KOMATSU LTD Form 6-K October 30, 2008 Table of Contents

# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D. C. 20549

# FORM 6-K

**Report of Foreign Private Issuer** 

Pursuant to Rule 13a-16 or 15d-16 under

the Securities Exchange Act of 1934

For the month of October, 2008

**COMMISSION FILE NUMBER: 1-7239** 

# KOMATSU LTD.

Translation of registrant s name into English

3-6 Akasaka 2-chome, Minato-ku, Tokyo, Japan

Address of principal executive office

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Indicate by check mark whether the registrant files or will file annual reports under cover of Form 20-F or Form 40-F.

Form 20-F x Form 40-F "

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(1): \_\_\_\_\_\_

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(7): \_\_\_\_\_\_

Indicate by check mark whether the registrant by furnishing the information contained in this Form is also thereby furnishing the information to the Commission pursuant to Rule 12g3-2(b) under the Securities Exchange Act of 1934.

Yes "No x

If Yes is marked, indicate below the file number assigned to the registrant in connection with Rule 12g3-2(b): 82-

# INFORMATION TO BE INCLUDED IN REPORT

1. Two company announcements made on October 29, 2008.

#### **SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

KOMATSU LTD. (Registrant)

Date: October 30, 2008 By: /s/ Kenji Kinoshita

Kenji Kinoshita

Director and Senior Executive Officer

#### Komatsu Ltd.

Corporate Communications Dept.

Tel: +81-(0)3-5561-2616

Date: October 29th, 2008

URL: http://www.komatsu.com/

#### Consolidated Business Results for Six Months of

the Fiscal Year Ending March 31, 2009 (U.S. GAAP)

#### 1. Results for Six Months ended September 30, 2008

(Amounts are rounded to the nearest million yen)

#### (1) Consolidated Financial Results

	Millions of yen & V Six months ended September 30, 2008 (A)		US dollars except per sh Six months ended September 30, 2007 (B)	ded Changes	
	Yen	Dollar	Yen	Yen	%
Net sales	1,211,288	11,427	1,080,042	131,246	12.2
Operating income	159,654	1,506	162,972	(3,318)	(2.0)
Income from continuing operations before income taxes, minority					
interests and equity in earnings of affiliated companies	156,728	1,479	158,584	(1,856)	(1.2)
Net income	100,341	947	103,800	(3,459)	(3.3)
Net income per share (Yen & US cents)					
Basic	¥ 100.82	95.1¢	¥ 104.36	¥ (3.54)	
Diluted	¥ 100.72	95.0¢	¥ 104.21	¥ (3.49)	

Note: The translation of Japanese yen amounts into US dollar amounts hereafter is included solely for convenience and has been made for six months ended September 30, 2008 at the rate of \(\frac{\pmathbf{\text{1}}}{106}\) to \(\frac{\pmathbf{\text{1}}}{106}\) to \(\frac{\pmathbf{\text{1}}}{106}\) to \(\frac{\pmathbf{\text{1}}}{106}\) to \(\frac{\pmathbf{\text{2}}}{106}\) to \(\frac{\pmathbf{\text{2}}}{106}\)

### (2) Consolidated Financial Position

Millions of yen except per share amounts

	As of September 30, 2008	As of March 31, 2008
Total assets	2,175,197	2,105,146

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Shareholders	equity		955,789			887,126
Shareholders	equity ratio			43.9%		42.1%
Shareholders	equity per share (Yen)	¥		960.75	¥	891.49

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#### 2. Dividends (Cash Dividends per Share)

Yen

	The entire FY en	The entire FY ending March 31, 2009	
	Results	Projection	March 31, 2008
First quarter period			
Second quarter period	22.0		20.0
Third quarter period			
Year-end Year-end		22.0	22.0
Total		44.0	42.0

Note: Changes in the projected cash dividend: None

#### 3. Projections for the Fiscal Year Ending March 31, 2009

Millions of yen except per share amounts

	The entire fiscal year	
Net sales	2,380,000	6.1%
Operating income	300,000	(9.9)%
Income before income taxes, minority interests and equity in earnings of affiliated companies	290,000	(10.0)%
Net income	190,000	(9.0)%
Net income per share (Yen)		
Basic	¥ 190.99	

Notes: 1) Percentages shown above represent the rates of change compared with the corresponding periods a year ago.

