KOMATSU LTD Form 6-K February 01, 2007 Table of Contents

## FORM 6-K

## SECURITIES AND EXCHANGE COMMISSION

Washington, D. C. 20549

**Report of Foreign Private Issuer** 

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

the Securities Exchange Act of 1934

For the month of January 2007

**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 offices

Indicate by check mark whether the registrant files or will file annual reports under cover 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 by furnishing the information contained in this Form, the registrant 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-\_\_\_\_

Table of Contents

1

## INFORMATION TO BE INCLUDED IN REPORT

1. A company announcement made on January 31, 2007

### **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: January 31, 2007 By: /s/ Kenji Kinoshita

Kenji Kinoshita

Senior Executive Officer

Komatsu Ltd.

Corporate Communications Dept.

Tel: +81-(0)3-5561-2616 Date: January 31, 2007 URL: http://www.komatsu.com/

### **Consolidated Business Results**

for Nine Months of the Fiscal Year Ending March 31, 2007 (U.S. GAAP)

- 1. Matters Related to the Production of the Outline of Business
  - 1) Simplified accounting procedures: Adopted in part to calculate tax expenses.
  - 2) Changes in accounting procedures since the last consolidated fiscal year: None.
- 3) Changes in group of entities: Consolidated subsidiaries

Added: 3 companies Removed: 15 companies

Affiliated companies accounted for by the equity method

Removed: 1 company

2. Results for Nine Months of the Fiscal Year Ending March 31, 2007

(Amounts are rounded to the nearest million yen) (1) Consolidated Financial Results

Added: None

	Millions of yen except per share amounts						
		Change	FY ended				
Nine Months ended	Nine Months ended						
December 31, 2006	December 31, 2005	Increas	se	March 31, 2006			
1,354,345	1,172,674	181,671	15.5%	1,631,583			
169,390	122,266	47,124	38.5%	164,807			
/	,	,		,,,,,,			
163,594	116,508	47,086	40.4%	157,125			
	December 31, 2006 1,354,345 169,390	Nine Months ended December 31, 2006 December 31, 2005  1,354,345 1,172,674  169,390 122,266	Nine Months ended December 31, 2006 December 31, 2005 Increase 1,354,345 1,172,674 181,671  169,390 122,266 47,124	Changes         Nine Months ended December 31, 2006       Nine Months ended December 31, 2005       Increase         1,354,345       1,172,674       181,671       15.5%         169,390       122,266       47,124       38.5%			

Edgar Filing: KOMATSU LTD - Form 6-K

Net income		109,561		83,722		25,839	30.9%		114,290
Net income per share (Yen)									
Basic	¥	110.27	¥	84.36	¥	25.91		¥	115.13
Diluted	¥	110.08	¥	84.24	¥	25.84		¥	114.93

Notes: 1) Perentages shown above, such in net sales and operating income, represent the rates of change compared with the corresponding nine months a year ago.

1

<sup>2)</sup> Operating income stated hereafter represents the amount in conformity with U.S. GAAP, as Komatsu Ltd. changed its form of consolidated statement of income from single- to multiple-step, starting in the first half period ended September 30, 2006. The previous operating income for the fiscal year ended March 31, 2006 and for the nine months ended December 31, 2005, are presented in conformity with U.S. GAAP to ensure comparability.

<sup>3)</sup> In accordance with Statement of Financial Accounting Standards No.144, Accounting for the Impairment or Disposal of Long-Lived Assets, the consolidated statements of income for the fiscal year ended March 31, 2006 and for the nine months ended December 31, 2005 have been retrospectively reclassified as for the discontinued operations.

#### (2) Consolidated Financial Position

	As of December 31, 2006	As of March 31, 2006
Total assets (Millions of yen)	1,768,506	1,652,125
Shareholders equity (Millions of yen)	728,814	622,997
Shareholders equity ratio (%)	41.2	37.7
Shareholders equity per share (Yen)	733.38	626.98

### 3. Management Performance (Consolidated)

For the 9-month period of the fiscal year, ending March 31, 2007, Komatsu posted consolidated net sales of ¥1,354.3 billion, up 15.5% over the previous corresponding period. Operating income advanced 38.5%, to ¥169.3 billion, while net income reached ¥109.5 billion, up 30.9%. All three results represent record-high figures for 9-month periods, and expanded sales and profits for five consecutive 9-month periods. Operating income ratio improved to 12.5%, up 2.1 percentage points from the 9-month period a year ago.

