

Name of listed company:	ISEKI & CO., LTD.		Stock Exchange Listing: Tokyo
Company Code:	6310	(URL <a href="http://www.iseki.co.jp">http://www.iseki.co.jp</a> )	
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Date of Submission of Quarterly Report		Telephone : +81 3 5604 7709	
Scheduled Date to Commence Dividend Payment		August 10, 2012	-
Supplementary information for quarterly financial information		Yes	
Quarterly financial results briefing		Yes (For institutional investors, analysts)	

**Summary Announcement of Consolidated Financial Results  
for the Three Months Ended June 30, 2012 [Japanese GAAP](Consolidated)**

**I. Financial Results for the Three Months Ended June 30, 2012 (April 1, 2012 – June 30, 2012)**

**A. Results of operations**

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

	Three Months Ended June 30, 2012	%	Three Months Ended June 30, 2011	%
Net Sales	34,050	5.2	32,355	(2.7)
Operating Income	1,212	52.6	794	(39.4)
Ordinary Income	1,150	27.5	902	(11.7)
Net Income	1,465	52.9	958	14.1
Net Income per Share (yen)				
Non-diluted	6.38		4.17	
Fully Diluted	-		-	

(Note) Comprehensive income:

First Quarter of FY Mar. 2013 ¥1,139 mil. (19.0%) First Quarter of FY Mar. 2012 ¥957 mil. (25.8%)

**B. Financial Position**

(Rounded down to millions of yen)

	June 30, 2012	March 31, 2012
Total Assets	182,392	172,554
Net Assets	58,983	58,189
Shareholders' Equity to Total Assets Ratio	31.5%	32.9%
Net Assets per Share (yen)	250.27	246.77

(Ref) Shareholders' equity:

First Quarter of FY Mar. 2013 ¥57,501 mil. FY ended Mar. 2012 ¥56,698 mil.

**II. Dividends**

(Recorded date)	Dividend per share (Yen)				
	End of 1Q	End of 2Q	End of 3Q	Year-end	Annual
FY ended March 2012	-	-	-	1.50	1.50
FY ending March 2013	-				
FY ending March 2013 (forecast)		-	-	2.00~3.00	2.00~3.00

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

### III. Forecast for the Fiscal Year Ending March 31, 2013 (April 1, 2012 – March 31, 2013)

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

	Net sales	%	Operating income	%	Ordinary Income	%	Net income	%	Net income per share (yen)
Interim (Cumulative)	78,500	8.5	2,800	6.2	2,600	6.7	1,800	(0.5)	7.83
Annual	153,000	5.3	4,600	8.7	3,900	0.0	2,700	(1.0)	11.75

(Note) Revision from the most recently announced performance forecast: Yes

#### \* Notes

- 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: Yes
  - 2) Change in accounting policy other than No.1) : None
  - 3) Change of estimation in accounting : Yes
  - 4) Modified restatement : None

The above corresponds to Paragraph 5 of Article 10 of “Regulations Concerning the Terminology, Forms and Preparation Method of Quarterly Consolidated Financial Statements”. For details, please refer to page 3 of the attached document, [2.Matters Concerning Summary Information (Notes) (2) Change in accounting policy/change of estimation in accounting and modified restatement].
- D. Outstanding shares (Common shares)
  - 1) Outstanding shares as of the end of the period (Including treasury shares)
 

First quarter of FY ending March 31, 2013	229,849,936 shares
FY ended March 31, 2012	229,849,936 shares
  - 2) Outstanding treasury shares as of the end of the period
 

First quarter of FY ending March 31, 2013	91,240 shares
FY ended March 31, 2012	89,379 shares
  - 3) Average number of shares during the period (Quarterly cumulative period)
 

First quarter of FY ending March 31, 2013	229,759,674 shares
First quarter of FY ended March 31, 2012	229,776,284 shares

#### \* Statement regarding state of implementation of quarterly review procedure

The summary of quarterly financial results is exempted from the requirement of quarterly review procedure under the Financial Instruments and Exchange Act, we have not completed the review procedure of the quarterly financial statements at the time of disclosure.

