

November 8, 2013

(Millions of Von)

Name of Company: ISEKI & CO., LTD. Company representative: President Noriyuki Kimura Company Code: 6310 TSE 1<sup>st</sup> Section Enquiries: Corporate Planning Department General Manager Shunichi Suzuki (Telephone: +81 3 5604 7709)

## Notice on the variance between forecasts of business performance for the second quarter cumulative period of the fiscal year ending March 31, 2014 and actual results

We would like to promulgate the fact that variance has occurred between forecasts of our business performance for the second quarter cumulative period of the fiscal year ending March 31, 2014 that was announced on May 13, 2013 and actual results announced today, as set out below.

1. Variance between forecasts of consolidated business performance for the second quarter cumulative period of the fiscal year ending March 31, 2014 and actual results (April 1, 2013 ~ September 30, 2013)

(Millions o					
	Net Sales	Operating Income	Ordinary Income	Net Income	Net Income per Share (yen)
Previous Forecast (A)	83,500	3,200	3,200	1,900	8.27
Actual Results (B)	82,496	4,166	4,892	3,168	13.79
Difference (B-A)	(1,004)	966	1,692	1,268	
Rate of Change (%)	(1.2)	30.2	52.9	33.3	
(Reference)Results for 2Q, FY13/Mar.	80,435	4,101	3,823	3,034	13.21

## 2. Reason for difference

With respect to variance between forecasts of consolidated business performance for the second quarter cumulative period, domestic sales increased \$1,400 million compared to the forecast, and overseas sales decreased \$2,400 million mainly due to reduced sales in China and Europe. Thus, net sales decreased \$1,000 million. In terms of profit, it exceeded the forecasted value due to increased gross margin and reduced sales and general administrative expenses and foreign exchange gains, etc.

We have not made revision of our forecast of business performance of the fiscal year ending March 31, 2014 in view of uncertain prospect of business performance after the second half of the current period.