



# **Briefing on Business Results**

## **- for the Six Months of FY2023-**

(From April 1, 2022 to September 30, 2022)

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**RISO KAGAKU CORPORATION**

November 11, 2022

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## ■ Notes on the descriptions in this briefing

The amounts indicated have been rounded down to a million yen unless otherwise noted.

## ■ A note on the description relating to forecasts

The following statements, including forecasts, contained in these materials are based on information currently available to the Company. Actual business may differ substantially from the forecasts due to various factors in the future.



# 1 Corporate Data

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- 1.1 Corporate Data
- 1.2 Business Outline and Domains
- 1.3 Change in the Inkjet Business'  
Share of Consolidated Net Sales
- 1.4 Market Position of RISO  
Products

# 1.1 Corporate Data (as of September 30, 2022)

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|                      |  |
|----------------------|--|
| ■ Corporate Name     | RISO KAGAKU CORPORATION                        |
| ■ President & CEO    | Akira Hayama                                   |
| ■ Head Office        | 5-34-7 Shiba, Minato-ku, Tokyo 108-8385, Japan |
| ■ Established        | September 2, 1946                              |
| ■ Incorporated       | January 25, 1955                               |
| ■ Paid-in Capital    | ¥14,114,985,384                                |
| ■ Group Employees    | 2,931  |
| ■ Group Subsidiaries | 26 (Domestic: 3 Overseas: 23)                  |



# 1.2 Business Outline and Domains

## Printing equipment business

- Inkjet Business:  
Full Color Inkjet Printer **ORPHIS**
- Digital Duplicating Business:  
High Speed Digital Duplicator **RISOGRAPH**



ORPHIS  
GL9730

## Real Estate Business

## Others

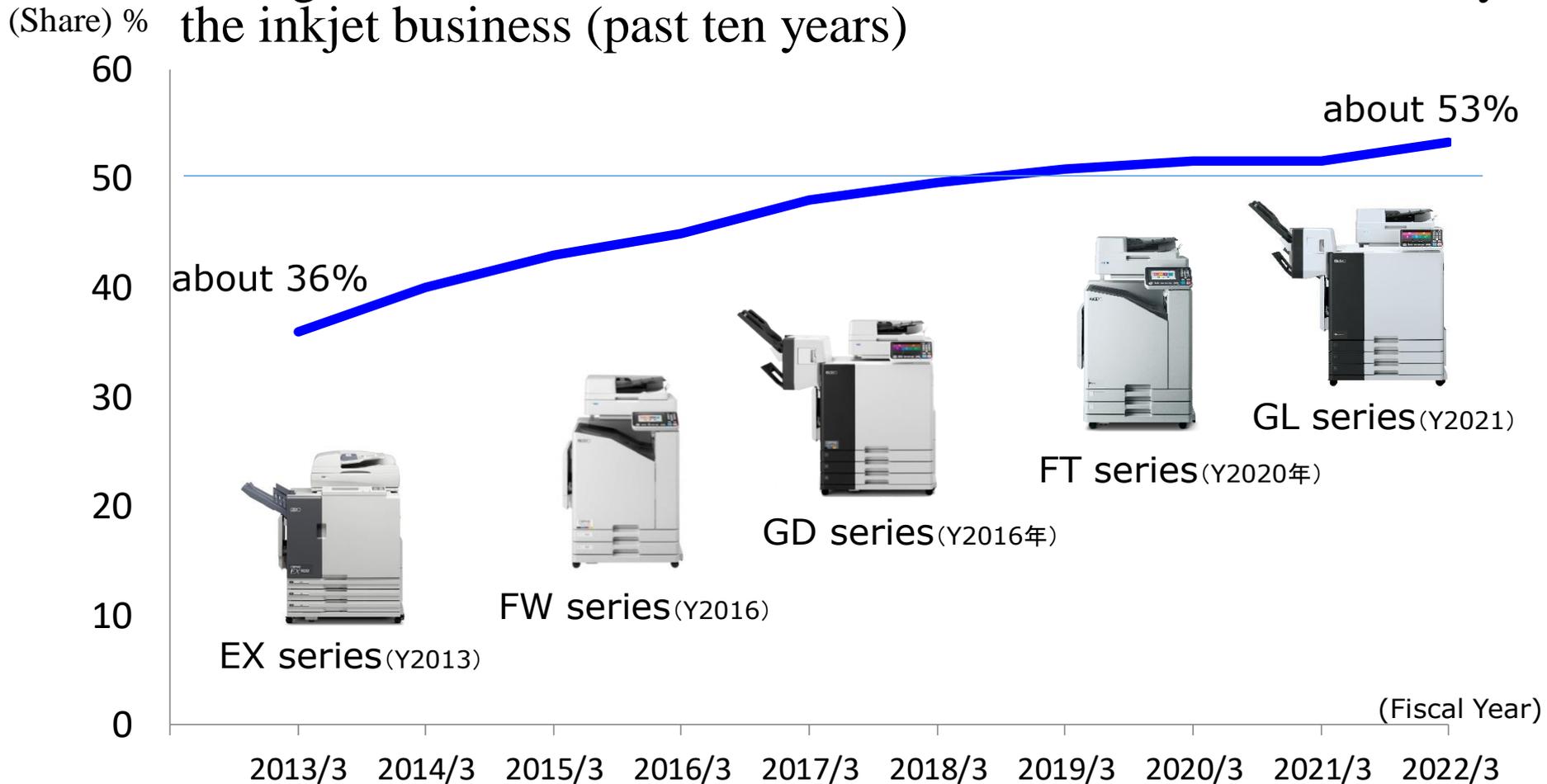
- Print creating business
- Digital communicating business



