



Business Results for Three and Six Months ended September 30, 2024

October 29, 2024

Komatsu Ltd. Participants

Hiroyuki Ogawa

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CEO**

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**Representative Director
Senior Executive Officer
CFO**

Kiyoshi Hishinuma

**Executive Officer
GM, Business Coordination Department**

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I . Business Results for Three and Six Months ended September 30, 2024

Highlights for the Second 3-Month Period (Jul. - Sep., '24) of FY2024

- Net sales increased by 9.2% from the corresponding period a year ago, to JPY1,008.2 billion.
- Operating income decreased by 2.3% to JPY146.4 billion. Operating income ratio was 14.5%, down 1.7 points.
- Net income attributable to Komatsu Ltd. decreased by 8.1% to JPY92.0 billion.

Billions of yen	Jul. - Sep., 2023 (A) ¥144.2=USD1 ¥157.3=EUR1 ¥95.4=AUD1	Jul. - Sep., 2024 (B) ¥152.4=USD1 ¥165.6=EUR1 ¥101.5=AUD1	Changes (B-A)	
			Increase (Decrease)	Change %
Net sales	923.4	1,008.2	+84.8	+9.2%
Segment profit	151.1	147.4	(3.8)	(2.5)%
Other operating income (Expenses)	(1.2)	(0.9)	+0.3	-
Operating income	150.0	146.4	(3.5)	(2.3)%
Income ratio	16.2%	14.5%	(1.7) pts.	-
Other income (Expenses)	(10.1)	(18.3)	(8.2)	-
Income before income taxes	139.9	128.1	(11.7)	(8.4)%
Net income attributable to Komatsu Ltd.	100.1	92.0	(8.1)	(8.1)%

Segment Sales and Profits for the Second 3-Month Period (Jul. - Sep., '24) of FY2024

- **Construction, Mining & Utility Equipment:** Sales increased by 8.7% from the corresponding period a year ago, to JPY935.9 billion. Segment profit decreased by 4.7% to JPY135.7 billion. Segment profit ratio was 14.5%, down 2.0 points.
- **Retail Finance:** Revenues increased by 27.2% from the corresponding period a year ago, to JPY31.3 billion. Segment profit increased by 8.0% to JPY7.2 billion.
- **Industrial Machinery & Others:** Sales increased by 14.9% from the corresponding period a year ago, to JPY51.2 billion. Segment profit increased by 12.7% to JPY2.8 billion.

Billions of yen	Jul. - Sep., 2023 (A)	Jul. - Sep., 2024 (B)	Changes (B-A)	
			Increase (Decrease)	Change %
Net sales	923.4	1,008.2	+84.8	+9.2%
Construction, mining & utility equipment	860.7 [860.6]	935.9 [933.2]	+75.1 [+72.6]	+8.7% [+8.4%]
Retail finance	24.6 [19.2]	31.3 [24.3]	+6.7 [+5.1]	+27.2% [+26.7%]
Industrial machinery & others	44.6 [43.7]	51.2 [50.7]	+6.6 [+7.0]	+14.9% [+16.1%]
Elimination	(6.5)	(10.2)	(3.7)	-
Segment profit	16.4% 151.1	14.6% 147.4	(1.8) pts. (3.8)	(2.5)%
Construction, mining & utility equipment	16.5% 142.4	14.5% 135.7	(2.0) pts. (6.6)	(4.7)%
Retail finance	27.0% 6.6	22.9% 7.2	(4.1) pts. +0.5	+8.0%
Industrial machinery & others	5.6% 2.5	5.5% 2.8	(0.1) pts. +0.3	+12.7%
Corporate & elimination	(0.4)	1.7	+2.0	-

Review of three business segments:

□ % : Profit ratio [] : Sales after elimination of inter-segment transactions

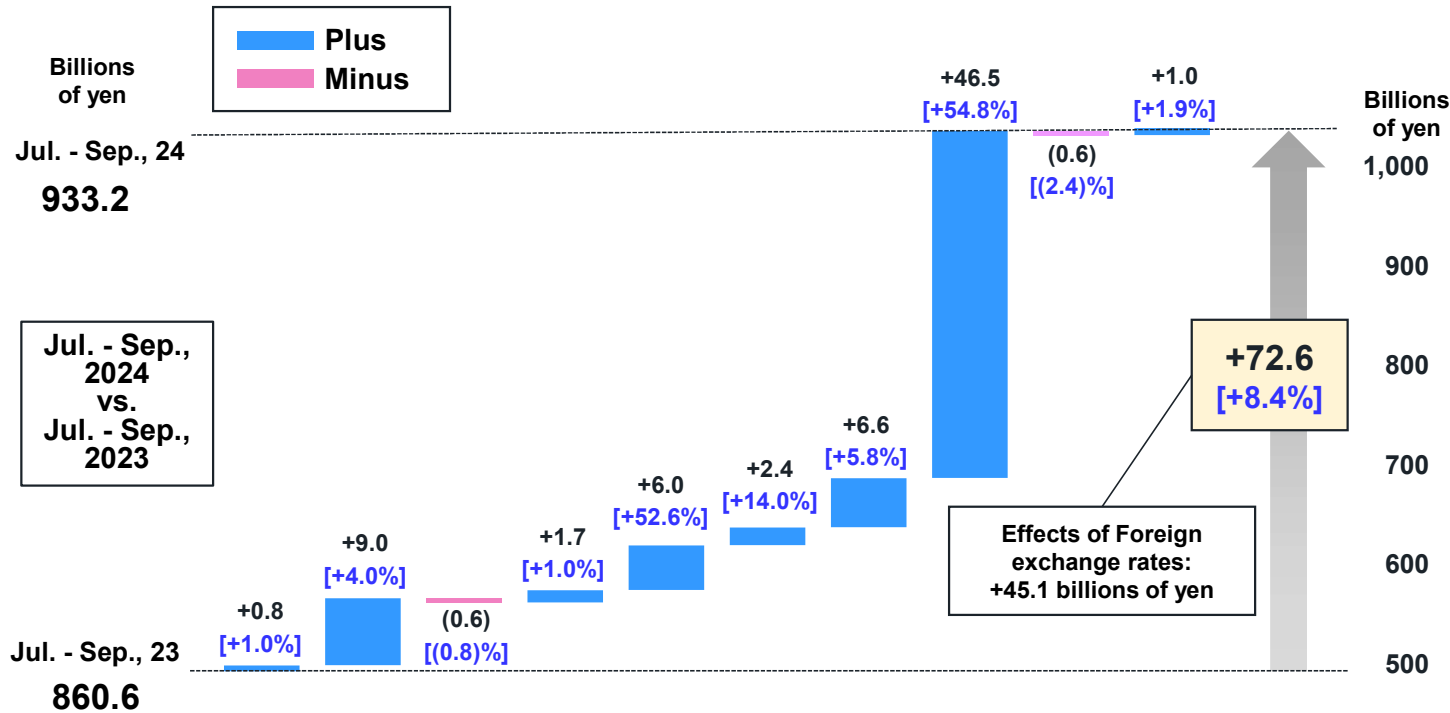
■ **Construction, Mining & Utility Equipment:** Sales increased, supported by the positive effects of the Japanese yen's depreciation and improved selling prices. Segment profit decreased as affected by the negative effects of increased costs and product / regional mix despite the positive effects of the Japanese yen's depreciation and improved selling prices.

■ **Retail Finance:** Both sales and segment profit increased, mainly due to a rise in the interest income ratio, the positive effects of the Japanese yen's depreciation and an increase of financing receivable.

■ **Industrial Machinery & Others:** Both sales and segment profit increased, mainly due to increased sales of large press machines and machine tools concerning presses, sheet-metal machines and machine tools for the automobile manufacturing industry and due to a recovery in maintenance revenues of the Excimer lasers with respect to the business with the semiconductor manufacturing industry.

Construction, Mining & Utility Equipment: Sales by Region (To Outside Customers) for the Second 3-Month Period (Jul. - Sep., '24) of FY2024

- Sales to outside customers increased by 8.4% from the corresponding period a year ago, to JPY933.2 billion.
- When Europe and Middle East are excluded, sales increased in all regions. In Oceania, sales of mining equipment increased.

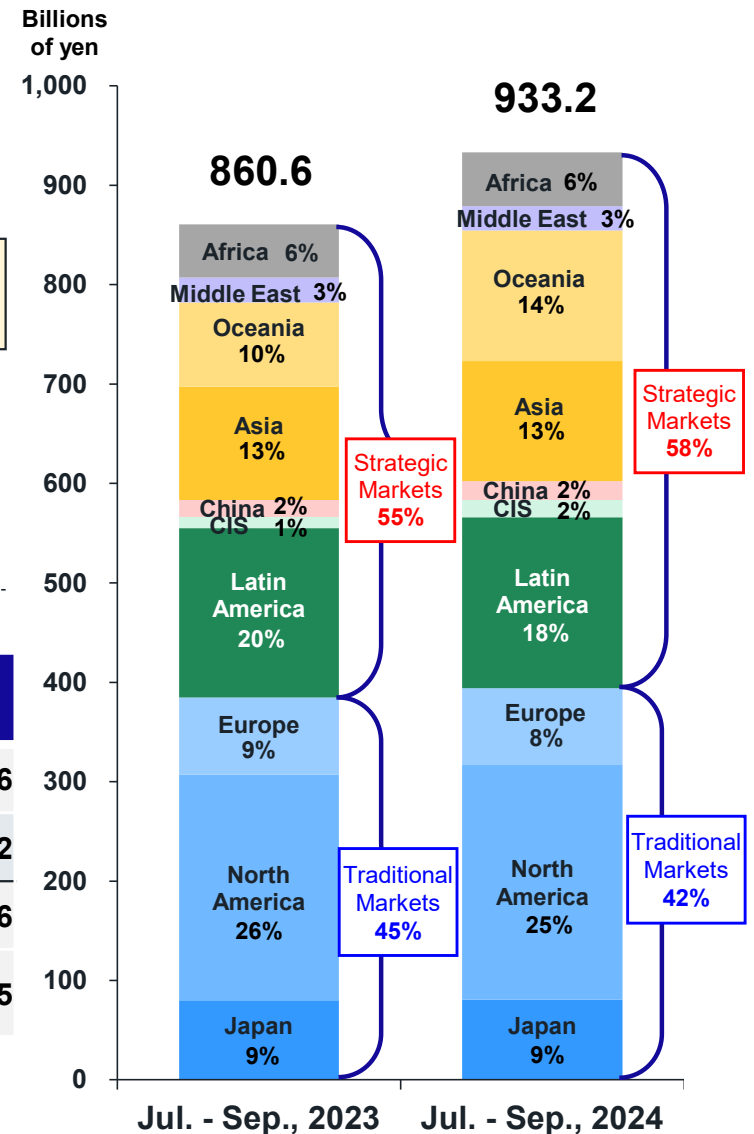


Billions of yen	Japan	North America	Europe	Latin America	CIS	China	Asia	Oceania	Middle East	Africa	Total
Jul. - Sep., 2023 (a)	80.0	226.9	77.9	170.3	11.3	16.9	114.1	84.8	25.1	53.3	860.6
Jul. - Sep., 2024 (b)	80.8	235.9	77.2	172.0	17.3	19.2	120.6	131.2	24.5	54.3	933.2
Changes (b-a)	+0.8	+9.0	(0.6)	+1.7	+6.0	+2.4	+6.6	+46.5	(0.6)	+1.0	+72.6
Changes (b-a) ※	+0.8	(3.5)	(4.4)	(7.4)	+5.4	+1.3	+1.1	+38.8	(1.9)	(2.6)	+27.5

Traditional Markets

Strategic Markets

※ Excl. foreign exchange effects



Highlights for the First 6-Month Period (Apr. - Sep., '24) of FY2024

- Net sales increased by 8.0% from the corresponding period a year ago, to JPY1,968.1 billion.
- Operating income increased by 2.2% to JPY303.4 billion. Operating income ratio was 15.4%, down 0.9 points.
- Net income attributable to Komatsu Ltd. decreased by 1.9% to JPY201.7 billion.

Billions of yen	Apr. - Sep., 2023 (A) ¥140.3=USD1 ¥152.5=EUR1 ¥92.6=AUD1	Apr. - Sep., 2024 (B) ¥153.9=USD1 ¥166.5=EUR1 ¥101.7=AUD1	Changes (B-A)	
			Increase (Decrease)	Change %
Net sales	1,823.0	1,968.1	+145.1	+8.0%
Segment profit	297.9	303.9	+6.0	+2.0%
Other operating income (Expenses)	(1.0)	(0.5)	+0.5	-
Operating income	297.0	303.4	+6.5	+2.2%
Income ratio	16.3%	15.4%	(0.9) pts.	-
Other income (Expenses)	(9.0)	(24.8)	(15.8)	-
Income before income taxes	288.0	278.7	(9.4)	(3.3)%
Net income attributable to Komatsu Ltd.	205.5	201.7	(3.8)	(1.9)%
Cash dividends per share	72 Yen	83 Yen	+11 Yen	

Segment Sales and Profits for the First 6-Month Period (Apr. - Sep., '24) of FY2024

- **Construction, Mining & Utility Equipment:** Sales increased by 7.2% from the corresponding period a year ago, to JPY1,830.2 billion. Segment profit decreased by 1.0% to JPY278.0 billion. Segment profit ratio was 15.2%, down 1.2 points.
- **Retail Finance:** Revenues increased by 30.1% from the corresponding period a year ago, to JPY61.8 billion. Segment profit increased by 14.1% to JPY14.8 billion.
- **Industrial Machinery & Others:** Sales increased by 13.8% from the corresponding period a year ago, to JPY96.8 billion. Segment profit expanded by 77.3% to JPY7.8 billion.

Billions of yen	Apr. - Sep., 2023 (A)	Apr. - Sep., 2024 (B)	Changes (B-A)	
			Increase (Decrease)	Change %
Net sales	1,823.0	1,968.1	+145.1	+8.0%
Construction, mining & utility equipment	1,707.6 [1,702.8]	1,830.2 [1,824.5]	+122.6 [+121.7]	+7.2% [+7.1%]
Retail finance	47.5 [36.9]	61.8 [47.8]	+14.3 [+10.9]	+30.1% [+29.7%]
Industrial machinery & others	85.0 [83.3]	96.8 [95.8]	+11.7 [+12.4]	+13.8% [+14.9%]
Elimination	(17.1)	(20.7)	(3.5)	-
Segment profit	16.3% 297.9	15.4% 303.9	(0.9) pts. +6.0	+2.0%
Construction, mining & utility equipment	16.4% 280.8	15.2% 278.0	(1.2) pts. (2.8)	(1.0)%
Retail finance	27.3% 13.0	24.0% 14.8	(3.3) pts. +1.8	+14.1%
Industrial machinery & others	5.2% 4.4	8.1% 7.8	+2.9 pts. +3.4	+77.3%
Corporate & elimination	(0.2)	3.3	+3.5	-

Review of three business segments:

□ % : Profit ratio [] : Sales after elimination of inter-segment transactions

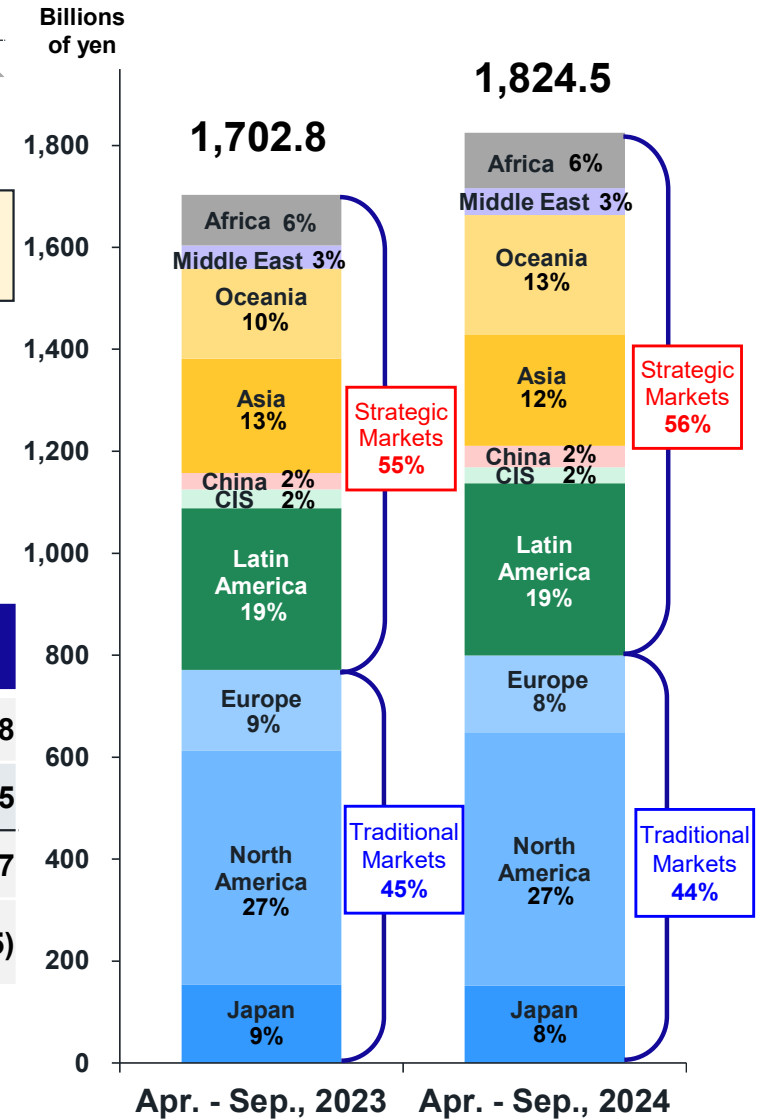
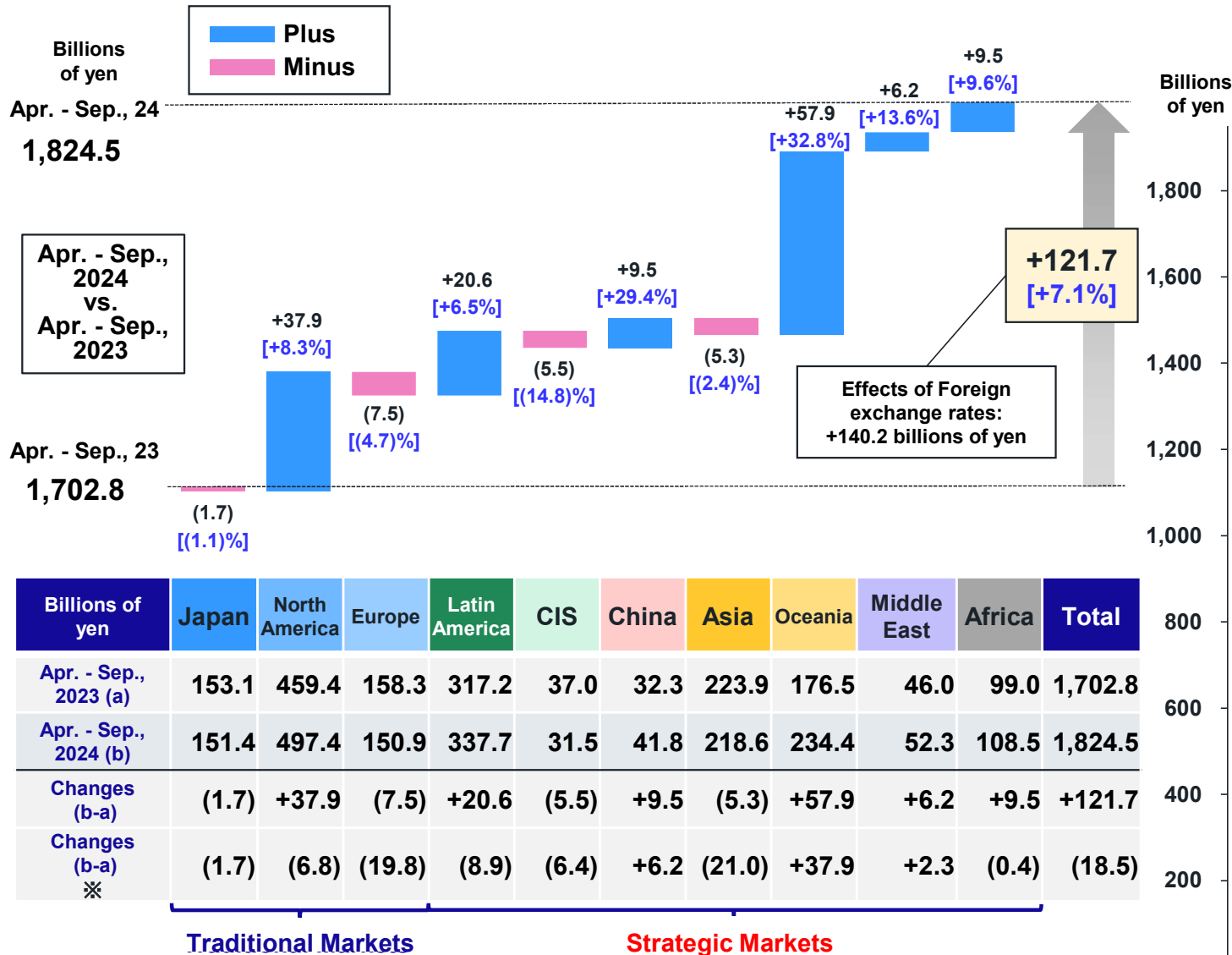
■ **Construction, Mining & Utility Equipment:** Sales increased, supported by the positive effects of the Japanese yen's depreciation and improved selling prices absorbing the negative effects of decreased volume of sales. Segment profit decreased as affected by the negative effects of decreased volume of sales, increased costs and product / regional mix despite the positive effects of the Japanese yen's depreciation and improved selling prices.

■ **Retail Finance:** Both sales and segment profit increased, mainly due to a rise in the interest income ratio, the positive effects of the Japanese yen's depreciation and an increase of financing receivable.

■ **Industrial Machinery & Others:** Both sales and segment profit increased, mainly due to increased sales of large press machines and machine tools concerning presses, sheet-metal machines and machine tools for the automobile manufacturing industry and due to a recovery in maintenance revenues of the Excimer lasers with respect to the business with the semiconductor manufacturing industry.

