



# **[Delayed] Supplementary Information to Consolidated Financial Results**

**(January 1, 2026 – June 30, 2026)**

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**ISEKI & CO., LTD.**

**August 7, 2026**

- 1. Outline of Financial Results for the Second Quarter Fiscal Year Ending December 31, 2026**
- 2. Forecast of Consolidated Financial Results for the Fiscal Year Ending December 31, 2026**

## **Financial Results for the First Half of the Fiscal Year Ending December 31, 2026 [YoY change]**

**PL** Higher sales, operating profit, and ordinary profit  
Operating margin reached 5.5% [+1.2%]

**BS** Collection of receivables progressed, and interest-bearing liabilities were reduced  
Total assets increased due to investments in production optimization under Project Z and other initiatives. Investments progressed as planned

- Profitability has steadily improved through the implementation of Project Z measures, comprising fundamental structural reforms and growth strategies in Japan and overseas.
- The 2027 target of an operating margin of 5% or higher is now well within reach.

# **1. Outline of Financial Results for the Second Quarter Fiscal Year Ending December 31, 2026**

# Outline of Consolidated Financial Results:

## Higher Sales, Operating Profit, and Ordinary Profit



| (JPY bn, unless otherwise noted)<br>(January 1, 2026 to June 30, 2026) | FY2024/12<br>1H Actual | FY2025/12<br>1H Actual | FY2026/12<br>1H Actual | YoY Change |        |
|------------------------------------------------------------------------|------------------------|------------------------|------------------------|------------|--------|
|                                                                        |                        |                        |                        | Amount     | %      |
| Net Sales                                                              | 91.1                   | 100.8                  | 101.9                  | +1.0       | +1.0%  |
| (Domestic)                                                             | 54.8                   | 65.8                   | 63.9                   | (1.9)      | -2.9%  |
| (Overseas)                                                             | 36.2                   | 35.0                   | 38.0                   | +2.9       | +8.5%  |
| Gross Profit                                                           | 26.9                   | 29.3                   | 32.1                   | +2.7       | +9.3%  |
| Gross Profit Margin (%)                                                | 29.5%                  | 29.1%                  | 31.5%                  | +2.4%      | —      |
| Operating Profit                                                       | 2.2                    | 4.3                    | 5.5                    | +1.2       | +28.0% |
| Operating Margin (%)                                                   | 2.4%                   | 4.3%                   | 5.5%                   | +1.2%      | —      |
| Ordinary Profit                                                        | 2.4                    | 3.7                    | 5.2                    | +1.4       | +37.1% |
| Profit (Loss) Attributable to Owners of Parent                         | (0.6)                  | 3.2                    | 3.1                    | (0.1)      | -5.1%  |

|                             |      |       |       |       |       |   |
|-----------------------------|------|-------|-------|-------|-------|---|
| Average Exchange Rate (JPY) | US\$ | 151.7 | 149.7 | 157.7 | +8.0  | — |
|                             | Euro | 172.1 | 162.5 | 184.7 | +22.2 | — |

### Main factors of YoY changes

|                   |                                                                                                                                                                         |
|-------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Domestic Sales:   | Sales decreased despite strong orders, as production could not keep pace for certain products<br>Sales of farming implements and maintenance revenues continued to grow |
| Overseas Sales:   | Sales expanded in Europe, a key focus of the growth strategy                                                                                                            |
| Operating Profit: | The operating margin improved due to the positive effects of Project Z and price revisions                                                                              |
| Ordinary Profit:  | The increase in ordinary profit was further boosted by an improvement in foreign exchange gains (losses).                                                               |
| Profit:           | Absence of gain on sale of non-current assets                                                                                                                           |

| Main factors of YoY change in profit<br>(Positive: profit improvement, JPY bn) |        |
|--------------------------------------------------------------------------------|--------|
| Increase in operating profit                                                   | +¥1.2  |
| Improvement in foreign exchange gains (losses)                                 | +¥0.2  |
| Absence of gain on sale of non-current assets                                  | ¥(1.0) |

# Domestic Sales:

Sales Decreased despite Strong Orders, as Production Could Not Keep Pace for Certain Products