#### \* 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 2 of the attached document, [1.Qualitative Information regarding quarterly financial results].

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## **1. Qualitative Information regarding quarterly consolidated financial results**

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

During the first quarter consolidated cumulative period under review, while the Japanese economy followed a pattern of gradual recovery driven by the domestic-demand related industries based on the restoration from the earthquake, its future still remains unpredictable in the face of prolonged extra strong yen value, coupled with public debt issues of the European nations and the decelerating economic growth in China, etc., that slowed corporate performances. Under these circumstances, the consolidated business performance of the ISEKI Group resulted as follows.

In the first quarter consolidated cumulative period under review, sales increased ¥1,694 million from the same period of the previous year, to ¥34,050 million (up 5.2%). Domestic sales increased ¥3,385 million to ¥29,776 million (up 12.8%). Overseas sales decreased ¥1,690 million from the same period of the previous year to ¥4,273 million (down 28.3%). Operating income increased ¥417 million to ¥1,212 million (up 52.6%) mainly due to increased gross income by increased sales. Ordinary income increased ¥247 million to ¥1,150 million (up 27.5%). Quarterly net income increased ¥507 million to ¥1,465 million (up 52.9%).

Financial results by segments are as follows:

#### **1) Agriculture related business**

In the domestic market, sales increased as a result of the recovery from the sales decline in Tohoku district caused by the Great East Japan Earthquake that occurred in the same period of the previous year as well as increased construction works of facilities. Overseas sales decreased due to decreased sales of rice transplanters in the Chinese market and the decreased sales of tractors in the European market.

The trend of sales by product is as follows.

##### **(Domestic)**

Sales of cultivating & mowing machinery (tractors, tillers, etc.) were ¥8,306 million (up 2.2% from the same period of the previous year), and sales of planting machinery (rice transplanters, vegetable transplanters) were ¥2,840 million (up 11.4%). Sales of harvesting and processing machinery (combine harvesters, etc.) were ¥4,103 million (up 18.6%). Sales of spare parts and farming implements were ¥6,256 million (up 4.2%). The other agriculture related sales (construction of facilities, etc.) were ¥8,236 million (up 32.6%).

##### **(Overseas)**

Sales of cultivating & mowing machinery (tractors, etc.) were ¥2,571 million (down 17.5% from the same period of the previous year), and sales of planting machinery (rice transplanters, etc.) were ¥1,019 million (down 57.5%). Sales of harvesting and processing machinery (combine harvesters, etc.) were ¥161 million (up 480.9%). Sales of spare parts and farming implements were ¥269 million (up 26.4%). The other agriculture related sales were ¥252 million (up 20.6%).

As a result, the segment sales remained at ¥34,018 million (up 5.3%).

#### **2) Other business**

As other business, we engage in development/sales/operation of computer software. This segment sales stood at ¥32 million (down 21.5%).

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

As of the end of the first quarter consolidated cumulative period, total assets increased ¥9,838 million from the previous fiscal year end to ¥182,392 million. The main change was from a ¥1,896 million increase in cash and deposits, a ¥8,093 million increase in notes and accounts receivable-trade. Total liabilities increased ¥9,044 million from the previous fiscal year end to ¥123,408 million, mainly as a result of a ¥2,024 million increase in notes and accounts payable-trade and a ¥8,703 million increase in short-term and long-term loans payable. Net assets increased ¥794 to ¥58,983 million from the previous fiscal year end mainly due to quarterly net income of ¥1,465 million and decrease in valuation difference on available-for-sale securities of ¥418 million.

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

During the first quarter consolidated cumulative period under review, product sales increased as a result of aggressive promotion of sales expansion in the domestic market that aimed at restoration from the Great East Japan Earthquake. We will continue to engage in the aggressive sales expansion process under the unified slogan “Cheering Squad Supporting Dream of Agriculture! ISEKI”. In overseas, we will engage in further sales expansion in the Chinese market based on the continuing solid sales of rice transplanters that grew substantially last year.

