



Briefing on Business Results **- for the Six Months of FY2022-**

(From April 1, 2021 to September 30, 2021)

RISO KAGAKU CORPORATION

November 9, 2021

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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

- 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, 2021)

■ 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	3,039
■ 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
GD9630

Real Estate Business

Others

- Print creating business
- Digital communicating business

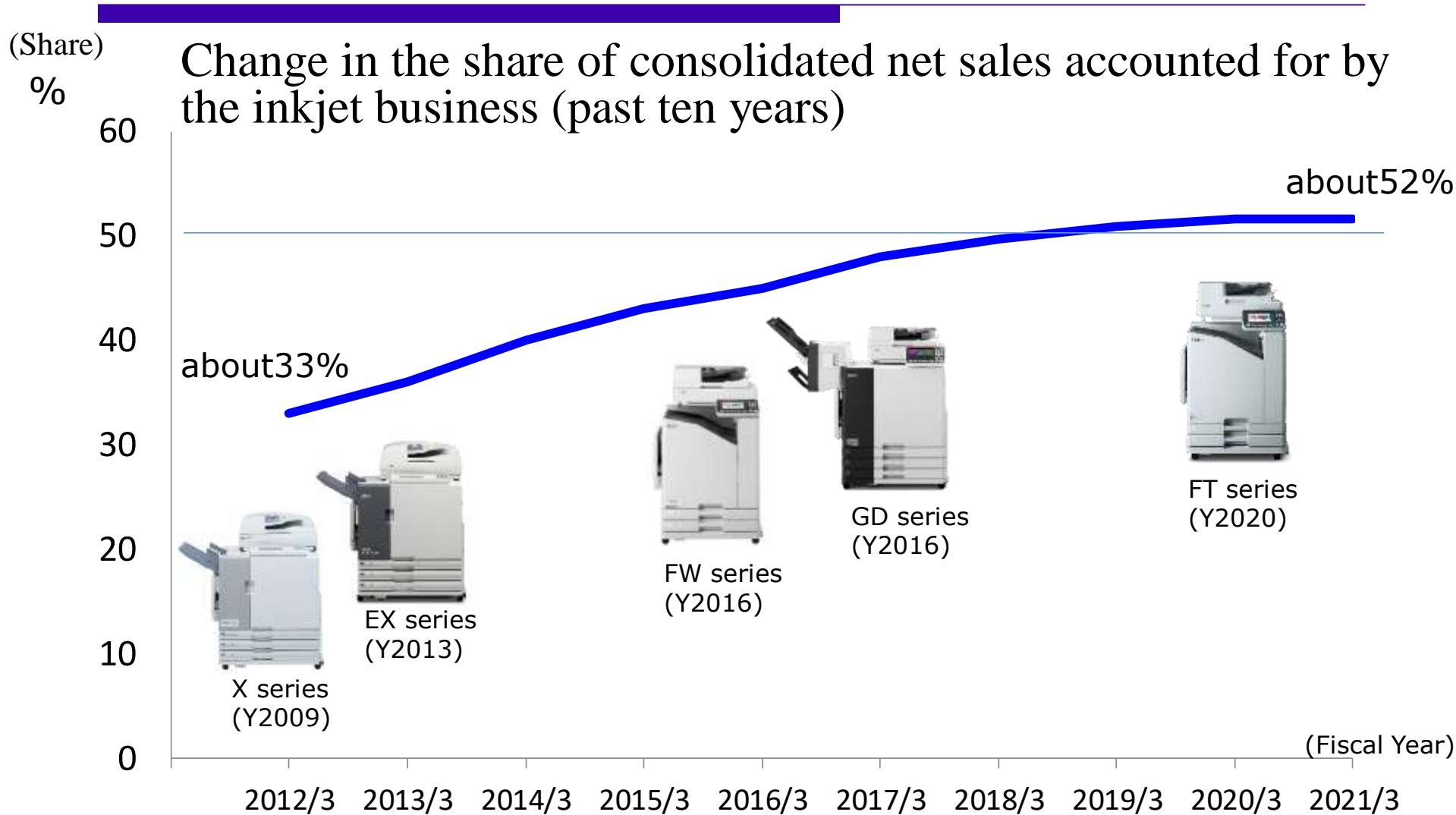


RISOGRAPH
MF935W

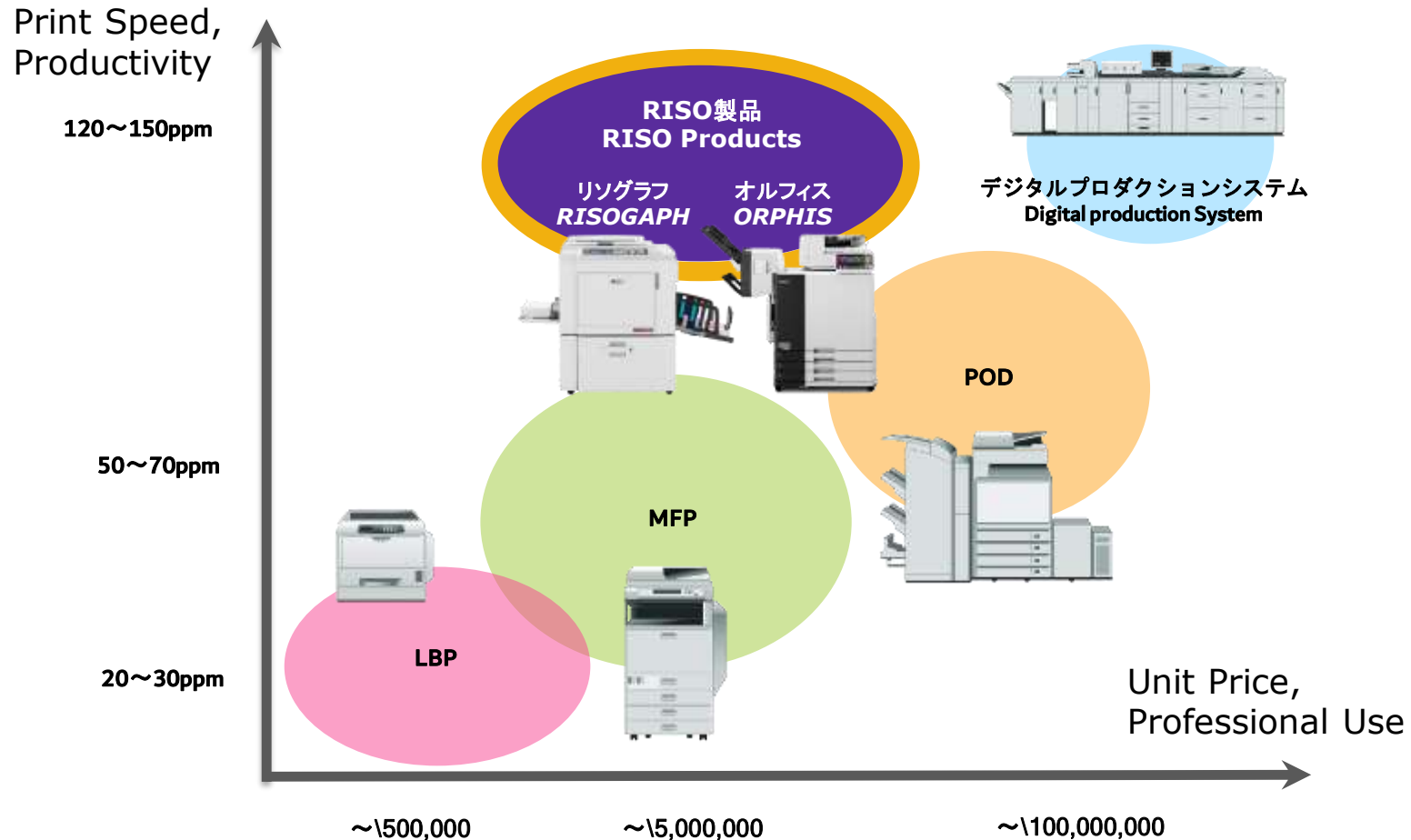
Because the real estate business that had previously been part of Other has grown in importance, in the fiscal year under review we changed the method of presentation so as to disclose it as a reportable segment.



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



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 FY2022 Consolidated Financial Results

- 2.1 Performance Overview
- 2.2 Results by Segment

