



ON YOUR SIDE

Supplementary information on financial results for the year ended December 31, 2022



February 14, 2023

Exchange Rate

		Year ending Dec. 31, 2023	Year ended Dec. 31, 2022	Year ended Dec. 31, 2021
		(Forecast)	(Actual)	(Actual)
¥/US\$	1st half (Jan.-Jun.)	125	123	108
	4th quarter (Oct.-Dec.)	125	142	114
	2nd half (Jul.-Dec.)	125	140	112
	Full year average (Jan.-Dec.)	125	131	110
¥/Euro	1st half (Jan.-Jun.)	135	134	130
	4th quarter (Oct.-Dec.)	135	144	130
	2nd half (Jul.-Dec.)	135	142	130
	Full year average (Jan.-Dec.)	135	138	130

¥/US\$	1st quarter end (Mar.)	125	122	111
	2nd quarter end (Jun.)	125	137	111
	3rd quarter end (Sept.)	125	145	112
	4th quarter end (Dec.)	125	133	115
¥/Euro	1st quarter end (Mar.)	135	137	130
	2nd quarter end (Jun.)	135	143	132
	3rd quarter end (Sept.)	135	142	130
	4th quarter end (Dec.)	135	141	131

		Year ending Dec. 31, 2023	Year ended Dec. 31, 2022	Year ended Dec. 31, 2021
		(Forecast)	(Actual)	(Actual)
¥/THB	1st half (Jan.-Jun.)	3.80	3.65	3.50
	4th quarter (Oct.-Dec.)	3.80	3.89	3.41
	2nd half (Jul.-Dec.)	3.80	3.85	3.38
	Full year average (Jan.-Dec.)	3.80	3.75	3.44
¥/RMB	1st half (Jan.-Jun.)	19.00	18.94	16.66
	4th quarter (Oct.-Dec.)	19.00	19.87	17.78
	2nd half (Jul.-Dec.)	19.00	20.00	17.40
	Full year average (Jan.-Dec.)	19.00	19.48	17.03

¥/THB	1st quarter end (Mar.)	3.80	3.68	3.54
	2nd quarter end (Jun.)	3.80	3.85	3.44
	3rd quarter end (Sept.)	3.80	3.81	3.30
	4th quarter end (Dec.)	3.80	3.80	3.43
¥/RMB	1st quarter end (Mar.)	19.00	19.26	16.84
	2nd quarter end (Jun.)	19.00	20.00	17.11
	3rd quarter end (Sept.)	19.00	20.00	17.30
	4th quarter end (Dec.)	19.00	19.01	18.06

Revenue in Machinery by product and region

■ Revenue in Machinery by product and region for the year ended December 31, 2022

(Unit: billions of yen)	Tractors		Combine harvesters and rice transplanters		Engines		CE		Finance income		Others		Machinery total*	
	FY2022 4Q	FY2021 4Q	FY2022 4Q	FY2021 4Q	FY2022 4Q	FY2021 4Q	FY2022 4Q	FY2021 4Q	FY2022 4Q	FY2021 4Q	FY2022 4Q	FY2021 4Q	FY2022 4Q	FY2021 4Q
Japan	54.0	57.0	42.0	43.0	23.0	20.0	39.0	40.0	3.0	3.0	142.0	148.0	303.0	311.0
North America	463.0	361.0	0.0	0.0	78.0	60.0	301.0	215.0	79.0	60.0	167.0	115.0	1,088.0	810.0
Europe	75.0	64.0	0.0	0.0	51.0	46.0	111.0	97.0	0.0	0.0	97.0	76.0	335.0	283.0
Asia	252.0	146.0	84.0	95.0	45.0	41.0	35.0	22.0	31.0	26.0	66.0	57.0	514.0	387.0
Others	44.0	37.0	1.0	1.0	6.0	4.0	21.0	17.0	2.0	1.0	16.0	14.0	89.0	74.0
Total*	889.0	665.0	127.0	139.0	203.0	171.0	506.0	390.0	115.0	90.0	488.0	410.0	2,328.0	1,865.0

* "Total" of each product and each region may not match the total of revenue by product and region because each figures 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.

A photograph of three children running joyfully through a lush green field of tall grass. The child in the foreground is wearing a teal shirt, the middle child is in a green jacket, and the child on the right is in a yellow sweater. They are all smiling and have their arms outstretched. The background shows a rolling green hill under a blue sky with light clouds.

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For Earth, For Life
Kubota