| (JPY bn, %)<br>(January 1, 2026 to<br>June 30, 2026) |                            |                                   | FY2024/12<br>1H Actual | FY2025/12<br>1H Actual | FY2026/12<br>1H Actual | YoY Change |        |
|------------------------------------------------------|----------------------------|-----------------------------------|------------------------|------------------------|------------------------|------------|--------|
|                                                      |                            |                                   |                        |                        |                        | Amount     | %      |
| Agricultural Machinery Related                       | Agricultural Machinery     | Cultivating & Mowing Machinery    | 12.3                   | 14.6                   | 13.9                   | (0.7)      | -5.1%  |
|                                                      |                            | Planting Machinery                | 4.4                    | 5.6                    | 5.2                    | (0.4)      | -8.4%  |
|                                                      |                            | Harvesting & Processing Machinery | 4.4                    | 7.3                    | 4.3                    | (3.0)      | -40.7% |
|                                                      |                            | Subtotal                          | 21.2                   | 27.7                   | 23.5                   | (4.2)      | -15.2% |
|                                                      | Maintenance                | Spare Parts                       | 7.6                    | 8.3                    | 9.0                    | +0.7       | +8.9%  |
|                                                      |                            | Repair Fees                       | 2.9                    | 3.0                    | 3.3                    | +0.2       | +9.6%  |
|                                                      |                            | Subtotal                          | 10.5                   | 11.4                   | 12.4                   | +1.0       | +9.1%  |
|                                                      | Farming Implements         |                                   | 11.2                   | 14.1                   | 14.8                   | +0.6       | +4.8%  |
|                                                      | Total                      |                                   | 42.9                   | 53.3                   | 50.8                   | (2.5)      | -4.7%  |
|                                                      | Construction of Facilities |                                   | 1.3                    | 2.3                    | 1.8                    | (0.5)      | -21.8% |
| Others                                               |                            | 10.5                              | 10.1                   | 11.2                   | +1.1                   | +11.0%     |        |
| Total                                                |                            | 54.8                              | 65.8                   | 63.9                   | (1.9)                  | -2.9%      |        |
| Ratio of Revenue from Maintenance (%)                |                            |                                   | 19.3%                  | 17.3%                  | 19.5%                  | +2.2%      | –      |

## Main factors of YoY changes

|                         |                                                                                        |
|-------------------------|----------------------------------------------------------------------------------------|
| Agricultural machinery: | Production capacity temporarily declined due to the reorganization of production sites |
| Farming implements:     | Rice-farming implements continued to grow                                              |
| Maintenance revenues:   | Maintenance revenues were a stable source of revenue, and sales increased steadily     |

► (Reference)  
Revision of ISEKI's agricultural machinery prices

| Timing    | Revision rate |
|-----------|---------------|
| Jun. 2022 | About 3%      |
| Apr. 2023 | About 5%      |
| Mar. 2024 | About 3%      |
| Jul. 2025 | About 7%      |
| Aug. 2026 | About 4.6%    |

## Overseas Sales:

Sales Expanded in Europe, a Key Focus of the Overseas Growth Strategy



| (JPY bn, %)<br>(January 1, 2026 to<br>June 30, 2026) | FY2024/12<br>1H Actual | FY2025/12<br>1H Actual | FY2026/12<br>1H Actual | YoY Change |        |
|------------------------------------------------------|------------------------|------------------------|------------------------|------------|--------|
|                                                      |                        |                        |                        | Amount     | %      |
| Europe                                               | 26.2                   | 25.1                   | 29.2                   | +4.0       | +16.1% |
| North America                                        | 6.3                    | 5.5                    | 5.3                    | (0.2)      | -4.7%  |
| Asia                                                 | 3.1                    | 4.0                    | 3.1                    | (0.8)      | -21.8% |
| Others                                               | 0.5                    | 0.2                    | 0.2                    | +0.0       | +18.1% |
| Total                                                | 36.2                   | 35.0                   | 38.0                   | +2.9       | +8.5%  |

|                      |       |       |       |       |   |
|----------------------|-------|-------|-------|-------|---|
| Overseas Sales Ratio | 39.8% | 34.7% | 37.3% | +2.6% | — |
|----------------------|-------|-------|-------|-------|---|

### Main factors of YoY changes

- Europe: Sales expanded on a local currency basis  
Net sales increased further due to foreign exchange fluctuations
- North America: Sales decreased due to supply delays for certain products, while orders from OEM partners were on a recovery trend
- Asia: Sales of professional rice farming implements in South Korea remained solid  
Sales in Thailand remained sluggish due to the economic downturn  
Government tenders continued in Indonesia

