



## Profile

Company Name	Komatsu Ltd.
President and Chief Executive Officer	Tetsuji Ohashi
Established	May 13, 1921
Head Office	2-3-6 Akasaka, Minato-ku, Tokyo 107-8414, Japan

### Main Businesses

Manufacture and sale of construction and mining equipment, utility equipment (compact machines), forest machines, industrial machinery and others

### Common Stock

Consolidated:	¥67,870 million (In accordance with generally accepted accounting principles in the United States of America.)
Non-consolidated:	¥70,120 million

### Affiliated Companies (As of March 31, 2018)

Consolidated subsidiaries:	227
Companies accounted for by the equity method:	38
Komatsu Ltd. (Parent company):	1
Total:	266

### Number of Employees (As of March 31, 2018)

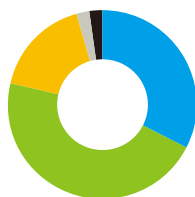
Consolidated:	59,632
Non-consolidated:	10,465
Average age:	39.3
Average years of service:	14.1

### Stock and Shareholders (As of March 31, 2018)

Stock listings:	Tokyo
Securities code:	6301 (Japan)
Shares of common stock issued and outstanding:	971,967,660 shares
One unit (tangen) of shares:	100
Number of shareholders:	149,459

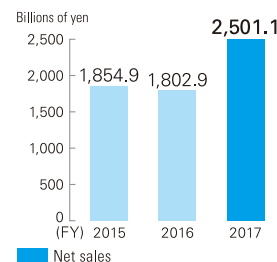
#### Shareholders

- Financial **35.8%**  
175 shareholders / 348,652,919 shares
- Foreign **44.3%**  
1,073 shareholders / 430,939,655 shares
- Individual and other **15.4%**  
146,849 shareholders / 150,488,543 shares
- Corporate **2.1%**  
1,193 shareholders / 20,671,114 shares
- Securities **2.1%**  
169 shareholders / 21,215,429 shares

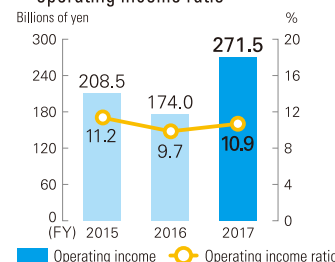


## Financial Highlights (Consolidated)

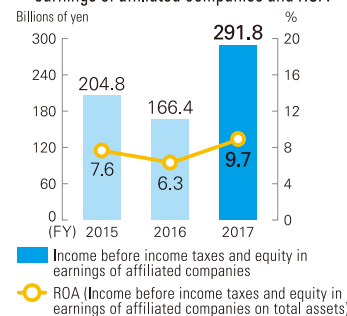
### Net sales



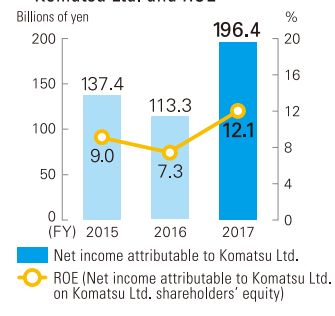
### Operating income and operating income ratio



### Income before income taxes and equity in earnings of affiliated companies and ROA



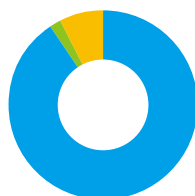
### Net income attributable to Komatsu Ltd. and ROE



### Total assets / Shareholders' equity

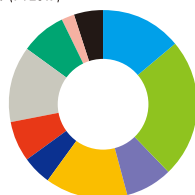
	FY2015	FY2016	FY2017
Total assets	2,614.6	2,656.4	3,372.5
Shareholders' equity	1,517.4	1,576.6	1,664.5

- Sales by segment (FY2017) (To outside customers)
- Construction, mining and utility equipment **90.6%**  
¥2,267.3 billion
- Retail finance **2.0%**  
¥49.6 billion
- Industrial machinery and others **7.4%**  
¥184.1 billion


















### Sales breakdown of construction, mining and utility equipment by region (FY2017)

- Japan 14%
- North America 24%
- Europe 8%
- Latin America 14%
- CIS 5%
- China 7%
- Asia 13%
- Oceania 8%
- Middle East 2%
- Africa 5%



