

KUBOTA CORP
Form 6-K
February 06, 2013
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SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 6 - K

Report of Foreign Private Issuer

**Pursuant to Rule 13a-16 or 15d-16 of
the Securities Exchange Act of 1934**

For the month of February 2013

Commission File Number: 1-07294

KUBOTA CORPORATION

(Translation of registrant's name into English)

2-47, Shikitsuhigashi 1-chome, Naniwa-ku, Osaka, Japan

(Address of principal executive offices)

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Indicate by check mark whether the registrant files or will file annual reports under cover of Form 20-F or Form 40-F :

Form 20-F X Form 40-F

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Information furnished on this form:

EXHIBITS

Exhibit Number

1. Results of operations for the nine months ended December 31, 2012 (Wednesday, February 6, 2013)
2. Notice of the forecast of year-end dividend for the year ending March 31, 2013 (Wednesday, February 6, 2013)
3. Notice of changes of management (Wednesday, February 6, 2013)

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FOR IMMEDIATE RELEASE (WEDNESDAY, FEBRUARY 6, 2013)

RESULTS OF OPERATIONS FOR THE NINE MONTHS ENDED**DECEMBER 31, 2012 REPORTED BY KUBOTA CORPORATION**

OSAKA, JAPAN, February 6, 2013 Kubota Corporation reported its consolidated results for the nine months ended December 31, 2012 today.

Consolidated Financial Highlights**1. Consolidated results of operations for the nine months ended December 31, 2012****(1) Results of operations**

(In millions of yen except per common share amounts)

	Nine months ended Dec. 31, 2012	Change [%]	Nine months ended Dec. 31, 2011	Change [%]
Revenues	¥ 826,393	13.1	¥ 730,562	7.4
Operating income	¥ 78,157	1.7	¥ 76,831	11.4
Income before income taxes and equity in net income of affiliated companies	¥ 82,696	14.9	¥ 71,984	(0.3)
Net income attributable to Kubota Corporation	¥ 49,656	16.0	¥ 42,798	(2.9)
Net income attributable to Kubota Corporation per common share				
Basic	¥ 39.54		¥ 33.84	
Diluted				

Notes :

1. Change[%] represents percentage change from the corresponding period in the prior year.
2. Comprehensive income for the nine months ended December 31, 2012 and 2011 were ¥59,959 million [152.7%] and ¥23,730 million [(14.4%)], respectively.

(2) Financial position

	Dec. 31, 2012	(In millions of yen) Mar. 31, 2012
Total assets	¥ 1,577,443	¥ 1,487,669
Equity	¥ 741,799	¥ 707,214
Kubota Corporation shareholders' equity	¥ 687,873	¥ 653,283
Ratio of Kubota Corporation shareholders' equity to total assets	43.6%	43.9%

2. Cash dividends

	(In yen)		
	Cash dividends per common share		
	Interim	Year end	Total
Year ended March 31, 2012	¥ 7.00	¥ 8.00	¥ 15.00
Year ending March 31, 2013	¥ 8.00	¥ 9.00	¥ 17.00
	(paid)	(forecast)	

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3. Anticipated results of operations for the year ending March 31, 2013

	(In millions of yen except per common share amounts)		
		Year ending Mar. 31, 2013	Change [%]
Revenues	¥	1,160,000	15.1
Operating income	¥	107,000	1.2
Income before income taxes and equity in net income of affiliated companies	¥	110,000	9.0
Net income attributable to Kubota Corporation	¥	68,000	10.5
Net income attributable to Kubota Corporation per common share	¥	54.14	

Note :

Change[%] represents percentage change from the corresponding period in the prior year.

4. Other information

(1) Changes in material subsidiaries: No

(2) Adoption of simplified accounting procedures or specific accounting procedures for quarterly consolidated financial statements: Yes
Please refer to 2. Other information on page 6.

