
Other assets	393.5	360.8	(32.7)
Total assets	2,614.6	2,392.0	(222.6)
Accounts payable	205.4	189.4	(16.0)
Interest-bearing debt [b]	457.5	387.2	(70.3)
Other liabilities	363.9	326.7	(37.1)
Total liabilities	1,026.8	903.3	(123.5)
[Shareholders' equity ratio]	[58.0%]	[59.7%]	[+1.7pts.]
Komatsu Ltd. shareholders' equity	1,517.4	1,427.3	(90.0)
Non-controlling interests	70.3	61.3	(9.0)
Liabilities & Equity	2,614.6	2,392.0	(222.6)
Interest-bearing debt, net [b-a]	349.0	298.1	(50.9)
Net D/E ratio	0.23	0.21	

II. Outlook of FY2016 Business Results

Projection for FY2016 ending March 31, 2017

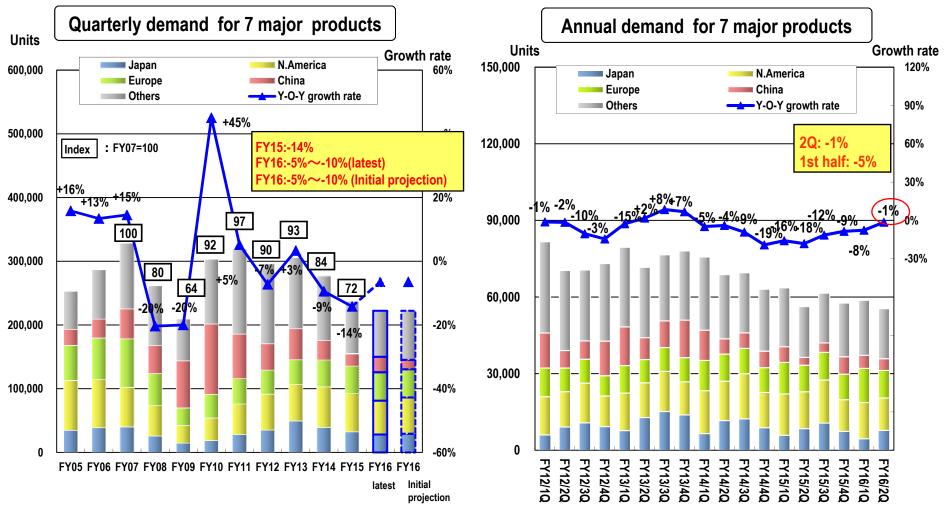
•We will not change our projection of April 2016 concerning full-year year sales and profits for FY2016.

	FY2015 Results	FY2016 Projection	Y-O-Y			
Billions of yen	¥120.8/USD ¥132.4/EUR ¥19.0/RMB	¥105/USD ¥119/EUR ¥16.2/RMB	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)	-		
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 for 7 Major Products

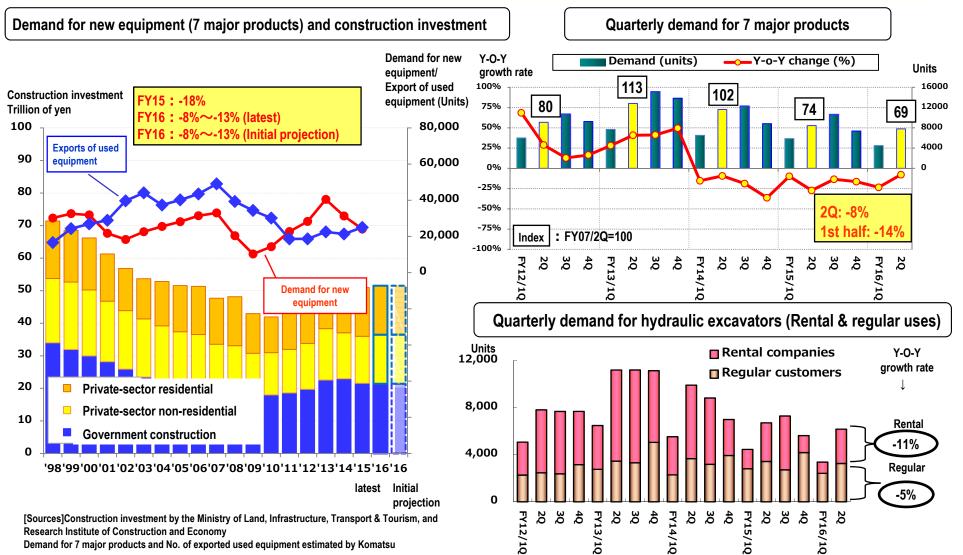
- For the second quarter period of FY2016, demand declined by 1% year-on-year.
- While demand declined mainly in the Middle East and Africa, it remained firm in China, CIS and other regions, which resulted in a slight decrease.
- Overall full-year demand should remain the same as projected in April this year, albeit ups and downs are expected in some regions.