# Operating Profit:

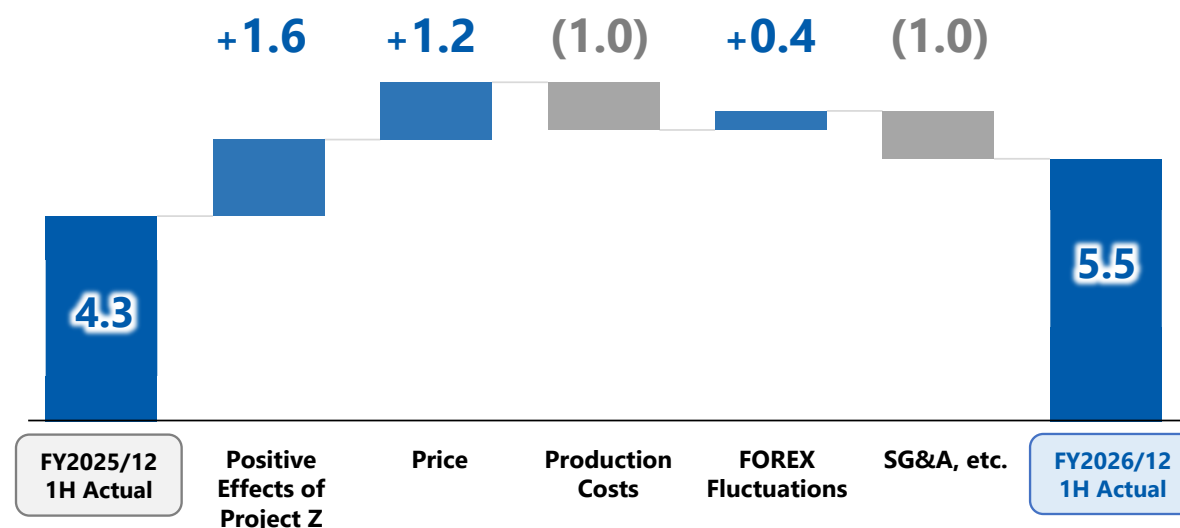
Operating Margin Improved due to Positive Effects of Project Z and Price Revisions



Operating Margin: 5.5% [YoY Change: +1.2%]

| (JPY bn, %)<br>(January 1, 2026 to<br>June 30, 2026) | FY2025/12<br>1H Actual | FY2026/12<br>1H Actual | YoY Change |        |
|------------------------------------------------------|------------------------|------------------------|------------|--------|
|                                                      |                        |                        | Amount     | %      |
| Net Sales                                            | 100.8                  | 101.9                  | +1.0       | +1.0%  |
| Gross Profit                                         | 29.3                   | 32.1                   | +2.7       | +9.3%  |
| Gross Profit Margin                                  | 29.1%                  | 31.5%                  | +2.4%      | —      |
| SG&A Expenses                                        | 25.0                   | 26.5                   | +1.5       | +6.1%  |
| Personnel Expenses                                   | 14.1                   | 14.8                   | +0.7       | +5.0%  |
| Other Expenses                                       | 10.8                   | 11.6                   | +0.8       | +7.5%  |
| Operating Profit                                     | 4.3                    | 5.5                    | +1.2       | +28.0% |
| Operating Margin                                     | 4.3%                   | 5.5%                   | +1.2%      | —      |

[Breakdown of YoY change (+¥1.2 billion)]



[Effect of FOREX fluctuations (JPY bn)]

| Net Sales | Cost of Sales | SG&A Expenses | Operating Profit |
|-----------|---------------|---------------|------------------|
| +3.6      | +2.5          | +0.7          | +0.4             |

[Positive effects of Project Z (JPY bn)]

| (YoY Change)     | Full-year Forecast | 1H Actual |
|------------------|--------------------|-----------|
| Operating Profit | +2.8               | +1.6      |

# Balance Sheet:

## Collection of Receivables Progressed, and Interest-bearing Liabilities Were Reduced



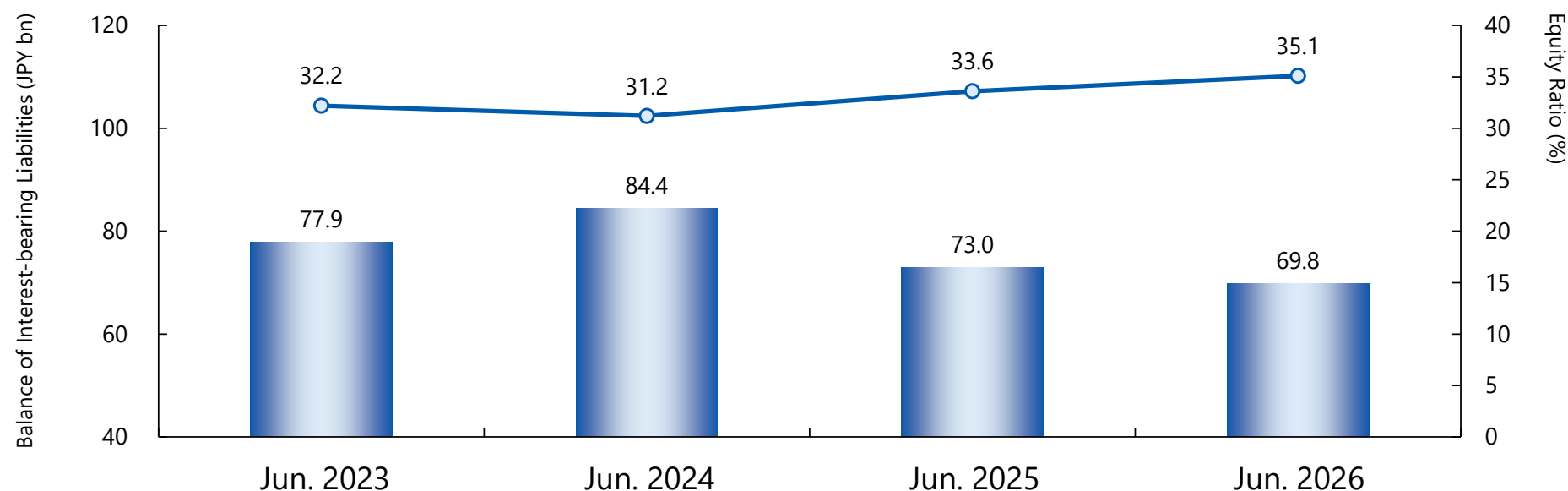
Total assets increased due to investments in production optimization under Project Z and other initiatives. Investments progressed as planned.

