

Summary of Consolidated Financial and Business Results
for the First Quarter of the Year Ending March 2022

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(All yen figures are rounded down to the nearest one million yen)

1. Results for the First Quarter of the Year Ending March 31, 2022 (April 1, 2021 - June 30, 2021)

(Unaudited)

(1) Consolidated Business Results

(Figures shown in percentage are ratios compared to the same period of the previous year)

	Net sales		Operating income		Ordinary income		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
First Quarter of FY2021	342,721	6.5	28,054	155.4	34,569	482.6	20,610	860.0
First Quarter of FY2020	321,869	(14.3)	10,984	(54.5)	5,933	(74.8)	2,146	(82.1)

Note: Comprehensive income
 First Quarter of FY2021 45,125 million yen
 First Quarter of FY2020 (11,065) million yen

	Profit per share	Diluted profit per share
	Yen	Yen
First Quarter of FY2021	20.81	20.80
First Quarter of FY2020	2.17	2.17

Note: Oji Holdings has applied the "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29, March 31, 2020), etc. effective from the beginning of the first quarter of the current consolidated fiscal year. The Accounting Standard for Revenue Recognition has been accounted for in the consolidated financial results for the fiscal year ending in March 2022.

(2) Consolidated Financial Condition

	Total assets	Net assets	Shareholders' equity ratio	Net assets per share
	Millions of yen	Millions of yen	%	Yen
First Quarter of FY2021	2,011,192	827,010	38.6	783.63
Year ended March 2021	1,981,438	865,606	37.9	758.28

Note: Shareholders' equity
 First Quarter of FY2021 776,092 million yen
 FY2020 750,981 million yen

2. Cash Dividends

	Dividend per share				
	End of 1Q	End of 2Q	End of 3Q	End of FY	Annual
	Yen	Yen	Yen	Yen	Yen
FY2020	—	7.00	—	7.00	14.00
FY2021	—				
FY2021 (Forecast)		7.00	—	7.00	14.00

Note : Change in forecast of dividend ... None

3. Consolidated Forecasts for the Year Ending March 2022 (April 1, 2021-March 31, 2022)

(Figures shown in percentage for the full year are ratios compared to the previous year,
 Figures shown in percentage for Second Quarter are ratios compared to the same period of the previous year)

	Net sales		Operating income		Ordinary income		Profit attributable to owners of parent		Profit per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Second Quarter (cumulative)	700,000	7.3	50,000	70.6	50,000	126.3	30,000	191.6	30.29
Full year	1,450,000	6.7	120,000	41.5	120,000	44.5	70,000	41.0	70.68

Note : Change in consolidated forecasts ... No

4. Notes

- (1) Changes in important subsidiaries
(changes regarding specified subsidiaries accompanying changes in the scope of consolidation) : None
- (2) Application of simple accounting methods and quarterly peculiar accounting methods : None
- (3) Changes in accounting methods compared with recent consolidated accounting periods
- | | |
|--|------|
| (i) Changes due to accounting standard changes : | Yes |
| (ii) Changes besides (i) : | None |
| (iii) Accounting estimate change : | None |
| (iv) Restatement : | None |
- (4) Outstanding balance of issued shares (common stock)
- | | | | |
|--|---------------|-------------------------|---------------|
| (i) Outstanding balance of issued shares at the end of fiscal year (Including treasury shares) | | | |
| First Quarter of FY2021 | 1,014,381,817 | FY2020 | 1,014,381,817 |
| (ii) Outstanding balance of treasury shares at the end of fiscal year | | | |
| First Quarter of FY2021 | 24,001,338 | FY2020 | 24,002,558 |
| (iii) Weighted average number of shares during fiscal year | | | |
| First Quarter of FY2021 | 990,380,364 | First Quarter of FY2020 | 990,012,407 |

NOTICE

- This document is exempt from audit procedures required by Financial Instruments and Exchange Act.
- Forecasts released are based on expectations of future economic conditions as of the date of publication. The actual results may differ drastically from these forecasts due to various factors that may arise in the future.
- This document is an excerpt translation of the Japanese original and is only for reference purposes. In the event of any discrepancy between this translation and the Japanese original, the latter shall prevail.