(3) Accounting changes for consolidated financial statements

a) Changes due to the revision of accounting standards: No

b) Changes in matters other than a) above: No

(4) Number of shares outstanding including treasury stock as of December 31, 2012	:	1,285,919,180
Number of shares outstanding including treasury stock as of March 31, 2012	:	1,285,919,180
Number of treasury stock as of December 31, 2012	:	29,993,291
Number of treasury stock as of March 31, 2012	:	29,935,508
Weighted average number of shares outstanding during the nine months ended December 31, 2012	:	1,255,954,268
Weighted average number of shares outstanding during the nine months ended December 31, 2011	:	1,264,696,208

(*Information on status of the quarterly review by the independent auditor)

This release is not reviewed or audited in accordance with Financial Instruments and Exchange Law of Japan by the independent auditor because this release is not subject to the quarterly review.

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As of the date of this release, the Company's consolidated financial statements for the nine months ended December 31, 2012 are under procedure of the quarterly review.

< 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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1. Review of operations and financial condition

(1) Summary of the results of operations for the nine months under review

For the nine months ended December 31, 2012, revenues of Kubota Corporation and subsidiaries (hereinafter, the Company) increased by ¥95.8 billion [13.1 %], to ¥826.4 billion, from the corresponding period in the prior year.

Domestic revenues rose by ¥30.1 billion [8.5 %], to ¥381.9 billion. All reporting segments, which are Farm & Industrial Machinery, Water & Environment, and Other, recorded increases in domestic revenues.

Overseas revenues expanded also in all reporting segments and increased by ¥65.8 billion [17.4 %], to ¥444.5 billion.

Operating income increased by ¥1.3 billion [1.7 %], to ¥78.2 billion, from the corresponding period in the prior year. The effect of increased revenues exceeded the negative impact of yen appreciation and higher pension costs. Income before income taxes and equity in net income of affiliated companies increased by ¥10.7 billion [14.9 %], to ¥82.7 billion, due to the considerable improvement in the foreign exchange gain (loss)-net account. Income taxes were ¥30.2 billion and net income rose by ¥7.6 billion [16.4 %], to ¥54.3 billion. Net income attributable to Kubota Corporation increased by ¥6.9 billion [16.0 %], to ¥49.7 billion, from the corresponding period in the prior year.

Revenues from external customers and operating income by each reporting segment were as follows.

1) Farm & Industrial Machinery

Farm & Industrial Machinery comprises farm equipment, engines, and construction machinery.

Revenues in this segment increased by 15.3 %, to ¥618.9 billion, from the corresponding period in the prior year and accounted for 74.9 % of consolidated revenues.

Domestic revenues grew by 12.0 %, to ¥198.9 billion. Sales of farm equipment increased due to higher rice prices, the government's subsidies for farmers, and rebound of sales in the Tohoku area from stagnation in the prior year. Sales of construction machinery and engines also rose substantially due to the demand for reconstruction work following the Great East Japan Earthquake.

Overseas revenues increased by 17.0 %, to ¥420.0 billion. In North America, sales of tractors rose because of favorable demand trends. Sales of construction machinery increased substantially due to the growth in replacement demand from rental companies, and sales of engines also expanded steadily. Revenues in Europe increased significantly due to the effect of the tractor implement business acquisition in the prior fiscal year, while sales of tractors and construction machinery decreased and sales of engines were at almost the same level as in the corresponding period in the prior year due to the letup in demand resulting from the economic downturn and the negative impact of yen appreciation. Revenues in Asia outside Japan increased. Sales of construction machinery decreased due to a significant decline in demand in China, and sales of engines decreased owing to the reduction in output caused by the aftermath of the Thailand Floods. However, increases in revenues exceeded these declines due to the strong sales of tractors in Thailand and other countries and higher sales of combine harvesters and rice transplanters.

Operating income in Farm & Industrial Machinery was ¥78.7 billion, the same level as in the corresponding period in the prior year, as the increase in revenue offset the negative impact of yen appreciation and an increase in costs due to the business expansion.

2) Water & Environment

Water & Environment comprises pipe-related products (ductile iron pipes, plastic pipes, valves, pumps, and other products), environment-related products (environmental control plants and other products) and social infrastructure-related products (industrial castings, spiral welded steel pipes, vending machines, electronic weighing equipment & systems, air-conditioning equipment, and other products).

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Revenues in this segment increased by 6.0 %, to ¥184.3 billion, from the corresponding period in the prior year and accounted for 22.3 % of consolidated revenues.

