

# **Financial Results for FY 2024 3rd Quarter**

# Financial Summary for FY 2024 3rd Quarter

(Unit: billions of yen)	FY 2024 3Q	FY 2023 3Q	Changes	
			Amount	%
<b>Revenue</b>	<b>2,277.9</b>	<b>2,258.2</b>	<b>+19.7</b>	<b>+0.9</b>
Japan	457.3	472.5	-15.2	-3.2
Overseas	1,820.6	1,785.7	+34.9	+2.0
<b>Operating profit</b>	12.1% <b>275.4</b>	11.5% <b>258.9</b>	<b>+16.5</b>	<b>+6.4</b>
<b>Profit before income taxes</b>	12.6% <b>288.0</b>	11.9% <b>268.4</b>	<b>+19.6</b>	<b>+7.3</b>
<b>Profit attributable to owners of the parent</b>	8.7% <b>197.9</b>	8.1% <b>182.4</b>	<b>+15.6</b>	<b>+8.5</b>

1USD (JPY)	<b>151</b>	<b>138</b>
1EUR (JPY)	<b>164</b>	<b>150</b>
1THB (JPY)	<b>4.24</b>	<b>4.01</b>

The effect of foreign exchange rate on revenue against LY was +141.0 billion yen.



## Machinery: 2,017.1 billion yen (YoY: +25.7)

### Conditions in each market

#### Japan

Although the agricultural machinery market has been weak continuously due to an increase in production costs, the deterioration is getting ease thanks to the rice price recovery.

#### North America

In the CE market, demand of infrastructure development is steady. The demand of housing market is calm although it is soft. In the tractor business, the residential market has been slow due to slowdown in business sentiment. The agricultural market also slowed down due to crop prices decline.

#### Europe

The CE and engine markets have continued to decline due to the lack of economic improvement although the market deterioration become soft. The tractor market has been soft continuously.

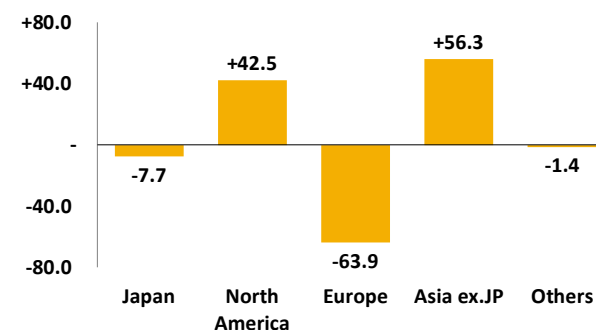
#### Asia except Japan

In Thailand, although the flood has remained partially, the market has been recovering mainly in rice market as the drought was over. In India, the market turned toward recovery since the 2nd half due to breakaway from the drought and slow economic activity caused by the general election.

#### Others

The Australian market has shrunk due to slowdown in business sentiment.

### Changes in revenue by region (Billions of yen)



	Japan	North America	Europe	Asia ex.JP	Others
<b>Total</b>	-7.7	+42.5	-63.9	+56.3	-1.4
<b>Agricultural machinery *</b>	-7.1	-32.5	-17.0	+40.5	-4.4
<b>CE</b>	-2.6	+59.3	-29.1	+1.2	+1.7

\* Tractors, combine harvesters, and rice transplanters

## Water & Environment: 248.4 billion yen (YoY: -3.1)

### Conditions in each market

#### Pipe system

The market of ductile iron pipes shrank due to demand shift to alternative pipes stemming from a high price and construction suspension due to the intense heat in the summer. In the market of plastic pipes, the demand for housing market decreased although the demand for infrastructure was steady.

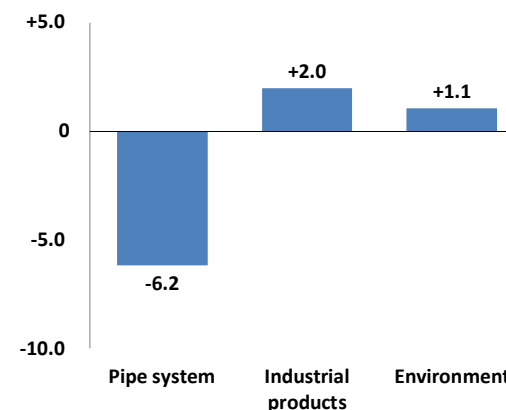
#### Industrial products

The demand of cracking tubes has been steady due to plant construction overseas. The sales and demand of air-conditioning equipment were steady thanks to the trend to choose Japan as a new factory site.

#### Environment

Although, the market for pumps and plant business remain at the same level YoY, the construction delays have become chronic due to a lack of materials. The market of wastewater treatment is expected to grow in the long term although it seems to shrink this year.