2.1 First Half of FY2022 - Performance Overview

(Millions of Yen)

		FY2021 1st half	FY2022 1st half	Difference (year-on-year)		Calculated with exchange rates of the previous year
				Amount	Growth%	Growth%
Net sales		30,191	32,302	2,110	7.0%	3.0%
Gross profit		16,808	18,157	1,349	8.0%	2.5%
(Gross profit ratio)		(55.7%)	(56.2%)			
Selling, general and administrative expenses		17,382	16,762	▲620	▲3.6%	▲5.7%
Operating income		▲574	1,395	1,969	-	—
(Operating income ratio)		(▲1.9%)	(4.3%)			
Ordinary income		▲454	1,544	1,999	-	
Profit attributable to the owner of parent		469	1,307	838	178.6%	
Average Exchange rates	1US\$	106.92	109.80			
	1Euro	121.30	130.90			

2.2 First Half of FY2022 - Results by Segment

(Millions of Yen)

	FY2021		FY2022	
	1Q	2Q	1Q	2Q
Net sales	13,455	16,735	16,655	15,647
Printing equipment business	13,190	16,364	16,298	15,261
Japan	7,596	9,171	8,457	8,149
Overseas	5,593	7,193	7,840	7,111
Americas	608	763	746	982
Europe	2,026	2,790	3,454	3,287
Asia	2,958	3,640	3,639	2,842
Real estate business	222	261	272	273
Others	43	109	84	112