2) Changes in projected consolidated business results: Applicable

#### 4. Others

- (1) Changes in important subsidiaries during six months ended September 30, 2008 under review: None
- (2) Simplified accounting procedures and adaptation of specific accounting procedures for the production of consolidated quarterly financial statements: None
- (3) Changes in accounting principles, procedures and presentations for the production of consolidated quarterly financial statements
  - 1) Changes resulting from the revision of accounting standards: Applicable Starting in the fiscal year which began April 1, 2008, Komatsu Ltd. and its subsidiaries have adopted the provision of the Statement of Financial Accounting Standards (SFAS) No. 157, Fair Value Measurements. SFAS No. 157 defines fair value, establishes a framework for measuring fair value, and expands disclosures about fair value measurement. The adoption of SFAS No. 157 did not have a material impact on our consolidated results of operations and financial condition.

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- 2) Changes in matters other than 1) above: None
- (4) Number of shares of common stock outstanding
  - 1) The numbers of common shares outstanding including treasury stock were as follows:

As of September 30, 2008:	998,744,060 shares
As of March 31, 2008:	998,744,060 shares

2) The numbers of shares of treasury stock were as follows:

As of September 30, 2008:	3,904,845 shares
As of March 31, 2008:	3,640,213 shares

3) The numbers of average common shares outstanding were as follows:

Six months ended September 30, 2008:	995,234,502 shares
Six months ended September 30, 2007:	994,615,040 shares

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#### [Reference]

#### Results for Three Months ended September 30, 2008

(Amounts are rounded to the nearest million yen)

Millions of yen & US dollars except per share amounts

	Three months ended September 30, 2008		
		Yen	Dollar
Net sales	6	504,456	5,702
Operating income		76,390	721
Income before income taxes, minority interests and equity in earnings of affiliated companies		63,960	603
Net income		42,610	402
Net income per share (Yen & US cents)			
Basic	¥	42.81	40.4¢
Diluted	¥	42.78	40.4¢

# 5. Projection of the Parent Company for the Fiscal Year Ending March 31, 2009

(This is the first time for Komatsu Ltd. to disclose its projection for non-consolidated business results.)

Millions of yen except per share amounts

	Results for fiscal year ended	fiscal year ending	ing Changes	
	March 31, 2008 (A)	March 31, 2009 (B)		
Net sales	926,731	930,000	3,269	0.4%
Operating profit	127,143	60,000	(67,143)	(52.8)%
Ordinary profit	135,500	72,000	(63,500)	(46.9)%
Net income	96,832	50,000	(46,832)	(48.4)%
Net income per share (Yen)	¥ 97.28	¥ 50.23	¥ (47.05)	

#### **Management Performance and Financial Conditions**

The Komatsu Group (hereinafter Komatsu) had included the forklift truck business of Komatsu Utility Co., Ltd. and all businesses of Komatsu Logistics Corp. in the Industrial Machinery, Vehicles and Others segment until the end of the previous fiscal year. Starting in the current fiscal year under review, Komatsu has included all these businesses in the construction and mining equipment business and changed its business segmentation by renaming it the Construction, Mining and Utility Equipment segment and including all other businesses in the Industrial Machinery and Others segment. Accordingly, the related figures for the previous first six-month period are stated after retrospectively reclassifying them.

#### 1. Outline of Operations and Business Results

During the first six-month period (April 1 September 30, 2008), economic deceleration became more evident in Japan, the United States and Europe in addition to continued price surges of steel and other materials. At the same time, the Japanese yen appreciated sharply against major currencies. Against this background, Komatsu Ltd. and its subsidiaries (hereinafter Komatsu) continued to work on the selected tasks of the mid-range management plan Global Teamwork for 15. Aimed at the fiscal year ending March 31, 2010, this plan focuses on two core businesses: namely, the construction, mining and utility equipment business and the industrial machinery and others business which now includes Komatsu NTC Ltd. (hereinafter Komatsu NTC)\* To fulfill corporate social responsibility and ensure sustainable growth as top management officers, we have been taking the leading initiative to promote thorough compliance, safety and environmental protection of Komatsu around the world.

Consolidated net sales for the first six-month period totaled \(\xi\$1,211.2 billion (US\\$11,427 million)\), up 12.2\% from the same period a year ago.

In the construction, mining and utility equipment business, demand in Japan and the United States remained sluggish and that in Europe fell drastically in the six-month period under review. However, reflecting brisk resource and infrastructure developing in China, Southeast Asia, Latin America, Russia, the Middle East and Africa, global demand stayed at about the same level from the corresponding period a year ago. Komatsu worked to increase selling prices, while expanding production capacity and promoting cross sourcing of products in response to changes on the market. As a result, Komatsu achieved a sales increase from the first six-month period a year ago, even when the U.S. dollar, South African rand and some other currencies depreciated against the Japanese yen. In the industrial machinery and others business, Komatsu expanded sales over the corresponding six-month period a year ago by taking advantage of buoyant demand in facilities investment in emerging economies in addition to making Komatsu NTC a consolidated subsidiary.