Construction, Mining & Utility Equipment : Sales by Region (To Outside Customers) for the First 6-Month Period (Apr. - Sep., '24) of FY2024

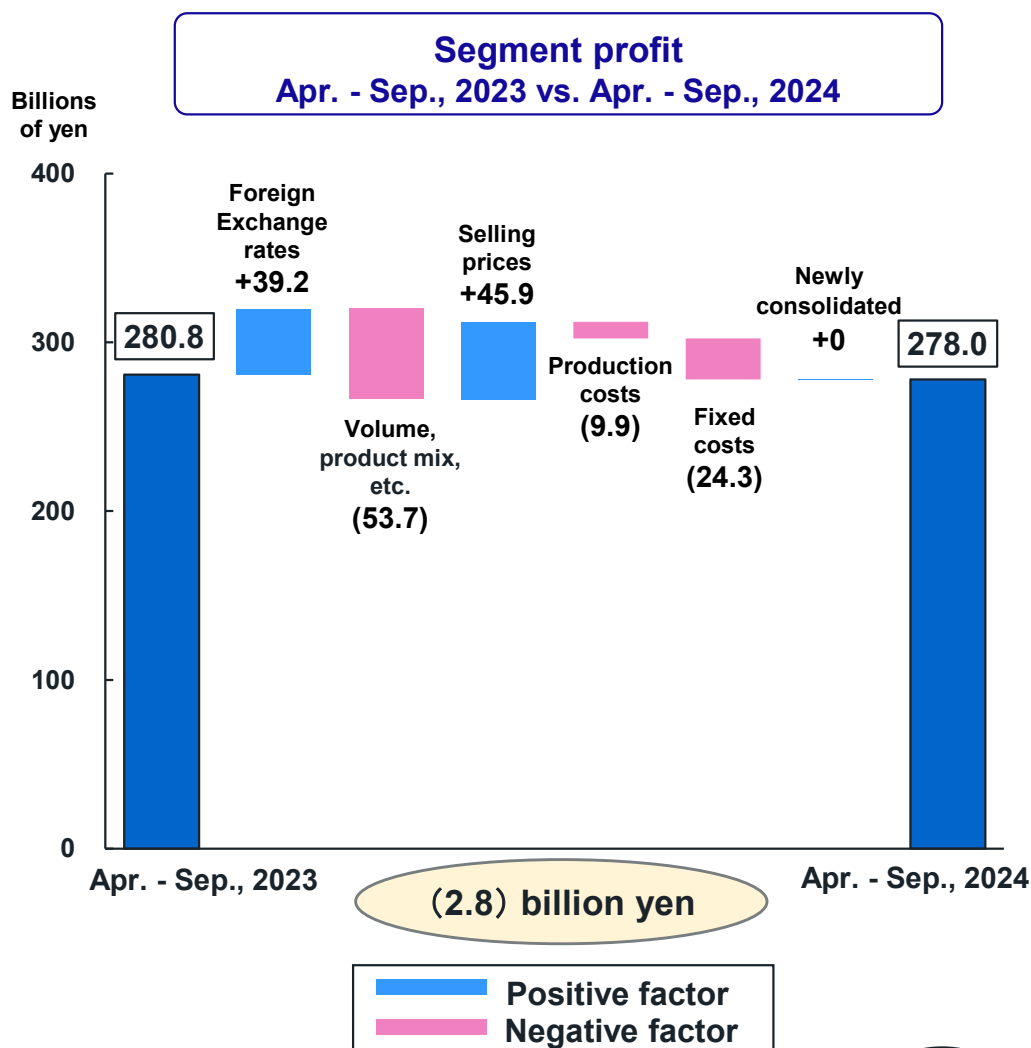
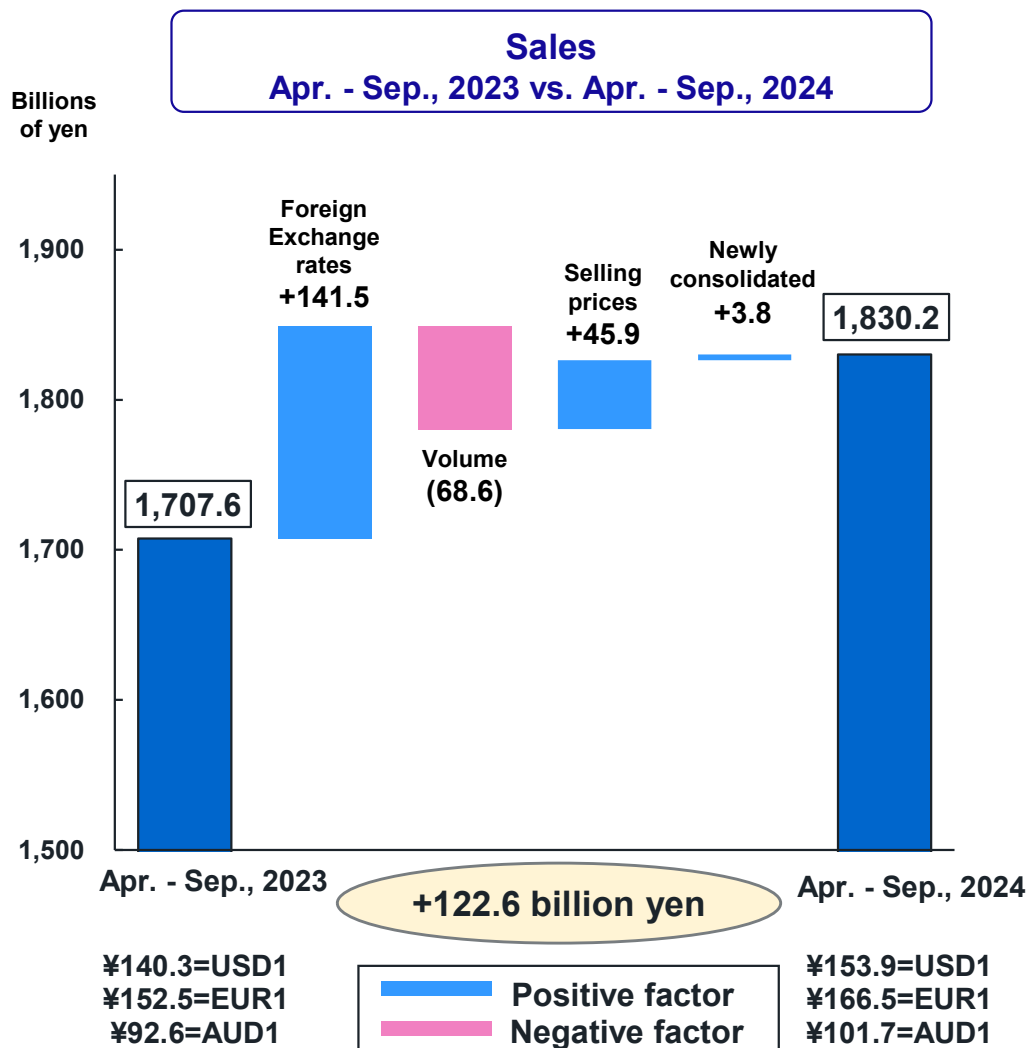
- Sales to outside customers increased by 7.1% from the corresponding period a year ago, to JPY1,824.5 billion.
- Sales increased mainly in North America, Latin America and Oceania, but decreased in Europe, CIS, Asia, etc.



※ Excl. foreign exchange effects

Construction, Mining & Utility Equipment : Causes of Difference in Sales and Segment Profit for the First 6-Month Period (Apr. - Sep., '24) of FY2024

- Sales increased by JPY122.6 billion from the corresponding period a year ago, supported by the positive effects of the Japanese yen's depreciation and improved selling prices absorbing the negative effects of decreased volume of sales.
- Segment profit decreased by JPY2.8 billion from the corresponding period a year ago, as affected by the negative effects of decreased volume of sales, increased costs and product / regional mix despite the positive effects of the Japanese yen's depreciation and improved selling prices.
- Segment profit ratio was 15.2%, down 1.2 points from the corresponding period a year ago.



16.4%

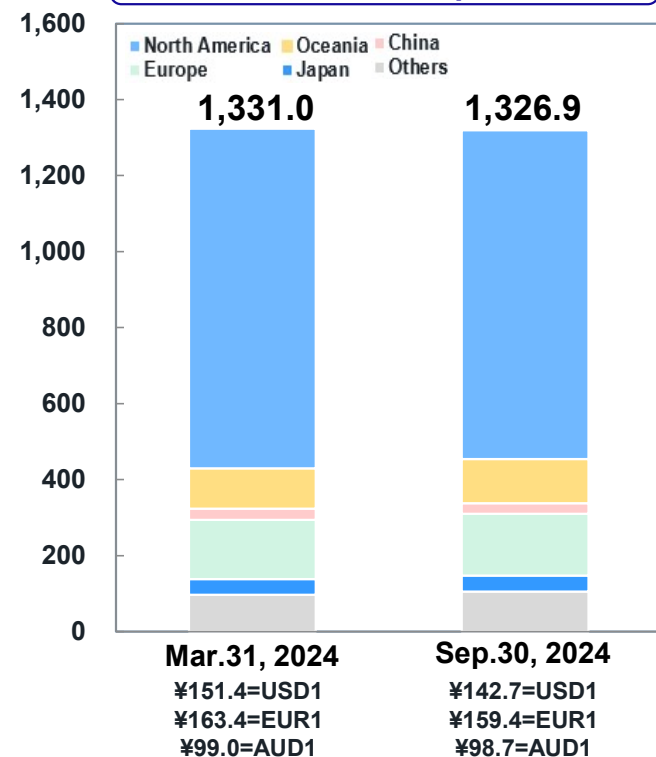
Segment profit ratio

15.2%

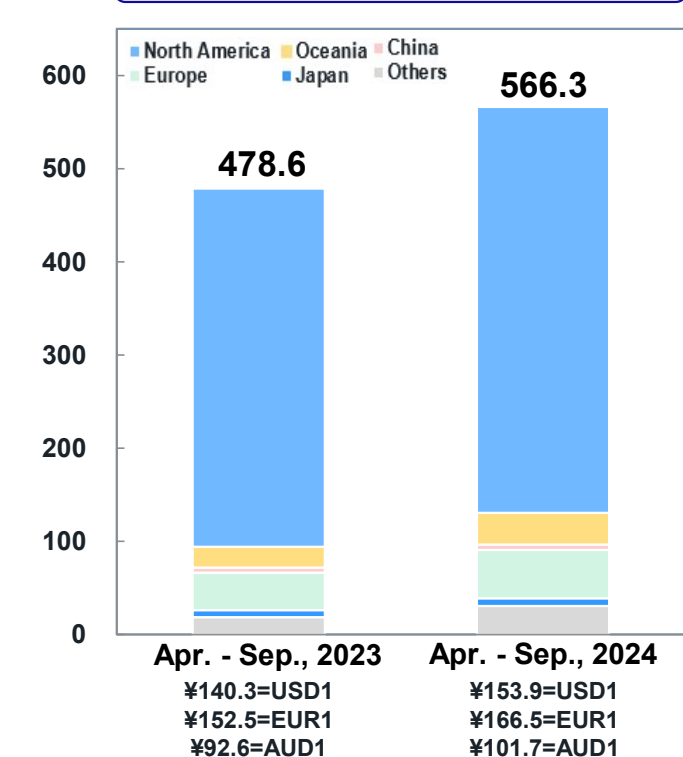
Retail Finance: Assets, New Contracts and Revenues for the First 6-Month Period (Apr. - Sep., '24) of FY2024

- Assets decreased by JPY4.1 billion from FY2023 year-end, due to the impact of the Japanese yen's appreciation at the end of this first 6-month period compared to the FY2023 year-end despite an increase in new contracts.
- New contracts increased by JPY87.8 billion from the corresponding period a year ago, due to the positive effects of Japanese yen's depreciation and a rise in the utilization of finance.
- Sales and segment profit increased by JPY14.3 billion and JPY1.8 billion, mainly due to a rise in the interest income ratio, the positive effects of the Japanese yen's depreciation and an increase of financing receivable.

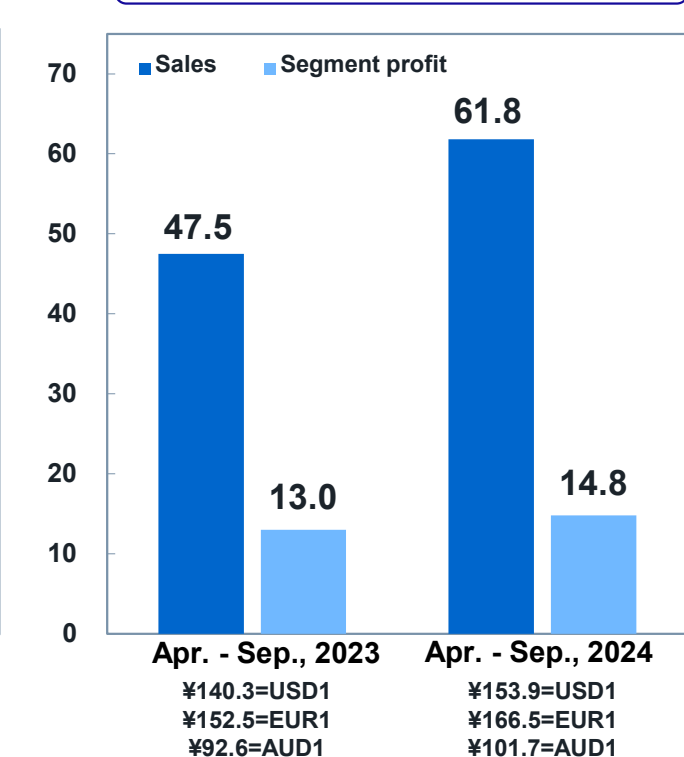
Assets
Mar.31, 2024 vs. Sep.30, 2024



New Contracts
Apr. - Sep., 2023 vs. Apr. - Sep., 2024



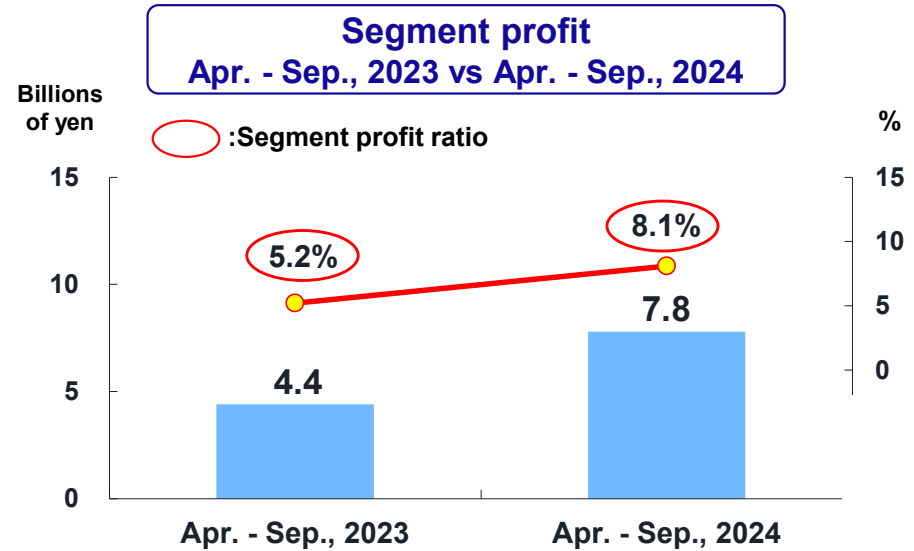
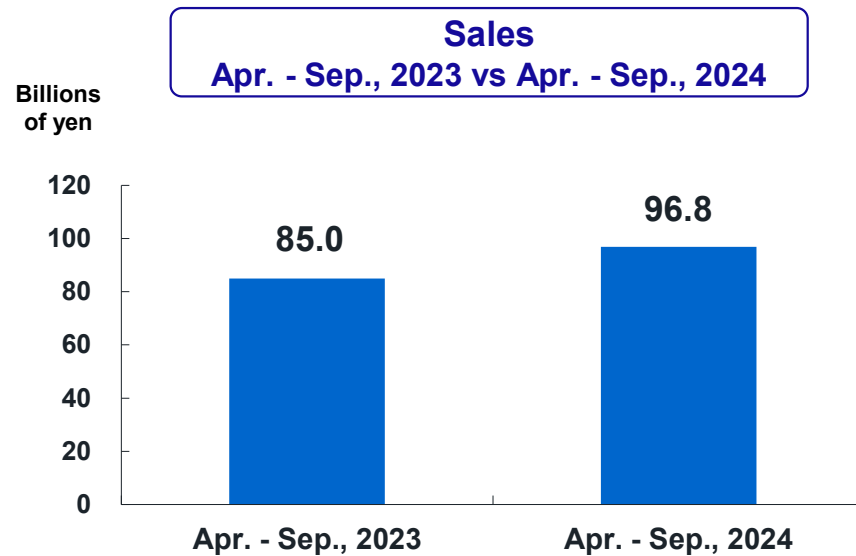
Revenues and profit
Apr. - Sep., 2023 vs. Apr. - Sep., 2024



Billions of yen	2024/3E	2024/9E	Changes
Interest-bearing debt	1,035.8	1,035.3	(0.5)
Interest-bearing debt, net	1,016.0	1,010.3	(5.7)
Net D/E ratio	4.24	4.30	+0.06 pts.

Industrial Machinery & Others: Sales and Segment Profit for the First 6-Month Period (Apr. - Sep., '24) of FY2024

- Sales increased by 13.8% from the corresponding period a year ago, to JPY96.8 billion. Segment profit expanded by 77.3% to JPY7.8 billion.
- Both sales and segment profit increased, mainly due to increased sales of large press machines and machine tools concerning presses, sheet-metal machines and machine tools for the automobile manufacturing industry and due to a recovery in maintenance revenues of the Excimer lasers with respect to the business with the semiconductor manufacturing industry.
- Segment profit ratio was 8.1%.



Breakdown of sales

Billions of yen	Apr. - Sep., 2023	Apr. - Sep., 2024	Changes	
			Increase (Decrease)	Change %
Komatsu Industries Corp.	20.3	24.0	+3.7	+18.2%
Komatsu NTC Ltd.	14.9	21.6	+6.7	+44.8%
Gigaphoton Inc.	26.7	27.5	+0.7	+2.7%
Others	23.1	23.7	+0.6	+2.6%
Total	85.0	96.8	+11.7	+13.8%

Consolidated Balance Sheet

- Total assets decreased by JPY78.0 billion from the previous fiscal year-end, to JPY5,558.6 billion, mainly due to the impact of the Japanese yen's appreciation at the end of this first 6-month period compared to the FY2023 year-end.
- Inventories increased, mainly due to an increase of inventory for mining equipment and parts.
- Komatsu Ltd. shareholders' equity ratio decreased by 1.0 points to 52.8%.

Billions of yen ○ : Net D/E ratio	Mar. 31, 2024 ¥151.4=USD1 ¥163.4=EUR1 ¥99.0=AUD1	Sep. 30, 2024 ¥142.7=USD1 ¥159.4=EUR1 ¥98.7=AUD1	Increase (Decrease)
Cash & deposits (incl. time deposits) [a]	403.2	409.5	+6.4
Accounts receivable (incl. long-term trade receivables)	1,951.8	1,864.1	(87.7)
Inventories	1,438.7	1,456.7	+18.0
Tangible fixed assets	908.1	889.6	(18.4)
Other assets	934.9	938.7	+3.7
Total assets	5,636.7	5,558.6	(78.0)
Accounts payable	320.3	314.9	(5.4)
Interest-bearing debt [b]	1,199.4	1,254.5	+55.1
Other liabilities	918.5	888.4	(30.1)
Total liabilities	2,438.2	2,457.8	+19.6
[Shareholders' equity ratio]	[53.8%]	[52.8%]	[(1.0) pts.]
Komatsu Ltd. shareholders' equity	3,033.6	2,935.5	(98.0)
Non-controlling interests	164.9	165.3	+0.4
Liabilities & Equity	5,636.7	5,558.6	(78.0)
Interest-bearing debt, net [b-a]	0.26 796.2	0.29 844.9	+48.8
Net D/E ratio (excl. the retail finance business)	(0.08)	(0.06)	

II . Projection for FY2024 Business Results

Outline of Projection for FY2024

- Net sales will increase by 3.2% from FY2023, to JPY3,988.0 billion (Up JPY127.0 billion from the projection of April 2024).
- Operating income will decrease by 5.6% to JPY573.0 billion (Up JPY16.0 billion from the projection of April 2024).
- We plan annual cash dividends per share of JPY167 (Unchanged from the projection of April 2024).

※ Reassessed preconditions of foreign exchange rates in the second half period: USD1=JPY140, EUR1=JPY149, and AUD1=JPY90

Billions of yen	FY2023 Results (A) ¥144.3=USD1 ¥156.0=EUR1 ¥94.7=AUD1	FY2024 Projection (B) (Current) ¥147.0=USD1 ¥157.8=EUR1 ¥95.8=AUD1 } ※	FY2024 Projection (April) ¥140.0=USD1 ¥149.0=EUR1 ¥90.0=AUD1	Changes (B-A)	
				Increase (Decrease)	Change %
Net sales	3,865.1	3,988.0	3,861.0	+122.9	+3.2%
Segment profit	605.7	595.0	585.0	(10.7)	(1.8)%
Other operating income (Expenses)	1.5	(22.0)	(28.0)	(23.6)	-
Operating income	607.2	573.0	557.0	(34.2)	(5.6)%
Profit ratio	15.7%	14.4%	14.4%	(1.3) pts.	-
Other income (Expenses)	(31.5)	(41.0)	(39.0)	(9.4)	-
Income before income taxes	575.7	532.0	518.0	(43.6)	(7.6)%
Net income attributable to Komatsu Ltd.	393.4	376.0	347.0	(17.4)	(4.4)%
ROE	14.1%	12.6%	11.7%	(1.5) pts.	
Cash dividends per share	167 Yen	167 Yen	167 Yen	+/-0 Yen	
Consolidated payout ratio	40.1%	41.2%	45.5%		

Foreign exchange sensitivity to operating income (change of JPY1/year)
 USD: JPY4.0 billion
 EUR: JPY0.5 billion
 AUD: JPY0.4 billion

Projection of Segment Sales and Profit for FY2024

- **Construction, Mining & Utility Equipment:** Sales will increase by 1.8% from FY2023, to JPY3,679.0 billion. Segment profit will decrease by 5.7% to JPY541.0 billion. Segment profit ratio will decrease to 14.7%, down 1.2 points.
- **Retail Finance:** Revenues will increase by 13.0% from FY2023, to JPY117.0 billion. Segment profit will increase by 9.3% to JPY26.5 billion.
- **Industrial Machinery & Others:** Sales will increase by 16.5% from FY2023, to JPY228.0 billion. Segment profit will expand by 133.8% to JPY24.0 billion.

Billions of yen	FY2023 Results (A)	FY2024 Projection (B)(Current)	FY2024 Projection (April)	Changes (B-A)	
				Increase (Decrease)	Change %
Net sales	3,865.1	3,988.0	3,861.0	+122.9	+3.2%
Construction, mining & utility equipment	3,615.2 [3,591.4]	3,679.0 [3,669.2]	3,553.0 [3,548.3]	+63.8 [+77.9]	+1.8% [+2.2%]
Retail finance	103.5 [80.9]	117.0 [92.9]	106.0 [85.8]	+13.5 [+12.0]	+13.0% [+14.8%]
Industrial machinery & others	195.6 [192.8]	228.0 [225.8]	229.0 [226.9]	+32.4 [+33.0]	+16.5% [+17.0%]
Elimination	(49.2)	(36.0)	(27.0)	+13.2	-
Segment profit	15.7% 605.7	14.9% 595.0	15.2% 585.0	(0.8 pts.) (10.7)	(1.8)%
Construction, mining & utility equipment	15.9% 574.0	14.7% 541.0	15.1% 538.0	(1.2 pts.) (33.0)	(5.7)%
Retail finance	23.4% 24.2	22.7% 26.5	20.8% 22.0	(0.7 pts.) +2.3	+9.3%
Industrial machinery & others	5.3% 10.3	10.5% 24.0	12.2% 28.0	+5.2 pts. +13.7	+133.8%
Corporate & elimination	(2.8)	3.5	(3.0)	+6.3	-

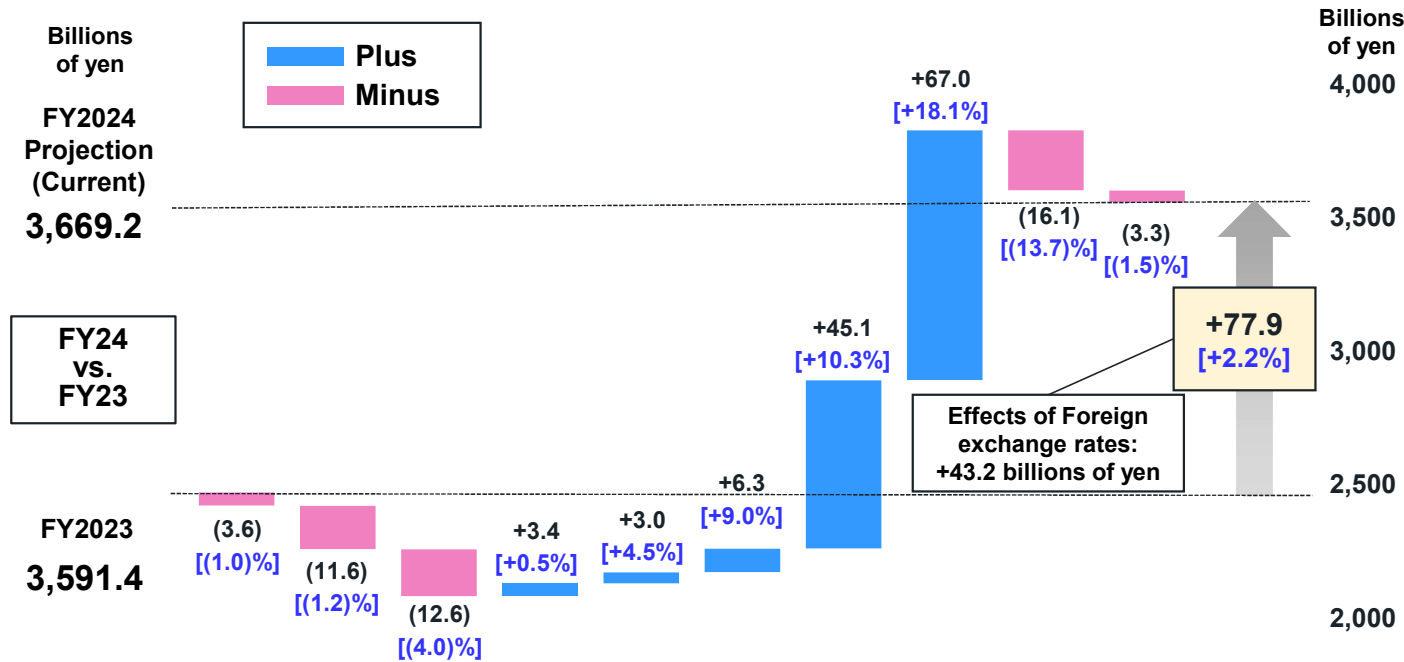
Review of three business segments:

□ % : Profit ratio [] : Sales after elimination of inter-segment transactions

- **Construction, Mining & Utility Equipment:** Sales will increase, supported by the positive effects of the Japanese yen's depreciation and improved selling prices absorbing the negative effects of decreased volume of sales. Segment profit will decrease as affected by the negative effects of decreased volume of sales, increased costs and product / regional mix despite the positive effects of the Japanese yen's depreciation and improved selling prices.
- **Retail Finance:** Both sales and segment profit will increase, mainly due to a rise in the interest income ratio.
- **Industrial Machinery & Others:** Both sales and segment profit will increase, mainly due to increased sales of large press machines and machine tools concerning presses, sheet-metal machines and machine tools for the automobile manufacturing industry and due to a recovery in maintenance revenues of the Excimer lasers with respect to the business with the semiconductor manufacturing industry.

