

Financial Results for the First Quarter Fiscal Year Ending December 31, 2025 Investor Relations Presentation Materials



May 15, 2025
ISEKI & CO., LTD.

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<First Quarter Financial Results>

Outperformed internal targets

Strong domestic performance and continued overseas high performance, leading to higher sales and operating income year on year

Domestic Sales:	On a recovery track due in part to rising rice prices Revenues from farming implements and maintenance grew, which are a pillar in reform of revenue and cost structure
Overseas Sales:	Strong in Europe, higher sales in Asia due to the completion of inventory adjustment in Korea Lower sales in North America due to weak market conditions
Operating Income:	Higher operating income mainly due to higher sales and price revision effect Effects of Project Z measures and temporary expenses were in line with plans
Ordinary Income:	Remained flat YoY, due to a ¥0.4 billion deterioration in foreign exchange gains and losses under non-operating income and expenses
Profit:	Higher profit due to extraordinary income (gain on sale of non-current assets)

<Full-year Forecasts>

No revision

- The impact of U.S. tariff policies on profit for this fiscal year will be minimal, given that there is approximately 11 months' worth of customs-cleared local inventory and that orders for roughly 70% of the annual sales plan have already been received
- Domestic performance will remain strong in the first half due to a recovery in farmers' purchasing appetite driven by rising rice prices

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Outline of Consolidated Business Performance

(JPY bn, unless otherwise noted) (January 1, 2025 to March 31, 2025)		FY2021/12 1Q Actual	FY2022/12 1Q Actual	FY2023/12 1Q Actual	FY2024/12 1Q Actual	FY2025/12 1Q Actual	YoY Change
Net Sales		40.4	38.7	45.8	43.9	46.1	+2.2
	(Domestic)	28.2	22.7	28.2	24.3	26.4	+2.0
	(Overseas)	12.2	16.0	17.6	19.5	19.7	+0.1
Gross Profit		11.7	10.8	13.7	13.0	13.8	+0.7
	Gross Profit Margin(%)	29.1%	27.9%	30.0%	29.7%	29.9%	+0.2%
Operating Income		1.4	(0.2)	1.6	0.7	1.3	+0.6
	Operating Margin(%)	3.7%	(0.6)%	3.7%	1.7%	3.0%	+1.3%
Ordinary Income		2.1	0.0	1.3	0.9	0.9	+0.0
Profit (Loss) Attributable to Owners of Parent		1.9	0.2	0.7	0.4	1.5	+1.0
Average * Exchange Rate (JPY)	US\$	104.9	115.0	132.4	147.4	153.8	+6.4
	Euro	129.5	136.1	145.5	163.2	160.7	-2.5

*The average exchange rate has been revised to reflect the average sales exchange rate including that of overseas subsidiaries.

Domestic Sales

(JPY bn)			FY2021/12	FY2022/12	FY2023/12	FY2024/12	FY2025/12	YoY Change
			1Q Actual	1Q Actual	1Q Actual	1Q Actual	1Q Actual	
Agricultural Machinery Related	Agricultural Machinery	Cultivating & Mowing Machinery	6.6	5.8	7.0	5.8	6.0	+0.1
		Planting Machinery	2.5	1.6	2.1	1.6	1.5	-0.1
		Harvesting & Processing Machinery	2.4	2.0	3.9	2.6	2.5	-0.0
		Subtotal	11.6	9.6	13.1	10.1	10.1	+0.0
		Farming Implements/ Spare Parts	9.0	7.0	8.0	7.7	9.1	+1.3
		Repair Fees	1.1	1.1	1.1	1.1	1.2	+0.0
		Subtotal	10.2	8.1	9.2	8.8	10.3	+1.4
	Total		21.8	17.7	22.3	19.0	20.4	+1.4
	Construction of Facilities		1.4	0.7	1.2	0.7	1.4	+0.7
Others		5.0	4.2	4.6	4.5	4.4	-0.0	
Total		28.2	22.7	28.2	24.3	26.4	+2.0	

Main factors of YoY changes

- On a recovery track due to rising rice prices
- Revenues from farming implements and maintenance grew, which are a pillar in reform of revenue and cost structure

Agricultural machinery:

Sales remained at the same level YoY

Farming implements/spare parts/repair fees: (Maintenance revenues)

Sales increased

Construction of facilities:

Sales increased due to the completion of large facility projects

Overseas Sales

(JPY bn, %)	FY2021/12	FY2022/12	FY2023/12	FY2024/12	FY2025/12	YoY Change
	1Q Actual	1Q Actual	1Q Actual	1Q Actual	1Q Actual	
Europe	5.9	7.8	11.0	14.0	14.6	+0.5
North America	3.9	4.6	3.8	3.3	2.8	-0.4
Asia	2.2	3.5	2.1	1.9	2.1	+0.1
Others	0.0	0.1	0.5	0.2	0.1	-0.0
Total sales	12.2	16.0	17.6	19.5	19.7	+0.1

Overseas sales ratio	30.2%	41.4%	38.4%	44.5%	42.7%	-1.8%
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Main factors of YoY changes

- Higher sales in Europe and Asia
- Weak in North America

Europe:

Sales increased with steady performance

North America:

Sales declined as the compact tractors market remained weak

Asia:

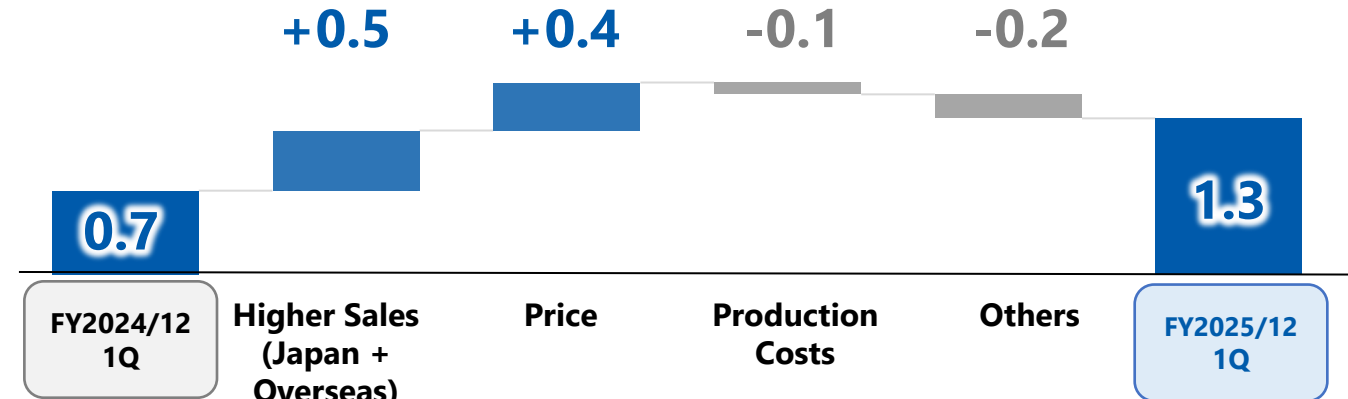
Sales increased mainly in Korea

Operating Income

- Operating income increased, primarily due to higher sales mainly in Japan and price revision effect