We will accelerate our commitment to the cost structure reform toward concern for worsening of the profitability by strong yen and the raise in the raw material price, trying to secure our business performance.

With regard to the business performance forecasts for the second quarter cumulative period of the fiscal year ending March 31, 2013 announced on May 11, 2012, we have made a downward revisions of net sales in anticipation of lower business performance in comparison with the forecasts given in the previous announcement. This is in light of recent orders received and the trends of the foreign exchange market. There is no revision made to the operating income, ordinary income and net income.

For details, please refer to “Notice on Revision of Business Performance Forecast” announced today (August 8, 2012).

## **2. Matters concerning Summary Information (Notes)**

### **(1) Changes in important subsidiaries during the quarterly consolidated cumulative period**

There is no corresponding item.

### **(2) Change in the accounting policy/change of estimation in accounting and modified restatement**

(Change in the accounting policy that is hard to distinguish from change in estimate in accounting)

In accordance with the revision of the Corporate Tax Law, we have changed to the method of depreciation based on the revised Corporate Tax Law from the first quarter consolidated period under review with respect to tangible fixed assets acquired after April 1, 2012. Its effect on the profit and loss is negligible.

### 3. Consolidated Quarterly Financial Statements

#### (1) Consolidated Quarterly Balance Sheets

	(millions of yen)	
	FY2012 (as at Mar. 31, 2012)	FY2013 (as at Jun.30, 2012)
<b>Assets</b>		
<b>Current Assets:</b>		
Cash and deposits	7,052	8,949
Notes and accounts receivable-trade	28,703	36,796
Short-term investment securities	19	19
Merchandise and finished goods	38,168	37,752
Work in progress	3,295	3,416
Raw materials and supplies	1,380	1,609
Other	4,265	4,597
Allowance for doubtful accounts	(45)	(64)
<b>Total Current Assets</b>	<b>82,840</b>	<b>93,078</b>
<b>Noncurrent Assets:</b>		
Property, plant and equipment		
Buildings and structures, net	14,965	14,912
Land	50,263	50,263
Others, net	14,612	14,776
<b>Total property, plant and equipment</b>	<b>79,840</b>	<b>79,952</b>
Intangible assets	981	965
Investments and other assets		
Investment securities	5,159	4,846
Other	4,136	3,942
Allowance for doubtful accounts	(403)	(392)
<b>Total investment and other assets</b>	<b>8,892</b>	<b>8,396</b>
<b>Total Noncurrent Assets</b>	<b>89,714</b>	<b>89,314</b>
<b>Total Assets</b>	<b>172,554</b>	<b>182,392</b>

	(millions of yen)	
	FY2012 (as at Mar.31, 2012)	FY2013 (as at Jun. 30, 2012)
<b>Liabilities</b>		
<b>Current Liabilities:</b>		
Notes and accounts payable-trade	43,667	45,692
Short-term loans payable	17,174	26,886
Current portion of long-term loans payable	8,147	7,431
Income taxes payable	803	194
Provision for bonuses	236	932
Other	9,727	8,474
<b>Total Current Liabilities</b>	<b>79,756</b>	<b>89,612</b>
<b>Noncurrent Liabilities:</b>		
Bonds payable	100	100
Long-term loans payable	16,653	16,360
Deferred tax liabilities for land revaluation	6,644	6,644
Provision for retirement benefits	5,485	5,243
Provision for directors' retirement benefits	116	112
Asset retirement obligations	257	257
Other	5,351	5,077
<b>Total Noncurrent liabilities</b>	<b>34,608</b>	<b>33,796</b>
<b>Total Liabilities</b>	<b>114,364</b>	<b>123,408</b>
<b>Net Assets</b>		
Shareholders' equity		
Capital stock	23,344	23,344
Capital surplus	13,454	13,454
Retained earnings	7,887	9,008
Treasury stock	(22)	(22)
<b>Total Shareholders' Equity</b>	<b>44,664</b>	<b>45,784</b>
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	265	(152)
Deferred gains or losses on hedges	3	-
Revaluation reserve for land	11,816	11,816
Foreign currency translation adjustments	(51)	53
<b>Total Accumulated Other Comprehensive Income</b>	<b>12,034</b>	<b>11,717</b>
Minority interests	1,490	1,482
<b>Total Net Assets</b>	<b>58,189</b>	<b>58,983</b>
<b>Total Liabilities and Net Assets</b>	<b>172,554</b>	<b>182,392</b>

