

Financial Results for the Second Quarter Fiscal Year Ending December 2018 Investor Relations Presentation Materials

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1. Outline of Financial Results for the Second Quarter Fiscal Year Ending December, 2018



The Second Quarter Financial Results Highlights

January – June (Y o Y)

Domestic dealers

Sales of agricultural machinery was in line with same period of the previous year.

<u>Effects from revenue – expenditure structural reform continued.</u>

- ☐ Sales of agricultural machinery : (Jan.-June.) 99%
- \square Effects from revenue-expenditure structural reform in direct dealers: operating income + \pm 0.1 billion

Manufacturing subsidiary in Indonesia

Continued profitability for the company.

Overall business increased moderately from the previous year

☐ Revenue of Indonesia business improved: operating Income+ ¥ 0.05 billion (Consolidated basis including Indonesia business of the parent and plants in Japan)

Equity-method affiliate in China (Dongfeng ISEKI)

Market remained depressed. Deteriorated share of profit or loss of equities using equity method.

 \square Share of profit or loss of equities using equity method: Ordinary income $- \times 0.5$ billion



Outline of Second Quarter Business Performance

Due to transition of fiscal year 9 month period results December 2015 are adjusted to 12 month period								_	(JPY bn,%)
	2Q of FY ended **Dec.15	2Q of FY ended Dec.16	ed Doc 17 ended 2Q 01 FY			y o y change		Diff. (Forecast/	
	Actual	Actual	Actual	%	Actual	%	3 3 3		Actual)
Net Sales	76.3	81.0	80.2	100.0	82.2	100.0	2.0		(3.8)
(Domestic	60.1	61.3	62.8	78.3	63.9	77.7	1.1		(0.5)
(Overseas) 16.2	19.7	17.4	21.7	18.3	22.3	0.9		(3.3)
Operating Incom	e 0.6	1.7	2.8	3.5	2.2	2.7	(0.6)		0.2
Ordinary Incom	0.6	1.3	3.4	4.2	1.8	2.2	(1.6)		0.0
Profit (Loss) attributa to owners of paren		0.6	2.2	2.7	1.6	2.0	(0.6)		0.0
							-		
Exchange US	\$ 118.3	112.7	112	.7	108	.8	(3.9)		(1.2)
rate Eu	0 135.9	126.2	121	.4	133	.1	11.7		3.1





While demand for agricultural machinery remained relatively weak, domestic sales increased steadily compensated by revenue from farming implements/spare parts/repair fees.

Due to transition of fiscal year 9 month period results December 2015 are adjusted to 12 month period

(JPY bn)

			2Q of FY ended ※ Dec.15	2Q of FY ended Dec.16	2Q of FY ended Dec.17	2Q of FY ending Dec.18		y o y change
			Actual	Actual	Actual	Actual		Note
ed	nery	Cultivating & Mowing Machinery	16.8	15.9	17.0	16.4	(0.6)	Tractors: (0.4)
Related	Agricultural Machinery	Planting Machinery	6.7	6.3	5.6	6.4	0.8	Effects of launching new products Rice trans planters: 0.7
	ultura	Harvesting & Processing Machinery	5.6	6.0	5.5	5.5	0.0	
nine	Agric	Total	29.1	28.2	28.1	28.3	0.2	
lach		Farming Implements	9.6	10.6	11.3	11.8	0.5	
N le		Spare parts	6.3	6.6	6.8	6.8	0.0	
ltura		Repair fees	2.2	2.4	2.5	2.6	0.1	
Agricultural Machinery		Total	18.1	19.6	20.6	21.2	0.6	
Ag		Total	47.2	47.8	48.7	49.5	0.8	
Со	nstru	ction of Facilities	1.4	2.8	3.3	3.3	0.0	
		Others	11.5	10.7	10.8	11.1	0.3	
		Total	60.1	61.3	62.8	63.9	1.1	

Diff. (Forecast/ Actual)
(8.0)
0.8
(8.0)
(8.0)
0.3
(0.2)
0.0
0.1
(0.7)
0.1
0.1
(0.5)

Overseas Sales



≫ In spite of increased revenue from the previous period, sales were lower than forecast mainly due to decreased sales in North America, Europe and ASEAN.

