



Business Results for Three and Nine Months ended December 31, 2024

January 31, 2025

Komatsu Ltd. Participants

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I . Business Results for Three and Nine Months ended December 31, 2024

Highlights for the Third 3-Month Period (Oct. - Dec., '24) of FY2024

- Net sales increased by 1.8% from the corresponding period a year ago, to JPY989.2 billion.
- Operating income increased by 4.0% to JPY162.6 billion. Operating income ratio was 16.4%, up 0.3 points.
- Net income attributable to Komatsu Ltd. increased by 9.7% to JPY108.3 billion.

Billions of yen	Oct. - Dec., 2023 (A) ¥149.7=USD1 ¥159.9=EUR1 ¥96.7=AUD1	Oct. - Dec., 2024 (B) ¥148.8=USD1 ¥161.4=EUR1 ¥99.0=AUD1	Changes (B-A)	
			Increase (Decrease)	Change %
Net sales	972.0	989.2	+17.2	+1.8%
Segment profit	153.3	163.7	+10.5	+6.8%
Other operating income (Expenses)	3.2	(1.1)	(4.3)	-
Operating income	156.4	162.6	+6.2	+4.0%
Income ratio	16.1%	16.4%	+0.3 pts.	-
Other income (Expenses)	(14.2)	(13.1)	+1.1	-
Income before income taxes	142.3	149.5	+7.3	+5.1%
Net income attributable to Komatsu Ltd.	98.7	108.3	+9.6	+9.7%

Segment Sales and Profits for the Third 3-Month Period (Oct. - Dec., '24) of FY2024

- Construction, Mining & Utility Equipment: Sales remained about flat from the corresponding period a year ago, to JPY918.2 billion. Segment profit decreased by 1.4% to JPY147.0 billion. Segment profit ratio was 16.0%, down 0.2 points.
- Retail Finance: Sales increased by 11.1% from the corresponding period a year ago, to JPY30.2 billion. Segment profit advanced by 22.3% to JPY7.0 billion.
- Industrial Machinery & Others: Sales increased by 7.5% from the corresponding period a year ago, to JPY49.9 billion. Segment profit increased about 5.7 times to JPY7.3 billion.

Billions of yen	Oct. - Dec., 2023 (A)	Oct. - Dec., 2024 (B)	Changes (B-A)	
			Increase (Decrease)	Change %
Net sales	972.0	989.2	+17.2	+1.8%
Construction, mining & utility equipment	918.2 [904.7]	918.2 [916.1]	(0.0) [+11.3]	(0.0)% [+1.3%]
Retail finance	27.2 [21.3]	30.2 [23.8]	+3.0 [+2.4]	+11.1% [+11.4%]
Industrial machinery & others	46.5 [45.9]	49.9 [49.3]	+3.5 [+3.4]	+7.5% [+7.4%]
Elimination	(19.9)	(9.1)	+10.7	-
Segment profit	15.8% 153.3	16.6% 163.7	+0.8 pts. +10.5	+6.8%
Construction, mining & utility equipment	16.2% 149.1	16.0% 147.0	(0.2) pts. (2.1)	(1.4)%
Retail finance	21.0% 5.7	23.1% 7.0	+2.1 pts. +1.3	+22.3%
Industrial machinery & others	2.7% 1.3	14.5% 7.3	+11.8 pts. +6.0	+471.9%
Corporate & elimination	(2.8)	2.5	+5.3	-

Review of three business segments:

15.8% : Profit ratio [] : Sales after elimination of inter-segment transactions

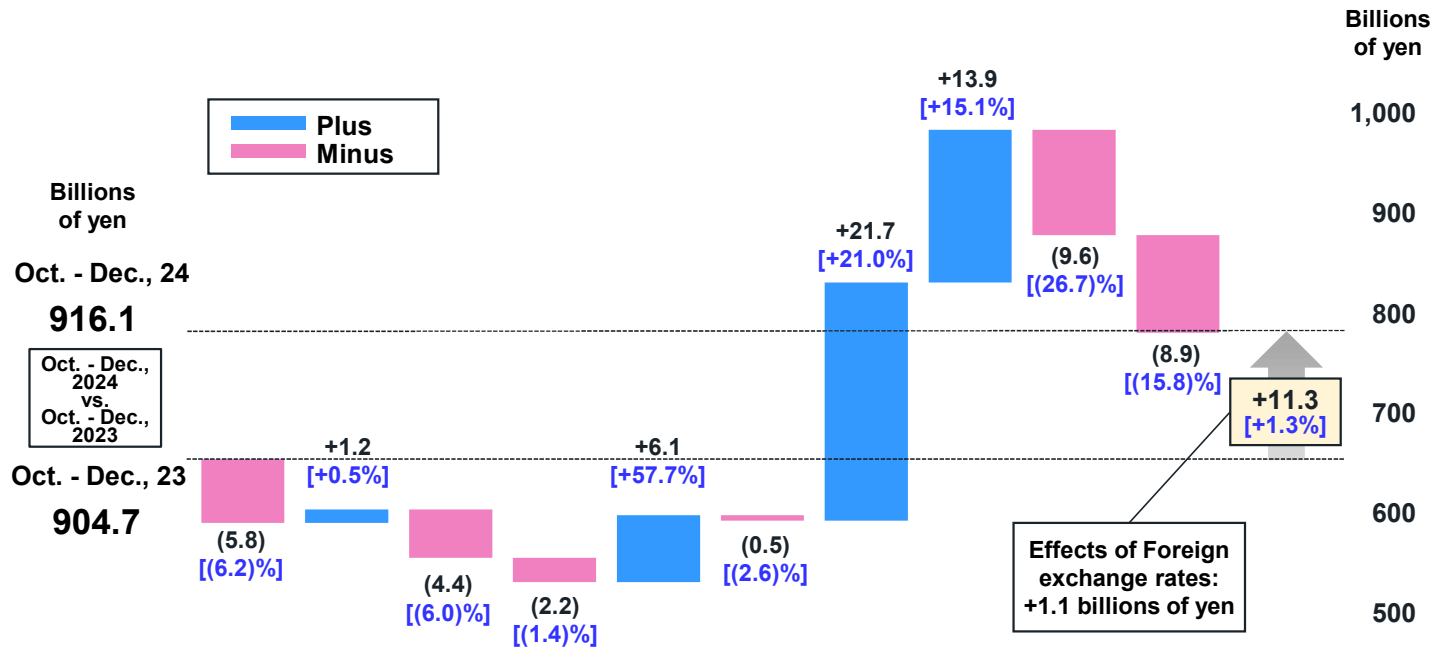
■ **Construction, Mining & Utility Equipment:** Sales remained about flat from the corresponding period a year ago, due to the positive effects of the Japanese yen's depreciation and improved selling prices, absorbing the negative effects of decreased volume of sales. Segment profit decreased, as affected by the negative effects of decreased volume of sales and increased production costs and fixed costs outweighed 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 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 Third 3-Month Period (Oct. - Dec., '24) of FY2024

- Sales to outside customers increased by 1.3% from the corresponding period a year ago, to JPY916.1 billion.
- In Oceania, sales of mining equipment increased. Sales increased in Asia due to a demand recovery in Indonesia, but decreased in Middle East, Africa, Japan, etc.

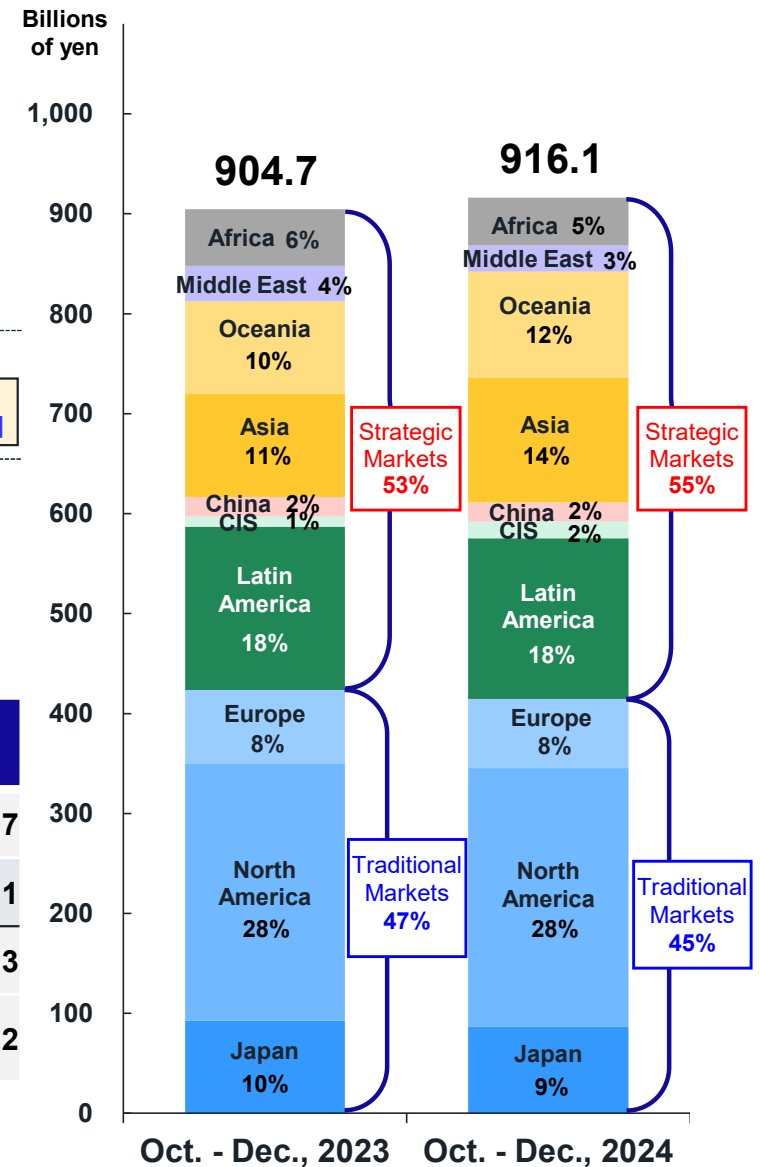


Billions of yen	Japan	North America	Europe	Latin America	CIS	China	Asia	Oceania	Middle East	Africa	Total
Oct. - Dec., 2023 (a)	92.8	257.3	73.5	163.2	10.5	19.6	103.2	92.3	35.8	56.7	904.7
Oct. - Dec., 2024 (b)	87.0	258.5	69.1	160.9	16.6	19.1	124.8	106.2	26.2	47.7	916.1
Changes (b-a)	(5.8)	+1.2	(4.4)	(2.2)	+6.1	(0.5)	+21.7	+13.9	(9.6)	(8.9)	+11.3
Changes (b-a) ※	(5.8)	+2.7	(4.9)	(1.4)	+6.3	(0.7)	+21.9	+11.8	(9.4)	(10.3)	+10.2

Traditional Markets

Strategic Markets

※ Excl. foreign exchange effects



Highlights for Nine Months (Apr. - Dec., '24) of FY2024

- Net sales increased by 5.8% from the corresponding period a year ago, to JPY2,957.3 billion.
- Operating income increased by 2.8% to JPY466.1 billion. Operating income ratio was 15.8%, down 0.4 points.
- Net income attributable to Komatsu Ltd. increased by 1.9% to JPY310.1 billion.

Billions of yen	Apr. - Dec., 2023 (A) ¥143.4=USD1 ¥155.0=EUR1 ¥94.0=AUD1	Apr. - Dec., 2024 (B) ¥152.2=USD1 ¥164.8=EUR1 ¥100.8=AUD1	Changes (B-A)	
			Increase (Decrease)	Change %
Net sales	2,795.0	2,957.3	+162.3	+5.8%
Segment profit	451.2	467.6	+16.4	+3.6%
Other operating income (Expenses)	2.2	(1.6)	(3.8)	-
Operating income	453.4	466.1	+12.6	+2.8%
Income ratio	16.2%	15.8%	(0.4) pts.	-
Other income (Expenses)	(23.2)	(37.9)	(14.7)	-
Income before income taxes	430.3	428.2	(2.1)	(0.5)%
Net income attributable to Komatsu Ltd.	304.3	310.1	+5.8	+1.9%

Segment Sales and Profits for Nine Months (Apr. - Dec., '24) of FY 2024

- Construction, Mining & Utility Equipment: Sales increased by 4.7% from the corresponding period a year ago, to JPY2,748.4 billion. Segment profit decreased by 1.1% to JPY425.0 billion. Segment profit ratio was 15.5%, down 0.9 points.
- Retail Finance: Sales increased by 23.2% from the corresponding period a year ago, to JPY92.0 billion. Segment profit increased by 16.6% to JPY21.8 billion.
- Industrial Machinery & Others: Sales increased by 11.6% from the corresponding period a year ago, to JPY146.7 billion. Segment profit increased about 2.6 times to JPY15.1 billion.

Billions of yen	Apr. - Dec., 2023 (A)	Apr. - Dec., 2024 (B)	Changes (B-A)	
			Increase (Decrease)	Change %
Net sales	2,795.0	2,957.3	+162.3	+5.8%
Construction, mining & utility equipment	2,625.8 [2,607.5]	2,748.4 [2,740.6]	+122.6 [+133.0]	+4.7% [+5.1%]
Retail finance	74.7 [58.2]	92.0 [71.6]	+17.3 [+13.4]	+23.2% [+23.0%]
Industrial machinery & others	131.5 [129.2]	146.7 [145.1]	+15.2 [+15.9]	+11.6% [+12.3%]
Elimination	(37.0)	(29.8)	+7.2	-
Segment profit	16.1% 451.2	15.8% 467.6	(0.3 pts.) +16.4	+3.6%
Construction, mining & utility equipment	16.4% 429.9	15.5% 425.0	(0.9 pts.) (4.9)	(1.1)%
Retail finance	25.0% 18.7	23.7% 21.8	(1.3 pts.) +3.1	+16.6%
Industrial machinery & others	4.3% 5.7	10.3% 15.1	+6.0 pts. +9.4	+165.4%
Corporate & elimination	(3.0)	5.8	+8.8	-

Review of three business segments:

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

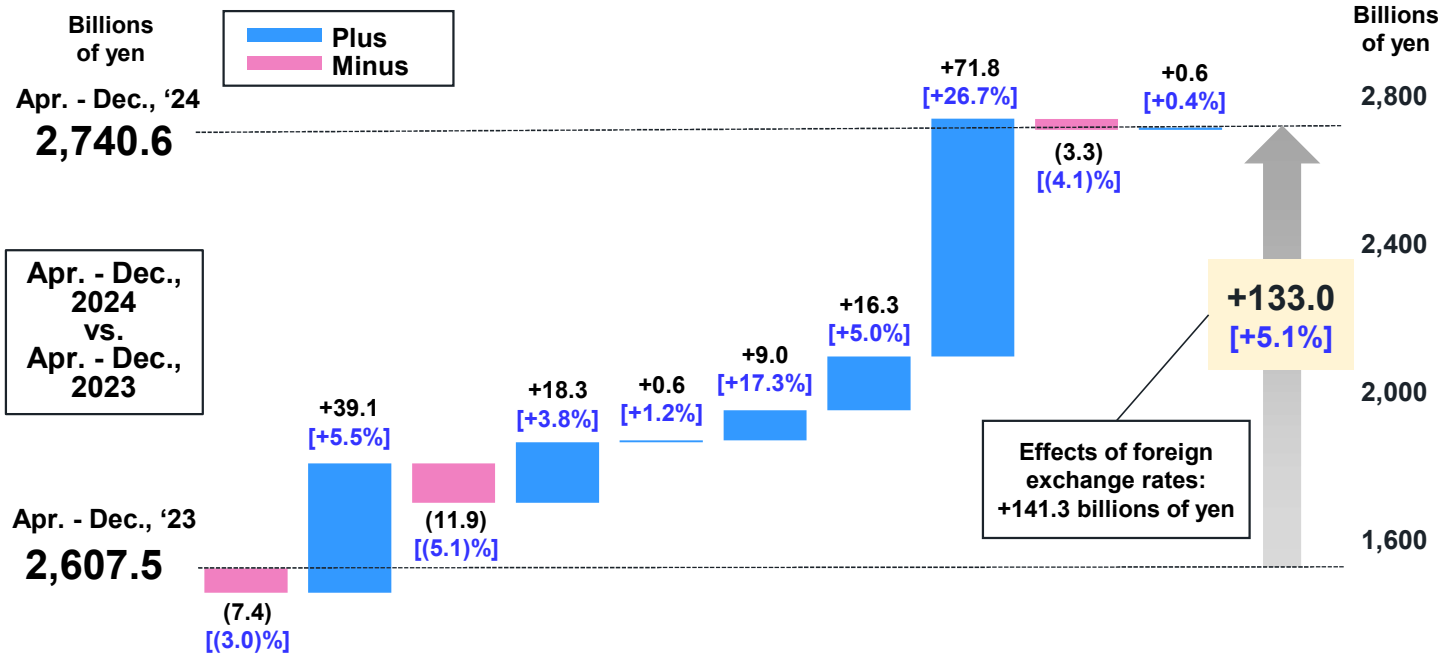
■ **Construction, Mining & Utility Equipment:** Sales increased, due to the positive effects of the Japanese yen's depreciation and improved selling prices outweighed the negative effects of decreased volume of sales. Segment profit decreased as affected by the negative effects of decreased volume of sales, increased production costs and fixed costs and product / regional mix outweighed by 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 Nine Months (Apr. - Dec., '24) of FY2024

- Sales to outside customers increased by 5.1% from the corresponding period a year ago, to JPY2,740.6 billion.
- Sales increased mainly in North America, Latin America and Oceania, but decreased in Europe, Japan, and Middle East.

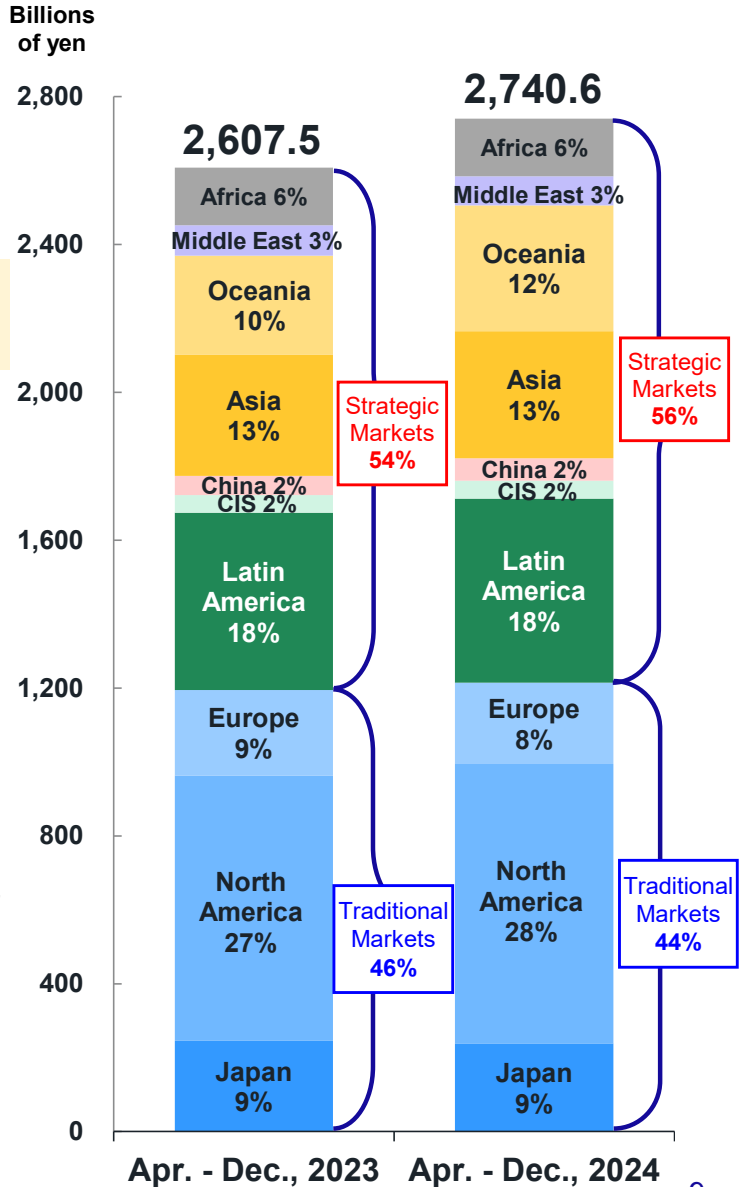


Billions of yen	Japan	North America	Europe	Latin America	CIS	China	Asia	Oceania	Middle East	Africa	Total
Apr. - Dec., 2023 (a)	245.8	716.8	231.8	480.3	47.5	51.8	327.1	268.8	81.8	155.7	2,607.5
Apr. - Dec., 2024 (b)	238.4	755.9	219.9	498.7	48.1	60.8	343.5	340.5	78.5	156.3	2,740.6
Changes (b-a)	(7.4)	+39.1	(11.9)	+18.3	+0.6	+9.0	+16.3	+71.8	(3.3)	+0.6	+133.0
Changes (b-a) ※	(7.4)	(4.1)	(24.7)	(10.3)	(0.1)	+5.6	+1.0	+49.7	(7.1)	(10.8)	(8.3)

