



November 10, 2011

Name of Company: ISEKI & CO., LTD.  
 Company representative: President Seiichiro Gamo  
 Company Code: 6310  
 Enquiries: General Manager Shunichi Suzuki  
 Corporate Planning Department  
 (Telephone: +81 3 5604 7709)

**Notice on the variance between forecasts of our business performance for the second quarter cumulative period of the fiscal year ending March 31, 2012 and actual results, and revision of the forecasts for the fiscal year ending March 31, 2012**

We would like to promulgate the fact that a variance has occurred between forecasts of our business performance for the second quarter cumulative period of the fiscal year ending March 31, 2012 announced on May 12, 2011 and actual results announced today. We would also like to announce that we have revised the forecasts for the fiscal year ending March 31, 2012 which were announced on May 12, 2011, on the basis of recent trends in business performance as stated below.

1. Variance between forecasts of the consolidated business performance for the second quarter cumulative period of the fiscal year ending March 31, 2012 and actual results  
 (April 1, 2011 – September 30, 2011)

(Millions of yen)

	Net Sales	Operating Income	Ordinary Income	Net Income	Net Income per Share (yen)
Previous Forecast (A)	72,500	1,900	1,700	1,000	4.35
Actual Results (B)	72,368	2,636	2,436	1,809	7.87
Difference (B-A)	(132)	736	736	809	-
Rate of Change (%)	(0.2)	38.7	43.3	80.9	-
(Reference)Results for 2QFY11/Mar.	75,420	2,291	1,763	71	0.31

2. Revision of the forecasts of the consolidated business performance for the fiscal year ending March 21, 2012

(April 1, 2011 – March 31, 2012)

(Millions of yen)

	Net Sales	Operating Income	Ordinary Income	Net Income	Net Income per Share (yen)
Previous Forecast (A)	147,000	2,900	2,200	900	3.92
Latest Forecast (B)	144,500	2,900	2,200	900	3.92
Difference (B-A)	(2,500)	-	-	-	-
Rate of Change (%)	(1.7)	-	-	-	-
(Reference)Results for FY11/Mar.	147,826	2,803	2,006	(918)	(4.00)

### 3. Reason of variance and revision

With respect to the business performance for the second quarter cumulative period of the fiscal year ending March 31, 2012, while net sales was almost in line with the forecasts, profits ended up exceeding the forecasted figures mainly due to improved gross profit margin and progressed reduction in selling, general and administrative expenses.

With respect to the fiscal year ending March 31, 2012, we have made downward revision of the net sales (-1.5 billion yen in Japan centering on construction of facilities, -1.0 billion yen in overseas and -2.5 billion yen in total) from the previous forecasts of business performance announced on May 12, 2011 mainly in view of recent orders received and trends of foreign exchange situation.

Meanwhile, we have adopted ¥75 against the US dollar and ¥105 against Euro, each higher than previous rate by ¥5 as our company rate to apply for the second half of the fiscal year.

Forecasts for operating income, ordinary income and net income have remained unchanged.

(Note) The above forecasts have been prepared by our company based on the information available as of the date of the announcement, and actual performances can be different from the forecasted figures due to various factors hereafter.