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Stock Exchange Listing: Tokyo

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Planning Department Date of Submission of Quarterly Report Scheduled Date to Commence Dividend Payment Supplementary information for quarterly financial information Quarterly financial results briefing

6310

President

Title

Title

ISEKI & CO., LTD.

General Manager of Corporate

Yes

Yes (For institutional investors, analysts)

## <u>Summary Announcement of Consolidated Financial Results</u>

## for the Six Months Ended September 30, 2011 [Japanese GAAP](Consolidated)

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(URL http://www.iseki.co.jp)

### I. Financial Results for the Six Months Ended September 30, 2011 (April 1, 2011 – September 30, 2011) A. Results of operations

(Rounded down to millions of yen, % indicates changes from the previous period)

	Six Months Ended September 30, 2011	%	Six Months Ended September 30, 2010	%
Net Sales	72,368	(4.0)	75,420	8.2
Operating Income	2,636	15.1	2,291	(9.4)
Ordinary Income	2,436	38.2	1,763	(19.7)
Net Income	1,809		71	(95.5)
Net Income per Share (yen)				
Non-diluted	7.87		0.31	
Fully Diluted	-		-	

(Note) Comprehensive income:

Second Quarter of FY Mar. 2012 ¥1,691 mil. (-%) Second Quarter of FY Mar. 2011 - ¥182 mil. (-%)

#### **B.** Financial Position

Name of listed company:

Company Code:

Representative:

**Enquiries**:

# (Rounded down to millions of yen)

	September 30, 2011	March 31, 2011
Total Assets	173,308	169,168
Net Assets	56,306	54,617
Shareholders' Equity to Total Assets Ratio	31.6%	31.4%

(Ref) Shareholders' equity:

Second Quarter of FY Mar. 2012 ¥54,825 mil. FY ended Mar. 2011 ¥53,108 mil.

#### II. Dividends

	Dividend per share (Yen)					
(Recorded date)	End of 1Q	End of 2Q	End of 3Q	Year-end	Annual	
FY ended March 2011	-	-	-	0.00	0.00	
FY ending March 2012	-	-				
FY ending March 2012 (forecast)			-	-	-	

(Note) Revision from the most recently announced dividend forecast : No

As we have yet to determine the specific expected dividend amount, forecasts for the fiscal year-end and full year are indicated with a dash.

(Please refer to "Statement regarding proper use of financial performance forecasts and other notes.")

#### III. Forecast for the Fiscal Year Ending March 31, 2012 (April 1, 2011 – March 31, 2012)

	Net sales	%	Operating income	%	Ordinary Income	%	Net income	%	Net income per share (yen)
Annual	144,500	(2.3)	2,900	3.4	2,200	9.7	900	-	3.92

(Rounded down to millions of yen, % represents comparison with previous year)

(Note) Revision from the most recently announced performance forecast: No

#### **IV. Others**

D.

- A. Change in important subsidiaries during the period (change in specified subsidiaries which accompanies a change in the range of consolidation): None.
- B. Adoption of unique accounting method for preparing quarterly financial statements: None
- C. Change in accounting policy, change of estimation in accounting and modified restatement
  - 1) Change in accounting policy which accompanies revision of accounting standards: None

i) change in accounting poincy which accompany		
2) Change in accounting policy other than No.1.		: None
3) Change of estimation in accounting.		: None
4) Modified restatement		: None
Outstanding shares (Common shares)		
1) Outstanding shares as of the end of the period (	Including treasury shares)	
Second quarter of FY ending March 31, 2012	229,849,936 shares	
FY ended March 31, 2011	229,849,936 shares	
2) Outstanding treasury shares as of the end of the	e period	
Second quarter of FY ending March 31, 2012	81,934 shares	
FY ended March 31, 2011	73,082 shares	
3) Average number of shares during the period (Q	uarterly cumulative period)	
Second quarter of FY ending March 31, 2012	229,773,157 shares	
Second quarter of FY ended March 31, 2011	229,799,472 shares	

\* Statement regarding state of implementation of quarterly review procedure

While these quarterly financial results are exempted from the requirement of quarterly review procedure under the Financial Instruments and Exchange Act, we have completed the review procedure of the quarterly financial statements.

\* Statement regarding proper use of financial performance forecasts and other notes

The forecast for operating results stated in this document has been produced based on information presently available and certain assumptions deemed reasonable. It is possible that in future actual results may differ from the anticipated figures for a variety of reasons. For assumed conditions of the business performance forecast and adequate use of the forecast, please refer to page 5 of the attached document, [1.Qualitative Information regarding quarterly financial results, etc.], [3. Qualitative information regarding consolidated performance forecast].

With respect to dividends, as we have yet to determine the specific expected dividend amount at this point in view of a prospect of continued uncertain business environment, we will make an announcement whenever disclosure of the expected amounts is made possible.

