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Supplementary information for quarterly financial information Yes  
Quarterly financial results briefing Yes (For institutional investors, analysts)

**Summary Announcement of Consolidated Financial Results**  
**for the Nine Months Ended December 31, 2012 [Japanese GAAP](Consolidated)**

**I. Financial Results for the Nine Months Ended December 31, 2012 (April 1, 2012 – December 31, 2012)**

**A. Results of operations**

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

	Nine Months Ended December 31, 2012	%	Nine Months Ended December 31, 2011	%
Net Sales	117,884	8.1	109,065	(2.7)
Operating Income	5,501	44.7	3,802	30.4
Ordinary Income	5,468	59.2	3,434	57.8
Net Income	3,884	78.1	2,180	248.6
Net Income per Share (yen)				
Non-diluted	16.90		9.49	
Fully Diluted	-		-	

(Note) Comprehensive income:

Third Quarter of FY Mar. 2013 ¥3,724 mil. (32.0%) Third Quarter of FY Mar. 2012 ¥2,820 mil. (541.8%)

**B. Financial Position**

(Rounded down to millions of yen)

	December 31, 2012	March 31, 2012
Total Assets	180,683	172,554
Net Assets	61,643	58,189
Shareholders' Equity to Total Assets Ratio	33.2%	32.9%
Net Assets per Share (yen)	261.37	246.77

(Ref) Shareholders' equity:

Third Quarter of FY Mar. 2013 ¥60,050 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)			-	3.00	3.00

(Note) Revision from the most recently announced dividend forecast : None

### 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)
Annual	155,000	6.7	5,500	30.0	5,500	41.1	4,100	50.3	17.85

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

#### \* Notes

- A. Change in important subsidiaries during the quarterly consolidated cumulative 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 5 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)
 

Third 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
 

Third quarter of FY ending March 31, 2013	97,507 shares
FY ended March 31, 2012	89,379 shares
  - 3) Average number of shares during the period (Quarterly cumulative period)
 

Third quarter of FY ending March 31, 2013	229,757,238 shares
Third quarter of FY ended March 31, 2012	229,771,157 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, and we have 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 4 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 third quarter consolidated cumulative period under review, while the Japanese economy continues to follow a pattern of gradual recovery on the back of restoration demand, etc., it still includes factors that can become shackles for the economic recovery such as persisting credit insecurity of European governments, decelerated production activity caused by the territorial issues between Japan, China and Korea, prolonged strong yen and sluggish stock prices in the county as well as energy issues. Although we witnessed some emerging sense of halt to excessively strong yen in December, the severe environment persists as a whole.

Under these circumstances, the ISEKI Group has made efforts to secure sales volume through enhanced care of customers in Japan. Also, as a consequence of our efforts to supply products for the continually expanding Chinese market, consolidated business performance of the ISEKI Group resulted as follows.

In the third quarter consolidated cumulative period under review, sales increased ¥8,818 million from the same period of the previous year, to ¥117,884 million (up 8.1%). Domestic sales increased ¥8,662 million to ¥102,416 million (up 9.2%). Overseas sales increased ¥155 million to ¥15,467 million (up 1.0%). Operating income increased ¥1,698 million to ¥5,501 million (up 44.7%) mainly due to increased gross income by increased sales. Ordinary income increased ¥2,033 million to ¥5,468 million (up 59.2%). Quarterly net income increased ¥1,703 million to ¥3,884 million (up 78.1%).

Financial results by segments are as follows:

#### 1) Agriculture related business

In the domestic market, sales of agricultural machinery, farming implements/parts as well as construction business of facilities shifted solidly in view of sign of vitalization of the Japanese agriculture as a whole on the back of improved income for farmers due to the firmly established individual household income compensation system and recovery in the rice price, in spite of the gap by region and business mode of agriculture. Overseas sales as a whole increased because of injection of new products into North America and increased sales in Asia, while sales in Europe decreased due to the effect of strong yen.

The trend of sales by product is as follows.

