



ON YOUR SIDE

Supplementary information on financial results for the three months ended March 31, 2022

May 12, 2022



Exchange Rate

		Year ending Dec. 31, 2022	Year ended Dec. 31, 2021
		(Actual)	(Actual)
¥/US\$	1st quarter (Jan.-Mar.)	116	106
	1st half (Jan.-Jun.)	-	108
	2nd half (Jul.-Dec.)	-	112
	Full year average (Jan.-Dec.)	-	110
¥/Euro	1st quarter (Jan.-Mar.)	130	128
	1st half (Jan.-Jun.)	-	130
	2nd half (Jul.-Dec.)	-	130
	Full year average (Jan.-Dec.)	-	130

		Year ended Dec. 31, 2022	Year ended Dec. 31, 2021
		(Actual)	(Actual)
¥/THB	1st quarter (Jan.-Mar.)	3.52	3.50
	1st half (Jan.-Jun.)	-	3.50
	2nd half (Jul.-Dec.)	-	3.38
	Full year average (Jan.-Dec.)	-	3.44
¥/RMB	1st quarter (Jan.-Mar.)	18.29	16.36
	1st half (Jan.-Jun.)	-	16.66
	2nd half (Jul.-Dec.)	-	17.40
	Full year average (Jan.-Dec.)	-	17.03

¥/US\$	1st quarter end (Mar.)	122	111
	2nd quarter end (Jun.)	-	111
	3rd quarter end (Sept.)	-	112
	4th quarter end (Dec.)	-	115
¥/Euro	1st quarter end (Mar.)	137	130
	2nd quarter end (Jun.)	-	132
	3rd quarter end (Sept.)	-	130
	4th quarter end (Dec.)	-	131

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

Revenue in Machinery by product and region

■ Revenue in Machinery by product and region for the three months ended March 31, 2022

(Unit: billions of yen)	Tractors		Combine harvesters and rice transplanters		Engines		CE		Finance income		Others		Machinery total*	
	FY2022 1Q	FY2021 1Q	FY2022 1Q	FY2021 1Q	FY2022 1Q	FY2021 1Q	FY2022 1Q	FY2021 1Q	FY2022 1Q	FY2021 1Q	FY2022 1Q	FY2021 1Q	FY2022 1Q	FY2021 1Q
Japan	16	15	8	8	6	5	9	8	1	1	34	38	73	76
North America	94	83	0	0	17	12	56	42	16	13	33	27	215	178
Europe	13	14	0	0	12	11	29	25	0	0	22	20	76	69
Asia	52	39	25	26	10	9	5	6	7	6	17	15	117	102
Others	10	10	0	0	1	1	4	6	0	0	3	3	19	20
Total*	185	161	33	34	46	38	102	87	24	21	109	103	500	444

* "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.

For Earth, For Life
Kubota

A woman in a black floral dress and a grey shawl stands in a grassy field, blowing bubbles. She is holding a blue bubble wand and a blue container. Three bubbles are floating in the air above her. In the background, there are rolling green hills and mountains under a blue sky with light clouds.

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