Construction, Mining & Utility Equipment: Projection for FY2024 Sales by Region (To Outside Customers)

- Sales to outside customers will increase by 2.2% from FY2023, to JPY3,669.2 billion.
- Sales will increase in Asia due to a recovery of demand in Indonesia, and in Oceania where sales of mining equipment and parts will increase.
- Sales will decrease in North America, Europe, Middle East, etc.

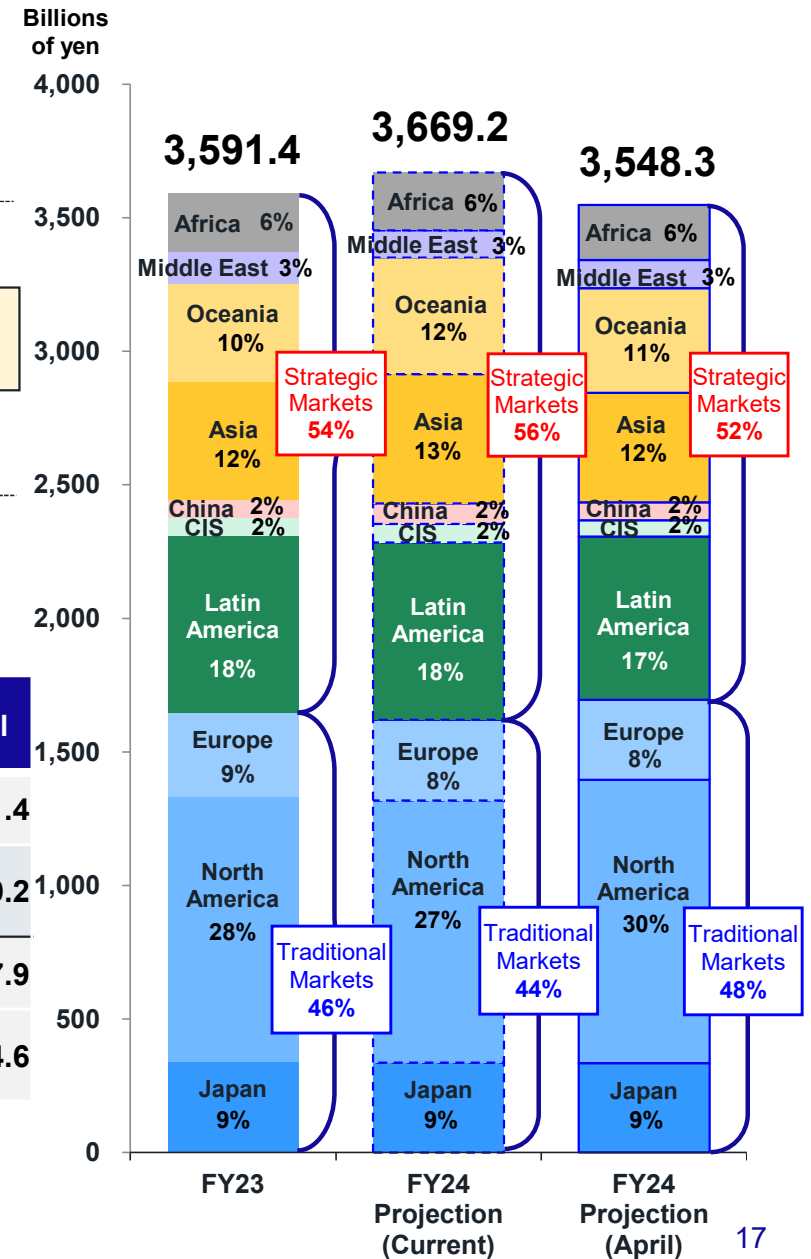


Billions of yen	Japan	North America	Europe	Latin America	CIS	China	Asia	Oceania	Middle East	Africa	Total
FY2023(a)	340.2	992.9	314.7	660.7	66.7	70.2	439.4	369.3	117.6	219.6	3,591.4
FY2024(b) Projection (Current)	336.7	981.4	302.1	664.2	69.7	76.5	484.5	436.3	101.6	216.3	3,669.2
Changes (b-a)	(3.6)	(11.6)	(12.6)	+3.4	+3.0	+6.3	+45.1	+67.0	(16.1)	(3.3)	+77.9
Changes (b-a) ※	(3.6)	(29.8)	(10.3)	(8.8)	+2.8	+5.7	+44.3	+61.7	(17.4)	(10.0)	+34.6

Traditional Markets

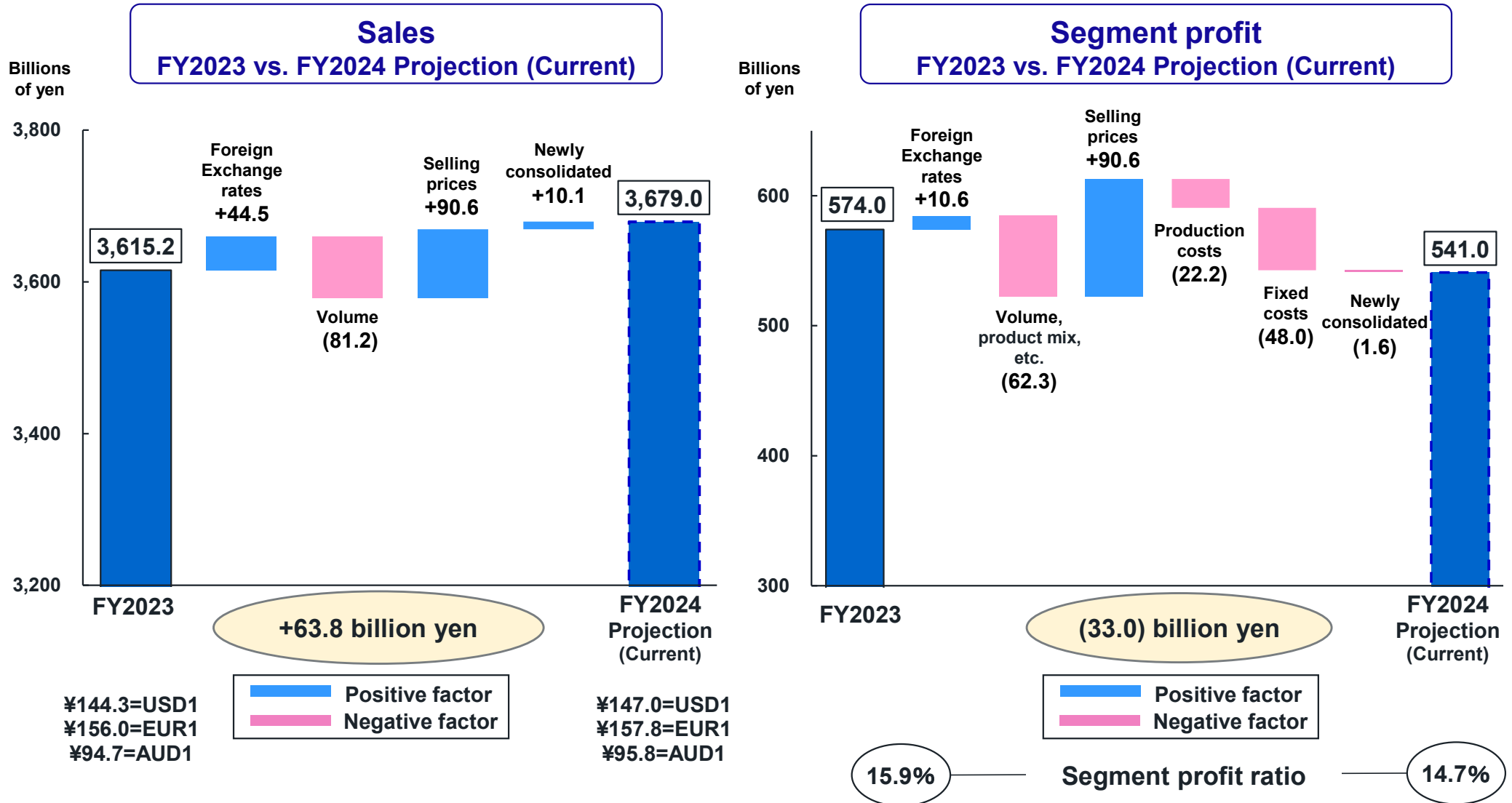
Strategic Markets

※ Excl. foreign exchange effects



Construction, Mining & Utility Equipment : Causes of Difference in Projected Sales & Segment Profit for FY2024

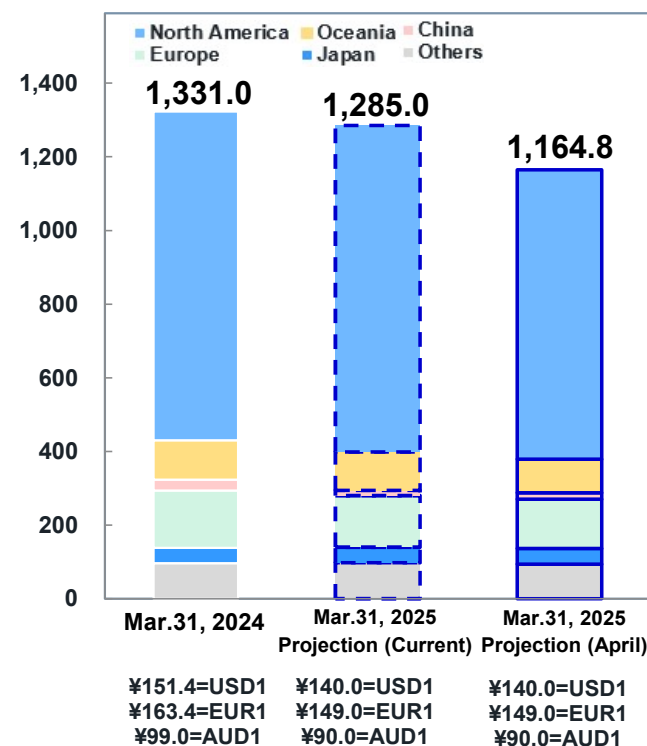
- Sales will increase by JPY63.8 billion from FY2023, supported by the positive effects of the Japanese yen's depreciation and improved selling prices absorbing the negative effects of decreased volume of sales.
- Segment profit will decrease by JPY33.0 billion from FY2023, as affected by the negative effects of decreased volume of sales, increased costs and product / regional mix despite the positive effects of the Japanese yen's depreciation and improved selling prices.
- Segment profit ratio will decrease to 14.7%, down 1.2 points from FY2023.



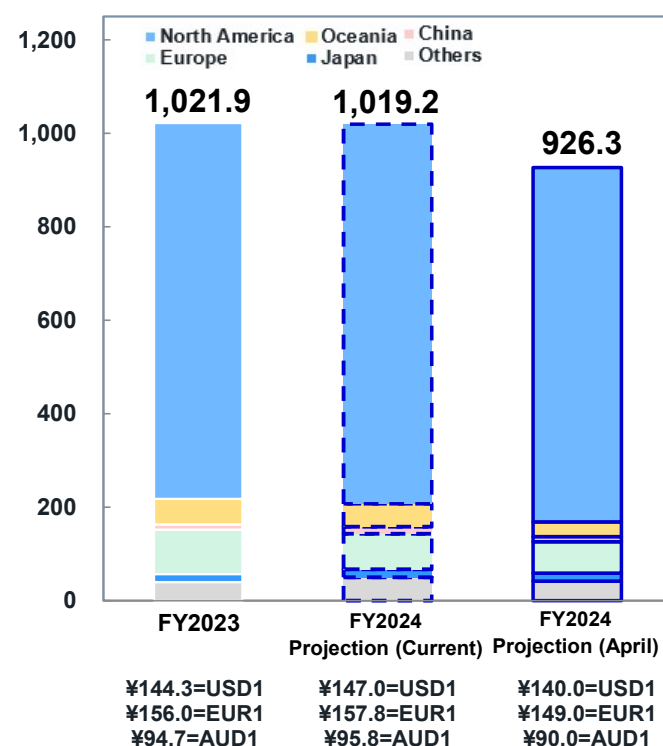
Retail Finance : Highlights for FY2024

- Assets will decrease by JPY46.0 billion from FY2023 year-end, as mainly affected by the impact of the Japanese yen's appreciation at the FY2024 year-end compared to the FY2023 year-end.
- New contracts will decrease by JPY2.7 billion from FY2023.
- Both revenues and segment profit will increase by JPY13.5 billion and JPY2.3 billion from FY2023, as mainly affected by a rise in the Interest income ratio.

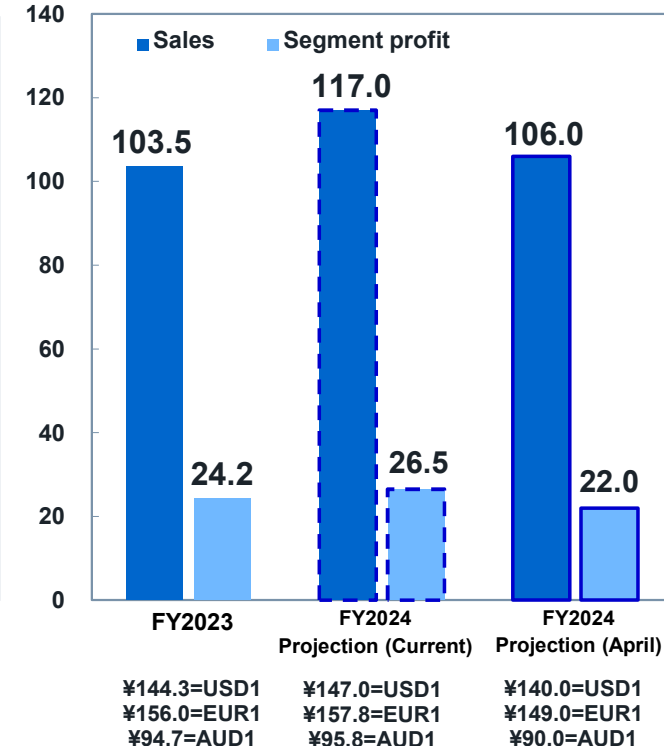
Assets
Mar.31, 2024 vs.
Mar.31, 2025 Projection (Current)



New Contracts
FY2023 vs.
FY2024 Projection (Current)



Revenues and profit
FY2023 vs.
FY2024 Projection (Current)

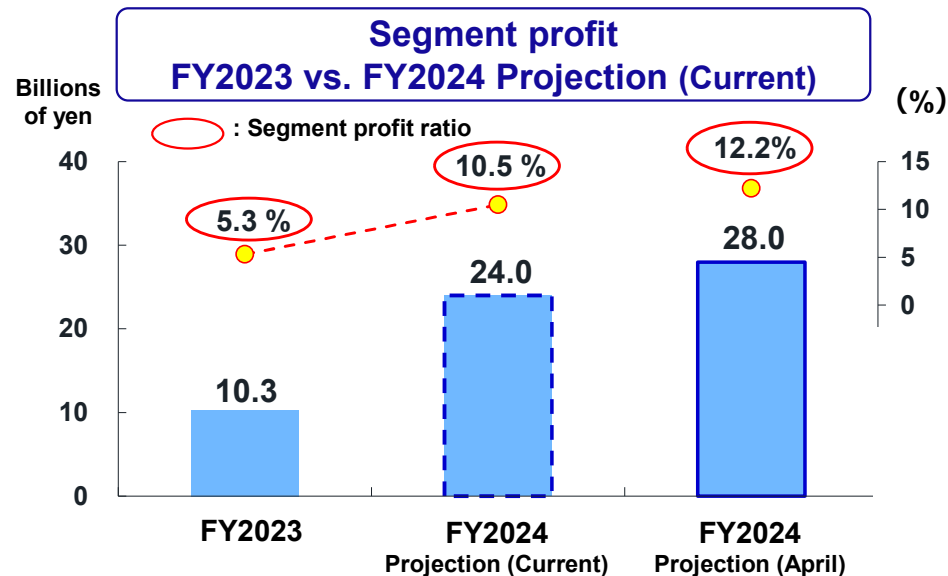
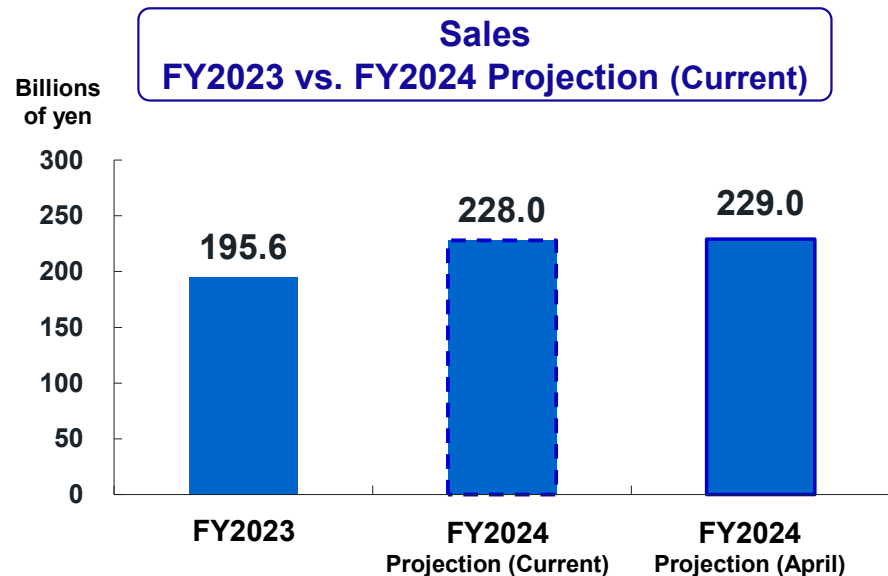


Billions of yen	2024/3E (A)	2025/3E Current Projection (B)	2025/3E April Projection	Changes (B) - (A)
Interest-bearing debt	1,035.8	1,014.3	894.8	(21.5)
Interest-bearing debt, net	1,016.0	1,004.5	880.7	(11.5)
Net D/E ratio	4.24	4.40	3.67	+0.16 pts.

	FY2023 (A)	FY2024 Current Projection (B)	FY2024 April Projection	Changes (B) - (A)
ROA	2.0%	2.0%	1.9%	+/-0.0 pts.

Industrial Machinery & Others : Highlights for FY2024

- Sales will increase by 16.5% from FY2023, to JPY228.0 billion. Segment profit will expand by 133.8% to JPY24.0 billion.
- Both sales and segment profit will increase, mainly due to increased sales of large press machines and machine tools concerning presses, sheet-metal machines and machine tools for the automobile manufacturing industry and due to a recovery in maintenance revenues of the Excimer lasers with respect to the business with the semiconductor manufacturing industry.
- Segment profit ratio will be 10.5%.



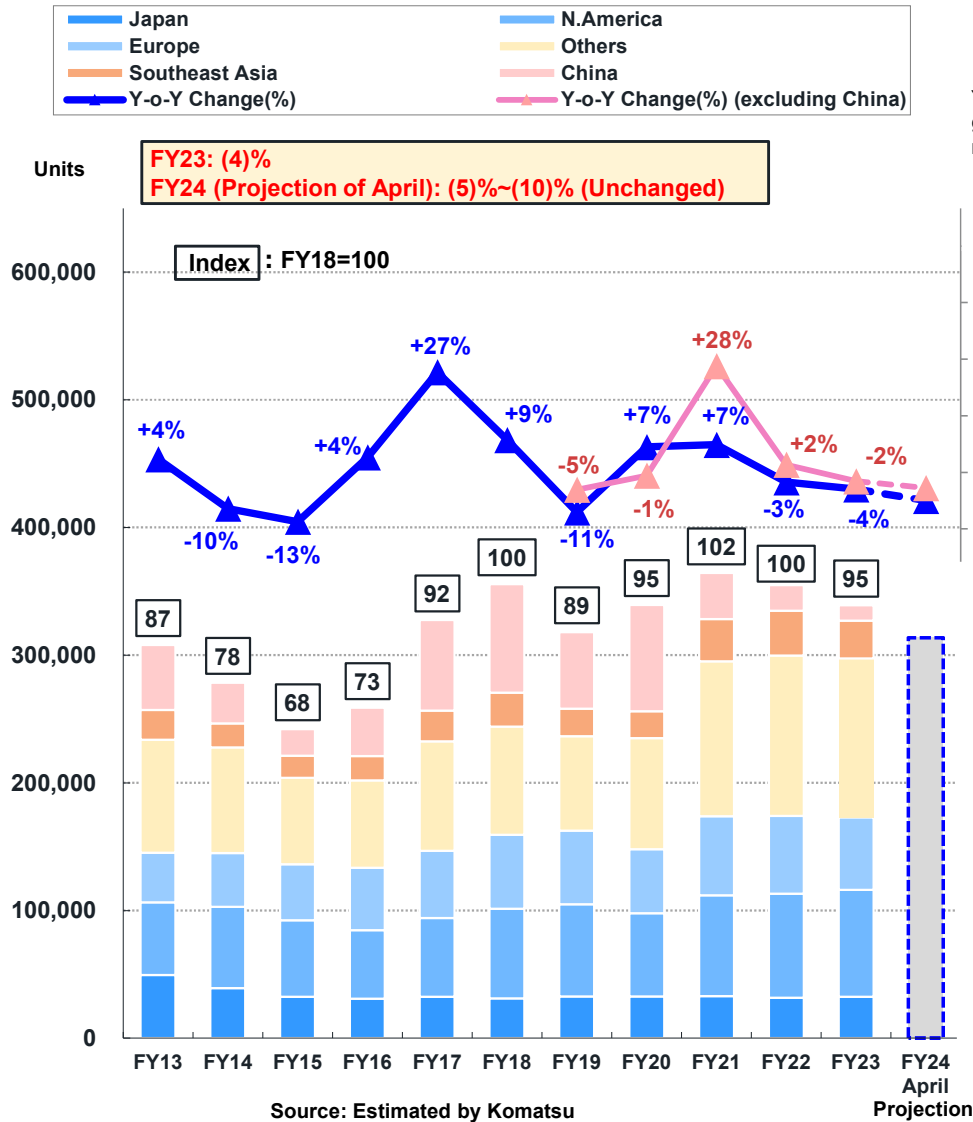
Breakdown of sales

Billions of yen	FY2023 (A)	FY2024 Projection (Current) (B)	FY2024 Projection (April)	Changes(B-A)	
				Increase (Decrease)	Change %
Komatsu Industries Corp.	50.0	56.9	55.6	+6.9	+13.8%
Komatsu NTC Ltd.	41.9	49.4	44.9	+7.5	+18.0%
Gigaphoton Inc.	55.6	61.0	68.8	+5.4	+9.7%
Others	48.1	60.6	59.7	+12.5	+26.0%
Total	195.6	228.0	229.0	+32.4	+16.5%

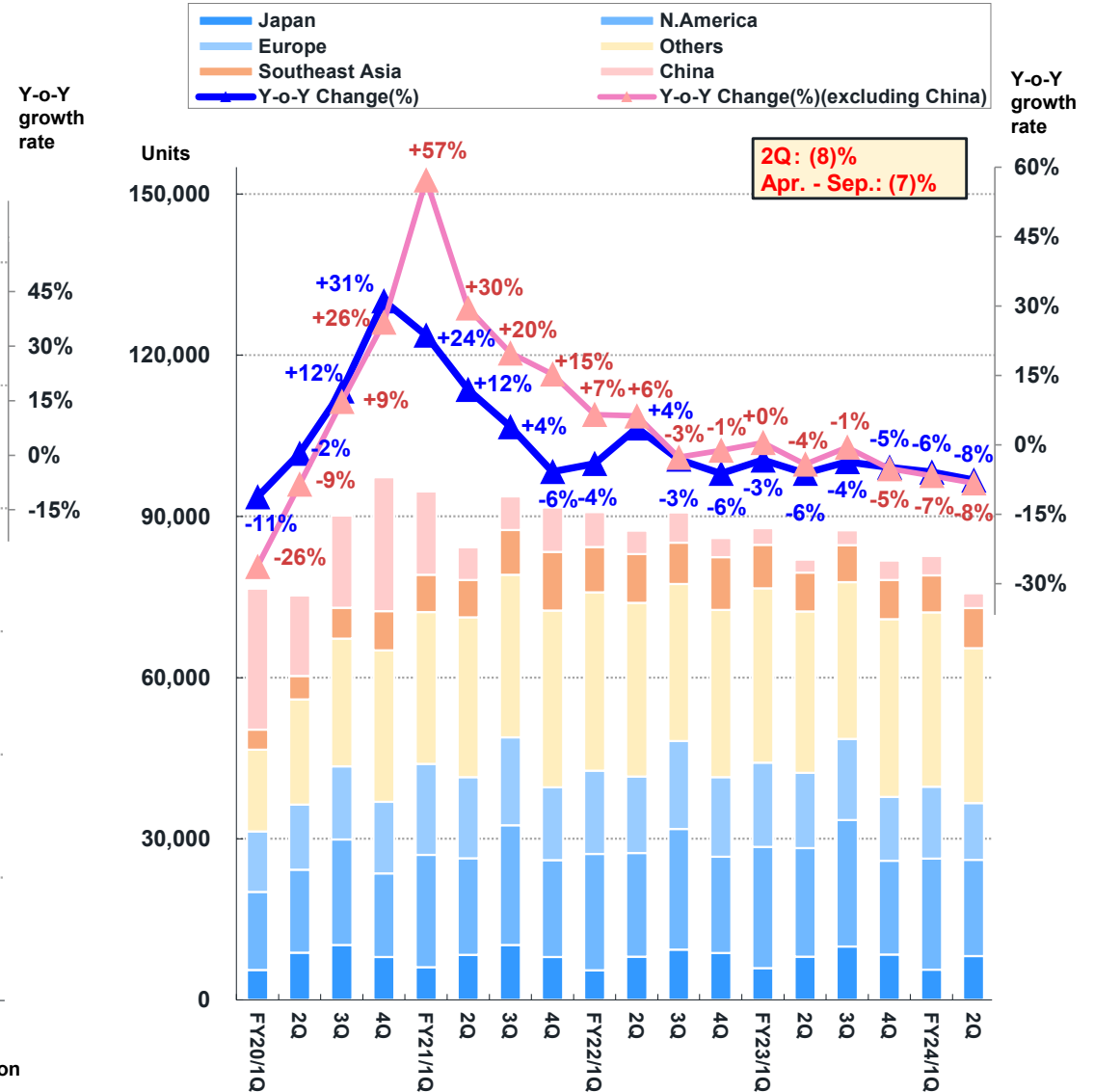
Construction, Mining & Utility Equipment : Actual and Projected Demand for 7 Major Products

- In 2Q FY2024, global demand decreased by 8% from the corresponding period a year ago.
- In FY2024, full-year demand will decrease between -5% and -10% (Unchanged from the projection of April 2024).

