# SOUND MANAGEMENT PLAN

Following the announcement of its Sound Management Plan in March 2000, Ryobi Limited has made Companywide efforts to fulfill its objectives. Through a sweeping review that considers curtailing and withdrawing from unprofitable businesses, the plan aims to build a stable, high earnings structure by concentrating management resources to the fullest extent possible in such fields of expertise as die casting and printing equipment. The efforts and direction of each business, and status of the Sound Management Plan are as follows:

# 1) Die casting business

In the die casting business, Ryobi aims to strengthen and expand relationships with automobile manufacturers by utilizing our know-how as a world-leading die casting manufacturer and our three-region structure of Japan, the United States and Europe. In addition, we have worked aggressively to expand sales in such non-automobile fields as electronics and communications, and aluminum die casting products are attracting attention from various fields for their light weight and superior recyclability.

# 2) Printing equipment business

The Company is bolstering new product development, manufacturing capacity and sales capabilities to further reinforce its solid reputation in world markets by advancing high-precision multicolor and functions. By responding to advancements in information technology and digitization, as well as by expanding from small-size to medium-size printing presses, we are developing a total printing system from prepress to press.

- 3) Power tools business
- (1) In the power tools business, the Company is con-

- ducting a sweeping review, including the sale of businesses.
- a) We sold the power tools business of four companies in North America and the sales business of two sales companies in Europe to TechTronic Industries Co., Ltd. (Hong Kong). Moreover, the lawn and garden equipment business of four companies in North America was sold to MTD Products Inc (U.S.A.).
- b) We have decided to sell two sales companies in Oceania to a third party, and are proceeding with negotiations.
- c) In the domestic power tools business, the Company is proceeding to strengthen cross-sectional management of the Group while streamlining the organization, reducing personnel and unifying and eliminating models to improve profitability and strengthen competitiveness. In particular, we are building a cost competitive manufacturing structure through such efforts as accelerating the transfer of production to a subsidiary in Dalian, China.
- (2) In the builders' hardware business, the Company is strengthening competitiveness by transferring production of such mainstay products as door closers to a manufacturing subsidiary in Dalian, China. We are also focusing efforts on the development and sale of products for new fields.

# **PERFORMANCE**

During the six months ended 30th September 2001, consolidated net sales fell 19.4% to \$79,943 million, with domestic net sales down 11.0% to \$52,295 million and overseas net sales declining 31.6% to \$27,648 million, compared with the same period of the previous fiscal year.

Operating income totaled ¥3,135 million, a decrease of 52.8% from a year earlier. Net income was restored to ¥815 million, compared with a net loss of ¥410 million in the same period of the previous fiscal year. The fall in net sales was primarily due to a decline in sales of the domestic die casting business, and the sale of the lawn and garden equipment business in North America and the fishing tackle business.

By segment, sales of the die casting business were down 5.5% to ¥50,373 million. Operating income dropped 41.6% to \(\xi\$2,756 million, resulting in a ratio of operating income to net sales of 5.5%, a decline of 3.4 percentage points for the segment. Primary factors behind these declines were lower sales in the core automobile field and fewer sales in the electronics and communications field due to slower demand in ITrelated fields. In particular, exports of domestic automobile manufacturers were favorable to North America and Asia in the same period of the previous fiscal year, making a considerable difference with results this term.

Sales of the printing equipment business slipped 0.3% to ¥11,638 million. Operating income fell 53.1% to ¥247 million, and the ratio of operating income to net sales decreased 2.4 percentage points to 2.1%. On top of no growth in sales in Japan and overseas, increased sales competition in the market applied downward pressure on profits. Despite these results, the new digital offset press RYOBI 3404DI won the Distinctive Merit Award in the 31st Machinery and Industrial Design Awards, after the RYOBI 680 Series of medium-size offset presses won the Minister of International Trade and Industry Award in the Machinery and Industrial Design Awards.