(JPY bn, %)	FY2024/12 1Q Actual	FY2025/12 1Q Actual	YoY Change
Net Sales	43.9	46.1	+2.2
Gross Profit	13.0	13.8	+0.7
Gross Profit Margin	29.7%	29.9%	+0.2%
SG&A Expenses	12.3	12.4	+0.1
Personnel Expenses	6.9	7.1	+0.1
Other Expenses	5.3	5.2	-0.0
Operating Income	0.7	1.3	+0.6
Operating Margin	1.7%	3.0%	+1.3%

[Breakdown of YoY change (¥0.6 billion)]



[Effect of FOREX fluctuations
(impact of income/losses, JPY bn)]

Net Sales	Cost of Sales	SG&A Expenses	Operating Income
(0.1)	0.1	0.0	0.0

(Reference)

[Project Z
(impact of income/losses, JPY bn)]

Operating Income	1Q Actual	Full-year Forecast
Effect	0.2	1.5
Temporary* expenses	(0.2)	(0.8)

*Expenses for transfer of production, consolidation of sales companies, and others

Ordinary Income & Profit

- Ordinary income remained flat year on year, as foreign exchange gains and losses in non-operating income and expenses had a negative impact
- Profit increased driven by gain on sale of non-current assets

(JPY bn)	FY2021/12 1Q Actual	FY2022/12 1Q Actual	FY2023/12 1Q Actual	FY2024/12 1Q Actual	FY2025/12 1Q Actual	YoY Change
Operating Income	1.4	(0.2)	1.6	0.7	1.3	+0.6
Financial income (expenses), net	(0.1)	(0.1)	(0.5)	(0.3)	(0.3)	-0.0
Other non-operating income (expenses), net	0.8	0.4	0.1	0.5	(0.1)	-0.5
Ordinary Income	2.1	0.0	1.3	0.9	0.9	+0.0
Extraordinary Income	0.0	0.0	0.0	0.0	0.8	+0.8
Extraordinary Losses	0.0	0.0	0.0	0.0	0.0	-0.0
Income Before Income Taxes	2.0	0.0	1.2	0.8	1.8	+0.9
Income Taxes-Deferred	(0.1)	0.2	(0.5)	(0.4)	(0.3)	+0.1
Profit (loss) Attributable to Owners of Parent	1.9	0.2	0.7	0.4	1.5	+1.0

[Breakdown of major YoY change in Other non-operating income (expenses), net (JPY bn)]

Other non-operating income (expenses), net	
Foreign exchange gains (losses)	(0.4)
Others	(0.1)

[Breakdown of major YoY change in extraordinary income/losses (JPY bn)]

Extraordinary income/losses	
Gain on sale of non- current assets	0.8

Balance Sheet

- Interest-bearing liabilities decreased year on year due to a decrease in inventories
In addition, total assets decreased due to the impairment of non-current assets in the previous fiscal year and their sale in the period under review

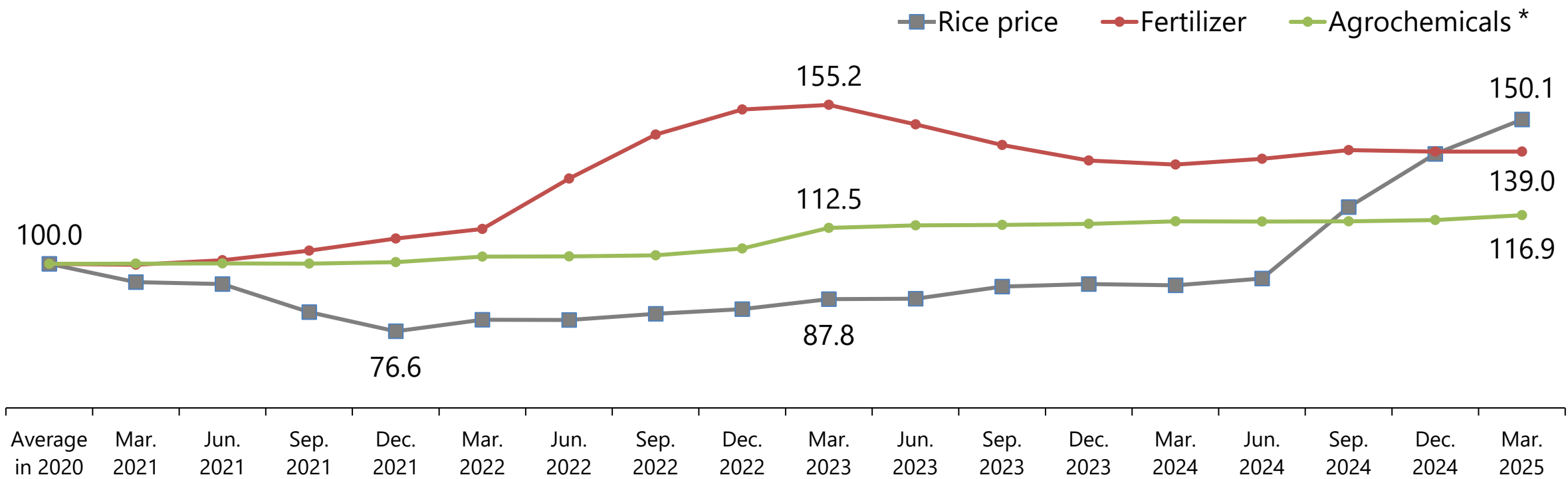
(JPY bn)	As of Mar. 31, 2024	As of Dec. 31, 2024	As of Mar. 31, 2025	YoY Change	Change from Dec. 31, 2024		As of Mar. 31, 2024	As of Dec. 31, 2024	As of Mar. 31, 2025	YoY Change	Change from Dec. 31, 2024
Cash & Deposits	13.0	8.2	7.7	-5.2	-0.4	Accounts Payable-Trade	35.9	25.2	27.7	-8.1	+2.4
Accounts Receivable-Trade	35.0	25.4	36.5	+1.5	+11.1	Interest-bearing Liabilities	86.7	75.4	81.3	-5.3	+5.8
Inventories	73.7	66.9	67.6	-6.1	+0.7	(Loans Payable)	79.4	68.1	74.0	-5.3	+5.9
Other Current Assets	4.1	5.0	3.6	-0.4	-1.3	Accounts Payable-Other	6.3	10.2	10.5	+4.2	+0.2
						Other Liabilities	24.2	23.3	23.3	-0.8	+0.0
Total Current Assets	126.0	105.6	115.7	-10.2	+10.1	Total Liabilities	153.2	134.2	142.8	-10.3	+8.5
Property, Plant and Equipment	84.2	81.3	81.0	-3.1	-0.3	Net Assets	75.0	71.8	73.2	-1.8	+1.4
Intangible Assets	2.4	2.9	3.0	+0.5	+0.0						
Investments and Other Assets	15.6	16.1	16.4	+0.8	+0.2	(Retained Earnings)	20.2	16.6	17.9	-2.3	+1.2
Total Non-current Assets	102.2	100.5	100.4	-1.8	-0.0						
Total Assets	228.3	206.1	216.2	-12.0	+10.0	Total Liabilities and Net Assets	228.3	206.1	216.2	-12.0	+10.0