Inventories increased slightly due to the effect of foreign exchange fluctuations at overseas subsidiaries.

| (JPY bn)                      | As of Jun.<br>30, 2024 | As of Jun.<br>30, 2025 | As of Jun.<br>30, 2026 | YoY<br>Change |                                  | As of Jun.<br>30, 2024 | As of Jun.<br>30, 2025 | As of Jun.<br>30, 2026 | YoY<br>Change |
|-------------------------------|------------------------|------------------------|------------------------|---------------|----------------------------------|------------------------|------------------------|------------------------|---------------|
| Cash & Deposits               | 10.8                   | 9.9                    | 7.1                    | (2.8)         | Accounts Payable-Trade           | 28.2                   | 25.6                   | 28.0                   | +2.3          |
| Accounts Receivable-Trade     | 37.8                   | 40.8                   | 35.5                   | (5.2)         | Interest-bearing Liabilities     | 84.4                   | 73.0                   | 69.8                   | (3.2)         |
| Inventories                   | 70.9                   | 56.7                   | 57.6                   | +0.9          | [Loans Payable]                  | [76.8]                 | [66.0]                 | [62.4]                 | [(3.5)]       |
| Other Current Assets          | 3.6                    | 4.0                    | 5.5                    | +1.4          | Accounts Payable-Other           | 11.9                   | 12.5                   | 14.1                   | +1.6          |
|                               |                        |                        |                        |               | Other Liabilities                | 24.4                   | 24.8                   | 28.3                   | +3.4          |
| Total Current Assets          | 123.3                  | 111.6                  | 105.8                  | (5.7)         | Total Liabilities                | 149.0                  | 136.2                  | 140.3                  | +4.1          |
| Property, Plant and Equipment | 82.0                   | 80.6                   | 89.2                   | +8.5          | Net assets                       | 75.1                   | 75.3                   | 83.5                   | +8.2          |
| Intangible Assets             | 2.7                    | 2.8                    | 4.6                    | +1.7          |                                  |                        |                        |                        |               |
| Investments and Other Assets  | 16.0                   | 16.3                   | 24.1                   | +7.8          | [Retained Earnings]              | [19.4]                 | [19.6]                 | [21.4]                 | [+1.7]        |
| Total Non-current Assets      | 100.8                  | 99.8                   | 118.0                  | +18.1         |                                  |                        |                        |                        |               |
| Total Assets                  | 224.2                  | 211.5                  | 223.9                  | +12.3         | Total Liabilities and Net Assets | 224.2                  | 211.5                  | 223.9                  | +12.3         |

## Equity Ratio / Interest-bearing Liabilities: D/E Ratio Remained Below 1.0

- Interest-bearing liabilities continued to decline, and the D/E ratio remained below 1.0.



|                                    |      |      |      |      |
|------------------------------------|------|------|------|------|
| Loans Payable and Bonds            | 71.0 | 76.8 | 66.0 | 62.4 |
| Lease Obligations                  | 6.9  | 7.5  | 7.0  | 7.3  |
| Total Interest-bearing Liabilities | 77.9 | 84.4 | 73.0 | 69.8 |
| D/E Ratio                          | 1.04 | 1.12 | 0.97 | 0.84 |

\* D/E Ratio = Interest-bearing liabilities (incl. Lease obligations) / Net assets