(Millions of Yen)

	FY2021		FY2022	
	1Q	2Q	1Q	2Q
Operating income	▲678	104	1,026	369
Printing equipment business	▲786	▲63	870	205
Real estate business	152	192	205	205
Others	▲44	▲25	▲48	▲40



2.2 First Half of FY2022 - Results by Segment

Net sales

(Millions of Yen)

	FY2021 1st half		FY2022 1st half		Difference	
	Amount	Ratio	Amount	Ratio	Amount	Growth
Net sales	30,191	100.0%	32,302	100.0%	2,110	7.0%
Printing equipment business	29,554	97.9%	31,559	97.7%	2,004	6.8%
Japan	16,768	55.5%	16,607	51.4%	▲160	▲1.0%
Overseas	12,786	42.4%	14,952	46.3%	2,165	16.9%
Americas	1,372	4.5%	1,728	5.4%	356	26.0%
Europe	4,816	16.0%	6,742	20.9%	1,925	40.0%
Asia	6,598	21.9%	6,481	20.1%	▲116	▲1.8%
Real estate business	483	1.6%	546	1.7%	63	13.0%
Others	153	0.5%	196	0.6%	43	28.3%



2.2 First Half of FY2022 - Results by Segment

Operating income

(Millions of Yen)

	FY2021 1st half	FY2022 1st half	Difference	
			Amount	Growth
Operating income	▲574	1,395	1,969	—
Printing equipment business	▲849	1,075	1,924	—
Real estate business	345	410	65	19.1%
Others	▲69	▲90	▲21	—

3 Activity in the Fiscal Year Ending March 31, 2022

- 3.1 The 7th Medium-term Management Plan
“RISO Vision 22”
- 3.2 Management Policies for FY2022
- 3.3 Activity in the Fiscal Year Ending
March 31, 2022

3.1 The 7th Medium-term Management Plan “RISO Vision 22”

The 7th Medium-term Management Plan “RISO Vision 22” (From April 1, 2019 to March 31, 2022)

<Management Objectives>

Enhance profitability by expanding IJ business and improving efficiency on a Group-wide basis

<Priority Actions>

1. Japanese Domestic Sales

Business Improve profit by focusing on sales to high-volume prospects and regenerating division’s culture

2. Overseas Sales

Business Increase profit by strengthening the sales in potential area and market segments as well as improving unprofitable subsidiaries

3. Research and Development

Take on the challenge to create new business by developing customer-orientated products

4. Production

Proceed with transformations of procurement and manufacturing systems by pursuing the improvement of the production management

5. Corporate Planning

Strengthen the corporate planning function by renovating the management structure and approaches



3.2 Management Policies for FY2022

Focus on recovery of FY20/21 sales trend while dealing with the global crises caused by Coronavirus.

At the same time, plan new business strategies.

3.3 Activity in the Fiscal Year Ending March 31,2022①

■ Inkjet Business

We will release Full Color Inkjet Printer ORPHIS GL series in December 2021.

- Capable of high-speed color printing at 165 ppm



ORPHIS GL9730

3.3 Activity in the Fiscal Year Ending March 31,2022②

■ Digital Duplicator Business

We will release Digital Duplicator RISO MH series in December 2021.

- Capable of high-speed two-color printing at 150 ppm



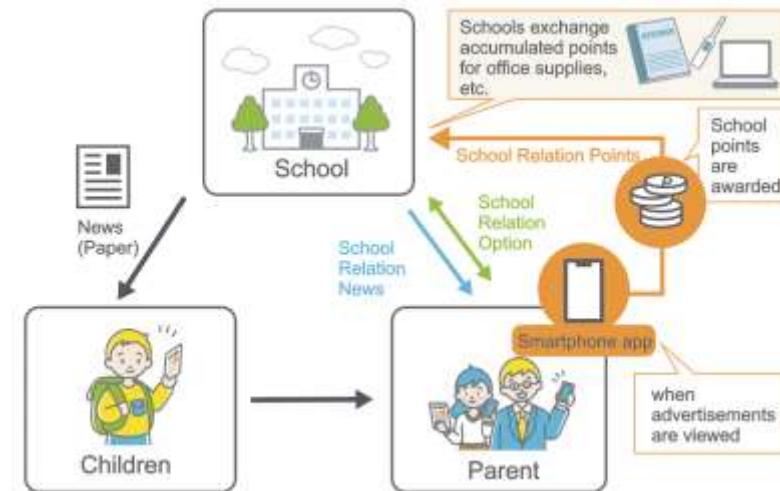
RISO MH935W

3.3 Activity in the Fiscal Year Ending March 31,2022③

■ Digital Communication Business

April 2021 Began “School Relation” service

- Smartphone app-based solutions service aimed at schools
- School Relation News
Distributes news from the school to the smartphones of parents (free of charge)
- School Relation Points
When advertisements that are distributed with the news are viewed by parents, the school is awarded points. Schools exchange points for office supplies, etc.