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Domestic Market Trends

- Purchasing appetite weakened from 2021 due to falling rice prices and soaring costs for agricultural production materials, but has been on a recovery trend since June 2024 as rice prices have risen

■ Agricultural Retail Price Survey: monthly price index (Average in 2020=100)



*Source: Agricultural Retail Price Survey by the Ministry of Agriculture, Forestry and Fisheries
Rice price=non-glutinous brown rice index (grade 1 brand names), Fertilizer=fertilizer composite index, Agrochemicals=composite index

January to March

1. Domestic distributors

Agricultural machinery related (Jan. to Mar. 2025)

- Sales: YoY +8%
 - Sales increased YoY, especially for farming implements, with contract-based figures exceeding this growth

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

Timing	Price increase
Jun. 2022	About 3%
Apr. 2023	About 5%
Mar. 2024	About 3%
Jul. 2025	About 7%



FM series combine harvester



BF series tractor

Future Expansion, etc.

- Recovery in market conditions due to rising rice prices is expected to continue in 2025
- Price revisions scheduled in July. Enhance promotional activities prior to the revisions
- Implement Project Z measures to target customers in the large-sized, advanced, environmentally friendly, and dry field markets, which are growing
 - Strengthen customer expansion and proposal capabilities, mainly led by Large-scale Planning Section
 - Provide products and services for large-scale agricultural needs
 - Strengthen marketing to agricultural players, accelerate BtoB business
 - Continue to enhance content for large-scale producers on agriculture information website "Amoni." Use the website as a tool to reach out to large-scale customers
 - Sold all units of new Aigamo-Robo for 2025. Strengthen promotional efforts for the environmental and organic markets



New Aigamo-Robo

January to March

1. Market trends

- Price increases across Europe levelled off, and industry-wide inventory levels that had been elevated were gradually adjusted

2. Local sales

- Unit sales (Jan.–Mar. 2025, ISEKI's products)
- Local distributors: YoY +10%

3. Status of ISEKI

- Despite concerns over softening market demand, sales of low-priced tractors and locally sourced products remained solid, exceeding the plan

Future Expansion, etc.

- Well positioned for further growth in Europe business after consolidating PTC Limited (UK) in January. Aim for further business expansion

Measures for business expansion

- Expand sales territory and enhance product lineup
- Centralize inventory control in Europe for greater efficiency
- Generate innovation through the exchange of diverse human resources

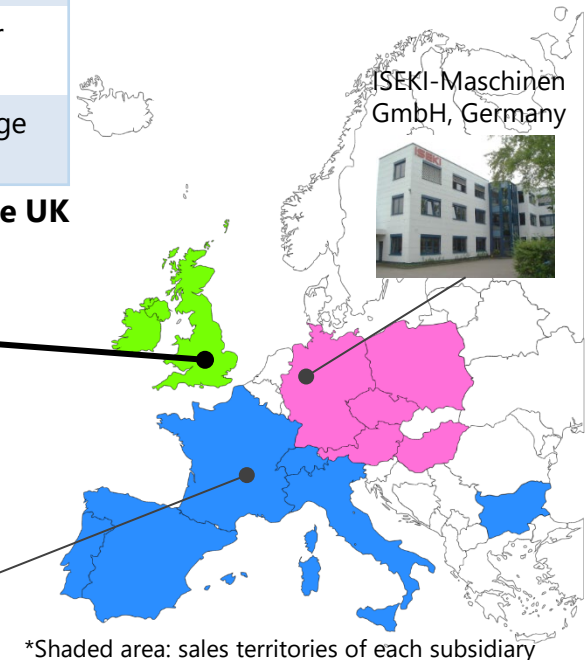
Premium-Turf Care (PTC Limited), the UK



ISEKI France



ISEKI-Maschinen GmbH, Germany



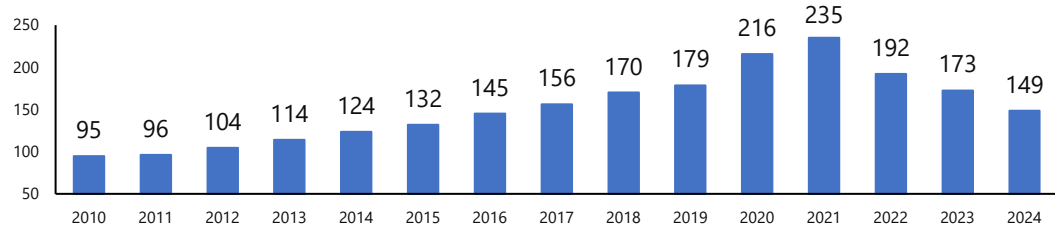
*Shaded area: sales territories of each subsidiary

North America

1. Compact tractor market

- The market is expected to bottom out in 2025, but demand continued to decline Jan.-Mar.
- No last-minute demand due to tariffs has been observed so far. Close monitoring remains necessary
- Jan.-Mar. 2025: YoY -12%

<Market trends>



(1,000 units, % / Source: Statistics provided by AEM)

2. Situation of AGCO (OEM partner)

- Unit sales (Jan.-Mar. 2025) YoY -14%

3. Status of ISEKI

- Despite the limited impact of tariff policies in Jan.-Mar., closer monitoring remains necessary
- We will discuss medium- to long-term measures with AGCO

Asia

1. Market trends

- <Thailand> Rice cultivation market remained stagnant. Sugar cane market faces headwinds such as declining harvests and falling prices. Despite the government measures for household debt issues, the situation remains unchanged. Financial institutions continue to restrict loans
- <Korea> Demand for large-sized machinery continued, driven by the expansion of large-scale agriculture

2. Local sales

- Unit sales (Jan.-Mar. 2025)

Thailand IST (Tractor): YoY +62%

Implemented tractor sales campaign

3. Status of ISEKI

- <Thailand>
 - Dealers' sales activities were revitalized, product lineup was enhanced, and measures to strengthen corporate sales were implemented
- <Korea>
 - In addition to the completion of local inventory adjustments, local distributors are strengthening sales promotion measures such as their own exhibitions. We proactively promote and support sales expansion

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Forecast of Consolidated Financial Results for the Fiscal Year Ending December 31, 2025 (No revision)

- The performance exceeded the internal targets in the first quarter
The impact of U.S. tariff policies on profit for this fiscal year will be minimal, and domestic performance will remain strong in the first half (Exchange rates revised in light of current fluctuations)

(JPY bn, %)		FY2021/12	FY2022/12	FY2023/12		FY2024/12		FY2025/12		YoY Change
		Actual	Actual	Actual	%	Actual	%	Forecast	%	
Net Sales		158.1	166.6	169.9	100.0	168.4	100.0	170.5	100.0	+2.0
	(Domestic)	117.3	112.6	113.0	66.5	113.0	67.1	113.5	66.6	+0.4
	(Overseas)	40.7	53.9	56.8	33.5	55.3	32.9	57.0	33.4	+1.6
Operating income		4.1	3.5	2.2	1.3	1.9	1.1	2.6	1.5	+0.6
Ordinary income		4.6	3.7	2.0	1.2	1.5	0.9	1.8	1.1	+0.2
Profit (loss) Attributable to Owners of Parent		3.1	4.1	0.0	0.0	(3.0)	-	1.3	0.8	+4.3
Average*1 Exchange Rate (JPY)	US\$	109.4	132.7	139.7		151.7		143.0*2		-8.7
	Euro	130.4	140.7	156.6		164.8		157.0		-7.8
Year-end Dividend (JPY)		30	30	30		30		30		-

*1 The average exchange rate has been revised to reflect the average sales exchange rate including that of overseas subsidiaries.