Traditional Markets

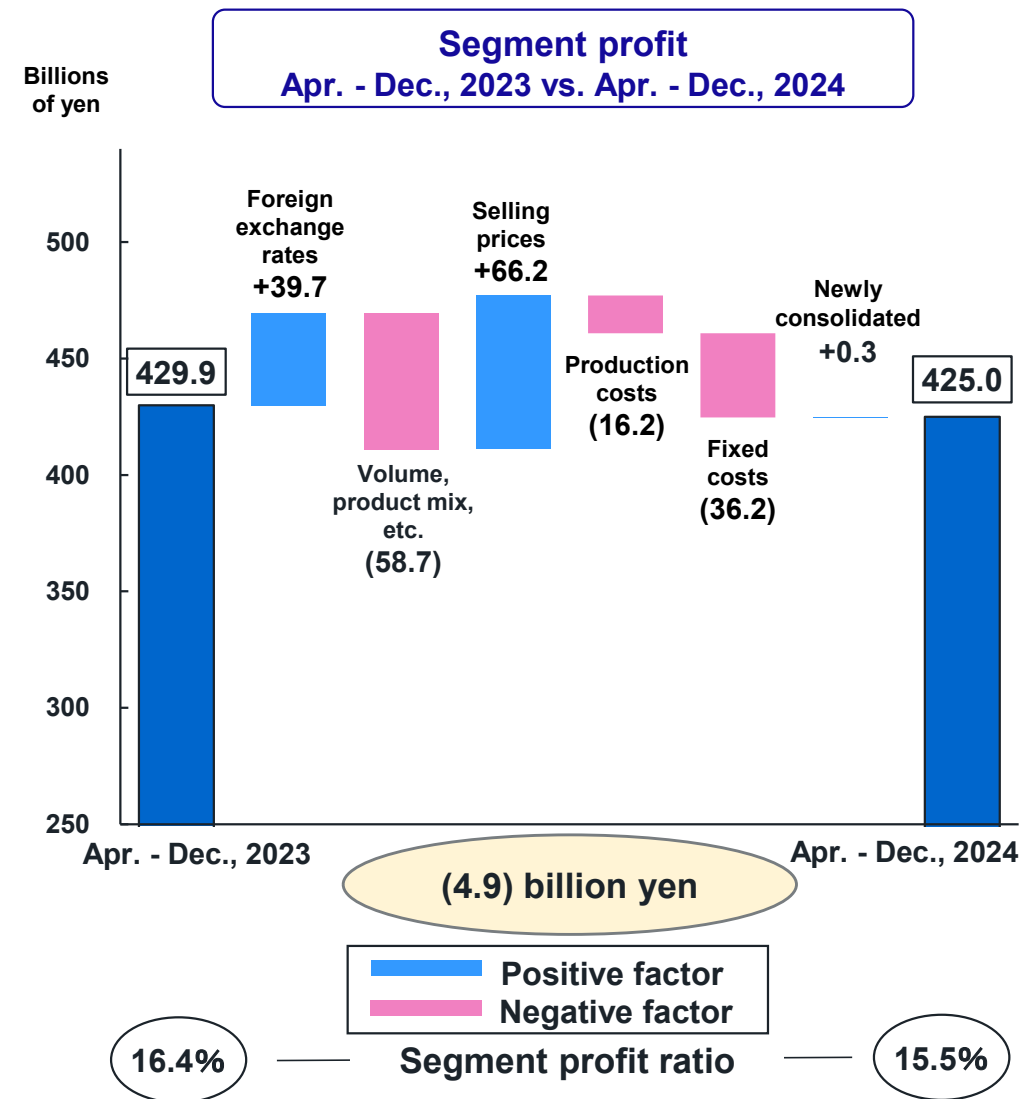
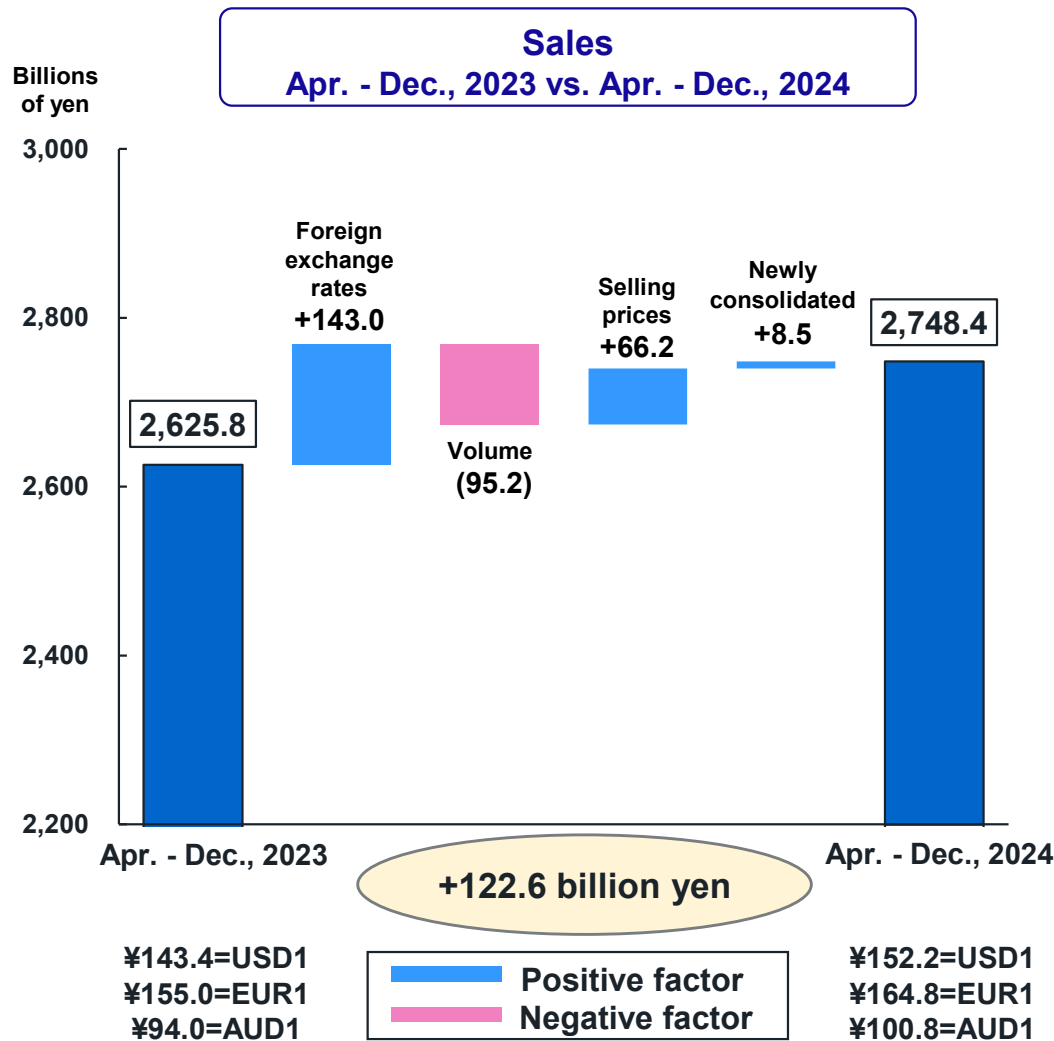
Strategic Markets

※ Excl. foreign exchange effects



Construction, Mining & Utility Equipment : Causes of Difference in Sales and Segment Profit for Nine Months (Apr. - Dec., '24) of FY2024

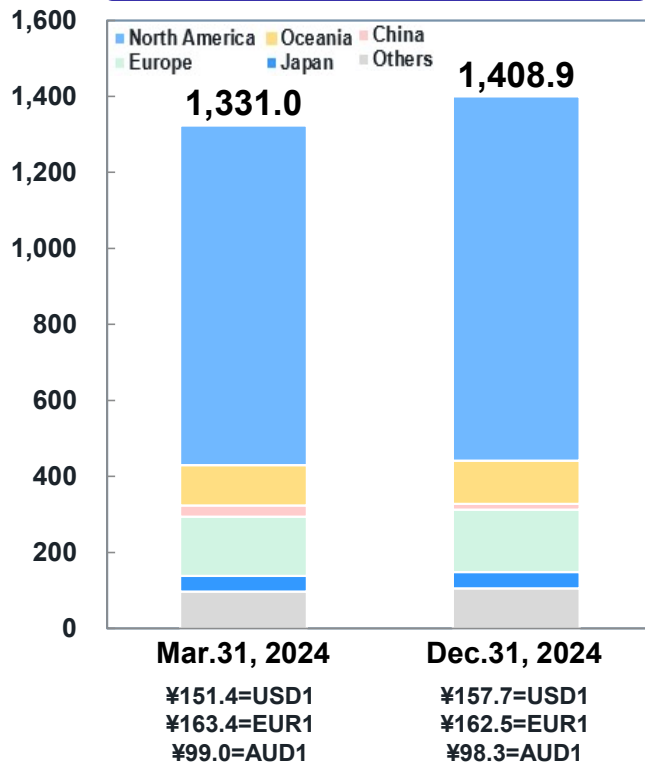
- Sales increased by JPY122.6 billion from the corresponding period a year ago, due to the positive effects of the Japanese yen's depreciation and improved selling prices outweighed the negative effects of decreased volume of sales.
- Segment profit decreased by JPY4.9 billion from the corresponding period a year ago, as affected by the negative effects of decreased volume of sales, increased production costs and fixed costs, and product / regional mix despite the positive effects of the Japanese yen's depreciation and improved selling prices.
- Segment profit ratio was 15.5%, down 0.9 points from the corresponding period a year ago.



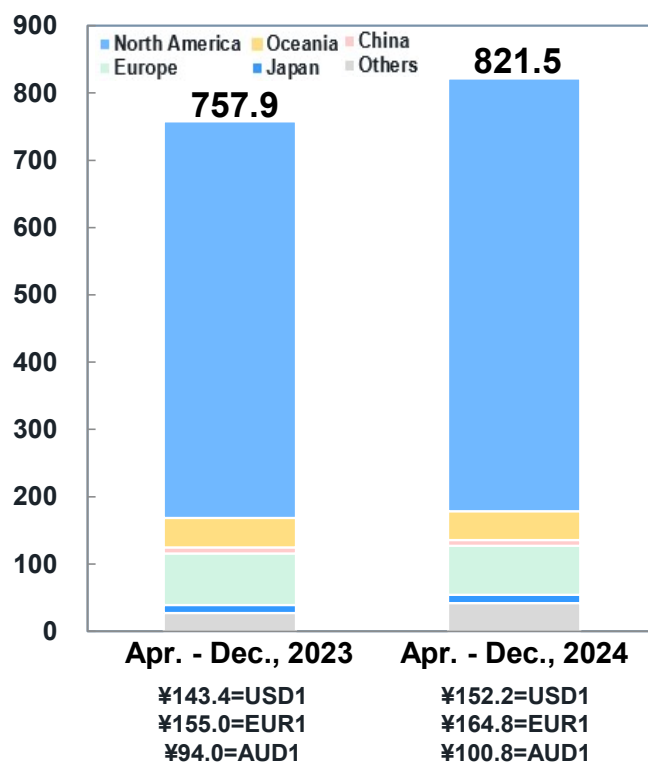
Retail Finance : Assets, New Contracts and Revenues for Nine Months (Apr. - Dec., '24) of FY2024

- Assets increased by JPY77.9 billion from the previous fiscal year-end, as affected by an increase of new contracts and the impact of the Japanese yen's depreciation at the end of this 9-month period compared to the FY2023 year-end.
- New contracts increased by JPY63.6 billion from the corresponding period a year ago, as affected by Japanese yen's depreciation, etc.
- Sales and segment profit increased by JPY17.3 billion and JPY3.1 billion from the corresponding period a year ago, respectively, 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.

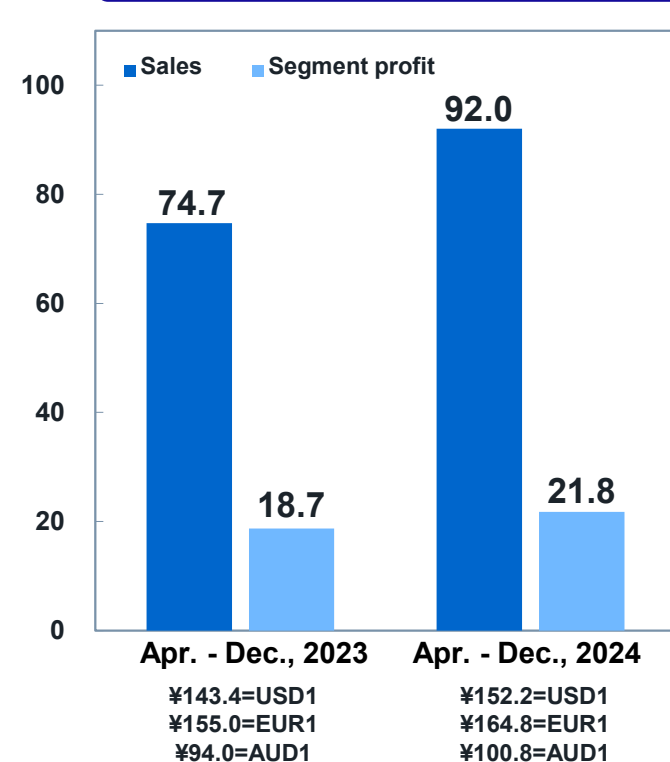
Assets
Billions of yen
Mar.31, 2024 vs. Dec.31, 2024



New Contracts
Billions of yen
Apr. - Dec., 2023 vs. Apr. - Dec., 2024



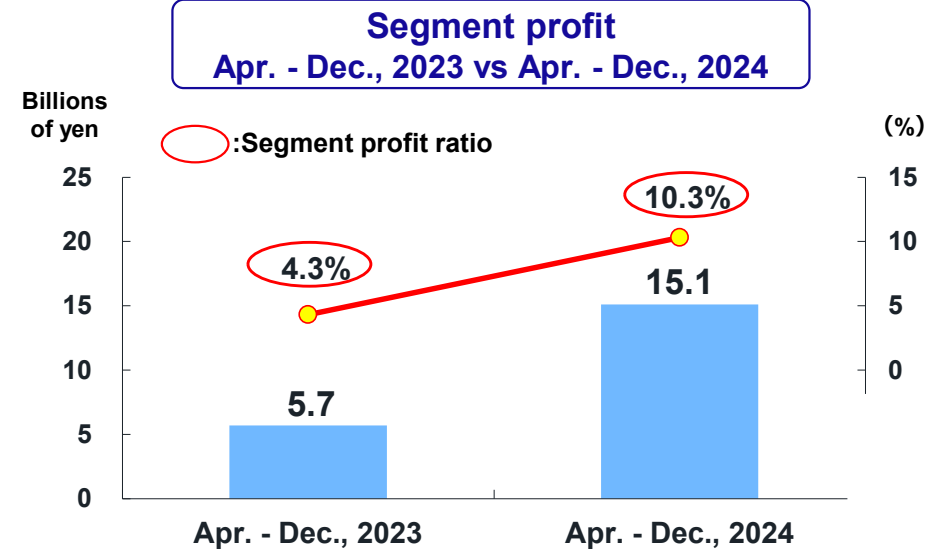
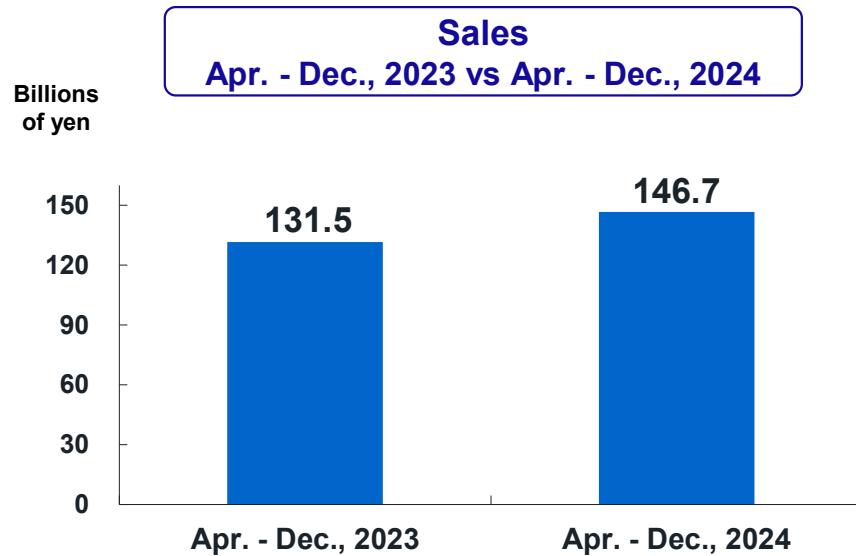
Revenues
Billions of yen
Apr. - Dec., 2023 vs. Apr. - Dec., 2024



Billions of yen	2024/3E	2024/12E	Changes
Interest-bearing debt	1,035.8	1,110.8	+74.9
Interest-bearing debt, net	1,016.0	1,104.5	+88.5
Net D/E ratio	4.24	4.56	+0.32 pts.

Industrial Machinery & Others : Sales and Segment Profit for Nine Months (Apr. - Dec., '24) of FY2024

- Sales increased by 11.6% from the corresponding period a year ago, to JPY146.7 billion. Segment profit increased about 2.6 times to JPY15.1 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 10.3%.



Breakdown of sales

Billions of yen	Apr. - Dec., 2023	Apr. - Dec., 2024	Changes	
			Increase (Decrease)	Change %
Komatsu Industries Corp.	34.1	38.7	+4.6	+13.6%
Komatsu NTC Ltd.	28.5	31.9	+3.5	+12.2%
Gigaphoton Inc.	38.7	43.1	+4.4	+11.4%
Others	30.3	33.0	+2.7	+8.8%
Total	131.5	146.7	+15.2	+11.6%

Consolidated Balance Sheet

- Total assets increased by JPY282.6 billion from the previous fiscal year-end, to JPY5,919.2 billion, due to an increase of working capital and the impact of the Japanese yen's depreciation at the end of this 9-month period compared to the FY2023 year-end, etc.
- Inventories increased, mainly due to the Japanese yen's depreciation and an increase of inventory for mining equipment and parts.
- Komatsu Ltd. shareholders' equity ratio was 52.8%, down 1.0 points.

Billions of yen ○ : Net D/E ratio	Mar. 31, 2024 ¥151.4=USD1 ¥163.4=EUR1 ¥99.0=AUD1	Dec. 31, 2024 ¥157.7=USD1 ¥162.5=EUR1 ¥98.3=AUD1	Increase (Decrease)
Cash & deposits (incl. time deposits) [a]	403.2	406.7	+3.5
Accounts receivable (incl. long-term trade receivables)	1,951.8	2,018.8	+67.0
Inventories	1,438.7	1,565.6	+126.9
Tangible fixed assets	908.1	925.5	+17.4
Other assets	934.9	1,002.7	+67.8
Total assets	5,636.7	5,919.2	+282.6
Accounts payable	320.3	315.9	(4.4)
Interest-bearing debt [b]	1,199.4	1,363.4	+164.0
Other liabilities	918.5	944.7	+26.1
Total liabilities	2,438.2	2,624.0	+185.8
[Shareholders' equity ratio]	[53.8%]	[52.8%]	[(1.0) pts.]
Komatsu Ltd. shareholders' equity	3,033.6	3,127.4	+93.8
Non-controlling interests	164.9	167.8	+2.9
Liabilities & Equity	5,636.7	5,919.2	+282.6
Interest-bearing debt, net [b-a]	0.26 796.2	0.31 956.8	+160.6
Net D/E ratio (excl. the retail finance)	(0.08)	(0.05)	

II . Projection for FY2024 Business Results

Outline of Projection for FY2024

- We have not changed our projection of full-year results for FY2024, which we announced in October 2024.