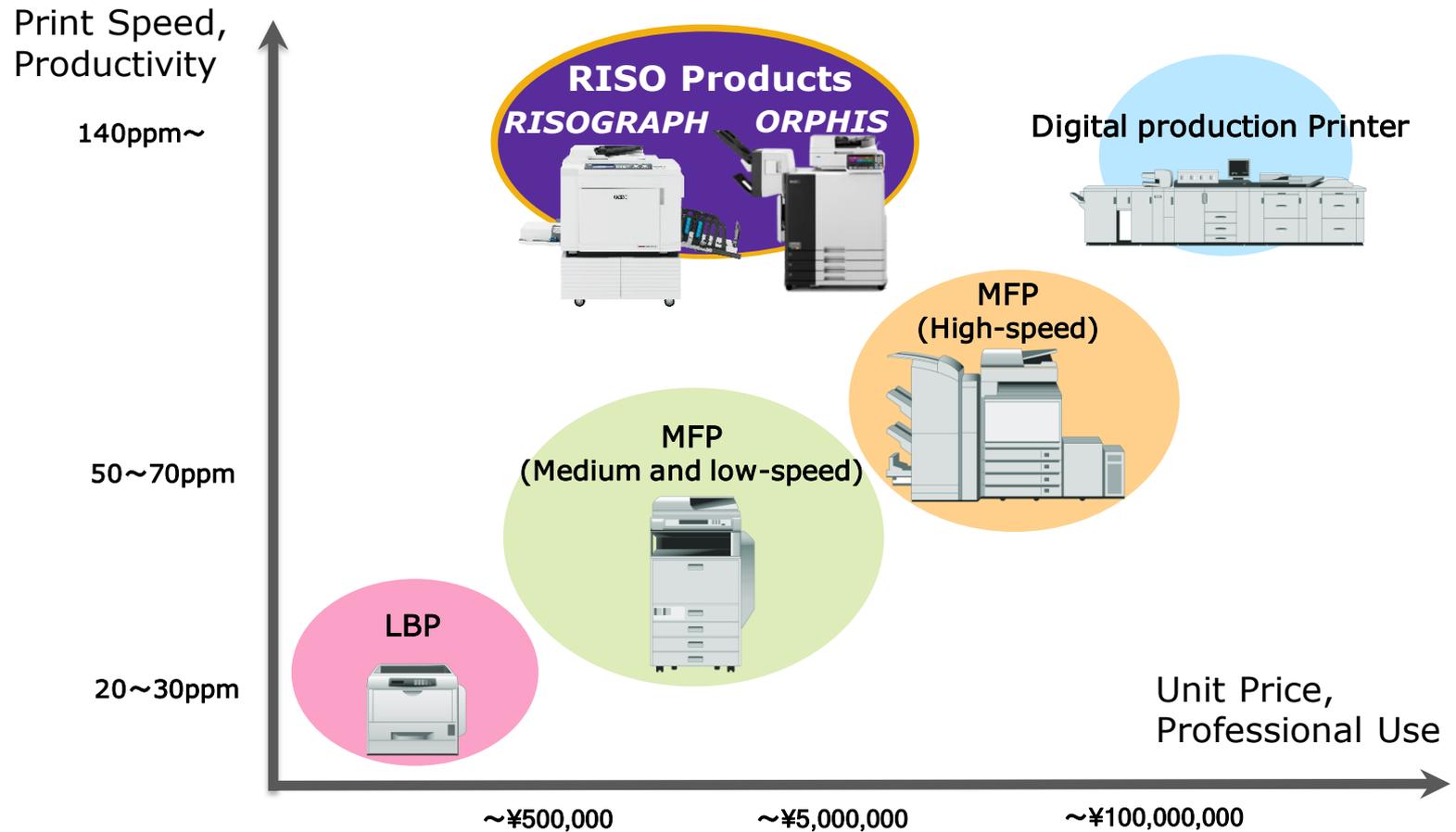
RISO  
MH9350

# 1.3 Change in the Inkjet Business' Share of Consolidated Net Sales

Change in the share of consolidated net sales accounted for by the inkjet business (past ten years)



