



# **Briefing on Business Results**

## **- FY2023-**

(From April 1, 2022 to March 31, 2023)

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**RISO KAGAKU CORPORATION**

May 16, 2023

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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 March 31, 2023)

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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 2,865
- 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

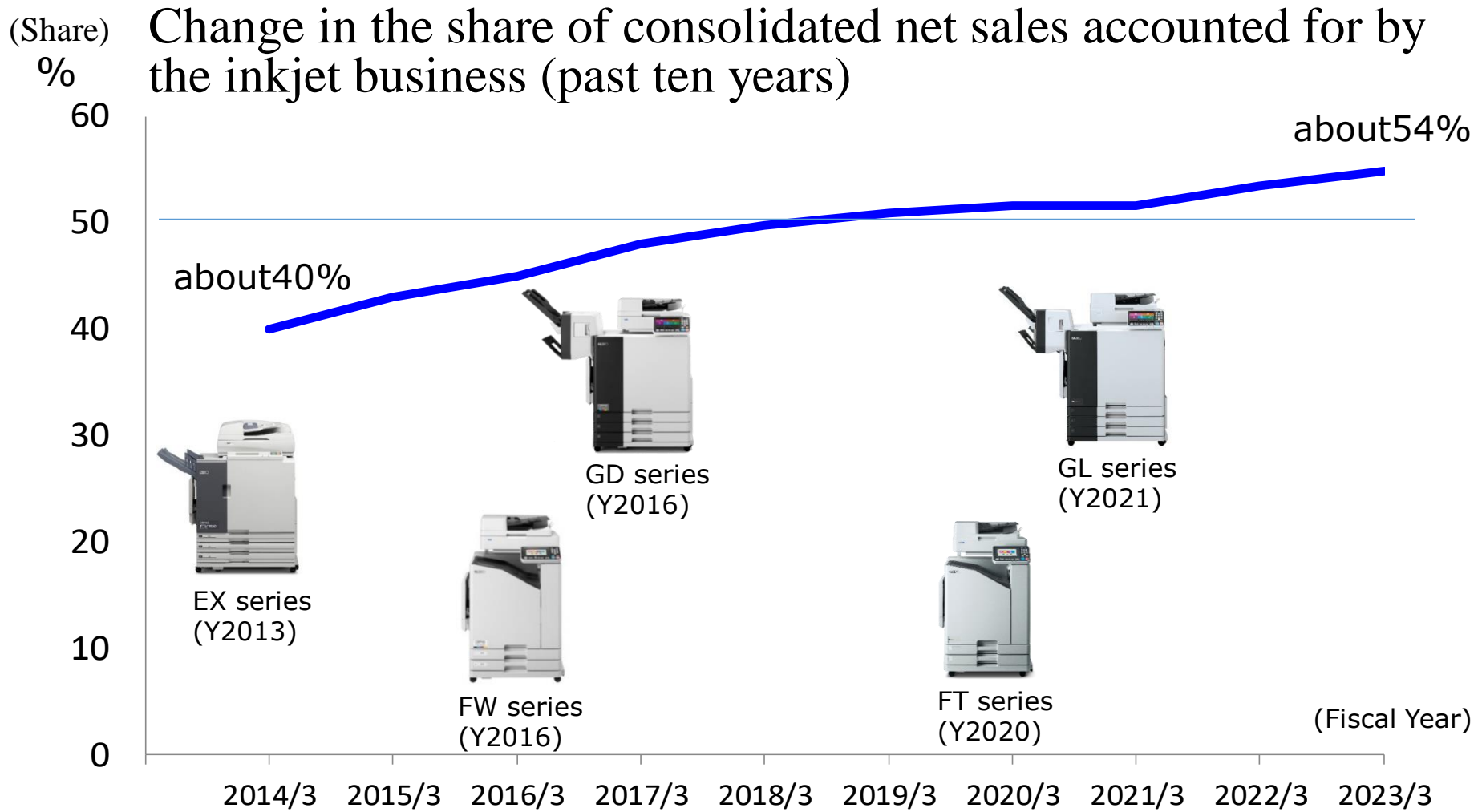
## Others

- Print creating business
- Digital communicating business

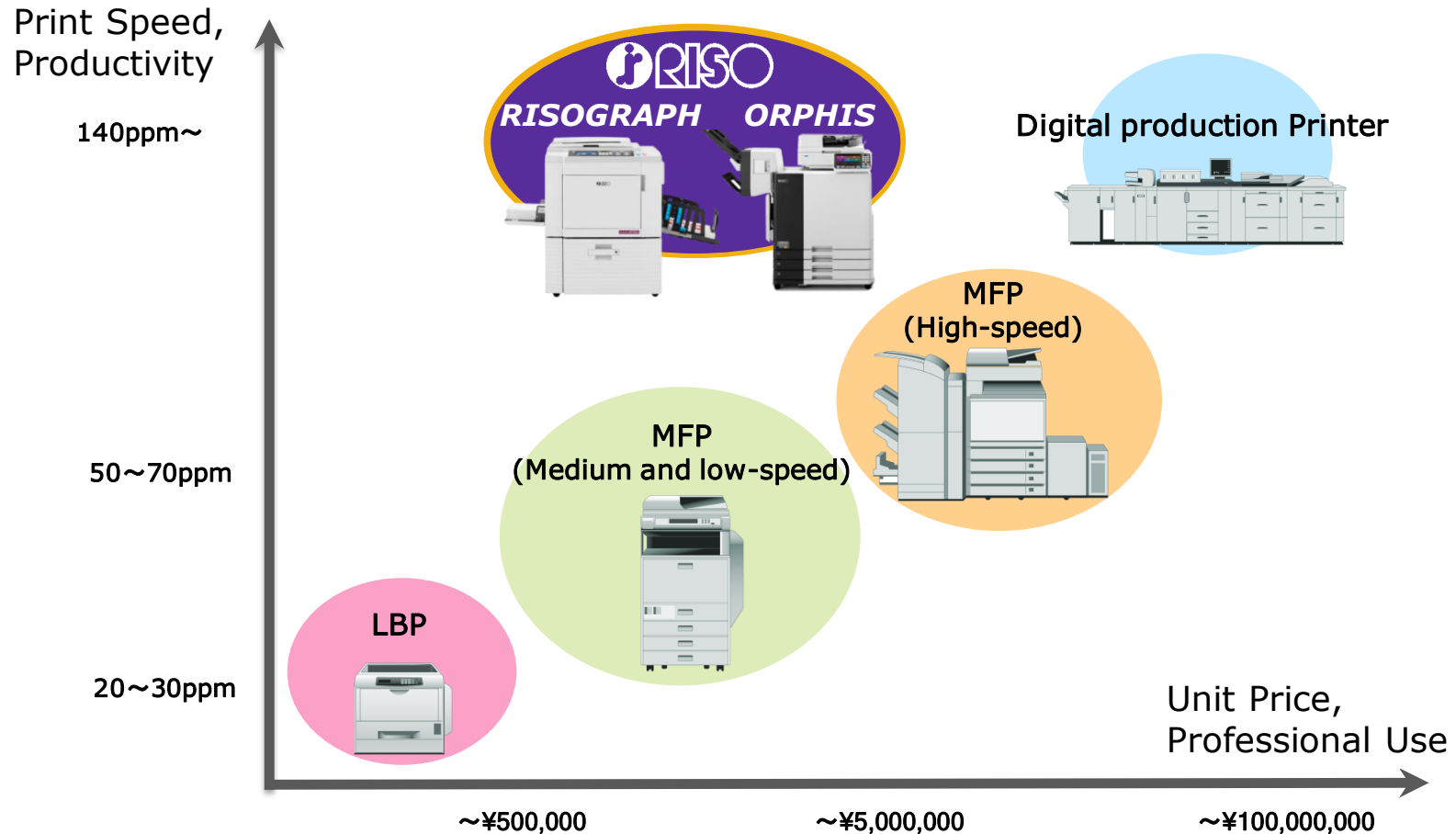


RISOGRAPH  
MH935W

# 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 FY2023

# Consolidated Financial Results

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- 2.1 Performance Overview
- 2.2 Results by Segment
- 2.3 Consolidated Balance Sheet



## 2.1 FY2023 - Performance Overview

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### **FY2023 Consolidated Financial Results: Growth in Net Sales and Operating Income**

Inkjet business remained firm.

Digital duplicating business continued a downward trend.

- Exchange rates moved toward the depreciation of the yen.
- In Japan, sales increased in the fourth quarter, pulled ahead by the implementation of price revisions from April 2023.
- Cost of sales increased due to soaring raw materials prices since the third quarter.