Note: Estimated by Komatsu

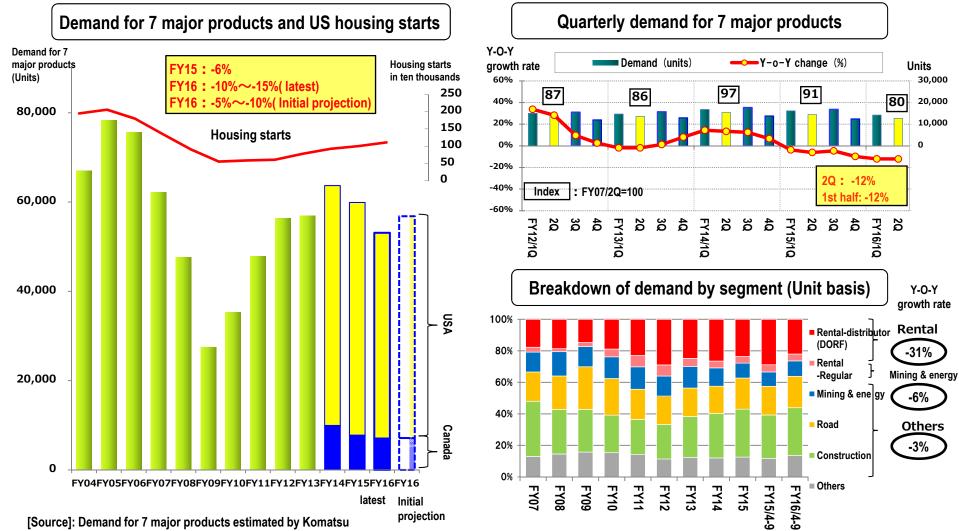
Construction and Mining Equipment Demand in Major Markets (1) Japan

- In the second 3-Month period of FY2016, demand declined by 8% from the corresponding period a year ago.
- Demand continued to be affected by reduced demand for new emission controls-compliant models which had run its course, especially among rental companies.
- Full-year demand should remain within the range of our projection of April this year.



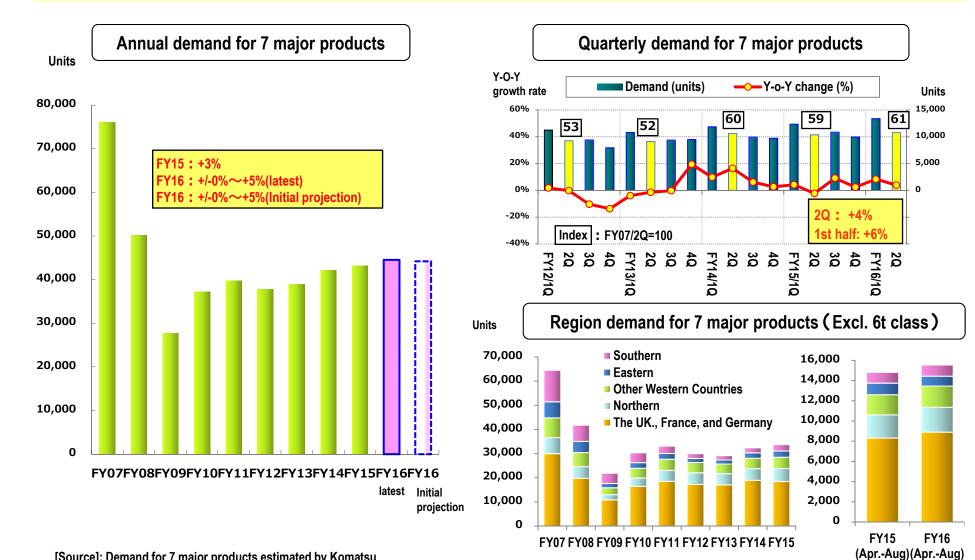
Construction and Mining Equipment Demand in Major Markets (2) North America