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

**Consolidated Quarterly Statements of Income**

First Quarter Consolidated Cumulative Period

	(millions of yen)	
	FY2012 (Apr.1,2011-Jun.30, 2011)	FY2013 (Apr.1,2012-Jun.30, 2012)
Net sales	32,355	34,050
Cost of sales	21,231	22,600
Gross profit	11,123	11,450
Selling, general and administrative expenses	10,329	10,237
Operating income	794	1,212
Non-operating income		
Interest income	38	35
Dividend income	116	90
Foreign exchange gains	50	-
Other	258	155
Total non-operating income	462	281
Non-operating expenses		
Interest expenses	202	189
Foreign exchange losses	-	35
Other	152	119
Total non-operating expenses	355	343
Ordinary income	902	1,150
Extraordinary income		
Gain on sales of noncurrent assets	22	4
Compensation Income	-	167
Other	0	-
Total extraordinary income	23	172
Extraordinary losses		
Loss on sales and retirement of noncurrent assets	18	22
Loss on valuation of investment securities	0	-
Retirement benefit expenses	252	-
Other	0	0
Total extraordinary losses	271	22
Income before income taxes	654	1,299
Income taxes-current	227	155
Income taxes-deferred	(510)	(320)
Total income taxes	(283)	(165)
Income before minority interests	937	1,465
Minority interests in income (loss)	(20)	(0)
Net income	958	1,465

## **Consolidated Quarterly Statements of Comprehensive Income**

First Quarter Consolidated Cumulative Period

	(millions of yen)	
	FY2012 (Apr.1,2011-Jun.30, 2011)	FY2013 (Apr.1,2012-Jun.30, 2012)
Income before minority interests	937	1,465
Other comprehensive income		
Valuation difference on available-for-sale securities	(2)	(427)
Deferred gains or losses on hedges	-	(3)
Foreign currency translation adjustments	22	89
Share of other comprehensive income of associates accounted for using equity method	-	14
Total of other comprehensive income	19	(325)
Comprehensive income	957	1,139
(Breakdown)		
Comprehensive income for parent attributable to owners of the parent	981	1,147
Comprehensive income attributable to minority interests	(24)	(8)

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

There is no corresponding item.

### (4) Segment Information

1. First quarter consolidated cumulative period of the previous year (April 1, 2011 – June 30, 2011)

Information related to the amount of sales, income or loss by reportable segments

(million of yen)

	Agriculture related	Other	Total	Adjustment amount	Quarterly consolidated income statement posted amount
Net sales					
Net sales to external customers	32,314	41	32,355	-	32,355
Internal sales or transfer among segments	-	34	34	(34)	-
Total	32,314	75	32,390	(34)	32,355
Segment income (loss)	956	1	958	-	958

(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. First quarter consolidated cumulative period under review (April 1, 2012 – June 30, 2012)

Information related to the amount of sales, income or loss by reportable segments

(million of yen)

	Agriculture related	Other	Total	Adjustment amount	Quarterly consolidated income statement posted amount
Net sales					
Net sales to external customers	34,018	32	34,050	-	34,050
Internal sales or transfer among segments	0	32	32	(32)	-
Total	34,018	64	34,082	(32)	34,050
Segment income (loss)	1,463	1	1,465	-	1,465

(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.

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

There is no corresponding item.