## 2.1 FY2023 - Performance Overview

(Millions of Yen)

	FY2022	FY2023	Difference (year-on-year)		Calculated with exchange rates of the previous year
			Amount	Growth%	Growth%
Net sales	69,313	74,655	5,341	7.7%	2.4%
Gross profit	39,065	42,065	3,000	7.7%	1.7%
(Gross profit ratio)	(56.4%)	(56.3%)			
Selling, general and administrative expenses	34,900	36,110	1,209	3.5%	▲0.1%
Operating income	4,164	5,955	1,790	43.0%	17.3%
(Operating income ratio)	(6.0%)	(8.0%)			
Ordinary income	4,644	6,201	1,557	33.5%	
Profit attributable to the owner of parent	3,578	4,624	1,046	29.2%	
Average Exchange rates					
1US\$	¥112.38	¥135.47			
1Euro	¥130.56	¥140.97			



## 2.2 FY2023 - Results by Segment

### Net sales

(Millions of Yen)

	FY2022		FY2023		Difference	
	Amount	Ratio	Amount	Ratio	Amount	Growth
Net sales	69,313	100.0%	74,655	100.0%	5,341	7.7%
Printing equipment business	67,834	97.9%	73,030	97.8%	5,196	7.7%
Japan	35,849	51.7%	36,958	49.5%	1,109	3.1%
Americas	4,063	5.9%	5,465	7.3%	1,402	34.5%
Europe	14,495	20.9%	15,938	21.4%	1,443	10.0%
Asia	13,425	19.4%	14,666	19.6%	1,241	9.2%
Real estate business	1,094	1.6%	1,095	1.5%	1	0.1%
Others	384	0.6%	528	0.7%	144	37.4%

## 2.2 FY2023 - Results by Segment

### Operating income

(Millions of Yen)

	FY2022	FY2023	Difference	
			Amount	Growth
Operating income	4,164	5,955	1,790	43.0%
Printing equipment business	3,560	5,323	1,763	49.5%
Real estate business	794	796	1	0.2%
Others	▲190	▲165	24	-

## 2.3 FY2023- Consolidated Balance Sheet

(millions of Yen)

Items	FY2022	FY2023	Items	FY2022	FY2023
Current assets	<b>45,274</b>	<b>47,632</b>	Current liabilities	<b>18,084</b>	<b>18,979</b>
Cash and deposits	19,353	19,551	Notes and accounts payable-trade	8,454	9,189
Notes and accounts receivable-trade	12,504	13,544	Income taxes payable	1,080	1,330
Short-term investment securities	400	1,110	Other	8,549	8,459
Merchandise and finished goods	8,444	8,763	Noncurrent liabilities	<b>772</b>	<b>1,497</b>
Work in process	758	713	Net defined benefit liability	157	717
Raw materials and supplies	2,332	2,398	Other	614	779
Other	1,479	1,551	<b>Total liabilities</b>	<b>18,857</b>	<b>20,477</b>
Noncurrent assets	<b>36,555</b>	<b>37,141</b>	Shareholders' equity	<b>60,714</b>	<b>61,165</b>
Total property, plant and equipment	28,874	28,399	Capital stock	14,114	14,114
Intangible assets	1,031	1,079	Capital surplus	14,779	14,779
Investments and other assets	6,649	7,662	Retained earnings	41,979	43,231
			Treasury shares	△ 10,160	△ 10,960
			Accumulated other comprehensive assets	<b>2,257</b>	<b>3,131</b>
			<b>Total net assets</b>	<b>62,971</b>	<b>64,296</b>
<b>Total assets</b>	<b>81,829</b>	<b>84,773</b>	<b>Total liabilities and net assets</b>	<b>81,829</b>	<b>84,773</b>

\* Equity Ratio FY2022:77.0% FY2023:75.8%



# 3 FY2023 Activity Overview

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- 3.1 The 8th Medium-term Management Plan  
“RISO Vision 25”
- 3.2 Management Policies for FY2023
- 3.3 FY2023  
- Activity Overview

## 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 FY2023 - Activity Overview ①

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### ■ Printing equipment business