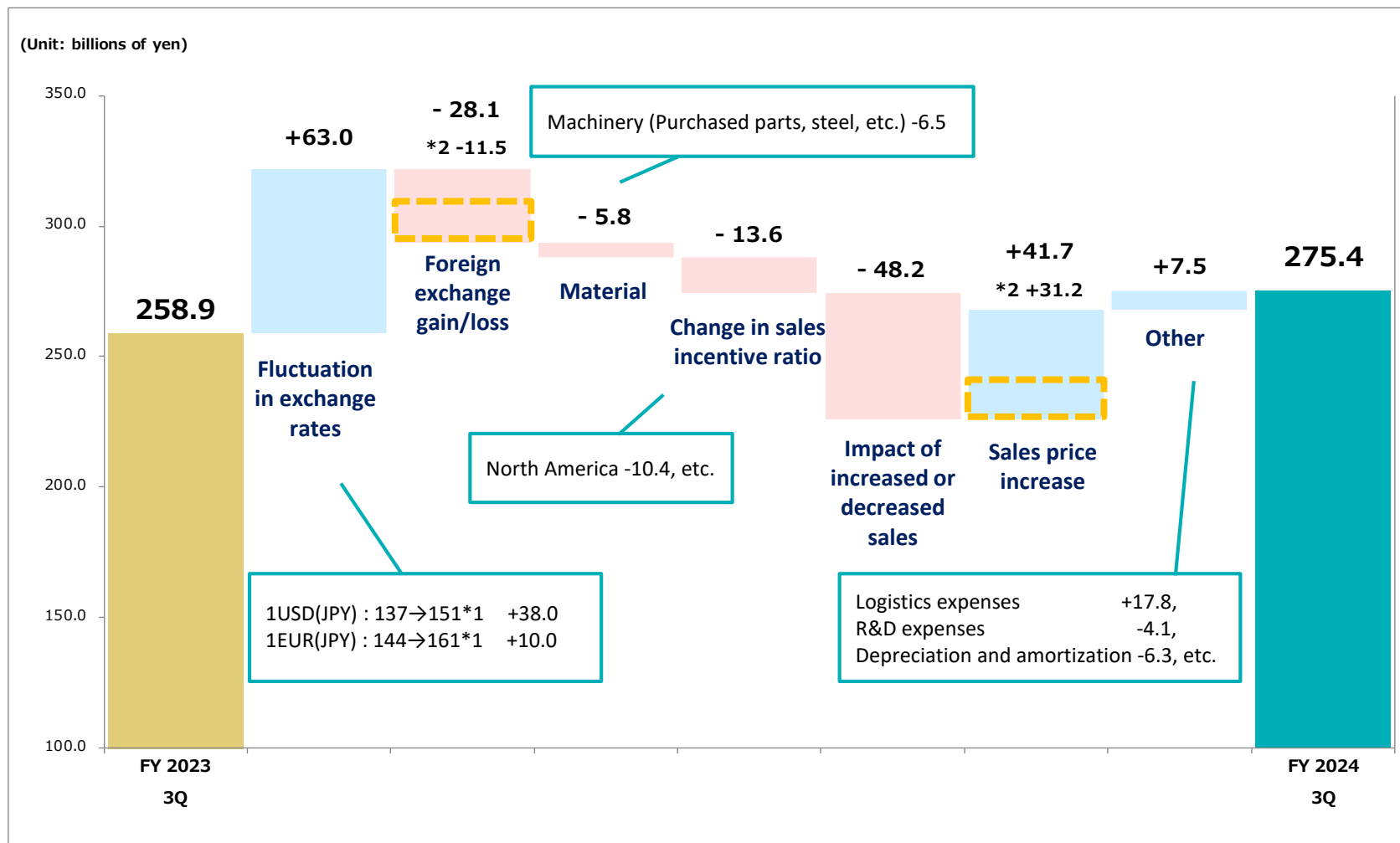
■ Changes in revenue by business (Billions of yen)



## Other: 12.4 billion yen (YoY: -2.8)

Other is mainly comprised of a variety of other services such as logistics.