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#### 1. Qualitative Information regarding quarterly financial results, etc.

#### (1) Qualitative information concerning the status of consolidated financial results

During the second quarter consolidated cumulative period under review, while a steady recovery has taken place in the Japanese economy from the major drop of the economic activities due to the effects of the Great East Japan Earthquake and nuclear power plant accident, there still remain various issues to be concerned with both inside and outside of the nation. Such issues include the short supply of electricity, radioactive contamination, strong yen that reflects lowered creditworthiness of Europe and the US and inactive stock market, and the economy has followed uncertain trends.

Under the circumstances, the ISEKI Group made efforts to secure sales volume in Japan by enhancing customer services. Also, in overseas, as a result of our efforts to supply products to the continually expanding Chinese market, the consolidated business performance of the ISEKI Group resulted as follows.

In the second quarter consolidated cumulative period, sales decreased \$3,051 million from the same period of the previous year, to \$72,368 million (down 4.0%). Domestic sales decreased \$5,219 million to \$61,061 million (down 7.9%). Overseas sales increased \$2,167 million from the same period of the previous year to \$11,307 million (up 23.7%). Operating income increased \$345 million to \$2,636 million (up 15.1%), having absorbed factors to deteriorate profits such as decreased gross income by decreased sales and raised raw material price by the thorough reduction of fixed expenses and selling, general and administrative expenses. Ordinary income increased \$673 million to \$2,436 million (up 38.2%). Quarterly net income increased \$1,737 million to \$1,809 million.

Financial results by segment are as follows:

1)Agriculture related business

Our sales in the domestic market decreased due to a reaction to concentrated sales related to the urgent machinery leasing support program that existed in the same period of the previous year as well as decreased sales in the Tohoku district by occurrence of the Great East Japan Earthquake. However, while sales decreased in the second quarter consolidated cumulative period under review, sales of agricultural machinery in the second quarter consolidated period under review recovered, back up to the level of the previous year. Overseas sales increased due to substantially increased sales of rice transplanters in the Chinese market.

The trend of sales by product is as follows.

(Domestic)

Sales of cultivating & mowing machinery (tractors, tillers, etc.) were 17,085 million (up 6.9% from the same period of the previous year), and sales of planting machinery (rice transplanters, vegetable transplanters) were \$7,263 million (down 14.0%). Sales of harvesting and processing machinery (combine harvesters, etc.) were \$6,393 million (down 17.0%). Sales of spare parts and farming implements were \$15,660 million (down 7.4%). The other agriculture related sales (construction of facilities, etc.) were \$14,578 million (down 15.0%).

#### (Overseas)

Sales of cultivating & mowing machinery (tractors, etc.) were \$6,204 million (up 6.2% from the same period of the previous year), and sales of planting machinery (rice transplanters, etc.) were \$4,154 million (up 125.4%). Sales of harvesting and processing machinery (combine harvesters, etc.) were \$133 million (down 71.2%). Sales of spare parts and farming implements were \$469 million (down 6.1%). The other agriculture related sales were \$344 million (down 29.6%).

As a result, the segment sales stood at ¥72,289 million (down 4.1%).

#### 2)Other business

As other business, we engage in development/sales/operation of computer software. The segment sales stood at ¥78 million (up 5.1%).

#### (2) Qualitative information concerning the shifts in consolidated financial position

As of the end of the second quarter consolidated cumulative period, total assets increased \$4,139 million from the previous fiscal year end to \$173,308 million. The main change was from a \$3,647 million temporary increase in cash and deposits in the second quarter consolidated cumulative period under review by procurement of necessary funds for the fiscal year ending March 31, 2012, a \$3,167 million increase in notes and accounts receivable-trade due to increased sales in the second quarter consolidated period under review from the previous fourth quarter consolidated period and a \$2,132 million decrease in inventory assets. Total liabilities increased \$2,449 million from the previous fiscal year end, mainly as a result of a \$3,357 million decrease in notes and accounts payable-trade and a \$7,202 million increase in interest-bearing liabilities. Net assets increased \$1,689 million from the previous fiscal year end mainly due to the quarterly net income of \$1,809 million.

#### (3) Qualitative information regarding consolidated performance forecast

During the second quarter consolidated cumulative period under review, sales of tractors increased in the midst of decreasing sales in the domestic market, due to aggressive promotion of sales expansion. We will continue to engage in aggressive sales expansion under the unified slogan "Cheering Squad Supporting Dream of Agriculture! ISEKI". In overseas, we will engage in further sales expansion in the Chinese market by adding the newly established Dongfeng Iseki Agricultural Machinery (Hubei) Co., Ltd.

With respect to the business performance forecasts for the fiscal year ending March 31, 2012 announced on May 12, 2011, we have made downward revisions of net sales. This is in light of recent orders received and the trends of foreign exchange market. There was no revision made to operating income, ordinary income and net income.