While our construction and mining equipment business continued to excel in performance, our business of industrial machinery, vehicles and others improved steadily.

On October 18, 2006, Komatsu sold 51% of the shares of Komatsu Electronic Metals Co., Ltd. (KEM). The Company had held a total of 61.93%. As a result, starting in the third quarter period of the fiscal year ending March 31, 2007, KEM and its subsidiaries were no longer consolidated. For the 9-month period under review, Komatsu stated the gain on the sale of KEM and the operation results of KEM and its subsidiaries as a separate line item, net income from discontinued operations, in the consolidated statements of income in accordance with Statement of Financial Accounting Standards No. 144, Accounting for the Impairment or Disposal of Long-Lived Assets. Accordingly, related figures for the corresponding period a year ago are also retrospectively reclassified.

Results by operation are summarized below. Segment profit by operation is based on net sales less cost of sales and selling, general and administrative expenses. Segment profit ratios are based on sales after eliminating inter-segment transactions.

## **Construction and Mining Equipment**

Consolidated net sales of construction and mining equipment for the 9-month period continued to increase to ¥1,118.8 billion, up 20.1% over the corresponding period last year, registering record-high 9-month sales, as Komatsu stepped up its production capacity, secured procurements in cooperation with suppliers, and aggressively launched renewed models which are compliant with Tier 3 emission gas regulations against the backdrop of expanded market demand.

Segment profit reached ¥ 152.7 billion, up 55.6% over the previous 9-month period, reflecting expanded sales volume and improved selling prices. Similarly, segment profit ratio increased 3.1 percentage points, to 13.6% for the 9-month period under review.

In North America, while U.S. housing starts slowed down, sales advanced for the 9-month period, supported by strong demand from non-residential construction projects, highway-related works and resource developments. Sales also boosted in Europe, CIS, China, Oceania, the Middle East, Africa and Latin America. In Southeast Asia, demand had been slack since the end of 2005, but recovery of demand became evident in the second half period under review.

In Japan we successfully leveraged expanded demand from the rental equipment sector, as private-sector capital outlays increased. In January 2007, we embarked on the production of large equipment for mining use at the Ibaraki Plant in Hitachinaka City, Japan and at Komatsu India Private Limited in Chennai, India.

[Sales of Construction and Mining Equipment by Region]

	Nine months ended	Nine months ended Nine months ended		ns of yen
	<b>December 31, 2006</b>	<b>December 31, 2005</b>		
	(A)	<b>(B)</b>	Char	nges
	1USD=¥116	1USD=¥113	Incre	ease
	1EUR=¥149	1EUR=¥137	(A)-	<b>(B)</b>
Japan	208.3	200.6	7.7	3.8%
The Americas	357.1	302.7	54.4	18.0%
Europe & CIS	211.4	164.6	46.8	28.4%
Asia & Oceania	165.5	144.8	20.7	14.3%
China	69.5	42.1	27.3	64.9%
The Middle East & Africa	106.7	76.2	30.5	40.1%
Total	1,118.8	931.2	187.6	20.1%

### **Industrial Machinery, Vehicles and Others**

Consolidated net sales of industrial machinery, vehicles and others increased 2.5%, to ¥214.9 billion for the 9-month period under review. Segment profit improved 18.9%, to ¥19.0 billion, and segment profit ratio, to 8.9%, up 1.3 percentage points over the corresponding period a year ago.

Major subsidiaries of this business segment, such as Komatsu Forklift Co., Ltd., Komatsu Industries Corporation and Komatsu Machinery Corporation, continued to expand their performance.

With respect to the business of large presses, Komatsu is reinforcing its production capacity while anticipating growing demand. We have recently launched production at the new Kanazawa Plant in Kanazawa City, Ishikawa Prefecture, Japan.

Concerning the outdoor power equipment (OPE) business of Komatsu Zenoah Co., Komatsu signed the definitive agreement with Husqvarna AB of Sweden on January 30, 2007, to sell this business after splitting off from Komatsu Zenoah Co. as a new company named Zenoah Co., Ltd.

As the definitive agreement to sell the OPE business of Komatsu Zenoah Co. was signed, this business will no longer be consolidated in Komatsu s results. For the fiscal year ending March 31, 2007, Komatsu will state the results related to this business as a separate item, net income from discontinued operations, in the consolidated statements of income in accordance with Statement of Financial Accounting Standards No. 144.