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

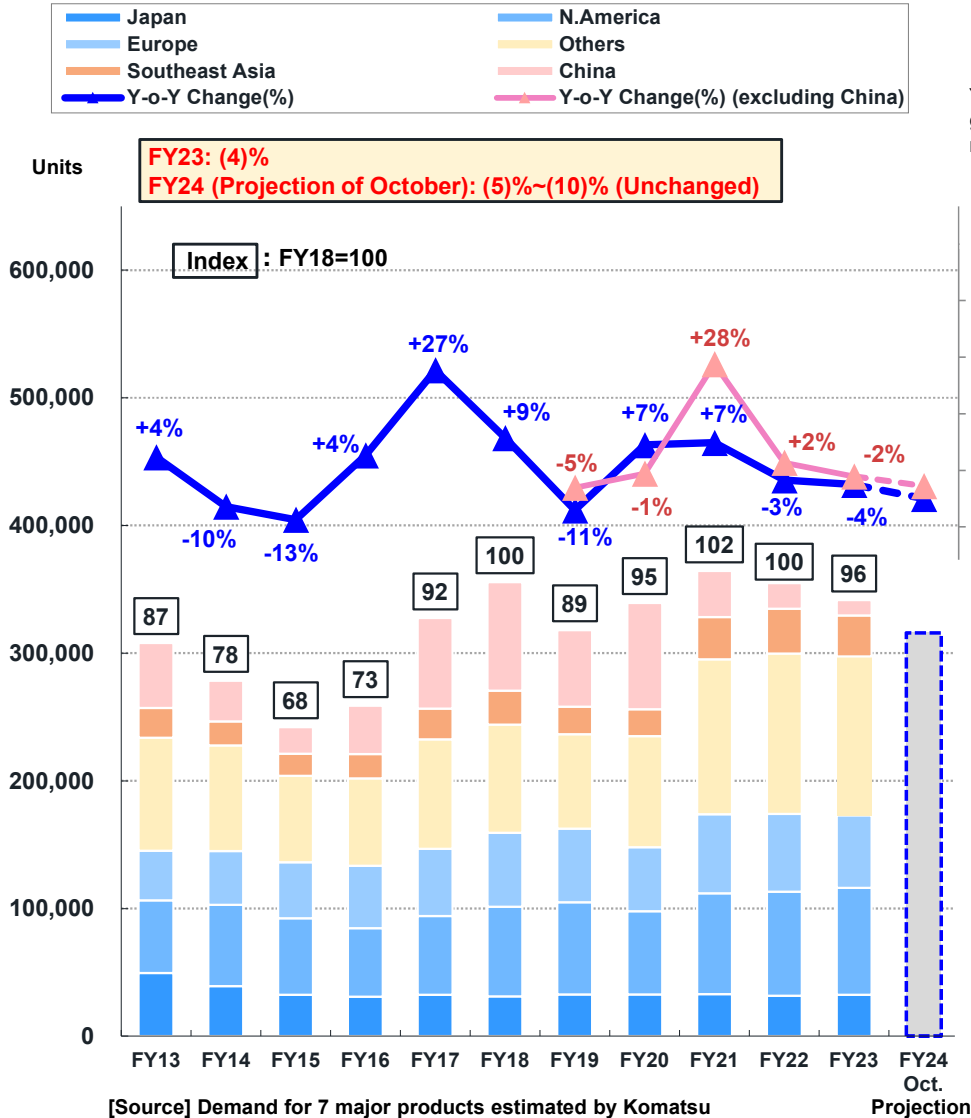
Billions of yen	FY2023 Results (A) ¥144.3=USD1 ¥156.0=EUR1 ¥94.7=AUD1	FY2024 Projection (B) (October) ¥147.0=USD1 ¥157.8=EUR1 ¥95.8=AUD1	Changes (B-A)	
			Increase (Decrease)	Change %
Net sales	3,865.1	3,988.0	+122.9	+3.2%
Segment profit	605.7	595.0	(10.7)	(1.8)%
Other operating income (Expenses)	1.5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

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

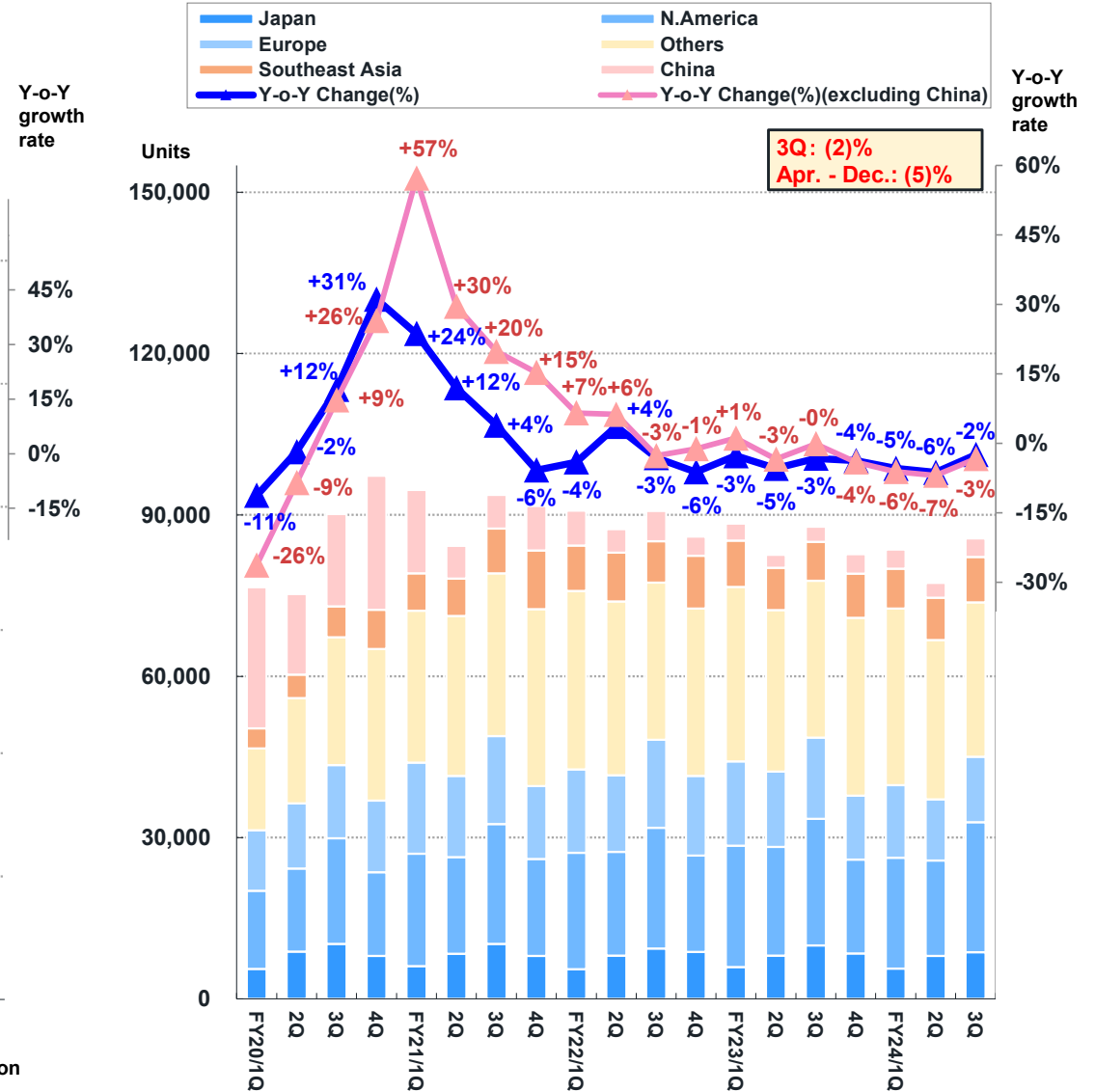
Construction, Mining & Utility Equipment: Actual and Projected Demand for 7 Major Products

- In 3Q FY2024, global demand decreased by 2% from the corresponding period a year ago.
- In FY2024, full-year demand will decrease by between 5% and 10% (Unchanged from the projection of October 2024).

Annual demand for 7 major products



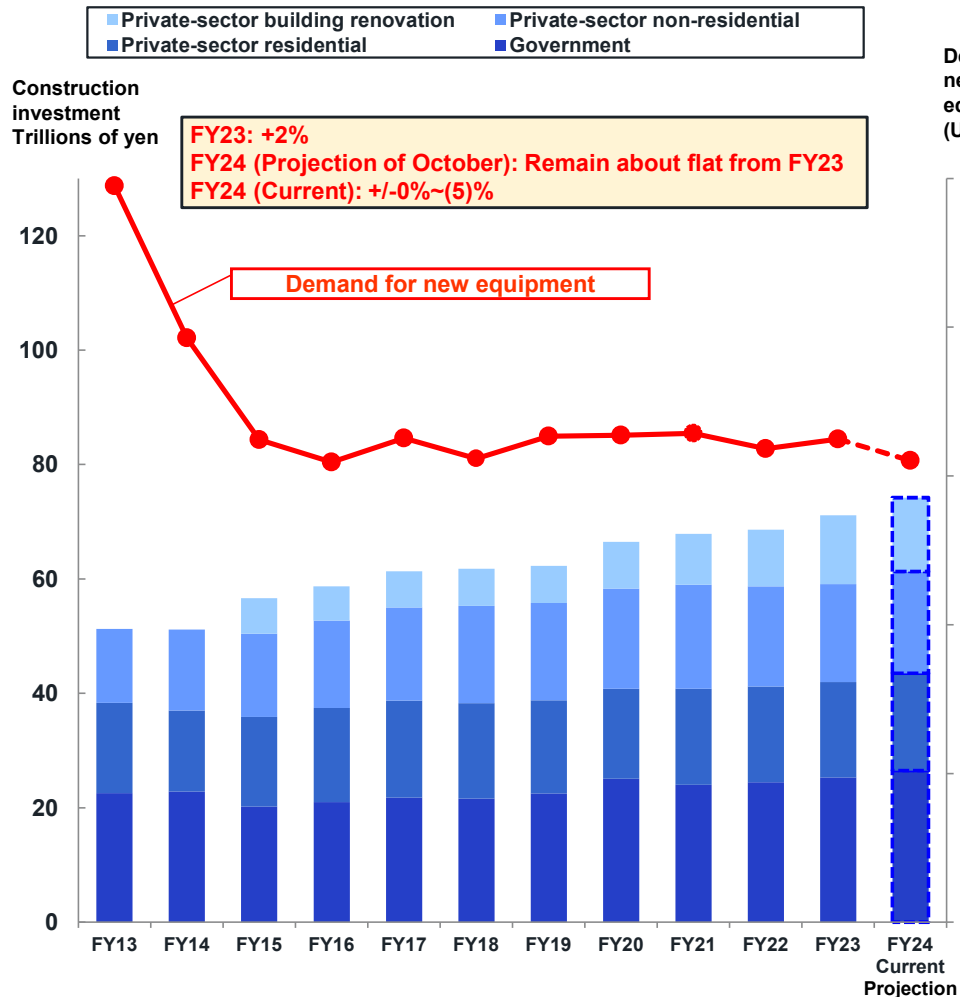
Quarterly demand for 7 major products



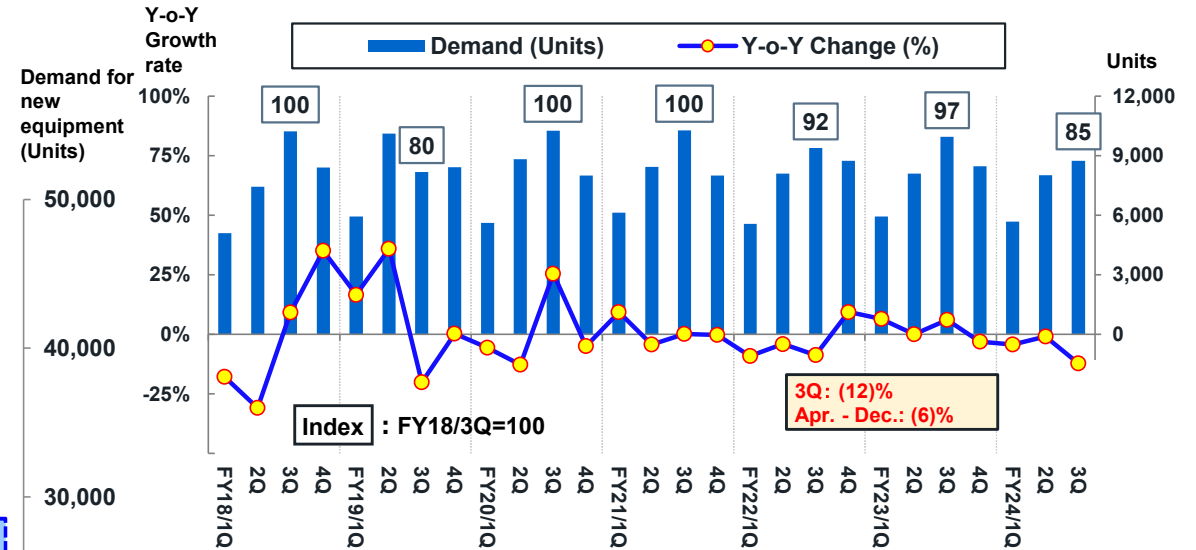
Construction, Mining & Utility Equipment : Demand in Major Markets (1) Japan

- In 3Q FY2024, demand decreased by 12% from the corresponding period a year ago, mainly due to a decline in demand for rental.
- In FY2024, full-year demand will decrease by between 0% and 5% from FY2023 (Changed from the projection of October 2024).

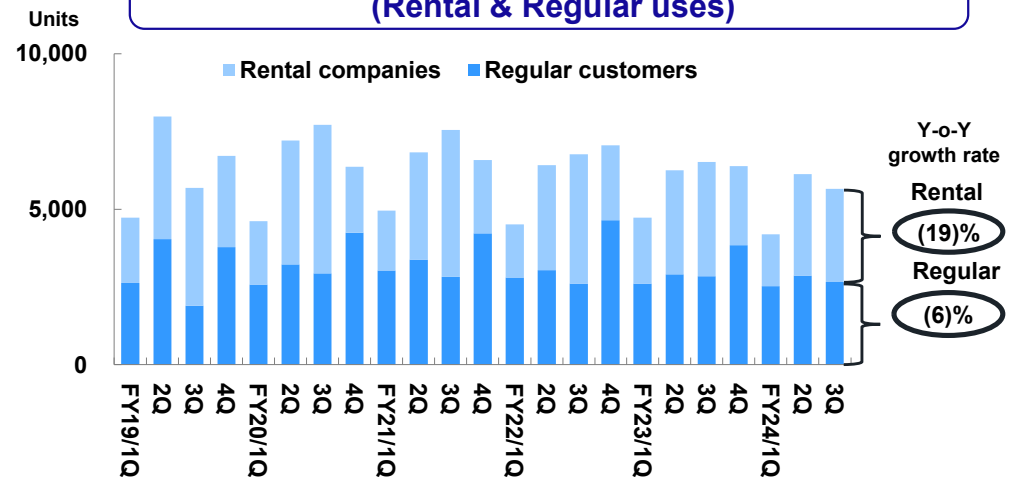
Demand for new equipment (7 major products) and Construction investment



Quarterly demand for 7 major products



Quarterly demand for hydraulic excavators (Rental & Regular uses)

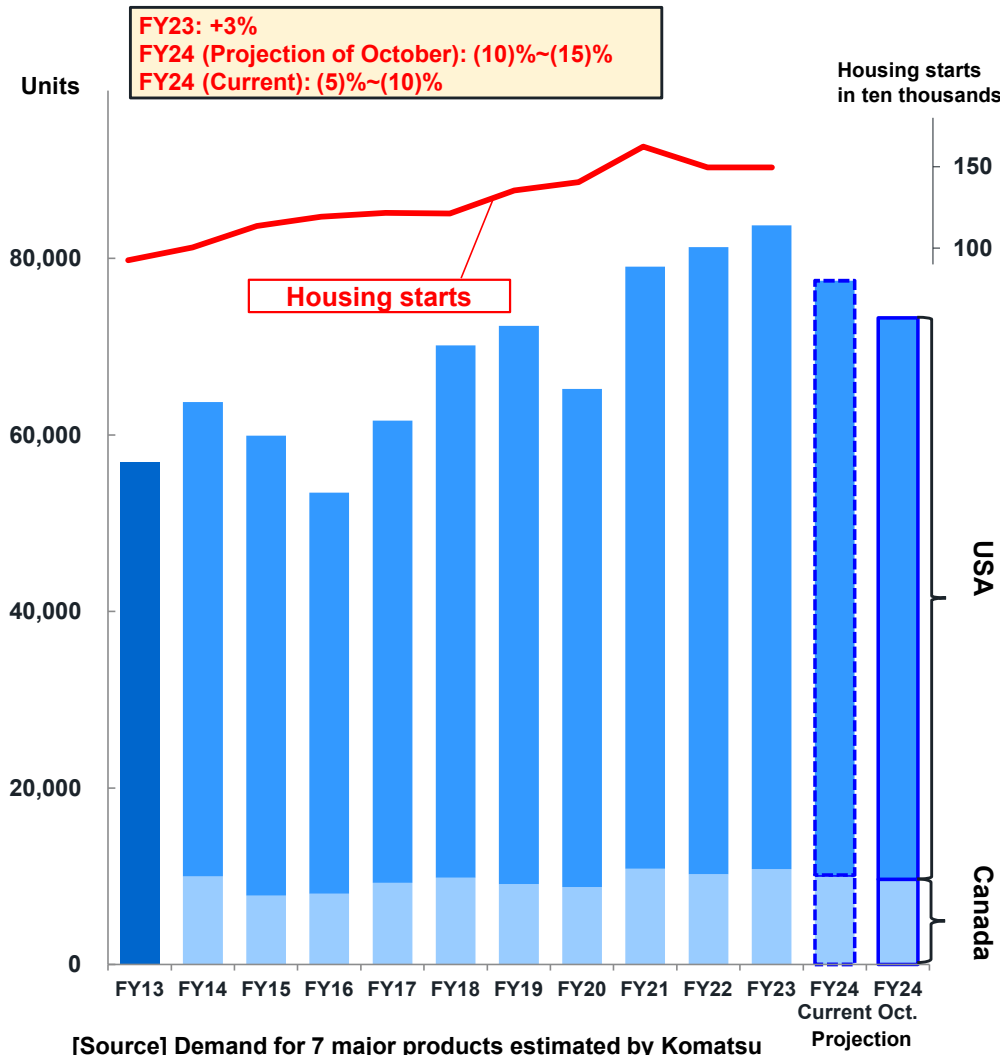


[Sources] Construction investment by the Ministry of Land, Infrastructure, Transport & Tourism, and Research Institute of Construction and Economy
 Demand for 7 major products estimated by Komatsu

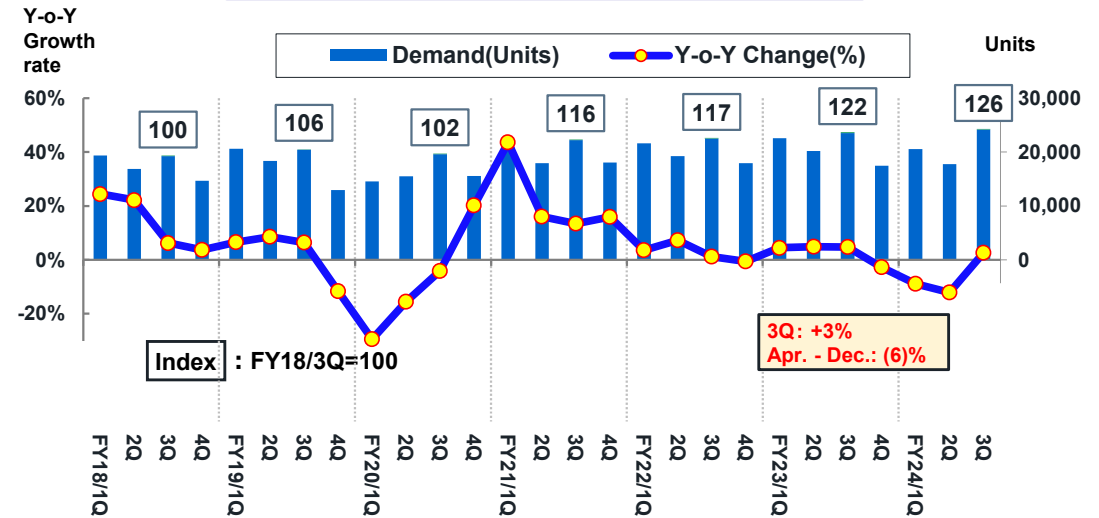
Construction, Mining & Utility Equipment: Demand in Major Markets (2) North America

- In 3Q FY2024, demand increased by 3% 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 by between 5% and 10% from FY2023 (Changed from the projection of October 2024).