(Domestic)

Sales of cultivating & mowing machinery (tractors, tillers, etc.) were ¥23,144 million (up 5.8% from the same period of the previous year), and sales of planting machinery (rice transplanters, vegetable transplanters) were ¥9,303 million (up 6.7%). Sales of harvesting and processing machinery (combine harvesters, etc.) were ¥18,999 million (up 6.2%). Sales of spare parts and farming implements were ¥24,555 million (up 4.8%). The other agriculture related sales (construction of facilities, etc.) were ¥26,310 million (up 21.1%).

(Overseas)

Sales of cultivating & mowing machinery (tractors, etc.) were ¥8,402 million (down 4.1% from the same period of the previous year), and sales of planting machinery (rice transplanters, etc.) were ¥4,605 million (up 5.4%). Sales of harvesting and processing machinery (combine harvesters, etc.) were ¥1,030 million (up 10.4%). Sales of spare parts and farming implements were ¥859 million (up 21.5%). The other agriculture

related sales were ¥569 million (up 4.6%).

As a result, the segment sales remained at ¥117,780 million (up 8.1%).

## 2) Other business

As other business, we engage in development/sales/operation of computer software. This segment sales stood at ¥104 million (up 2.5%).

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

As of the end of the third quarter consolidated cumulative period, total assets increased ¥8,129 million from the previous fiscal year end to ¥180,683 million. The main change was from a ¥3,807 million increase in cash and deposits, a ¥5,844 million increase in notes and accounts receivable-trade and a ¥1,365 million decrease in inventory assets. Total liabilities increased ¥4,676 million from the previous fiscal year end to ¥119,040 million, mainly as a result of a ¥2,150 million decrease in notes and accounts payable-trade and a ¥7,453 million increase in short-term and long-term loans payable. Net assets increased ¥3,453 million from the previous fiscal year end to ¥61,643 million mainly due to increase in retained earnings by appropriation of quarterly net income of ¥3,884 million.

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

We have made revisions to the business performance forecasts for the fiscal year ending March 31, 2013 announced on November 9, 2012. With respect to the matters concerning revisions of the forecasted figures, please refer to “Notice on Revision of Business Performance Forecast” announced today (February 8, 2013).

## **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 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	FY2013
	(as at Mar. 31, 2012)	(as at Dec.31, 2012)
<b>Assets</b>		
<b>Current Assets:</b>		
Cash and deposits	7,052	10,860
Notes and accounts receivable-trade	28,703	34,548
Short-term investment securities	19	19
Merchandise and finished goods	38,168	36,949
Work in progress	3,295	2,796
Raw materials and supplies	1,380	1,732
Other	4,265	3,410
Allowance for doubtful accounts	(45)	(66)
<b>Total Current Assets</b>	82,840	90,250
<b>Noncurrent Assets:</b>		
Property, plant and equipment		
Buildings and structures, net	14,965	14,952
Land	50,263	50,366
Others, net	14,612	15,565
<b>Total property, plant and equipment</b>	79,840	80,884
Intangible assets	981	951
Investments and other assets		
Investment securities	5,159	5,228
Other	4,136	3,800
Allowance for doubtful accounts	(403)	(431)
<b>Total investment and other assets</b>	8,892	8,596
<b>Total Noncurrent Assets</b>	89,714	90,433
<b>Total Assets</b>	172,554	180,683

(millions of yen)