Annual demand for 7 major products



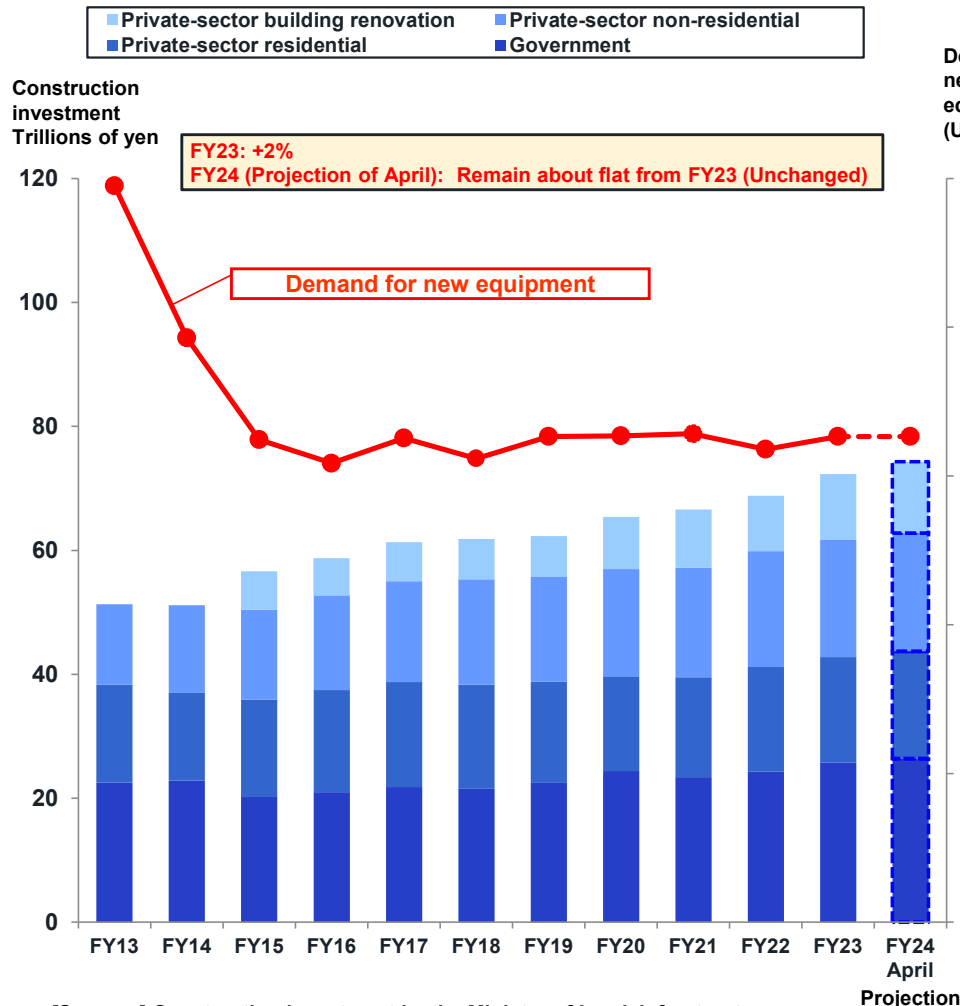
Quarterly demand for 7 major products



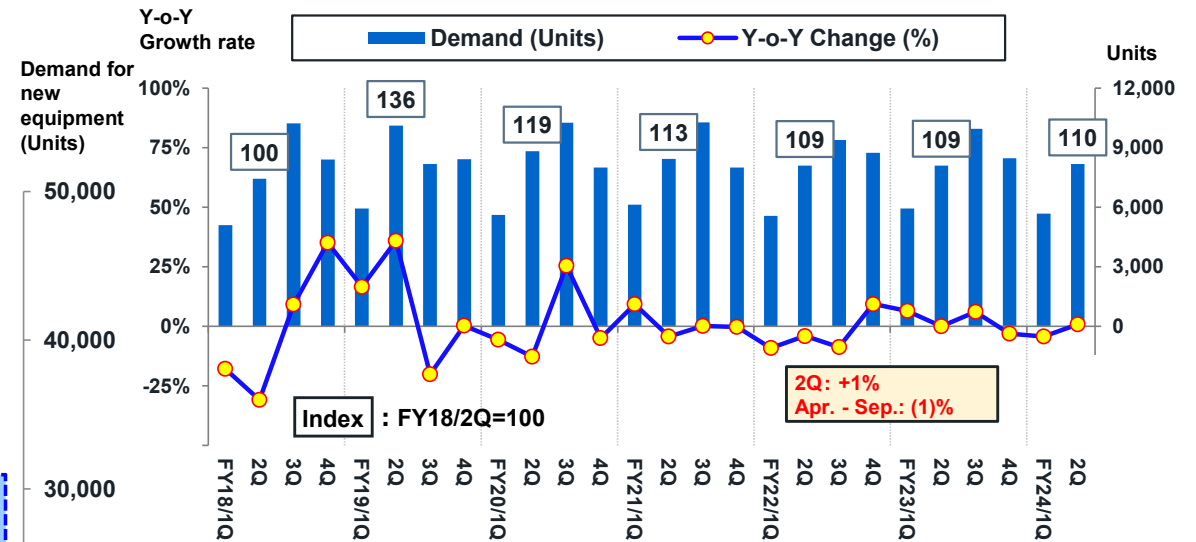
Construction, Mining & Utility Equipment : Demand in Major Markets (1) Japan

- In 2Q FY2024, demand increased by 1% from the corresponding period a year ago.
- In FY2024, full-year demand will remain about flat from FY2023 (Unchanged from the projection of April 2024).

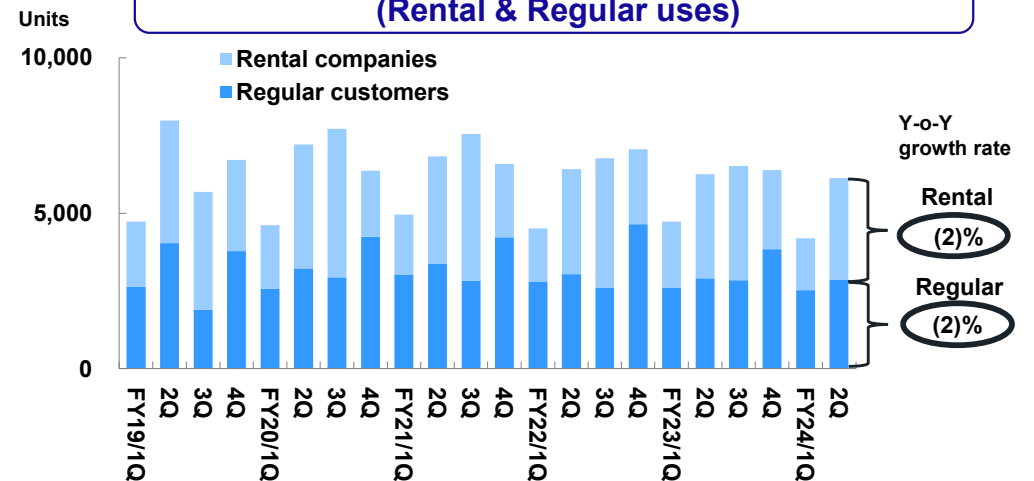
Demand for new equipment (7 major products) and Construction investment



Quarterly demand for 7 major products



Quarterly demand for hydraulic excavators (Rental & Regular uses)

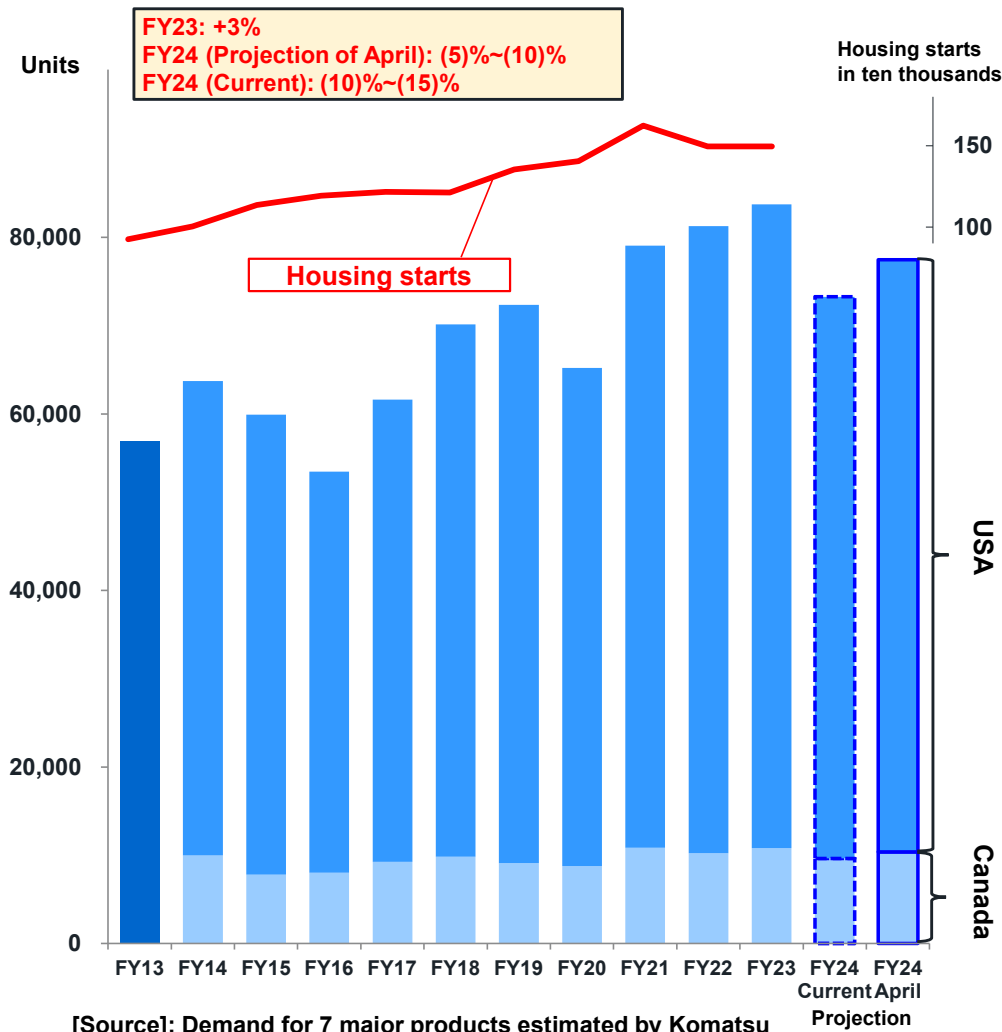


[Sources] Construction investment by the Ministry of Land, Infrastructure, Transport & Tourism, and Research Institute of Construction and Economy
Demand for 7 major products estimated by Komatsu

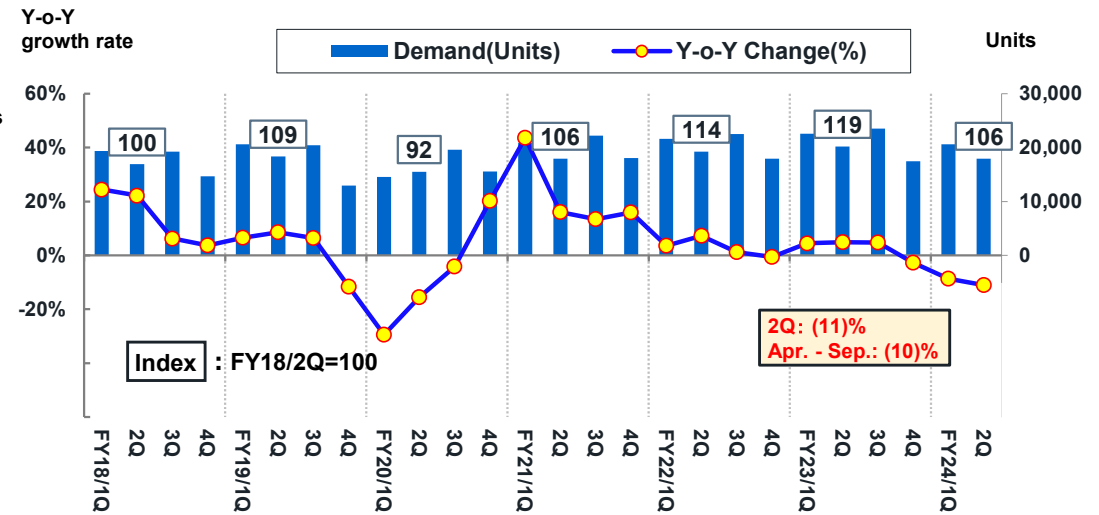
Construction, Mining & Utility Equipment : Demand in Major Markets (2) North America

- In 2Q FY2024, demand decreased by 11% from the corresponding period a year ago. Construction equipment demand for rental and energy decreased, but demand for infrastructure remained steady.
- In FY2024, full-year demand will decrease between -10% and -15% from FY2023 (Changed from the projection of April 2024).

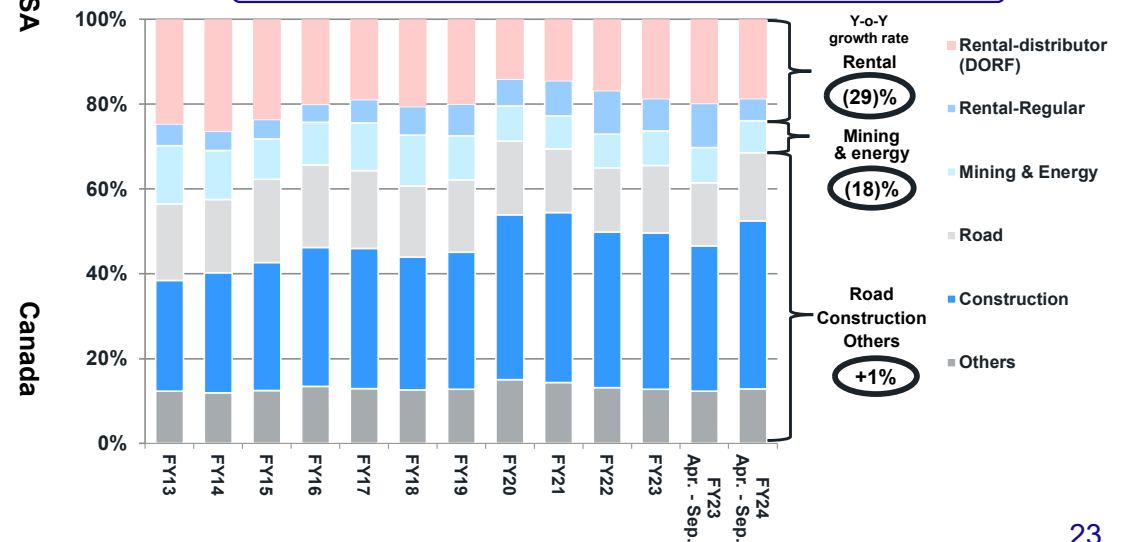
Demand for 7 major products and US housing starts



Quarterly demand for 7 major products



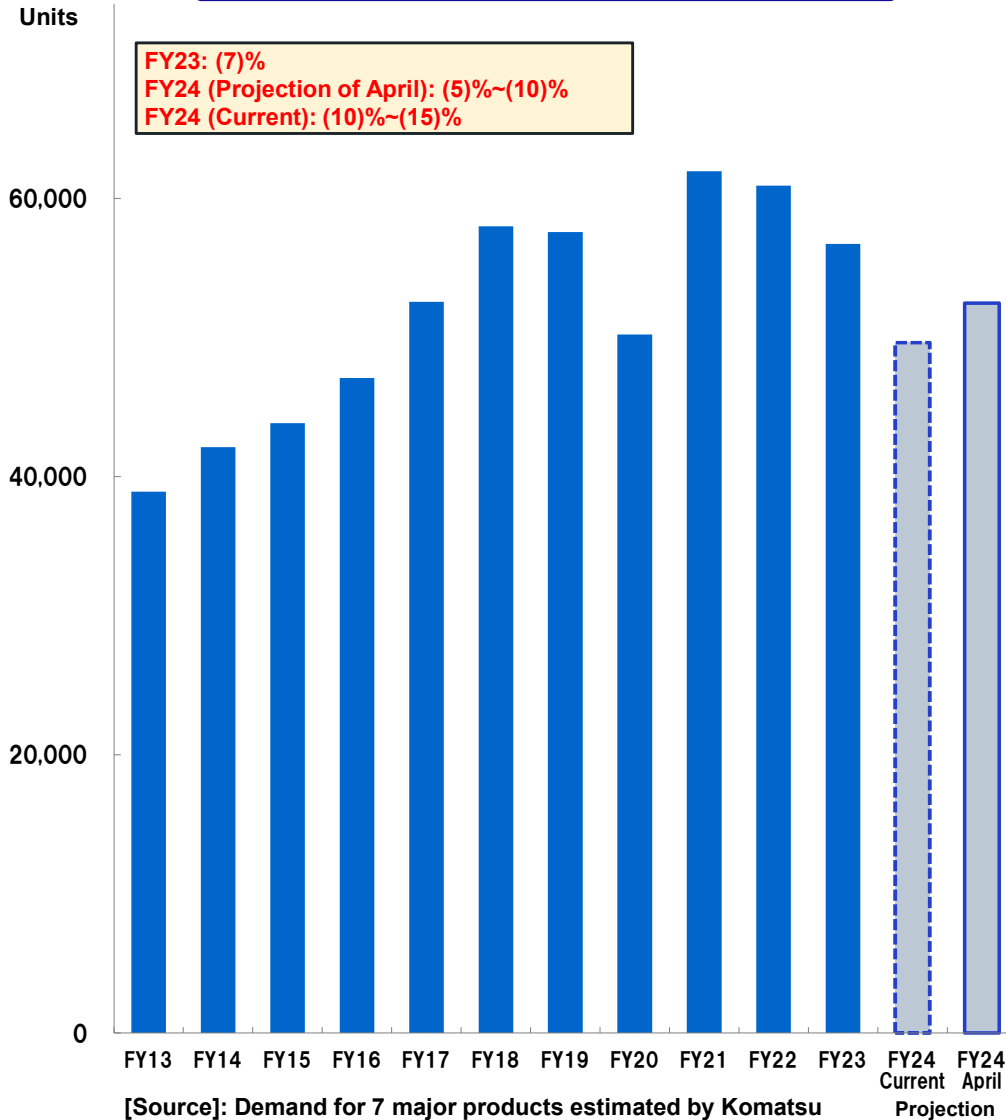
Breakdown of demand by segment (Unit basis)



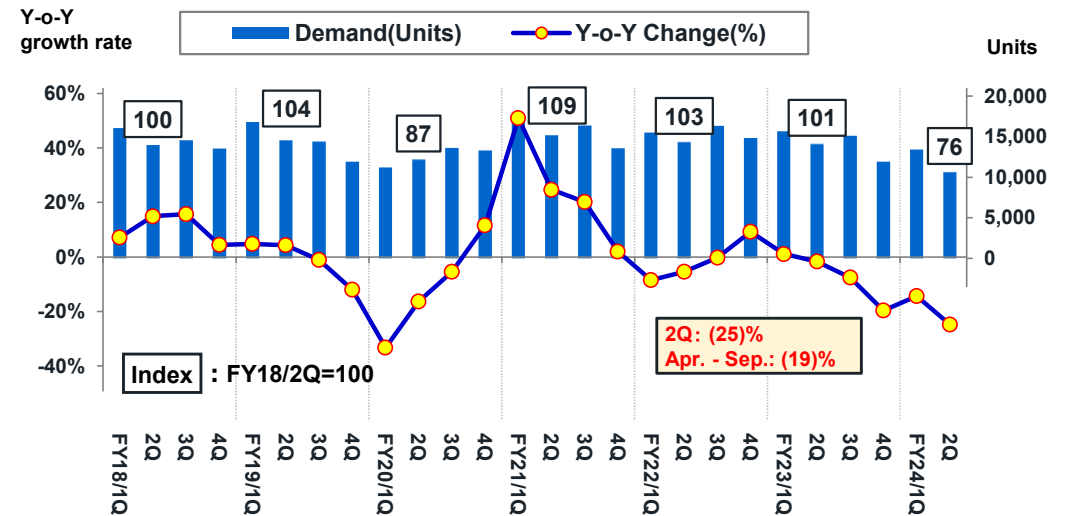
Construction, Mining & Utility Equipment : Demand in Major Markets (3) Europe

- In 2Q FY2024, demand decreased by 25% from the corresponding period a year ago. Demand for construction equipment decreased, centering on Germany, the United Kingdom and France, major European markets, as affected by high energy prices, etc.
- In FY2024, full-year demand will decline between -10% to -15% from FY2023 (Changed from the projection of April 2024).