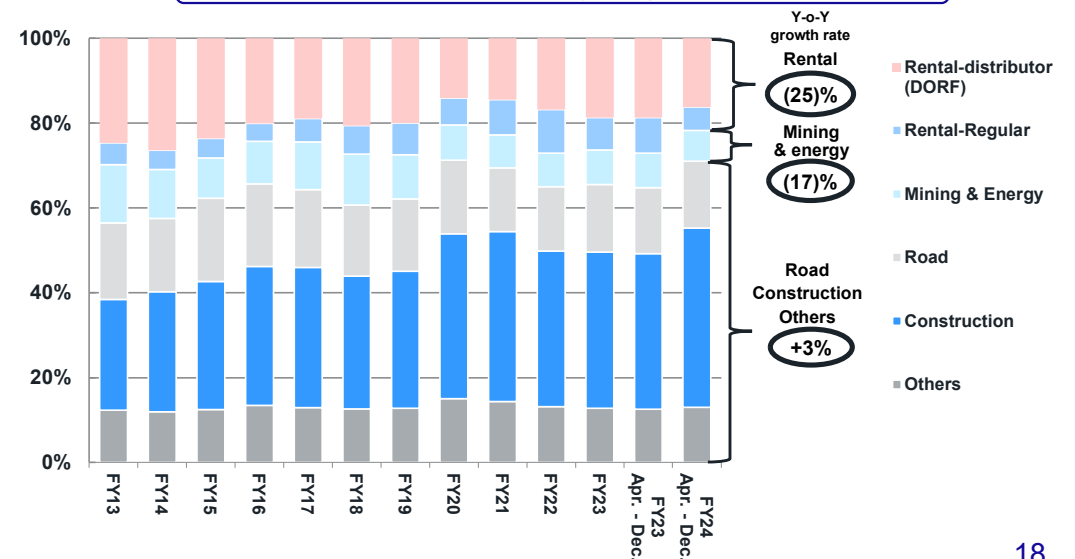
Demand for 7 major products and US housing starts



Quarterly demand for 7 major products



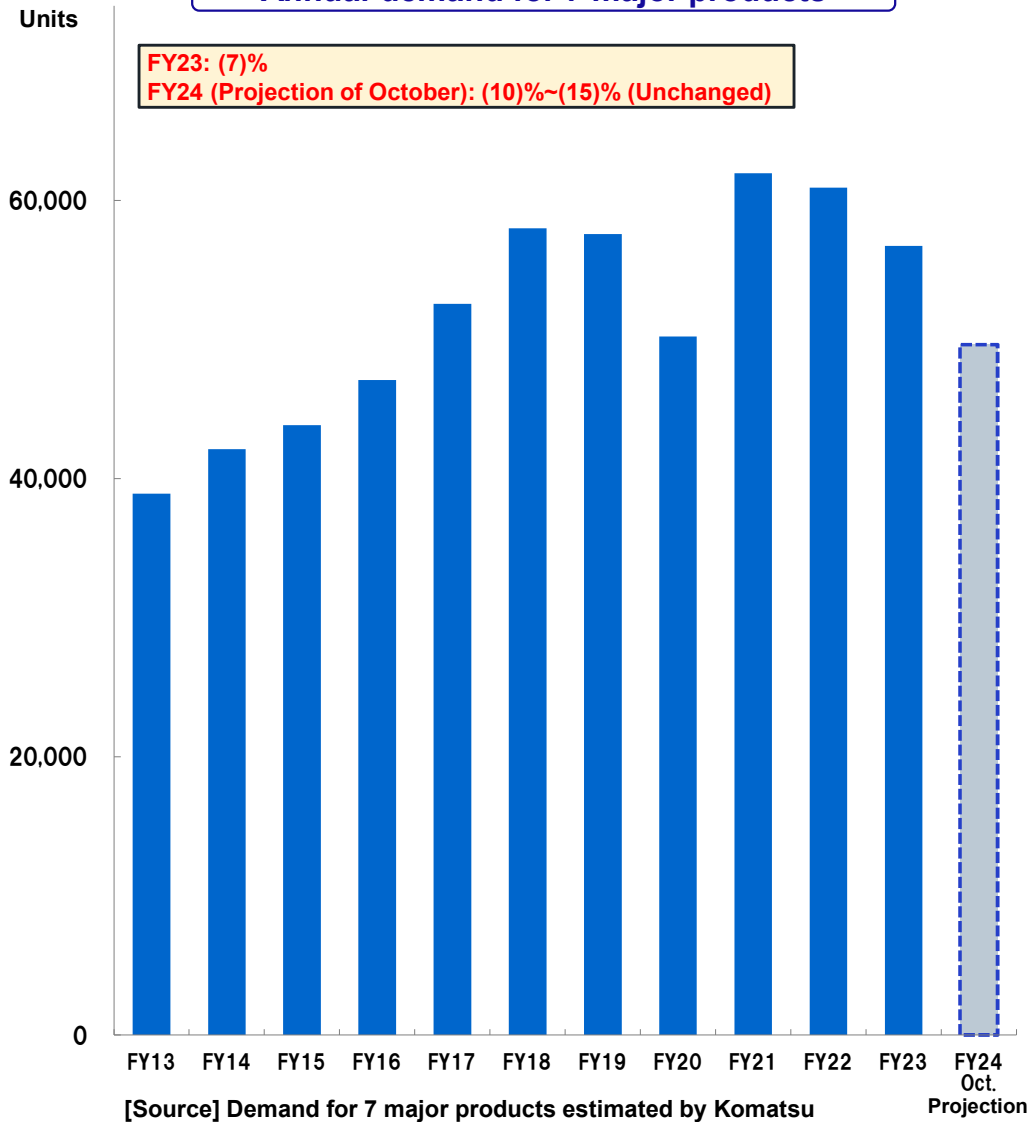
Breakdown of demand by segment (Unit basis)



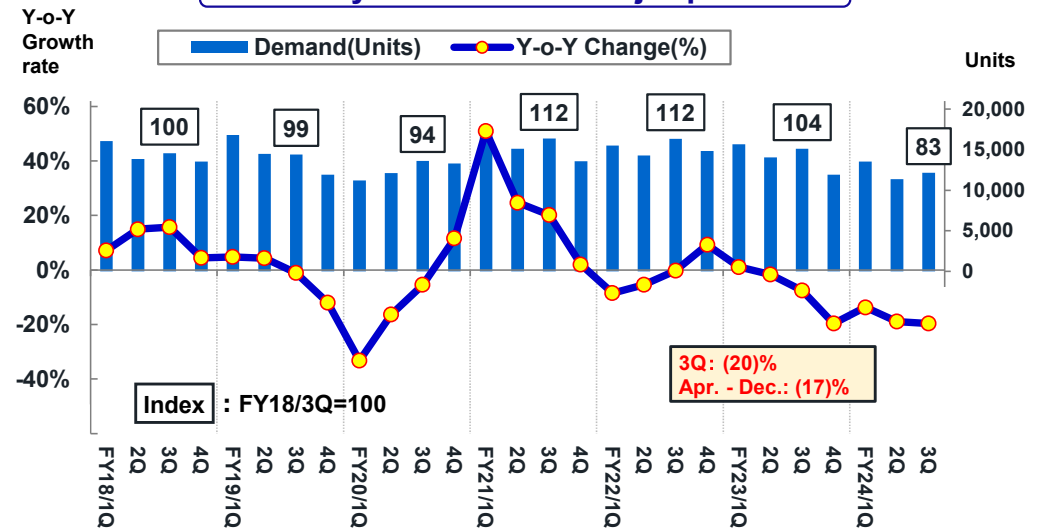
Construction, Mining & Utility Equipment : Demand in Major Markets (3) Europe

- In 3Q FY2024, demand decreased by 20% from the corresponding period a year ago. Demand for construction equipment decreased, centering on Germany, the United Kingdom and France, major European markets.
- In FY2024, full-year demand will decrease by between 10% and 15% from FY2023 (Unchanged from the projection of October 2024).

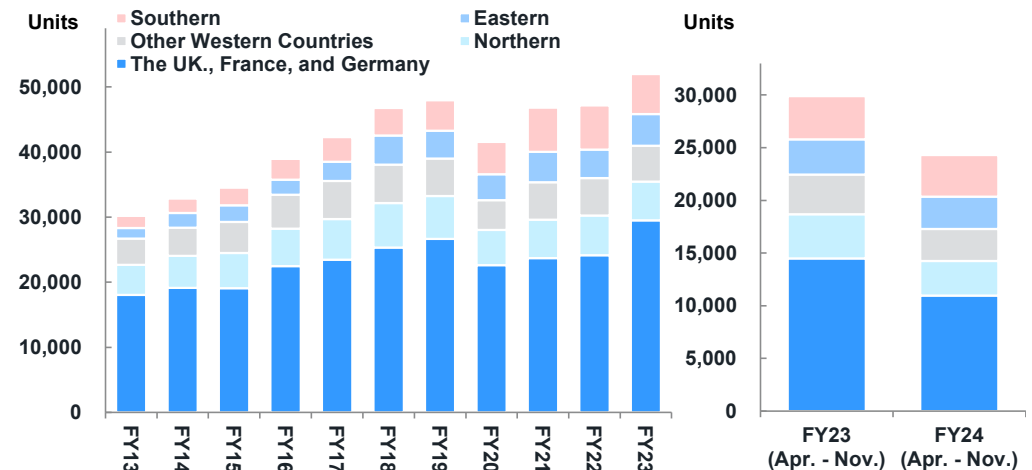
Annual demand for 7 major products



Quarterly demand for 7 major products



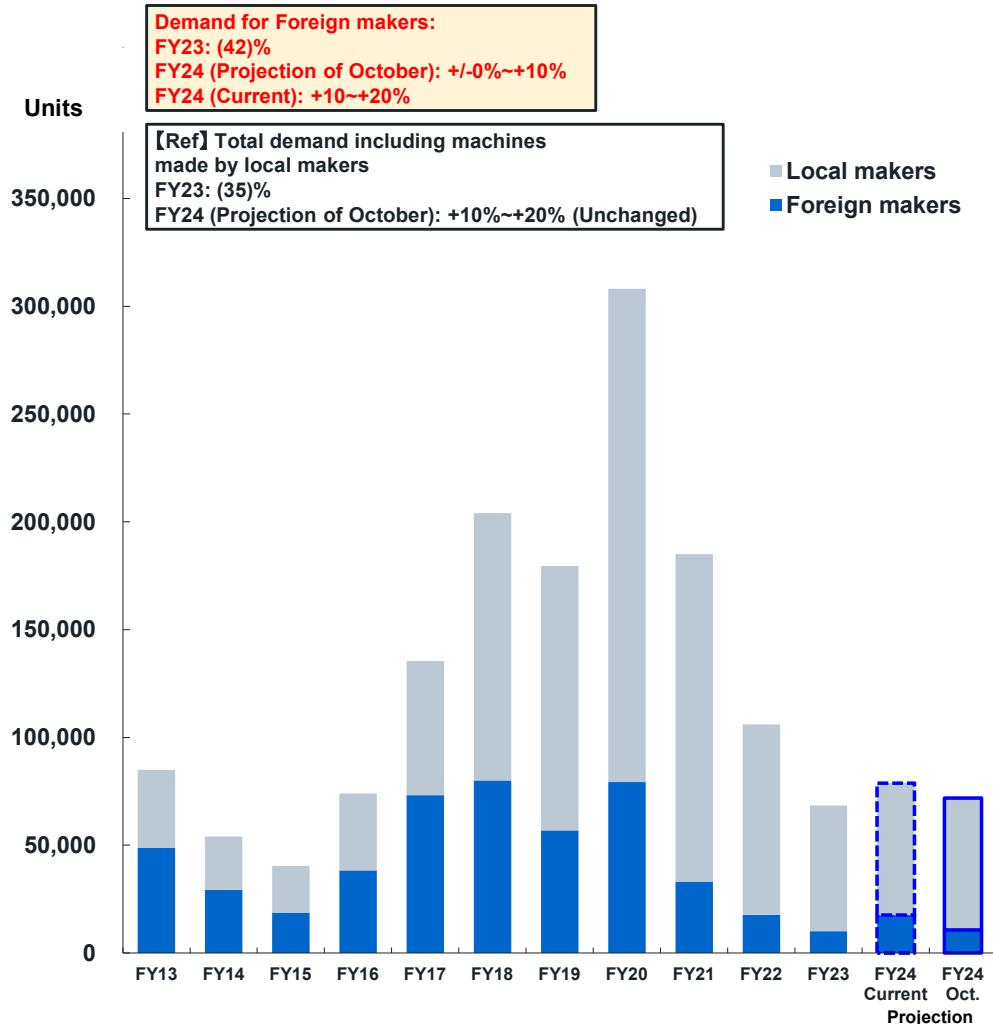
Region demand for 7 major products (Excl. 6t class)



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

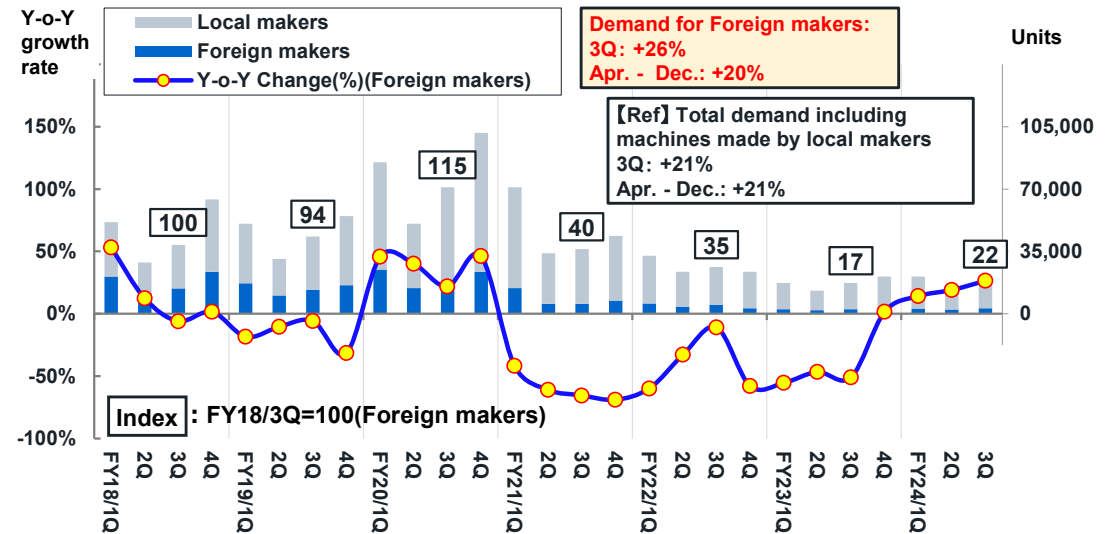
- In 3Q FY2024, demand increased by 26% from the corresponding period a year ago. Demand increased, but economic activities remained stagnant due to sluggish real estate market conditions, etc.
- In FY2024, full-year demand will increase by between 10% and 20% from FY2023 (Changed from the projection of October 2024).

Annual demand for hydraulic excavators (Excl. mini shovels)

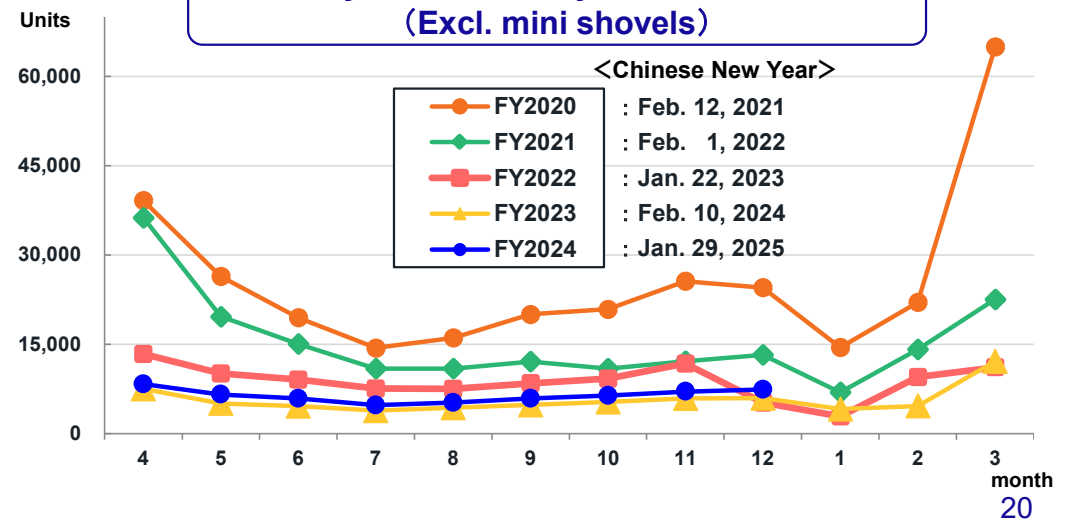


[Source] Demand for hydraulic excavators estimated by Komatsu

Quarterly demand for hydraulic excavators (Excl. mini shovels)



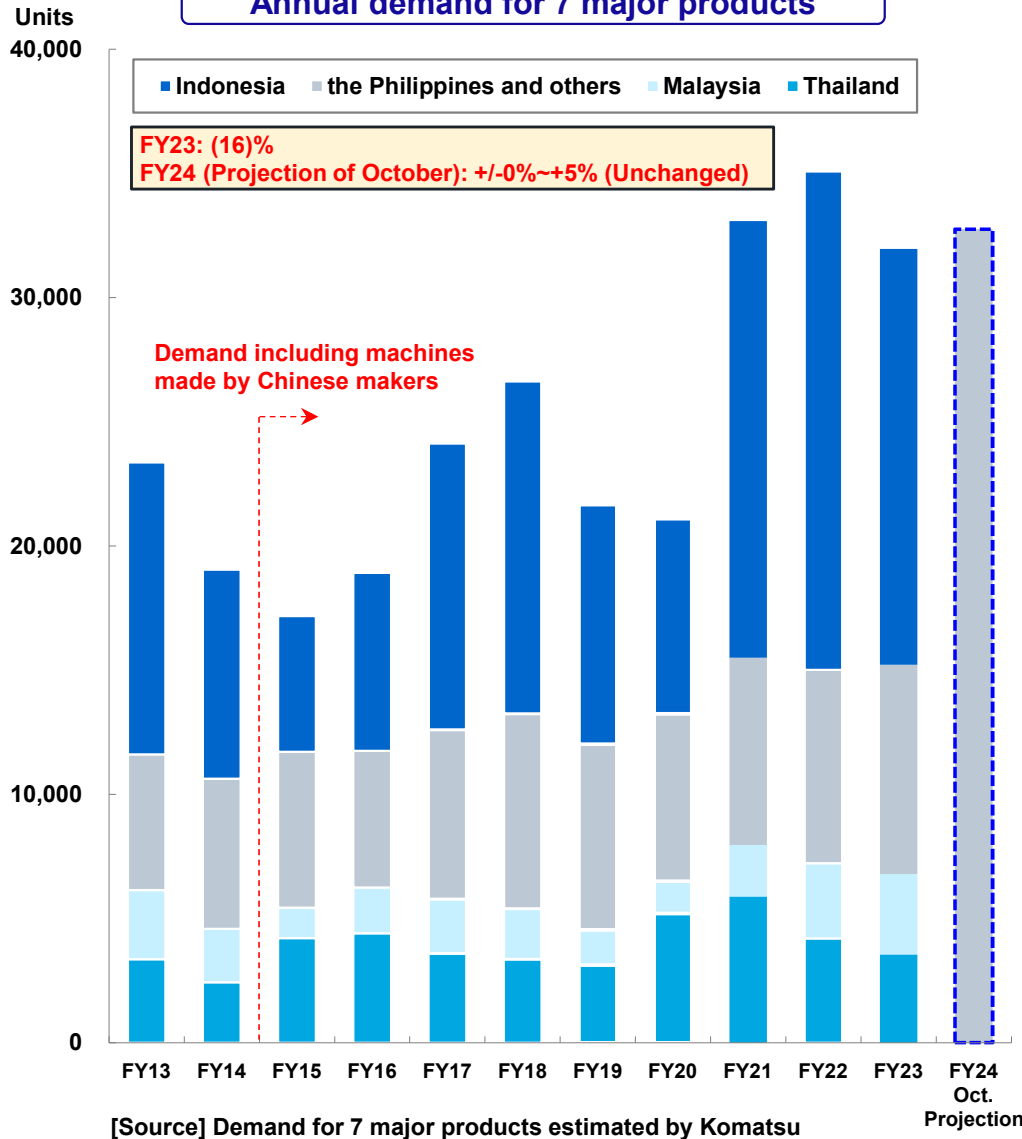
Monthly demand for hydraulic excavators (Excl. mini shovels)



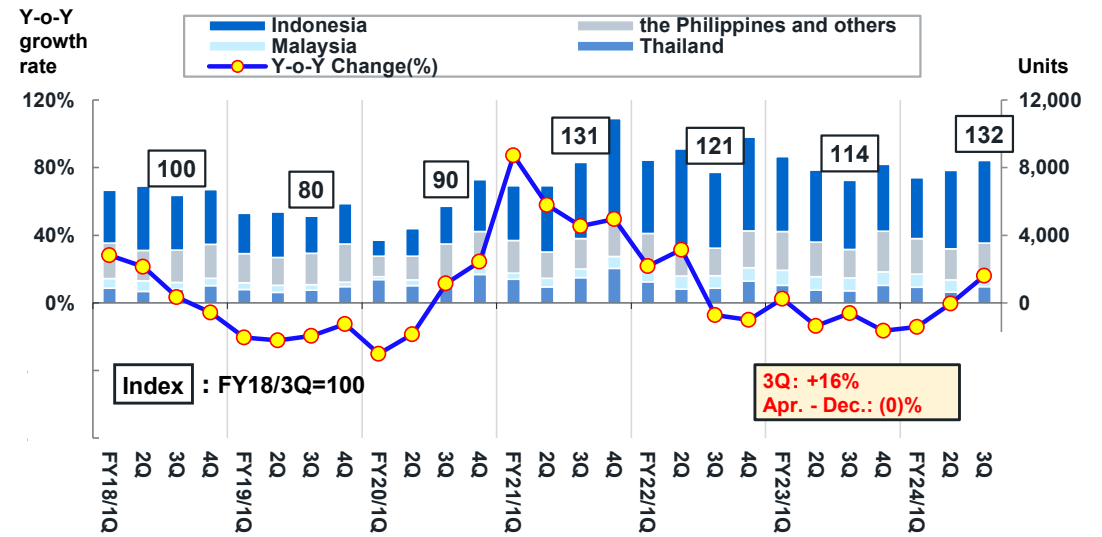
Construction, Mining & Utility Equipment: Demand in Major Markets (5) Southeast Asia

- In 3Q FY2024, demand increased by 16% from the corresponding period a year ago.
- In Indonesia, demand for construction equipment continued to recover, and that for mining equipment in FY2024 will remain about flat from FY2023 as coal prices are trending steadily.
- In FY2024, full-year demand will increase by between 0% and 5% from FY2023 (Unchanged from the projection of October 2024).

