

**Supplementary Information to Financial Results**  
**for the Fiscal Year Ended March 31, 2013**  
**(Apr.1, 2012-Mar. 31, 2013)**

**I. Consolidated Business Results**

(Billions of yen, %)

	FY2012	FY2013	Variance		FY2013 Forecast	Variance Amount
			Amount	%		
Net Sales	145.2	<b>155.7</b>	10.5	7.2	155.0	0.7
Domestic	123.8	<b>133.0</b>	9.2	7.4	132.5	0.5
Overseas	21.4	<b>22.7</b>	1.3	5.8	22.5	0.2
Gross Profit on Sales	46.4	<b>48.1</b>	1.7	3.8	49.1	(1.0)
Gross Profit Margin	32.0%	<b>30.9%</b>	(1.1%)	-	31.7%	(0.8%)
Selling, General and Administrative Expenses	42.2	<b>43.0</b>	0.8	2.0	43.6	(0.6)
Operating Income	4.2	<b>5.1</b>	0.9	21.6	5.5	(0.4)
Balance of Financial Income	(0.8)	<b>(0.7)</b>	0.1	-	(0.8)	0.1
Other Non-operating Income	0.5	<b>1.0</b>	0.5	-	0.8	0.2
Ordinary Income	3.9	<b>5.4</b>	1.5	38.9	5.5	(0.1)
Extraordinary Gains	0.3	<b>0.4</b>	0.1	-	0.4	0
Extraordinary Losses	(0.5)	<b>(0.3)</b>	0.2	-	(0.3)	0
Income Before Income Taxes and Minority Interests	3.7	<b>5.5</b>	1.8	47.8	5.6	(0.1)
Income taxes	(1.0)	<b>(1.5)</b>	(0.5)	-	(1.5)	0
Net Income	2.7	<b>4.0</b>	1.3	45.9	4.1	(0.1)

**1) Comparison with the previous fiscal year**

**A. Net Sales: Increased ¥10.5 billion (up 7.2 %) to ¥155.7 billion.**

• **Domestic sales increased ¥9.2 billion (up 7.4 %) to ¥133.0 billion.**

Sales of agricultural machinery increased ¥3.3 billion as a result of increased sales mainly backed by improved income of farmers by firmly established income compensation system for each farming household and recovery in rice price, and favorable demand including the restoration demand of the Great East Japan Earthquake, as well as increased sales of OEM machines and others. Sales of farming implements/parts also increased ¥1.7 billion along with increased sales of agricultural machinery. Further, sales of construction of facilities increased ¥3.1 billion due to completion of works of major facilities, etc.

• **Overseas sales increased ¥1.3 billion (up 5.8%) to ¥22.7 billion.**

Sales for North American market increased ¥1.2 billion mainly due to effect of injection of new product utility tractor. Sales for European market decreased ¥1.9 billion due to impact, etc. of decreased orders received that reflected recession. Sales in China increased ¥1.0 billion mainly due to increased sales of riding-type rice transplanters and transplanters. Sales for other Asia excluding China increased ¥0.6 billion. Sales for Oceania remained in line with the level of last year. Also, sales of parts and others increased ¥0.3 billion.

**B. Operating income: Increased ¥0.9 billion (up 21.6%) to ¥5.1 billion.****Ordinary income: Increased ¥1.5 billion (up 38.9%) to ¥5.4 billion.**

- Operating income increased ¥0.9 billion to ¥5.1 billion due to increased gross income by increased sales that exceeded increase of selling, general and administrative expenses.
- Ordinary income increased ¥1.5 billion to ¥5.4 billion mainly due to favorable turn of forex environment in addition to increased operating income.

**C. Income before tax: Increased ¥1.8 billion (up 47.8%) to ¥5.5 billion.****Net income: Increased ¥1.3 billion (up 45.9%) to ¥4.0 billion.**

- Income before tax increased ¥1.8 billion to ¥5.5 billion due to elimination of extraordinary losses mainly caused by change in retirement benefit plan which occurred in the previous period, receipt of compensation related to the nuclear plant accident in addition to increased ordinary income.
- Net income increased ¥1.3 billion to ¥4.0 billion while tax burden increased ¥0.5 billion by income tax and tax adjustment.

**2) Comparison with the forecast****A. Net sales: Increased ¥0.7 billion (Domestic up ¥0.5 billion, Overseas up ¥0.2 billion)**

- Domestic sales of agricultural machinery products were almost in line with the forecast. Overall sales increased ¥0.5 billion due to increased sales of parts and farming implements.
- Overseas sales increased ¥0.2 billion compared with the forecast.

