

## 2nd QUARTER INFORMATION SHEET Fiscal Year, ending March31, 2012(FY2011) (Consolidated)

### FINANCIAL HIGHLIGHTS

|   | FY 2007         | FY 2008         | FY 2009         | FY 2010         | Billions of Yen                         |   |
|---|-----------------|-----------------|-----------------|-----------------|---|---|
|   | (Apr.07-Mar.08) | (Apr.08-Mar.09) | (Apr.09-Mar.10) | (Apr.10-Mar.11) | FY 2010<br>1st half<br>(Apr.10-Sept.10) | FY 2011<br>1st half<br>(Apr.11-Sept.11) |
| Net sales   | 2,243.0         | 2,021.7         | 1,431.5         | 1,843.1         | 859.7                                   | 985.8                                   |
| Segment profit  | 334.5           | 188.6           | 80.7            | 234.9           | 105.1                                   | 132.7                                   |
| Operating income                                      | 332.8           | 151.9           | 67.0            | 222.9           | 103.9                                   | 132.9                                   |
| Income from continuing operations before income taxes | 322.2           | 128.7           | 64.9            | 219.8           | 100.1                                   | 130.2                                   |
| Net income *  | 208.7           | 78.7            | 33.5            | 150.7           | 63.7                                    | 94.6                                    |
| Shareholders' equity                                  | 887.1           | 814.9           | 833.9           | 923.8           | 842.9                                   | 938.8                                   |
| Total assets  | 2,105.1         | 1,969.0         | 1,959.0         | 2,149.1         | 1,922.5                                 | 2,145.1                                 |
| Shareholders' equity ratio                            | 42.1%           | 41.4%           | 42.6%           | 43.0%           | 43.8%                                   | 43.8%                                   |
| Shareholders' equity per share                        | ¥ 891.49        | ¥ 842.04        | ¥ 861.51        | ¥ 954.48        | ¥ 871.06                                | ¥ 970.21                                |
| Net income * per share                                | ¥ 209.87        | ¥ 79.95         | ¥ 34.67         | ¥ 155.77        | ¥ 65.89                                 | ¥ 97.82                                 |
| Payout ratio  | 20.0%           | 50.0%           | 46.1%           | 24.4%           |   |   |
| ROA   | 16.3%           | 6.3%            | 3.3%            | 10.7%           |   |   |
| ROE   | 25.1%           | 9.3%            | 4.1%            | 17.2%           |   |   |

(Note) \* Upon adoption of the FASB Accounting Standard Codification™ (ASC) 810, "Net income" is equivalent to "Net income attributable to Komatsu Ltd."

### SALES TRENDS BY OPERATION/REGION

|   |                      | FY 2010         |              | FY 2011<br>Projection |              | FY 2010                      | FY 2011                      | Changes         |
|---|----------------------|-----------------|--------------|-----------------------|--------------|------------------------------|------------------------------|-----------------|
|   |                      | (Apr.10-Mar.11) |              | (Apr.11-Mar.12)       |              | 1st half<br>(Apr.10-Sept.10) | 1st half<br>(Apr.11-Sept.11) |                 |
|   |                      | Billions of yen | Ratio(%)     | Billions of yen       | Ratio(%)     | Billions of yen              | Billions of yen              | Billions of yen |
| Construction, Mining<br>and Utility Equipment | Japan                | 251.5           | 13.7         | 275.0                 | 13.4         | 117.4                        | 129.0                        | 11.6            |
|   | North America        | 184.5           | 10.0         | 230.0                 | 11.2         | 83.1                         | 116.9                        | 33.8            |
|   | Latin America        | 202.2           | 11.0         | 220.0                 | 10.7         | 107.0                        | 100.4                        | (6.6)           |
|   | Europe & CIS         | 164.0           | 8.9          | 210.0                 | 10.2         | 71.7                         | 99.3                         | 27.6            |
|   | China                | 334.2           | 18.1         | 250.0                 | 12.2         | 152.8                        | 114.2                        | (38.5)          |
|   | Asia & Oceania       | 374.5           | 20.3         | 490.0                 | 23.9         | 181.8                        | 228.1                        | 46.3            |
|   | Middle East & Africa | 104.4           | 5.7          | 123.0                 | 6.0          | 49.5                         | 65.3                         | 15.7            |
|   | Overseas             | 1,364.0         | 74.0         | 1,523.0               | 74.3         | 646.2                        | 724.6                        | 78.3            |
|   | <b>Total</b>         | <b>1,615.6</b>  | <b>87.7</b>  | <b>1,798.0</b>        | <b>87.7</b>  | <b>763.6</b>                 | <b>853.6</b>                 | <b>90.0</b>     |
| Industrial Machinery<br>and Others            | Japan                | 97.5            | 5.3          | 122.0                 | 6.0          | 45.7                         | 62.3                         | 16.6            |
|   | Overseas             | 129.8           | 7.0          | 130.0                 | 6.3          | 50.4                         | 69.8                         | 19.3            |
|   | <b>Total</b>         | <b>227.4</b>    | <b>12.3</b>  | <b>252.0</b>          | <b>12.3</b>  | <b>96.1</b>                  | <b>132.1</b>                 | <b>36.0</b>     |
| <b>Total</b>                                  | Japan                | 349.1           | 18.9         | 392.0                 | 19.1         | 163.1                        | 191.4                        | 28.3            |
|   | Overseas             | 1,493.9         | 81.1         | 1,658.0               | 80.9         | 696.6                        | 794.4                        | 97.7            |
|   | <b>Total</b>         | <b>1,843.1</b>  | <b>100.0</b> | <b>2,050.0</b>        | <b>100.0</b> | <b>859.7</b>                 | <b>985.8</b>                 | <b>126.1</b>    |