Domestic revenues grew by 4.6 %, to ¥161.5 billion. Revenues in pipe-related products slightly increased as sales of ductile iron pipes and plastic pipes rose, while sales of pumps and valves decreased. Revenues in environment-related products posted a major gain, owing to higher sales of water and sewage treatment equipment and plants. Revenues in social infrastructure-related products were at the same level as in the corresponding period of the prior year.

Overseas revenues rose by 17.8 %, to ¥22.8 billion. Revenues in environment-related products decreased. However, revenues in pipe-related products increased substantially due to sales growth of ductile iron pipes, and revenues in social infrastructure-related products also increased due to the higher sales of industrial castings.

Operating income in Water & Environment rose by 39.6 %, to ¥13.0 billion, mainly due to the increase in revenues.

3) Other

Other comprises construction, services, and other businesses.

Revenues in this segment increased by 15.4 %, to ¥23.2 billion from the corresponding period in the prior year and accounted for 2.8 % of consolidated revenues. Construction, services and other businesses all reported sales growth.

Operating income in Other decreased by 18.3 %, to ¥1.3 billion.

* The Company realigned its organization on April 1, 2012. Following this realignment, the segments that had previously been classified as Farm & Industrial Machinery , Water & Environment Systems , Social Infrastructure , and Other were reclassified into Farm & Industrial Machinery , Water & Environment , and Other .

(2) Financial condition

1) Assets, liabilities, and equity

Total assets at the end of December 2012 amounted to ¥1,577.4 billion, an increase of ¥89.8 billion from the end of March 2012. Among assets, notes and accounts receivable, inventories and short- and long-term finance receivables rose due to the increased revenues.

Among liabilities, notes and accounts payable increased. Additionally, short-term borrowings and long-term debt increased owing to the expansion of the Company's sales finance business. Net assets increased because of the accumulation of retained earnings and a favorable change in accumulated other comprehensive loss. The shareholders' equity ratio was 43.6 %, 0.3 percentage points lower than at the prior fiscal year-end.

2) Cash flows

Net cash provided by operating activities during the nine months under review was ¥23.2 billion, a decrease of ¥35.6 billion in cash inflow from the corresponding period in the prior year. This decrease was mainly due to the changes in working capital, such as inventories and trade notes and accounts payable, and a decrease in income taxes payable, while net income increased.

Net cash used in investing activities was ¥41.8 billion, a decrease of ¥4.5 billion in cash outflow from the corresponding period in the prior year. This decrease was mainly due to the shrinkage of incremental amount in finance receivables and a decrease in short-term loan receivables from affiliated companies, which were partially offset by an increase in cash outflow for purchases of fixed assets.

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Net cash provided by financing activities was ¥17.5 billion, an increase of ¥30.6 billion in cash inflow from the corresponding period in the prior year. This increase was mainly due to an increase in cash inflow from fund procurement and a decrease in cash outflow for the purchase of treasury stock.

As a result, after taking account of the effects of fluctuations in exchange rates, cash and cash equivalents at the end of December 2012 were ¥98.9 billion, a decrease of ¥1.7 billion from the beginning of the period.

(3) Prospects for the year ending March 31, 2013

The Company revised its forecasts of revenues for the year ending March 31, 2013, upward to ¥1,160.0 billion, an increase of ¥10.0 billion from the previous forecast on May 10, 2012, since revenues in Farm & Industrial Machinery are now expected to increase from the previous forecast.

Operating income was also revised to ¥107.0 billion, an increase of ¥2.0 billion from the previous forecast, in view of the steady results achieved in the period under review and the recent foreign exchange rate. Income before income taxes and equity in net income of affiliated companies and net income attributable to Kubota Corporation were also revised to ¥110.0 billion, an increase of ¥5.0 billion, and ¥68.0 billion, an increase of ¥3.0 billion, respectively, compared with the previous forecast.

These forecasts are based on the assumption of exchange rates of ¥80=US\$1 and ¥103= 1.