#### **Electronics**

Consolidated net sales from the electronics business totaled \(\frac{\pmathbf{\text{2}}}{20.5}\) billion, a decline of 35.0% from the corresponding 9-month period a year ago. Segment profit dropped 41.3%, to \(\frac{\pmathbf{\text{1}}}{1.6}\) billion, and segment profit ratio fell by 0.9 percentage points, to 8.1% for the 9-month period under review.

While Komatsu Electronics Inc., engaging in the production and sales of semiconductor manufacturing equipment, improved its performance, the decline in sales and segment profit mainly reflects adverse effects of the sale of Advanced Silicon Materials LLC executed in the previous fiscal year.

### 4. Financial Conditions (Consolidated)

Total assets at December 31, 2006 amounted to ¥1,768.5 billion, an increase of ¥116.3 billion from the previous fiscal year-end. While tangible fixed assets decreased as a result of excluding Komatsu Electronic Metals Co., Ltd. (KEM) and its subsidiaries, this increase is attributable to growth in trade notes and accounts receivable as well as inventories resulting from expanded sales of construction and mining equipment. Meanwhile, interest-bearing debt declined by ¥18.3 billion, to ¥359.6 billion, reflecting the exclusion of KEM and its subsidiaries from consolidation.

Shareholders equity totaled ¥728.8 billion, up ¥105.8 from the previous fiscal year-end, reflecting expanded profits. As a result, shareholders equity ratio improved to 41.2%. Net debt-to-equity ratio\* further improved to 0.38 at December 31, 2006, compared to 0.49 at the previous fiscal year-end.

- \* Net DER = (Interest-bearing debt Cash and cash equivalents Time deposits)/shareholders equity
- 5. Projection for the Entire Fiscal Year ending March 31, 2007 (Consolidated)

(From April 1, 2006 to March 31, 2007)

As the definitive agreement to sell the OPE business of Komatsu Zenoah Co. (KZ) was signed on January 30, 2007, the projections disclosed on October 31, 2006 are changed as below.

	FY	ended Marcl	1 31, 2006	FY end	Billi ling March 31,	ons of yen 2007
	Results	Results excluding KEM*	Results excluding KZ s OPE business** (a)	Excluding KEM*	Excluding KZ s OPE business (b)	Changes (b)/(a)
Net sales	1,701.9	1,631.5	1,612.1	1,868.0	1,847.0	14.6%
Segment profit	176.4	165.9	164.4	237.0	236.0	43.5%
Operating income	176.7	164.8	163.3	231.0	230.0	40.8%
Income from continuing operations before income taxes, minority						
interests and equity in earnings of affiliated companies	169.0	157.1	155.7	220.0	219.0	40.6%
Net income from continuing operations	114.2	109.9	109.1	135.0	134.0	
Net income from discontinued operations		4.3	5.1	10.0	11.0	
Net income	114.2	114.2	114.2	145.0	145.0	26.9%

<sup>\*</sup> KEM: Komatsu Electronic Metals Co., Ltd. was sold to SUMCO Corporation on October 18, 2006.

Note: As the definitive agreement to sell the OPE business of Komatsu Zenoah Co. was signed, this business will no longer be consolidated in Komatsu s results. For the fiscal year ending March 31, 2007, Komatsu will state the results related to this business as a separate item, net income from discontinued operations, in the consolidated statements of income. The corresponding figures for previous fiscal years will also be retrospectively reclassified.

### **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

<sup>\*\*</sup> Unaudited

## Edgar Filing: KOMATSU LTD - Form 6-K

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.

4

## **Condensed Consolidated Balance Sheets**

	As of	Millions of yen	ı
	December 31,	March 31,	Changes
	2006 (A)	2006 (B)	Increase (Decrease) (A)-(B)
Assets	,	( )	
Current assets:			
Cash and cash equivalents	¥ 82,413	¥ 69,997	¥ 12,416
Time deposits	97	54	43
Trade notes and accounts receivable	428,977	397,998	30,979
Inventories	449,226	370,074	79,152
Other current assets	122,076	109,778	12,298
Total current assets	1,082,789	947,901	134,888
Long-term trade receivables	65,836	72,844	(7,008)
Investments	154,538	125,517	29,021
Property, plant, and equipment -			
Less accumulated depreciation	377,566	400,667	(23,101)
Other assets	87,777	105,196	(17,419)
Total	1,768,506	1,652,125	116,381
Liabilities and Shareholders' Equity Current liabilities:			
Short-term debt (including current maturities of long-term debt)	213,963	182,710	31,253
Trade notes and accounts payable	345,052	304,776	40,276
Income taxes payable	40,247	37,004	3,243
Other current liabilities	175,052	164,353	10,699
Total current liabilities	774,314	688,843	85,471
Long-term liabilities	246,448	292,416	(45,968)
Minority interests	18,930	47,869	(28,939)
Shareholders' equity:			
Common stock	67,870	67,870	
Capital surplus	137,145	136,137	1,008
Retained earnings	486,640	399,938	86,702
Accumulated other comprehensive income (loss)*	40,671	23,095	17,576
Treasury stock	(3,512)	(4,043)	531
Total shareholders' equity	728,814	622,997	105,817