# Cash Flows:

## Full-year Cash Flows from Operating Activities Expected to Turn Positive

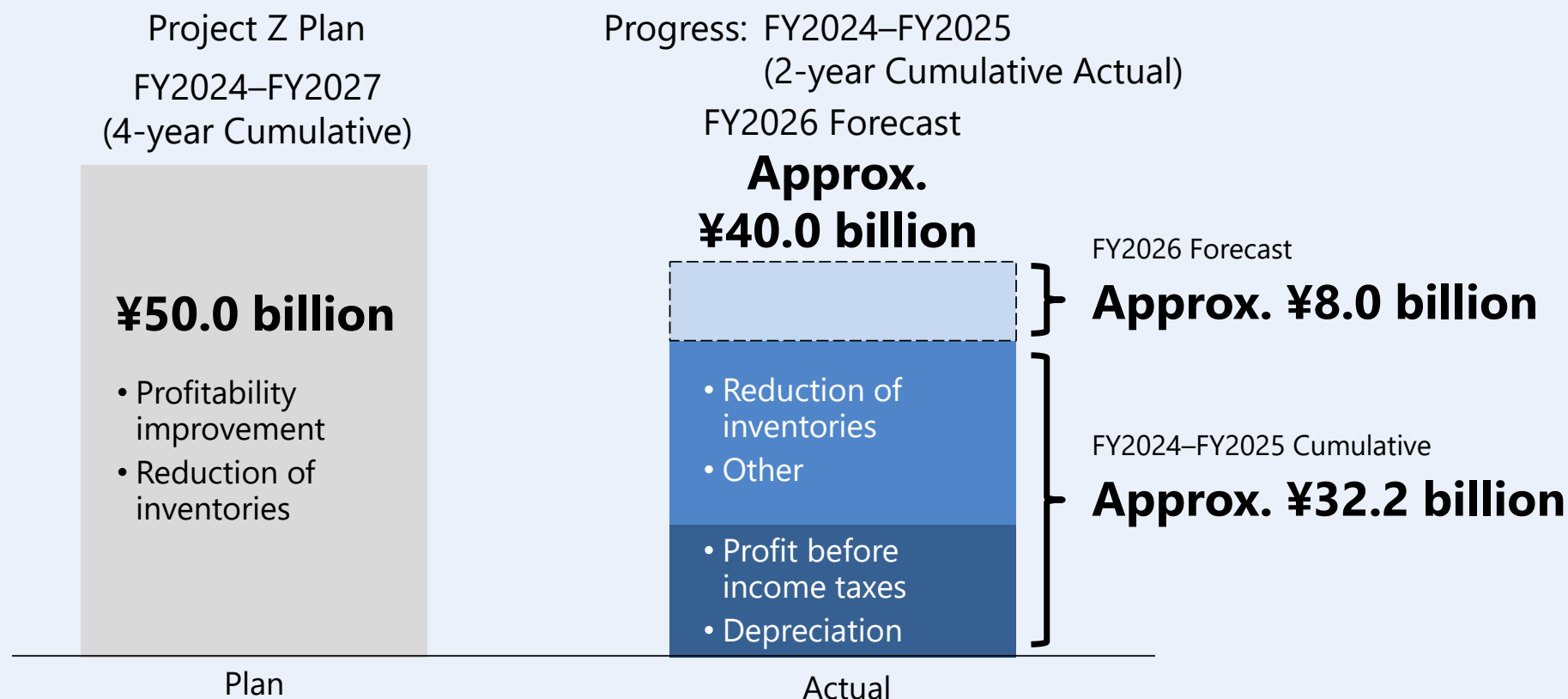


| (JPY bn)<br>(January 1, 2026 to June 30, 2026)                            | FY2023/12<br>1H Actual | FY2024/12<br>1H Actual | FY2025/12<br>1H Actual | FY2026/12<br>1H Actual | YoY Change    |
|---------------------------------------------------------------------------|------------------------|------------------------|------------------------|------------------------|---------------|
| <b>Cash Flows from Operating Activities</b>                               | <b>(7.5)</b>           | <b>(1.1)</b>           | <b>4.5</b>             | <b>(2.6)</b>           | <b>(7.1)</b>  |
| Profit Before Income Taxes                                                | 2.9                    | 0.2                    | 4.7                    | 4.8                    | +0.1          |
| Depreciation                                                              | 2.8                    | 2.7                    | 2.5                    | 2.6                    | +0.1          |
| Impairment Losses                                                         | 0.0                    | 2.2                    | 0.0                    | 0.2                    | +0.1          |
| Decrease (Increase) in Trade Receivables                                  | (10.2)                 | (10.3)                 | (16.3)                 | (8.9)                  | +7.3          |
| Decrease (Increase) in Inventories                                        | (2.5)                  | 4.0                    | 11.1                   | 0.3                    | (10.8)        |
| Increase (Decrease) in Trade Payables                                     | (3.2)                  | (14.2)                 | 0.8                    | 0.9                    | +0.0          |
| Increase (Decrease) in Accounts Payable-Other                             | (0.1)                  | 11.4                   | 2.2                    | 1.0                    | (1.1)         |
| Other, Net                                                                | 2.8                    | 2.8                    | (0.8)                  | (3.7)                  | (2.9)         |
| <b>Cash Flows from Investing Activities</b>                               | <b>(3.0)</b>           | <b>(3.1)</b>           | <b>(0.7)</b>           | <b>(8.8)</b>           | <b>(8.1)</b>  |
| Purchase of Property, Plant and Equipment and Intangible Assets           | (3.0)                  | (3.1)                  | (2.4)                  | (8.8)                  | (6.4)         |
| Proceeds from Sale of Property, Plant and Equipment and Intangible Assets | 0.1                    | 0.3                    | 1.7                    | 0.2                    | (1.5)         |
| <b>Free Cash Flow</b>                                                     | <b>(10.6)</b>          | <b>(4.2)</b>           | <b>3.7</b>             | <b>(11.5)</b>          | <b>(15.3)</b> |
| <b>Cash Flows from Financing Activities</b>                               | <b>8.0</b>             | <b>4.9</b>             | <b>(3.0)</b>           | <b>5.3</b>             | <b>8.4</b>    |
| <b>Net Increase (Decrease) in Cash and Cash Equivalents</b>               | <b>(2.1)</b>           | <b>0.7</b>             | <b>1.0</b>             | <b>(5.9)</b>           | <b>(6.9)</b>  |

