

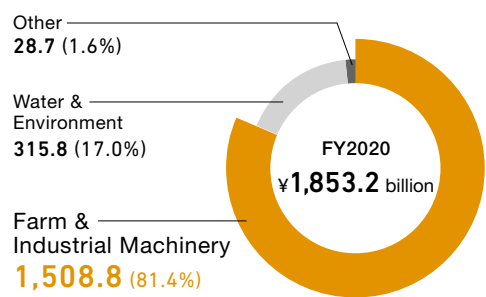
## Business Overview (Farm & Industrial Machinery)

### Results of FY2020

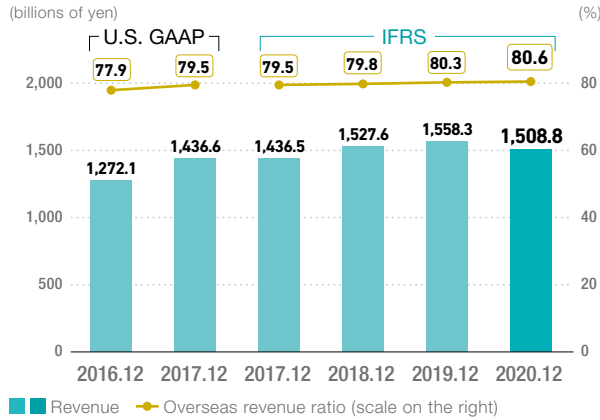
Revenue in this segment decreased by 3.2% from the prior year to ¥1,508.8 billion, and accounted for 81.4% of consolidated revenue. Domestic revenue decreased by 4.4% from the prior year to ¥292.9 billion, and overseas revenue decreased by 2.9% from the prior year to ¥1,215.9 billion.

Operating profit in this segment decreased by 11.5% from the prior year to ¥179.6 billion mainly due to a deterioration in profitability in its manufacturing bases, decreased revenue in the domestic and overseas markets, and the negative effects of yen appreciation. However, there were some positive effects such as raised product prices and declined interest rates in the United States.

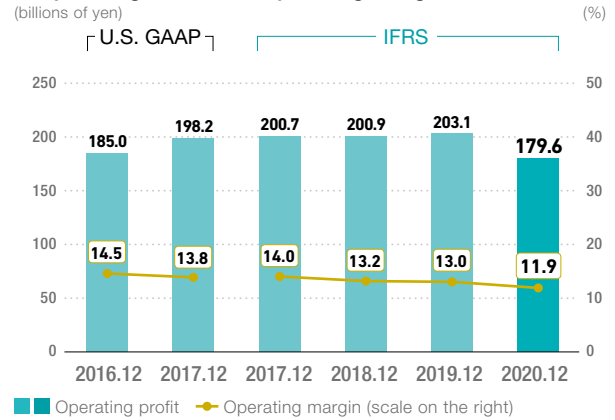
### Revenue by Reportable Segment (billions of yen)



### Revenue and Overseas Revenue Ratio



### Operating Profit and Operating Margin



\* Owing to changes in organizational structure, "air-conditioning equipment" previously included in the Farm & Industrial Machinery segment has been included in the Water & Environment segment since FY2020. Accordingly, the same category has been reclassified and restated for FY2019.

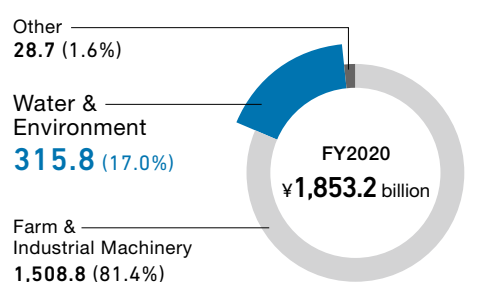
## Business Overview (Water & Environment)

### Results of FY2020

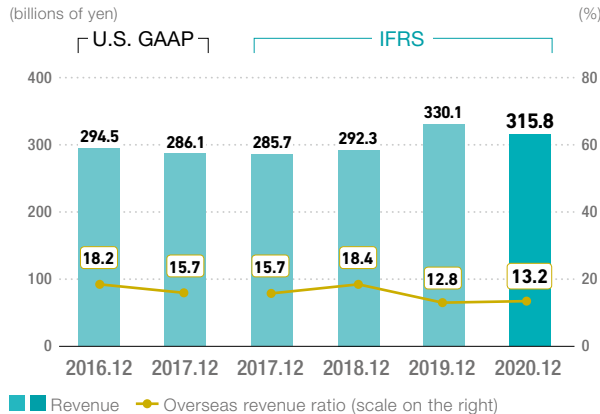
Revenue in this segment decreased by 4.3% from the prior year to ¥315.8 billion, and accounted for 17.0% of consolidated revenue. Domestic revenue decreased by 4.8% from the prior year to ¥274.0 billion, and overseas revenue decreased by 1.0% from the prior year to ¥41.8 billion.

Operating profit in this segment decreased by 7.9% from the prior year to ¥25.9 billion mainly due to decreased revenue in the domestic market and an increase in plant construction cost, while material prices declined.

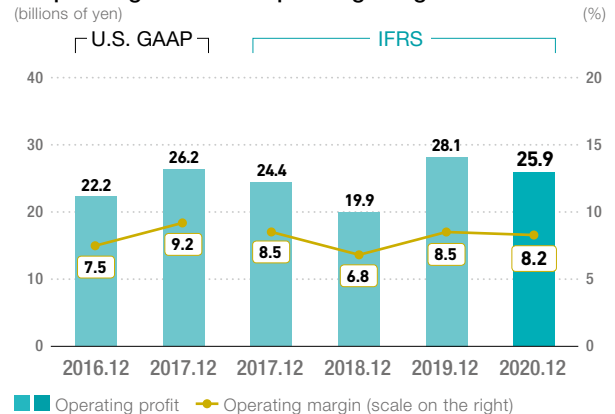
### Revenue by Reportable Segment (billions of yen)



### Revenue and Overseas Revenue Ratio



### Operating Profit and Operating Margin



\* Owing to changes in organizational structure, "air-conditioning equipment" previously included in the Farm & Industrial Machinery segment has been included in the Water & Environment segment since FY2020. Accordingly, the same category has been reclassified and restated for FY2019.