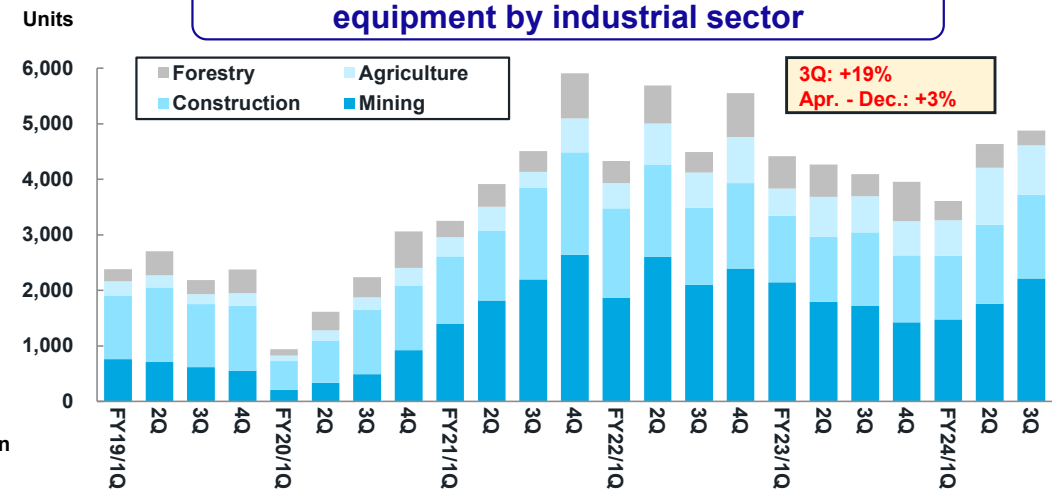
Annual demand for 7 major products



Quarterly demand for 7 major products

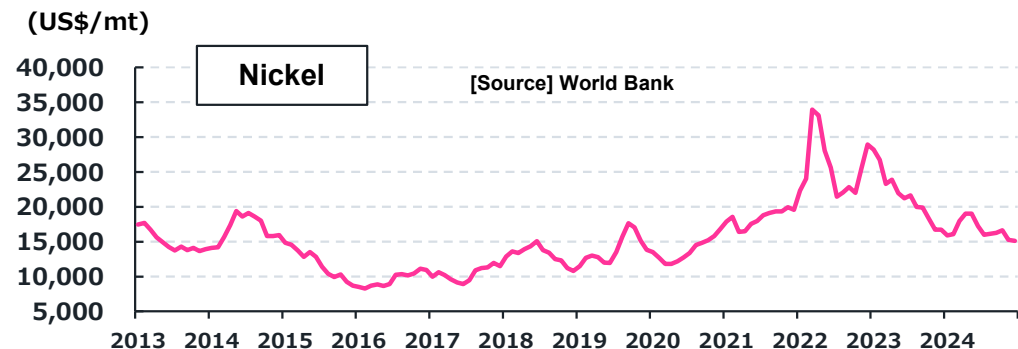
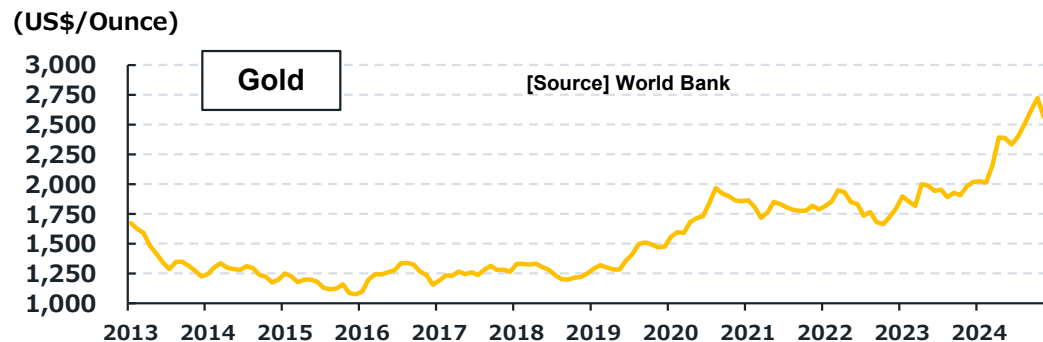
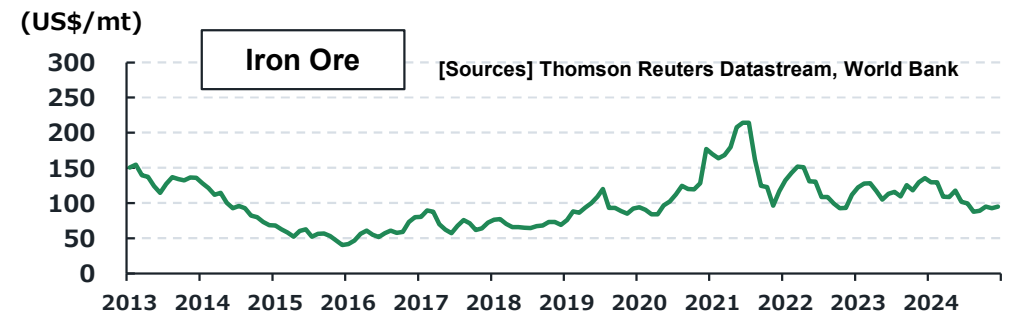
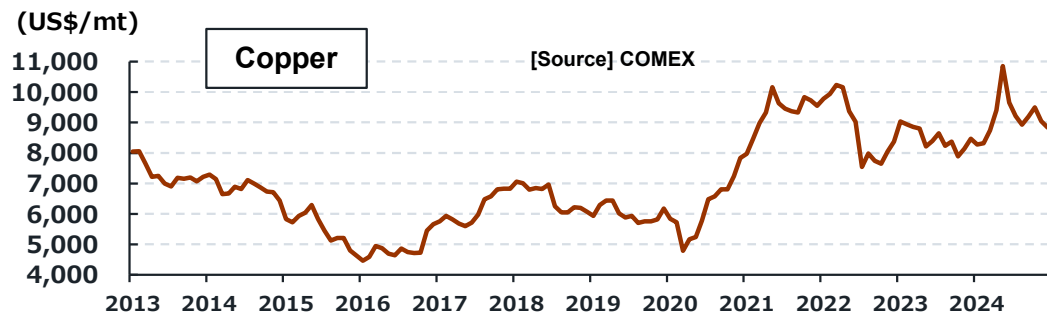
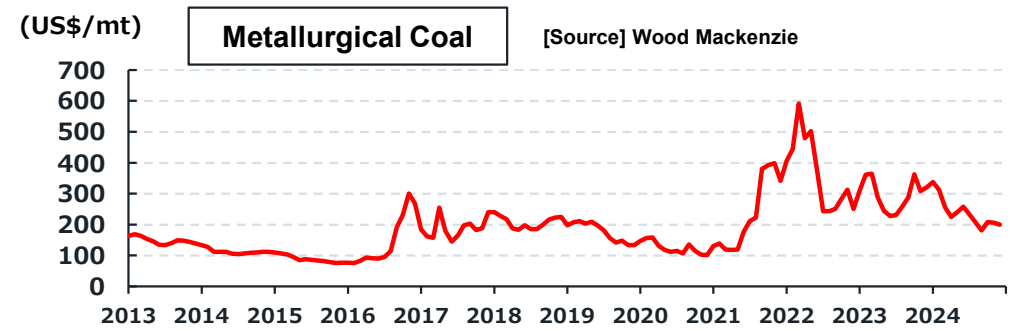
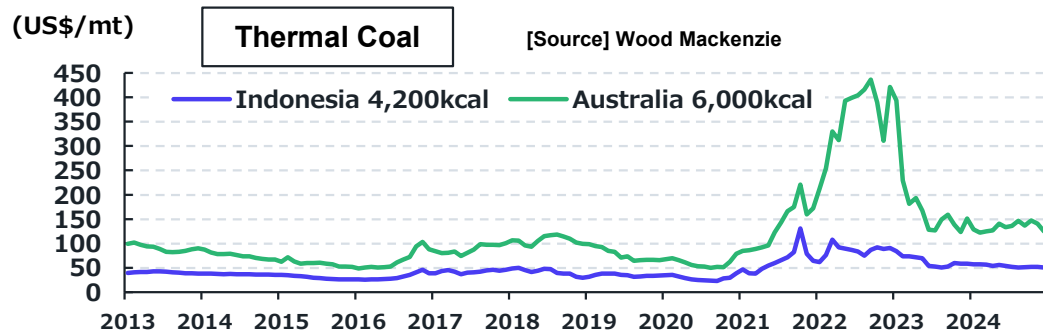


Indonesia: Demand for construction & mining equipment by industrial sector



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

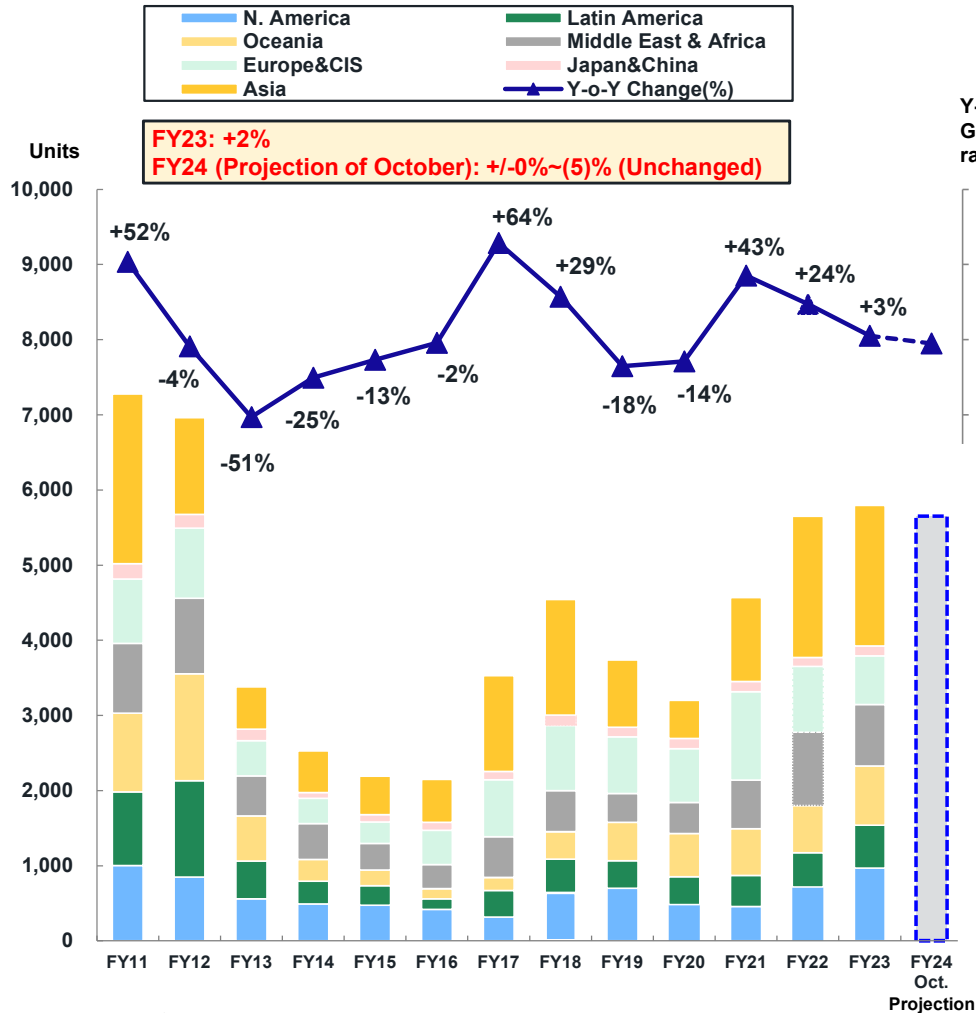
- Despite short-term fluctuations, the prices of major minerals are expected to remain at high levels over the long term.
- Thermal coal prices are expected to remain stable in Australia, while those in Indonesia will decline moderately in the long term, but are expected to remain at current levels in FY2024.
- Metallurgical coal and iron ore have remained stable so far although there is a decrease in demand in China.
- Copper prices are expected to remain at high levels in FY2024 despite the fluctuations due to concerns about its future supply-demand balance.



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

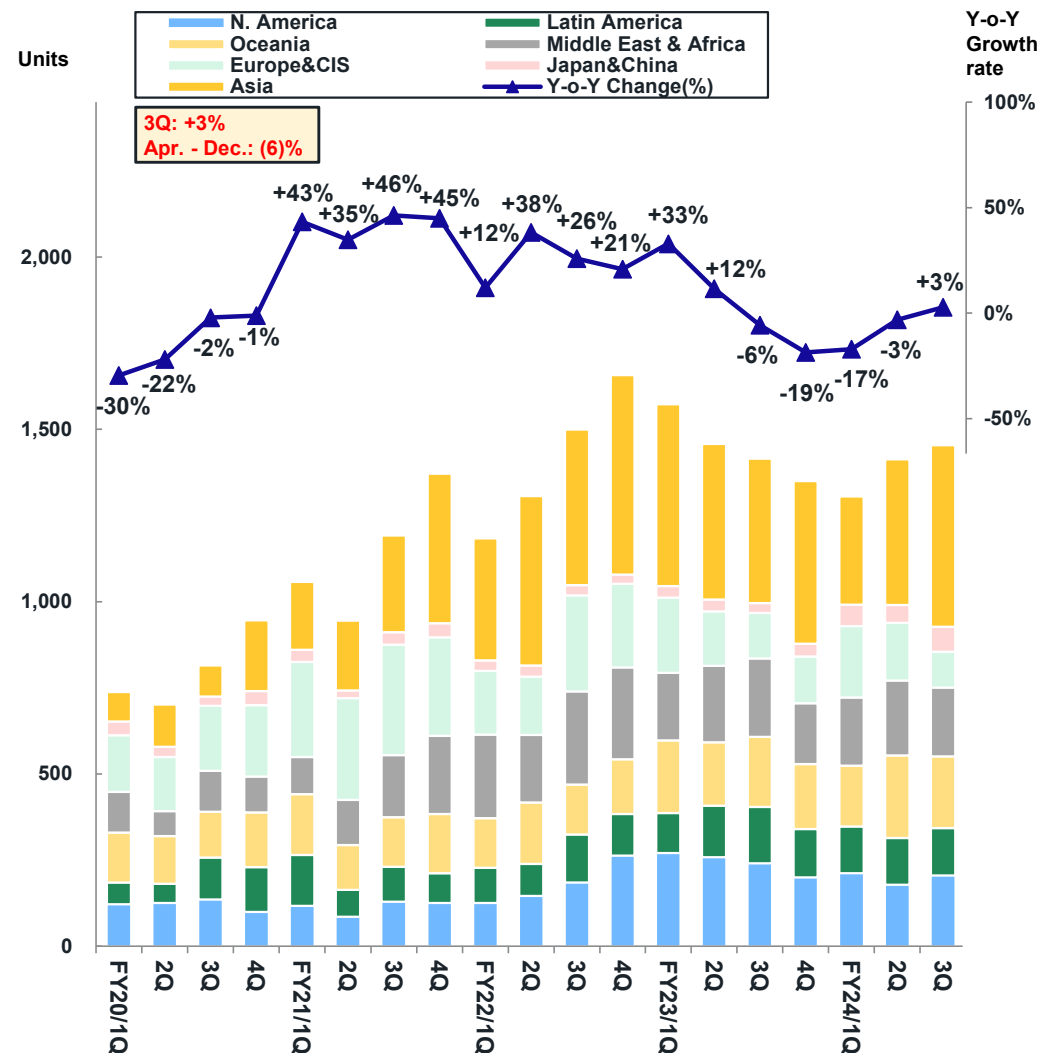
- In 3Q FY2024, global demand for mining equipment increased by 3% from the corresponding period a year ago.
- In FY2024, full-year demand will decrease by between 0% and 5% from FY2023 (Unchanged from the projection of October 2024).