1. Qualitative Information Concerning Business Performance and Financial Situation

(1) Qualitative Information Concerning Business Performance

Business Performance for the First Quarter of FY2021 (April 1, 2021 - June 30, 2021)

	Net Sales	Operating Profit	Ordinary Profit	Profit Attributable to Owners of Parent	Profit Per Share
	Billions of yen	Billions of yen	Billions of yen	Billions of yen	Yen
1st Quarter of FY2021	342.7	28.1	34.6	20.6	20.81
1st Quarter of FY2020	321.9	11.0	5.9	2.1	2.17
Increase (Decrease)	20.9	17.1	28.6	18.5	
Increase (Decrease)	6.5%	155.4%	482.6%	860.0%	

The Oji Group has set "Profitability Improvement of Domestic Business", "Expansion of Overseas Business" and "Promotion of Innovation" as the fundamental policies of its FY2019-2021 Medium-term Management Plan. Through "Contribution to a Sustainable Society", we aim to become a global corporate group which stably maintains consolidated operating profit of more than ¥100.0 billion.

Based on the fundamental policies, in the domestic business, we have focused on restructuring our production system to respond to the structural changes in demand, and worked to improve capital efficiency while concentrating management resources on promising businesses to strengthen our ability to generate cash flow. In regard to overseas business, we have organically expanded the existing operations by expanding the number of overseas operations as well as developing new businesses utilizing existing infrastructure. We have also worked to create synergies among our businesses as well as operations. In regard to promoting innovation, we have promoted the development and the early commercialization of new businesses and products that meet the needs of the environment and society, in order to actualize "Contribution to a Sustainable Society".

As the business environment has changed drastically due to the spread of COVID-19 and consumption structure, lifestyles, and working styles have diversified, many opportunities and risks are expected to expand. Meanwhile, we will continue to steadily implement strategic measures to improve our corporate value in line with our fundamental policies of management strategies in Medium-term Management Plan. We will also promptly and appropriately implement business structure reforms in light of environmental changes caused by COVID-19.

Consolidated net sales for the first quarter of FY2021 increased by ¥20.9 billion to ¥342.7 billion (year-on-year increase of 6.5%) due to a gradual recovery in market conditions and an increase in pulp sales prices. Overseas sales ratio increased by 3.7 points from the previous year to 32.4%.

Consolidated operating profit increased by ¥17.1 billion to ¥28.1 billion (year-on-year increase of 155.4%) due to increased profit in each segment. Ordinary profit increased by ¥28.6 billion to ¥34.6 billion (year-on-year increase of 482.6%) due in part to an increase in operating profit and foreign exchange gains. Profit before taxes increased by ¥27.3 billion to ¥33.9 billion (year-on-year increase of 411.9%), and profit attributable to owners of parent increased by ¥18.5 billion to ¥20.6 billion (year-on-year increase of 860.0%). Oji Holdings has applied "Accounting Standard for Revenue Recognition (ASBJ Statement No. 29, March 31, 2020)" from the beginning of the first quarter of FY2021 and changed the accounting method for revenue recognition. Please refer to "Notes of Consolidated Quarterly Financial Statement (Changes in accounting policies)" on page 11 of the attached document for more details.

Overview of Business Performance for the First Quarter of FY2021 by Segment

(i) Business Performance by Segment

(Unit: Billions of yen)

		Net Sales			Operating Profit(Loss)		
		1st Quarter of FY2020	1st Quarter of FY2021	Increase (Decrease)	1st Quarter of FY2020	1st Quarter of FY2021	Increase (Decrease)
Reporting Segment	Household & Industrial Materials	152.2	167.3	9.9%	5.3	8.6	61.4%
	Functional Materials	48.6	45.1	(7.2%)	3.3	3.4	2.2%
	Forest Resources & Environment Marketing	58.5	66.8	14.3%	1.3	9.7	666.9%
	Printing & Communications Media	56.2	57.8	2.8%	(1.0)	4.8	—
	Total	315.6	337.1	6.8%	8.9	26.5	199.0%
Others		63.1	71.4	13.1%	1.2	2.0	59.9%
Total		378.7	408.5	7.9%	10.1	28.5	182.0%
Adjustment (*)		(56.8)	(65.8)		0.9	(0.4)	
Consolidated total		321.9	342.7	6.5%	11.0	28.1	155.4%

*Adjustment is mainly those concerning internal transactions.