Due to transition of fiscal year 9 month period results December 2015 are adjusted to 12 month period

(JPY bn)

	2Q of FY ended *Dec.15	2Q of FY ended Dec.16	2Q of FY ended Dec.17	2Q of FY ending Dec.18	y o y change	
	Actual	Actual	Actual	Actual		Note
North America	6.2	6.4	3.5	5.6	2.1	Disappearance of the effects of partial changes in business terms with OEM partner Tractors:1.9
Europe	6.6	6.2	5.6	6.0	0.4	Effects of launching new products Lawn mowers:0.3
China	0.9	2.2	2.6	0.9	(1.7)	Local inventory adjustment Rice trans planters:(1.3)
ASEAN	0.3	2.1	1.8	2.0	0.2	Tractors: 0.8 Combine harvesters: (0.6)
Others	1.0	1.2	1.7	1.1	(0.6)	Tractors: (0.4) Combine harvesters: (0.2)
Product Sales Total	15.0	18.1	15.2	15.6	0.4	
Parts & Others	1.2	1.6	2.2	2.7	0.5	
Total	16.2	19.7	17.4	18.3	0.9	
						<u> </u>
Overseas Sales incl. Chinese Businesses	22.1	23.7	19.4	21.2	1.8	
	00.00/	07.00/	00.00/	0.4.007	4 00/	

Diff. (Forecast/ Actual) (1.3)(1.4)0.1 (1.0)(0.2)(3.8)0.5 (3.3)

Ratio of overseas net sales 26.9% 27.8% 23.6% 24.9%

1.3%

Operating Income



≫Operating income decreased Y o Y partly due to temporary factors including non-profitable facility works and application of calculating principle of retirement benefits due to merger of a subsidiary, as well as increased development cost, etc.

(JPY bn,%)

(0.4)

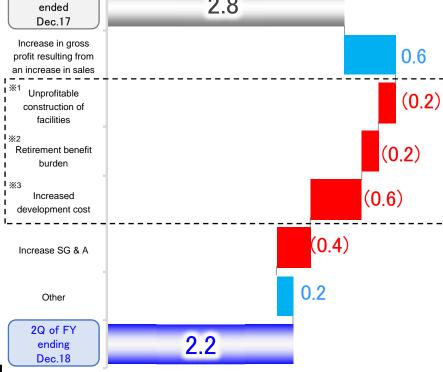
(0.3)

0.2

	2Q of FY ended Dec.17 Actual	2Q of FY ending Dec.18 Actual	y o y Change
Net Sales	80.2	82.2	2.0
Gross Profit	23.7	23.5	(0.2)
Gross Profit Margin	29.6%	28.6%	(1.0%)
S.G&A.Expenses	20.9	21.3	0.4
Personnel expenses	12.2	12.4	0.2
Other expenses	8.7	8.9	0.2
Operating Income	2.8	2.2	(0.6)

Diff. (Forecast/ 2Q of FY 2.8 Actual) ended Dec.17 Increase in gross (3.8)profit resulting from an increase in sales (0.5)Unprofitable construction of facilities 0.7% Retirement benefit (0.7)

[Factors of YoY change(JPYbn,)]



[Effects of forex move(JPYbn,)]

Net sales	Cost of sales	S.G&A. Expenses	Operating Income
0.4	(0.3)	(0.1)	0.0

- ※1: Unprofitable construction of facilities leads to worsing gross profit.
- *2: Temporary resulting from the application of the principle of calculating retirement benefits upon the merger of subsidiaries.
- *3: Increased development cost for products comply with the emission gas regulation, Stage 4





>> Ordinary income decreased mainly due to deteriorated share of profit or loss of equities using equity method and deteriorated foreign exchange gains or losses. (Yo Y basis)

(JPY bn)

Diff.