3.3 Activity in the Fiscal Year Ending March 31,2022④

■ Purchase of Treasury Stock: (first half of FY2022)

- Total Number of shares purchased during first half of FY2022 : 970,500 shares
(About 2.15% of total shares issued)
- Total purchase cost during first half of FY2022 : 1,999 million yen

4 Forecast for FY2022

4. Forecast for FY2022①

- The consolidated forecasts for the fiscal year ending March 31, 2022 are changed as follows.

(Millions of Yen)

	FY2021 Actual	FY2022 Revised forecast	Difference	
			Amount	Growth
Net sales	68,434	68,700	266	0.4%
Operating income	1,395	3,100	1,705	122.2%
Ordinary income	1,925	3,300	1,375	71.4%
Profit attributable to the owner of parent	1,651	2,600	949	57.5%
Operating income margin	2.0%	4.5%		

Average exchange rates

1US\$	\106.06	\110.00
1EURO	\123.70	\130.00



4. Forecast for FY2022②

■ Impact of fluctuation of exchange rate

(¥1/term):reference

	Net sales	Operating income
US\$	134 million yen	34 million yen
Euro	71 million yen	38 million yen

5 Shareholders Return

5. Shareholders Return-Basic Policy

Basic policy for the distribution of earnings

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

■ Strive to provide a stable dividend

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

1.Dividend: Distribute annual dividends from surplus once a year at the end of fiscal year

2.Purchase and retirement of treasury stock:

- Acquire treasury stock in consideration of market trends
- Retire treasury stock, as a general rule

5. Shareholders Return

■ Dividend Forecast for FY2022 : 48 yen per share

(reference data)

	(Millions of Yen)				
	FY2022 Forecast			FY2021 Actual	
	Amount	Ratio to net sales	Difference (YOY)	Amount	Ratio to net sales
Net sales	68,700	100.0%	0.4%	68,434	100.0%
Printing equipment business	67,150	97.7%	0.1%	67,063	98.0%
Japan	35,750	52.0%	▲4.9%	37,604	55.0%
Americas	3,500	5.1%	20.7%	2,898	4.2%
Europe	15,100	22.0%	28.4%	11,757	17.2%
Asia	12,800	18.6%	▲13.5%	14,802	21.6%
Real estate business & others	1,550	2.3%	13.1%	1,370	2.0%
Gross profit	38,400	55.9%	1.4%	37,873	55.3%
Selling, general & administrative expenses	35,300	51.4%	▲3.2%	36,478	53.3%
Operating Income	3,100	4.5%	122.2%	1,395	2.0%
Ordinary Income	3,300	4.8%	71.4%	1,925	2.8%
Profit attributable to the owner of parent	2,600	3.8%	57.4%	1,651	2.4%



(reference data)

(Millions of Yen)

	FY2021				FY2022	
	1Q	2Q	3Q	4Q	1Q	2Q
Net sales	13,455	16,735	17,287	20,955	16,655	15,647
Gross profit	7,748	9,059	9,773	11,291	9,585	8,572
(Gross profit ratio)	(57.6%)	(54.1%)	(56.5%)	(53.9%)	(57.6%)	(54.8%)
Selling, general and administrative expenses	8,426	8,955	9,247	9,849	8,559	8,202
Operating income	▲678	104	526	1,442	1,026	369
(Operating income ratio)	—	(0.6%)	(3.0%)	(6.9%)	(6.2%)	(2.4%)
Ordinary income	▲605	150	669	1,711	1,153	391
Profit attributable to the owner of parent	46	422	▲684	1,867	1,016	291



(reference data)

Net Sales

(Millions of Yen)

	FY2021				FY2022	
	1Q	2Q	3Q	4Q	1Q	2Q
Printing equipment business	13,190	16,364	16,931	20,576	16,298	15,261
Japan	7,596	9,171	8,784	12,052	8,457	8,149
Overseas	5,593	7,193	8,147	8,524	7,840	7,111
Americas	608	763	734	792	746	982
Europe	2,026	2,790	3,376	3,565	3,454	3,287
Asia	2,958	3,640	4,037	4,166	3,639	2,842
Real estate business	222	261	258	272	272	273
Others	43	109	96	105	84	112

Operating Income

(Millions of Yen)

	FY2021				FY2022	
	1Q	2Q	3Q	4Q	1Q	2Q
Printing equipment business	▲786	▲63	394	1,272	870	205
Real estate business	152	192	154	202	205	205
Others	▲44	▲25	▲22	▲32	▲48	▲40

