

Supplementary information for the six months ended June 30, 2020



Beyond 130



August 4, 2020

Exchange Rate

■ Exchange rate

			Year ending Dec. 31, 2020		Year ended Dec. 31, 2019
			(Forecast)	(Actual)	(Actual)
¥/US\$		1st half (Jan.-Jun.)	-	108	110
		2nd half (Jul.-Dec.)	106	-	108
		Full year average (Jan.-Dec.)	107	-	109
¥/Euro		1st half (Jan.-Jun.)	-	119	124
		2nd half (Jul.-Dec.)	120	-	120
		Full year average (Jan.-Dec.)	120	-	122

¥/US\$	1st quarter end (Mar.)	-	109	111
	2nd quarter end (Jun.)	-	108	108
	3rd quarter end (Sept.)	106	-	108
	4th quarter end (Dec.)	106	-	110
¥/Euro	1st quarter end (Mar.)	-	120	125
	2nd quarter end (Jun.)	-	121	122
	3rd quarter end (Sept.)	120	-	118
	4th quarter end (Dec.)	120	-	123

■ Exchange rate

			Year ending Dec. 31, 2020		Year ended Dec. 31, 2019
			(Forecast)	(Actual)	(Actual)
¥/THB		1st half (Jan.-Jun.)	-	3.43	3.49
		2nd half (Jul.-Dec.)	3.37	-	3.55
		Full year average (Jan.-Dec.)	3.40	-	3.52
¥/RMB		1st half (Jan.-Jun.)	-	15.39	16.20
		2nd half (Jul.-Dec.)	15.21	-	15.37
		Full year average (Jan.-Dec.)	15.30	-	15.78

¥/THB	1st quarter end (Mar.)	-	3.34	3.49
	2nd quarter end (Jun.)	-	3.49	3.50
	3rd quarter end (Sept.)	3.37	-	3.53
	4th quarter end (Dec.)	3.37	-	3.63
¥/RMB	1st quarter end (Mar.)	-	15.31	16.47
	2nd quarter end (Jun.)	-	15.23	15.69
	3rd quarter end (Sept.)	15.21	-	15.13
	4th quarter end (Dec.)	15.21	-	15.67

Reference Data (Revenue in Machinery by product and region)

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■ Revenue in Machinery by product and region for the six months ended June 30, 2020

(Unit: billions of yen)	Tractors		Combine harvesters and rice transplanters		Engines		CE		Finance income		Others*		Machinery total**	
	FY2020 2Q	FY2020 2Q	FY2020 2Q	FY2020 2Q	FY2020 2Q	FY2020 2Q	FY2020 2Q	FY2020 2Q	FY2020 2Q	FY2020 2Q	FY2020 2Q	FY2020 2Q	FY2020 2Q	FY2020 2Q
Japan	29	36	19	23	9	9	16	16	1	1	71	73	145	159
North America	137	148	0	0	23	34	67	83	25	24	44	45	295	334
Europe	23	30	0	0	15	21	38	46	0	0	32	34	108	131
Asia	57	65	38	34	16	15	10	13	10	10	21	21	152	158
Others	9	7	1	0	1	2	5	5	1	1	4	5	20	19
Total**	254	287	57	58	63	80	135	163	38	36	172	177	719	801

* Beginning with the year ending December 31, 2020, in conformity with the change in the internal organization, the amounts related to *air - conditioning equipment* are reported in the Water & Environment segment, whereas they were formerly reported in "Others" of the Farm & Industrial Machinery segment. Accordingly, the information for the prior fiscal year was retrospectively adjusted to conform to the current year's presentation.

** "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.

Reference Data (Revenue in Machinery by product and region)

■ Revenue in Machinery by product and region for the three months ended March 31, 2020

(Unit: billions of yen)	Tractors		Combine harvesters and rice transplanters		Engines		CE		Finance income		Others*		Machinery total**	
	FY2020 1Q	FY2019 1Q	FY2020 1Q	FY2019 1Q	FY2020 1Q	FY2019 1Q	FY2020 1Q	FY2019 1Q	FY2020 1Q	FY2019 1Q	FY2020 1Q	FY2019 1Q	FY2020 1Q	FY2019 1Q
Japan	13	16	7	9	5	5	8	9	1	1	33	33	66	72
North America	74	73	0	0	13	17	26	39	12	11	21	20	147	160
Europe	12	15	0	0	9	11	21	22	0	0	17	19	59	67
Asia	26	33	15	14	7	8	4	7	5	5	9	10	66	77
Others	4	3	0	0	1	1	1	3	0	0	2	2	9	10
Total**	129	140	22	23	35	41	61	80	19	17	82	85	347	387

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** "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.

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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