	(In millions of yen)				
	Previous Forecasts on May 10, 2012	Revised Forecasts	Change		Prior year (Year ended March 31, 2012)
Revenues	1,150,000	1,160,000	10,000	0.9%	1,008,019
Operating income	105,000	107,000	2,000	1.9%	105,680
Income before income taxes and equity in net income of affiliated companies	105,000	110,000	5,000	4.8%	100,938
Net income attributable to Kubota Corporation	65,000	68,000	3,000	4.6%	61,552

2. Other information**(1) Changes in material subsidiaries**

None

(2) Adoption of simplified accounting procedures or specific accounting procedures for quarterly consolidated financial statements

The provision for income taxes is computed by multiplying quarterly income before income taxes and equity in net income of affiliated companies by estimated annual effective tax rate.

(3) Accounting changes for consolidated financial statements

None

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3. Consolidated financial statements**(1) Consolidated balance sheets**

Assets	Dec. 31, 2012		Mar. 31, 2012		Change Amount	(In millions of yen) Dec. 31, 2011	
	Amount	%	Amount	%		Amount	%
Current assets:							
Cash and cash equivalents	98,865		100,559		(1,694)	103,267	
Notes and accounts receivable	397,118		390,760		6,358	356,171	
Short-term finance receivables-net	116,061		108,160		7,901	103,112	
Inventories	248,644		202,070		46,574	203,359	
Other current assets	67,131		64,463		2,668	61,933	
Total current assets	927,819	58.8	866,012	58.2	61,807	827,842	59.6
Investments and long-term finance receivables	341,559	21.7	323,948	21.8	17,611	305,412	22.0
Property, plant, and equipment	235,463	14.9	225,067	15.1	10,396	208,506	15.0
Other assets	72,602	4.6	72,642	4.9	(40)	48,062	3.4
Total	1,577,443	100.0	1,487,669	100.0	89,774	1,389,822	100.0
Liabilities and Equity	Dec. 31, 2012		Mar. 31, 2012		Change Amount	(In millions of yen) Dec. 31, 2011	
	Amount	%	Amount	%		Amount	%
Current liabilities:							
Short-term borrowings	108,929		69,623		39,306	75,759	
Notes and accounts payable	235,561		215,977		19,584	211,847	
Other current liabilities	134,828		143,173		(8,345)	111,893	
Current portion of long-term debt	94,806		107,210		(12,404)	64,879	
Total current liabilities	574,124	36.4	535,983	36.0	38,141	464,378	33.4
Long-term liabilities:							
Long-term debt	201,457		184,402		17,055	209,986	
Accrued retirement and pension costs	35,378		41,882		(6,504)	28,781	
Other long-term liabilities	24,685		18,188		6,497	10,213	
Total long-term liabilities	261,520	16.6	244,472	16.4	17,048	248,980	17.9
Equity:							
Kubota Corporation shareholders' equity:							
Common stock	84,070		84,070			84,070	
Capital surplus	89,361		88,834		527	88,462	
Legal reserve	19,539		19,539			19,539	
Retained earnings	590,264		560,710		29,554	541,956	
Accumulated other comprehensive loss	(76,003)		(80,542)		4,539	(85,616)	

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Treasury stock	(19,358)		(19,328)		(30)	(19,350)	
Total Kubota Corporation shareholders' equity	687,873	43.6	653,283	43.9	34,590	629,061	45.3
Noncontrolling interests	53,926	3.4	53,931	3.7	(5)	47,403	3.4
Total equity	741,799	47.0	707,214	47.6	34,585	676,464	48.7
Total	1,577,443	100.0	1,487,669	100.0	89,774	1,389,822	100.0

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(2) Consolidated statements of income