- In the second quarter period of FY2016, demand declined by 12% from the corresponding period a year ago.
- In the United States, demand for construction equipment remained firm among regular customers, but demand in the rental industry was slack.
- While demand in Canada, demand continued on a slack trend in the energy sector.
- Full-year demand should fall short of our projection of April this year.



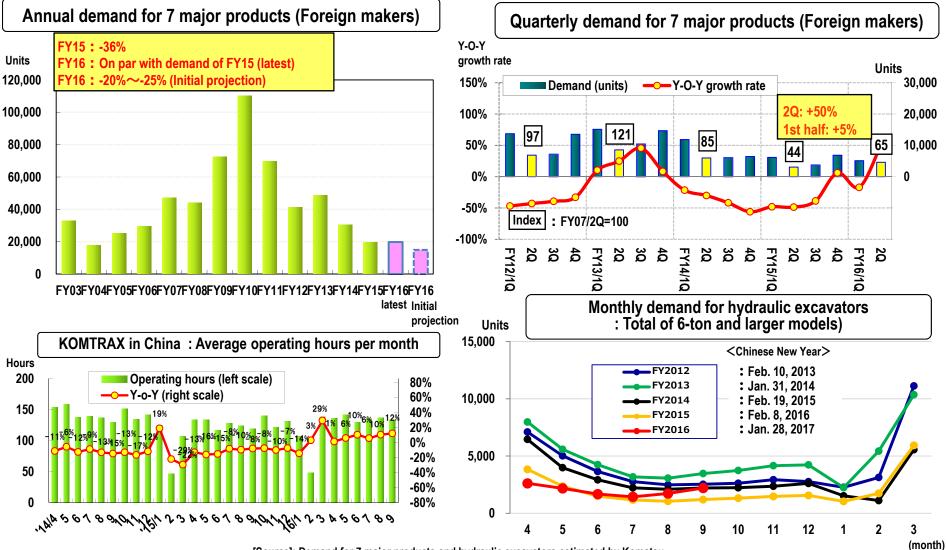
Construction and Mining Equipment: Demand in Major Markets (3) Europe

- In the second 3-Month period of FY2016, demand increased by 4% from the corresponding period a year ago.
- Demand was firm in major markets centering on Germany as well as northern and southern Europe.
- We keep full-year demand unchanged from our projection of April this year.



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

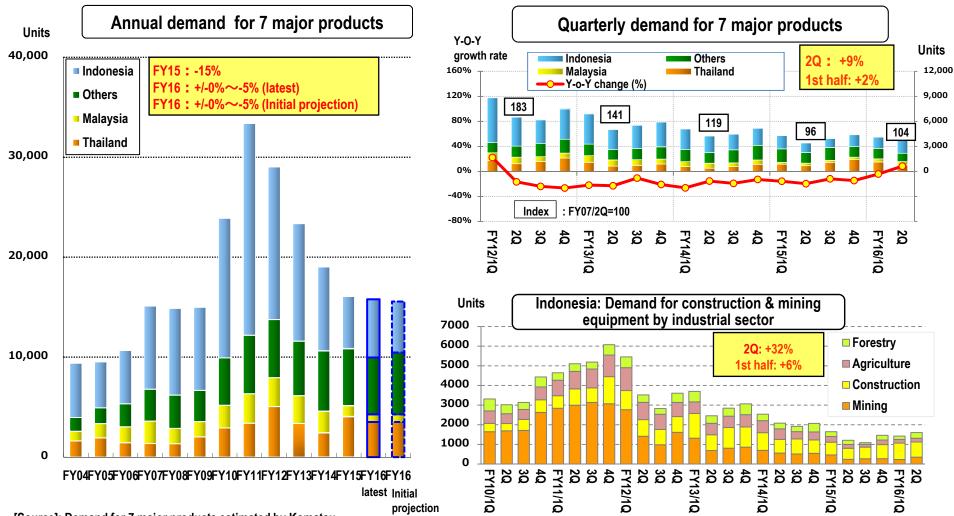
- In the second 3-Month period of FY2016, demand increased by 50% from the corresponding period a year ago.
- Demand for construction equipment advanced, supported by progress of public works.
- Full-year demand should increase from our projection of April this year, reflecting the current market conditions.