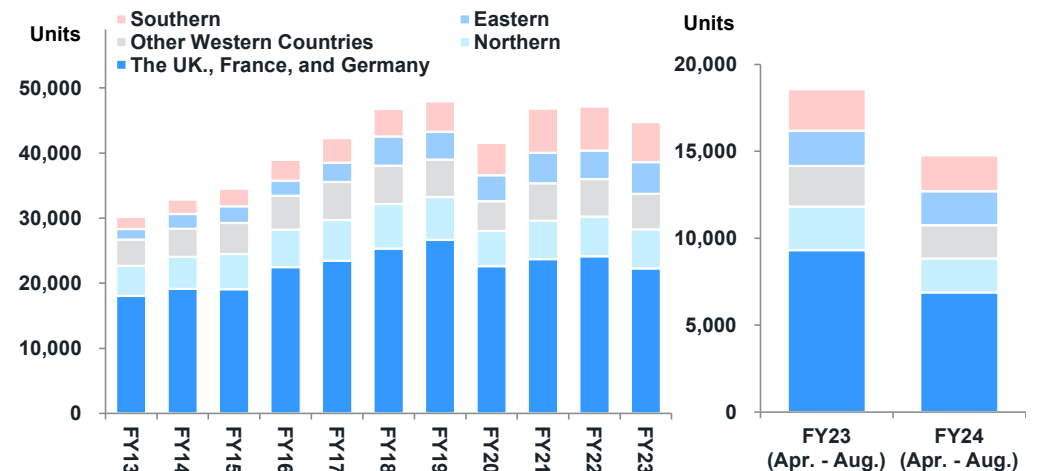
Annual demand for 7 major products



Quarterly demand for 7 major products



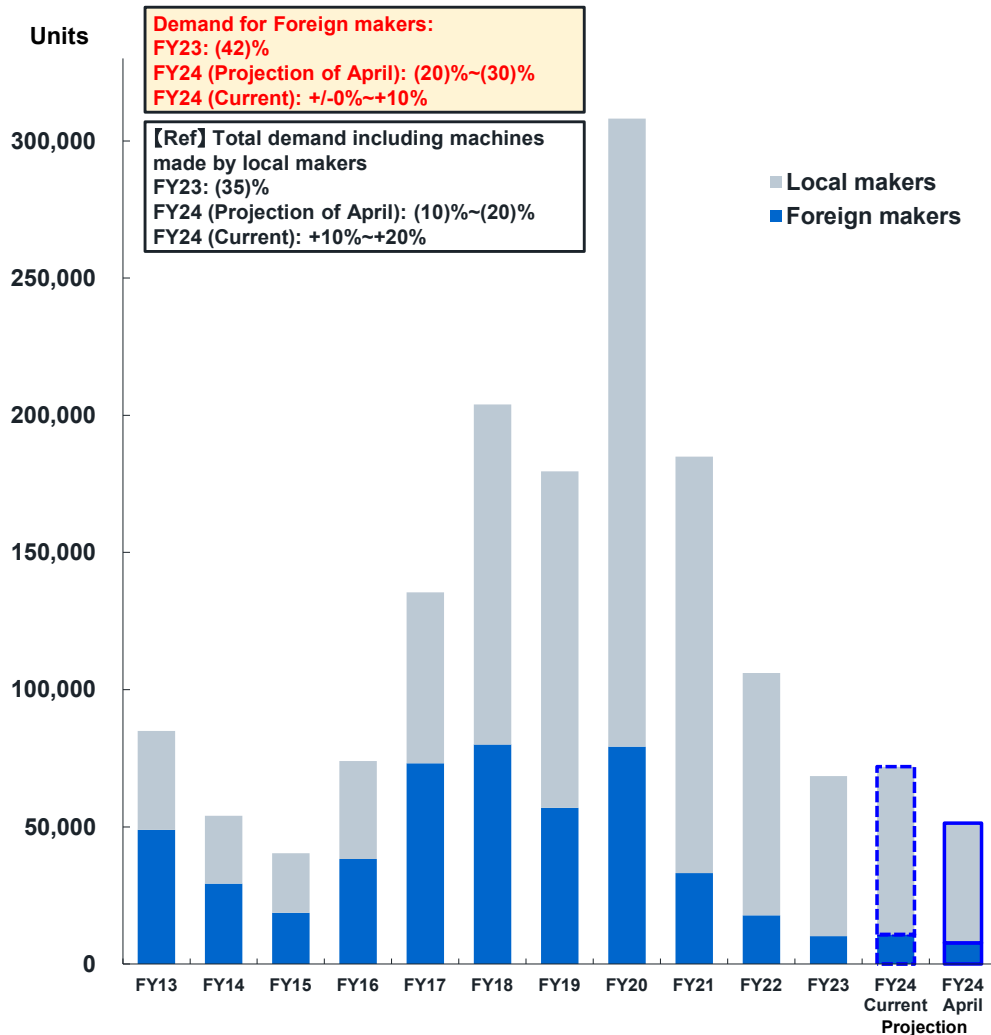
Region demand for 7 major products (Excl. 6t class)



Construction, Mining & Utility Equipment : Demand in Major Markets (4) China

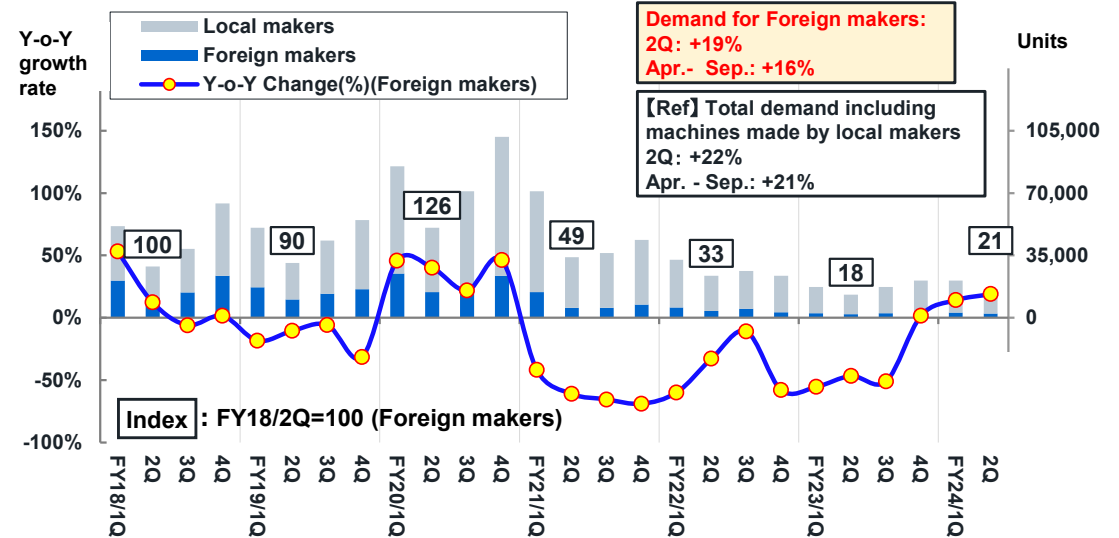
- In 2Q FY2024, demand increased by 19% from the corresponding period a year ago. Demand increased, but economic activities remained stagnant due to sluggish real estate market conditions, etc.
- In FY2024, full-year demand will increase between +/-0% and +10% from FY2023 (Changed from the projection of April 2024).

Annual demand for hydraulic excavators (Excl. mini shovels)

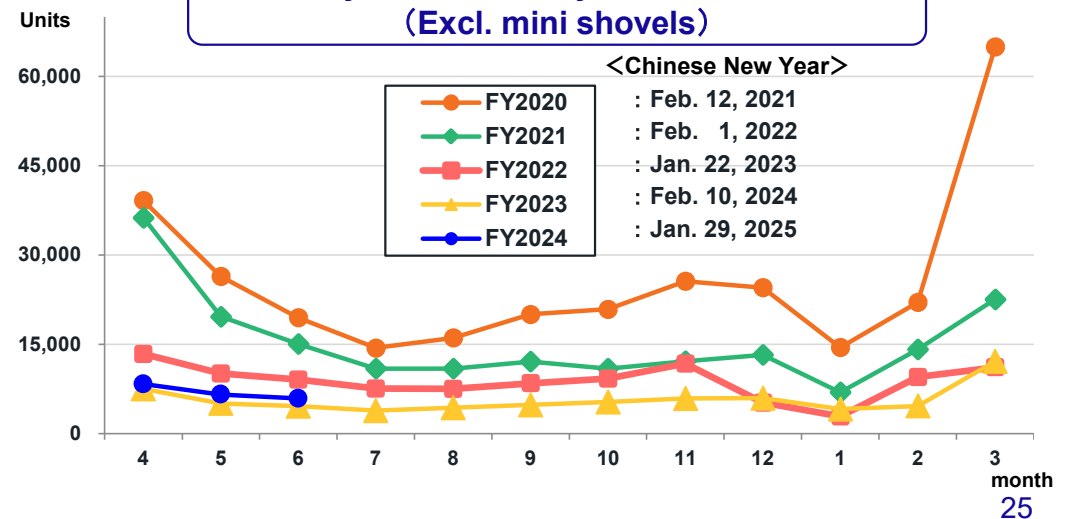


[Source]: Demand for hydraulic excavators estimated by Komatsu

Quarterly demand for hydraulic excavators (Excl. mini shovels)



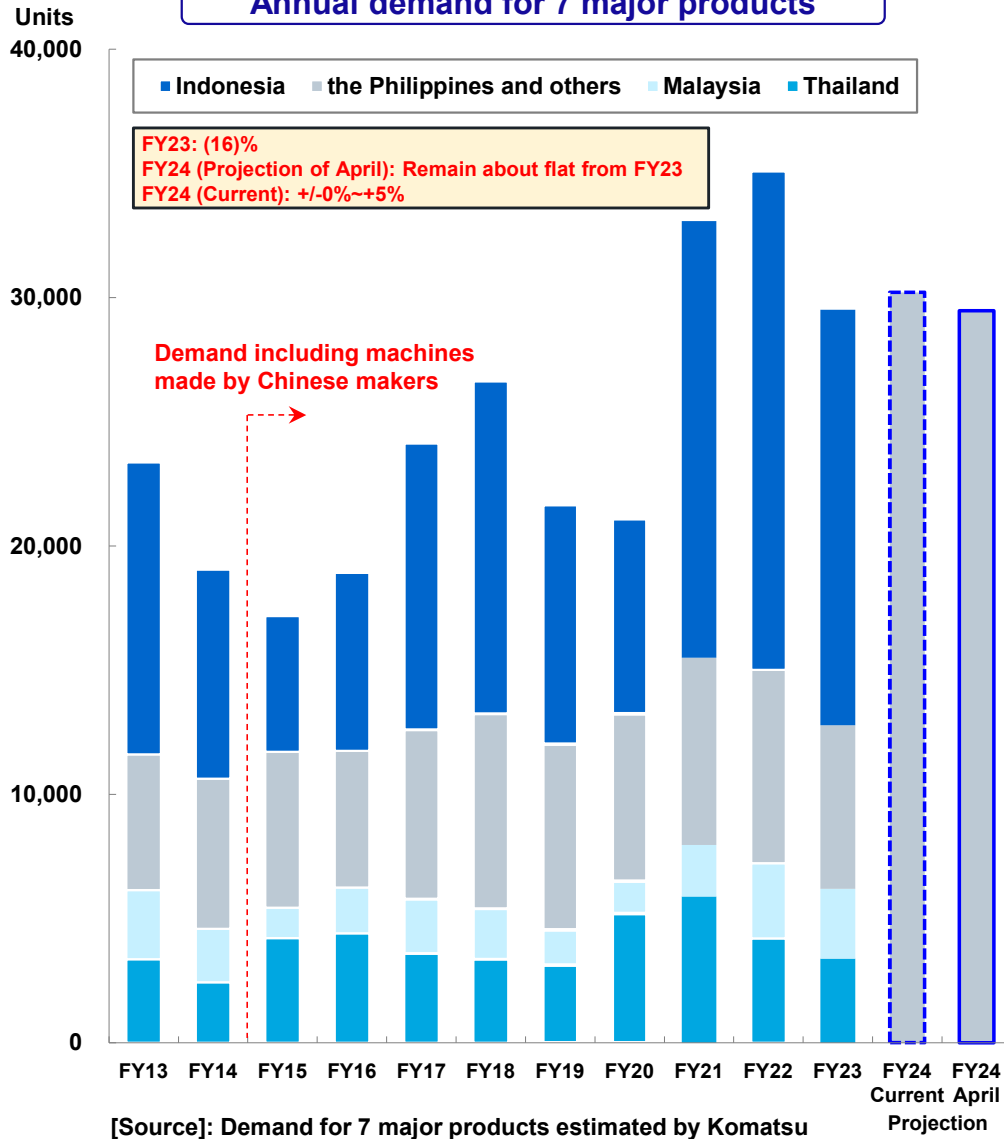
Monthly demand for hydraulic excavators (Excl. mini shovels)



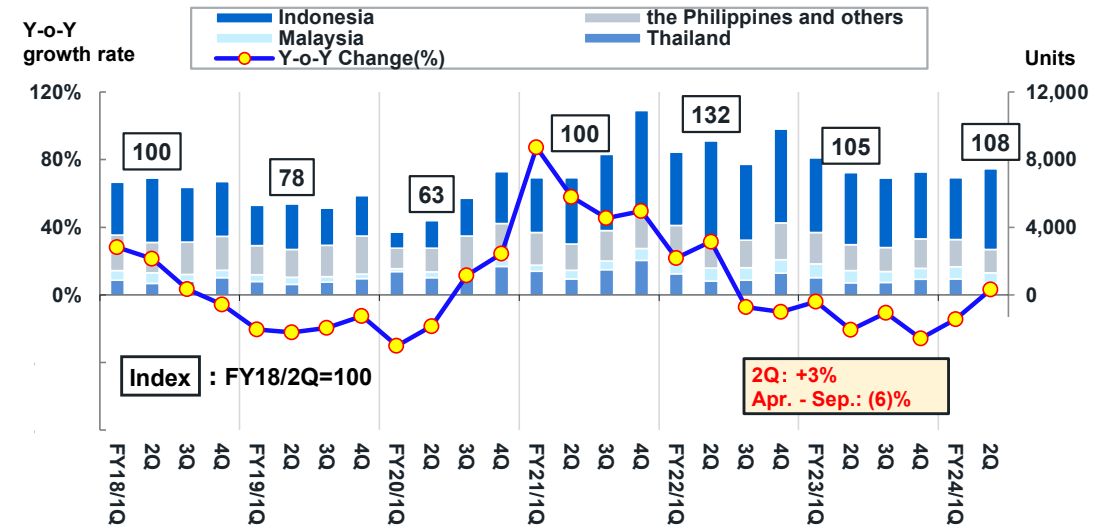
Construction, Mining & Utility Equipment: Demand in Major Markets (5) Southeast Asia

- In 2Q FY2024, demand increased by 3% from the corresponding period a year ago. While demand for construction and mining equipment in Indonesia increased, that in countries other than Indonesia decreased due to political turmoil and the decline in commodity and timber prices, etc.
- In FY2024, full-year demand will increase between +/-0% and +5% from FY2023 (Changed from the projection of April 2024).

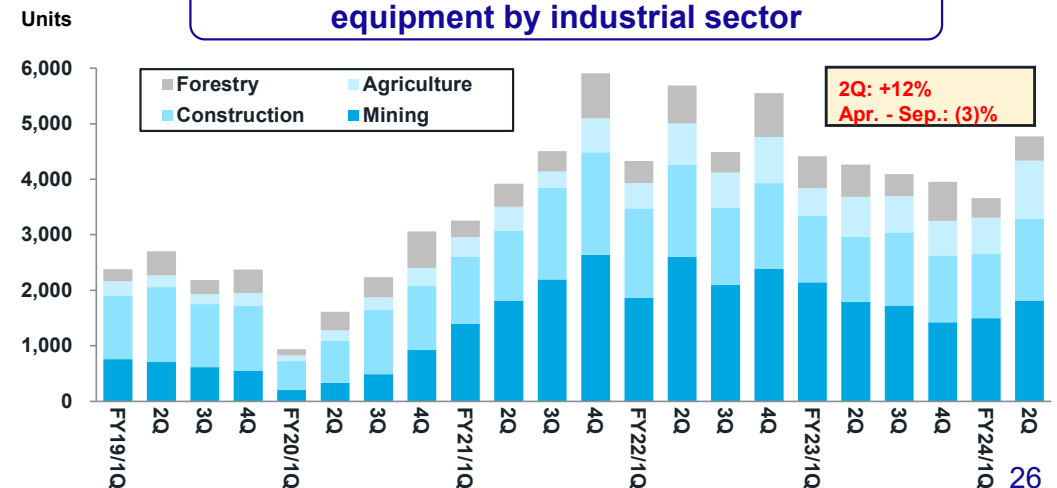
Annual demand for 7 major products



Quarterly demand for 7 major products

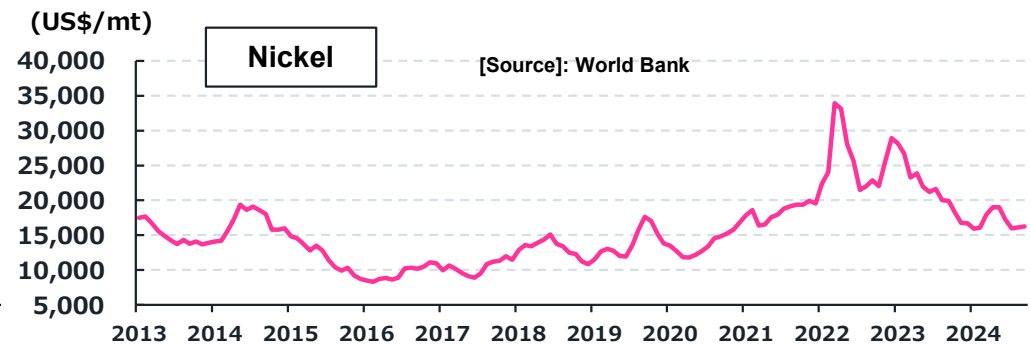
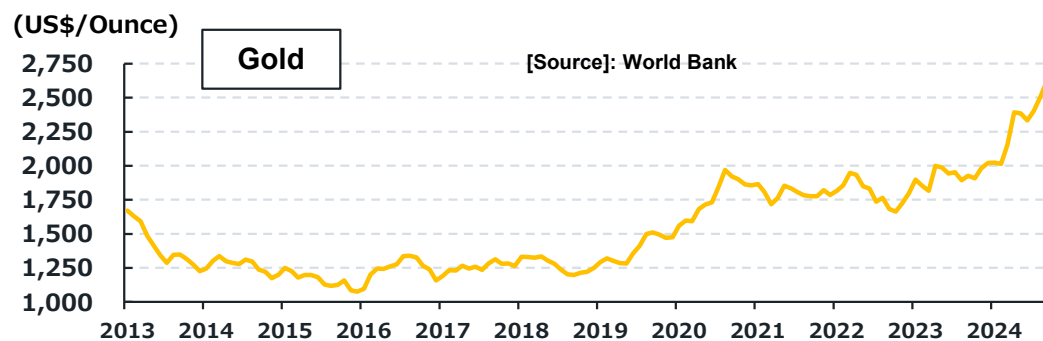
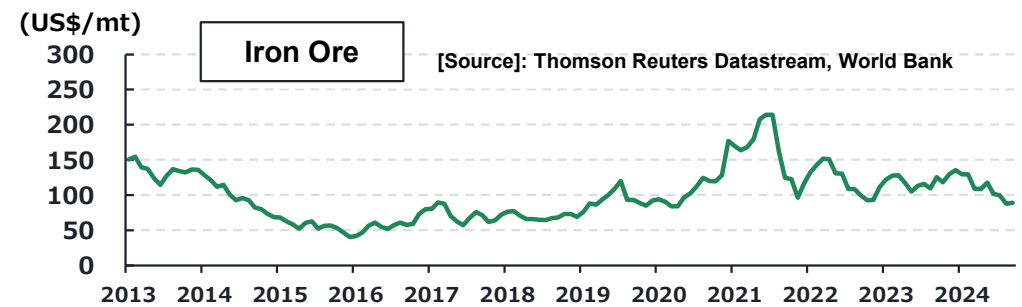
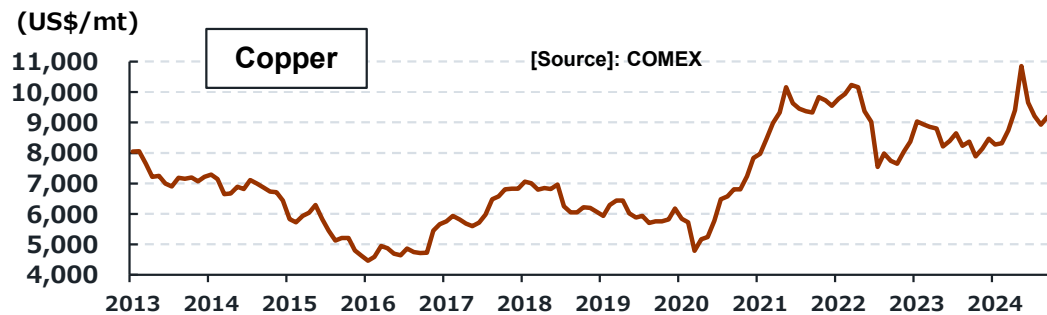
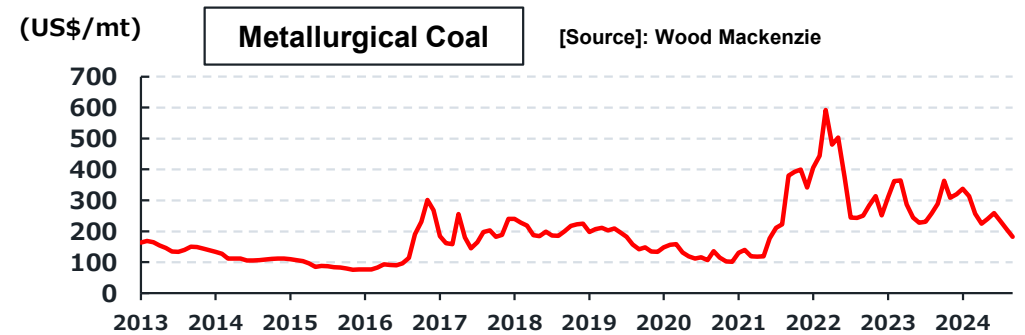
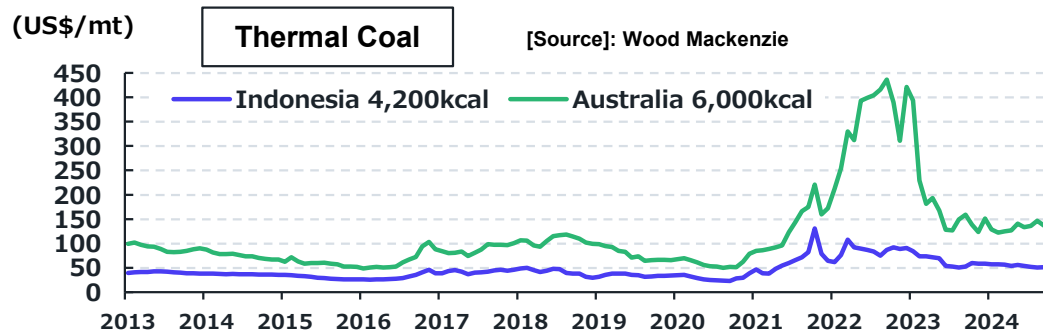


Indonesia: Demand for construction & mining equipment by industrial sector



Construction, Mining & Utility Equipment : Price Trends and Projection of Major Minerals

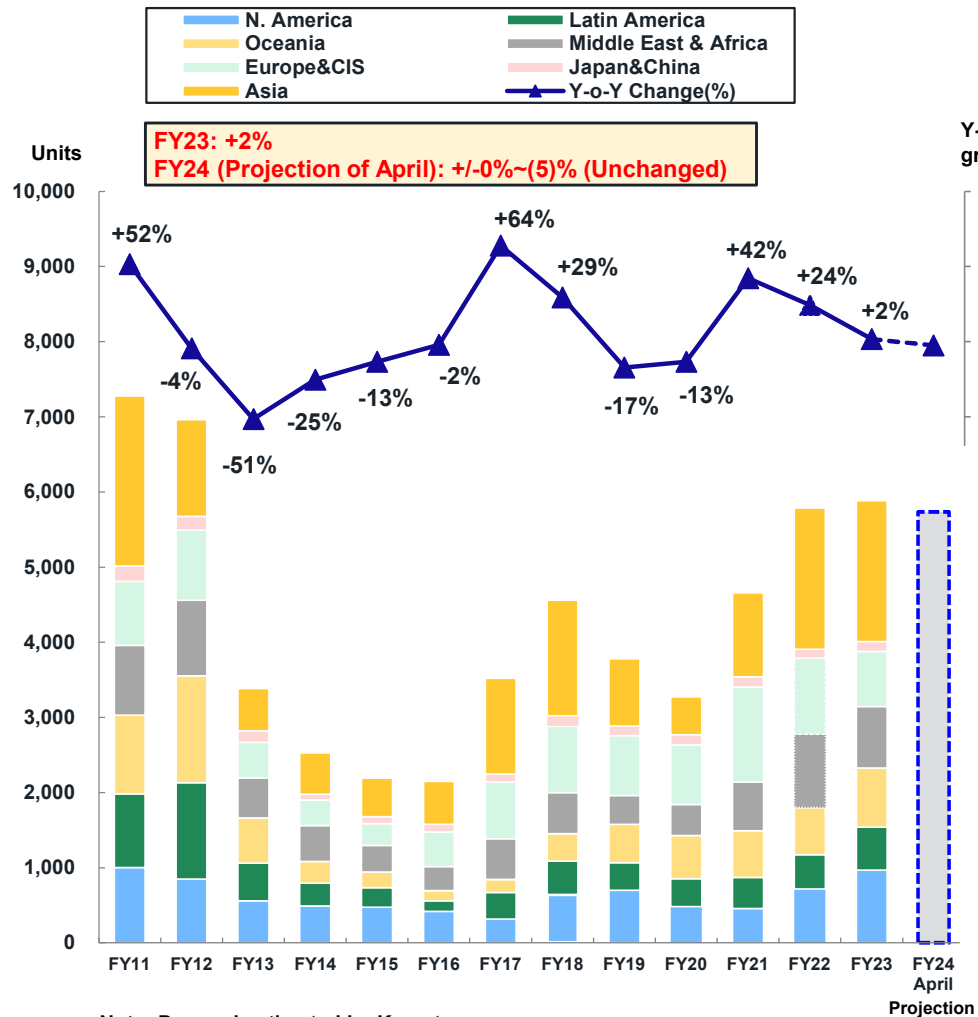
- Despite short-term fluctuations, the prices of major minerals are expected to remain at high levels over the long term.
- Thermal coal prices are expected to remain stable in Australia, while those in Indonesia will decline moderately in the long term, but are expected to remain at current levels in 2024.
- Metallurgical coal and iron ore are showing signs of bottoming out although there is a decrease in demand in China.
- Copper prices will fluctuate due to EV growth and concerns about its future supply-demand balance. They are expected to remain at high levels in 2024.