(ii) Overview of Business Performance by Segment

The Oji Group's four reporting segments are: "Household and Industrial Materials", "Functional Materials", "Forest Resources and Environment Marketing", and "Printing and Communications Media". Each of the reporting segment consists of those that are recognized to be similar in terms of economic characteristics, manufacturing methods or processes of products, markets in which products are sold, and types of customers, among the constituent units of the Oji Group. Business segments that are not included in the reporting segments are classified as "Others".

Major business lineup for the segments are as follows.

- Household and Industrial Materials:
Containerboard/corrugated containers, boxboard/folding cartons, packing paper/paper bags, household paper, disposable diapers, etc.
- Functional Materials:
Specialty paper, thermal paper, adhesive materials, film, etc.
- Forest Resources and Environment Marketing:
Pulp, energy, forest plantation/lumber processing, etc.
- Printing and Communications Media:
Newsprint, printing/publication/communication paper, etc.
- Others:
Real estate, engineering, trading business, logistics, etc.

As stated in "Changes in accounting policies", "Accounting Standard for Revenue Recognition (ASBJ Statement No. 29, March 31, 2020)" has been adopted from the beginning of the current first quarter and the accounting method for revenue recognition and the method used to calculate profit and loss for business segments have been changed. As a result of this change, compared to the previous method, net sales in the current first quarter decreased by ¥0.6 billion for Household and Industrial Materials segment, ¥3.4 billion for Functional Materials segment, ¥0.1 billion for Forest Resources and Environment Marketing segment, ¥6.8 billion for Printing and Communications Media segment, and ¥2.0 billion for Others. The effects on each segment's profit or loss is immaterial.

○Household and Industrial Materials

In the first quarter of FY2021, net sales amounted to ¥167.3 billion (year-on-year increase of 9.9%), and operating profit was ¥8.6 billion (year-on-year increase of 61.4%).

Regarding domestic business, domestic sales volume of containerboard and corrugated containers increased from the previous year, due to continued steady sales for e-commerce industry as a result of a trend of staying home to prevent the spread of COVID-19, in addition to the overall recovery in demand. As for boxboard, domestic sales volume increased from the previous year due to a recovery in demand for souvenirs and gifts, which had declined in the previous year on account of the trends of staying home and refraining from holding events. Export sales volume of boxboard increased from the previous year. As for packing paper, domestic sales volume increased from the previous year due in part to a recovery of economic activities in the automotive industry despite a continual decline in demand due to the trend of staying home and the restriction on economic activities. Export sales volume increased from the previous year. As for disposable diapers for babies, domestic sales volume decreased, but export sales volume remained static from the previous year. As for disposable diapers for adults, sales volume decreased from the previous year. As for household paper, sales volume remained static from the previous year.

Regarding overseas business, in Southeast Asia, in containerboard business, both sales volume and sales amount increased from the previous year due to strong demand from converting companies. As for corrugated containers, sales volume and sales amount increased from the previous year due to strong sales since the end of last year and penetration of a price increase. As for disposable diapers, in Malaysia, sales volume decreased from the previous year due to sluggish sales at retail stores on account of the impact of COVID-19. In Indonesia, sales volume increased significantly from the previous year due to our continual efforts for sales expansion at convenience stores. In Oceania, as for containerboard, export sales volume decreased from the previous year due in part to a disruption of marine transport schedules accompanying the worldwide shortage of containers. As for corrugated containers, sales volume increased from the previous year both in New Zealand and Australia.

○Functional Materials

In the first quarter of FY2021, net sales amounted to ¥45.1 billion (year-on-year decrease of 7.2%), and operating profit was ¥3.4 billion (year-on-year increase of 2.2%).