# 1.4 Market Position of RISO Products



**Deployment of original products with fast printing speed, low running cost, and easy operation as their strengths**



## **2 First Half of FY2023 Consolidated Financial Results**

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- 2.1 Performance Overview
- 2.2 Results by Segment

## 2.1 First Half of FY2023 - Performance Overview

(Millions of Yen)

|   | FY2022<br>1st half | FY2023<br>1st half | Difference<br>(year-on-year) |         | Calculated with<br>exchange rates of<br>the previous year |
|---|--------------------|--------------------|------------------------------|---------|---|
|   |                    |                    | Amount                       | Growth% | Growth%   |
| Net sales                                       | 32,302             | 35,047             | 2,744                        | 8.5%    | 2.5%  |
| Gross profit                                    | 18,157             | 19,356             | 1,198                        | 6.6%    | ▲0.3%   |
| (Gross profit ratio)                            | (56.2%)            | (55.2%)            |                              |         |   |
| Selling, general and<br>administrative expenses | 16,762             | 16,963             | 200                          | 1.2%    | ▲2.4%   |
| Operating income                                | 1,395              | 2,393              | 997                          | 71.5%   | 24.6%   |
| (Operating income ratio)                        | (4.3%)             | (6.8%)             |                              |         |   |
| Ordinary income                                 | 1,544              | 2,596              | 1,051                        | 68.1%   |   |
| Profit attributable to the<br>owner of parent   | 1,307              | 2,001              | 693                          | 53.1%   |   |
| Average Exchange rates                          |                    |                    |                              |         |   |
| 1US\$   | 109.80             | 133.97             |                              |         |   |
| 1Euro   | 130.9              | 138.73             |                              |         |   |



## 2.2 First Half of FY2023 - Results by Segment

### Net sales

(Millions of Yen)

|                             | FY2022<br>1st half |        | FY2023<br>1st half |        | Difference |        |
|-----------------------------|--------------------|--------|--------------------|--------|------------|--------|
|                             | Amount             | Ratio  | Amount             | Ratio  | Amount     | Growth |
| Net sales                   | 32,302             | 100.0% | 35,047             | 100.0% | 2,744      | 8.5%   |
| Printing equipment business | 31,559             | 97.7%  | 34,276             | 97.8%  | 2,717      | 8.6%   |
| Japan                       | 16,607             | 51.4%  | 16,868             | 48.1%  | 261        | 1.6%   |
| Overseas                    | 14,952             | 46.3%  | 17,408             | 49.7%  | 2,456      | 16.4%  |
| Americas                    | 1,728              | 5.4%   | 2,668              | 7.6%   | 940        | 54.4%  |
| Europe                      | 6,742              | 20.9%  | 7,571              | 21.6%  | 829        | 12.3%  |
| Asia                        | 6,481              | 20.1%  | 7,168              | 20.5%  | 686        | 10.6%  |
| Real estate business        | 546                | 1.7%   | 547                | 1.6%   | 1          | 0.2%   |
| Others                      | 196                | 0.6%   | 222                | 0.6%   | 26         | 13.3%  |

## 2.2 First Half of FY2023 - Results by Segment

### Operating income

(Millions of Yen)

|                             | FY2022<br>1st half | FY2023<br>1st half | Difference |        |
|-----------------------------|--------------------|--------------------|------------|--------|
|                             |                    |                    | Amount     | Growth |
| Operating income            | 1,395              | 2,393              | 997        | 71.5%  |
| Printing equipment business | 1,075              | 2,104              | 1,029      | 95.7%  |
| Real estate business        | 410                | 397                | ▲13        | ▲3.2%  |
| Others                      | ▲90                | ▲108               | ▲18        | -      |

# **3 Activity in the Fiscal Year Ending March 31, 2023**

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- 3.1 The 8th Medium-term Management Plan  
“RISO Vision 25”
- 3.2 Management Policies for FY2023
- 3.3 Activity in the Fiscal Year Ending  
March 31, 2023