With respect to profits, Komatsu concerted efforts particularly to expand the sales volume of equipment, increase selling prices and reduce production costs in order to absorb soaring prices of certain raw materials. Mainly due to the Japanese yen's substantial appreciation, however, operating income for the first six-month period registered a slight decline of 2.0% from the corresponding period a year ago, to ¥159.6 billion (US\$1,506 million). Operating income as a percentage of net sales for the first six-month under review was 13.2%, remaining at a high level, but showing a slight decline from the corresponding period a year ago. As a result, income before income taxes, minority interests and equity in earnings of affiliated companies decreased 1.2% from the corresponding period a year ago, to ¥156.7 billion (US\$1,479 million) for the six-month period under review. Net income for the first six-month period amounted to ¥100.3 billion (US\$947 million), 3.3% less from the corresponding period a year ago.

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<sup>\*</sup> Effective October 1, 2008, NIPPEI TOYAMA Corporation changed its corporate name to Komatsu NTC.

Business results by operation are described below. (Sales figures represent those made to outside customers.)

#### Construction, Mining and Utility Equipment

While demand for construction and mining equipment was sluggish in Japan, the United States and Europe, it remained robust in emerging economies. In particular, demand for large equipment for use in mines was strong against the background of brisk resource development around the world. Demand for forklift trucks was also good in emerging economies.

Consolidated net sales of construction, mining and utility equipment reached ¥1,050.2 billion (US\$9,908 million) for the first six-month period under review, up 6.1% from the corresponding six-month period a year ago. Reflecting Komatsu s globalization efforts in production, sales and services over the years, the percentage distribution of sales by region has become well balanced with 15.4% in Japan, 25.7% in the Americas, 18.3% in Europe & CIS, 9.7% in China, 18.5% in Asia & Oceania, and 12.4% in the Middle East & Africa, free from skewed reliance on specific regions.

[Sales of Construction, Mining and Utility Equipment by Region]

Millions of yen

	Six months ended	Six months ended		
	September 30, 2008	September 30, 2007		
	(A)	<b>(B)</b>	Chang	es
	1USD = ¥106	1USD = ¥119	Increase (De	
	1EUR = ¥162	1EUR = Y163	(A)-(H	3)
Japan	161,387	172,699	(11,312)	(6.6)%
Americas	270,030	260,356	9,674	3.7%
Europe & CIS	192,791	212,610	(19,819)	(9.3)%
China	101,566	77,588	23,978	30.9%
Asia & Oceania	194,396	156,759	37,637	24.0%
Middle East & Africa	130,055	109,527	20,528	18.7%
Total	1,050,225	989,539	60,686	6.1%

Japan

While public-sector investment remained slack, demand fell drastically, as affected by a drop in housing starts resulting from the revision of Japan s Building Code and soaring prices for building materials. In addition, demand was also adversely affected by the reassessment of tax revenues for road construction. In this environment, Komatsu worked to expand sales of new equipment and increase selling prices. However, sales in Japan for the first six-month period declined from the corresponding period a year ago.

While such a challenging environment lingered, Komatsu has decided to restructure its sales and service organization for construction equipment effective April 2009. To reinforce sales and service capabilities, a new sales company will be established by merging 12 consolidated sales subsidiaries and a sales subsidiary for wear-out parts.

#### Americas

North American demand for construction equipment for use in civil engineering declined as affected by a drop in U.S. housing starts and a slack economy resulting from the financial turmoil. Meanwhile, demand for equipment for use in mines continued to expand in both North and Latin America. Komatsu worked to increase selling prices and reinforce sales and product support capabilities for mining customers. In addition, Komatsu continued its efforts to ensure an appropriate level of inventories at its North American distributors. Against this backdrop, sales dropped in North America but surged in Latin America, resulting in six-month sales in the Americas increasing from the corresponding first six-month period a year ago.

#### Europe & CIS

Demand fell rapidly in Europe, as the economies slowed down clearly. Against this backdrop, Komatsu concerted its efforts to increase selling prices and ensure an appropriate level of inventories at local plants and distributors. In CIS, while demand for equipment grew for use in resource development and infrastructure development in urban areas, Komatsu worked to strengthen its distributor network and product support capabilities for mining and energy development customers. As a result, six-month sales increased from the corresponding first six-month period a year ago. Affected by a declining demand in Europe, sales in Europe & CIS for the first six-month period decreased from the corresponding period a year ago.