Annual 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

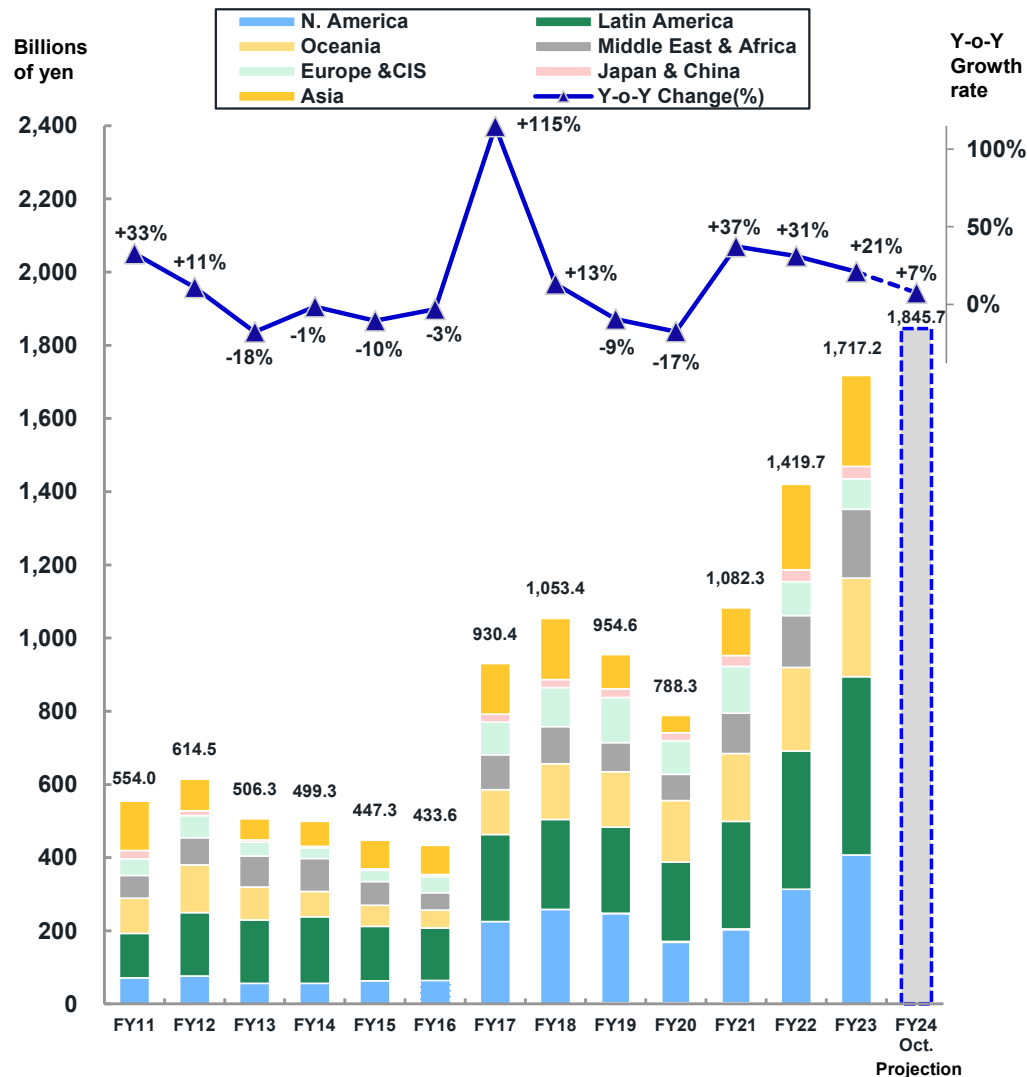
Quarterly demand for mining equipment



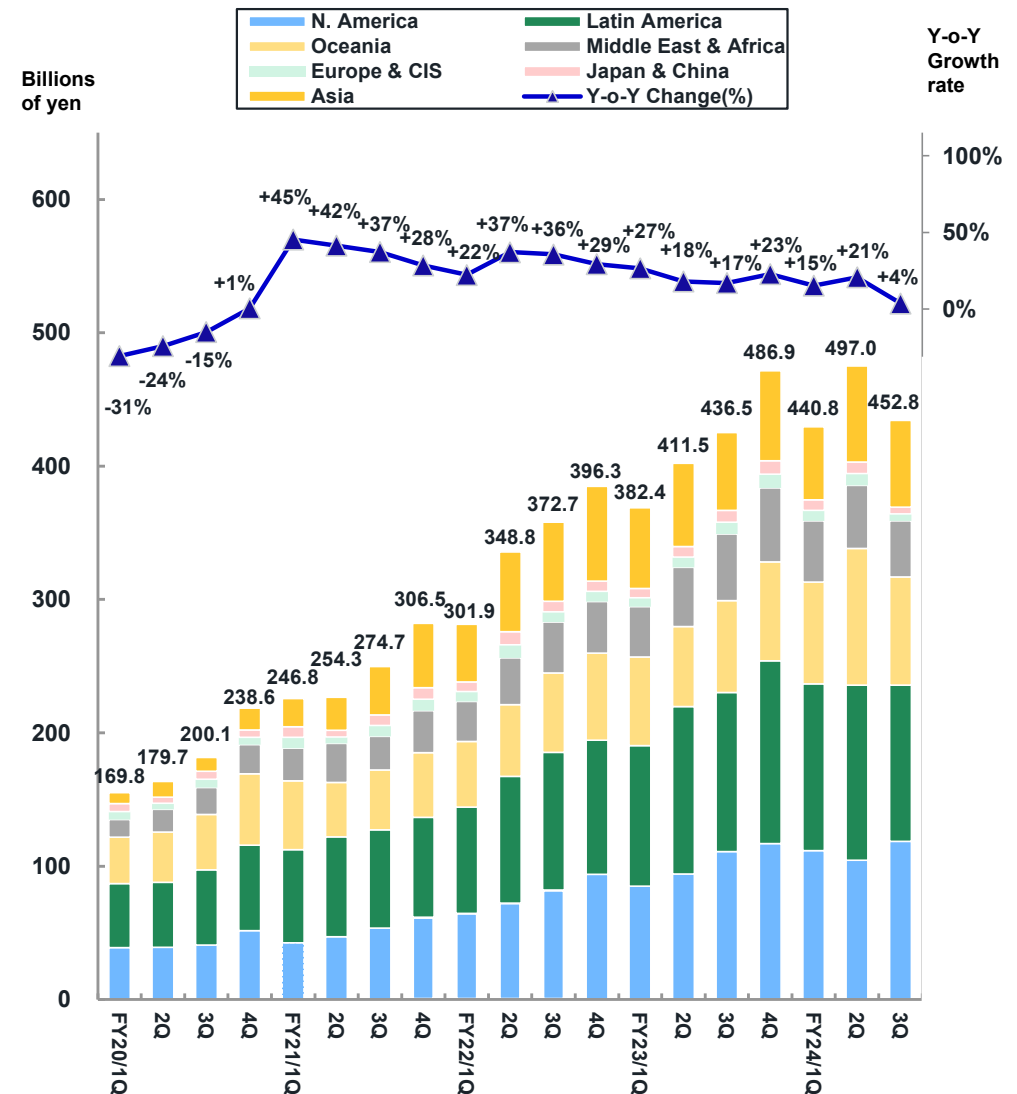
Construction, Mining & Utility Equipment : Actual and Projected Sales of Mining Equipment (To Outside Customers)

- In 3Q FY2024, sales increased by 4% from the corresponding period a year ago, to JPY452.8 billion.
- In FY2024, full-year sales will increase by 7% from FY2023, to JPY1,845.7 billion (Unchanged from the projection of October 2024).

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

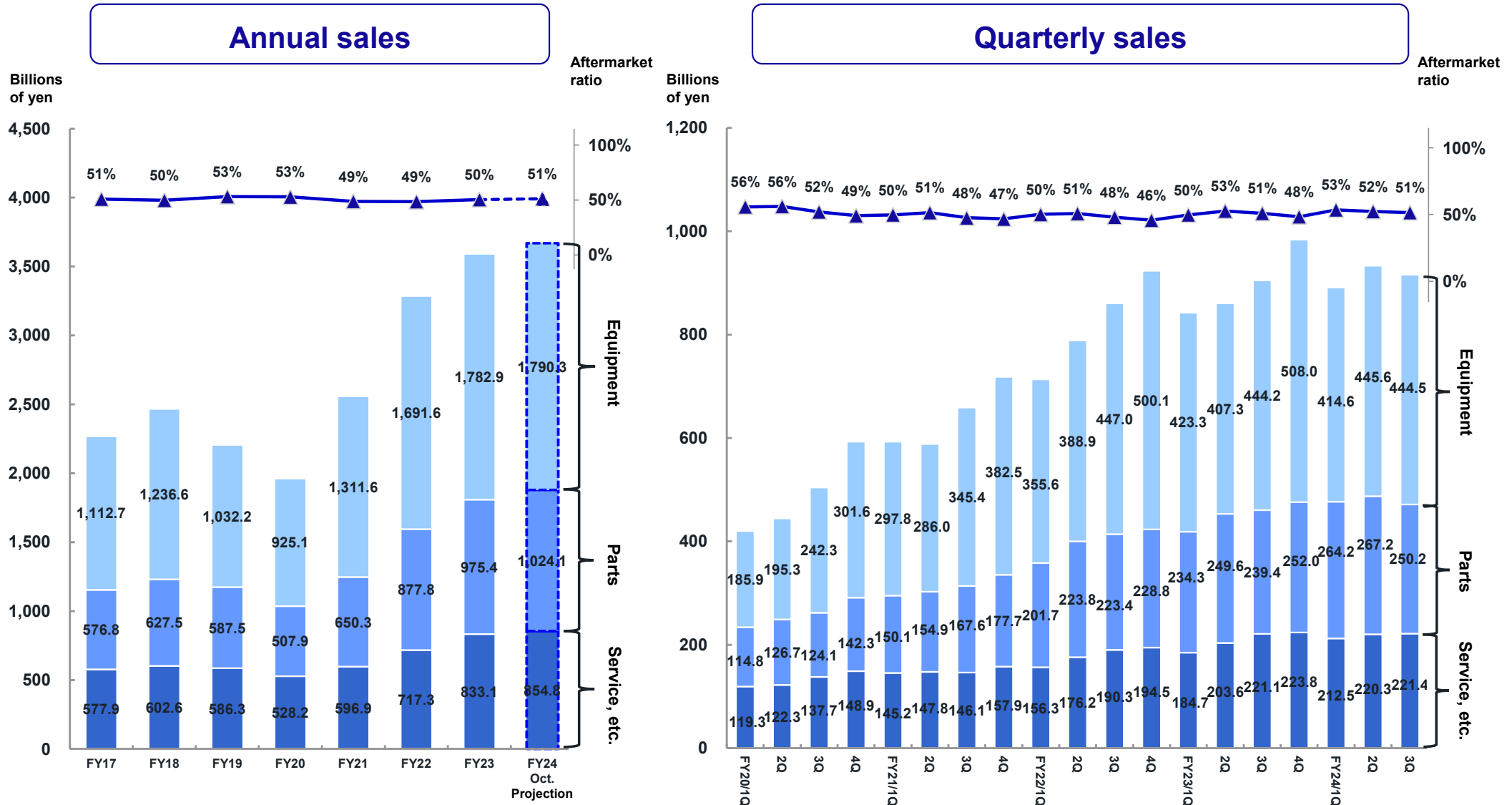


Quarterly sales of mining equipment (incl. parts and service)



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

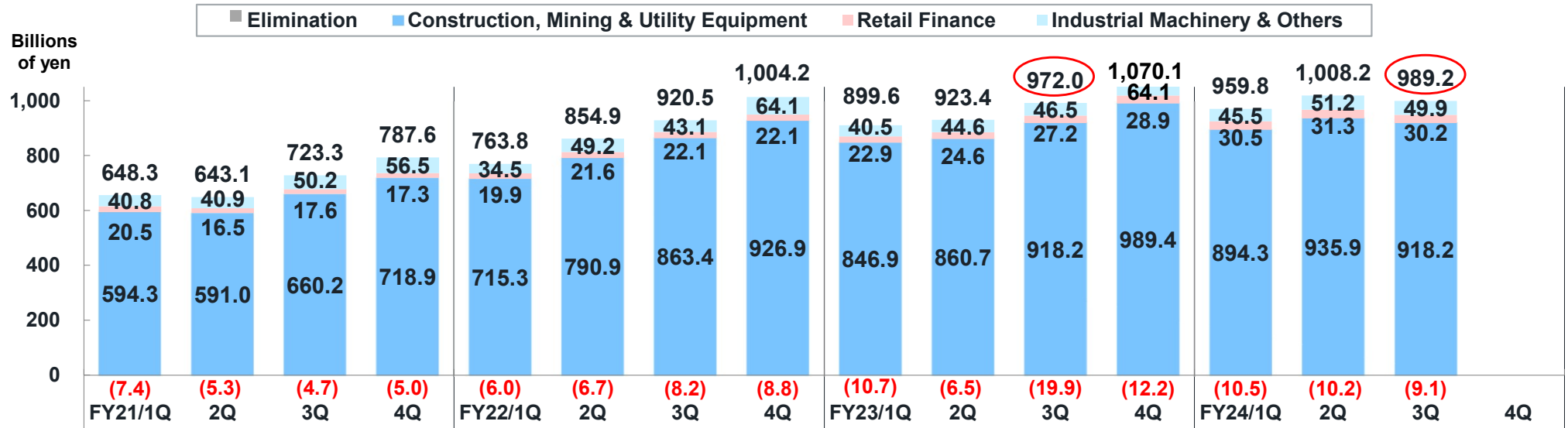
- In 3Q FY2024, sales of parts increased by 5% from the corresponding period a year ago, to JPY250.2 billion, accounting for 51% of the aftermarket, including service, etc.
- In FY2024, full-year sales of parts are expected to increase by 5% from FY2023, to JPY1,024.1 billion (Unchanged from the projection of October 2024), which will account for 51% of the aftermarket, including service, etc.



Appendix

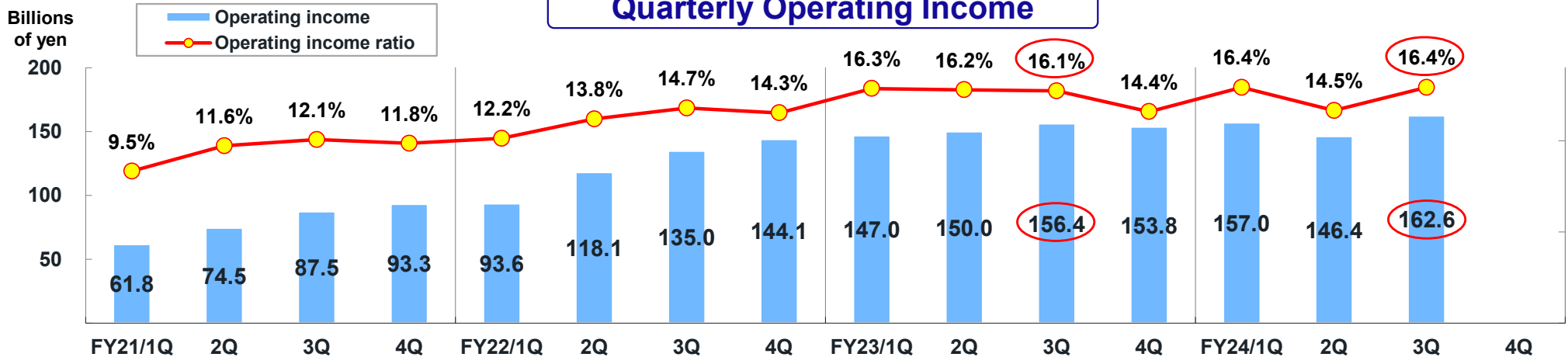
<Appendix> Quarterly Sales and Operating Income

Quarterly Sales



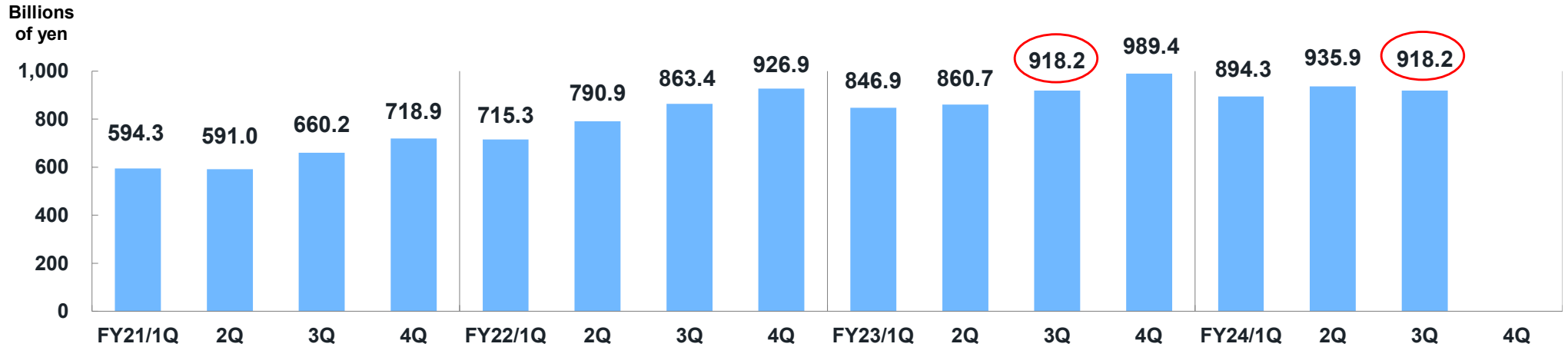
Exchange rates	21/1Q	21/2Q	21/3Q	21/4Q	22/1Q	22/2Q	22/3Q	22/4Q	23/1Q	23/2Q	23/3Q	23/4Q	24/1Q	24/2Q	24/3Q	24/4Q
USD/JPY	109.9	110.3	112.9	115.3	127.1	136.1	143.6	132.4	136.4	144.2	149.7	146.9	155.5	152.4	148.8	-
EUR/JPY	131.7	130.6	129.7	129.7	136.9	139.3	144.0	141.2	147.7	157.3	159.9	159.3	167.5	165.6	161.4	-
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	99.0	-

Quarterly Operating Income



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

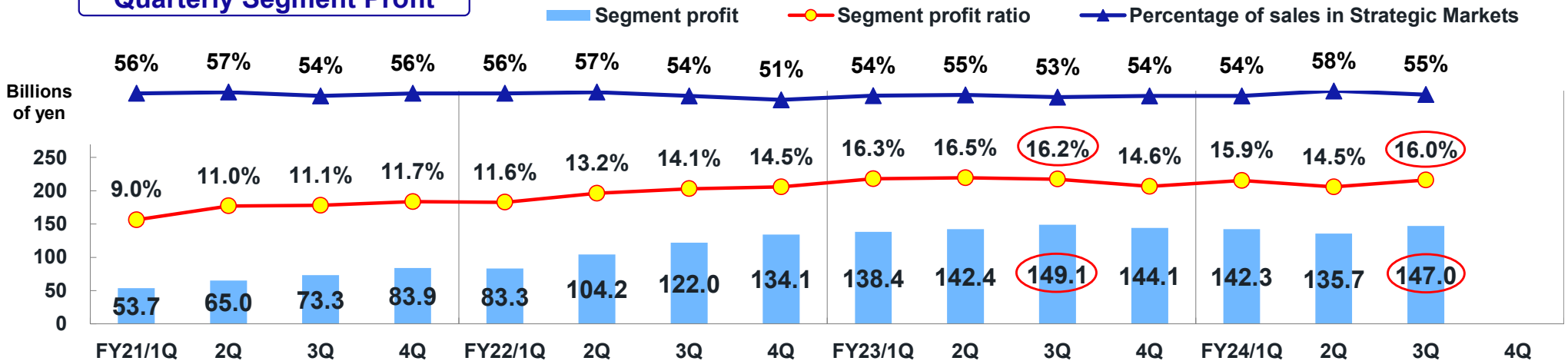
Quarterly Sales



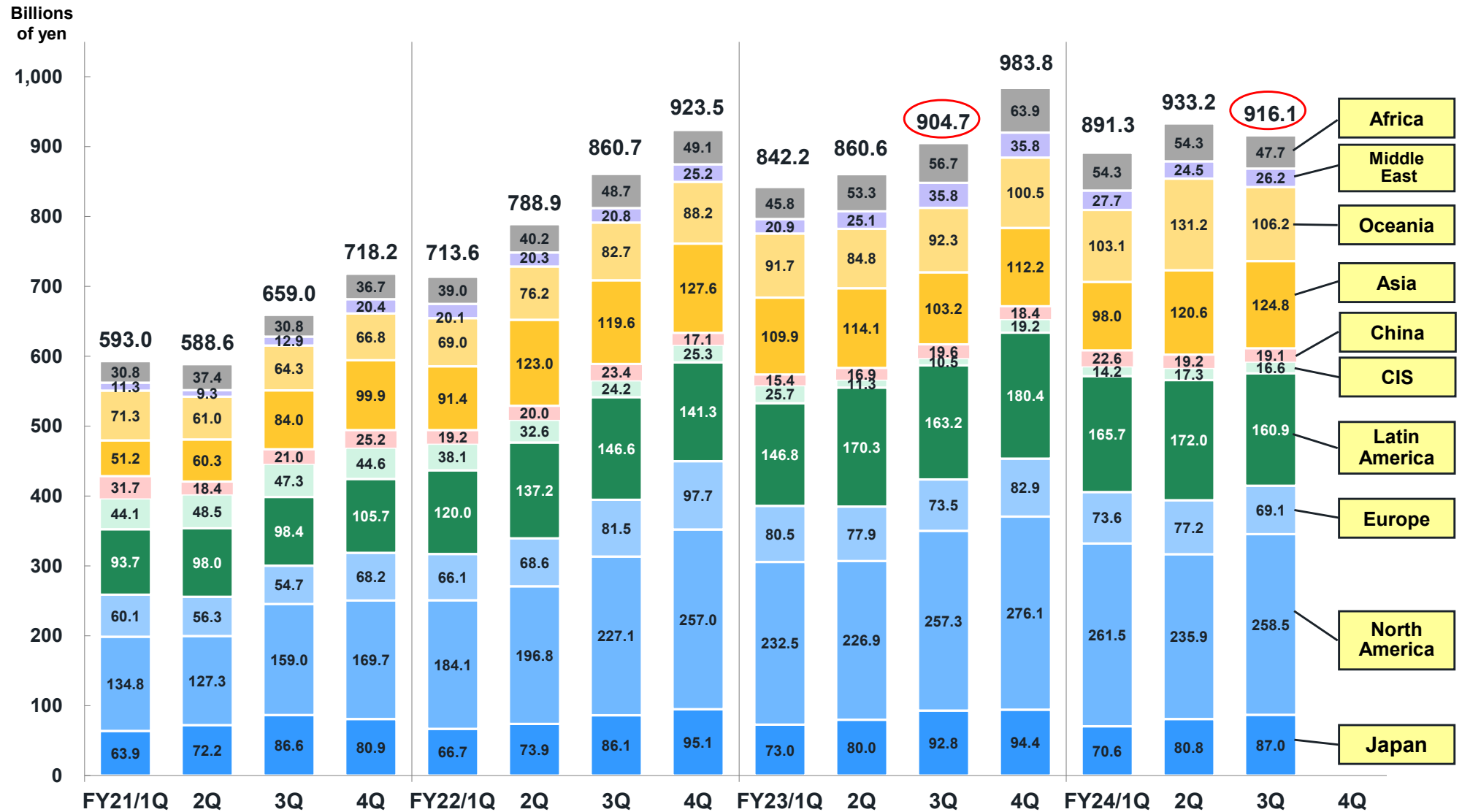
Exchange rates

	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	148.8	
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	161.4	
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	99.0	