(Forecast/ Actual)

0.2

(0.1)

(0.1)

0.0

0.1

0.1

0.2

(0.2)

0.0

	2Q of FY ended Dec.17 Actual	2Q of FY ending Dec.18 Actual	y o y Change
Operating Income	2.8	2.2	(0.6)
Balance of Financial Income	(0.3)	(0.4)	(0.1)
Other Non-operating Income	0.9	-	(0.9)
Ordinary Income	3.4	1.8	(1.6)
Extraordinary Income	-	0.1	0.1
Extraordinary Losses	(0.1)	(0.1)	0.0
Income before Income Taxes	3.3	1.8	(1.5)
Taxes, Deferred Taxes	(1.1)	(0.2)	0.9
Profit(Loss) attributable to owners of parent	2.2	1.6	(0.6)

Non-opera	Non-operating Income(Y o Y)						
Foreign exc or losses	Foreign exchange gains or losses						
1	Share of profit or loss of -¥0.5 billion entities using equity method						
Other ※1	Other ※1 -¥0.3billion						
	※1: disappearance of subsidy income recorded in the same period of the previous fiscal year.						
[Share of profits	[Share of profits or loss using equity method] (JPY b						
2Q of FY ended Dec.17	2Q of FY ending Dec.18	y o y Change					
0.2 (0.3) (0.5)							

ethod] (JPY bn)

2Q of FY ended Dec.17	2Q of FY ending Dec.18	y o y Change
0.2	(0.3)	(0.5)

tax expenses reduced due to the application of consolidated taxation system



Balance Sheet (Consolidated)

Cash and deposits: Increased due to long-term loan payable.
Interest bearing liabilities: Increased due to long-term in spite of decreased lease obligations.

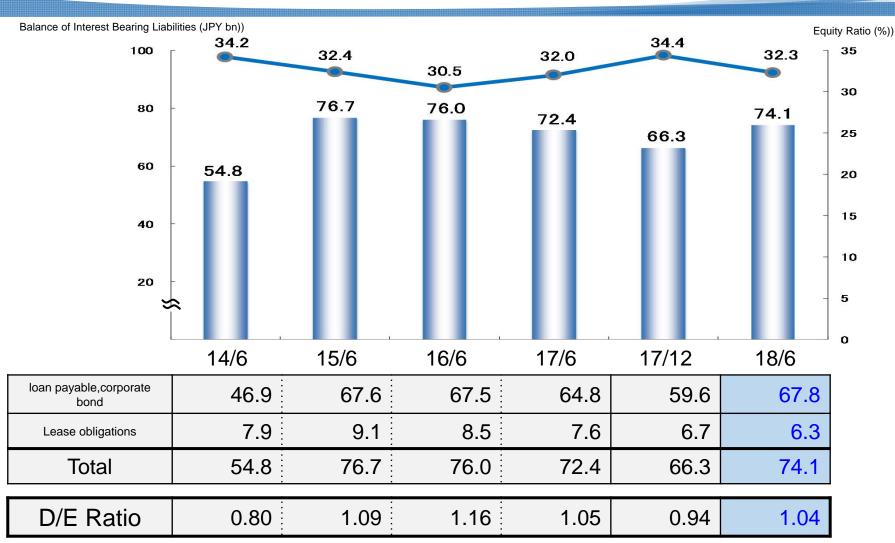
(JPY bn,)

	As of Jun.17	As of Jun.18	y o y change		As of Jun.17	As of Jun.18	y o y change
Cash & Deposits	6.6	10.8	4.2	Accounts Payables	45.6	46.4	0.8
Accounts Receivables	36.6	37.2	0.6	Interest Bearing Liabilities	72.4	74.1	1.7
Inventories	54.0	53.4	(0.6)	(loans payable)	64.8	67.8	3.0
(Merchandise and finished goods)	45.7	45.4	(0.3)	Other Liabilities	23.8	22.7	(1.1)
Other Current Assets	4.1	4.1	_	Total Liabilities	141.8	143.2	1.4
Total Current Assets	101.3	105.5	4.2	Not Accete	60.1	70.0	1.0
Non-current Assets	96.6	97.2	0.6	Net Assets	69.1	70.9	1.8
Investments and other assets	13.0	11.4	(1.6)	(Retained earnings)	15.9	17.5	1.6
(Investment securities)	6.5	5.9	(0.6)	(Valuation difference on available-for-sale securities)	1.4	1.0	(0.4)
Total Non-current Assets	109.6	108.6	(1.0)	(Foreign currency translation adjustment)	0.8	0.9	0.1
Total Assets	210.9	214.1	3.2	Total Liabilities and Net Assets	210.9	214.1	3.2



Equity ratio/ Interest-bearing liabilities

≫ Interest-bearing liabilities increased due to long-term loan payable.