*2 Initial forecast (Feb. 14, 2025): ¥150.0/US\$ → Revised: ¥143.0/US\$; Euro unchanged

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Our Machinery Qualified for Green Investment Promotion Tax Credit

- Variable fertilizer rice transplanter, and high-precision intertillage weeder for dry field equipped with high-clearance multipurpose vehicle are qualified for Green Investment Promotion Tax Credit
- Agricultural producers who install qualified machinery will be eligible for a special depreciation of 32% of the acquisition cost

■ Product information and Features

Qualified machinery	Product outline and features
Variable fertilizer rice transplanter	This smart rice transplanter is equipped with sensors that detect top soil depth, or the depth of plow layer, and soil fertility value (SFV) while transplanting rice seedlings to reduce the amount of fertilizer in real time according to the soil state. This helps reduce the amount of chemical fertilizers while maintaining rice quality and yield
High-clearance multipurpose vehicles (JKZ23), High-precision intertillage weeder for dry field (H3-200)	H3-200 is an intertillage weeder capable of intertillage ridging work for soybeans, which enables cultivation without herbicides, contributing to environmental conservation and safety. The operating speed is approx. 4 to 6 km/h, enabling high-speed work, roughly twice as fast as rotary cultivators. JKZ23 is a high-clearance multipurpose vehicle capable of mounting H3-200. Its high-clearance enables farming work even in late-maturing organic soybean cultivation, where plants tend to grow much higher due to extreme summer heat

■ Continued to be certified as a Certified Health & Productivity Management Outstanding Organization (Large Enterprise Category)

*The Certified Health & Productivity Management Outstanding Organizations Recognition Program

It is a program to reward outstanding large enterprises and SMEs that are implementing health and productivity management based on initiatives to tackle health issues faced by regions and health promotion initiatives led by Nippon Kenko Kaigi.



2025
健康経営優良法人
KENKO Investment for Health
大規模法人部門

■ Stakeholder engagement: Enhancing dialogue

- Shareholders: General shareholders meeting (Mar. 27)
Financial results briefing (Feb. 17)
- Business partners: IR information meeting for partner companies (Mar.-May)
- Employees: Employee communication (Mar.-Jun.)
 - Held discussion sessions with executives to further promote Project Z measures
 - Distributed DNA BOOK to all group employees

ISEKI
DNA BOOK



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Company Outline

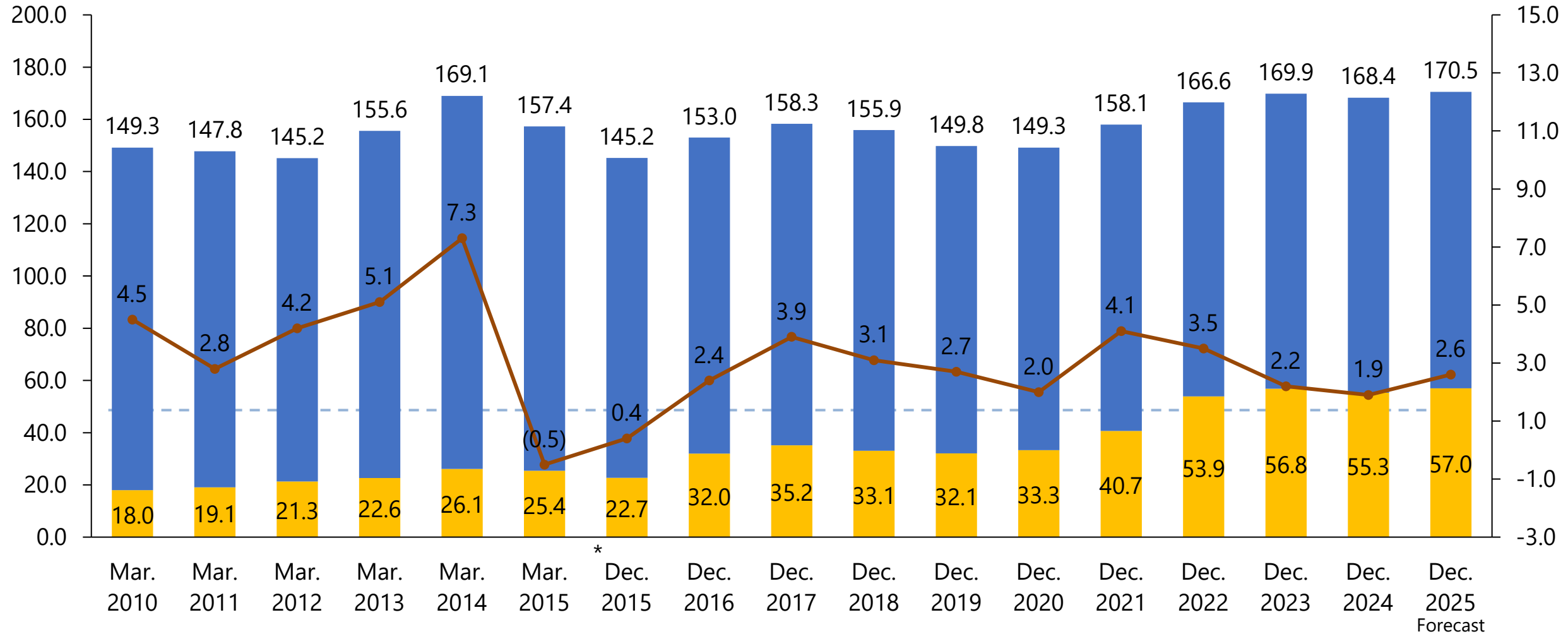
• Company name	ISEKI & CO., LTD.
• Founded	August 1926
• Location of head office	700 Umaki-cho, Matsuyama-shi, Ehime
• Capital	23,344 million yen
• Net sales	168,425 million yen (FY2024)
• Number of employees	5,292 (consolidated)
• Principal business	Manufacture and sale of agricultural machinery and garden tractors, agricultural facilities, and sale of agriculture-related products
• Group	14 consolidated subsidiaries(As of the end of March 2025)
• Factories	5 sites in Japan, 3 sites overseas (1 in Indonesia, 2 in China [joint management])
• Sales network	Domestic: Sales are conducted through ISEKI Japan, other affiliated sales companies, JA Zen-noh, and sales distributors. Overseas: Sales through ISEKI Europe, ISEKI France, ISEKI Germany, PTC Limited (Europe), OEM supply to AGCO (North America), Dongfeng ISEKI Agricultural Machinery Co., Ltd. (China), IST Farm Machinery (Thailand), and other local distributors
• Exchange listing	Prime Market on the Tokyo Stock Exchange
• Securities code	6310
• Total number of shares issued	22,984,993 shares (excluding 111,384 shares of treasury stock)
• Number of shares per unit	100 shares