# Progress of Cash Flows from Operating Activities

- Cash flows from operating activities improved significantly in FY2024 and FY2025, with approximately an additional ¥8.0 billion expected to be generated in FY2026.
- Against the four-year cumulative target of ¥50.0 billion, approximately ¥40.0 billion in cash flows from operating activities is expected to be generated over the three years through FY2026.

## Cash flows from operating activities



# Project Z:

## Overall Progress



- Effects for 2026 are emerging as planned, with progress being made toward the 2027 target.
  - Fundamental structural reforms have generally progressed as planned, with the effects of measures emerging progressively.
  - Under the growth strategy, results have steadily expanded in the European business and in the domestic large-sized and advanced machinery fields.

\* Positive effects of Project Z on 1H operating profit (YoY)

|                    |         |
|--------------------|---------|
| Project Z          | ¥1.6 bn |
| Structural reforms | ¥0.6 bn |
| Growth strategy    | ¥1.0 bn |

|                                | Core themes                                         |                                                                                           | Achievements through FY2026 2Q and progress toward FY2027                                                                                                                                                                                                                                                               |
|--------------------------------|-----------------------------------------------------|-------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Fundamental structural reforms | Optimize production                                 | ■ Reorganization of production sites                                                      | <ul style="list-style-type: none"> <li>• The transfer of combine harvester and hydraulic equipment production was implemented as planned, with mass production being launched progressively.</li> <li>• Capital investment and organizational development are continuing to consolidate the models produced.</li> </ul> |
|                                | Optimize development                                | ■ Product margin improvement<br>■ Development efficiency improvement                      | <ul style="list-style-type: none"> <li>• The effects of product margin improvements are progressing in line with the revised plan. We will continue our efforts to achieve the level envisaged in the initial plan.</li> <li>• The reduction of models and types is progressing as planned.</li> </ul>                  |
|                                | Deepen domestic sales                               | ■ Building a base for strategic growth                                                    | <ul style="list-style-type: none"> <li>• Sales and logistics reforms are being promoted to generate synergies from the integration of ISEKI Japan.</li> <li>• The reduction in inventories has progressed beyond the plan.</li> </ul>                                                                                   |
|                                | Transformation to a robust corporate structure      | ■ Optimization of employee composition and investing in human capital<br>■ Cost reduction | <ul style="list-style-type: none"> <li>• An appropriate workforce level has been maintained while investment in human capital has been expanded.</li> <li>• Expenses have been maintained at the planned level.</li> </ul>                                                                                              |
| Growth strategy                | Concentrate management resources on growth segments | Overseas<br>■ Development of region-specific strategies                                   | <ul style="list-style-type: none"> <li>• Sales in the European business continued to expand, and initiatives to generate synergies through collaboration among the three subsidiaries have commenced.</li> <li>• New markets are being developed in ASEAN.</li> </ul>                                                   |
|                                |                                                     | Domestic<br>■ Focus on growth areas                                                       | <ul style="list-style-type: none"> <li>• Sales targets were achieved in the large-sized and advanced machinery fields, while sales expansion of mowing products is being promoted.</li> <li>• New large-sized tractors, combine harvesters, and rice transplanters will be launched.</li> </ul>                         |