We will release Cut-sheet High-speed Inkjet Printer

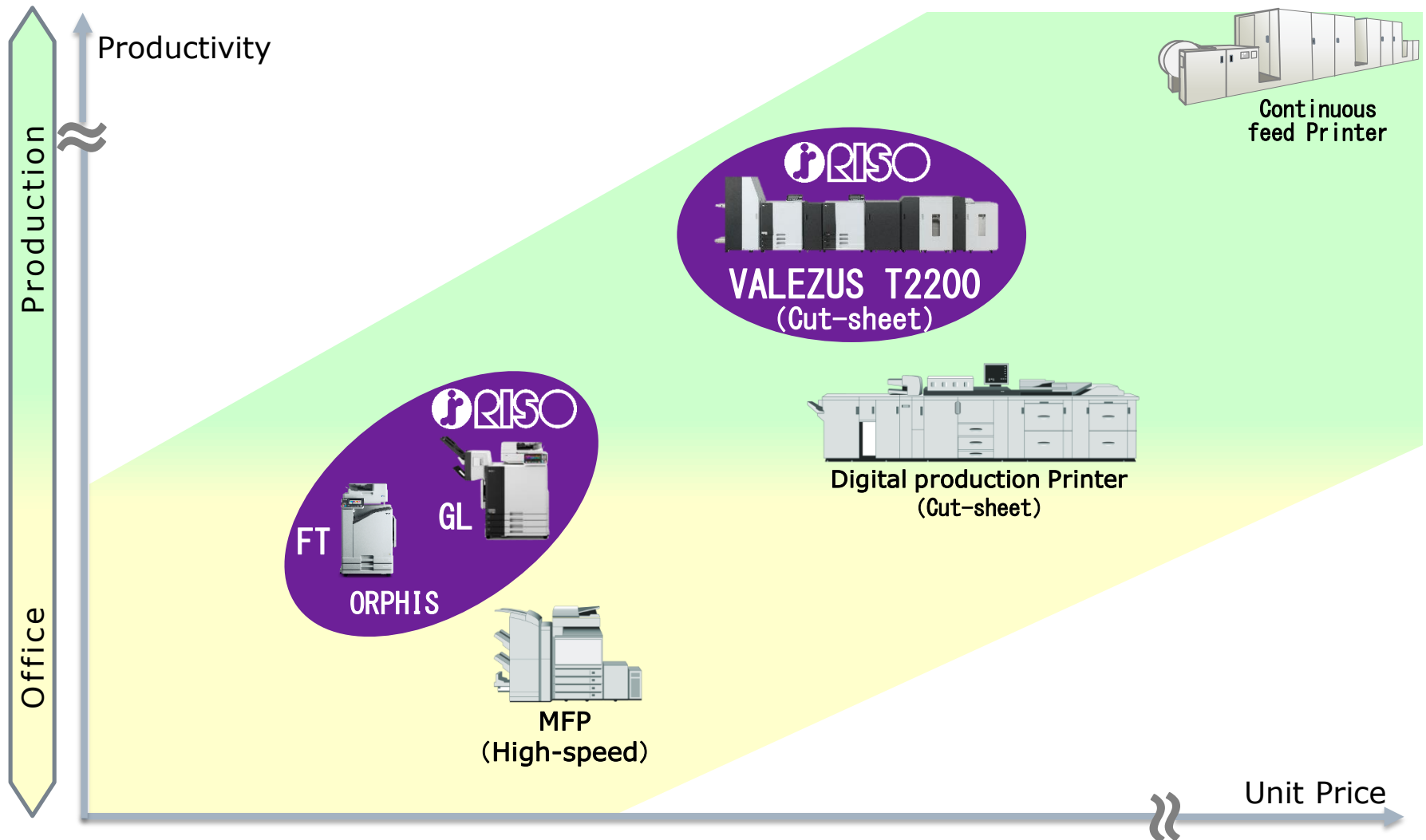
VALEZUS T2200 in September 2022.

- 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 FY2023 - Activity Overview ①



## 3.3 FY2023 - Activity Overview ②

### ■ Digital communicating business (Development of “School Relation” service)

#### Kyoto City and Riso Kagaku enter into partnership agreement

- School Relation, an app that connects schools and parents, will be used at 230 elementary, junior high, and other public schools operated by Kyoto City from the 2023 school year.



Partnership agreement signing on January 30, 2023

## 3.3 FY2023 - Activity Overview ③

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### ■ Purchase of Treasury Stock

- Total Number of shares purchased during FY2023 : 334,700 shares  
(About 0.84% of total shares issued)
- Total purchase cost during FY2023 : 799 million yen

## 4 Forecast for FY2024

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- 4.1 Management Policies for FY2024
- 4.2 Forecast for FY2024

## 4.1 Management Policies for FY2024

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Expand IJ business while accomplishing business plans to create new added values.

## 4.2 Forecast for FY2024 ①

(Millions of Yen)

	FY2023	FY2024	Difference	
	Actual	Forecast	Amount	Growth
Net sales	74,655	72,100	▲2,555	▲3.4%
Operating income	5,955	4,000	▲1,955	▲32.8%
Ordinary income	6,201	4,100	▲2,101	▲33.9%
Profit attributable to the owner of parent	4,624	3,200	▲1,424	▲30.8%
Operating income margin	8.0%	5.5%		

Average exchange rates

1US\$	¥135.47	¥130.00
1EURO	¥140.97	¥135.00

Decrease net sales and operating income due to the recoil from front-loaded demand in Japan and the expected appreciation of the yen.