Sales of the power tools business amounted to ¥17.023 million, a decline of 46.9% from the same period a year earlier. Operating income plummeted 81.6% to ¥325 million for a ratio of operating income to net sales of 1.9%, compared with 5.5% a year earlier. Most of this decrease is attributable to the sale of the lawn and garden equipment business in the same period of the previous fiscal year.

Sales of other business totaled ¥909 million. a fall of 56.4%. An operating loss of ¥196 million was posted, an improvement from the operating loss of ¥372 million a year earlier. The change in sales and operating loss was due to the sale of the fishing tackle business in the same period of the previous fiscal year.

We expect the economies of Japan and the world to weaken as a result of the terrorist attacks in the United States. Furthermore, the operating environment is changing at speeds beyond expectation. Despite these difficult conditions, Ryobi is focusing efforts on optimizing business scale, reinforcing the structure of each of its businesses and improving performance based on its Sound Management Plan.

Ryobi will make every effort to be a "Sound and Dynamic Corporation" to meet the expectations of its shareholders, customers and business associates. Thank you for your continued support.

December 2001

Hiroshi Urakami

Hirai Chakamo

President

	Millions of Yen		Thousands of U.S. Dollars*	
	30th September 2001	31st March 2001	30th September 2001	
ASSETS				
Current assets				
Cash and cash equivalents	¥ 15,535	¥ 18,669	\$ 130,109	
Time deposits	2,767	2,561	23,174	
Notes and accounts receivable, less allowances	39,523	46,888	331,013	
Inventories	33,668	34,226	281,977	
Prepaid expenses and other	1,391	2,116	11,650	
Total current assets	92,884	104,460	777,923	
Net property, plant and equipment	59,996	60,953	502,479	
Investments and other assets				
Investments in securities	9,261	10,922	77,563	
Investments in and advances to unconsolidated subsidiaries				
and affiliates	629	617	5,268	
Intangible fixed assets	2,179	2,253	18,250	
Deferred tax assets	10,783	10,556	90,310	
Other	3,560	3,240	29,815	
Total investments and other assets	26,412	27,588	221,206	
Total	¥179,292	¥193,001	\$1,501,608	
LIABILITIES AND SHAREHOLDERS' EQUITY				
Current liabilities  Short town homourings	V 91 577	V 24 440	0 904 404	
Short-term borrowings	¥ 31,577 28,591	¥ 34,440 23,959	\$ 264,464 239,456	
Current portion of long-term debt				
Notes and accounts payable	34,108 6.249	40,088 7.909	285,662 52.337	
Income taxes payable	101	133	32,337 846	
Accrued loss on disposal of business segment	771	1.810	6.457	
Other current liabilities	7,027	7,428	58,852	
Total current liabilities	108.424	115.767	908.074	
I and tann liabilities				
Long-term liabilities Long-term debt	32,119	39,594	269,003	
Accrued severance indemnities	4.582	4.116	38.375	
Other long-term liabilities	3,490	3,090	29.230	
Total long-term liabilities	40,191	46,800	336,608	
Minority interests	585	933	4.899	
Shareholders' equity			,	
Common stock, par value ¥50 per share:				
Authorised: 500,000,000 shares				
Issued: 171,230,715 shares	18,472	18,472	154,707	
Additional paid-in capital	23,517	23,517	196,960	
Deficits	(4,841)	(5,652)	(40,544)	
Unrealised gain on available-for-sale securities	1,399	2.229	11.717	
Adjustments on foreign currency statement translation	(8,390)	(9,001)	(70,268)	
Treasury stock	(65)	(64)	(545)	
Total shareholders' equity	30.092	29.501	252.027	
Total	¥179.292	¥193.001	\$1.501.608	

<sup>\*</sup> U.S. dollar amounts in this report, solely for the convenience of the reader, are translated from yen at the rate of \\$119.40 = US\\$1, the exchange rate prevailing on 30th September 2001.