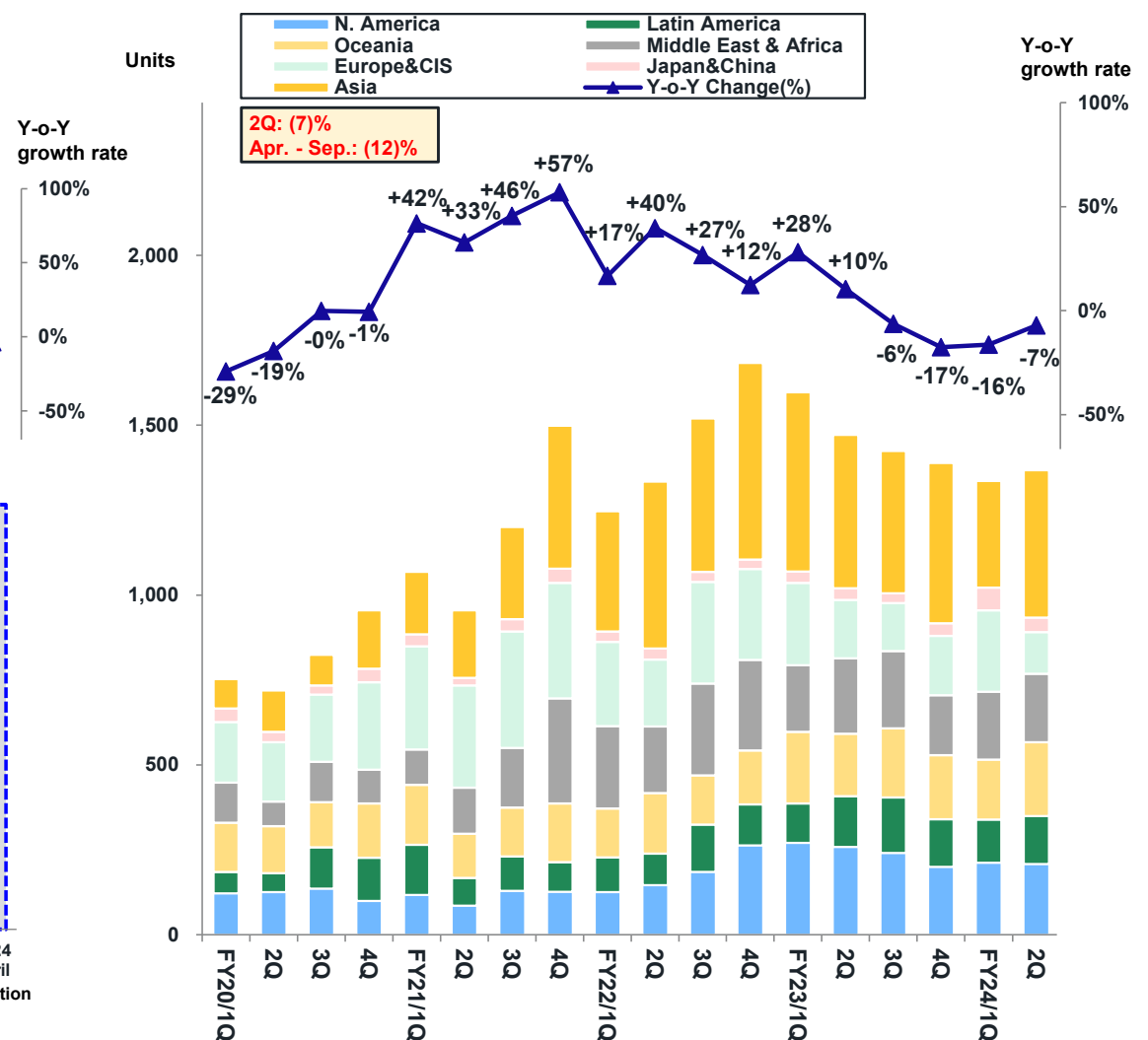
Construction, Mining & Utility Equipment: Actual and Projected Demand for Mining Equipment

- In 2Q FY2024, global demand for mining equipment decreased by 7% from the corresponding period a year ago.
- In FY2024, full-year demand will decrease between +/-0% and -5% from FY2023 (Unchanged from the projection of April 2024).

Annual demand for mining equipment



Quarterly demand for mining equipment

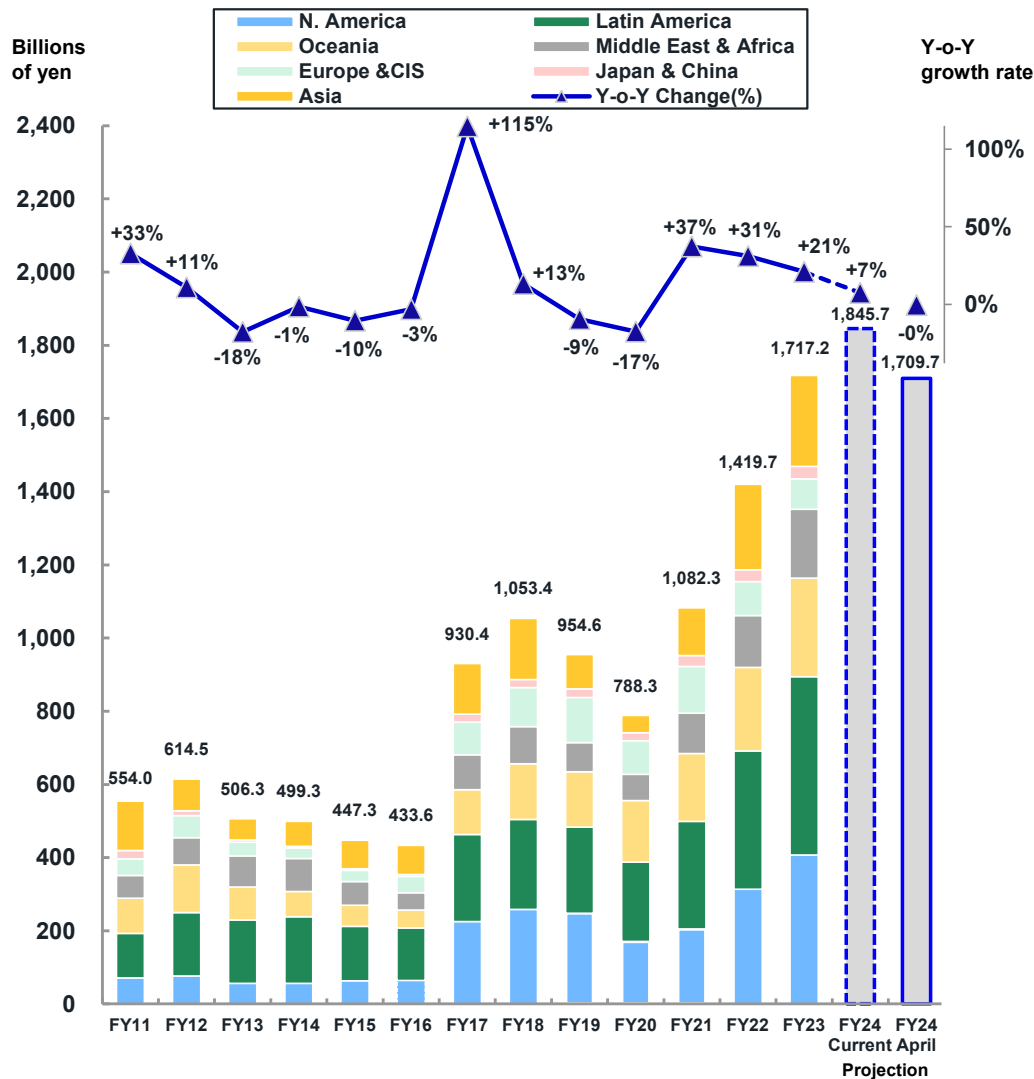


- Dump trucks: 75 tons (HD785) and larger
- Bulldozers: 525HP (D375) and larger
- Excavators: 200 tons (PC2000) and larger
- Wheel loaders (mechanical driven): 810HP (WA800) and larger
- Motor graders: 280HP (GD825) and larger

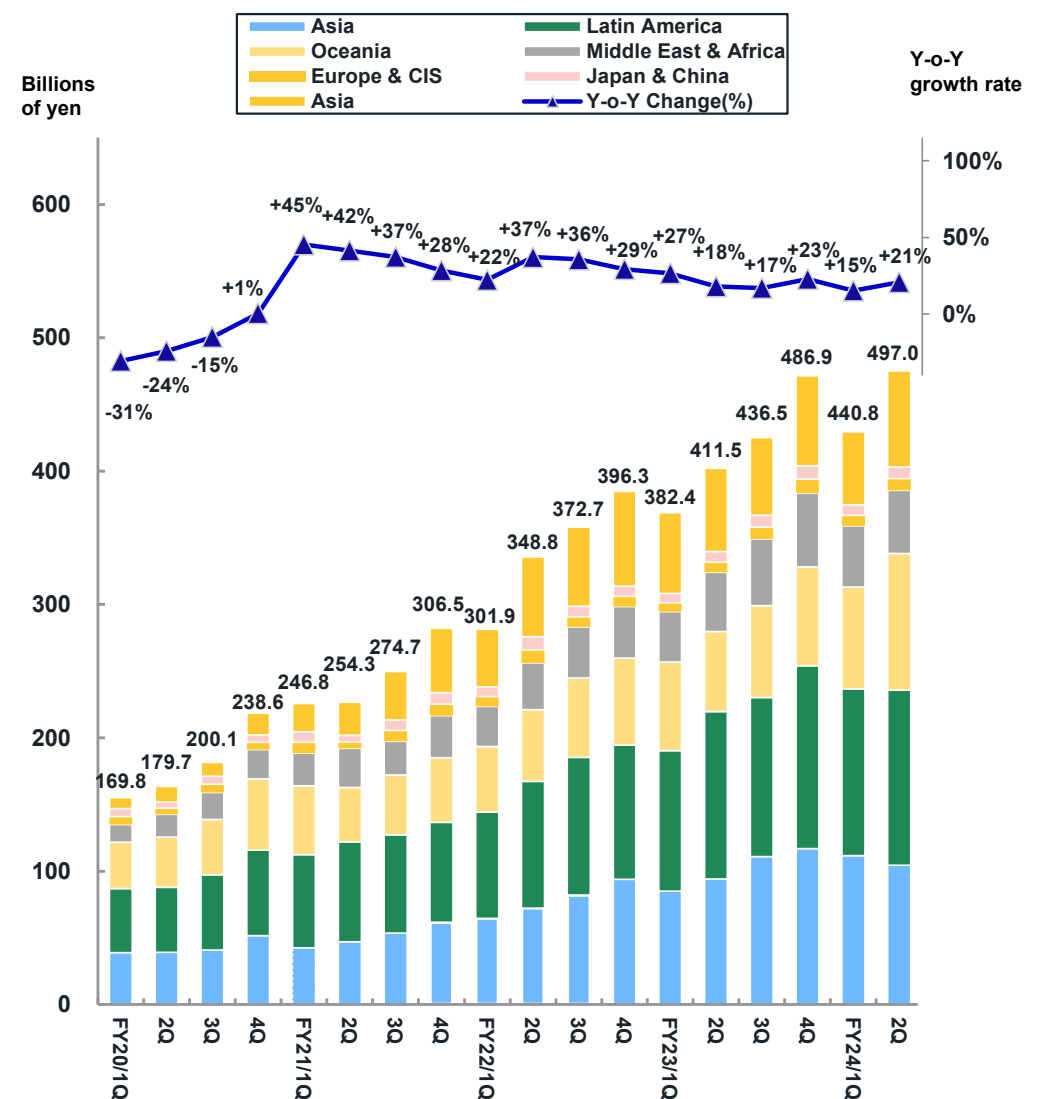
Construction, Mining & Utility Equipment : Actual and Projected Sales of Mining Equipment (To Outside Customers)

- In 2Q FY2024, sales increased by 21% from the corresponding period a year ago, to JPY497.0 billion.
- In FY2024, full-year sales will increase by 7% from FY2023, to JPY1,845.7 billion (Changed from the projection of April 2024).

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

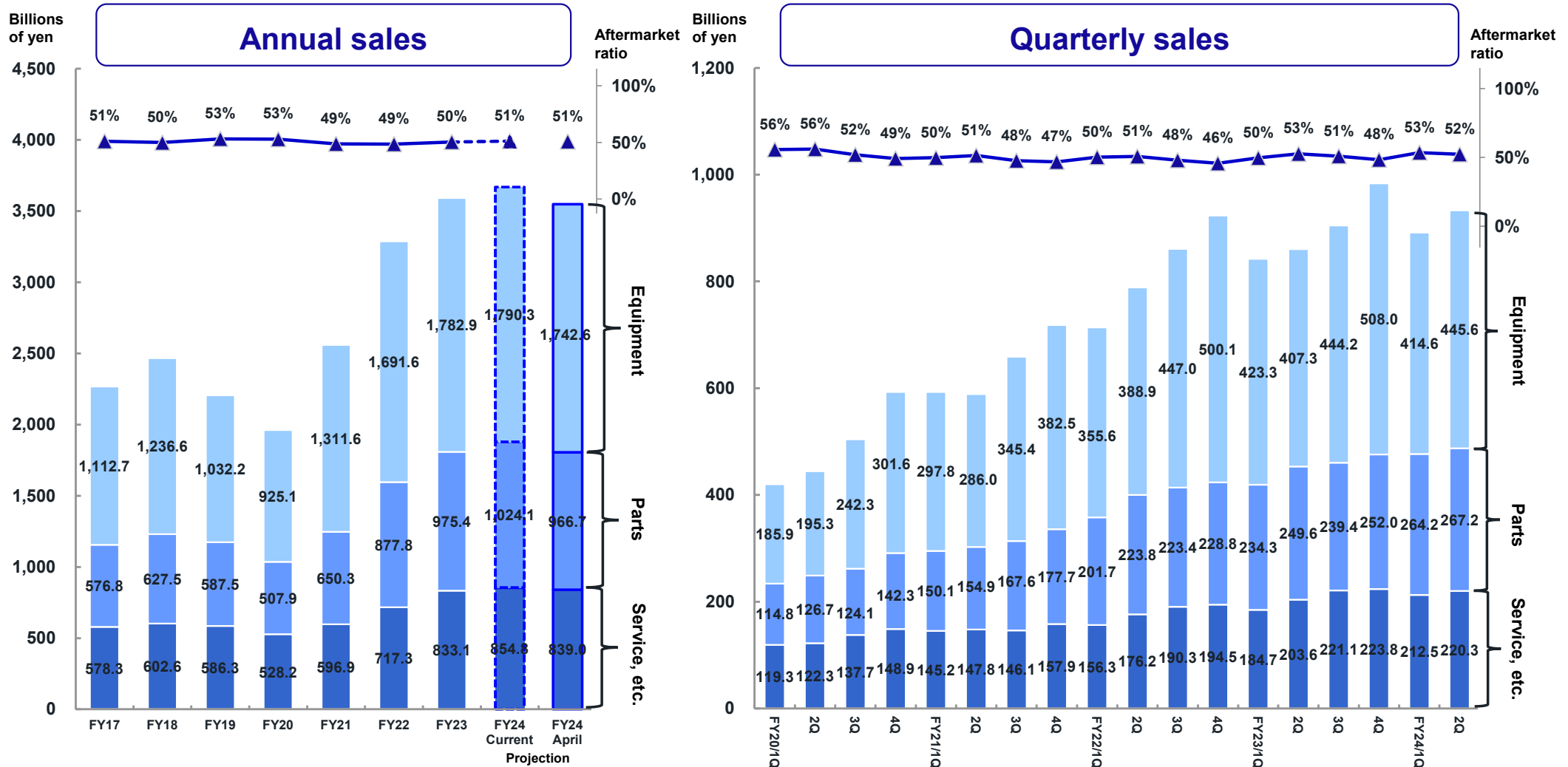


Quarterly sales of mining equipment (incl. parts and service)



Construction, Mining & Utility Equipment : Projection for Sales of Equipment, Parts and Service, etc. (To Outside Customers)

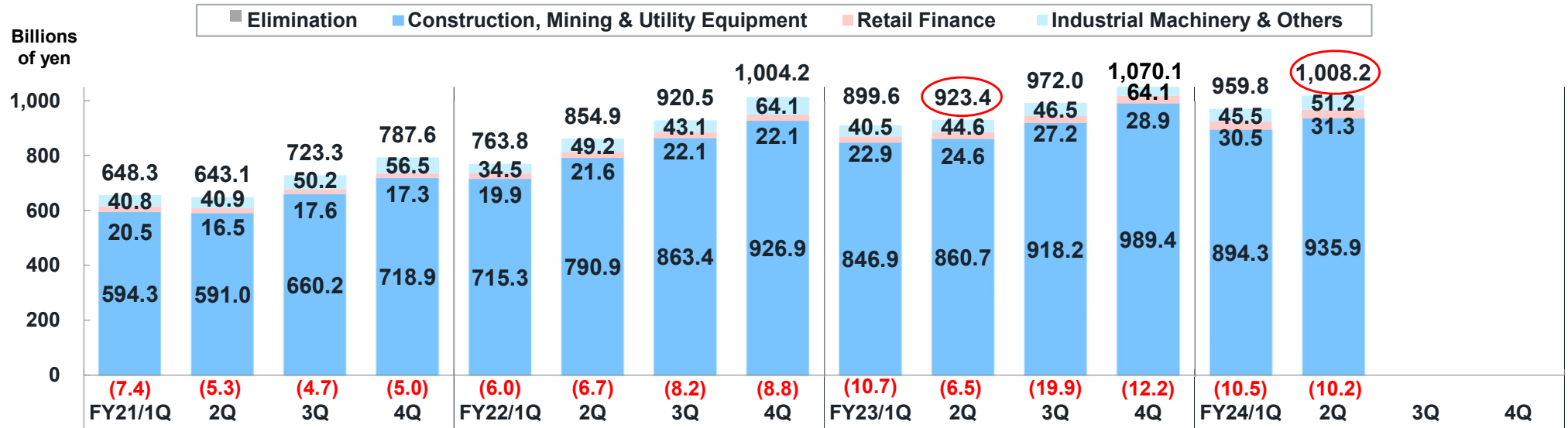
- In 2Q FY2024, sales of parts increased by 7% from the corresponding period a year ago, to JPY267.2 billion, accounting for 52% of the aftermarket, including service, etc.
- In FY2024, full-year sales of parts are expected to increase by 5% from FY2023, to JPY1,024.1 billion (Changed from the projection of April 2024), which will account for 51% of the aftermarket, including service, etc.



Appendix

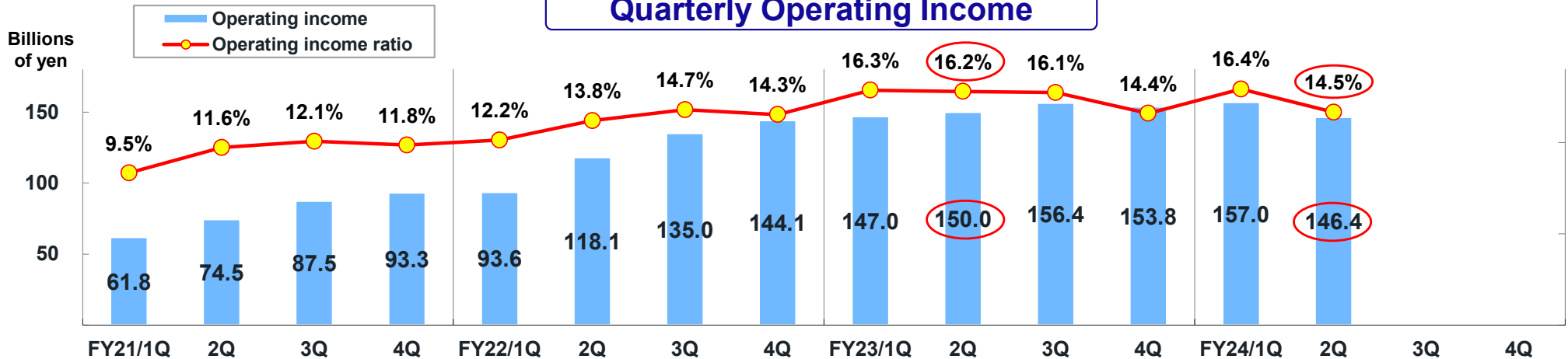
<Appendix> Quarterly Sales and Operating Income

Quarterly Sales



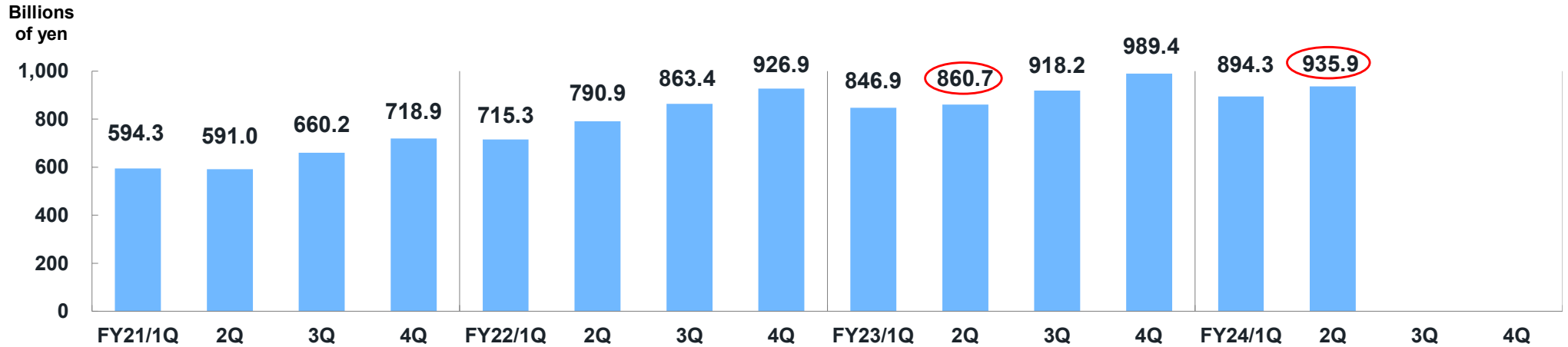
Exchange rates	21/1Q	21/2Q	21/3Q	21/4Q	22/1Q	22/2Q	22/3Q	22/4Q	23/1Q	23/2Q	23/3Q	23/4Q	24/1Q	24/2Q	24/3Q	24/4Q
USD/JPY	109.9	110.3	112.9	115.3	127.1	136.1	143.6	132.4	136.4	144.2	149.7	146.9	155.5	152.4		
EUR/JPY	131.7	130.6	129.7	129.7	136.9	139.3	144.0	141.2	147.7	157.3	159.9	159.3	167.5	165.6		
AUD/JPY	84.5	81.4	82.3	82.7	92.0	93.9	93.8	90.4	89.9	95.4	96.7	97.0	101.9	101.5		