# Project Z:

## Progress of Growth Strategy



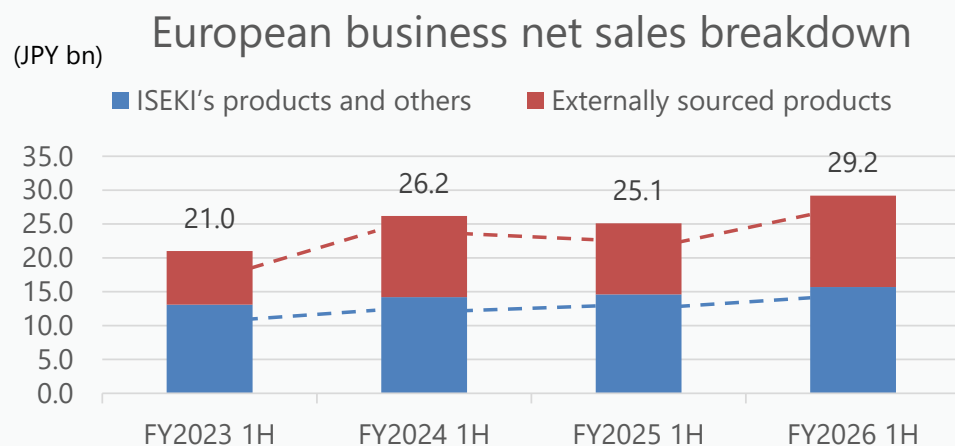
- The growth strategy is progressing steadily.
- The high-margin European business and domestic large-sized machinery are achieving steady growth.

### European business

In the high-margin European business, net sales reached a record high.

In addition to steady sales of ISEKI's products, the benefits of expanding the lineup of externally sourced products materialized.

We will further strengthen collaboration among the three European subsidiaries to generate synergies and achieve further sales growth.

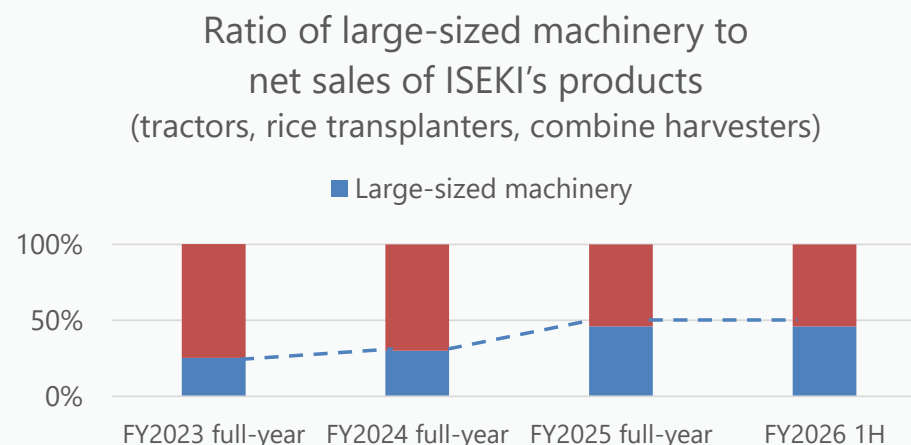


### Large-sized machinery

Despite a temporary decline in production capacity associated with the reorganization of production sites, the large-sized machinery sales ratio remained at a high level of over 40%.

In the second half, new large-sized flagship models in the "JAPAN Series," including tractors, rice transplanters, and combine harvesters, will be launched.

As large-sized machinery generates significant demand for maintenance and inspections after sale, we will seek further sales expansion with a view to increasing future maintenance revenues.