	Nine months ended Dec. 31, 2012		Nine months ended Dec. 31, 2011		Change		(In millions of yen) Year ended Mar. 31, 2012	
	Amount	%	Amount	%	Amount	%	Amount	%
Revenues	826,393	100.0	730,562	100.0	95,831	13.1	1,008,019	100.0
Cost of revenues	599,886	72.6	531,309	72.7	68,577	12.9	735,836	73.0
Selling, general, and administrative expenses	147,690	17.8	121,050	16.6	26,640	22.0	170,252	16.9
Other operating expenses (income)	660	0.1	1,372	0.2	(712)	(51.9)	(3,749)	(0.4)
Operating income	78,157	9.5	76,831	10.5	1,326	1.7	105,680	10.5
Other income (expenses):								
Interest and dividend income	3,186		3,201		(15)		3,760	
Interest expense	(740)		(1,071)		331		(1,892)	
Gain (loss) on sales of securities-net	126		(1)		127		105	
Valuation loss on other investments	(336)		(1,491)		1,155		(2,570)	
Foreign exchange gain (loss)-net	4,228		(8,802)		13,030		(7,609)	
Other-net	(1,925)		3,317		(5,242)		3,464	
Other income (expenses), net	4,539		(4,847)		9,386		(4,742)	
Income before income taxes and equity in net income of affiliated companies	82,696	10.0	71,984	9.9	10,712	14.9	100,938	10.0
Income taxes	30,176		27,403		2,773		36,548	
Equity in net income of affiliated companies	1,774		2,073		(299)		1,629	
Net income	54,294	6.6	46,654	6.4	7,640	16.4	66,019	6.5
Less: Net income attributable to noncontrolling interests	4,638		3,856		782		4,467	
Net income attributable to Kubota Corporation	49,656	6.0	42,798	5.9	6,858	16.0	61,552	6.1

Net income attributable to Kubota Corporation per common share

(In yen)

Basic	39.54	33.84	48.75
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(3) Consolidated statements of comprehensive income

	(In millions of yen)		
	Nine months ended Dec. 31, 2012	Nine months ended Dec. 31, 2011	Change
Net income	54,294	46,654	7,640
Other comprehensive income (loss), net of tax:			
Foreign currency translation adjustments	948	(14,977)	15,925
Unrealized gains (losses) on securities	2,145	(8,447)	10,592
Unrealized gains on derivatives	172	551	(379)
Pension liability adjustments	2,400	(51)	2,451
Other comprehensive income (loss)	5,665	(22,924)	28,589
Comprehensive income	59,959	23,730	36,229
Less: Comprehensive income attributable to noncontrolling interests	5,594	1,123	4,471
Comprehensive income attributable to Kubota Corporation	54,365	22,607	31,758

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(4) Consolidated statements of cash flows

	(In millions of yen)		
	Nine months ended Dec. 31, 2012	Nine months ended Dec. 31, 2011	Change
Operating activities:			
Net income	54,294	46,654	
Depreciation and amortization	20,855	17,299	
(Gain) loss on sales of securities-net	(126)	1	
Valuation loss on other investments	336	1,491	
Equity in net income of affiliated companies	(1,774)	(2,073)	
Deferred income taxes	5,040	5,545	
Increase in notes and accounts receivable	(4,997)	(9,073)	
Increase in inventories	(48,931)	(35,827)	
Increase in other current assets	(11,328)	(15,603)	
Increase in trade notes and accounts payable	18,117	49,122	
Increase (decrease) in income taxes payable	(8,060)	3,713	
Increase in other current liabilities	17	1,362	
Decrease in accrued retirement and pension costs	(2,707)	(6,537)	
Other	2,497	2,796	
Net cash provided by operating activities	23,233	58,870	(35,637)
Investing activities:			
Purchases of fixed assets	(31,088)	(15,193)	
Proceeds from sales of property, plant, and equipment	956	204	
Increase in finance receivables	(124,086)	(135,759)	
Collection of finance receivables	105,421	108,810	
Net (increase) decrease in short-term loan receivables from affiliated companies	3,945	(2,990)	
Net (increase) decrease in time deposits	2,172	(3)	
Other	912	(1,316)	
Net cash used in investing activities	(41,768)	(46,247)	4,479
Financing activities:			
Proceeds from issuance of long-term debt	70,022	80,809	
Repayments of long-term debt	(56,715)	(69,928)	
Net increase in short-term borrowings	29,449	4,900	
Cash dividends	(20,102)	(17,700)	
Purchases of treasury stock	(30)	(10,010)	
Purchases of noncontrolling interests	(5,028)	(861)	
Other	(87)	(265)	
Net cash provided by (used in) financing activities	17,509	(13,055)	30,564
Effect of exchange rate changes on cash and cash equivalents	(668)	(1,594)	926
Net decrease in cash and cash equivalents	(1,694)	(2,026)	
Cash and cash equivalents, beginning of period	100,559	105,293	