Quarterly Operating Income



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

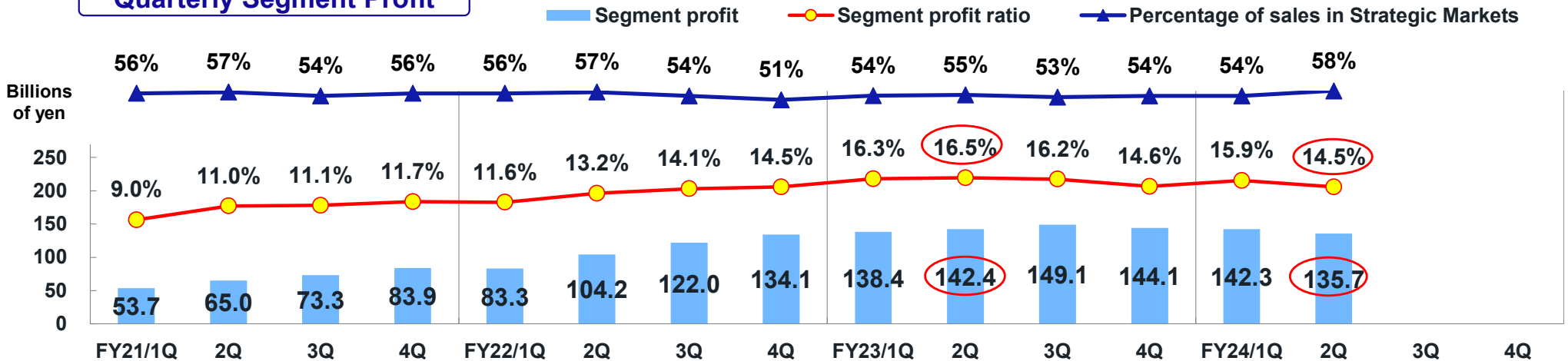
Quarterly Sales



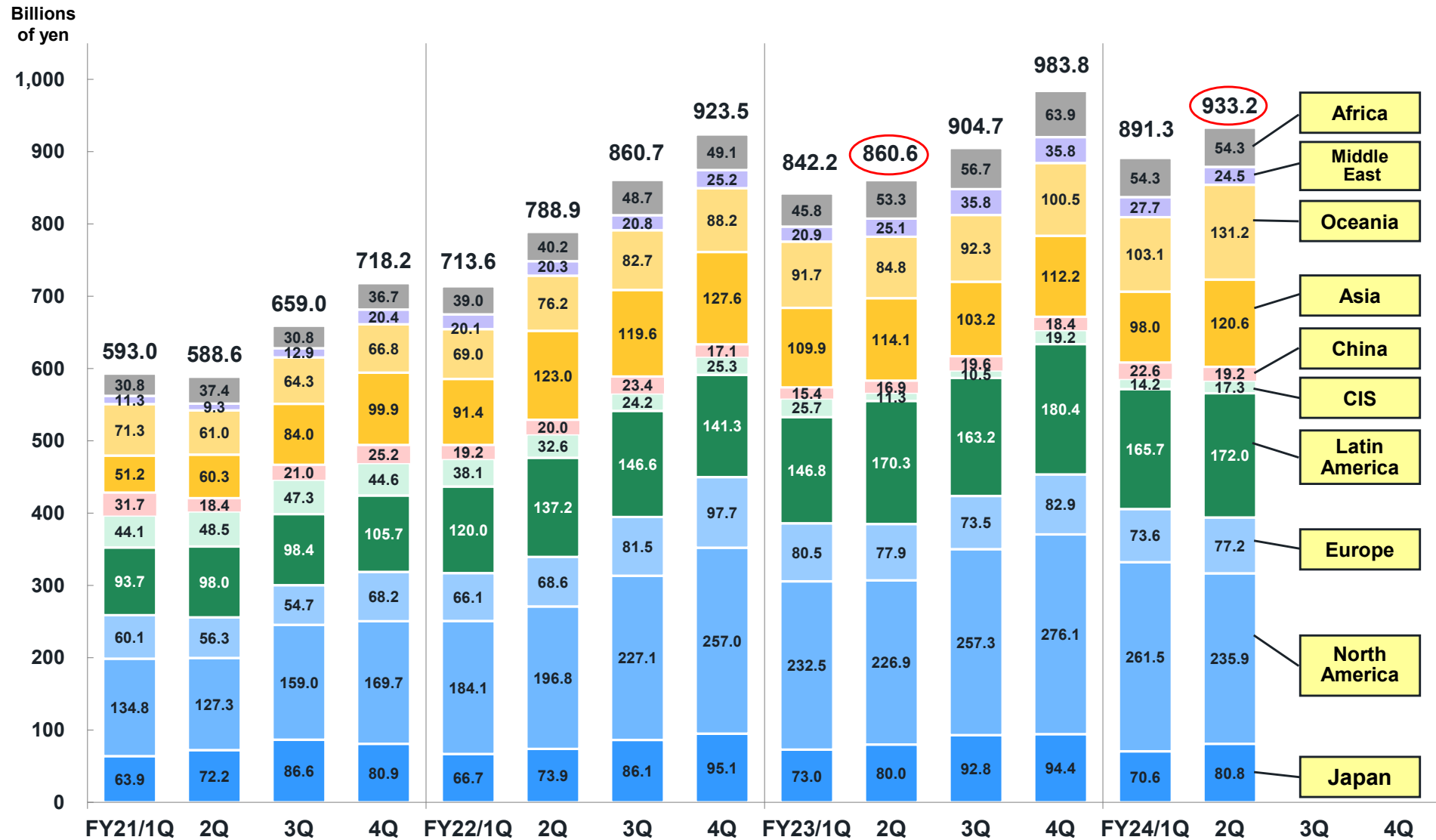
Exchange rates

	21/1Q	21/2Q	21/3Q	21/4Q	22/1Q	22/2Q	22/3Q	22/4Q	23/1Q	23/2Q	23/3Q	23/4Q	24/1Q	24/2Q	24/3Q	24/4Q
USD/JPY	109.9	110.3	112.9	115.3	127.1	136.1	143.6	132.4	136.4	144.2	149.7	146.9	155.5	152.4		
EUR/JPY	131.7	130.6	129.7	129.7	136.9	139.3	144.0	141.2	147.7	157.3	159.9	159.3	167.5	165.6		
AUD/JPY	84.5	81.4	82.3	82.7	92.0	93.9	93.8	90.4	89.9	95.4	96.7	97.0	101.9	101.5		

Quarterly Segment Profit



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

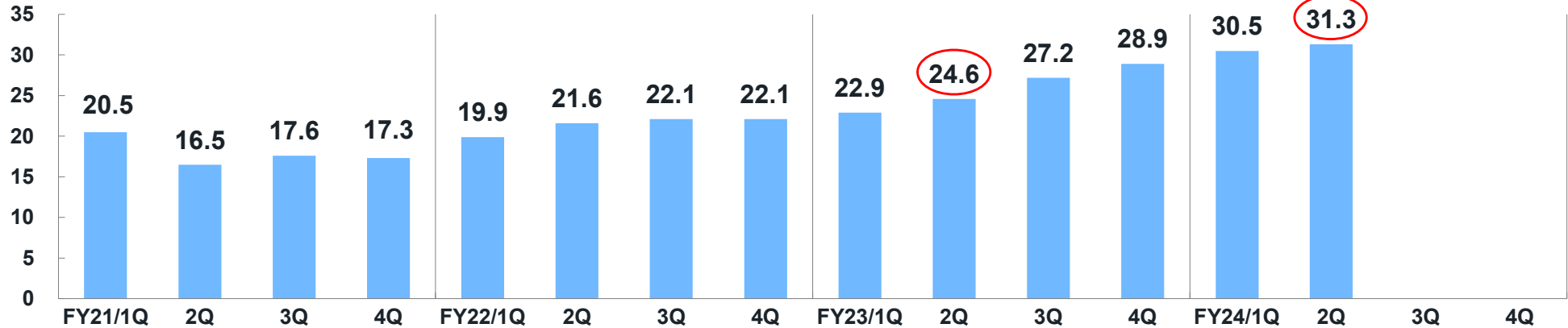


Exchange rates	FY21				FY22				FY23				FY24			
	21/1Q	21/2Q	21/3Q	21/4Q	22/1Q	22/2Q	22/3Q	22/4Q	23/1Q	23/2Q	23/3Q	23/4Q	24/1Q	24/2Q	24/3Q	24/4Q
USD/JPY	109.9	110.3	112.9	115.3	127.1	136.1	143.6	132.4	136.4	144.2	149.7	146.9	155.5	152.4		
EUR/JPY	131.7	130.6	129.7	129.7	136.9	139.3	144.0	141.2	147.7	157.3	159.9	159.3	167.5	165.6		
AUD/JPY	84.5	81.4	82.3	82.7	92.0	93.9	93.8	90.4	89.9	95.4	96.7	97.0	101.9	101.5		

<Appendix> Retail Finance: Quarterly Sales and Segment Profit

Billions of yen

Quarterly Sales



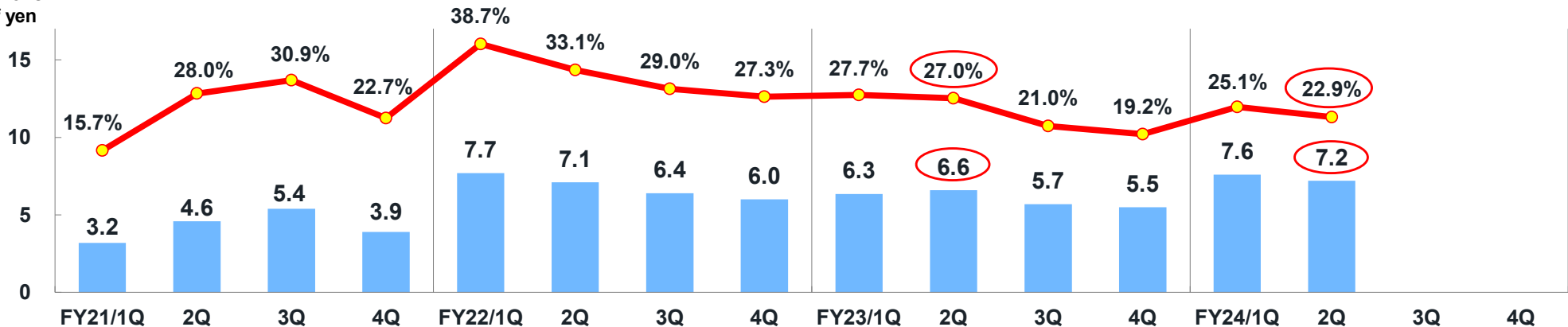
Exchange rates

	21/1Q	21/2Q	21/3Q	21/4Q	22/1Q	22/2Q	22/3Q	22/4Q	23/1Q	23/2Q	23/3Q	23/4Q	24/1Q	24/2Q	24/3Q	24/4Q
USD/JPY	109.9	110.3	112.9	115.3	127.1	136.1	143.6	132.4	136.4	144.2	149.7	146.9	155.5	152.4		
EUR/JPY	131.7	130.6	129.7	129.7	136.9	139.3	144.0	141.2	147.7	157.3	159.9	159.3	167.5	165.6		
AUD/JPY	84.5	81.4	82.3	82.7	92.0	93.9	93.8	90.4	89.9	95.4	96.7	97.0	101.9	101.5		

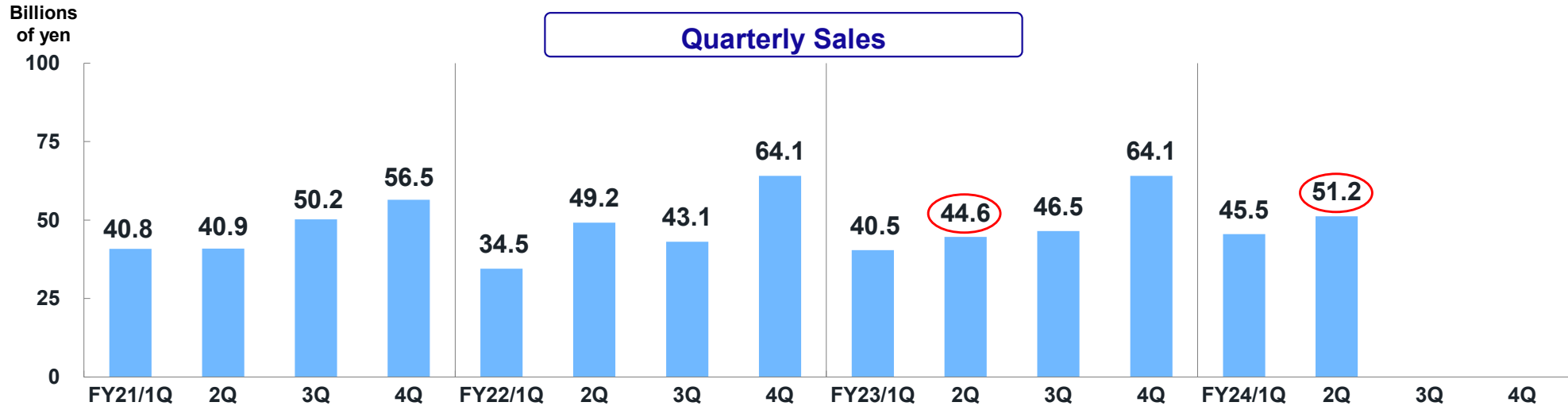
Quarterly Segment Profit

Billions of yen

— Segment profit — Segment profit ratio

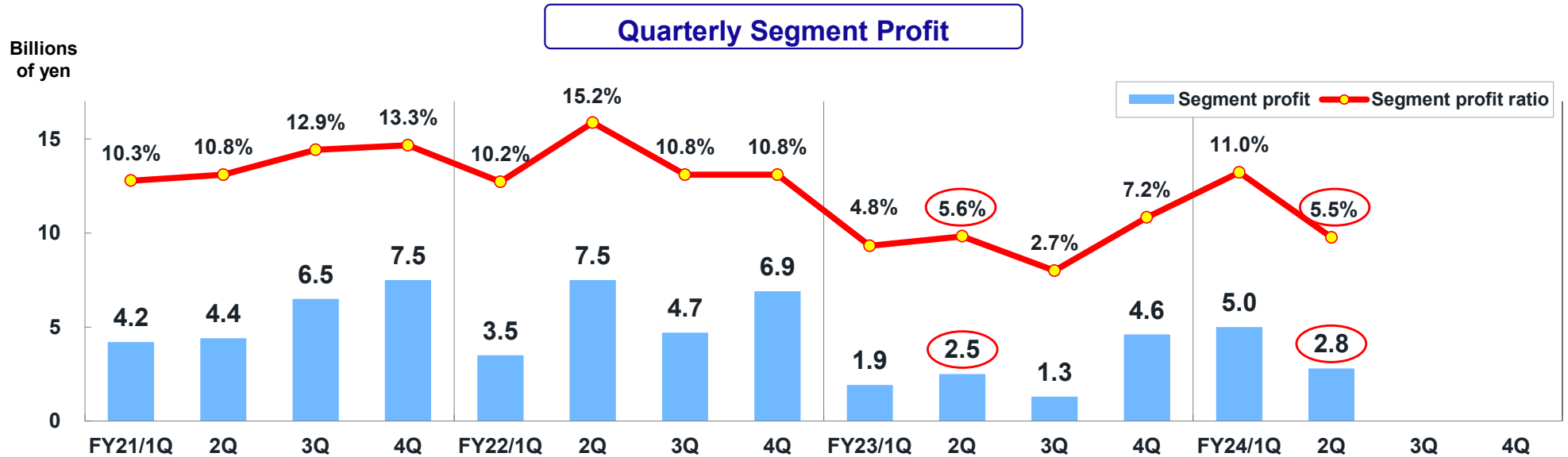


<Appendix> Industrial Machinery & Others: Quarterly Sales and Segment Profit



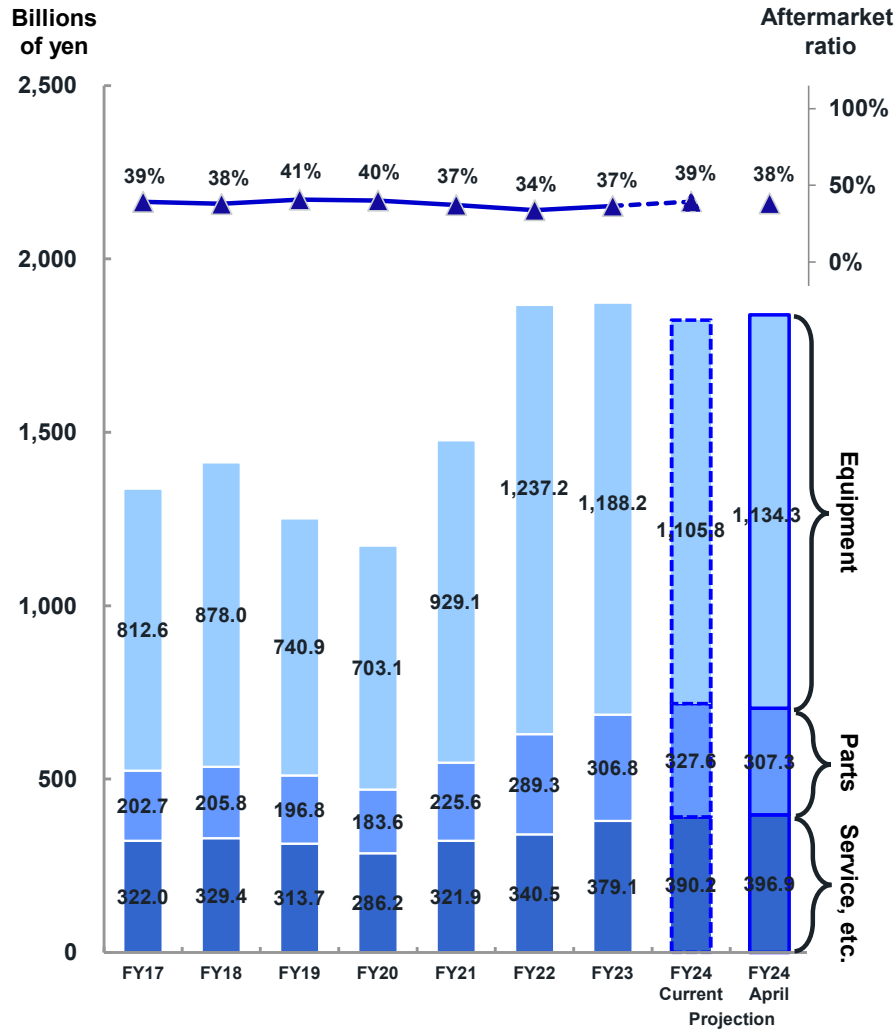
Exchange rates

	21/1Q	21/2Q	21/3Q	21/4Q	22/1Q	22/2Q	22/3Q	22/4Q	23/1Q	23/2Q	23/3Q	23/4Q	24/1Q	24/2Q	24/3Q	24/4Q
USD/JPY	109.9	110.3	112.9	115.3	127.1	136.1	143.6	132.4	136.4	144.2	149.7	146.9	155.5	152.4		
EUR/JPY	131.7	130.6	129.7	129.7	136.9	139.3	144.0	141.2	147.7	157.3	159.9	159.3	167.5	165.6		
AUD/JPY	84.5	81.4	82.3	82.7	92.0	93.9	93.8	90.4	89.9	95.4	96.7	97.0	101.9	101.5		

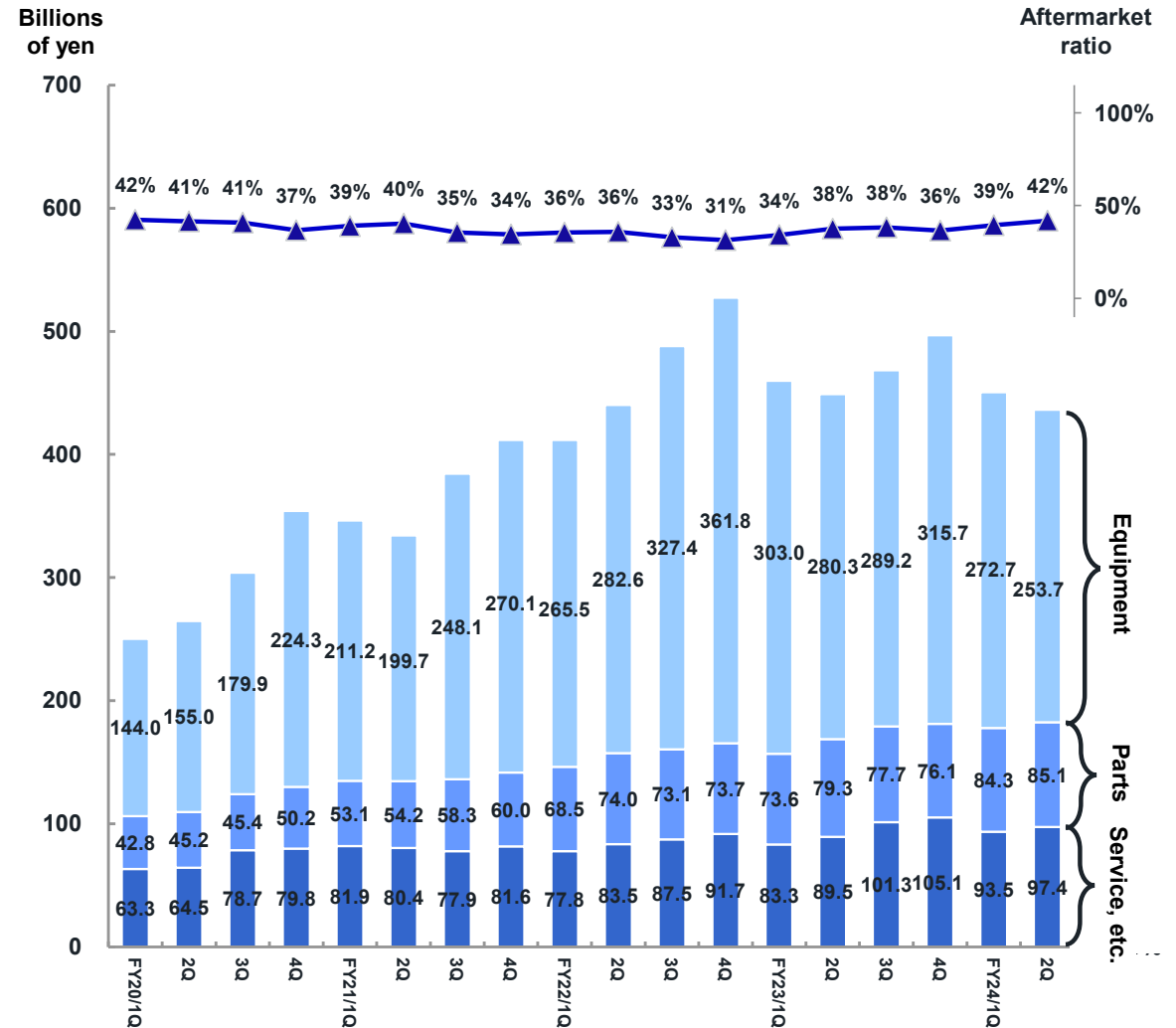


<Appendix> Construction Equipment : Projection for Sales of Equipment, Parts and Service, etc. (To Outside Customers)