## Main Products

### Construction, Mining and Utility Equipment

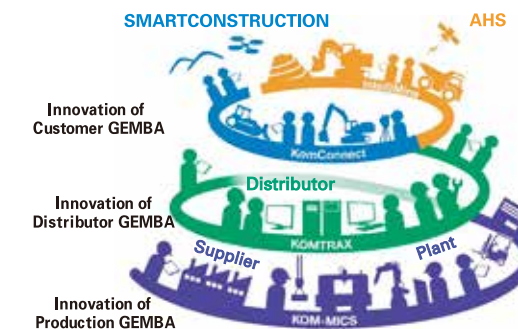
 Hydraulic excavator	 Wheel loader	 Bulldozer	 Electric rope shovel	 Continuous miner
 Dump truck	 Motor grader	 Mini hydraulic excavator	 Forklift truck	 Harvester
 Mobile crusher	 Parts and attachments	 E.P.B. shield	 Engine	 Cylinder block

### Industrial Machinery and Others

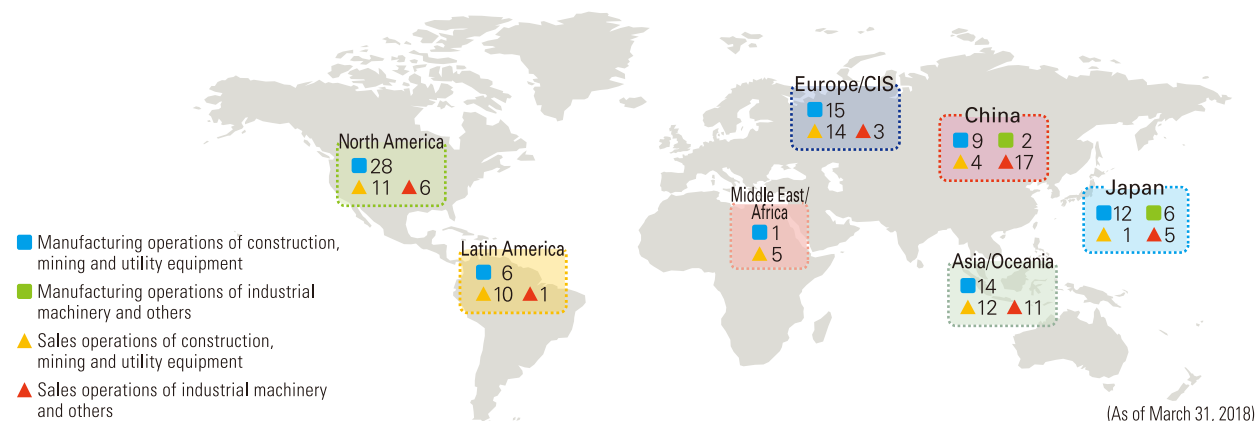
 Large press system	 Fiber laser cutting machine	 Transfer machines	 DI-Water Heater	 Excimer laser
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## Komatsu's IoT: Connecting Three GEMBA of Customers, Distributors and Our Plants

Komatsu works to develop DANTOTSU (Unrivaled) products, DANTOTSU service and DANTOTSU solutions, improve customers' GEMBA (workplaces) together with them and provide innovation designed to create new values to their business. Komatsu will not only launch next-generation products which will achieve further automation and unmanned operation, designed to substantially improve in safety, environmental performance and productivity of customers' jobsite operations, but also supply parts and provide service by using KOMTRAX (Komatsu Machine Tracking System). Furthermore, Komatsu provides customers with solutions, such as SMARTCONSTRUCTION and Autonomous Haulage System (AHS), to help them solve GEMBA problems. Komatsu will connect all information of three GEMBA of customers, distributors and its production, including that of suppliers, through its IoT in order to improve safety and productivity of all GEMBA.



## Global Operations



## CSR Activities

Komatsu recognizes that the business activities which embody our strength are in fact CSR activities. We strive to respond to the demands of society, through our core business. Our company contributes to infrastructure development which promotes enhanced quality of life, through products and services we provide. At the same time, we pursue product development featuring environmental friendliness and safety. Komatsu contributes to local communities through sustainable operations, provides social contributions using our core technologies and resources, and promotes human resource development.

- 1) Development of safety-first products: Autonomous Haulage System.
- 2) Social contribution efforts through core business: Disposal of UXOs and support for reconstruction.
- 3) Human resource development: Komatsu's Exciting Science Class for Children.
- 4) Human resource development: Human resource development on a global scale jointly with Cummins Inc.