Quarterly Segment Profit



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

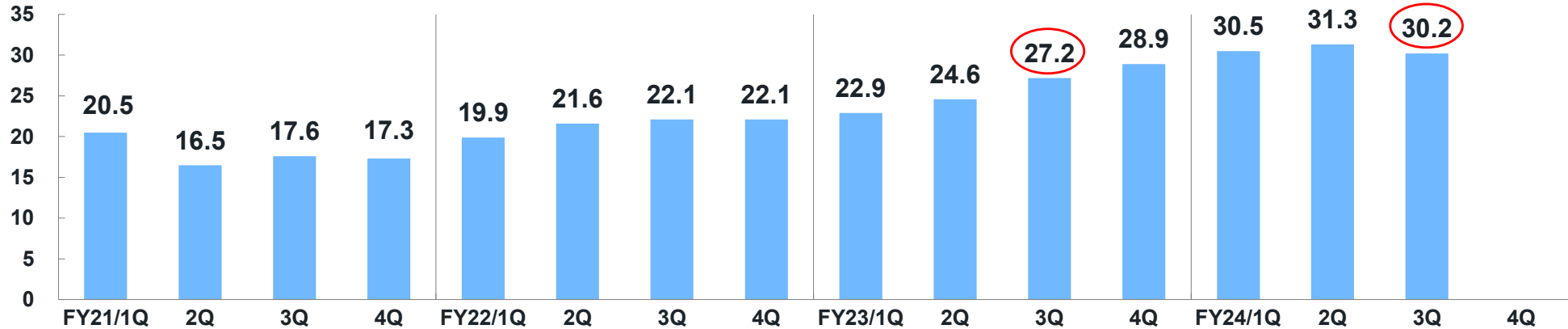


Exchange rates	FY21				FY22				FY23				FY24			
	21/1Q	21/2Q	21/3Q	21/4Q	22/1Q	22/2Q	22/3Q	22/4Q	23/1Q	23/2Q	23/3Q	23/4Q	24/1Q	24/2Q	24/3Q	24/4Q
USD/JPY	109.9	110.3	112.9	115.3	127.1	136.1	143.6	132.4	136.4	144.2	149.7	146.9	155.5	152.4	148.8	
EUR/JPY	131.7	130.6	129.7	129.7	136.9	139.3	144.0	141.2	147.7	157.3	159.9	159.3	167.5	165.6	161.4	
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	99.0	

<Appendix> Retail Finance : Quarterly Sales and Segment Profit

Billions of yen

Quarterly Sales



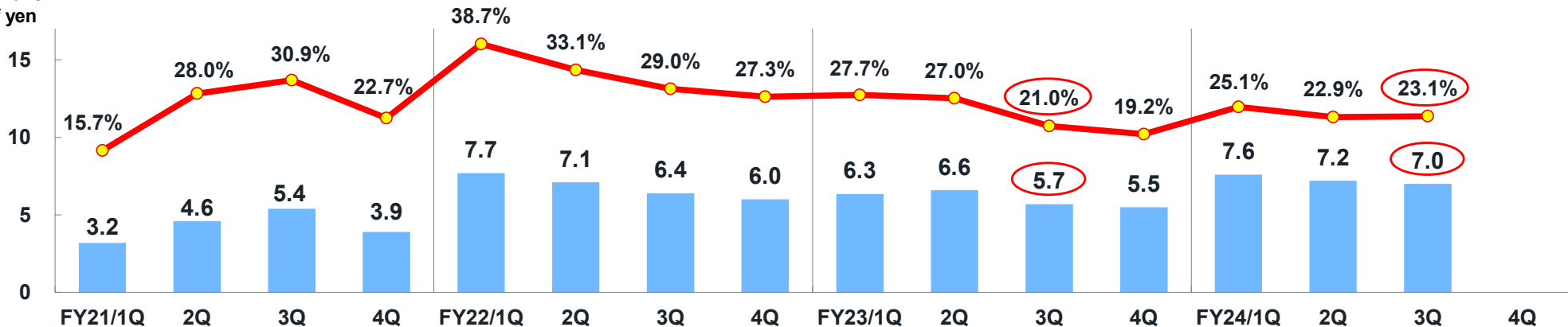
Exchange rates

	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	148.8	
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	161.4	
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	99.0	

Quarterly Segment Profit

Billions of yen

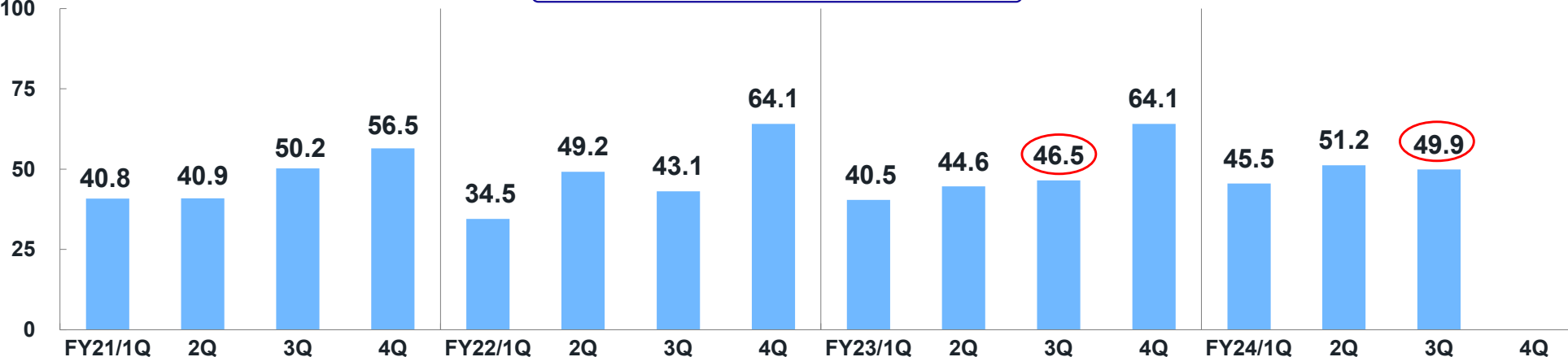
— Segment profit — Segment profit ratio



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

Billions of yen
100

Quarterly Sales

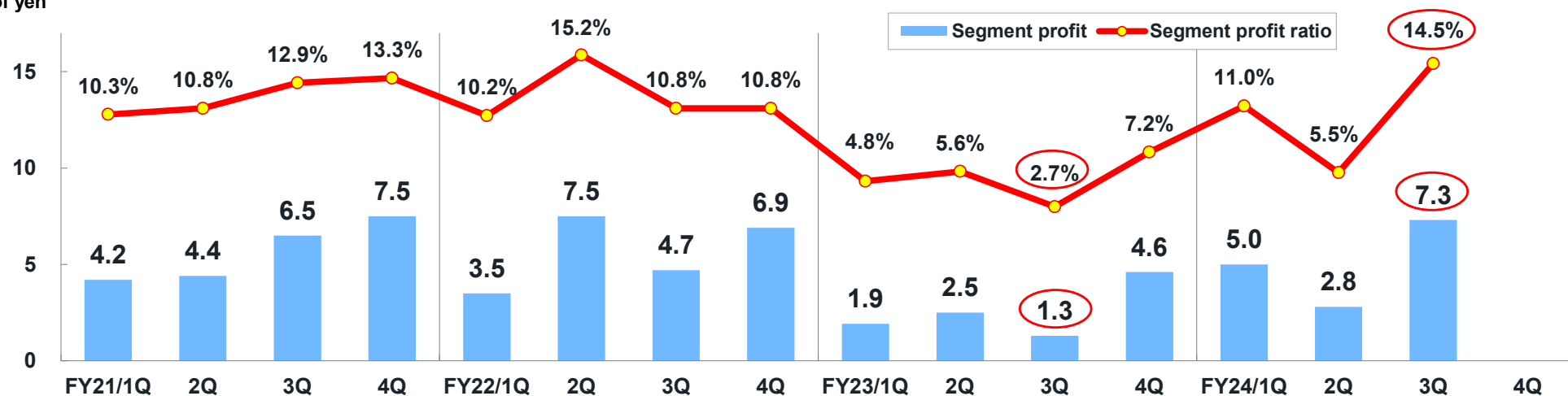


Exchange rates

	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	148.8	
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	161.4	
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	99.0	

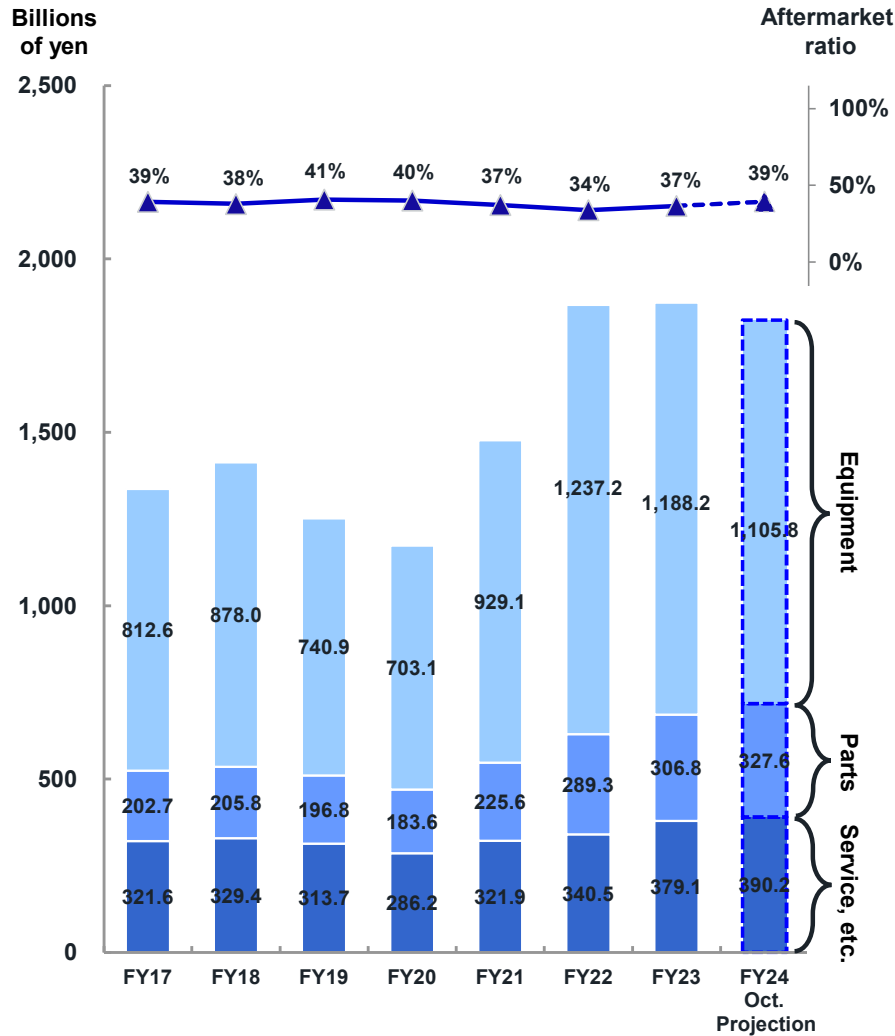
Billions of yen

Quarterly Segment Profit

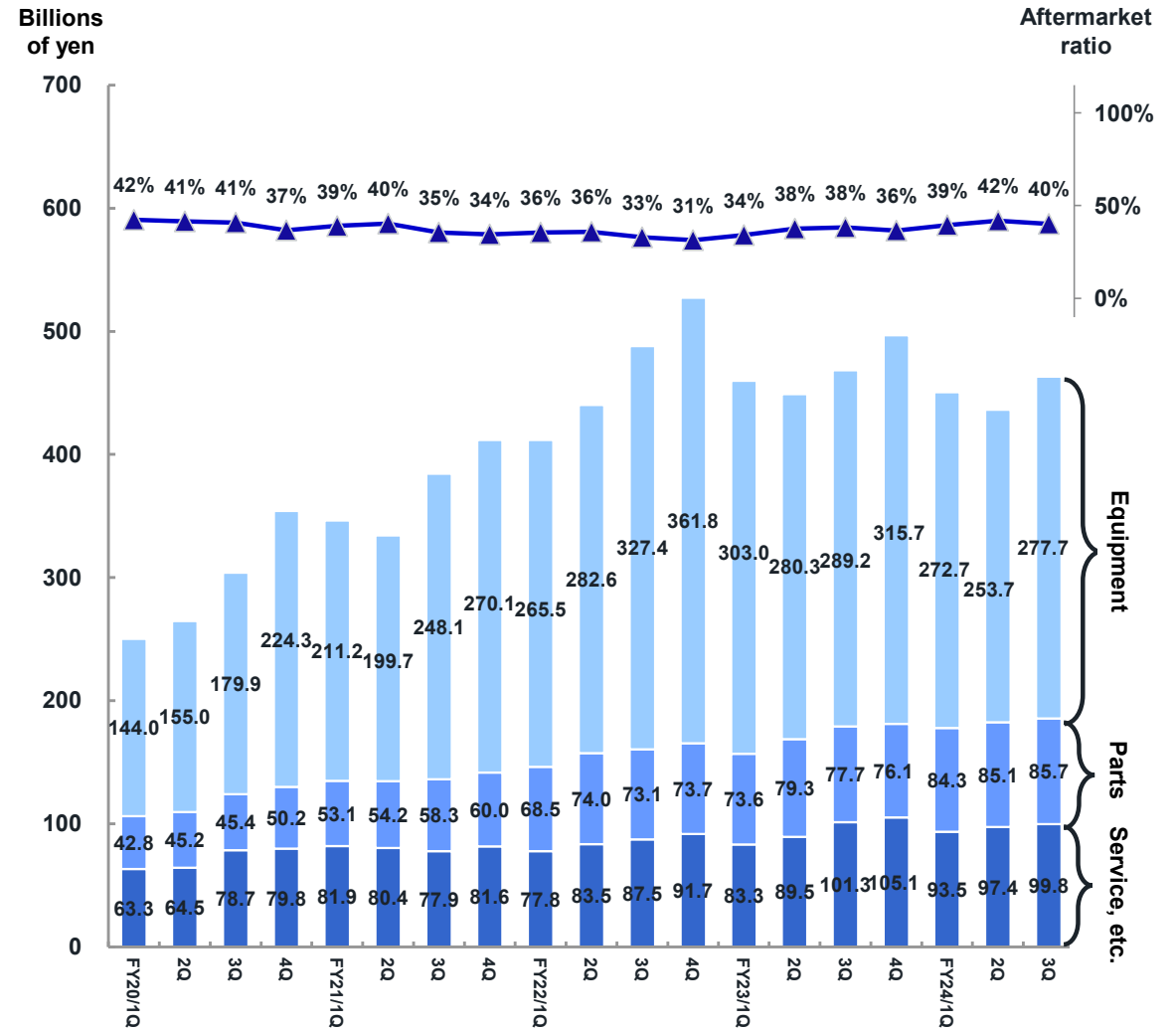


<Appendix> Construction Equipment : Projection for Sales of Equipment, Parts and Service, etc. (To Outside Customers)

Annual sales

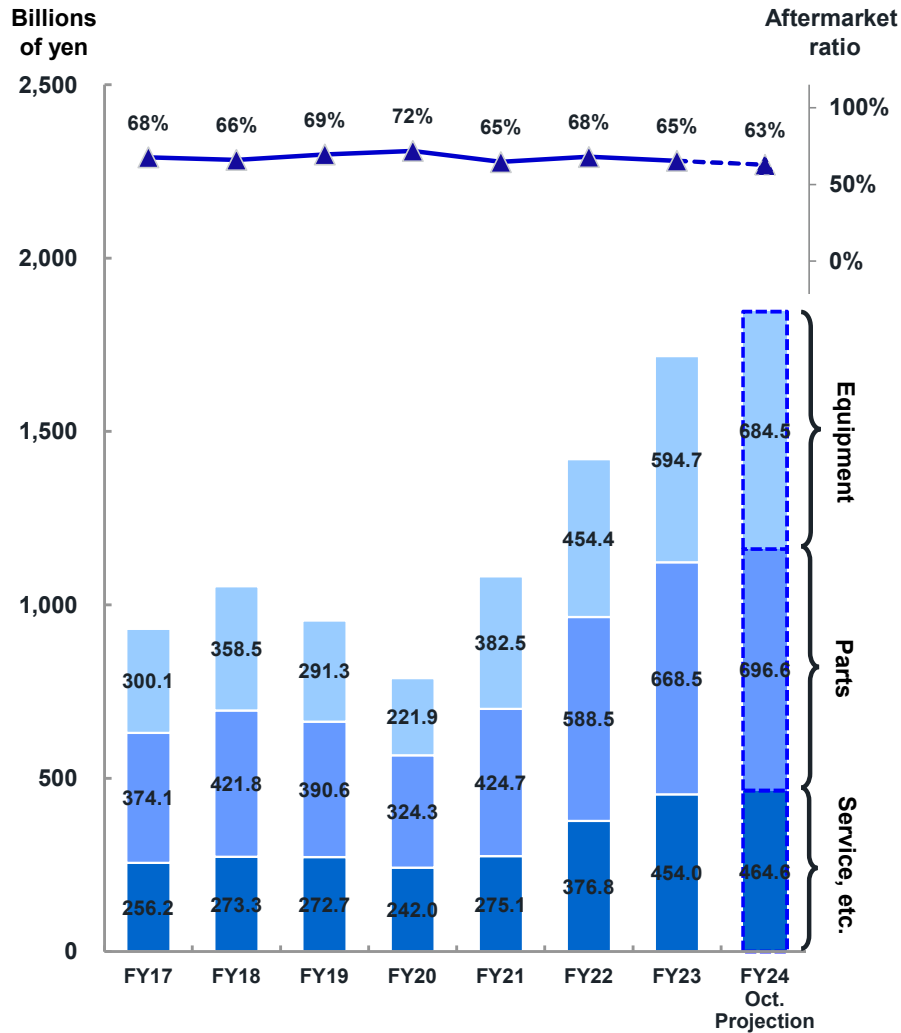


Quarterly sales

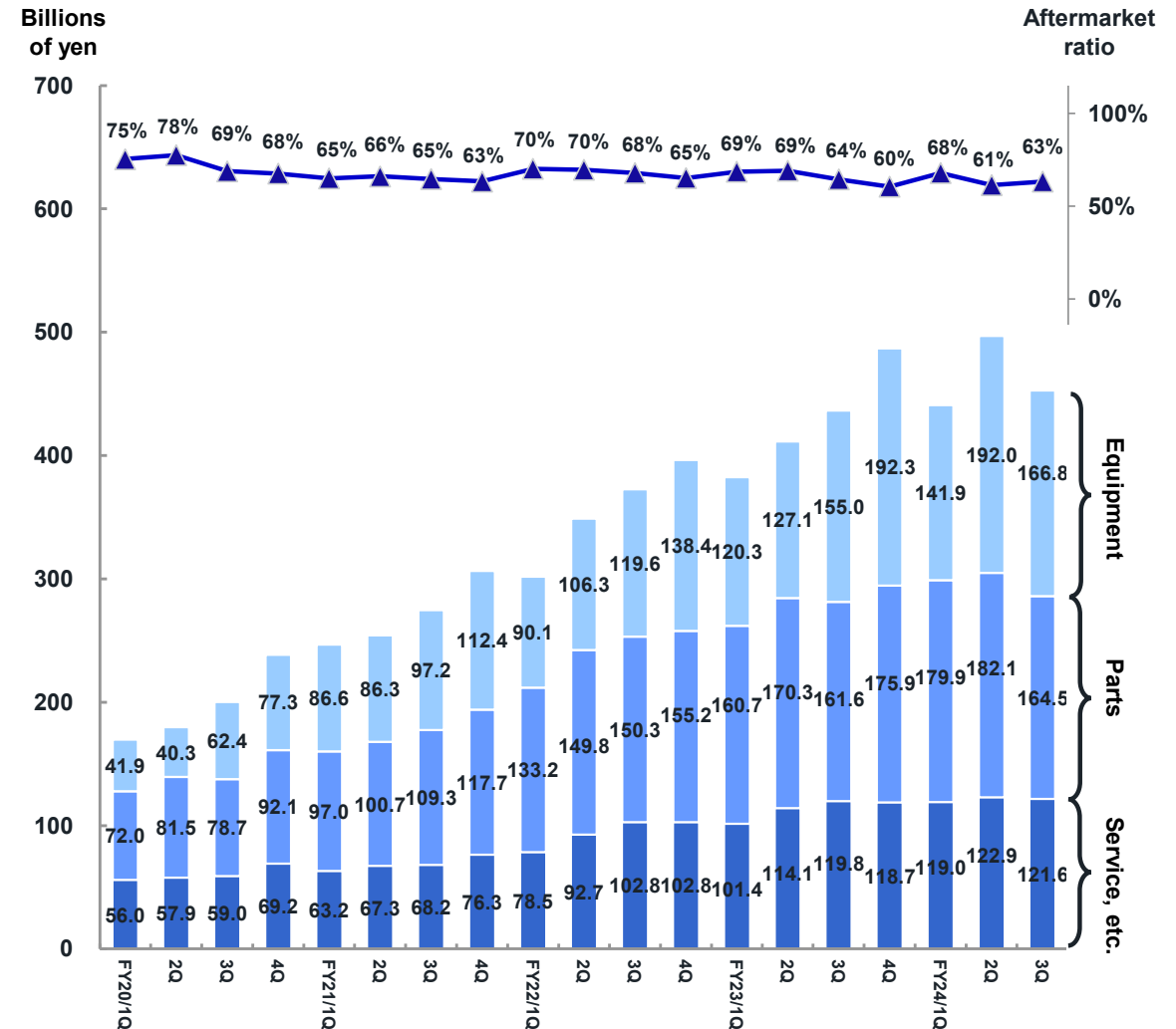


<Appendix> Mining Equipment : Projection for Sales of Equipment, Parts and Service, etc. (To Outside Customers)