Annual sales

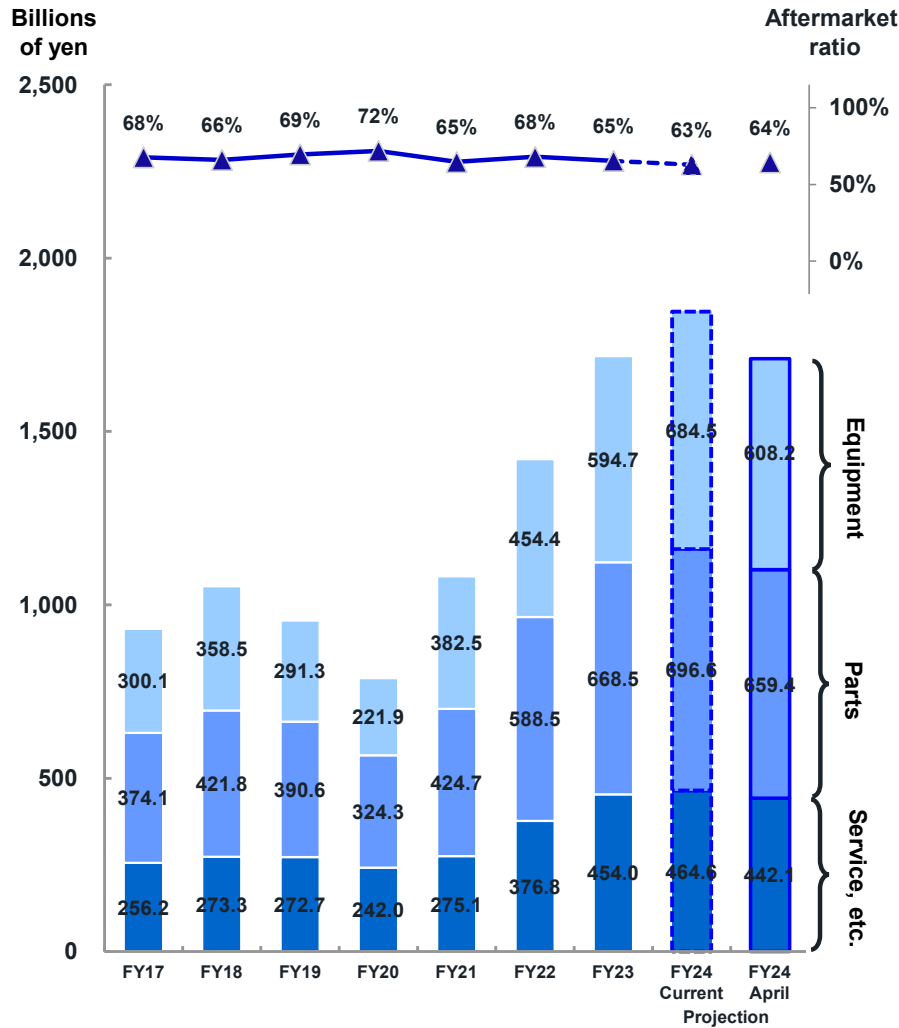


Quarterly sales

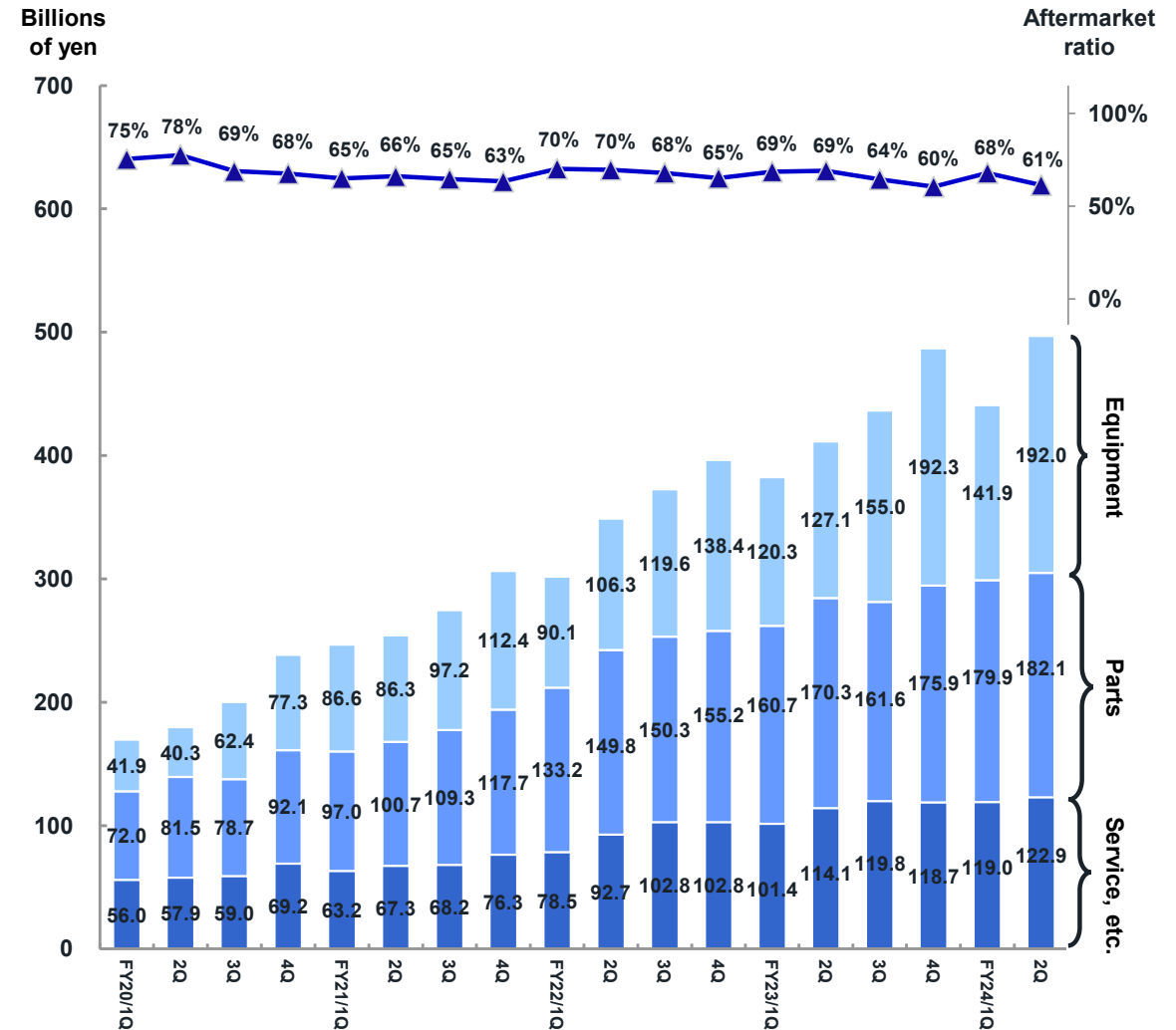


<Appendix> Mining Equipment : Projection for Sales of Equipment, Parts and Service, etc. (To Outside Customers)

Annual sales

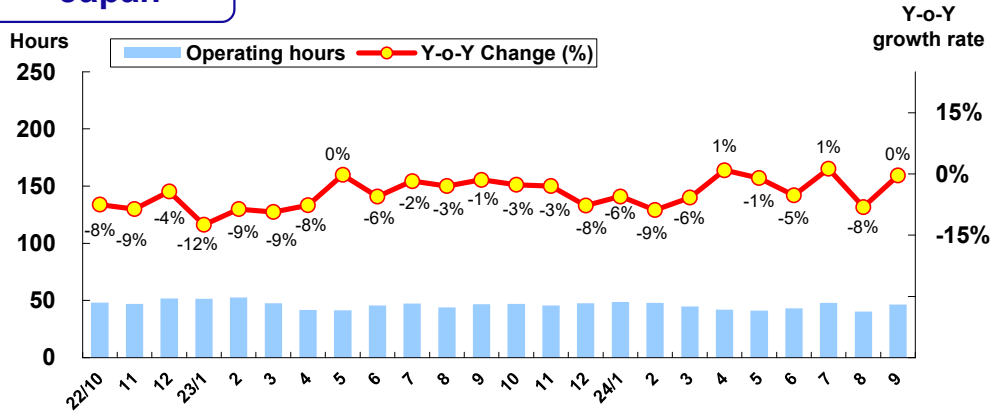


Quarterly sales

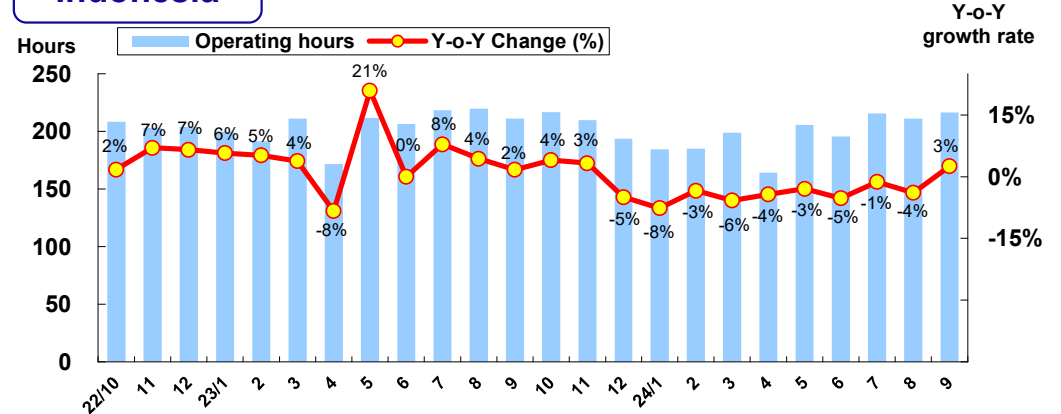


<Appendix> Komtrax : Average Operating Hours per Month

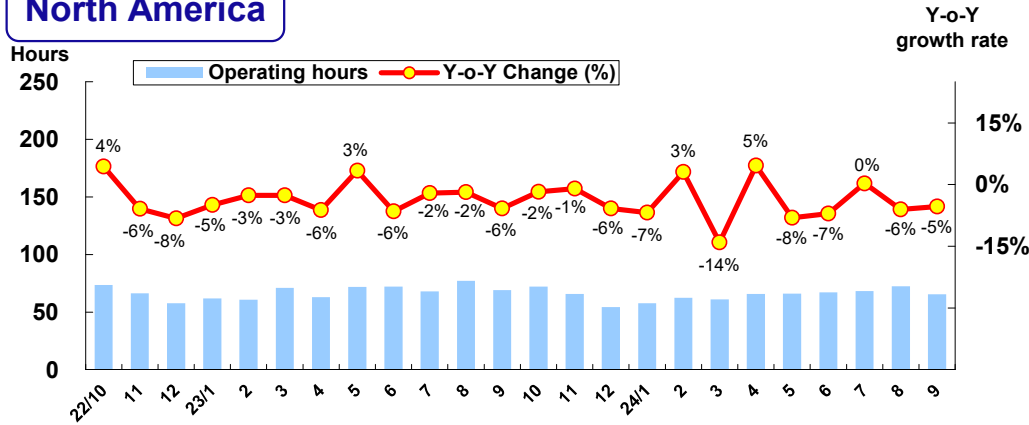
Japan



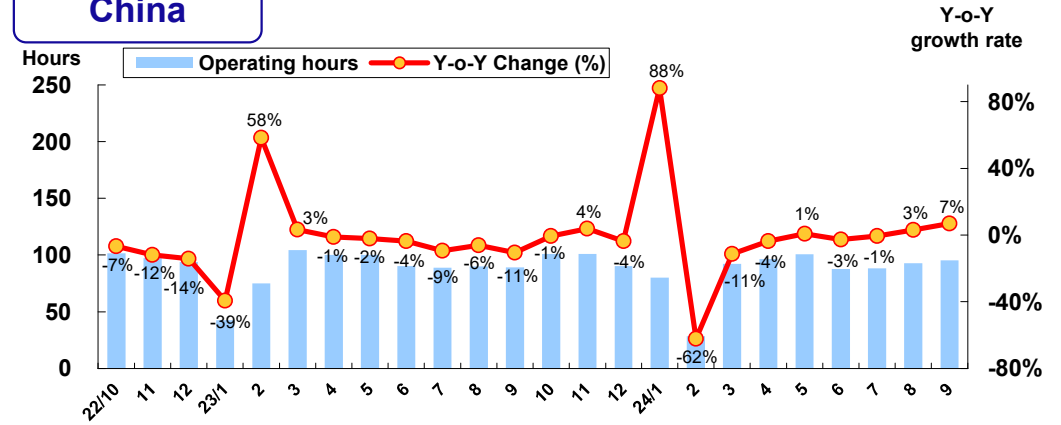
Indonesia



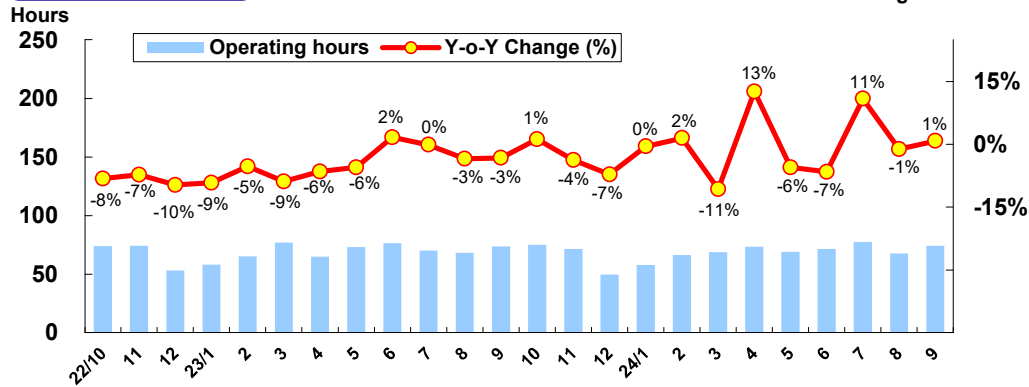
North America



China



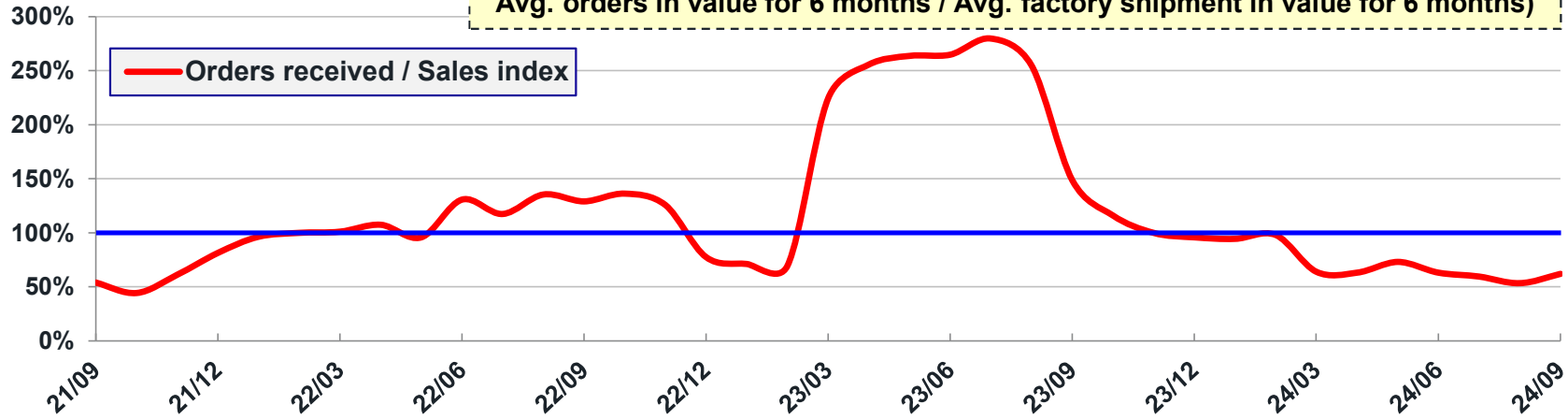
Europe



<Appendix> Book-to-Bill Ratio for Mining Equipment (6 Months)

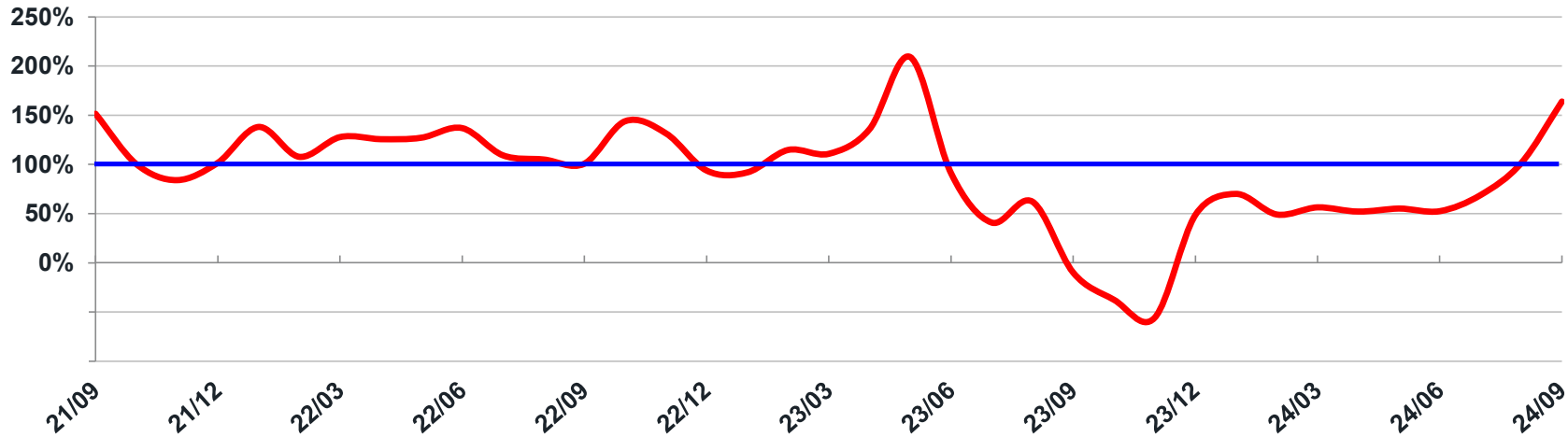
Komatsu America (Mining eqpt.)

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



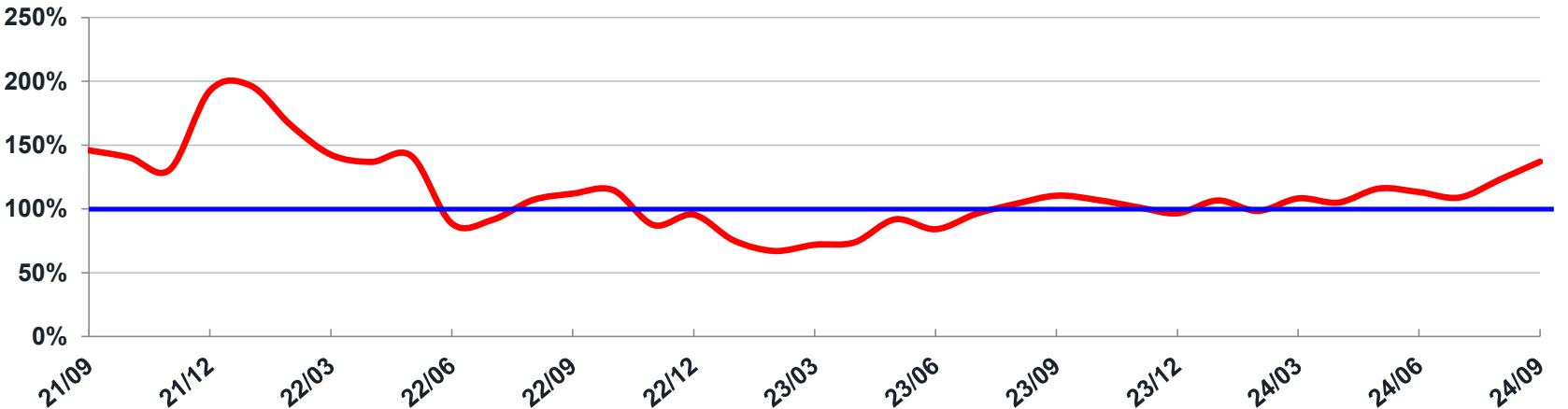
Komatsu Germany (Mining eqpt.)

PC3000, PC4000
PC5500, PC7000
PC8000, PC9000



Komatsu Ltd. (Mining eqpt.)

HD785, HD1500
PC2000, PC3400
WA800 and larger
D375A and larger
GD825A and larger



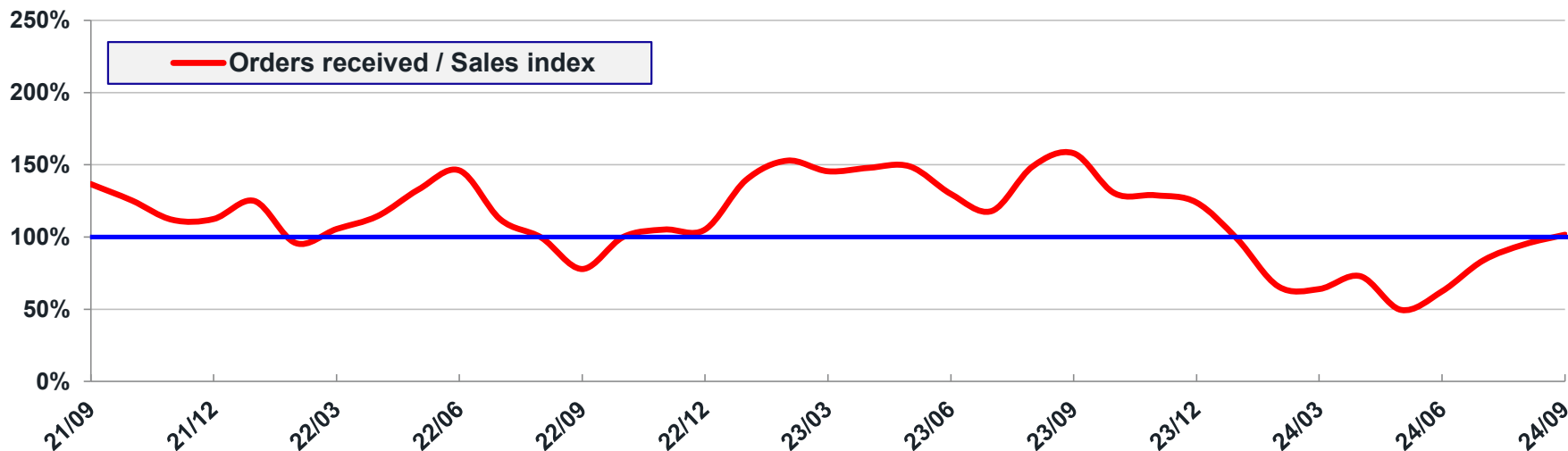
<Appendix> Book-to-Bill Ratio for KMC Mining Equipment (6 Months)

KMC
(Mining eqpt.)

Avg. orders in value for 6 months / Avg. factory shipment in value for 6 months

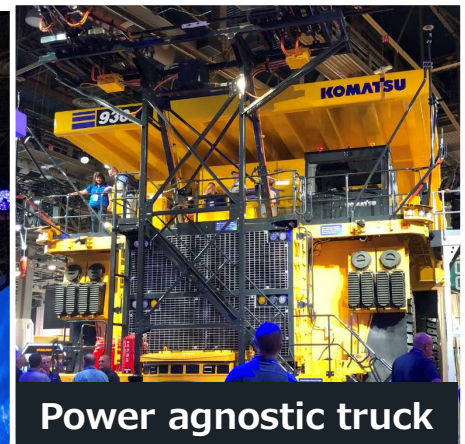
< Surface >
Rope Shovel
Blasthole Drill
Dragline, etc.

< Underground >
Continuous Miner
Sheerer
Load Haul Dump
Jumbo Drill, etc.



Exhibited at MINExpo INTERNATIONAL 2024, the world's largest expo for mining equipment

- Komatsu participated in MINExpo INTERNATIONAL 2024, the world's largest expo for mining equipment, held in Las Vegas, Nevada, USA, from September 24 to 26, 2024.
- Under the theme “A Sustainable Future Together”, Komatsu showcased a variety of its latest products and solutions for automation, remote control and electrification of mining equipment to improve safety and productivity at mine sites. They help customers achieve their greenhouse gas (GHG) reduction and zero emissions.



Komatsu issued “Komatsu Report 2024”

Our purpose

Creating value through manufacturing and technology innovation to empower a sustainable future where people, businesses, and our planet thrive together

We have a 100-year history of taking on new challenges. Commitment to *quality and reliability* and *manufacturing and technology innovation* are the core values of Komatsu which we have refined since our founding. By refining this core value constantly over the next 100 years, we continue to create new value, which is the mission of Komatsu Group.



Creating value together

Investor relations

<https://www.komatsu.jp/en/ir>

Mid-term Management Plan

https://www.komatsu.jp/en/newsroom/2022/20220428_4

Komatsu Report (Integrated Report)

<https://www.komatsu.jp/en/ir/library/annual>

IR-Day

<https://www.komatsu.jp/en/ir/library/results/2023>

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.