Cash and cash equivalents, end of period	98,865	103,267	(4,402)
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(5) Notes to assumption for going concern

None

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(6) Consolidated segment information**1) Reporting segments**

Nine months ended Dec. 31, 2012

(In millions of yen)

	Farm & Industrial Machinery	Water & Environment	Other	Adjustments	Consolidated
Revenues					
External customers	618,888	184,281	23,224		826,393
Intersegment	44	3,480	13,155	(16,679)	
Total	618,932	187,761	36,379	(16,679)	826,393
Operating income	78,722	13,040	1,254	(14,859)	78,157

Nine months ended Dec. 31, 2011

(In millions of yen)

	Farm & Industrial Machinery	Water & Environment	Other	Adjustments	Consolidated
Revenues					
External customers	536,637	173,804	20,121		730,562
Intersegment	41	2,515	14,129	(16,685)	
Total	536,678	176,319	34,250	(16,685)	730,562
Operating income	79,150	9,338	1,534	(13,191)	76,831

Notes:

1. The amounts in Adjustments include the eliminations of intersegment transactions and the unallocated corporate expenses.
2. The aggregated amounts of operating income equal to those in the consolidated statements of income, and please refer to the consolidated statements of income for the reconciliation of operating income to income before income taxes and equity in net income of affiliated companies.
3. Intersegment revenues are recorded at arm's length prices.

2) Geographic information

Information for revenues from external customers by destinations

(In millions of yen)

	Nine months ended Dec. 31, 2012	Nine months ended Dec. 31, 2011
Japan	381,916	351,865
North America	186,620	161,667

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Europe	85,652	68,892
Asia Outside Japan	135,252	125,147
Other Areas	36,953	22,991
Total	826,393	730,562

Notes:

1. Revenues from North America include those from the United States of ¥160,114 million and ¥138,620 million for the nine months ended December 31, 2012 and 2011, respectively.
2. There is no single customer, revenues from whom exceed 10% of total consolidated revenues of the Company.

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(7) Consolidated statements of changes in equity

(In millions of yen)

	Shares of common stock outstanding (thousands)	Common stock	Capital surplus	Legal reserve	Retained earnings	Kubota Corporation shareholders' equity Accumulated other comprehensive loss	Treasury stock	Non- controlling interests	Total equity
Balance at March 31, 2012	1,255,984	84,070	88,834	19,539	560,710	(80,542)	(19,328)	53,931	707,214
Net income					49,656			4,638	54,294
Other comprehensive income						4,709		956	5,665
Cash dividends paid to Kubota Corporation shareholders, ¥16 per common share					(20,102)				(20,102)
Cash dividends paid to noncontrolling interests								(397)	(397)
Purchases and sales of treasury stock	(58)						(30)		(30)
Increase in noncontrolling interests related to contribution								301	301
Changes in ownership interests in subsidiaries			527			(170)		(5,503)	(5,146)
Balance at December 31, 2012	1,255,926	84,070	89,361	19,539	590,264	(76,003)	(19,358)	53,926	741,799

(8) Subsequent events

Based on a resolution of the Board of Directors Meeting held on December 19, 2012, the Company issued its 12th and 13th Series Unsecured Straight Bonds in Japan as detailed below.

1. 12th Series Unsecured Straight Bonds

- (1) Total amount of issue : ¥20 billion
- (2) Interest rate : 0.299% per annum
- (3) Issue price : ¥100 per face value ¥100
- (4) Term and method of redemption : The principal of the bonds shall be redeemed in a lump sum on January 31, 2018.
- (5) Date of issuance : January 31, 2013
- (6) Purpose of issuance : To redeem the corporate bonds and repay short-term debts

2. 13th Series Unsecured Straight Bonds

- (1) Total amount of issue : ¥20 billion

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- | | | |
|-----------------------------------|---|---|
| (2) Interest rate | : | 0.510% per annum |
| (3) Issue price | : | ¥100 per face value ¥100 |
| (4) Term and method of redemption | : | The principal of the bonds shall be redeemed in a lump sum on January 31, 2020. |
| (5) Date of issuance | : | January 31, 2013 |
| (6) Purpose of issuance | : | To redeem the corporate bonds and repay short-term debts |

