Roland Corporation
Financial Results Briefing for the Second Quarter of the Fiscal Year Ending December 31, 2026

Date & Time: August 7, 2026, 1:00–1:40 p.m. JST

Speakers: Masahiro Minowa, CEO and Representative Director; Yoshiyuki Shimizu, CFO and Executive Officer; Kenji Hori, Vice President and Head of Investor Relations

Q1. Excluding foreign exchange effects, second-quarter sales for the three-month period were roughly flat year on year. How do you view current demand trends?

We do not see any significant changes in demand, and believe the musical instrument market continues to recover gradually. Compared with the prior year, growth appears more moderate because we had already implemented price optimization measures last year. In addition, temporary product shortages also affected sales performance.

Q2. Regarding the acceleration of backlog shipments, which products are currently supply-constrained, and how do you plan to increase shipments?

Some products within Creation-related products continue to experience supply constraints due to strong demand. In addition, certain Keyboard and Percussion & Wind products have experienced temporary supply-demand imbalances. For models targeted at emerging markets, supply is expected to improve further from the third quarter onward. Production capacity itself is not constrained, and we are addressing the situation by reviewing production priorities.

Q3. Please discuss the current situation in China and your outlook for the remainder of the year.

Sales in China appeared particularly strong in the first quarter, partly due to shipments associated with major online sales events held in June. Subsequently, economic conditions weakened and online sales events did not perform as expected, resulting in a slowdown in the recovery trend that had continued since mid-last year. As this change in trend only became apparent in the latter part of the second quarter, we will continue to monitor developments, including the performance of new products scheduled for launch from the third quarter onward.

Q4. What is the total amount of tariff refund claims filed, and how would successful refunds affect earnings?

The total amount of tariff refund claims filed is approximately ¥3.0 billion. Refunds recognized during the first half amounted to only several tens of millions of yen. Any future refunds will be recorded as a reduction in cost of sales and would therefore positively impact operating profit.

Q5. If tariff refunds are realized, how do you intend to use the proceeds?

We do not intend to allocate the refunds to any specific purpose. Decisions regarding the use of funds will be made comprehensively, taking into account overall profitability, cost inflation beyond semiconductor memory, price optimization measures, sales initiatives and growth investments.

Q6. Please explain the impact of rising semiconductor memory prices and the potential effect on next fiscal year.

At the beginning of the fiscal year, we expected memory-related cost increases of approximately ¥200-300 million. However, costs have risen significantly beyond those assumptions. We currently expect an impact of approximately ¥1.6-1.8 billion in the second half, with memory-related costs representing the majority of that increase. While it is difficult to provide a definitive outlook for next year due to uncertainty in pricing trends, if current conditions persist, the impact could reach roughly twice the second-half level. To address this, we plan to implement a combination of price optimization, cost reductions in other raw materials and SG&A efficiency measures.

Q7. How are you approaching price optimization in response to higher memory costs?

We intend to implement price optimization measures in stages. In addition to pricing actions, we plan to offset cost increases through a combination of raw material cost reductions and SG&A efficiency improvements.

Q8. How has the semiconductor memory procurement environment deteriorated?

Suppliers have not stopped providing commitments for next year's requirements. However, the challenge extends beyond specific memory products and now involves changes in wafer allocation at a higher level of the supply chain, particularly between AI/data center demand and consumer electronics demand. As a result, securing the required volume through engagement further upstream in the supply chain has become a new challenge.

Q9. Will the review of development priorities in response to semiconductor memory shortages affect new product launches or the Mid-term Management Plan?

There are currently no significant changes to planned product launch schedules or development priorities for this fiscal year. Although product priorities and resource allocation for products scheduled for launch next year and beyond may change somewhat, we do not currently expect any material impact on the Mid-term Management Plan.

(*) This material summarizes key questions asked by the participants in the meeting. Some communications have been revised to clarify the meaning of our responses further.

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