

# Major Products of the Kubota Group

## Water & Environment

### ■ Pipe systems and water treatment facilities

#### Delivering Safe Water Supplies to Everyone in the World

Kubota's water-related business started from the manufacture of cast iron pipes for water supply and the business domain expanded from there. We are now active in all aspects of the water environment, and have long supported Japan's water supply infrastructure. From this position, we expanded from Japan onto the global stage.

Using technologies and products developed in the water-abundant country of Japan, we will strive to protect this limited global resource and deliver safe water to everyone in the world.



**Ductile iron pipes:**  
used in infrastructure, including water, sewage and agricultural water pipelines.



**Plastic pipes:**  
used in infrastructure, including water and sewage lines, and gas piping.



**Submerged membranes:**  
used to purify wastewater, including industrial and domestic sewage.



**Pumps:**  
used to pump water in water and sewage lines, agriculture and forestry, and in the rainwater market.



**Valves:**  
used to control the flow of fluids or gases in water and sewerage lines, agriculture and forestry, and the rainwater market.



**Wastewater treatment plants (Johkasou):**  
used to treat wastewater in areas where there are no sewage lines.

### ■ Materials and steel pipes

#### A Core Business Promoting Development of Industries that Support the Foundation of Society

Materials refers to parts and supplies formed by applying heat and pressure to raw materials. Kubota had its start in casting, and has developed a diverse range of materials to meet customers' needs. Kubota's materials products are used in various applications for social and industrial infrastructure, where they contribute to comfortable living environments for people.



**Cracking coil**  
used at petrochemical plants for ethylene purification and other operations.



**Steel pipe piles:**  
used in foundation construction, such as for buildings and bridges in addition to harbor and river projects.

For more detailed product information, please see our website.  
[www.kubota.com/products/](http://www.kubota.com/products/)

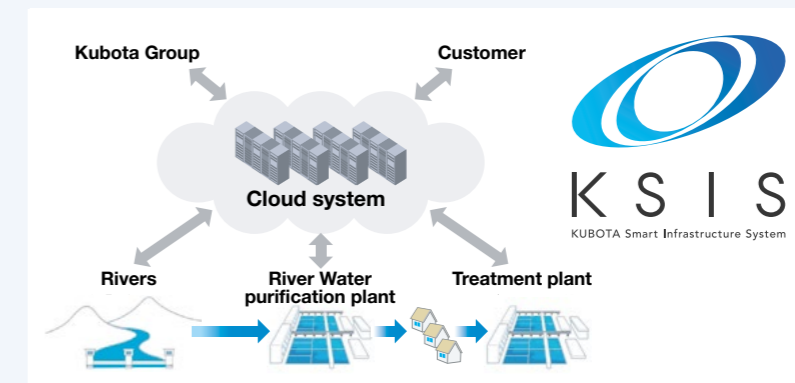


## The Kubota Group's ICT x IoT (Water & Environment)

### Kubota aims for IoT-monitored water and environment infrastructure

Kubota has developed the Kubota Smart Infrastructure System (KSIS), a new service utilizing IoT in the water and environment field. At present, R&D projects in partnership with the NTT Group, including facility diagnosis using AI, are under way, and planned to be released as a practical service.

KSIS offers comprehensive solutions covering everything from individual products and plant devices to systems and after-sales services, thereby helping customers inside and outside Japan solve their problems.



## Business Overview

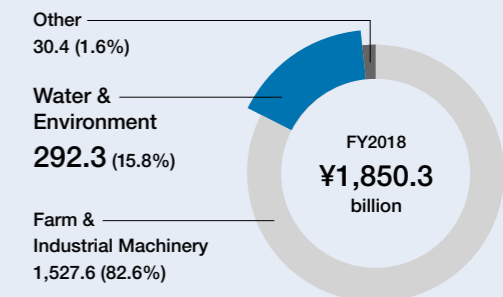
### Water & Environment

#### Results of FY2018

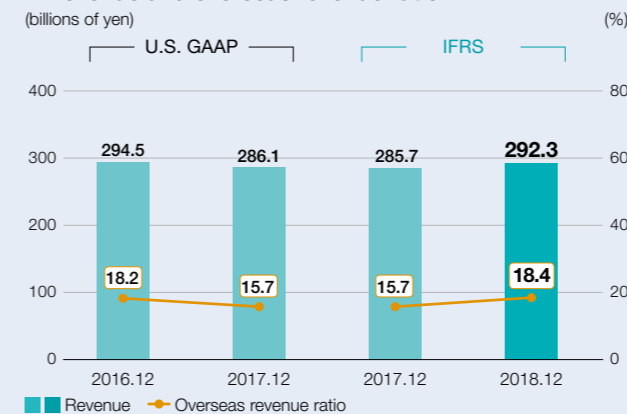
Revenue in this segment increased by 2.3% from the prior year to ¥292.3 billion, and accounted for 15.8% of consolidated revenue. Domestic revenue decreased by 1.0% from the prior year to ¥238.4 billion, and overseas revenue increased by 19.9% from the prior year to ¥53.9 billion.

Operating profit decreased by 18.6% from the prior year to ¥19.9 billion mainly due to a rise in material prices and deterioration of product mix sold resulting from a significant decrease in domestic sales of ductile iron pipes.

#### ■ Revenue by reportable segment (billions of yen)



#### ■ Revenue and overseas revenue ratio



#### ■ Operating profit and operating margin