## EXCHANGE RATE

|  |            |                 |                               |         | Yen                          |                              |         |
|--|------------|-----------------|-------------------------------|---------|------------------------------|------------------------------|---------|
|  |            | FY 2010         | FY 2011                       | Changes | FY 2010                      | FY 2011                      | Changes |
|  |            | (Apr.10-Mar.11) | Assumption<br>(Apr.11-Mar.12) |         | 1st half<br>(Apr.10-Sept.10) | 1st half<br>(Apr.11-Sept.11) |         |
| Average exchange rate                              | U.S.dollar | 85              | 78                            | (7)     | 88                           | 79                           | (9)     |
|  | Euro       | 113             | 110                           | (3)     | 113                          | 114                          | 0       |
|  | RMB        | 12.7            | 12.2                          | (0.5)   | 13.0                         | 12.3                         | (0.7)   |
| Exchange rate as of<br>the end of financial period | U.S.dollar | 83              | 77                            | (6)     | 84                           | 77                           | (7)     |
|  | Euro       | 118             | 106                           | (12)    | 114                          | 104                          | (10)    |
|  | RMB        | 12.7            | 12.1                          | (0.6)   | 12.5                         | 12.0                         | (0.5)   |

## CAPITAL INVESTMENT

|  |  |                 |                               |         | Billions of Yen              |                              |         |
|--|--|-----------------|-------------------------------|---------|------------------------------|------------------------------|---------|
|  |  | FY 2010         | FY 2011                       | Changes | FY 2010                      | FY 2011                      | Changes |
|  |  | (Apr.10-Mar.11) | Projection<br>(Apr.11-Mar.12) |         | 1st half<br>(Apr.10-Sept.10) | 1st half<br>(Apr.11-Sept.11) |         |
| Construction, Mining and Utility Equipment |  | 92.0            | 119.0                         | 26.9    | 39.0                         | 54.4                         | 15.3    |
| Industrial Machinery and Others            |  | 5.6             | 6.0                           | 0.3     | 1.7                          | 3.5                          | 1.7     |
| Total                                      |  | 97.7            | 125.0                         | 27.2    | 40.8                         | 57.9                         | 17.0    |
| Depreciation                               |  | 80.2            | 83.0                          | 2.7     | 38.7                         | 39.1                         | 0.4     |

## RESEARCH AND DEVELOPMENT EXPENSES

|  |  |                 |                               |         | Billions of Yen              |                              |         |
|--|--|-----------------|-------------------------------|---------|------------------------------|------------------------------|---------|
|  |  | FY 2010         | FY 2011                       | Changes | FY 2010                      | FY 2011                      | Changes |
|  |  | (Apr.10-Mar.11) | Projection<br>(Apr.11-Mar.12) |         | 1st half<br>(Apr.10-Sept.10) | 1st half<br>(Apr.11-Sept.11) |         |
| Construction, Mining and Utility Equipment |  | 40.2            | 42.0                          | 1.7     | 19.6                         | 20.3                         | 0.7     |
| Industrial Machinery and Others            |  | 8.7             | 13.0                          | 4.2     | 3.4                          | 5.8                          | 2.4     |
| Total                                      |  | 49.0            | 55.0                          | 5.9     | 23.0                         | 26.2                         | 3.2     |
| Ratio to total sales                       |  | 2.7%            | 2.7%                          | 0.0%    | 2.7%                         | 2.7%                         | 0.0%    |

## NUMBER OF EMPLOYEES

|   | Mar. 31, 2008 | Mar. 31, 2009 | Mar. 31, 2010 | Mar. 31, 2011 | Sept. 30, 2011 |
|---|---------------|---------------|---------------|---------------|----------------|
| Number of employees   | 39,267        | 39,855        | 38,518        | 41,059        | 43,268         |
| Number of consolidated subsidiaries<br>(including Komatsu Ltd.) | 166           | 165           | 144           | 145           | 141            |

## FORECAST FOR FY 2011

|                                |  | Billions of Yen |                               |         |
|--------------------------------|--|-----------------|-------------------------------|---------|
|                                |  | FY 2010         | FY 2011                       | Changes |
|                                |  | (Apr.10-Mar.11) | Projection<br>(Apr.11-Mar.12) |         |
| Net sales                      |  | 1,843           | 2,050                         | 207     |
| Segment profit                 |  | 235             | 286                           | 51      |
| Operating income               |  | 223             | 282                           | 59      |
| Net income before income taxes |  | 220             | 276                           | 56      |
| Net income *                   |  | 151             | 186                           | 35      |

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