



ON YOUR SIDE

## Supplementary information on financial results for the nine months ended September 30, 2022

November 9, 2022



# Exchange Rate

			Year ending Dec. 31, 2022		Year ended Dec. 31, 2021
			(Forecast)	(Actual)	(Actual)
¥/US\$	1st quarter (Jan.-Mar.)	-	116	106	
	2nd quarter (Apr.-Jun.)	-	130	109	
	3rd quarter (Jul.-Sept.)	-	138	110	
	Sept. YTD (Jan.-Sept.)	-	128	109	
	Full year average (Jan.-Dec.)	132	-	110	
	Full year average (Jan.-Dec.)	132	-	110	
¥/Euro	1st quarter (Jan.-Mar.)	-	130	128	
	2nd quarter (Apr.-Jun.)	-	138	132	
	3rd quarter (Jul.-Sept.)	-	139	130	
	Sept. YTD (Jan.-Sept.)	-	136	130	
	Full year average (Jan.-Dec.)	137	-	130	
	Full year average (Jan.-Dec.)	137	-	130	

¥/US\$	1st quarter end (Mar.)	-	122	111
	2nd quarter end (Jun.)	-	137	111
	3rd quarter end (Sept.)	-	145	112
	4th quarter end (Dec.)	145	-	115
¥/Euro	1st quarter end (Mar.)	-	137	130
	2nd quarter end (Jun.)	-	143	132
	3rd quarter end (Sept.)	-	142	130
	4th quarter end (Dec.)	142	-	131

			Year ending Dec. 31, 2022		Year ended Dec. 31, 2021
			(Forecast)	(Actual)	(Actual)
¥/THB	1st quarter (Jan.-Mar.)	-	3.52	3.50	
	2nd quarter (Apr.-Jun.)	-	3.77	3.50	
	3rd quarter (Jul.-Sept.)	-	3.80	3.35	
	Sept. YTD (Jan.-Sept.)	-	3.70	3.45	
	Full year average (Jan.-Dec.)	3.72	-	3.44	
	Full year average (Jan.-Dec.)	3.72	-	3.44	
¥/RMB	1st quarter (Jan.-Mar.)	-	18.29	16.36	
	2nd quarter (Apr.-Jun.)	-	19.58	16.96	
	3rd quarter (Jul.-Sept.)	-	20.00	17.02	
	Sept. YTD (Jan.-Sept.)	-	19.35	16.78	
	Full year average (Jan.-Dec.)	19.52	-	17.03	
	Full year average (Jan.-Dec.)	19.52	-	17.03	

¥/THB	1st quarter end (Mar.)	-	3.68	3.54
	2nd quarter end (Jun.)	-	3.85	3.44
	3rd quarter end (Sept.)	-	3.81	3.30
	4th quarter end (Dec.)	3.80	-	3.43
¥/RMB	1st quarter end (Mar.)	-	19.26	16.84
	2nd quarter end (Jun.)	-	20.00	17.11
	3rd quarter end (Sept.)	-	20.00	17.30
	4th quarter end (Dec.)	20.00	-	18.06

# Revenue in Machinery by product and region

## ■ Revenue in Machinery by product and region for the nine months ended September 30, 2022

(Unit: billions of yen)	Tractors		Combine harvesters and rice transplanters		Engines		CE		Finance income		Others		Machinery total*	
	FY2022 3Q	FY2021 3Q	FY2022 3Q	FY2021 3Q	FY2022 3Q	FY2021 3Q	FY2022 3Q	FY2021 3Q	FY2022 3Q	FY2021 3Q	FY2022 3Q	FY2021 3Q	FY2022 3Q	FY2021 3Q
Japan	42	44	33	35	17	15	26	27	2	2	109	115	230	239
North America	336	267	0	0	55	44	218	157	56	44	123	85	788	597
Europe	51	47	0	0	37	34	85	77	0	0	68	56	241	215
Asia	185	112	74	81	31	28	24	17	23	19	49	45	386	302
Others	32	27	0	1	4	3	15	13	1	1	11	10	64	55
<b>Total*</b>	<b>646</b>	<b>497</b>	<b>108</b>	<b>117</b>	<b>145</b>	<b>124</b>	<b>368</b>	<b>291</b>	<b>82</b>	<b>66</b>	<b>360</b>	<b>312</b>	<b>1,708</b>	<b>1,408</b>

\* "Total" of each product and each region may not match the total of revenue by product and region because revenue by product and region is rounded to the nearest billion yen.

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## Cautionary Statements with Respect to Forward-Looking Statements

This document may contain forward-looking statements that are based on management's expectations, estimates, projections, and assumptions. These statements are not guarantees of future performance and involve certain risks and uncertainties, which are difficult to predict. Therefore, actual future results may differ materially from what is forecast in forward-looking statements due to a variety of factors, including, without limitation: general economic conditions in the Company's markets, particularly government agricultural policies, levels of capital expenditures both in public and private sectors, foreign currency exchange rates, the occurrence of natural disasters, continued competitive pricing pressures in the marketplace, as well as the Company's ability to continue to gain acceptance of its products.

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