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(9) Consolidated revenues by reporting segments

(In millions of yen)

	Nine months ended Dec. 31, 2012		Nine months ended Dec. 31, 2011		Change		Year ended Mar. 31, 2012	
	Amount	%	Amount	%	Amount	%	Amount	%
Farm Equipment and Engines	538,203	65.1	461,772	63.2	76,431	16.6	619,989	61.5
Domestic	174,076		157,139		16,937	10.8	208,353	
Overseas	364,127		304,633		59,494	19.5	411,636	
Construction Machinery	80,685	9.8	74,865	10.3	5,820	7.8	93,954	9.3
Domestic	24,820		20,389		4,431	21.7	27,083	
Overseas	55,865		54,476		1,389	2.5	66,871	
Farm & Industrial Machinery	618,888	74.9	536,637	73.5	82,251	15.3	713,943	70.8
Domestic	198,896	24.1	177,528	24.3	21,368	12.0	235,436	23.3
Overseas	419,992	50.8	359,109	49.2	60,883	17.0	478,507	47.5
Pipe-Related Products	100,285	12.1	97,696	13.4	2,589	2.7	142,466	14.1
Domestic	92,823		92,274		549	0.6	131,706	
Overseas	7,462		5,422		2,040	37.6	10,760	
Environment-Related Products	35,253	4.3	29,095	4.0	6,158	21.2	56,045	5.6
Domestic	33,586		26,960		6,626	24.6	52,907	
Overseas	1,667		2,135		(468)	(21.9)	3,138	
Social Infrastructure-Related Products	48,743	5.9	47,013	6.4	1,730	3.7	64,775	6.4
Domestic	35,048		35,187		(139)	(0.4)	48,065	
Overseas	13,695		11,826		1,869	15.8	16,710	
Water & Environment	184,281	22.3	173,804	23.8	10,477	6.0	263,286	26.1
Domestic	161,457	19.5	154,421	21.1	7,036	4.6	232,678	23.1
Overseas	22,824	2.8	19,383	2.7	3,441	17.8	30,608	3.0
Other	23,224	2.8	20,121	2.7	3,103	15.4	30,790	3.1
Domestic	21,563	2.6	19,916	2.7	1,647	8.3	30,570	3.1
Overseas	1,661	0.2	205	0.0	1,456	710.2	220	0.0
Total	826,393	100.0	730,562	100.0	95,831	13.1	1,008,019	100.0
Domestic	381,916	46.2	351,865	48.1	30,051	8.5	498,684	49.5
Overseas	444,477	53.8	378,697	51.9	65,780	17.4	509,335	50.5

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(10) Anticipated consolidated revenues by reporting segments

	Year ending		Year ended		(In billions of yen)	
	Mar. 31, 2013		Mar. 31, 2012		Change	
	Amount	%	Amount	%	Amount	%
Domestic	257.0		235.4		21.6	9.2
Overseas	581.0		478.5		102.5	21.4
Farm & Industrial Machinery	838.0	72.3	713.9	70.8	124.1	17.4
Domestic	250.0		232.7		17.3	7.4
Overseas	37.0		30.6		6.4	20.9
Water & Environment	287.0	24.7	263.3	26.1	23.7	9.0
Domestic	32.0		30.6		1.4	4.6
Overseas	3.0		0.2		2.8	1,400.0
Other	35.0	3.0	30.8	3.1	4.2	13.6
Total	1,160.0	100.0	1,008.0	100.0	152.0	15.1
Domestic	539.0	46.5	498.7	49.5	40.3	8.1
Overseas	621.0	53.5	509.3	50.5	111.7	21.9

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4. The results of operations for the three months ended December 31, 2012

(1) Consolidated statements of income

	(In millions of yen)					
	Three months ended		Three months ended		Change	
	Dec. 31, 2012		Dec. 31, 2011		Amount	
	Amount	%	Amount	%	Amount	%
Revenues	279,920	100.0	248,849	100.0	31,071	12.5