

New Mid-term Management Plan

〔From FY2016 to FY2020〕

ISEKI & CO., LTD.

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New Mid-term Management Plan (FY2016 - FY2020)

- ✓ Corporate Philosophy
- ✓ Position of the *NMTP
- ✓ Keyword
- ✓ Basic Strategies
- ✓ Targets in FY2020

* NMTP: New Mid-term Management Plan

**We are contributing to agriculture
both in Japan and throughout the world by...**

“ Delivering the products that satisfy customers ”

ISEKI Group marks 100th anniversary in 2025



To establish a firm position both
in domestic and world market



5-year management plan from 2016 to 2020

= KEY STEP

“Win through with our Strengths”

1. Nation-wide Sales Network

2. High-level Technologies

3. Dream Agricultural Research Institute

- An institute, established in Oct. 2015, to research, promote and disseminate advanced farm management and technologies.

1. Grow Domestic Business

- Adjust to structural changes in domestic agriculture
- Ensure stable profits from domestic business

2. Expand Overseas Business

- Global business operation in* four strategic regions
- Full-fledged operation in China and ASEAN countries

* Four strategic regions: North America, Europe, China and ASEAN countries

3. Build up Development Capabilities

- **Develop competitive products in domestic and world market**

4. Carry out Well-balanced Capital & Financial Strategy

5. Enhance Cooperate Value by Reinforcing Cooperate Governance & Organization

Net Sales(Consolidated) : over ¥ 190 billion

Incl. Equity Method Affiliates : over ¥ 220 billion
Total Overseas Net Sales Ratio : over 40 %

Ordinary Income Ratio : over 5 %

Dividend : over ¥ 5 per share

Notes on the Future Forecast

- The objective of this presentation document is to provide information, and it is not intended to invite any action.
- The document has been prepared by ISEKI based on currently available information and it involves potential risks and uncertainties. The forecast may not be consistent with actual results depending on fluctuation of the economic situation and market trends.
- In using this information, investors are expected to depend on their own judgment. ISEKI is not liable for any losses incurred by investment decision made utilizing the business forecast or targets given in this document.



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