**Consolidated Statements of Operations**Ryobi Limited and Consolidated Subsidiaries
(Six months ended 30th September 2001 and 2000) (Unaudited)

	Millions	Thousands of U.S. Dollars*	
	30th September 2001	30th September 2000	30th September 2001
Net sales Cost of sales	¥ 79,943 64.477	¥ 99,157 75,741	\$ 669,539 540,008
Gross profit	15.466	23.416	129,531
Selling, general and administrative expenses	12,331	16,776	103,275
Operating income	3,135	6,640	26,256
Other income		242	
Interest and dividends	198	213	1,658
Gain on sales of investment securities	351	_	2,940
Other	691	757	5,787
Total other income	1,240	970	10,385
Other expenses			
Interest	1,314	1,981	11,005
Early retirement benefits	551	62	4.615
Loss on disposal of business segment	113	4.615	946
Other	909	857	7,613
Total other expenses	2,887	7,515	24,179
Income before income taxes and other items	1,488	95	12,462
Income taxes	966	431	8,090
Minority interests	293	(74)	2,454
Net income (loss)	¥ 815	¥ (410)	\$ 6,826

**Consolidated Statements of Cash Flows**Ryobi Limited and Consolidated Subsidiaries
(Six months ended 30th September 2001 and 2000) (Unaudited)

	Millions	of Yen	Thousands of U.S. Dollars*
	30th September 2001	30th September 2000	30th September 2001
Net cash provided by operating activities	¥ 3,842	¥ 10,556	\$ 32,177
Payments for purchase of property, plant and equipment	(2,131)	(3,506)	(17,848)
Proceeds from sale of property, plant and equipment	370	328	3.099
Proceeds from sale of marketable securities	553	_	4.631
Increase in deposit	(206)	(8,179)	(1,725)
Proceeds from sale of business segment	<b>`731</b>	17,632	6,122
Payments for sale of business segment	(102)	(874)	(854)
Other, net	(546)	33	(4,572)
Net cash provided by ( used in ) investing activities	(1,331)	5,434	(11,147)
Financing activities			
Proceeds from long-term debt	2,000	13,700	16,750
Repayments of long-term debt	(5,004)	(10,176)	(41,910)
Decrease in short-term borrowings	(2,671)	(11,843)	(22,370)
Other	(181)	(157)	(1,515)
Net cash used in financing activities	(5,856)	(8,476)	(49,045)
Effect of exchange rate changes on cash and cash equivalents	211	(49)	1,767
Net increase (decrease) in cash and cash equivalents	(3,134)	7,465	(26,248)
Cash and cash equivalents at beginning of year	18,669	23,082	<b>156,357</b>
Cash and cash equivalents at end of year	¥ 15,535	¥ 30,547	\$ 130,109
Additional cash flow information			
Interest paid	¥ (1,413)	¥ (2,256)	\$ 11,834

			Millions	of Yen		
	2001					
	Die Castings	Printing equipment	Power tools	Other	Eliminations	Consolidated
Net sales Unaffiliated customers Intersegment	¥50,373 232	¥11,638 —	¥17,023 5	¥ 909 —	¥ — (237)	¥79,943 —
Total	50,605	11,638	17,028	909	(237)	79,943
Operating costs and expenses	47,849	11,391	16,703	1,105	(240)	76,808
Operating income (loss)	¥ 2,756	¥ 247	¥ 325	¥ (196)	¥ 3	¥ 3,135
_			Million			
_	Die Castings	Printing equipment	Power tools	00 Other	Eliminations	Consolidated
Net sales Unaffiliated customers Intersegment	¥53,317 238	¥11,676	¥32,080 39	¥2,084	¥ — (277)	¥99,157
Total	53,555	11,676	32,119	2,084	(277)	99,157
Operating costs and expenses	48,834	11,150	30,358	2,456	(281)	92,517
Operating income (loss)	¥ 4,721	¥ 526	¥ 1,761	¥ (372)	¥ 4	¥ 6,640
	Thousands of U.S. Dollars*  2001					
	Die Castings	Printing equipment	Power tools	Other	Eliminations	Consolidated
Net sales Unaffiliated customers Intersegment	\$421, <b>88</b> 4 1,943	\$ 97,471 —	\$142,571 42	\$ 7,613 —	S — (1,985)	\$669,539 —
Total	423,827	97,471	142,613	7,613	(1,985)	669,539
Operating costs and expenses	400,745	95,402	139,891	9,255	(2,010)	643,283
Operating income (loss)	\$ 23,082	\$ 2,069	\$ 2,722	\$(1,642)	\$ 25	\$ 26,256