## **3.1 The 8th Medium-term Management Plan “RISO Vision 25”**

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### **The 8th Medium-term Management Plan “RISO Vision 25”**

(From April 1, 2022 to March 31, 2025)

#### **<Management Objectives>**

1. Expand IJ business
2. Establish a solid customer oriented sales planning structure

## 3.2 Management Policies for FY2023

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Focus on the following five points  
to achieve the Medium-term Management Plan (RISO Vision 25)

1. Corporate Headquarters

Strengthen planning abilities and management awareness

2. Japanese Domestic Sales Business

Improve the organization quality

3. Overseas Sales Business

Improve the consolidated operating margin

4. Production

Pursue the improvement of the production management

5. Research and Development

Seek developments of new businesses

## 3.3 Activity in the Fiscal Year Ending March 31,2023①

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### ■ Printing equipment business

We will release Cut-sheet High-speed Inkjet Printer

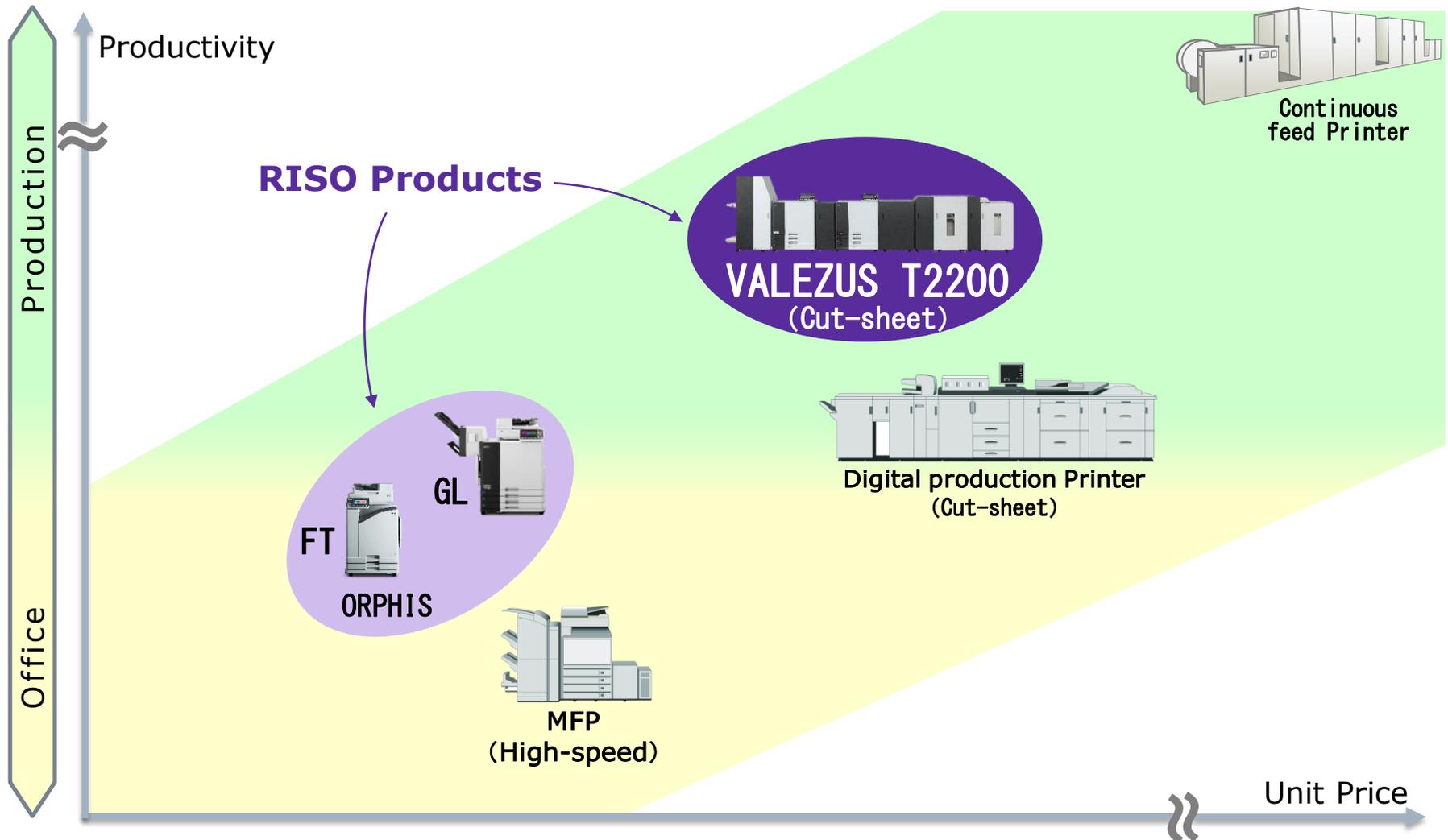
VALEZUS T2200 in September 2022.