Note: D/E Ratio= Interest bearing liabilities(incl. Lease liabilities) / Net assets



2.Recent Development in Domestic and Overseas Markets

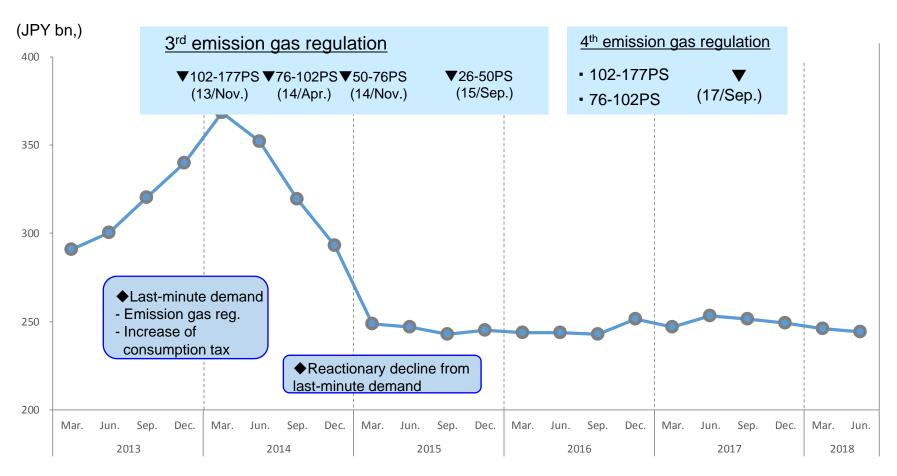
Trend of Domestic Market



≫ Soft market remains flat

Agricultural machinery demand [Industry shipment]

(9 principal machinery, moving annual total)



Domestic Agricultural Machinery Shipments and ISEKI's Performance



≫Actual sales of our 9 models (moving year total) were the same as the previous year

YoY growth rate for 9 principal machinery categories (moving annual total) *ISEKI estimates

(%)

		FY2015/6	FY2016/6	FY2017/6	FY2018/6
Industry	(Amount of shipment)	70%	99%	104%	96%
ISEKI	(Sales amount)	84%	100%	94%	100%

Domestic sales companies State of sales of agricultural machinery (YoY growth rate)

(%)

	Jan Mar.	Apr Jun.	Jan Jun.
Sales amount	96%	101%	99%

^{*} Sales indicate sales amount of agricultural machinery by 12 sales companies as converted into quoted values.



>> Towards realization of "Dreamful (Profitable) Agriculture"

Large scale farmers (bearers of scale enlargement)
Bipolarization of needs

High efficiency, high precision, labor saving

- ICT
- Smart agricultural machinery

Reduced material costs \Leftrightarrow Possession of multiple machines

Simple, low price



Announcement of new products for large scale customers Support Japanese agriculture by All JAPAN/All ISEKI





>> Proposal of agriculture system by introduction of smart agricultural machinery

Manned monitoring type robot tractor

Commercialization



* Scheduled sales in December, 2018

Fukushima Innovation Coast Plan Reconstruction/ restoration of agriculture, forestry and fishery industries using stateof-the-art technologies Smart Agriculture Inter-business Cooperation Demonstration Project



Domestic Smart Agriculture combining state-of-the-art technologies in National Strategy Special Area, Niigata-city



straight-travel assisted rice transplanter.6-row class well contribute further expansion in sales.

Smart agricultural machinery Straight-travel assisted rice transplanter

Straight-travelling operation is assisted by GPS, enabling simple and clean planting even for less experienced operator.