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

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

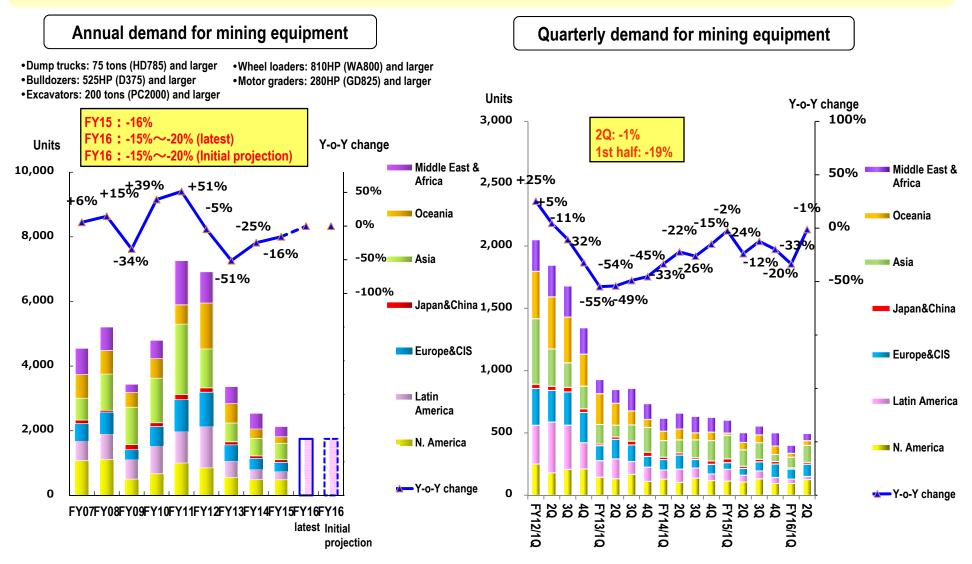
- In the second 3-Month period of FY2016, demand increased by 9% from the corresponding period a year ago.
- Demand was better than our projection in Indonesia, the largest market of the region, and that remained firm in Thailand and Malaysia.
- We keep full-year demand unchanged from our projection of April this year.



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

Construction and Mining Equipment: Demand for Mining Equipment and Outlook

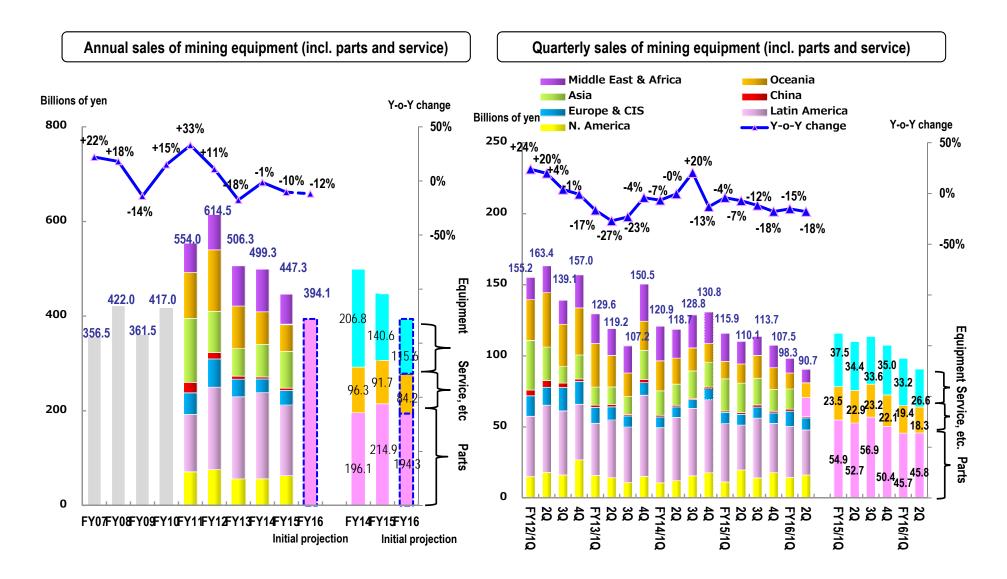
- In the second 3-Month period of FY2016, global demand for mining equipment dropped 1% from the corresponding period a year ago.
- With respect to full-year demand, we are not changing our projection made at the start of the fiscal year.