- High-speed color printing at 330 ppm on both sides
- High-capacity paper feeder and paper stacker and other options available



VALEZUS T2200

# 3.3 Activity in the Fiscal Year Ending March 31, 2023①



## 3.3 Activity in the Fiscal Year Ending March 31,2023②

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### ■ Purchase of Treasury Stock: (first half of FY2023)

- Total Number of shares purchased during first half of FY2023 : 211,700 shares  
(About 0.53% of total shares issued)
- Total purchase cost during first half of FY2023 : 499 million yen

## **4 Forecast for FY2023**

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## 4. Forecast for FY2023①

■ The consolidated forecasts for the fiscal year ending March 31, 2023 are changed as follows.

(Millions of Yen)

|  | FY2022<br>Actual | FY2023<br>Revised forecast | Difference |        |
|--|------------------|----------------------------|------------|--------|
|  |                  |                            | Amount     | Growth |
| Net sales                                  | 69,313           | 73,500                     | 4,186      | 6.0%   |
| Operating income                           | 4,164            | 5,100                      | 935        | 22.5%  |
| Ordinary income                            | 4,644            | 5,300                      | 655        | 14.1%  |
| Profit attributable to the owner of parent | 3,578            | 3,800                      | 221        | 6.2%   |
| Operating income margin                    | 6.0%             | 6.9%                       |            |        |

Average exchange rates

|       |         |         |
|-------|---------|---------|
| 1US\$ | ¥112.38 | ¥136.00 |
| 1EURO | ¥130.56 | ¥138.00 |

**Reference:** Assumed exchange rates for the third quarter and beyond are 140 yen to the U.S. dollar and 138 yen to the euro.

## 4. Forecast for FY2023②

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### ■ Reference: Impact of fluctuation of exchange rate (¥1/term)

|      | Net sales       | Operating income |
|------|-----------------|------------------|
| US\$ | 142 million yen | 40 million yen   |
| Euro | 67 million yen  | 35 million yen   |

# **5 Shareholders Return**

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# 5. Shareholders Return-Basic Policy

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## ■ Basic policy for the distribution of earnings

(1) Allocate an appropriate portion of earnings in accordance with our business results while continuing to strengthen our corporate structure

(2) Strive to provide a stable dividend

※Based on the Basic Policies, the Company will distribute annual dividends from surplus once a year at the end of every fiscal year.

## ■ Purchase and retirement of treasury stock

(1) Consider the repurchasing of shares as a measure for allocating earnings to shareholders, and acquire treasury stock in consideration of market trends

(2) Retire treasury stock, as a general rule

# 5. Shareholders Return

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■ Dividend Forecast for FY2023 : 60 yen per share

## (reference data)

(Millions of Yen)

|   | FY2023<br>Forecast |                       |                     | FY2022<br>Actual |                       |
|---|--------------------|-----------------------|---------------------|------------------|-----------------------|
|   | Amount             | Ratio to<br>net sales | Difference<br>(YOY) | Amount           | Ratio to<br>net sales |
| Net sales                                     | 73,500             | 100.0%                | 6.0%                | 69,313           | 100.0%                |
| Printing equipment business                   | 71,900             | 97.8%                 | 6.0%                | 67,834           | 97.9%                 |
| Japan   | 35,350             | 48.1%                 | ▲1.4%               | 35,849           | 51.7%                 |
| Americas                                      | 5,350              | 7.3%                  | 31.7%               | 4,063            | 5.9%                  |
| Europe  | 16,100             | 21.9%                 | 11.1%               | 14,495           | 20.9%                 |
| Asia  | 15,100             | 20.5%                 | 12.5%               | 13,425           | 19.4%                 |
| Real estate business & others                 | 1,600              | 2.2%                  | 8.1%                | 1,479            | 2.1%                  |
| Gross profit                                  | 40,700             | 55.4%                 | 4.2%                | 39,065           | 56.4%                 |
| Selling, general &<br>administrative expenses | 35,600             | 48.4%                 | 2.0%                | 34,900           | 50.4%                 |
| Operating Income                              | 5,100              | 6.9%                  | 22.5%               | 4,164            | 6.0%                  |
| Ordinary Income                               | 5,300              | 7.2%                  | 14.1%               | 4,644            | 6.7%                  |
| Profit attributable to the<br>owner of parent | 3,800              | 5.2%                  | 6.2%                | 3,578            | 5.2%                  |