## Profit analysis (YoY change +16.5 billion yen)



\*1: Actual exchange rate for the profit pertaining to the export products from Japan in consideration of transportation and inventory periods  
\*2: Increase/Decrease excluding the impact of Myanmar

**Offset foreign exchange losses with price hike in Myanmar due to the currency regulation**

# Financial Forecast for FY 2024

(Unit: billions of yen)	FY 2024 (Forecast)	FY 2023 (Actual)	Changes		Previous forecast (Aug. 2024)
			Amount	%	
<b>Revenue</b>	<b>2,950.0</b>	<b>3,020.7</b>	<b>-70.7</b>	<b>-2.3</b>	<b>3,000.0</b>
Japan	627.0	643.1	-16.1	-2.5	632.0
Overseas	2,323.0	2,377.6	-54.6	-2.3	2,368.0
<b>Operating profit</b>	10.5% <b>310.0</b>	10.9% <b>328.8</b>	<b>-18.8</b>	<b>-5.7</b>	11.0% <b>330.0</b>
<b>Profit before income taxes</b>	11.1% <b>326.0</b>	11.3% <b>342.3</b>	<b>-16.3</b>	<b>-4.8</b>	11.6% <b>348.0</b>
<b>Profit attributable to owners of the parent</b>	7.5% <b>221.0</b>	7.9% <b>238.5</b>	<b>-17.5</b>	<b>-7.3</b>	7.8% <b>235.0</b>

<b>1USD (JPY)</b>	<b>150</b>	<b>141</b>
<b>1EUR (JPY)</b>	<b>163</b>	<b>152</b>
<b>1THB (JPY)</b>	<b>4.20</b>	<b>4.04</b>

The effect of foreign exchange rate on revenue forecast was +123.0 billion yen against LY.

Operating profit was revised downward by 20.0 billion yen primarily due to the impact of sales reduction.

**For Earth, For Life**

**Kubota**

# Appendix

## Supplementary data of U.S.

### ■ YoY growth rate of retail sales units in tractor market by horsepower

		Jan.-Mar.	Apr.-Jun.	Jul.-Sept.	Oct.-Dec.	Jan.-Jun.	Jan.-Sept.	Jan.-Dec.
2023	0-40hp	-20.1%	-8.4%	-6.8%	-8.5%	-13.0%	-11.2%	-10.7%
	40-120hp	-9.2%	-4.5%	-6.5%	-14.0%	-6.5%	-6.5%	-8.6%
	120-160hp	-0.2%	+0.1%	-0.6%	-9.3%	-0.0%	-0.2%	-3.1%
2024	0-40hp	-17.0%	-12.0%	-19.4%	-	-13.8%	-15.5%	-
	40-120hp	-8.4%	-9.8%	-12.3%	-	-9.2%	-10.3%	-
	120-160hp	-2.6%	+29.1%	-6.8%	-	+15.3%	+7.2%	-

Source: AEM (Association of Equipment Manufacturers)

### ■ YoY growth rate of retail sales units in mini-excavator market (0-6t)

	Jan.-Mar.	Apr.-Jun.	Jul.-Sept.	Oct.-Dec.	Jan.-Jun.	Jan.-Sept.	Jan.-Dec.
2023	+3.8%	+10.9%	-3.1%	+4.5%	+7.7%	+3.9%	+4.1%
2024	-14.2%	-13.7%	-16.9%	-	-13.9%	-14.9%	-

Source: AEM (Association of Equipment Manufacturers)

### ■ YoY growth rate of retail sales units in compact track loader market

	Jan.-Mar.	Apr.-Jun.	Jul.-Sept.	Oct.-Dec.	Jan.-Jun.	Jan.-Sept.	Jan.-Dec.
2023	+17.4%	+3.3%	+5.9%	+4.0%	+9.4%	+8.2%	+6.9%
2024	-6.9%	+6.4%	-6.0%	-	+0.2%	-1.9%	-

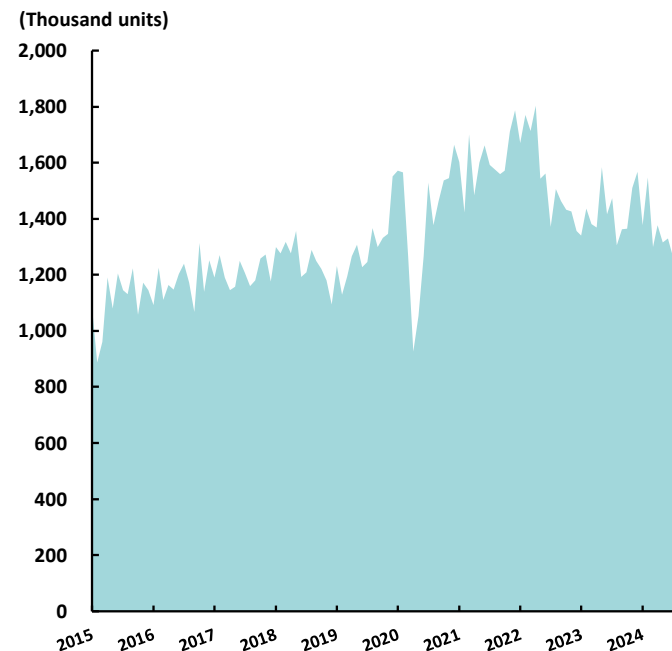
Source: AEM (Association of Equipment Manufacturers)