Note: Demand estimated by Komatsu

Construction and Mining Equipment: Sales of Mining Equipment

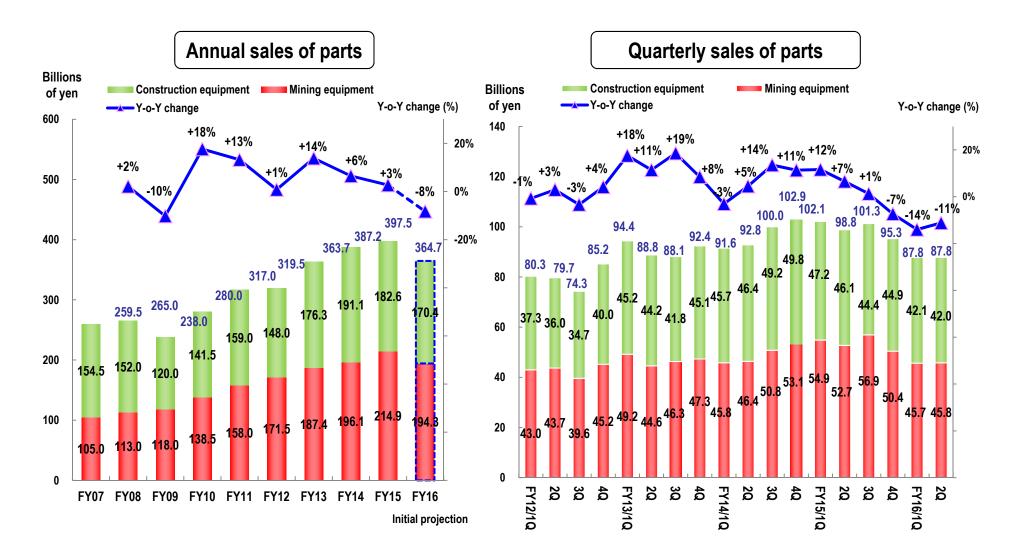
• For the second 3-Month period of FY2016, sales declined by 18% from the corresponding period a year ago, to JPY90.7 billion, as affected mainly by the Japanese yen's appreciation.



Construction and Mining Equipment: Sales of Parts

• For the second 3-Month period of FY2016, sales of parts declined by 11% from the corresponding period a year ago.

• Sales of parts declined due mainly to the effects of the Japanese yen's appreciation. However, when the foreign exchange effects are removed, sales remained firm.



- •We don't change our projections of full-year sales now.
 - Although there are variable factors in the second six-month period, such as foreign exchange risks and the ups and downs of demand in each region, we believe we will be able to achieve both sales and profits in general as we projected in April this year.
 - > In the industrial machinery and others segment, future demand is likely to soften.
- •Our performance for the first half of FY2016 are shown below.