Edgar Filing: KOMATSU LTD - Form 6-K

**Total** \quad \qua

\* Accumulated other comprehensive income (loss):

recommended cancer comprehensive involve (1888)	As of	As of	
	December 31,	March 31,	Changes
	2006	2006	Increase (Decrease)
Foreign currency translation adjustments	¥ 9,831	¥ (2,240)	¥ 12,071
Net unrealized holding gains on securities available for sale	41,818	36,910	4,908
Pension liability adjustments	(10,099)	(11,299)	1,200
Net unrealized holding gains (losses) on derivative instruments	(879)	(276)	(603)
Short & long-term debt	¥ 359,610	¥ 377,913	¥ (18,303)

Minority interests in income of consolidated subsidiaries

Equity in earnings of affiliated companies

Net income from continuing operations

Net income from discontinued operations

Net income

#### **Condensed Consolidated Statements of Income**

(For nine months ended December 31, 2006 and 2005)

Millions of yen Changes

2006 2005 Increase (Decrease) (A) **(B)** (A)-(B) Net sales ¥1,354,345 ¥ 1,172,674 ¥ 181,671 15.5 Cost of sales 969,035 861,197 107,838 196,553 Selling, general and administrative expenses 213,482 16,929 Other operating income (expenses) (2,438)7,342 (9,780)Operating income 169,390 122,266 47,124 38.5 Other income (expenses) 6,219 5,093 Interest and dividend income 1,126 Interest expense (9,067)(11,134)(2,067)903 Other-net (881)(1,784)Other income (expenses) (5,796)(5,758)(38)Income from continuing operations before income taxes, minority interests and equity in earnings of affiliated companies 163,594 116,508 47,086 40.4 Income taxes 63,050 32,979 30,071

(4,569)

2,594

98,569

10,992

¥ 109,561

(4,191)

1.104

80,442

3,280

83,722

(378)

1,490

18,127

7,712

¥ 25,839

22.5

235.1

30.9

Notes: 1) Starting from the first half period ended September 30, 2006, Komatsu changed its form of consolidated financial statement of income from single- to multiple-step. Operating income is expressed in conformity with U.S. GAAP.

<sup>2)</sup> In accordance with Statement of Financial Accounting Standards No.144, Accounting for the Impairment or Disposal of Long-Lived Assets, the result of discontinued operations, less applicable income taxes, is presented as net income from discontinued operations. Previously reported amounts have been reclassified accordingly.

Total

### **Business Segment Information**

(For nine months ended December 31, 2006 and 2005)

Changes 2006 2005 Increase (Decrease) (A) **(B)** (A)-(B) Segment Segment Segment Segment **Profit** Segment Profit Profit Sales Ratio (%) Sales **Profit** Ratio (%) Sales Profit Construction and Mining Equipment 946,989 1,137,036 152,701 13.4 98,124 10.4 190,047 54,577 Industrial Machinery, Vehicles and Others 19,084 271,934 16,049 288,923 6.6 5.9 16,989 3,035 Electronics 20,569 1,669 8.1 31,656 2,843 9.0 (11,087)(1,174)Subtotal 1,446,528 173,454 12.0 1,250,579 117,016 9.4 195,949 56,438 Corporate & Elimination (92,183)(1,626)(77,905)(2,092)(14,278)466

1,172,674

114,924

9.8

181,671

56,904

Millions of yen

Note: In accordance with Statement of Financial Accounting Standards No. 144, "Accounting for the Impairment or Disposal of Long-Lived Assets," the operating results from the discontinued operations have been reclassified.