### ■ YoY growth rate of retail sales units in skid steer loader market

	Jan.-Mar.	Apr.-Jun.	Jul.-Sept.	Oct.-Dec.	Jan.-Jun.	Jan.-Sept.	Jan.-Dec.
2023	-5.3%	+4.5%	+7.9%	+28.7%	+0.1%	+2.6%	+10.7%
2024	+3.0%	-12.1%	-12.3%	-	-5.6%	-7.9%	-

Source: AEM (Association of Equipment Manufacturers)

### ■ New privately owned housing units started (Seasonally adjusted annual rate)



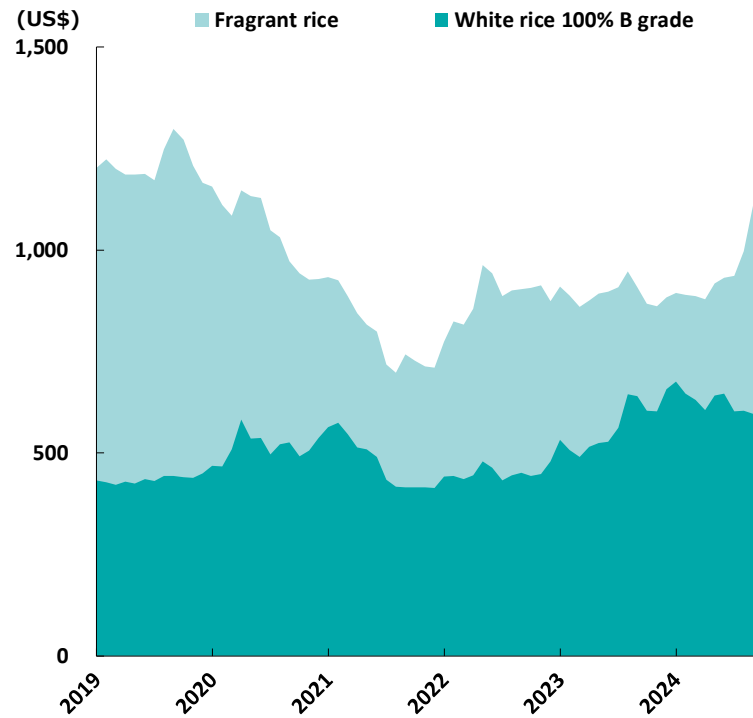
Source: U.S. Census Bureau



# Appendix

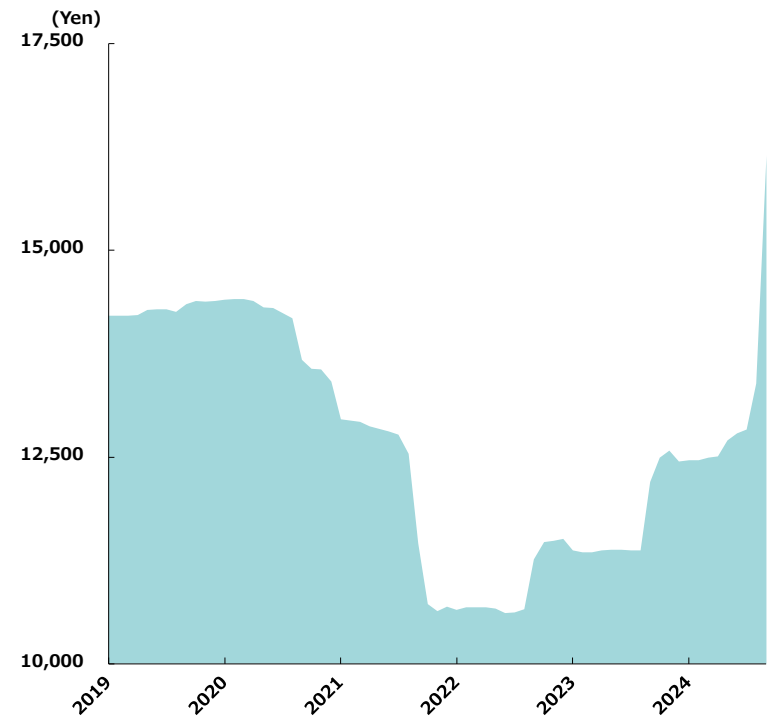
## Supplementary data of Thailand and Japan

■ Export price of Thai rice (US\$/t)



Source: USDA, Thai Rice Exporters Association

■ Producers' price of Japanese rice (yen/ 60kg)



Source: Ministry of Agriculture, Forestry and Fisheries

---

## 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.

---