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

October 28, 2016
Presented by
Tetsuji Ohashi President and CEO
Mikio Fujitsuka Executive Vice President and CFO
Yasuhiro Inagaki
Senior Executive Officer and
General Manager of Business Coordination Department

I . Business Results for Three and Six Months Ended September 30, 2016 <PP3-14>
PP4-7 : Highlights, Segment Sales and Profits of the second 3-Month Period (Jul- Sep, 2016)
PP8-9 : Highlights, Segment Sales and Profits of the First Six-Month Period ended September 30, 2016
PP10-11 : Construction, Mining \& Utility Equipment: Results for Six Months (April-September, 2016) of FY2016
P12 : Retail Finance Business: Assets and Revenues for Six Months (April-September, 2016) of FY2016
P13 : Industrial Machinery \& Others: Results for Six Months (April-September, 2016) of FY2016
P14 : Consolidated Balance Sheets

## II. Outlook of FY2016 Business Results <PP15-28>

P16 : Projection for FY2016 ending March 31, 2017
PP17-22 : Construction and Mining Equipment: Demand and Outlook for Seven Major Products (Global and By Region)
PP23-24 : Construction and Mining Equipment: Mining Equipment
P25 : Construction and Mining Equipment: Parts
P26 : Sales and Operating Income for FY2016: Progress and Projection

## Appendix <PP29-35>

PP30-33 : Quarterly Results<br>PP34-35 : Book-to-Bill Ratio [Orders Received / Sales (6 Months)]

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

## KOMA'SU

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

- 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.

| Billions of yen | Jul.-Sep.,2015 <br> ¥122.6/USD ¥136.2IEUR ¥19.5/RMB | Jul.-Sep.,2016 <br> ¥102.9USD ¥114.6/EUR ¥15.4/RMB | Changes |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | 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)\% |

[^0]-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.

| Billions of yen |  | Jul.-Sep.,2016 | \% : Profit ratio [_]: Sales after elimination of inter-segment transactions |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Jul.-Sep.,2015 |  | Changes |  |
|  |  |  | Increase(decrease) | \% Change |
| Net sales | 446.3 | 406.8 | (39.5) | (8.9)\% |
| Construction, mining \& utility equipment Retail finance Industrial machinery \& others | $[378.0]$ 380.5 <br> $[12.7]$ 13.5 <br> $[55.5]$ 56.0 |   <br> [351.8] 353.4 <br> [10.9] 11.6 <br> $[44.0]$ 44.2 |   <br> $[(26.1)]$ $(27.0)$ <br> $[(1.8)]$ $(1.8)$ <br> $[(11.5)]$ $(11.8)$ | $[(6.9) \%] \quad(7.1) \%$ $[(14.2) \%](14.0) \%$ $[(20.8) \%](21.1) \%$ |
| Elimination | (3.6) | (2.4) | +1.2 | - |
| Segment profit | 10.9\% 48.8 | 8.7\% 35.2 | (13.5) | (27.8)\% |
| Construction, mining \& utility | 10.7\% 40.7 | 8.8\% 31.2 | (9.5) | (23.4)\% |
| equipment Retail finance | 28.0\% 3.7 | 20.1\% 2.3 | (1.4) | (38.2)\% |
| Industrial machinery \& others | 7.6\% 4.2 | 5.3\% | (1.9) | (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.
$\square$ 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.


## KOMASS

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.



- 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.

| Billions of yen | Apr.-Sep.,2015 <br> (1H FY2015) <br> ¥121.9/USD <br> $\neq 134.6 /$ EUR <br> $¥ 19.5 /$ RMB | Apr.-Sep.,2016(1H FY2016)$¥ \neq 106.3 /$ USD$¥ \neq 119.5$ EUR$¥ 16.1 /$ RMB | Changes |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | 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 | +/- Oyen |  |

[^1]- 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.

| Billions of yen |  | \% | : Profit ratio [ ] Sales after elimination of inter-segment transactions |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Apr.-Sep.,2015 } \\ \text { (1H FY2015 ) } \end{gathered}$ |  | Apr.-Sep., 2016 (1H FY2016) |  | Changes |  |
|  |  |  | Increase (decrease) | \% Change |
| Net sales |  | 892.4 |  |  |  | 796.1 | (96.3) | (10.8)\% |
| Construction, mining \& utility equipment Retail finance Industrial machinery \& others |  | $\begin{array}{rr} {[767.0]} & 772.8 \\ {[25.8]} & 27.3 \\ {[99.6]} & 100.7 \\ \hline \end{array}$ |  | $\begin{array}{rr} {[695.2]} & 698.6 \\ {[22.2]} & 23.4 \\ -[78.5] & 79.0 \\ \hline \end{array}$ |   <br> $[(71.7)]$ $(74.2)$ <br> $[(3.5)]$ $(3.8)$ <br> $[(21.1)]$ $(21.7)$ | $[(9.3 \%)]$ $(9.6) \%$ <br> $[(13.8 \%)]$  <br> $[(21.2 \%)]$  <br> $(21.6) \%$  <br> 2  |
| Elimination |  | (8.4) |  | (5.0) | +3.4 | - |
| Segment profit | 11.0\% | 98.4 | 8.1\% | 64.2 | (34.1) | (34.7)\% |
| Construction, mining \& utility equipment | 10.8\% | 83.2 | 8.2\% | 57.6 | (25.6) | (30.8)\% |
| Retail finance | 27.6\% | 7.5 | 18.0\% | 4.2 | (3.3) | (44.1)\% |
| Industrial machinery \& others | 7.5\% | 7.5 | 5.1\% | 4.0 | (3.4) | (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.

- 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.

- 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

- 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.



## KOMATSU

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 $5.1 \%$.

*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 |  |  | 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

## KOMATSU

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.

| Billions of yen | FY2015 <br> Results <br> ¥120.8/USD <br> ¥132.4/EUR <br> ¥19.0/RMB | $\begin{gathered} \text { FY2016 } \\ \text { Projection } \\ ¥ 105 / \text { USD } \\ \neq 19 / \text { UUR } \\ ¥ 16.2 / \text { RMB } \\ \hline \end{gathered}$ | Y-O-Y |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | 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 | +/- oyen |  |
| Consolidated payout ratio | 39.8\% | 59.4\% |  |  |

[^2]- 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

## 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.



## KOMATSU

## 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.

- 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.

- 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.



## 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.

- 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.



## KOMATSU

- 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.

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


- 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 <br> of April | 1H results <br> $(6$ months) | Progress |
| :--- | ---: | ---: | ---: |
|  |  |  |  |
| 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.

## KOMATSU

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.



## KOMAT'SU


> - Komatsu unveiled the cabless, unmanned "Innovative Autonomous Haulage Vehicle", based on novel concepts, at MINExpo INTERNATIONAL® 2016 held in Las Vegas, USA in September 2016.

## 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

## komat'su

## Appendix

## KOMAI'SU



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.

Billions of yen


| 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 |  |  |




Billions of yen

## Quarterly segment profit



| Komatsu America |
| :---: |
| (Mining eqpt) |

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




[^0]:    * Upon adoption of ASC 810, "Net income" is equivalent to "Net income attributable to Komatsu Ltd."

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

[^2]:    * Upon adoption of ASC 810, "Net income" is equivalent to "Net income attributable to Komatsu Ltd."