171,828

1,354,345

## **Consolidated Sales by Operation**

(For nine months ended December 31, 2006 and 2005)

Millions of yen Changes

	2006 2005		2006		Increase (De	ecrease)	
		(A	(A) (B)		<b>B</b> )	(A)-(I	<b>B</b> )
		Sales	Ratio (%)	Sales	Ratio (%)	Sales	(%)
Construction and Mining Equipment	Japan	208,332	15.4	200,625	17.1	7,707	3.8
	Overseas	910,483	67.2	730,578	62.3	179,905	24.6
		1,118,815	82.6	931,203	79.4	187,612	20.1
Industrial Machinery, Vehicles and Others	Japan	136,502	10.1	136,808	11.7	(306)	(0.2)
	Overseas	78,466	5.8	73,013	6.2	5,453	7.5
		214,968	15.9	209,821	17.9	5,147	2.5
Electronics	Japan	6,516	0.5	13,574	1.2	(7,058)	(52.0)
	Overseas	14,046	1.0	18,076	1.5	(4,030)	(22.3)
		20,562	1.5	31,650	2.7	(11,088)	(35.0)
Total	Japan	351,350	26.0	351,007	30.0	343	0.1
	Overseas	1,002,995	74.0	821,667	70.0	181,328	22.1
		1,354,345	100.0	1,172,674	100.0	181,671	15.5

Note: In accordance with Statement of Financial Accounting Standards No. 144, "Accounting for the Impairment or Disposal of Long-Lived Assets," the operating results from the discontinued operations have been reclassified.

### Reference:

## Consolidated Business Results for Three Months from October through December 2006

## (1) Business Segment Information

	Three months ended		Thi	ree months er	ıded		ions of yen anges		
	<b>December 31, 2006</b>			December 31, 2005			Increase (Decrea		
	(A)		(B)			(A)-(B)			
		C	Segment		C	Segment		Segment	
	Sales	Segment Profit	Profit Ratio (%)	Sales	Segment Profit	Profit Ratio (%)	Sales	Profit	
Construction and Mining Equipment	386,498	51,239	13.3	323,236	33,392	10.3	63,262	17,847	
Industrial Machinery, Vehicles and Others	94,319	5,571	5.9	95,106	5,430	5.7	(787)	141	
Electronics	7,153	651	9.1	9,880	364	3.7	(2,727)	287	
Subtotal	487,970	57,461	11.8	428,222	39,186	9.2	59,748	18,275	
Corporate & Elimination	(32,687)	505		(32,374)	(753)		(313)	1,258	
Total	455,283	57,966	12.7	395,848	38,433	9.7	59,435	19,533	

## (2) Consolidated Sales by Operation

		Three months ended  December 31, 2006  December 31, 2005		Millions of Changes			
				December 31, 2006 December 31, 2005		Increase (D	ecrease)
		(	(A) (B		<b>B</b> )	(A)-(l	3)
		Sales	Ratio (%)	Sales	Ratio (%)	Sales	(%)
Construction and Mining Equipment	Japan	75,055	16.5	71,254	18.0	3,801	5.3
	Overseas	305,066	67.0	244,856	61.9	60,210	24.6
		380,121	83.5	316,110	79.9	64,011	20.2
Industrial Machinery, Vehicles and Others	Japan	44,564	9.8	44,075	11.1	489	1.1
	Overseas	23,446	5.1	25,784	6.5	(2,338)	(9.1)
		68,010	14.9	69,859	17.6	(1,849)	(2.6)
Electronics	Japan	2,349	0.5	4,030	1.0	(1,681)	(41.7)
	Overseas	4,803	1.1	5,849	1.5	(1,046)	(17.9)
		7,152	1.6	9,879	2.5	(2,727)	(27.6)
Total	Japan	121,968	26.8	119,359	30.1	2,609	2.2
	Overseas	333,315		276,489	69.9	56,826	20.6
		455,283	100.0	395,848	100.0	59,435	15.0

## (3) Sales of Construction and Mining Equipment by Region

		Three months ended	Million Chan	s of yen ges
	Three months ended December 31, 2006	December 31, 2005	Incre	ase
	(A)	<b>(B)</b>	(A)-(	<b>B</b> )
Japan	75,055	71,254	3,801	5.3%
The Americas	112,135	106,152	5,983	5.6%
Europe & CIS	75,922	58,880	17,042	28.9%
Asia & Oceania	57,880	41,188	16,692	40.5%
China	22,730	15,558	7,172	46.1%
The Middle East & Africa	36,399	23,078	13,321	57.7%
Total	380,121	316,110	64,011	20.2%
				(end)