#### 2. Matters concerning Summary Information (Others)

(1) Changes in important subsidiaries during the quarterly consolidated cumulative period There is no corresponding item.

## 3. Consolidated Quarterly Financial Statements

(1) Consolidated Quarterly Balance Sheets

		(millions of yes
	FY2011	FY2012
	(as at Mar. 31, 2011)	(as at Sep.30, 2011)
Assets		
Current Assets:		
Cash and deposits	5,696	9,343
Notes and accounts receivable-trade	28,688	31,856
Short-term investment securities	19	19
Merchandise and finished goods	37,216	34,489
Work in progress	2,569	2,991
Raw materials and supplies	1,180	1,353
Other	3,353	2,385
Allowance for doubtful accounts	(60)	(48
<b>Total Current Assets</b>	78,665	82,39
Noncurrent Assets:		
Property, plant and equipment		
Buildings and structures, net	14,909	14,965
Land	50,173	50,193
Others, net	14,808	14,80
Total property, plant and equipment	79,890	79,972
Intangible fixed assets	948	96
Investments and other assets		
Investment securities	5,186	5,312
Other	4,913	5,054
Allowance for doubtful accounts	(436)	(391
Total investment and other assets	9,663	9,97
<b>Total Noncurrent Assets</b>	90,503	90,91
Total Assets	169,168	173,303

		(millions of yen)
	FY2011 (as at Mar.31, 2011)	FY2012 (as at Sep. 30, 2011)
Liabilities	(45 41 1141.51, 2011)	(us ut sep. 50, 2011)
Current Liabilities:		
Notes and accounts payable-trade	41,950	38,592
Short-term loans payable	17,883	21,159
Current portion of long-term loans payable	11,220	11,70
Accrued consumption taxes	463	610
Provision for bonuses	821	654
Provision for loss on disaster	174	11
Other	8,777	7,54
<b>Total Current Liabilities</b>	81,290	80,284
Noncurrent Liabilities:		
Bonds payable	100	100
Long-term loans payable	14,277	17,71:
Deferred tax liabilities for land revaluation	7,593	7,59
Provision for retirement benefits	5,225	5,44
Provision for directors' retirement benefits	134	12
Asset retirement obligations	294	28
Other	5,635	5,44
<b>Total Noncurrent liabilities</b>	33,261	36,71
Total Liabilities	114,551	117,00
Net Assets		
Shareholders' equity		
Capital stock	23,344	23,34
Capital surplus	13,454	13,45
Retained earnings	5,160	6,96
Treasury stock	(19)	(21
Total Shareholders' Equity	41,939	43,74
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	366	26.
Revaluation reserve for land	10,867	10,86
Foreign currency translation adjustments	(65)	(54
Total Accumulated Other Comprehensive Income	11,169	11,07
Minority interests	1,508	1,48
Total Net Assets	54,617	56,30
Total Liabilities and Net Assets	169,168	173,30

# (2) Consolidated Quarterly Statements of Income and Consolidated Quarterly Statements of Comprehensive

# Income

## **Consolidated Quarterly Statements of Income**

Second Quarter Consolidated Cumulative Period

	(millions of )			
	FY2011 (Apr.1,2010-Sep.30, 2010)	FY2012 (Apr.1,2011-Sep.30, 2011)		
Net sales	75,420	72,368		
Cost of sales	51,648	48,916		
Gross profit	23,771	23,451		
Selling, general and administrative expenses	21,480	20,815		
Operating income	2,291	2,636		
Non-operating income				
Interest income	84	80		
Dividend income	72	124		
Other	381	434		
Total non-operating income	538	639		
Non-operating expenses				
Interest expenses	460	394		
Foreign exchange losses	327	175		
Other	277	269		
Total non-operating expenses	1,066	839		
Ordinary income	1,763	2,436		
Extraordinary income				
Gain on sales of noncurrent assets	45	26		
Other	-	1		
Total extraordinary income	45	27		
Extraordinary losses				
Loss on sales and retirement of noncurrent assets	96	52		
Loss on valuation of investment securities	662	1		
Loss on adjustment for changes of accounting standard for asset retirement obligations	218	-		
Retirement benefit expenses	-	252		
Cost of measures for product recall	1	6		
Other	5	1		
Total extraordinary losses	984	313		
Income before income taxes	823	2,150		
Income taxes-current	691	619		
Income taxes-deferred	59	(266)		
Total income taxes	750	352		
Income before minority interests	72	1,797		
Minority interests in income	1	(11)		
Net income	71	1,809		

## Consolidated Quarterly Statements of Comprehensive Income

(Second Quarter Consolidated Cumulative Period)