Progress of sales for the first half period

<Construction, Mining and Utility Equipment: Sales for the first half period>

Billion JPY	Projection	1H results	Progress
	of April	(6 months)	
Japan	309.0	137.3	44%
North America	309.0	155.5	50%
Europe	137.0	65.3	48%
Latin America	200.0	95.0	48%
CIS	40.0	30.3	76%
China	61.0	36.1	59%
Asia	166.0	80.5	48%
Oceania	102.0	48.2	47%
Middle East	51.0	16.3	32%
Africa	59.0	30.4	52%
Total	1,434.0	695.2	48%

Construction, Mining & Utility Equipment

• While there were some ups and downs, depending on the region, in the first six-month sales, overall sales were within our projection of April 2016.

Supplementary information by region follows below.

- CIS: Sales expanded, supported by increased demand centering on gold mines.
- Middle East: Sales were slack, affected by a drastic decline in demand for construction equipment in Gulf nations, mainly resulting from slack crude price
- Overall progress in sales accounted for 48%, as usual as every year.

Retail Finance and Industrial Machinery & Others

The first six-month revenues and sales were virtually within our plan.

Approval of Merger Agreement at Shareholders Meeting of Joy Global Inc.

- On July 21, 2016, Komatsu announced its plan to acquire Joy Global Inc. through Komatsu America Corp. a whollyowned subsidiary in the United States.
- The merger agreement was approved at the extraordinary shareholders meeting of Joy Global on October 19, 2016 (local time).
- Komatsu plans to close the acquisition after receiving necessary regulatory clearances under competition laws in relevant countries.



Tetsuji Ohashi, President and CEO of Komatsu Ltd. (left) and Edward L. Doheny II, President and CEO of Joy Global Inc.



Cautionary Statement

The announcement set forth herein contains forward-looking statements which reflect management's current views with respect to certain future events, including expected financial position, operating results, and business strategies. These statements can be identified by the use of terms such as "will," "believes," "should," "projects" and similar terms and expressions that identify future events or expectations. Actual results may differ materially from those projected, and the events and results of such forward-looking assumptions cannot be assured.

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

Business Coordination Department, KOMATSU LTD. TEL: +81-3-5561-2687 FAX: +81-3-3582-8332 http://www.komatsu.com/