# **Geographical Segment Information**(Six months ended 30th September 2001 and 2000)

			Millions of Yen				
	2001						
	Japan	North America	Other overseas	Eliminations	Consolidated		
Net sales Unaffiliated customers Intersegment	¥60,104 2,191	¥ 10,764 2	¥9,075 1,934	¥ — (4,127)	¥ 79,943 —		
Total	62,295	10,766	11,009	(4,127)	79,943		
Operating costs and expenses	60,208	10,521	10,410	(4,331)	76,808		
Operating income	¥ 2,087	¥ 245	¥ 599	¥ 204	¥ 3,135		
	Millions of Yen						
			2000				
	Japan	North America	Other overseas	Eliminations	Consolidated		
Net sales Unaffiliated customers Intersegment	¥66,919 2,686	¥ 24,829 850	¥7,409 2,449	¥ — (5,985)	¥ 99,157		
Total	69,605	25,679	9,858	(5,985)	99,157		
Operating costs and expenses	65,448	23,864	9,119	(5,914)	92,517		
Operating income	¥ 4,157	¥ 1,815	¥ 739	¥ (71)	¥ 6,640		
		1	Thousands of U.S. Dollars	*			
_			2001				
	Japan	North America	Other overseas	Eliminations	Consolidated		
Net sales Unaffiliated customers	\$503,383	\$ 90,151	\$76,005	s –	\$669,539		

	2001					
	Japan	North America	Other overseas	Eliminations	Consolidated	
Net sales Unaffiliated customers Intersegment	\$503,383 18,350	\$ 90,151 17	\$76,005 16.198	8 — (34,565)	\$669,539 	
Total	521,733	90,168	92,203	(34,565)	669,539	
Operating costs and expenses	504,254	88,116	87,186	(36,273)	643,283	
Operating income	\$ 17,479	\$ 2,052	\$ 5,017	\$ 1,708	\$ 26,256	

# **Export Sales and Sales by Overseas Subsidiaries** (Six months ended 30th September 2001 and 2000)

	Million	s of Yen	Thousands of U.S. Dollars*	Percentage against consolidated net sales	
	2001	2000	2001	2001	2000
North America	¥13,927 9,433	¥27,757 8.543	\$116,642 79,003	17.4% 11.8	28.0% 8.6
EuropeOther	4,288	4,093	35,913	5.4	4.1
Total	¥27,648	¥40,393	\$231,558	34.6%	40.7%

# **Company Outline**

# MAJOR PRODUCTS:

Die casting products

Printing equipment (offset printing presses, prepress systems, etc.)

Power tools (electric power tools, lawn and garden equipment, engine tools, etc.)

Builders' hardware (door closers, hinges, etc.)

Sporting goods (golf equipment, etc.)

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URL: http://www.ryobi-group.co.jp

# Shareholder Information

1. NUMBER OF SHARES ISSUED:

171,230,715 Shares

2. LISTINGS

Common Stock—Tokyo, Osaka Continental Depositary Receipts—Frankfurt

3. TRANSFER AGENT:

The Mitsubishi Trust and Banking Corporation 11-1, Nagata-cho 2-chome, Chiyoda-ku, Tokyo 100-8212, Japan

4. RELAYING OFFICES:

All domestic branches of The Mitsubishi Trust and Banking Corporation