Trends in Consolidated Financial Results

(Net sales: JPY bn)

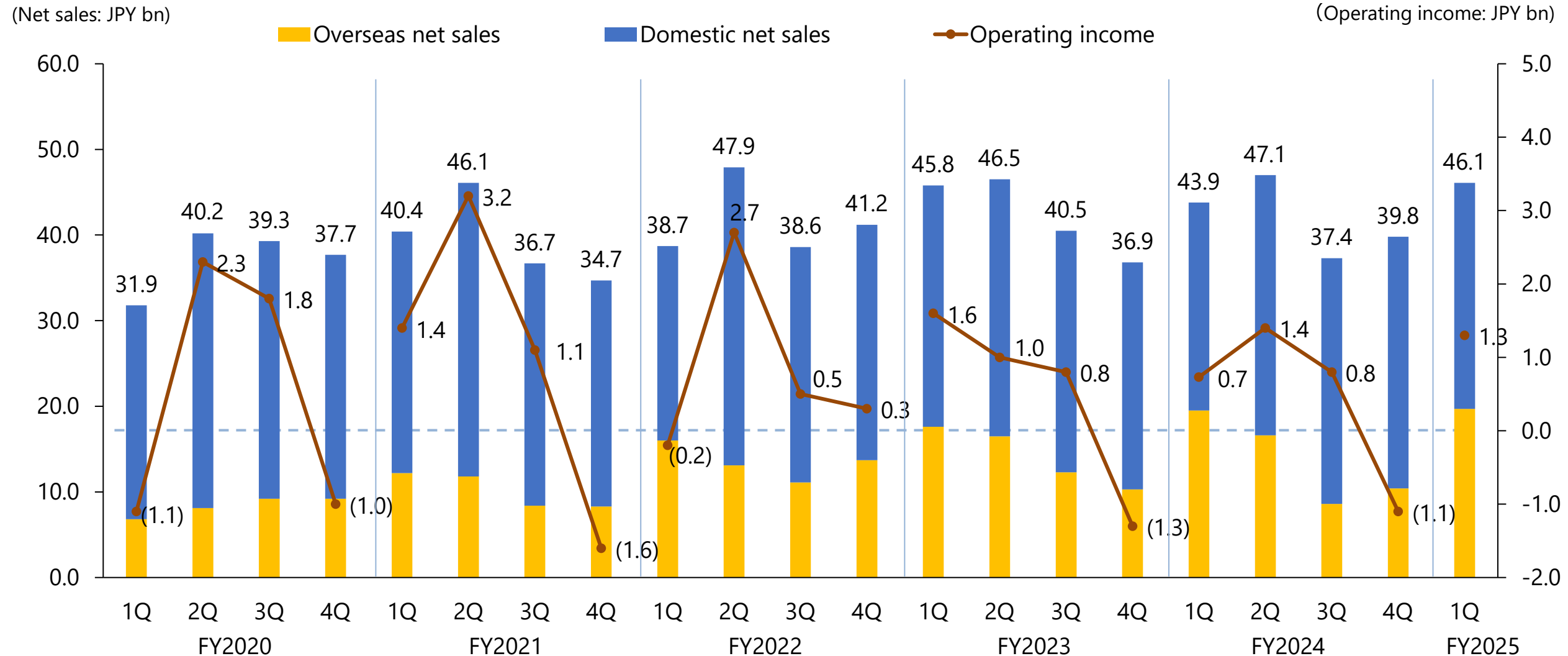
(Operating income: JPY bn)

Overseas sales Domestic sales Operating income



* FY2015 is a nine-month period due to the change of the fiscal year end.

Trends in Consolidated Financial Results (Quarterly)