#### China

Growth of total demand was moderate, due to negative factors such as declining demand in the coastal region and temporary measures of the Chinese government to stop construction in conjunction with the Beijing Olympic Games. Meanwhile, total demand for mining equipment remained strong. Komatsu concerted its aggressive efforts to expand sales of new equipment based on IT-utilized information concerning business negotiations and equipment in use, working to improve operational efficiency of sales and production. As a result, six-month sales in China expanded from the corresponding first six-month period a year ago.

#### Asia & Oceania

In Indonesia, the largest market in Southeast Asia, demand increased in mining, civil engineering, agricultural, forestry and some other industries. Also in India, demand grew in infrastructure development and mining sectors. In Australia, demand for equipment for use in civil engineering declined slightly, while demand for mining equipment remained strong. Within this environment, Komatsu worked to reinforce sales and product support capabilities for mining customers and expand production capacity in Asia. As a result, sales in Asia & Oceania increased for the first six-month period from the corresponding period a year ago.

#### Middle East & Africa

In Africa, demand remained strong centering on mining equipment. However, the South African currency, Rand, depreciated sharply, pushing down sales for the first six-month period from the corresponding period a year ago. In the Middle East, by comparison, Komatsu captured expanded demand in oil-producing countries and the United Arab Emirates where large-scale investment projects were in progress and boosted sales. As a result, sales in the Middle East & Africa for the first six-month period expanded from the corresponding period a year ago.

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#### **Industrial Machinery and Others**

In the industrial machinery and others business, Komatsu expanded consolidated net sales to ¥161.0 billion (US\$1,519 million) for the first six-month period, an increase of 78.0% from the corresponding period a year ago, partly due to having made Komatsu NTC a consolidated subsidiary in March 2008.

While there were negative factors, such as sluggish economies in Japan, the United States and Europe, as well as restrained capital investment by the automobile manufacturing industry, sales of large presses, such as AC Servo presses and high-speed transfer lines increased steadily. Komatsu Machinery Corp. also expanded its business results. In response to the booming market for solar cells, Komatsu NTC boosted its sales of wire saws.

#### 2. Financial Conditions

As of September 30, 2008, total assets had increased by ¥70.0 billion from the previous fiscal year-end to ¥2,175.1 billion (US\$20,521 million). This increase comes from increases in inventories and tangible fixed assets, reflecting steady demand. Interest-bearing debt grew by ¥36.6 billion from the previous fiscal year-end to ¥488.7 billion (US\$4,611 million). Shareholders equity totaled ¥955.7 billion (US\$9,017 million), up ¥68.6 billion from the previous fiscal year-end, because of an increase of net income for the first six-month period under review. As a result, shareholders equity ratio increased by 1.8 percentage points from the previous fiscal year-end, to 43.9%. Net debt-to-equity ratio\* was 0.43 compared to 0.39 as of the previous fiscal year-end.

Net cash provided by operating activities for the first six-month period under review amounted to ¥58.3 billion (US\$551 million), resulting from an increase in working capital which offset an increase in net income, while declining by ¥28.3 billion from the corresponding period a year ago. Net cash used in investing activities increased by ¥37.0 billion, from the corresponding period a year ago, to ¥70.5 billion (US\$665 million), resulting from aggressive investments for expanded production capacity and improved productivity in Japan and overseas. Net cash used in financing activities decreased by ¥13.7 billion from the corresponding period a year ago, to ¥13.7 billion (US\$129 million).

As a result of the above, cash and cash equivalents as of September 30, 2008 totaled \(\pm\)77.2 billion (US\(\pm\)728 million), a decrease of \(\pm\)24.7 billion compared to the previous fiscal year-end.

