



ON YOUR SIDE

Supplementary information for the year ended December 31, 2021

February 14, 2022



Exchange Rate

| | | Year ending Dec. 31, 2022 | Year ended Dec. 31, 2021 | Year ended Dec. 31, 2020 |
|--------|-------------------------------|------------------------------|-----------------------------|-----------------------------|
| | | (Forecast) | (Actual) | (Actual) |
| ¥/US\$ | 1st half (Jan.-Jun.) | 114 | 108 | 108 |
| | 4th quarter (Oct.-Dec.) | 114 | 114 | 105 |
| | 2nd half (Jul.-Dec.) | 114 | 112 | 105 |
| | Full year average (Jan.-Dec.) | 114 | 110 | 107 |
| ¥/Euro | 1st half (Jan.-Jun.) | 128 | 130 | 119 |
| | 4th quarter (Oct.-Dec.) | 128 | 130 | 125 |
| | 2nd half (Jul.-Dec.) | 128 | 130 | 124 |
| | Full year average (Jan.-Dec.) | 128 | 130 | 122 |

| | | | | |
|--------|-------------------------|-----|-----|-----|
| ¥/US\$ | 1st quarter end (Mar.) | 114 | 111 | 109 |
| | 2nd quarter end (Jun.) | 114 | 111 | 108 |
| | 3rd quarter end (Sept.) | 114 | 112 | 106 |
| | 4th quarter end (Dec.) | 114 | 115 | 104 |
| ¥/Euro | 1st quarter end (Mar.) | 128 | 130 | 120 |
| | 2nd quarter end (Jun.) | 128 | 132 | 121 |
| | 3rd quarter end (Sept.) | 128 | 130 | 124 |
| | 4th quarter end (Dec.) | 128 | 131 | 127 |

| | | Year ending Dec. 31, 2022 | Year ended Dec. 31, 2021 | Year ended Dec. 31, 2020 |
|-------|-------------------------------|------------------------------|-----------------------------|-----------------------------|
| | | (Forecast) | (Actual) | (Actual) |
| ¥/THB | 1st half (Jan.-Jun.) | 3.40 | 3.50 | 3.43 |
| | 4th quarter (Oct.-Dec.) | 3.40 | 3.41 | 3.42 |
| | 2nd half (Jul.-Dec.) | 3.40 | 3.38 | 3.41 |
| | Full year average (Jan.-Dec.) | 3.40 | 3.44 | 3.42 |
| ¥/RMB | 1st half (Jan.-Jun.) | 17.60 | 16.66 | 15.39 |
| | 4th quarter (Oct.-Dec.) | 17.60 | 17.78 | 15.81 |
| | 2nd half (Jul.-Dec.) | 17.60 | 17.40 | 15.58 |
| | Full year average (Jan.-Dec.) | 17.60 | 17.03 | 15.48 |

| | | | | |
|-------|-------------------------|-------|-------|-------|
| ¥/THB | 1st quarter end (Mar.) | 3.40 | 3.54 | 3.34 |
| | 2nd quarter end (Jun.) | 3.40 | 3.44 | 3.49 |
| | 3rd quarter end (Sept.) | 3.40 | 3.30 | 3.34 |
| | 4th quarter end (Dec.) | 3.40 | 3.43 | 3.44 |
| ¥/RMB | 1st quarter end (Mar.) | 17.60 | 16.84 | 15.31 |
| | 2nd quarter end (Jun.) | 17.60 | 17.11 | 15.23 |
| | 3rd quarter end (Sept.) | 17.60 | 17.30 | 15.54 |
| | 4th quarter end (Dec.) | 17.60 | 18.06 | 15.88 |

Reference Data (Revenue in Machinery by product and region)

■ Revenue in Machinery by product and region for the year ended December 31, 2021

| (Unit: billions of yen) | Tractors | | Combine harvesters and rice transplanters | | Engines | | CE | | Finance income* | | Others | | Machinery total** | |
|-------------------------|--------------|--------------|---|--------------|--------------|--------------|--------------|--------------|-----------------|--------------|--------------|--------------|-------------------|--------------|
| | FY2021 4Q | FY2020 4Q | FY2021 4Q | FY2020 4Q | FY2021 4Q | FY2020 4Q | FY2021 4Q | FY2020 4Q | FY2021 4Q | FY2020 4Q | FY2021 4Q | FY2020 4Q | FY2021 4Q | FY2020 4Q |
| Japan | 57 | 50 | 43 | 42 | 20 | 19 | 40 | 37 | 3 | 3 | 148 | 142 | 311 | 293 |
| North America | 361 | 296 | 0 | 0 | 60 | 43 | 215 | 151 | 60 | 53 | 115 | 93 | 810 | 635 |
| Europe | 64 | 50 | 0 | 0 | 46 | 32 | 97 | 71 | 0 | 0 | 76 | 63 | 283 | 215 |
| Asia | 146 | 112 | 95 | 81 | 41 | 33 | 22 | 20 | 26 | 22 | 57 | 45 | 387 | 314 |
| Others | 37 | 25 | 1 | 1 | 4 | 3 | 17 | 10 | 1 | 1 | 14 | 11 | 74 | 52 |
| Total** | 665 | 534 | 139 | 124 | 171 | 129 | 390 | 290 | 90 | 79 | 410 | 353 | 1,865 | 1,509 |

* Beginning with the year ended December 31, 2021, in conformity with the change in the business reporting structure, the amounts related to "Financial services businesses" are reported in "Finance income" in the "Farm & Industrial Machinery" segment, whereas they were formerly reported in the "Other" segment. The information for the same period in the prior year has been 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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