



ON YOUR SIDE

Supplementary information for the year ended December 31, 2020



February 15, 2021

■ Exchange rate

		Year ending Dec. 31, 2021	Year ended Dec. 31, 2020	Year ended Dec. 31, 2019
		(Forecast)	(Actual)	(Actual)
¥/US\$	1st half (Jan.-Jun.)	105	108	110
	4th quarter (Oct.-Dec.)	105	105	109
	2nd half (Jul.-Dec.)	105	105	108
	Full year average (Jan.-Dec.)	105	107	109
¥/Euro	1st half (Jan.-Jun.)	125	119	124
	4th quarter (Oct.-Dec.)	125	125	120
	2nd half (Jul.-Dec.)	125	124	120
	Full year average (Jan.-Dec.)	125	122	122

¥/US\$	1st quarter end (Mar.)	105	109	111
	2nd quarter end (Jun.)	105	108	108
	3rd quarter end (Sept.)	105	106	108
	4th quarter end (Dec.)	105	104	110
¥/Euro	1st quarter end (Mar.)	125	120	125
	2nd quarter end (Jun.)	125	121	122
	3rd quarter end (Sept.)	125	124	118
	4th quarter end (Dec.)	125	127	123

Exchange Rate

■ Exchange rate

		Year ending Dec. 31, 2021	Year ended Dec. 31, 2020	Year ended Dec. 31, 2019
		(Forecast)	(Actual)	(Actual)
¥/THB	1st half (Jan.-Jun.)	3.30	3.43	3.49
	4th quarter (Oct.-Dec.)	3.30	3.42	3.59
	2nd half (Jul.-Dec.)	3.30	3.41	3.55
	Full year average (Jan.-Dec.)	3.30	3.42	3.52
¥/RMB	1st half (Jan.-Jun.)	15.00	15.39	16.20
	4th quarter (Oct.-Dec.)	15.00	15.81	15.45
	2nd half (Jul.-Dec.)	15.00	15.58	15.37
	Full year average (Jan.-Dec.)	15.00	15.48	15.78

¥/THB	1st quarter end (Mar.)	3.30	3.34	3.49
	2nd quarter end (Jun.)	3.30	3.49	3.50
	3rd quarter end (Sept.)	3.30	3.34	3.53
	4th quarter end (Dec.)	3.30	3.44	3.63
¥/RMB	1st quarter end (Mar.)	15.00	15.31	16.47
	2nd quarter end (Jun.)	15.00	15.23	15.69
	3rd quarter end (Sept.)	15.00	15.54	15.13
	4th quarter end (Dec.)	15.00	15.88	15.67

Reference Data (Revenue in Machinery by product and region)

■ Revenue in Machinery by product and region for the year ended December 31, 2020

(Unit: billions of yen)	Tractors		Combine harvesters and rice transplanters		Engines		CE		Finance income		Others*		Machinery total**	
	FY2020 4Q	FY2019 4Q	FY2020 4Q	FY2019 4Q	FY2020 4Q	FY2019 4Q	FY2020 4Q	FY2019 4Q	FY2020 4Q	FY2019 4Q	FY2020 4Q	FY2019 4Q	FY2020 4Q	FY2019 4Q
Japan	50	60	42	47	19	20	37	38	3	3	142	139	293	306
North America	296	303	0	0	43	64	151	166	53	50	93	85	635	668
Europe	50	56	0	0	32	42	71	77	0	0	63	62	215	237
Asia	112	119	81	70	33	27	20	22	22	21	45	43	314	302
Others	25	22	1	0	3	3	10	9	1	2	11	10	52	46
Total**	534	559	124	117	129	156	290	312	79	76	353	339	1,509	1,558

* 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.

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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For Earth, For Life
Kubota