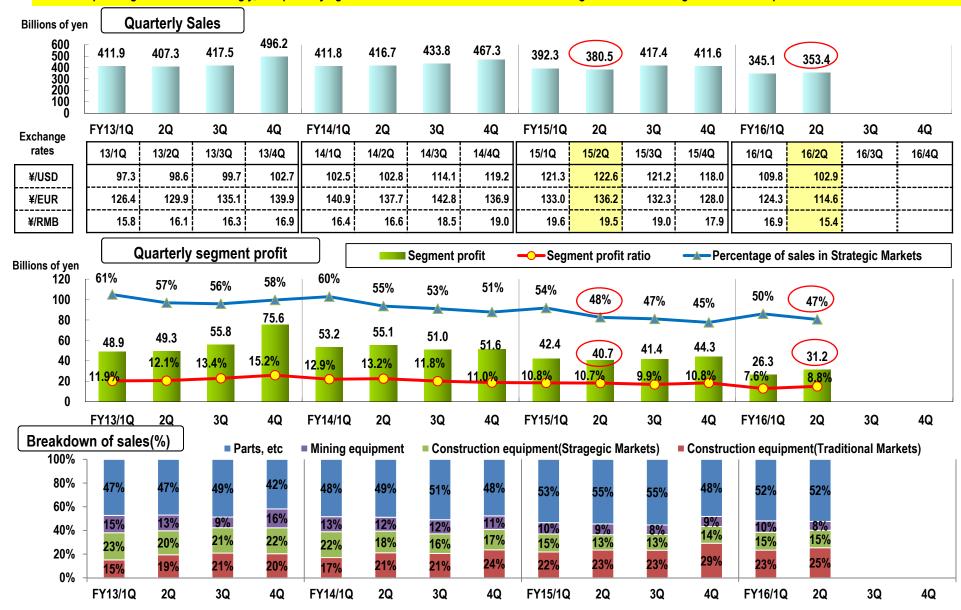
Appendix

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

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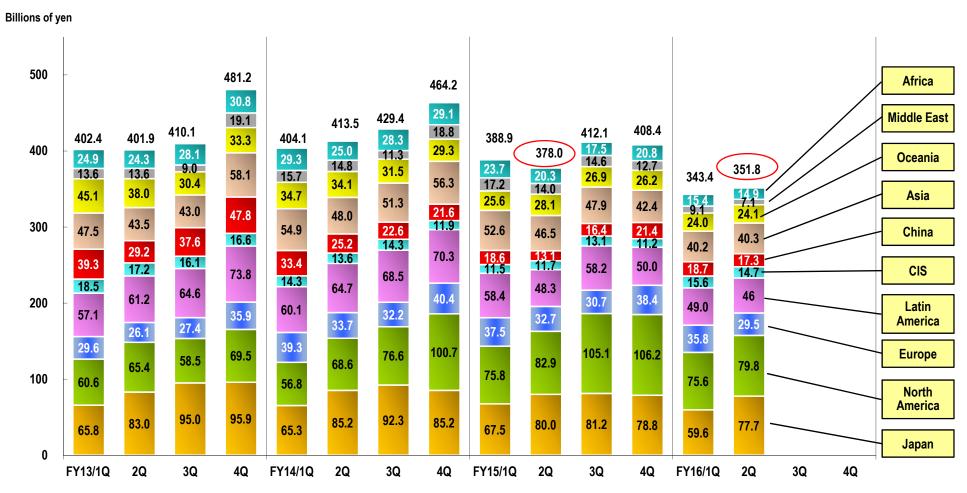
KOMATSU

Starting in FY2016, we separate the retail finance business as an independent operating segment, whereas it was included in the construction, mining and utility equipment business up through FY2015. Accordingly, the quarterly figures below were reclassified and restated in agreement with the figure for the first quarter of FY2016.



KOMATSU <Appendix> Construction, Mining & Utility Equipment: Quarterly Sales (To Outside Customers) by Region

Starting in FY2016, we separate the retail finance business as an independent operating segment, whereas it was included in the construction, mining and utility equipment business up through FY2015. Accordingly, the quarterly figures below were reclassified and restated in agreement with the figure for the first quarter of FY2016.