8-row class (Sales started in December, 2017) 6-row class (Sales to start in December, 2018)





Early commercialization of simple strategic machines of tractors, combine harvesters and rice transplanters

NT603**E**

Simple and low price spec



NP80DS NP70DS

8, 7-row low price spec

HX575·463

5, 4-row simple and low price spec

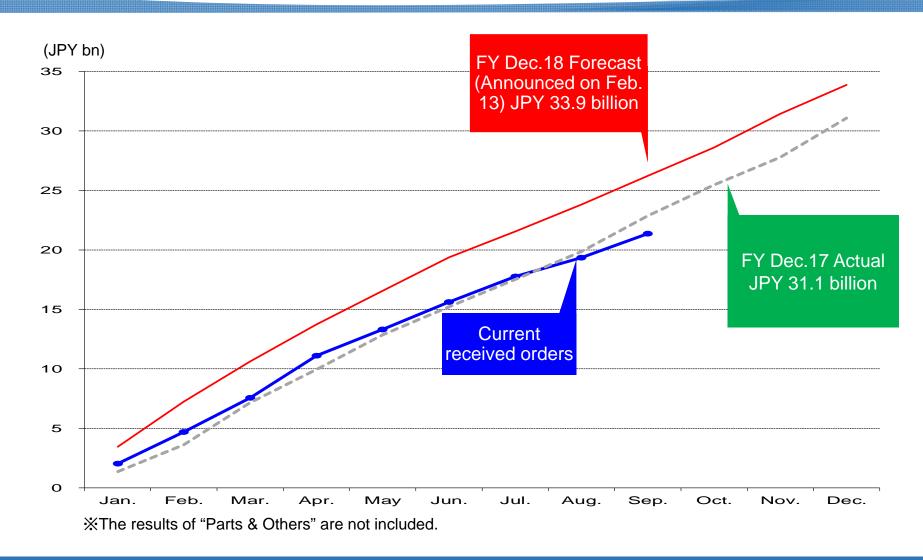








Reduced orders received due to local inventory adjustment in North America, ASEAN and China





Market Trend (North America)

In a hard competition in sales,AGCO obtained better sales result than market average.

1. Trend in the market

Compact tractors Utility tractors PTO (40HP and lower) (40-100HP) horsepower USA Canada USA Canada 7 3 Jan.-Jun.2017 78 85 28 31 29 32 84 7 92 3 Jan.-Jun.2018 108% 104% 108% 103% 101% 103% Differences (%)

(1000 units, %)

Large class tractors (100PS and above)				
USA	Canada			
8	2	10		
9	2	11		
102%	115%	104%		



(Source: AEM Statistics)

2. Situation of AGCO (OEM partner)

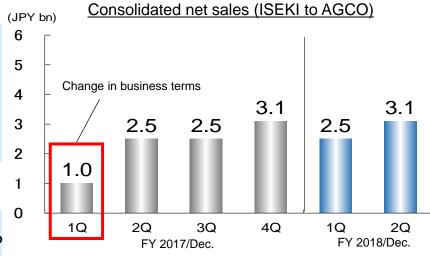
Unit sales (Jan.-Jun.2018)

Compact tractors : YoY 115%

➤ Utility tractors : YoY 118%

3. Our situation for sales and orders

Order & shipment (Jan.-Sep. 2018): YoY 160%





Market Trend (Europe)

Promote sales expansion enhanced level of product which meets market demand precisely.

1. Trend in the market

Due to delay of spring season and dry condition in June, grass condition is unfavorable for business. To watch carefully about market demand.

2. Situation of distributors

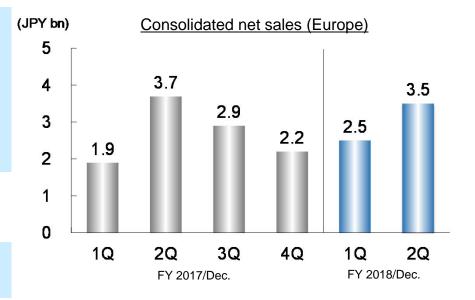
Unit sales (Jan.-Jun.2018)

• Distributors : YoY 95% (Unit sold base)

• ISEKI France S.A.S. (Consolidated subsidiary, amount base) : YoY 104%

3. Current sales and orders at ISEKI

Order & Shipment (Jan.-Sep.2018): YoY 107%



Market Trend (ASEAN: Thailand)



>> Intensified sales competition among companies in the market

1. Trend in the market

In spite of gradual recovery in product price since second half of last year, it requires more time to stimulate farmers purchase mind.