Regarding domestic business, overall sales volume and sale amount increased from the previous year due to an increase in demands for films for condensers used in electric vehicles (electric vehicles, hybrid vehicles, plug-in hybrid vehicles and fuel cell vehicles), film separate for manufacturing electronic components for smartphones, and paper for manufacturing electronic components, although demands for tickets and luxury packages have continued to decrease due to a decline in the number of tourists visiting Japan and decrease in events held accompanying the spread of COVID-19. As for thermal paper, sales volume remained static but sales amount decreased from the previous year on account of a decline in demand for high-priced products for medical applications.

Regarding overseas business, sales volume increased from the previous year in Southeast Asia, and remained static in South America. However, sales volume decreased in Europe from the previous year in reaction to customers' trends to secure inventories in the previous year.

○Forest Resources and Environment Marketing

In the first quarter of FY2021, net sales amounted to ¥66.8 billion (year-on-year increase of 14.3%), and operating profit was ¥9.7 billion (year-on-year increase of 666.9%).

Regarding domestic business, sales volume of pulp business increased from the previous year mainly because of an increase in the export volume of dissolving pulp to China due to a recovery from the economic stagnation caused by the spread of COVID-19. Sales volume of energy business decreased from the previous year due to suspension of facilities at MPM Oji Eco-Energy Co., Ltd. following regular inspections.

Regarding overseas business, sales volume of pulp business decreased from the previous year, while sales amount increased due to an increase in pulp sales prices. As for lumber business, sales volume increased from the previous year.

○Printing and Communications Media

In the first quarter of FY2021, net sales amounted to ¥57.8 billion (year-on-year increase of 2.8%), and operating profit was ¥4.8 billion (year-on-year increase of ¥5.8 billion).

Regarding domestic business, sales volume of newsprint slightly increased from the previous year partly because we partially supplemented the industry-wide supply shortage caused by the suspension of facilities at other companies due to a disaster, despite a continual trend of demand decline. As for printing paper, sales volume increased from the previous year in a reaction to the economic stagnation caused by the spread of COVID-19 in the previous year. In regard to those for publication use, sales volume decreased due in part to reduced circulation of women's magazines, travel magazines, sports magazines, etc. In regard to those for commercial printing use, sales volume increased from the previous year due in part to a recovery from a significant decline in demand for catalogs, posters, flyers, etc. as a result of the trend of refraining from holding events in the previous year. As for communication paper, sales volume increased from the previous year due to a recovery from a significant decrease in demand in offices as a result of the spread of working from home in the previous year.

Regarding overseas business, at Jiangsu Oji Paper Co., Ltd., sales volume of printing paper increased from the previous year as the outbreak of COVID-19 in China has subsided and the economic activity has begun to show signs of recovery.

Consolidated quarterly balance sheets

(Unit : Millions of yen)

	FY2020 Mar 31,2021	First Quarter / FY2021 Jun 30,2021
Assets		
Current assets		
Cash and deposits	130,529	100,822
Notes and accounts receivable - trade	297,718	—
Notes and accounts receivable - trade, and contract assets	—	307,508
Securities	5,725	8,393
Merchandise and finished goods	86,440	92,213
Work in process	19,273	21,927
Raw materials and supplies	89,090	94,008
Other	41,667	39,894
Allowance for doubtful accounts	(1,675)	(1,574)
Total current assets	668,770	663,195
Non-current assets		
Property, plant and equipment		
Buildings and structures, net	191,231	191,938
Machinery, equipment and vehicles, net	298,937	306,525
Land	239,052	239,374
Other, net	312,192	337,062
Total property, plant and equipment	1,041,413	1,074,900
Intangible assets		
Goodwill	3,122	2,986
Other	9,049	9,287
Total intangible assets	12,171	12,274
Investments and other assets		
Investment securities	163,961	163,063
Other	96,073	98,696
Allowance for doubtful accounts	(952)	(938)
Total investments and other assets	259,083	260,822
Total non-current assets	1,312,668	1,347,997
Total assets	1,981,438	2,011,192

(Unit : Millions of yen)