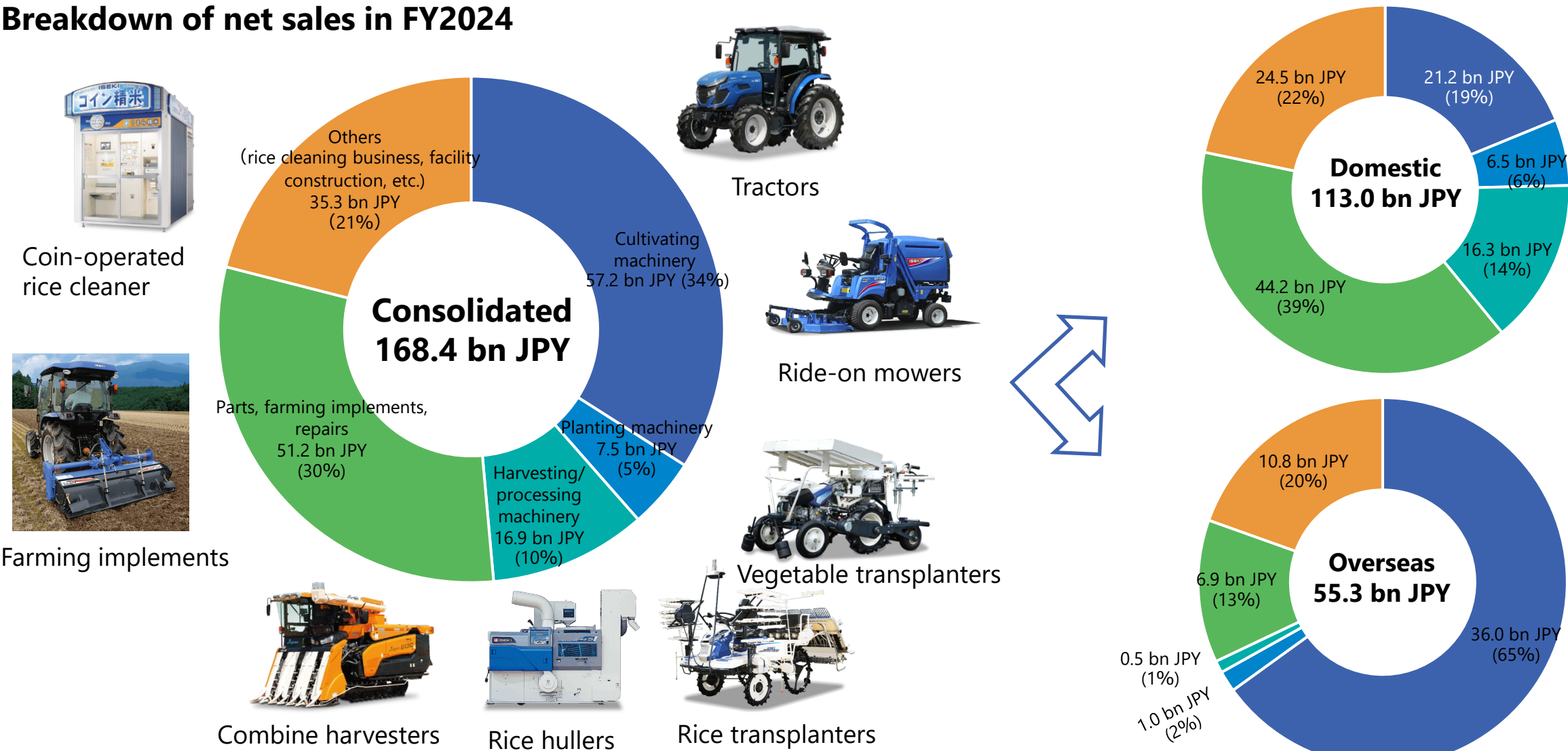


Outline of Products and Services

Category	Principle products and services	Principle sales regions			
		Japan	Asia	Europe	North America
Products	Products developed and produced mainly by the ISEKI Group				
Cultivating machinery	Tractors, ride-on mowers, tillers, multipurpose vehicles, high-clearance multipurpose vehicles, etc. 	○	○	○	○
Planting machinery	Rice transplanters, vegetable transplanters, etc. 	○	○	—	—
Harvesting and processing machinery	Combine harvesters, binders, vegetable harvesting machinery, rice hullers, rice graders, measuring and sorting machinery, etc. 	○	○	—	—
Revenue from farming implements, spare parts, and repairs	Products of domestic and overseas farming implement makers, etc. (Partially developed and produced by the Iseki Group) Spare parts, repair and maintenance, etc. 	○	Some	Some	Mainly parts
Others	Facility construction (agricultural facilities, etc.), agricultural materials (fertilizers, etc.), coin-operated rice cleaning business, rice cooking business, other purchased products (small-sized mowers, etc.), etc. 	○	Some	○	—