## 4.2 Forecast for FY2024 ②

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

	Net sales	Operating income
US\$	126 million yen	34 million yen
Euro	70 million yen	38 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 - Period of the 8th Mid-Term Management Plan

### ■ Period of the 8th Medium-term Management Plan “RISO Vision 25”

In addition to the basic policy, we will aim to achieve a total return ratio of at least 100% in the aggregate during this period in order to improve capital efficiency through the reduction of shareholders' equity.

RISO Vision 25 (From April 1, 2022 to March 31, 2025)		
FY2023	FY2024	FY2025
Total return ratio of at least 100% in the aggregate during this period		

This information was announced in the “Notification of Revisions to Dividend Forecasts” dated January 31, 2023.

# 5. Shareholders Return

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■ Dividend Forecast for FY2023 : 120 yen per share

※ Increased by 20 yen from the dividend forecast of 100 yen announced on January 31, 2023

# 5. Shareholders Return

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■ Dividend Forecast for FY2024 : 95 yen per share

## 5. Shareholders Return

(Millions of Yen)

	FY2020	FY2021	FY2022	FY2023
Profit attributable to the owner of parent	683	1,651	3,578	4,624
<i>Cash dividends per share (Yen)</i>	15	40	100	120
Cash dividends paid(A)	520	1,388	3,373	4,008
Repurchase of treasury stock (B)	1,999	—	1,999	799
<b>Total return (A)+(B)</b>	2,519	1,388	5,373	4,808

Payout ratio	77.4%	84.0%	95.1%	87.1%
Total return ratio	368.8%	84.0%	150.2%	104.0%

# 5. Shareholders Return

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## ■ Retirement of Treasury Stock

- Type of shares to be retired : Common stock of the Company
- Total number of issued shares before retirement (including treasury stock)  
: 40,000,000 shares
- Number of shares to be retired : 4,000,000 shares  
(10.0% of total shares issued before retirement)
- Total number of issued shares after retirement (including treasury stock)  
: 36,000,000 shares
- Scheduled date of retirement : May 19, 2023

## (reference data)

(Millions of Yen)

	FY2024 2 <sup>nd</sup> half Forecast			FY2023 2 <sup>nd</sup> half Actual	
	Amount	Ratio to net sales	Difference (YOY)	Amount	Ratio to net sales
Net sales	33,800	100.0%	-3.6%	35,047	100.0%
Printing equipment business	33,000	97.6%	-3.7%	34,276	97.8%
Japan	15,500	45.9%	-8.1%	16,868	48.1%
Americas	2,800	8.3%	4.9%	2,668	7.6%
Europe	7,600	22.5%	0.4%	7,571	21.6%
Asia	7,100	21.0%	-1.0%	7,168	20.5%
Real estate business & others	800	2.4%	3.9%	770	2.2%
Gross profit	19,100	56.5%	-1.3%	19,356	55.2%
Selling, general & administrative expenses	17,600	52.1%	3.8%	16,963	48.4%
Operating Income	1,500	4.4%	-37.3%	2,393	6.8%
Ordinary Income	1,500	4.4%	-42.2%	2,596	7.4%
Profit attributable to the owner of parent	1,300	3.8%	-35.1%	2,001	5.7%





## (reference data)

(Millions of Yen)

	FY2024 Forecast			FY2023 Actual	
	Amount	Ratio to net sales	Difference (YOY)	Amount	Ratio to net sales
Net sales	72,100	100.0%	-3.4%	74,655	100.0%
Printing equipment business	70,400	97.6%	-3.6%	73,030	97.8%
Japan	33,300	46.2%	-9.9%	36,958	49.5%
Americas	5,500	7.6%	0.6%	5,465	7.3%
Europe	16,100	22.3%	1.0%	15,938	21.4%
Asia	15,500	21.5%	5.7%	14,666	19.6%
Real estate business & others	1,700	2.4%	4.6%	1,624	2.2%
Gross profit	40,500	56.2%	-3.7%	42,065	56.3%
Selling, general & administrative expenses	36,500	50.6%	1.1%	36,110	48.4%
Operating Income	4,000	5.5%	-32.8%	5,955	8.0%
Ordinary Income	4,100	5.7%	-33.9%	6,201	8.3%
Profit attributable to the owner of parent	3,200	4.4%	-30.8%	4,624	6.2%