Intensified sales competition

2. Situation of the local distributor "IST Farm Machinery" (Investment 80% by Mitsubishi Corporation, 20% by ISEKI)

Number of units sold (ASEAN strategy tractor, Jan.-Jun.): YoY 95%

3. Current sales and orders at ISEKI

Order & Shipment (Jan.-Sep.2018): YoY 55%



Market Trend (ASEAN: Others)



Tractors and walk-behind rice transplanters increased in the tender in Indonesia. We aim to secure even greater receipt of orders in the second half.

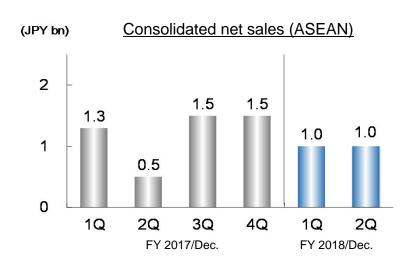
Indonesia

- Market trend
 Promotion of mechanization by government initiative which has continued from 2015 (Government tender)
- Our situation Machine models subject to tender vary each fiscal year. Tractors and walk-behind rice transplanters exceeded the previous year. In anticipation of the market expansion, we started establishment of a supply system of repair parts with ISEKI Thailand as its base.

Others (Myanmar, etc.)

- Market trend
 Demand expected through progress in mechanization
- Our situation Sales of combine harvesters in Myanmar have grown steadily.

Aims to expand business domains with IST Farm Machinery and AGCO encompassing regional extension to Cambodia and Laos, etc.



PT. ISEKI INDONESIA (Manufacturing subsidiary)



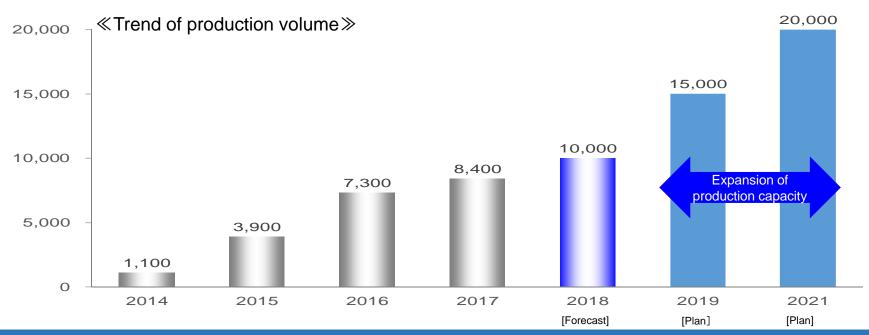
>> Profitability was secured as planned. System was organized towards increased production.

* 2018 reflects unit price revision with Iseki & Co., Ltd.

(Units,	JPY	bn)
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	2014 Results	2015 Results	2016 Results	2017 Results	2018 Plan
Volume	1,100	3,900	7,300	8,400	12,000
Operating income	(0.3)	(0.4)	(0.3)	0.3	0.3

2018				
JanJun.	Annual forecast Production			
4,846	10,000			
0.05	0.1			



Market trend (China)



Basic trends remained inactive due to effects of delayed announcement of distribution of subsidy by Chinese government (behind by 2 months from ordinary years) and rice and wheat price which stayed low.

1. National government subsidy

(Yuan bn)

2012	2013	2014	2015	2016	2017	2018
21.5	21.75	23.8	23.8	23.7	18.6	18.6

2. Trends in agricultural machinery industry Jan.-June. 2018 (Y o Y, Units)

(%)

	* Industry	Dongfeng Iseki
Rice transplanter (Walk-behind, Ride-on)	(33%)	(23%)
Combine harvester (General- purpose, Self-threshing)	(30%)	+ 44%
Tractor (70-110hp)	(26%)	+ 62%

^{* (}Source) China Agricultural Machinery Industry Association

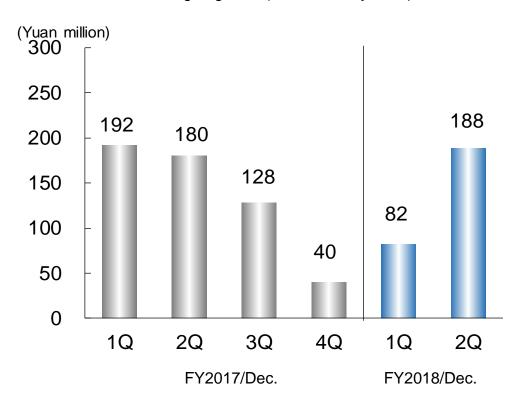


Market trend (China: Dongfeng Iseki)

≫In spite of intensified sales competition in soft market, second quarter (Apr.-Jun.) sales exceeded same period of the previous year.