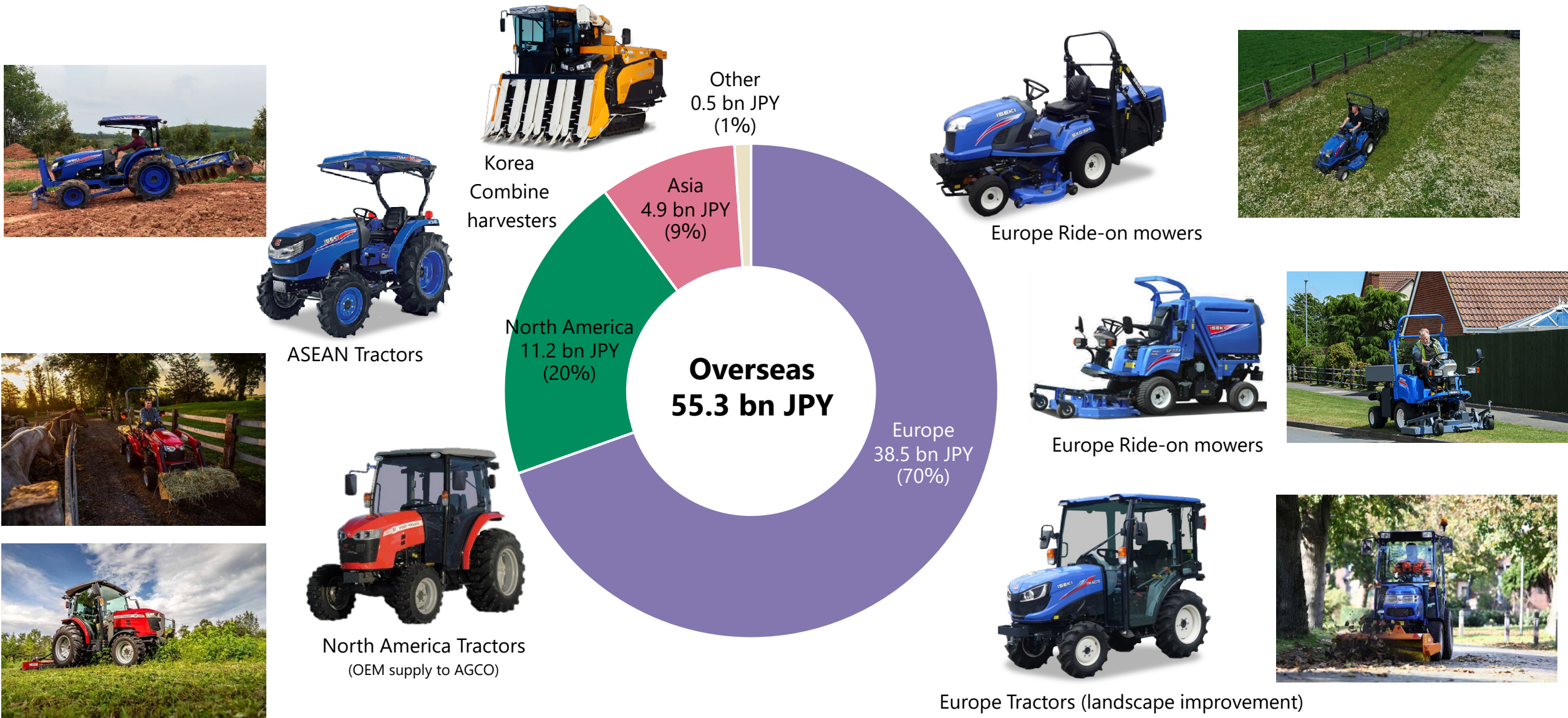
Breakdown of Net Sales by Product

Breakdown of net sales in FY2024



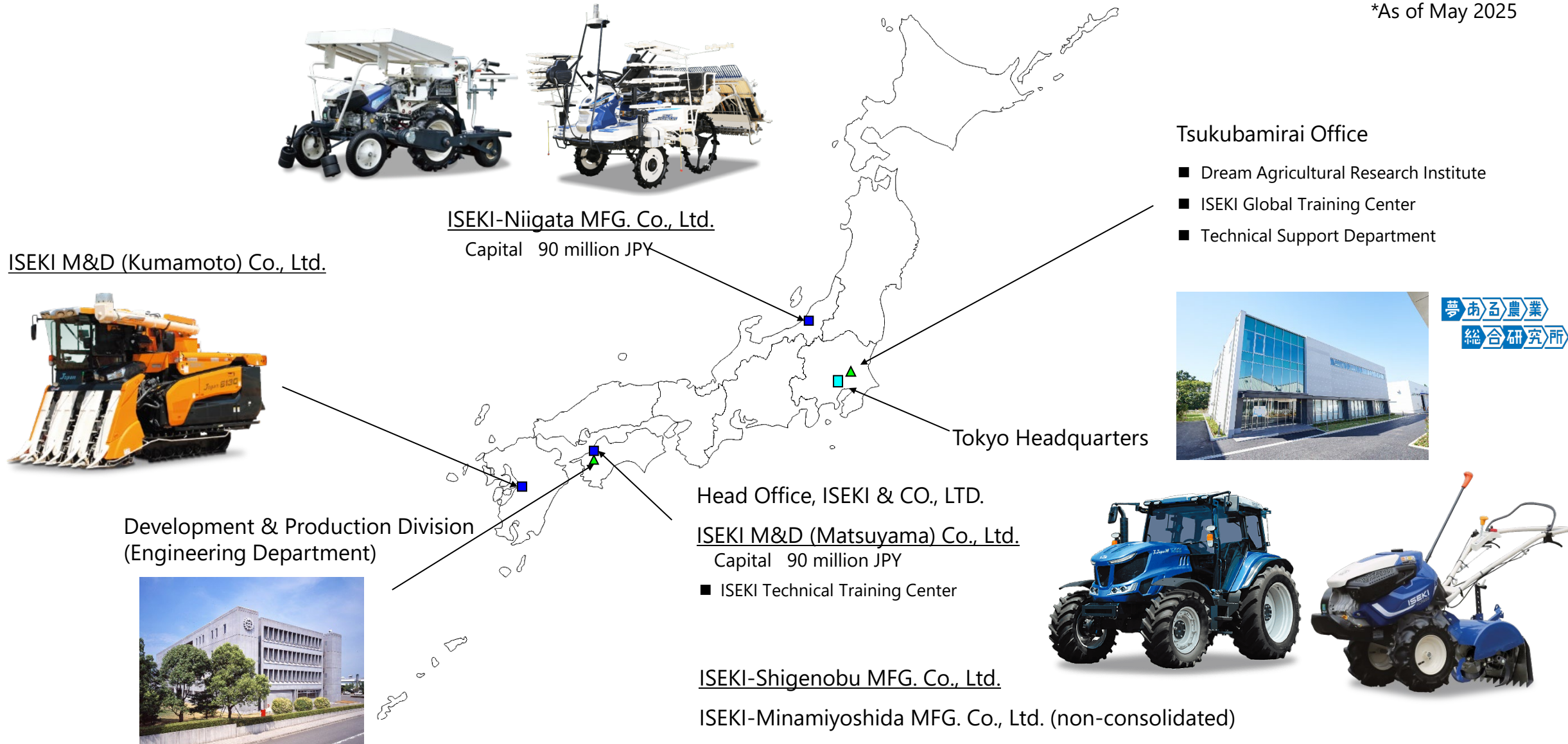
Breakdown of Net Sales by Overseas Region

Breakdown of net sales in FY2024



Principal Domestic Business and Manufacture Locations

*As of May 2025



Main Sales Channels for ISEKI's Products

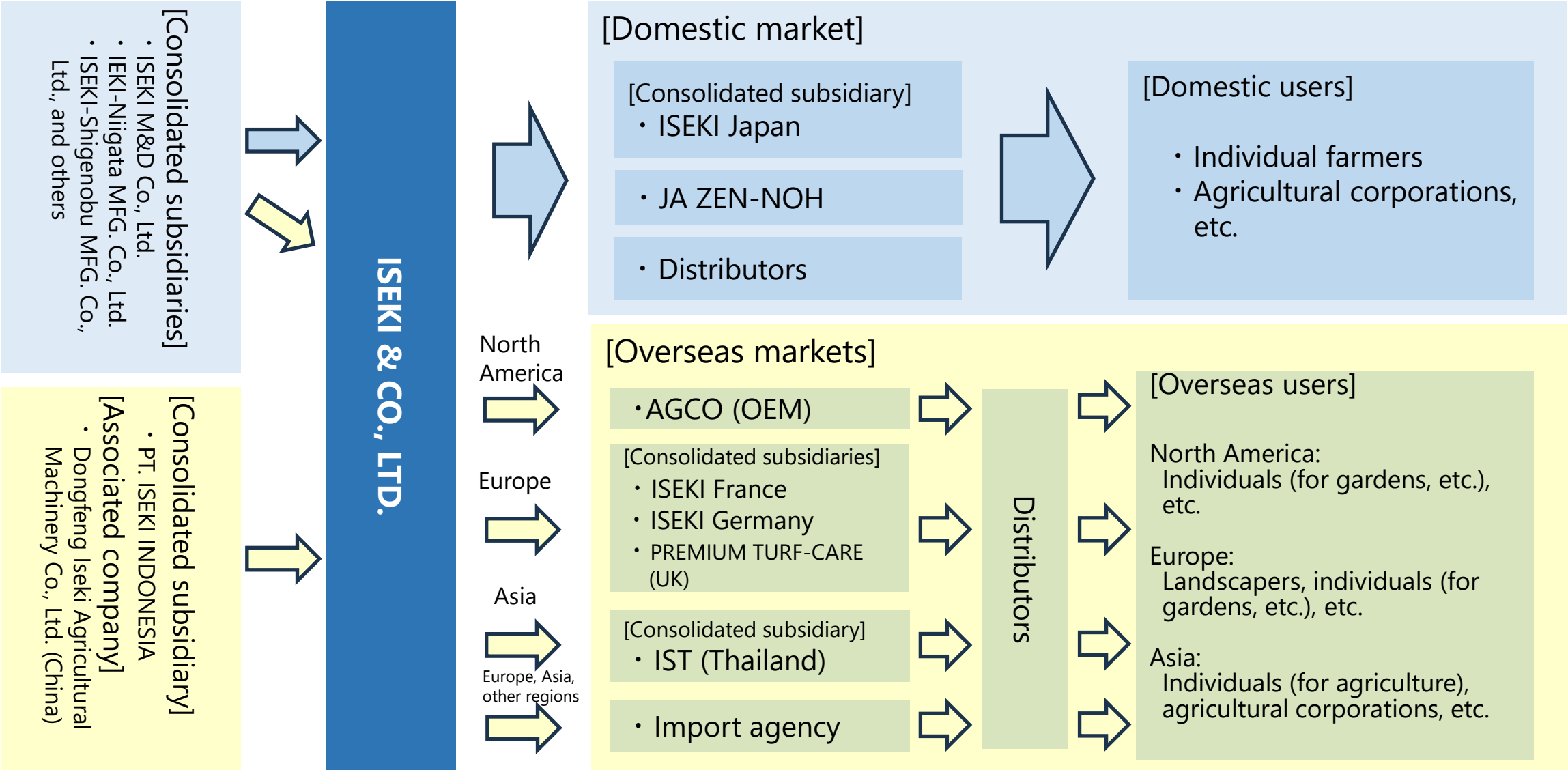
Products for
domestic market



Products for
overseas markets



(As of May 2025)



Overseas Manufacturing and Sales Sites

(As of May 2025)



Overseas: Main associated companies/strategic partners

[Associated companies]

France	ISEKI France S.A.S. (ISEKI France)
Germany	ISEKI Europe GmbH (ISEKI Europe) (*1) Iseki-Maschinen GmbH (ISEKI Germany)
U.K.	PREMIUM TURF-CARE LTD. (ISEKI UK & IRELAND)
Thailand	IST Farm Machinery Co., Ltd. (IST)
Indonesia	PT. ISEKI INDONESIA (ISEKI INDONESIA) ◆
China	Dongfeng Iseki Agricultural Machinery Co., Ltd. (Dongfeng Iseki) ◆ (*1)

[Strategic partners]

U.S.	AGCO Corporation of AGCO Group (*2)
India	Tractors and Farm Equipment Limited (TAFE) (business alliance)

◆ Production sites

*1: Non-consolidated subsidiaries

*2: OEM customer

Global Expansion: Europe

(As of May 2025)

Contribute to creation of clean towns that are pleasant to live in

- ✓ Since the 1960s, when ISEKI started its business, ISEKI has been contributing to the creation of pleasant and clean communities by expanding its sales area to all European regions and establishing the ISEKI brand.
- ✓ The Company provides ride-on mowers used to cut grass in parks and small-sized, highly performance tractors to clean roads and remove snow, primarily to landscape maintenance workers mainly contracted by municipalities.
- ✓ Aim to further expand the European business by making PTC Limited (UK) a consolidated subsidiary (in early 2025) to have management resources shared among European subsidiaries and leveraging synergies.