\* Net debt-to-equity ratio = (Interest-bearing debt Cash and cash equivalents Time deposits)/Shareholders equity

	As of Sep. 30, 2008	As of Mar. 31, 2008	As of Sep. 30, 2007
Shareholders equity ratio (%)	43.9	42.1	45.3
Shareholders equity ratio at aggregate market value (%)	76.6	130.7	199.3
Years of debt redemption	4.2	2.8	2.0
Interest coverage ratio	7.7	9.6	10.3

- Shareholders equity ratio: Shareholders equity/Total assets
- Shareholders equity ratio at aggregate market value: Aggregate market value of outstanding shares of common stock/Total assets
- Years of debt redemption term: Interest-bearing debt/Net cash provided by operating activities
- Interest coverage ratio: Net cash provided by operating activities/Interest expense

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#### 3. Projections for the Fiscal Year Ending March 31, 2009

In the construction, mining and utility equipment business, Komatsu anticipates that resource and infrastructure development will continue to fuel demand for earthmoving equipment against the background of growing population and advancing urbanization centering on emerging economies. Komatsu has an extensive product line-up, ranging from large equipment, mainly for mining applications, and medium-sized equipment for construction, to utility equipment for versatile applications such as urban civil engineering, farming and livestock-farming as well as cargo handling. In the growing market of Greater Asia where Komatsu enjoys an advantageous market position, Komatsu will continue to capitalize on its extensive product offerings for business growth.

With respect to the industrial machinery and others business, the automobile and semiconductor manufacturing industries are restraining their capital investments. Komatsu is going to expand Komatsu NTC s production capacity of wire saws in line with growing capital investment designed to step up the production of solar cells around the world. Solar cells are attracting keen attention for their environment-friendly power generation.

Meanwhile, the financial turmoil that originated in the United States is further clouding the outlook for global economies, centering on the United States and Europe. In the construction, mining and utility equipment business, there are serious concerns such as slack demand in Japan, the United States and Europe, price increases of raw materials and adverse effects of the drastic depreciation against the Japanese yen of the U.S. dollar, euro and the currencies of emerging economies with natural resources.

In light of these conditions above, Komatsu has changed its projection, made on April 30, 2008, of consolidated business results for the fiscal year ending March 31, 2009 as follows.

Billions of yen

	Results for FY ended	Current projection for FY ending	Changes Increase	
	March 31, 2008	March 31, 2009	(Decrease)	Earlier projection for FY ending
	(A)	<b>(B)</b>	(B)- $(A)$ / $(A)$	March 31, 2009
Net sales	2,243.0	2,380.0	6.1%	2,580.0
Operating income	332.8	300.0	(9.9)%	360.0
Income from continuing operations before income taxes,				
minority interests and equity in earnings of affiliated				
companies	322.2	290.0	(10.0)%	353.0
Net income	208.7	190.0	(9.0)%	219.0

With respect to foreign exchange rates on which the new projection is based, Komatsu has changed the assumptions of average rates for the third and fourth quarters (October 1, 2008 March 31, 2009) as follows: ¥95 per US\$1 and ¥120 per EUR1. Accordingly, Komatsu has also changed the assumptions of average rates for the full fiscal year (April 1, 2008 March 31, 2009) as follows: ¥101 per US\$1 and ¥141 per EUR1, compared to the initial assumptions of ¥103 per US\$1 and ¥160 per EUR1.

#### 4. Basic Policy for Redistribution of Profits and Cash Dividends for Six Months Ended September 30, 2008

Komatsu is building a sound financial position and flexible and agile corporate strengths to increase its corporate value. Concerning cash dividends to shareholders, the Company maintains the policy of redistributing profits by considering consolidated business results and continuing stable dividends.

Specifically, the Company has set the goal of a consolidated payout ratio of 20% or higher, and maintains the policy of not decreasing dividends, as long as a consolidated payout ratio will not surpass 40%.

Concerning interim cash dividends, the Board of Directors of the Company set \(\frac{\pman}{2}\)2 per share, an increase of \(\frac{\pman}{2}\)2 from \(\frac{\pman}{2}\)2 for the previous interim dividends paid a year ago. This decision was reached by considering the consolidated business results for the first six-month period under review and future business prospects at the board meeting held on October 29, 2008.

#### **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.

#### 5. Financial statement

# (1) Consolidated Balance Sheets

# **Assets**

Millions of yen

	As of Septem	ber 30, 2008 Ratio (%)	As of March	31, 2008 Ratio (%)
Current assets				
Cash and cash equivalents	¥ 77,216		¥ 102,010	
Time deposits	177		97	
Trade notes and accounts receivable	513,450		523,624	
Inventories	560,436		518,441	
Deferred income taxes and other current assets	130,304		129,505	
Total current assets	1,281,583	58.9	1,273,677	60.5
Long-term trade receivables	110,462	5.1	89,695	4.3
Investments				
Investments in and advances to affiliated companies	22,712		22,884	
Investment securities	84,100		79,479	
Other	12,785		11,575	
Total investments	119,597	5.5	113,938	5.4
Property, plant and equipment - Less accumulated depreciation	527,958	24.3	491,146	23.3