1. Situation of Dongfeng Iseki

■Net sales of Dongfeng Iseki (local currency base)



■ Sales situation of Donfeng Iseki (Jan.-Jun. 2018)

In the first quarter;

- ➤In domestic sales in China, sales of rice transplnters decreased due to effect of delayed announcement of subsidy payment.
- ➤ In terms of export to ASEAN, combine harvesters directed to Indonesia decreased.

recover sales mainly on tractors and combine harvesters.



3. Performance Forecast For the Fiscal Year Ending December, 2018



Performance Forecast for FY ending Dec.18

Sales forecast was revised based on the current situation of orders received.
There is no revision in terms of profits in view of expectation of continued cost reduction.

(JPY bn)

		FY ended Dec.17	FY ending Dec.18	FY ending Dec.18	Diff.			
		Actual	Previous forecast	Latest forecast	уоу	previous / latest forecast		
Net Sale	es	158.4	164.5	158.0	(0.4)	(6.5)		
(Dome	estic)	123.1	126.2	125.2	2.1	(1.0)		
(Overs	(Overseas)		38.3	32.8	(2.5)	(5.5)		
Operating Ir	Operating Income		4.5	4.5	0.5	-		
Ordinary In	Ordinary Income		Ordinary Income		4.3	4.3	0.1	-
Profit attributable to owners of parent				3.2	0.4	-		
Exchange	US\$	112.1	110.0	110.0	(2.1)	-		
rate	Euro	126.8	130.0	130.0	3.2	-		

※Previous forecast: announced on Feb13 Latest forecast: announced on Aug8

■ Foreign exchange sensitivity (JPY million, OperatingIncome)

	US\$	Euro
FY ending Dec.18	9	18

Breakdown of domestic sales



≫ Modified in consideration of reflecting development of orders received of facility

(JPY bn,)

			FY ended Dec.17	FY ending Dec.18	FY ending Dec.18	Diff.	
			Actual	Previous forecast	Latest forecast	уоу	previous / latest forecast
ted	inery	Cultivating & Mowing Machinery	28.2	29.7	28.4	0.2	(1.3)
Related	Mach	Planting Machinery	8.5	8.6	9.1	0.6	0.5
	Agricultural Machinery	Harvesting & Processing Machinery	20.4	20.3	20.5	0.1	0.2
nine	Agric	Total	57.1	58.6	58.0	0.9	(0.6)
lacl		Farming Implements	19.7	20.7	21.2	1.5	0.5
al N		Spare parts	14.7	14.9	14.9	0.2	_
ltur		Repair fees	5.4	5.5	5.5	0.1	_
Agricultural Machinery		Total	39.8	41.1	41.6	1.8	0.5
Aç		Total	96.9	99.7	99.6	2.7	(0.1)
С	Construction of Facilities		6.6	7.0	6.2	(0.4)	(8.0)
		Others	19.6	19.5	19.4	(0.2)	(0.1)
		Total	123.1	126.2	125.2	2.1	(1.0)

Breakdown of overseas sales



Reduction in orders received by inventory adjustment etc. in North America, ASEAN and China has been reflected

(JPY bn,)

	FY ended Dec.17	FY ending Dec.18	FY ending Dec.18	Di	ff.
	Actual	Previous forecast	Latest forecast	уоу	previous / latest forecast
North America	9.1	12.1	10.7	1.6	(1.4)
Europe	10.7	11.5	11.1	0.4	(0.4)
China	3.8	1.9	1.1	(2.7)	(8.0)
ASEAN	4.8	6.2	3.9	(0.9)	(2.3)
Others	2.7	2.2	1.6	(1.1)	(0.6)
Product Sales Total	31.1	33.9	28.4	(2.7)	(5.5)
Parts & Others	4.2	4.4	4.4	0.2	-
Total	35.3	38.3	32.8	(2.5)	(5.5)



4. Topics



Intellectual properties

1. Number of registered patents per sector in Japan The top rank in the "other special machinery sector" for 17 consecutive years.