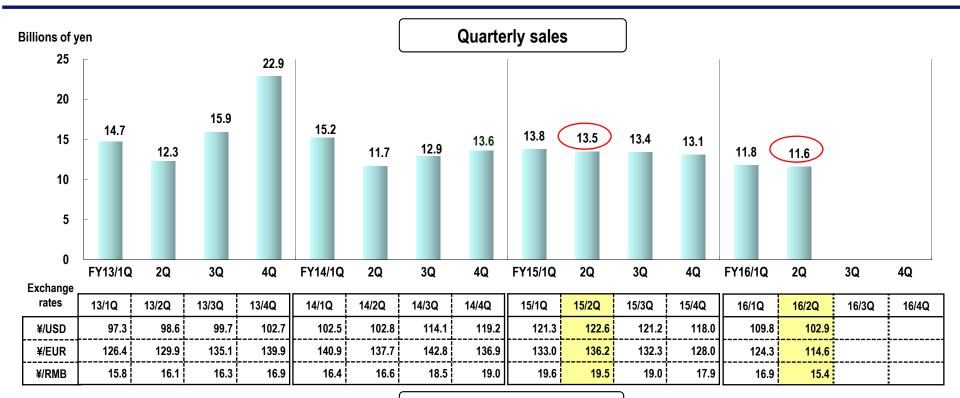


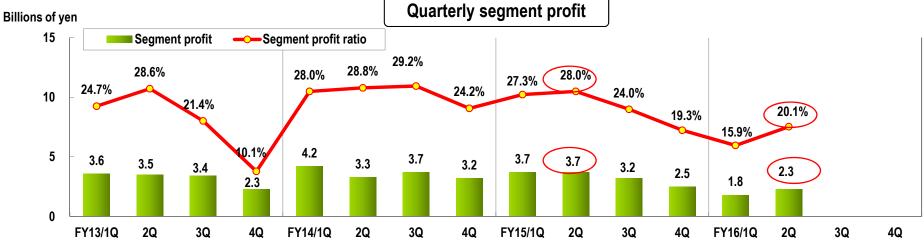
Exchange																
rates	13/1Q	13/2Q	13/3Q	13/4Q	14/1Q	14/2Q	14/3Q	14/4Q	15/1Q	15/2Q	15/3Q	15/4Q	16/1Q	16/2Q	16/3Q	16/4Q
¥/USD	97.3	98.6	99.7	102.7	102.5	102.8	114.1	119.2	121.3	122.6	121.2	118.0	109.8	102.9		
¥/EUR	126.4	129.9	135.1	139.9	140.9	137.7	142.8	136.9	133.0	136.2	132.3	128.0	124.3	114.6		
¥/RMB	15.8	16.1	16.3	16.9	16.4	16.6	18.5	19.0	19.6	19.5	19.0	17.9	16.9	15.4		

(31)

<Appendix> Retail Finance : Quarterly Sales and Segment Profit

KOMATSU

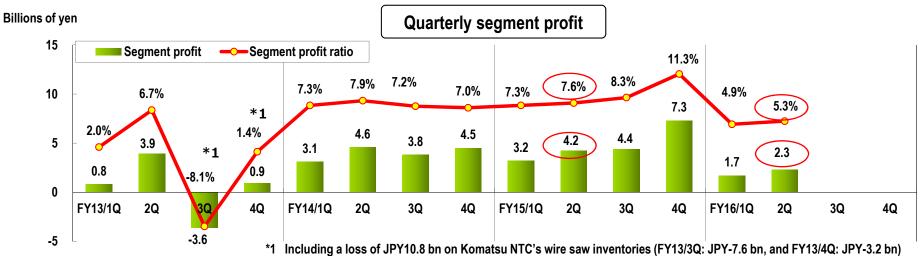




(32)

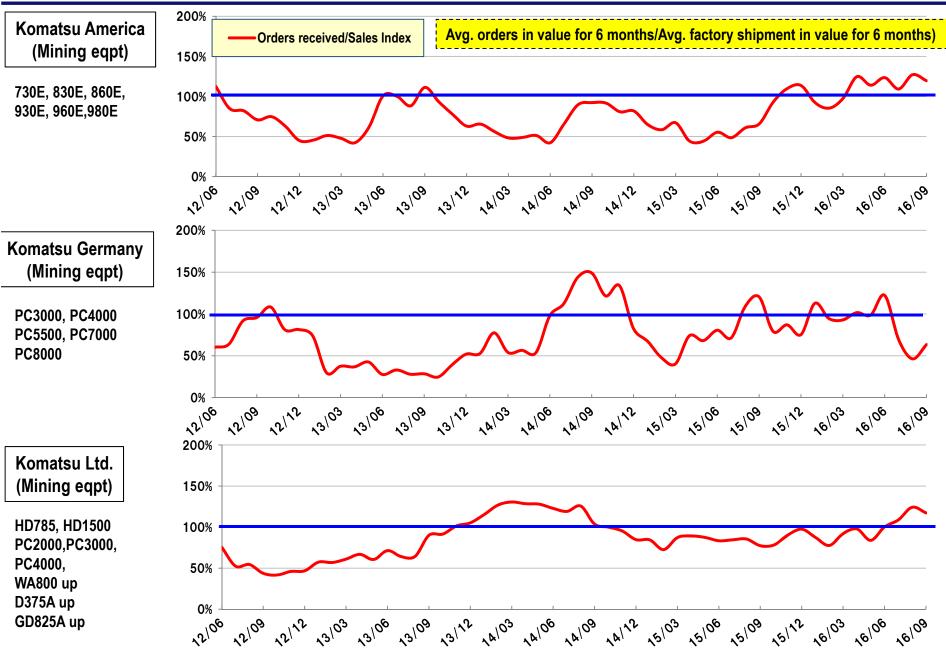
KOMATSU <Appendix> Industrial Machinery & Others: Quarterly Sales and Segment Profit





<Appendix> Orders Received / Sales Index for Mining Equipment (6 Months)

(34)



KOMATSU <Appendix> Orders Received / Sales Index for Industrial Machinery (6 Months)