		(millions of yen)
	FY2011 (Apr.1,2010-Sep30, 2010)	FY2012 (Apr.1,2011-Sep.30, 2011)
Income before minority interests	72	1,797
Other comprehensive income		
Valuation difference on available-for-sale securities	(233)	(116)
Foreign currency translation adjustments	(21)	10
Total of other comprehensive income	(255)	(106)
Comprehensive income	(182)	1,691
(Breakdown)		
Comprehensive income for parent attributable to owners of the parent	(181)	1,718
Comprehensive income attributable to minority interests	(0)	(27)

## (3) Consolidated Quarterly Statements of Cash Flows

		(millions of yen)
	FY2010 (Apr.1,2010-Sep.30, 2010)	FY2011 (Apr.1,2011-Sep.30, 201
Net Cash Provided by (Used in) Operating Activities:		· <b>A</b>
Income before income taxes	823	2,150
Depreciation and amortization	2,700	2,91
Increase (decrease) in provision for retirement benefits	172	22
Interest and dividend income	(156)	(205
Interest expenses	460	394
Foreign exchange losses (gains)	(108)	(54
Loss (gain) on sales of property, plant and equipment and intangible assets		20
Decrease(increase) in notes and accounts receivable-trade	(977)	(3,167
Decrease(increase) in inventories	1,500	2,13
Increase(decrease) in notes and accounts payable-trade	367	(3,357
Loss on adjustment for changes of accounting standard for asset retirement obligations	218	_
Other	348	(1,033
Subtotal	5,401	2
Interest and dividends income received	157	20
Interest expenses paid	(467)	(396
Income taxes paid	(654)	(484
Income taxes refund	118	26
Net cash provided by (used in) operating activities	4,555	(387
Net Cash Provided by (Used in) Sponting derivities:	1,000	(507
Purchase of short-term investment securities	(19)	(19
Proceeds from sales of short-term investment securities	19	1
Purchase of property, plant and equipment and intangible assets		(2,419
Proceeds from sales of property, plant and equipment and intangible assets	140	12
Purchase of investment securities	(1)	(315
Proceeds from sales of investment securities	0	
Decrease (increase) in time deposits	(433)	(301
Payments for investments in capital of subsidiaries and affiliates		(239
Other	(61)	4
Net cash provided by (used in) investment activities	(3,246)	(3,100
Net Cash provided by (Used in) Financing Activities:		
Increase (decrease) in short-term loans payable, net	2,934	3,27
Proceeds from long-term loans payable	2,365	10,42
Repayments of long-term loans payable	(7,004)	(6,493
Proceeds from issuance of bonds	100	-
Redemption of bonds	(1,020)	-
Proceeds from sale and leaseback transactions	659	40
Repayments of lease obligations	(565)	(828
Purchases of treasury stock	(3)	(1
Other	(9)	(9
Net cash provided by (used in) financing activities	(2,543)	6,76
Effect of Exchange Rate Changes on Cash and Cash Equivalents	82	6
	(1,152)	3,34
Net Increase (Decrease) in Cash and Cash Fullivalents	(1,104)	5,54
Net Increase (Decrease) in Cash and Cash Equivalents Cash and Cash Equivalents at beginning of period	6,614	5,58

#### (4) Notes regarding the Going Concern Assumption

There is no corresponding item.

#### (5) Segment Information

1. Second quarter consolidated cumulative period of the previous year (April 1, 2010 – September 30, 2010) Information related to the amount of sales, income or loss by reportable segments

				(	millions of yen)
	Agriculture related	Other	Total	Adjustment amount	Quarterly consolidated income statement posted amount
Net sales Net sales to external customers Internal sales or transfor among	75,345	75	75,420 67	-	75,420
transfer among segments				(67)	-
Total	75,345	142	75,487	(67)	75,420
Segment income (loss)	75	(3)	71	-	71

(Note)

- 1) Adjustment amount corresponds to elimination of inter-segments transactions.
- 2) Segment income (loss) has been adjusted with the quarterly net income in the quarterly consolidated statements of income.
- 2. Second quarter consolidated cumulative period under review (April 1, 2011 September 30, 2011) Information related to the amount of sales, income or loss by reportable segments

				(	millions of yen)
	Agriculture related	Other	Total	Adjustment amount	Quarterly consolidated income statement posted amount
Net sales					
Net sales to external					
customers	72,289	78	72,368	-	72,368
Internal sales or				( 10 )	
transfer among	-	69	69	(69)	-
segments					
Total	72,289	148	72,438	(69)	72,368
Segment income (loss)	1,808	0	1,809	-	1,809

(Note)

- 1) Adjustment amount corresponds to elimination of inter-segments transactions.
- 2) Segment income (loss) has been adjusted with the quarterly net income in the quarterly consolidated statements of income.

#### (6) Note in case there is a substantial change in the amount of shareholders' equity

There is no corresponding item.