Annual sales

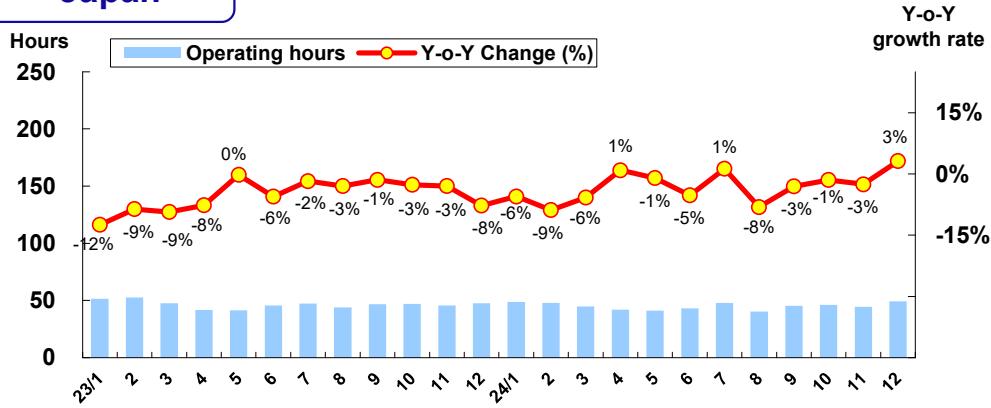


Quarterly sales

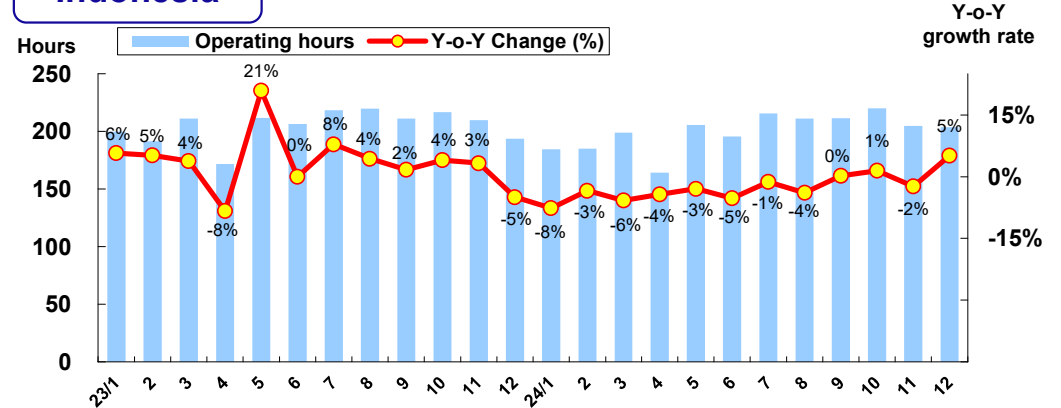


<Appendix> Komtrax : Average Operating Hours per Month

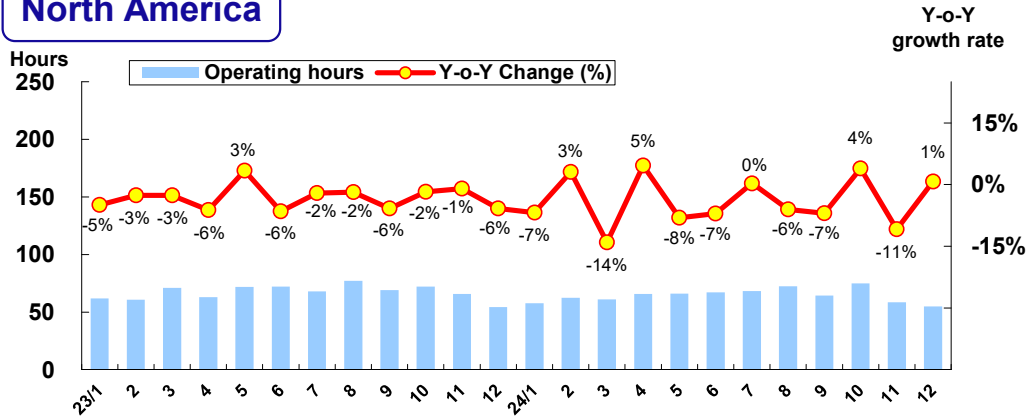
Japan



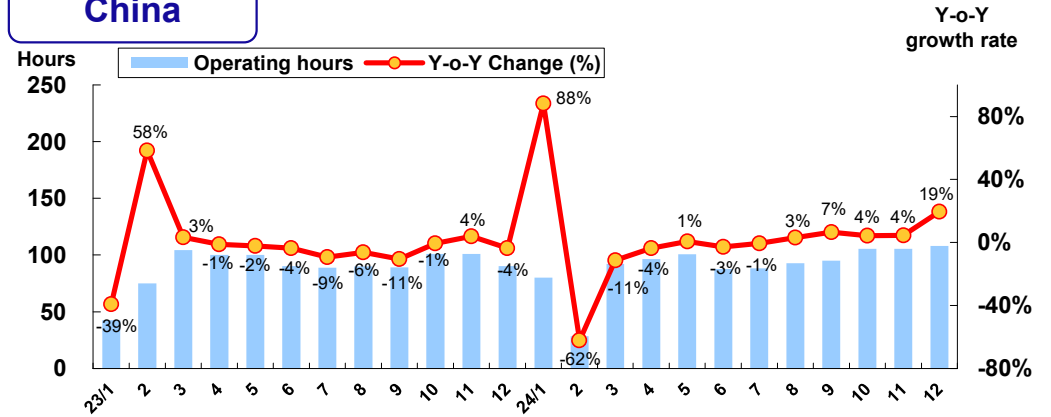
Indonesia



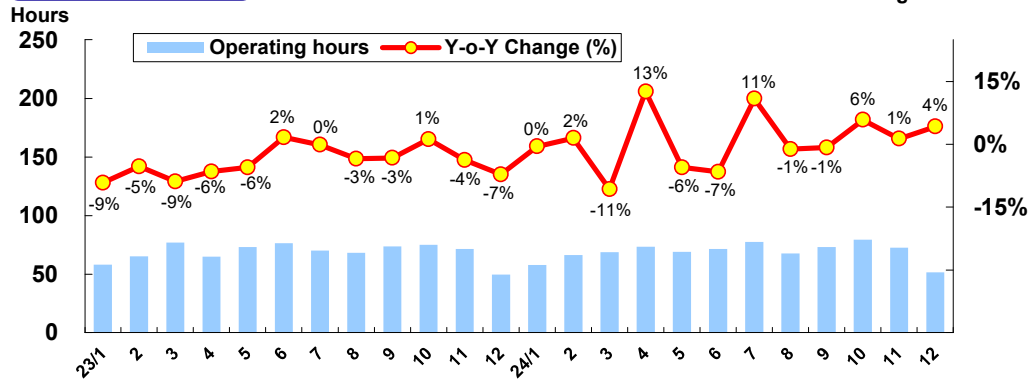
North America



China



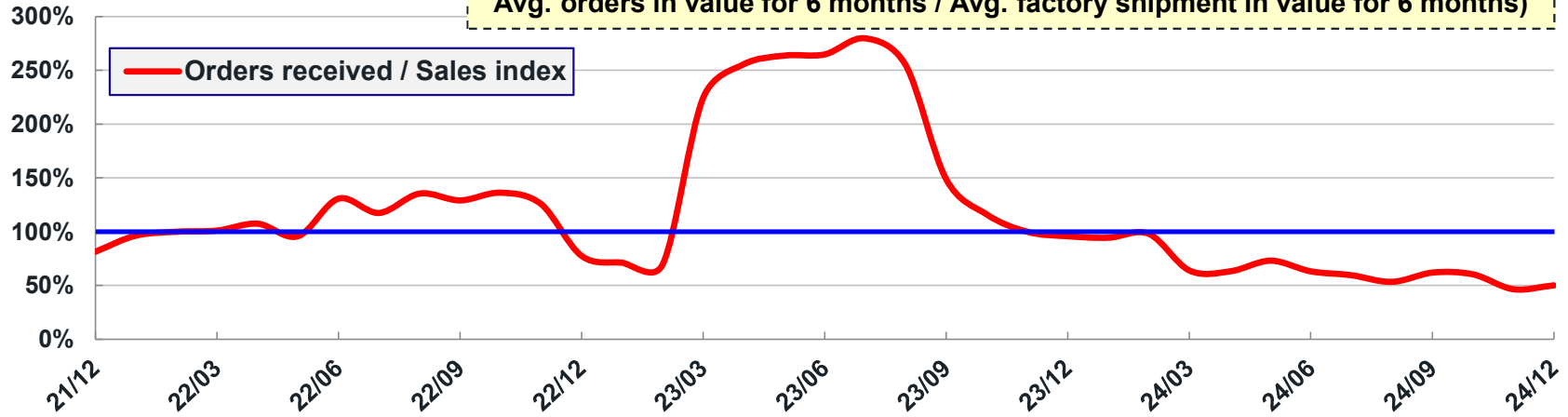
Europe



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

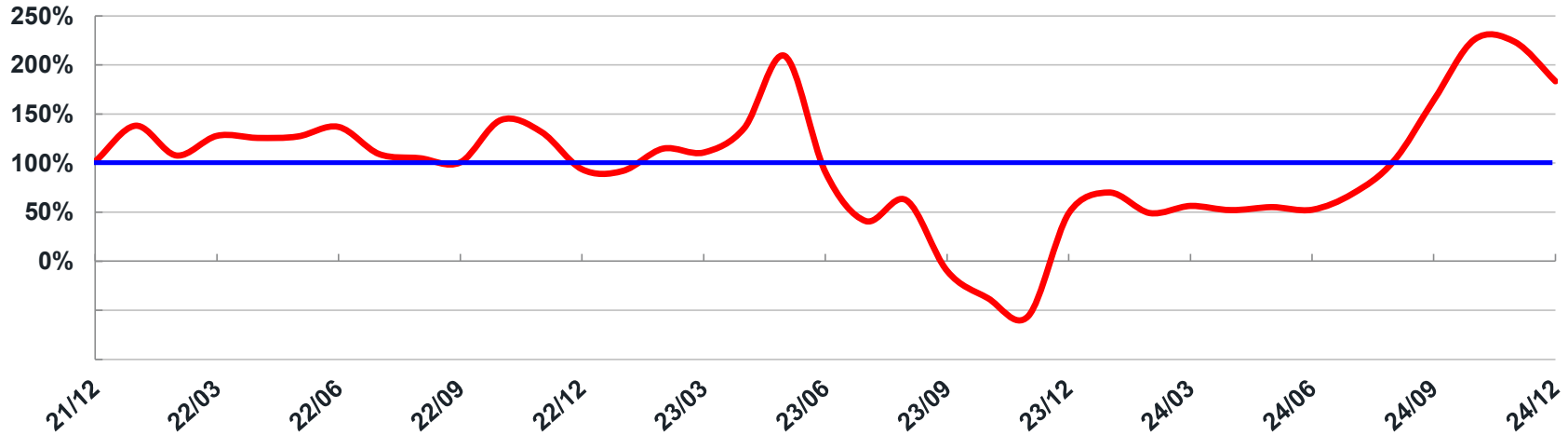
Komatsu America (Mining eqpt.)

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



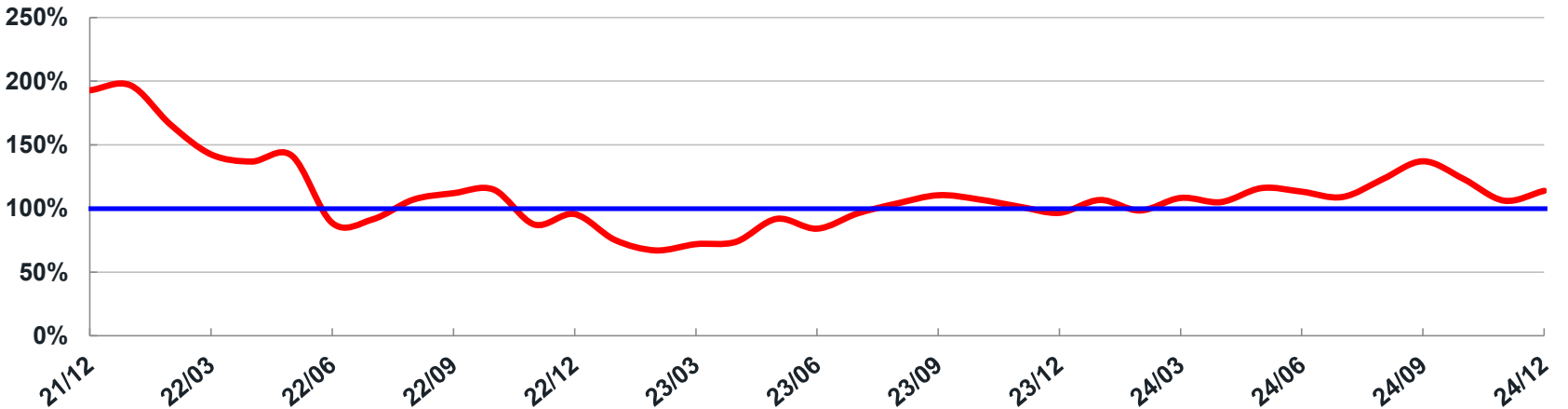
Komatsu Germany (Mining eqpt.)

PC3000, PC4000
PC5500, PC7000
PC8000, PC9000



Komatsu Ltd. (Mining eqpt.)

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



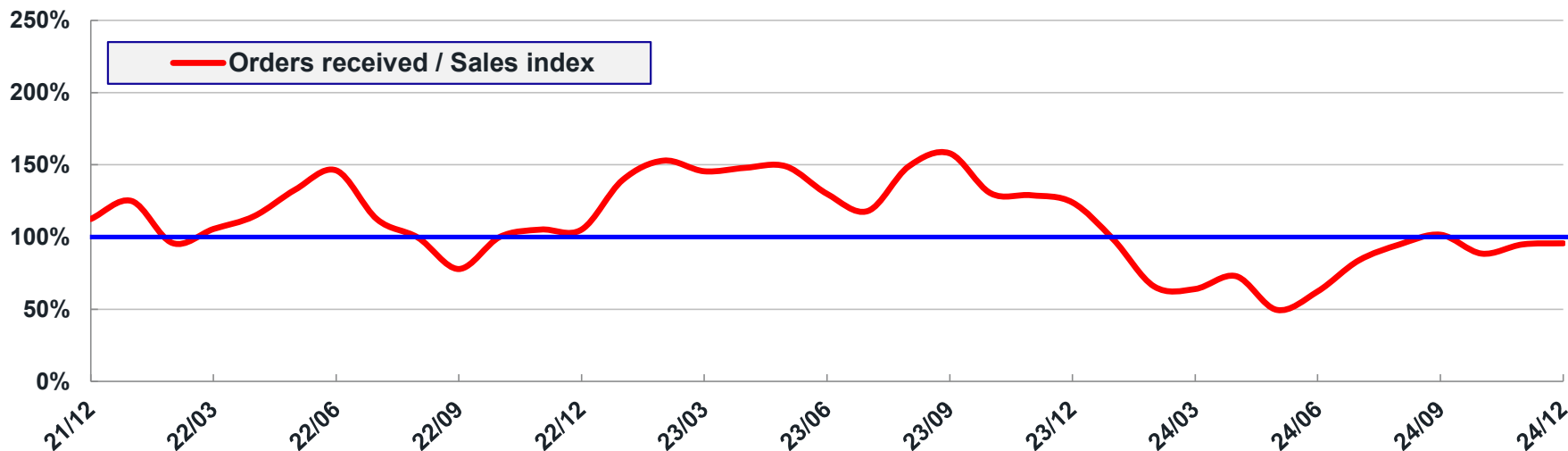
<Appendix> Book-to-Bill Ratio for KMC Mining Equipment (6 Months)

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.



- Equipped as standard with 3D construction capabilities - Launch of the new generation PC200i-12 hydraulic excavator

- We have fully revamped our flagship 20-ton class hydraulic excavator and launched sales of the new generation PC200i-12, equipped as standard with 3D Machine Guidance (3DMG), starting from December 1, 2024 in Japan.
- Moving forward, as the adoption of ICT construction progresses in our industry, the new model equipped with 3DMG as a standard feature. And it allows switching to 3D Machine Control (3DMC), catering to various ICT construction needs, with plans available based on the level of 3DMC usage. We also accelerate our strengths in Smart Construction®.



- Equipped as standard with 3D construction capabilities -
Launch of the new generation PC200i-12 hydraulic excavator

● 3DMC Selectable System *1

Plan A		Plan B		Plan C
Intelligent machine control 3.0		Intelligent machine control 3.0		
3DMC	No Usage Limit	3DMC	Pay-as-you-go	3D-MG Machine Guidance 3DMC is not available.
3DMG	Standard	3DMG	Standard	

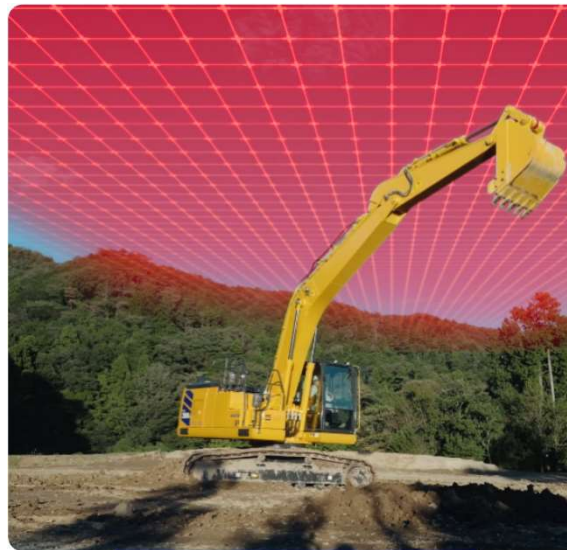
● Auto swing *1



Auto swing function in loading work achieves easy work for lower skill operators.

*1 the industry-first

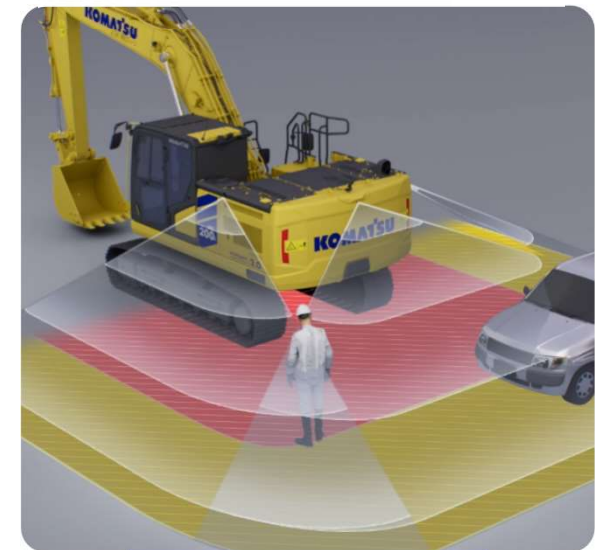
● 3D boundary control *1



The machine will stop automatically when it approaches a restricted zone.

*2 the industry-first feature equipped as standard

● KomVision Object avoidance *2



If a people and object are detected caution by buzzer and also automatic speed control/- stop control.

Showcased our lunar construction equipment and underwater construction robots at CES 2025, the world's largest tech event, for the first time

- We participated for the first time in Consumer Electronics Show 2025 (CES 2025), the world's largest tech event, held in Las Vegas, Nevada, USA, from January 7 to 10, 2025.
- We showcased our construction equipment that can withstand extreme environments such as on the moon and underwater, as well as our technological innovation efforts toward achieving carbon neutrality by 2050, for highlighting our advanced technology and future potential.



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/2024>

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.