	FY2020	First Quarter /
	Mar 31,2021	FY2021
		Jun 30,2021
Liabilities		
Current liabilities		
Notes and accounts payable - trade	197,950	207,547
Short-term borrowings	129,963	138,230
Commercial papers	—	38,000
Income taxes payable	11,526	8,529
Provisions	4,874	4,406
Other	97,399	90,737
Total current liabilities	441,713	487,452
Non-current liabilities		
Bonds payable	155,000	155,000
Long-term borrowings	362,718	381,928
Provisions	4,991	4,515
Retirement benefit liability	54,010	54,221
Other	97,397	101,064
Total non-current liabilities	674,117	696,729
Total liabilities	1,115,831	1,184,181
Net assets		
Shareholders' equity		
Share capital	103,880	103,880
Capital surplus	109,100	104,819
Retained earnings	493,224	507,266
Treasury shares	(13,400)	(13,400)
Total shareholders' equity	692,805	702,566
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	31,654	29,753
Deferred gains or losses on hedges	2,721	1,823
Revaluation reserve for land	5,684	5,684
Foreign currency translation adjustment	(6,418)	12,451
Remeasurements of defined benefit plans	24,533	23,811
Total accumulated other comprehensive income	58,176	73,525
Share acquisition rights	199	199
Non-controlling interests	114,426	50,719
Total net assets	865,606	827,010
Total liabilities and net assets	1,981,438	2,011,192

Consolidated quarterly statements of income

(Unit : Millions of yen)

	First Quarter / FY2020 Apr '20 - Jun'20	First Quarter / FY2021 Apr '21 - Jun'21
Net sales	321,869	342,721
Cost of sales	251,319	259,713
Gross profit	<u>70,550</u>	<u>83,007</u>
Selling, general and administrative expenses		
Freight and incidental costs	31,915	26,400
Employees' salaries	12,920	13,064
Other	14,729	15,488
Total selling, general and administrative expenses	<u>59,565</u>	<u>54,953</u>
Operating profit	<u>10,984</u>	<u>28,054</u>
Non-operating income		
Interest income	386	174
Dividend income	1,439	1,256
Share of profit of entities accounted for using equity method	—	444
Foreign exchange gains	—	2,844
Gain on valuation of derivatives	—	3,380
Other	1,909	1,553
Total non-operating income	<u>3,735</u>	<u>9,654</u>
Non-operating expenses		
Interest expenses	1,498	1,646
Share of loss of entities accounted for using equity method	1,635	—
Foreign exchange losses	3,364	—
Other	2,289	1,492
Total non-operating expenses	<u>8,787</u>	<u>3,139</u>
Ordinary profit	<u>5,933</u>	<u>34,569</u>
Extraordinary income		
Gain on sale of non-current assets	0	43
Other	2,875	12
Total extraordinary income	<u>2,875</u>	<u>56</u>
Extraordinary losses		
Extra retirement payments	279	309
Loss on retirement of non-current assets	428	276
Other	1,479	144
Total extraordinary losses	<u>2,187</u>	<u>731</u>
Profit before income taxes	<u>6,621</u>	<u>33,894</u>
Income taxes - current	3,693	7,365
Income taxes - deferred	1,886	2,901
Total income taxes	<u>5,580</u>	<u>10,267</u>
Profit	<u>1,041</u>	<u>23,627</u>
Profit (loss) attributable to non-controlling interests	<u>(1,105)</u>	<u>3,016</u>
Profit attributable to owners of parent	<u>2,146</u>	<u>20,610</u>

Consolidated quarterly statements of comprehensive income

(Unit : Millions of yen)

	First Quarter / FY2020 Apr '20 - Jun'20	First Quarter / FY2021 Apr '21 - Jun'21
Profit	1,041	23,627
Other comprehensive income		
Valuation difference on available-for-sale securities	3,344	(2,096)
Deferred gains or losses on hedges	962	(896)
Foreign currency translation adjustment	(15,421)	24,610
Remeasurements of defined benefit plans, net of tax	(433)	(720)
Share of other comprehensive income of entities accounted for using equity method	(557)	600
Total other comprehensive income	<u>(12,107)</u>	<u>21,497</u>
Comprehensive income	<u>(11,065)</u>	<u>45,125</u>
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	(6,509)	36,069
Comprehensive income attributable to non-controlling interests	(4,556)	9,055

(Changes in accounting policies)

(Application of Accounting Standard for Revenue Recognition, etc.)