	FY2012 (as at Mar.31, 2012)	FY2013 (as at Dec.31, 2012)
<b>Liabilities</b>		
<b>Current Liabilities:</b>		
Notes and accounts payable-trade	43,667	41,517
Short-term loans payable	17,174	28,606
Current portion of bonds	-	100
Current portion of long-term loans payable	8,147	4,882
Income taxes payable	803	1,081
Provision for bonuses	236	982
Other	9,727	7,616
<b>Total Current Liabilities</b>	<b>79,756</b>	<b>84,786</b>
<b>Noncurrent Liabilities:</b>		
Bonds payable	100	-
Long-term loans payable	16,653	15,940
Deferred tax liabilities for land revaluation	6,644	6,644
Provision for retirement benefits	5,485	5,387
Provision for directors' retirement benefits	116	118
Asset retirement obligations	257	256
Other	5,351	5,907
<b>Total Noncurrent liabilities</b>	<b>34,608</b>	<b>34,254</b>
<b>Total Liabilities</b>	<b>114,364</b>	<b>119,040</b>
<b>Net Assets</b>		
Shareholders' equity		
Capital stock	23,344	23,344
Capital surplus	13,454	13,454
Retained earnings	7,887	11,427
Treasury stock	(22)	(24)
<b>Total Shareholders' Equity</b>	<b>44,664</b>	<b>48,201</b>
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	265	77
Deferred gains or losses on hedges	3	-
Revaluation reserve for land	11,816	11,816
Foreign currency translation adjustments	(51)	(46)
<b>Total Accumulated Other Comprehensive Income</b>	<b>12,034</b>	<b>11,848</b>
Minority interests	1,490	1,592
<b>Total Net Assets</b>	<b>58,189</b>	<b>61,643</b>
<b>Total Liabilities and Net Assets</b>	<b>172,554</b>	<b>180,683</b>

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

Third Quarter Consolidated Cumulative Period

(millions of yen)

	FY2012 (Apr.1,2011-Dec.31, 2011)	FY2013 (Apr.1,2012-Dec.31, 2012)
Net sales	109,065	117,884
Cost of sales	74,241	80,687
Gross profit	34,823	37,197
Selling, general and administrative expenses	31,021	31,695
Operating income	3,802	5,501
Non-operating income		
Interest income	121	114
Dividend income	162	133
Foreign exchange gains	-	151
Other	608	480
Total non-operating income	891	879
Non-operating expenses		
Interest expenses	599	546
Foreign exchange losses	264	-
Other	394	365
Total non-operating expenses	1,259	911
Ordinary income	3,434	5,468
Extraordinary income		
Gain on sales of noncurrent assets	28	10
Compensation income	-	182
Other	1	1
Total extraordinary income	30	194
Extraordinary losses		
Loss on sales and retirement of noncurrent assets	93	111
Retirement benefit expenses	252	-
Loss on disaster	5	90
Cost of measures for product recall	24	36
Other	1	1
Total extraordinary losses	377	240
Income before income taxes	3,087	5,421
Income taxes-current	1,012	1,435
Past year corporate and other taxes	257	-
Income taxes-deferred	(363)	74
Total income taxes	907	1,510
Income before minority interests	2,179	3,911
Minority interests in income (loss)	(0)	27
Net income	2,180	3,884



## Consolidated Quarterly Statements of Comprehensive Income

Third Quarter Consolidated Cumulative Period

(millions of yen)

	FY2012 (Apr.1,2011-Dec.31, 2011)	FY2013 (Apr.1,2012-Dec.31, 2012)
Income before minority interests	2,179	3,911
Other comprehensive income		
Valuation difference on available-for-sale securities	(281)	(189)
Deferred gains or losses on hedges	(7)	(3)
Revaluation reserve for land	949	-
Foreign currency translation adjustments	(19)	4
Share of other comprehensive income of associates accounted for using equity method	-	0
Total of other comprehensive income	640	(187)
Comprehensive income	2,820	3,724
(Breakdown)		
Comprehensive income for parent attributable to owners of the parent	2,836	3,697
Comprehensive income attributable to minority interests	(15)	26

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

There is no corresponding item.

### (4) Segment Information

#### 1. Third quarter consolidated cumulative period of the previous year (April 1, 2011 – December 31, 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	108,964	101	109,065	-	109,065
Internal sales or transfer among segments	0	106	106	(106)	-
Total	108,964	207	109,172	(106)	109,065
Segment income (loss)	2,183	(2)	2,180	-	2,180

(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. Third quarter consolidated cumulative period under review (April 1, 2012 – December 31, 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	117,780	104	117,884	-	117,884
Internal sales or transfer among segments	0	100	100	(100)	-
Total	117,780	204	117,984	(100)	117,884
Segment income (loss)	3,882	1	3,884	-	3,884

(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.