Products handled

Category	Details	Main users
Products (non-agriculture) (mainly cultivating machinery)	(mainly for landscaping) Compact tractors, ride-on mowers, tillers, etc.	Landscapers, small-scale farmers, hobby farmers
Other products*	Farming implements, parts, etc.	

*Purchase and sale of electric and gasoline-powered mowing products and other products that have high synergy effects with ISEKI's products.

Main sales channels

France: ISEKI France (consolidated subsidiary)
Germany: ISEKI Germany (consolidated subsidiary)
UK: PREMIUM TURF-CARE LIMITED
(consolidated subsidiary)
Belgium and Netherlands: Van der Haeghe, etc.



Global Expansion: North America

(As of May 2025)

Contribute to a fulfilling private life

- ✓ AGCO, a major global agricultural machinery manufacturer, is ISEKI's business partner. ISEKI supplies AGCO's Massey Ferguson brand products on an OEM basis.
- ✓ The products are highly rated by local users, mainly non-professional users, who utilize them for a wide variety of tasks, including light civil engineering work, garden maintenance, and snow removal in cold regions.
- ✓ Demand for compact tractors has grown rapidly over the past decade, especially during the COVID-19 pandemic, when strong demand was seen due to suburban migration and other lifestyle changes. Although the market entered an adjustment phase in 2022, it remains large.



-History of product supply-

- 1977 Began tractor exports (FMC: OEM)
- 1991 Began OEM supply to MF (Massey Ferguson)
- 1994 Began OEM supply to AGCO

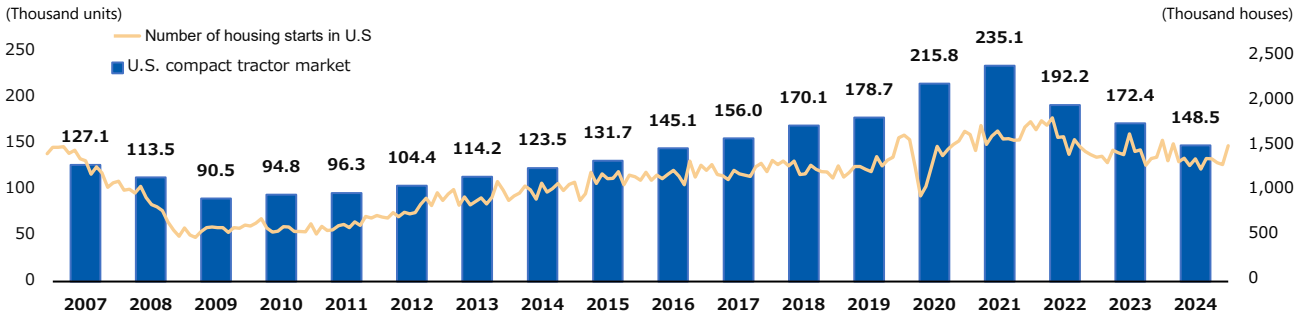
■ Products handled

Category	Details	Main users
Products (non-agriculture) (mainly cultivating machinery)	Compact and sub-compact tractors, etc.	Farmers, hobby farmers, landscapers, light civil engineering contractors
Other products	Farming implements, parts, etc.	

■ Main sales channels

U.S and Canada: AGCO Corporation (AGCO: OEM supply)

■ Trends in North American compact tractor market and housing starts



Source: Association of Equipment Manufacturers (AEM), United States Census Bureau (USCB)

Global Expansion: Asia

(As of May 2025)

Contribute to food production and reducing the burden on agricultural producers

In the ASEAN, East Asia (Korea and Taiwan), and Chinese markets, ISEKI focuses on machinery for rice cultivation developed in Japan.

- ✓ In ASEAN, ISEKI is developing products and services for neighboring countries, with IST, now a consolidated subsidiary, at the core. In addition to tractors, mainly used for agriculture, ISEKI also provides rice transplanters, combine harvesters, and other machinery for rice cultivation.
- ✓ In East Asia, the need for advanced-technology and large-sized agricultural machinery is growing. ISEKI provides large-sized, high performance, mainstay ISEKI brand products (tractors, rice transplanters, combine harvesters, etc.) through local distributors.
- ✓ In China, ISEKI products (tractors, rice transplanters, combine harvesters, and other machinery for rice cultivation) for agriculture are used. In addition to ISEKI brand products, ISEKI is configuring products that better meet local needs by developing local brands.



■ Products handled and main sales channels

Country/region	Category		Details	Main users	Sales channel
ASEAN	Products (agriculture) (mainly agricultural machinery)	Cultivating Planting Harvesting & processing	Tractors Rice transplanters (walking type & ride-on type) All-purpose combine harvesters etc.	Farmers Contractors	Thailand: IST (consolidated subsidiary) *IST Farm Machinery Co., Ltd.
	Other products		Farming implements, parts, etc.		
East Asia (Korea and Taiwan)	Products (agriculture) (mainly agricultural machinery)	Cultivating Planting Harvesting & processing	Tractors, high clearance multipurpose vehicles Rice transplanters, vegetable transplanters Auto-threshing combine harvesters etc.	Farmers Contractors	Local distributors
China	Products (agriculture) (mainly agricultural machinery)	Cultivating Planting Harvesting & processing	Tractors Rice transplanters (walking type & ride-on type) Combine harvesters (auto-threshing, all-purpose) etc.	Farmers Contractors	Dongfeng ISEKI (Non-consolidated subsidiary) *Dongfeng ISEKI Agricultural Machinery Co., Ltd.

The number of ISEKI's registered patents by field is proof that it has been making proactive efforts to develop, launch, and implement new technology.

■ Number of patents by field in Japan

2nd place in field of "Other Special Machinery"

Year	2000-2006	2007-2014	2016-2017	2018	2019	2020-2023
Statistical number	Number of publications by field		Number of registrations by field			
Field	Agricultural and fishery products		Other special machinery			
Place	1st			2nd	1st	2nd

*Until 2016, the Japan Patent Office Annual Report contained the number of patents published by field in Japan (results for the previous two years), but since 2017 it has contained the number of patents registered by field in Japan (results for the previous year)

Source: Japan Patent Office Annual Report,
2023 Edition (Japan Patent Office)

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.
- 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.
- These documents have been translated for reference purposes only. In the event of any discrepancy between these translated documents and their Japanese originals, the originals shall prevail.