“Accounting Standard for Revenue Recognition” (ASBJ Statement No. 29, March 31, 2020. Hereinafter “Revenue Recognition Standard”) and related guidelines have been adopted from the beginning of the current first quarter. In line with this adoption, revenue is recognized at the time of the transfer of controls for promised goods or services to customers in the amount that reflects the consideration to which they expect to be entitled in exchange for those goods or services.

The main changes due to the adoption of the new accounting standard are in the accounting treatment of consideration paid to customers, such as sales incentives, and in the accounting treatment of transactions in which purchased goods are sold to customers. With respect to sales incentives and other consideration paid to customers, a portion of the expenses that were previously recorded in selling, general and administrative expenses are now reduced from sales. In addition, as for transactions in which purchased goods are sold to customers, revenue was previously recognized at the total amount of consideration received from the customer, but has partly changed to be recognized at the net amount received from the customer less the amount paid to the supplier.

In adopting the Revenue Recognition Standard, in accordance with the transitional treatment set forth in the proviso of Article 84 of the Revenue Recognition Standard, the cumulative effect of retrospective application of the standards prior to the beginning of the current first quarter was added to or subtracted from retained earnings at the beginning of the current first quarter. The new accounting policy was applied from the beginning balance of the current first quarter. However, Oji Holdings has applied the method prescribed in Article 86 of the Revenue Recognition Standard and has not retrospectively applied the new accounting policy to contracts in which almost all the revenue amounts were recognized in accordance with the previous treatment prior to the beginning of the current first quarter. In addition, Oji Holdings has applied the method prescribed in Article 86, Paragraph (1) of the Revenue Recognition Standard, and accounted for contract changes made prior to the beginning of the current first quarter based on the contract terms after reflecting all contract changes, and added or subtracted the cumulative effect of such changes to retained earnings at the beginning of the current first quarter.

As a result, for the period of current first quarter, net sales decreased by ¥12,911 million, cost of sales decreased by ¥5,469 million, selling, general and administrative expenses decreased by ¥7,376 million, non-operating expenses decreased by ¥27 million, operating profit decreased by ¥65 million, and ordinary profit and profit before income taxes respectively decreased by ¥37 million, . In addition, the balance of retained earnings at the beginning of the current first quarter increased by ¥110 million. The impact on information per share is immaterial.

Due to the adoption of the Revenue Recognition Standard, "Trade notes and accounts receivable" which was presented in "Current assets" of the consolidated balance sheet for the previous fiscal year, is included in "Trade notes and accounts receivable, and contract assets" from the first quarter of the current fiscal year. In accordance with the transitional treatment set forth in Article 89-2 of the Revenue Recognition Standard, consolidated financial statements for past periods have not been reclassified using the new presentation method. Furthermore, in accordance with the transitional treatment prescribed in Article 28-15 of the "Accounting Standard for Quarterly Financial Reporting" (ASBJ Statement No. 12, March 31, 2020), information on revenue generated from contracts with customers broken down for the first quarter of the previous fiscal year has not been presented.

(Application of Accounting Standard for Fair Value Measurement, etc.)

“Accounting Standard for Fair Value Measurement” (ASBJ Statement No. 30, July 4, 2019. Hereinafter “Fair Value Measurement Standard”) and other standards have been adopted from the beginning of the current first quarter, and in accordance with the transitional treatment set forth in Article 19 of Fair Value Measurement Standard and Article 44-2 of “Accounting Standard for Financial Instruments” (ASBJ Statement No. 10, July 4, 2019), Oji Holdings will continue to apply new accounting policies prescribed by Fair Value Measurement Standard and other standards into the future. The effects of this adoption on the quarterly consolidated financial statements are immaterial.