**B. Operating income: Decreased ¥0.4 billion.****Ordinary income: Decreased ¥0.1 billion.**

- Operating income decreased ¥0.4 billion compared with the forecast due to appropriation of valuation loss of inventory of some products.
- Ordinary income decreased ¥0.1 billion compared with the forecast

**C. Income before taxes: Decreased ¥0.1 billion.****Net income: Decreased ¥0.1 billion.**

Income before income taxes and net income decreased ¥0.1 billion respectively compared with the forecast.

**3) Dividend: Year-end dividend of ¥3 per share is planned.**

- As announced on November 9, 2012 by “Notice on revision of the dividend forecast for the fiscal year ending March 31, 2013”.

(Reference: Sales Breakdown)

	FY2012	FY2013	Variance	(Billions of yen)	
				FY2013 Forecast	Variance
Agricultural Machinery	63.8	<b>67.1</b>	3.3	67.0	0.1
Parts & Farming implement	30.4	<b>32.1</b>	1.7	31.6	0.5
Construction of Facilities	4.7	<b>7.8</b>	3.1	8.1	(0.3)
Other Agriculture Related	24.8	<b>25.9</b>	1.1	25.7	0.2
Agriculture Related Total	123.7	<b>132.9</b>	9.2	132.4	0.5
Other Business	0.1	<b>0.1</b>	0	0.1	0
Domestic Sales Total	123.8	<b>133.0</b>	9.2	132.5	0.5
North America	5.3	<b>6.5</b>	1.2	6.5	0
Europe	7.2	<b>5.3</b>	(1.9)	5.3	0
China	5.7	<b>6.7</b>	1.0	6.9	(0.2)
Other Asia	0.9	<b>1.5</b>	0.6	1.4	0.1
Oceania and Others	0.4	<b>0.5</b>	0.1	0.5	0
Product Sales Total	19.5	<b>20.5</b>	1.0	20.6	(0.1)
Repair Parts	1.0	<b>1.2</b>	0.2	1.1	0.1
Engines and others	0.9	<b>1.0</b>	0.1	0.8	0.2
Overseas Sales Total	21.4	<b>22.7</b>	1.3	22.5	0.2
Total	145.2	<b>155.7</b>	10.5	155.0	0.7

## II. Business performance forecast for the fiscal year ending March 31, 2014

(Points of view of the business performance forecast)

- In spite of a sense of expectancy for economic boost in the back of economic measures and monetary policy in the country as well as improved export environment by weaker yen, etc. , business environment still remains difficult mainly because of recession in the European economy and a concern for deceleration of the emerging economies.
- In spite of a cause for concern to give significant impact on the domestic agricultural system and purchase mind of farmers mostly by manifested participation to TPP negotiations, we anticipate demand for agricultural machinery to increase supported by the trend of agricultural policy toward agricultural revitalization and major budget of the government. We expect increased sales of agricultural machinery and other agriculture related through enhanced sales and service capacity of low cost/energy saving agricultural machinery which are suitable for changing market needs.
- In overseas, we expect increased revenue through recovery trend in the North American market, sales expansion in Chinese market due to increased demand as a result of continuance of the subsidy policy, as well as injection of strategic products suited for each area.
- In terms of profit, we expect slight increase in operating income and decreased profit in the final profit due to advanced spending of expenses related to production/sales expansion in Southeast Asia and China, increased R&D and other expenses, rise in the raw material prices and increased expenses for facilities, while there will be effect to increase profit by increased gross profit due to increased sales and weaker yen.

### Forecasts of the consolidated business performance for the fiscal year ending March 31, 2014

(Billions of yen, %)

	FY2013	FY2014 Forecast	Variance	
			Amount	%
Net Sales	155.7	<b>163.0</b>	7.3	4.7
Domestic	133.0	<b>135.0</b>	2.0	1.5
Overseas	22.7	<b>28.0</b>	5.3	23.7
Operating Income	5.1	<b>5.5</b>	0.4	6.9
Ordinary Income	5.4	<b>5.0</b>	(0.4)	(7.7)
Net Income	4.0	<b>3.4</b>	(0.6)	(14.6)

\* Company forex rates: 1US\$= ¥95, 1 Euro=¥125.

With respect to the dividend for the fiscal year ending March 31, 2014, we expect year-end dividend of ¥3 per share.