Year	2000-2006	2000-2006 2007-2014	
Statistical figure	Public pater	Registered patents per sector	
Sector	Agriculture & fisheries	al machinery	
Rank		First	

^{*} In Patent Administration Annual Report, number of public patents (results of 2 years ago) had been announced until its 2016 edition, but registered patents by sector in Japan (results of the previous year) have been announced since its 2017 edition.

2. Patent assessment ratio

The top rank in "all industries" for 6 consecutive years

Year	2004-2010	2011	2012	2013	2014	2015	2016	2017
Patent assessment ratio	-	91.8%	94.7%	97.0%	99.2%	97.5%	100.0%	98.1%
Rank	First	Second	First					

^{*} Patent assessment ratio = Number of decision to grant patent/ (Number of decision to grant patent + Number of decision of refusal + Number of withdrawals or abandonment)

Source: Patent Administration Annual Report 2018 edition (Patent Office)







- ~ Introduction of Contents~
- ► CSR of Iseki Group
- Business development of Iseki Group
- ▶ESG information, etc.

Support for acquisition of GAP Certification



*Described on P19 of CSR Report

Acquisition of GAP Certification ⇒ Also meaningful for reinforced competitiveness of Japanese agriculture

- Supply of domestic agricultural products to 2020 Tokyo Olympic Games/ Paralympics (Expansion of sales routes in Japan)
- Expansion in export, education for agricultural personnel, etc.



Towards expanded acquisition of GAP Certification

Iseki Group staff (instructors) support acquisition of GAP Certification

GAP (Good Agricultural Practice: Control of agricultural production processes)

Engagement in administration of production processes in order to secure sustainability of agriculture including food safety, conservation of environment and labor safety.



Environment conscious product development

*Described on P38 of CSR Report

Development/supply of Eco-Products

*1: Positive effect of soil sensor mounted variable

fertilization rice transplanter



We manage "Eco-product certification system" in which we employ environment label exclusively for products which cleared unique evaluation criteria of Iseki among our products. We are promoting our commitment toward the target of 30% in 2020.



Soil sensor mounted variable fertilization rice transplanter straight -travel assist system NP80D

We recognized the rice transplanter with added "straight-travel assist function" which enables straight planting for any operator to the "Variable fertilization rice transplanter" which enables labor saving/ low cost by reduced crop falling and reduced amount of fertilizer.

Recognition of super eco-products

Energy saving labor saving

Reduced loss of fertilizer *1

Reduction, conservation of agricultural water

Labor saving
Speedy straight move operation

Fatigue alleviation of operator
Efficient operation by reduced crop falling*1 Easy prevention and harvesting work

Reduction in environmental loads

Water quality/ reduced soil contamination *1



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External Evaluation



DBJ Environmental Responsibility Rating

12 consecutive acquisition of the highest rank of rating

We were awarded rating of the highest rank from the Development Bank of Japan for 12 consecutive times with the evaluation that "environment conscious commitments are very advanced in particular".



<Points of evaluation in the rating in this time>

- 1) Point where commitment to CSR is well positioned in the company business;
- 2) Point where contribution is made to labor saving and increased productivity of agriculture;
- 3) Point where aggressive development/commercialization are made in terms of products conscious of biodiversity, etc.





2025

Establish a firm position in Japan and abroad as a full-line manufacturer of farming machinery contributing to realization of affluent and sustainable society

2025 vision

Enhanced corporate value

Contribute to society through farming machinery

Commitment to CSR

~Founding Philosophy~
"free farmers from exhausting labor"

Founding philosophy



Notes on the Future Forecast

- The objective of this presentation document is to provide information and never intends to induce any action.
- The document was created by ISEKI with 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.
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ISEKI Group joins the nationwide action called "COOL CHOICE" run by the Ministry of the Environment Government of Japan, which promotes to make "smart choices" for the global warming. As a proposal of "smart choices", we develop and deliver environmental-friendly products like "eco products".