## **2. Forecast of Consolidated Financial Results for the Fiscal Year Ending December 31, 2026**

## Forecast of Consolidated Financial Results for the Fiscal Year Ending December 31, 2026: No Revisions



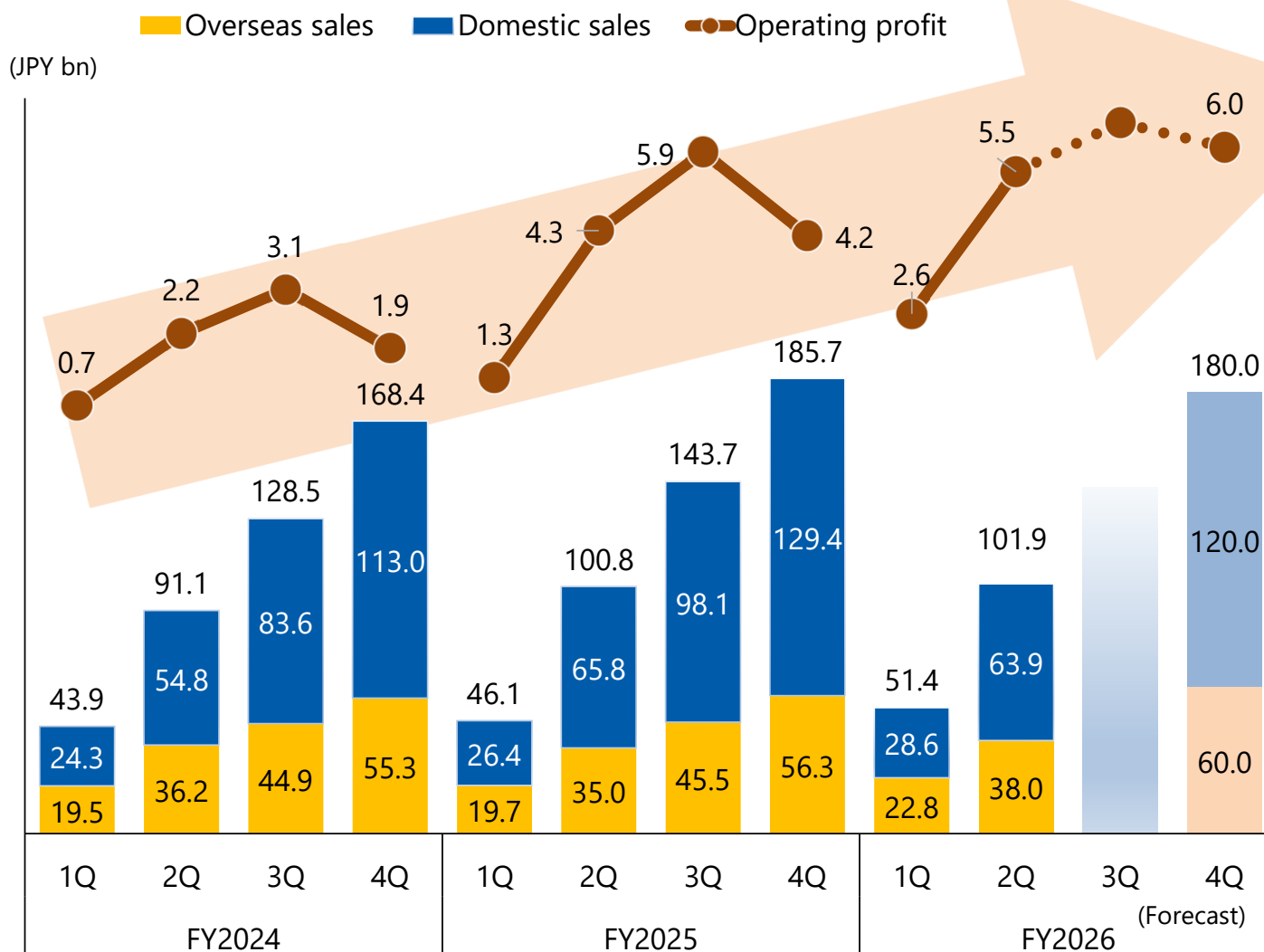
Exchange rate assumptions were revised in light of recent fluctuations, but the impact is limited.

| (JPY bn, %)                                           |                  | FY2023/12<br>Actual | FY2024/12<br>Actual | FY2025/12<br>Actual       | FY2026/12<br>Forecast      | YoY Change   |
|-------------------------------------------------------|------------------|---------------------|---------------------|---------------------------|----------------------------|--------------|
| <b>Net Sales</b>                                      |                  | 169.9               | 168.4               | 185.7                     | <b>180.0</b>               | <b>(5.7)</b> |
|                                                       | (Domestic)       | 113.0               | 113.0               | 129.4                     | <b>120.0</b>               | <b>(9.4)</b> |
|                                                       | (Overseas)       | 56.8                | 55.3                | 56.3                      | <b>60.0</b>                | <b>+3.6</b>  |
| <b>Operating Profit</b>                               |                  | 2.2                 | 1.9                 | 4.2                       | <b>6.0</b>                 | <b>+1.7</b>  |
|                                                       | Operating Margin | 1.3%                | 1.1%                | 2.3%                      | <b>3.3%</b>                | <b>+1.0%</b> |
| <b>Ordinary Profit</b>                                |                  | 2.0                 | 1.5                 | 4.1                       | <b>4.9</b>                 | <b>+0.7</b>  |
| <b>Profit (Loss) Attributable to Owners of Parent</b> |                  | 0.0                 | (3.0)               | 2.7                       | <b>3.0</b>                 | <b>+0.2</b>  |
| <b>Average Exchange Rate (JPY)</b>                    | US\$             | 139.7               | 151.7               | 149.9                     | <b>153.4</b> <sup>*2</sup> | <b>+3.5</b>  |
|                                                       | Euro             | 156.6               | 164.8               | 169.1                     | <b>180.2</b> <sup>*2</sup> | <b>+11.1</b> |
| <b>ROE (%)</b>                                        |                  | 0.0%                | -4.4%               | 3.9% (2.4%) <sup>*1</sup> | <b>4.0%</b>                | <b>+0.1%</b> |
| <b>Year-end Dividend Per Share (JPY)</b>              |                  | 30                  | 30                  | 40                        | <b>45</b>                  | <b>+5</b>    |

\*1 The figure in parentheses excludes a gain on sale of non-current assets of ¥1.0 billion.

\*2 Full-year average exchange rates used in the current forecast (Assumed exchange rates for 2H: JPY 150.0/US\$ and JPY 175.0/Euro)

# Trends in Consolidated Financial Results: Strong Performance Continued through 1H



We are currently assessing the impact of the 2026 Kumamoto Earthquake on the ISEKI Group, including its suppliers.

# 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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