

# Oji Holdings Corporation FY2024 IR Briefing Session

December 10<sup>th</sup>, 2024

### Agenda



Time	Titles	Presenter
3:00 PM	Opening	Moderator
3:05 PM	Introduction Growth Strategies of Oji Holdings ~Growing Forests, Utilizing Forests~	Representative Director of the Board President and Group CEO Hiroyuki Isono
3:15 PM	Growing Forests Initiatives to Establish the Economic Value of Oji Forests toward the Era of Natural Capital Accounting	Oji Forest Value-Creation & Promotion Department
3:25 PM	Utilizing Forests Introduction	Executive Officer General Manager, Innovation Promotion Division Kohei Michikawa
3:35 PM	Utilizing Forests : Theme1 Utilizing Forest Resources, to Develop "Biomanufacturing Technology" (Sugar Solution • Ethanol • PLA (Polylactic Acid))	Innovation Promotion Division Biochemical Research Center
3:50 PM	Utilizing Forests : Theme2 Utilizing Forest Resources, to Develop Advanced Biomass Photoresist for Semiconductor Applications	Innovation Promotion Division Strategic Planning Department Incubation Section
4:05 PM	Q&A Session	PIC of each theme
4:35 PM	Closing	Moderator



## Growth Strategies of Oji Holdings ~Growing Forests, Utilizing Forests~

Representative Director of the Board

President & Group CEO

Hiroyuki Isono

Introduction Purpose



## Grow and manage the sustainable forest

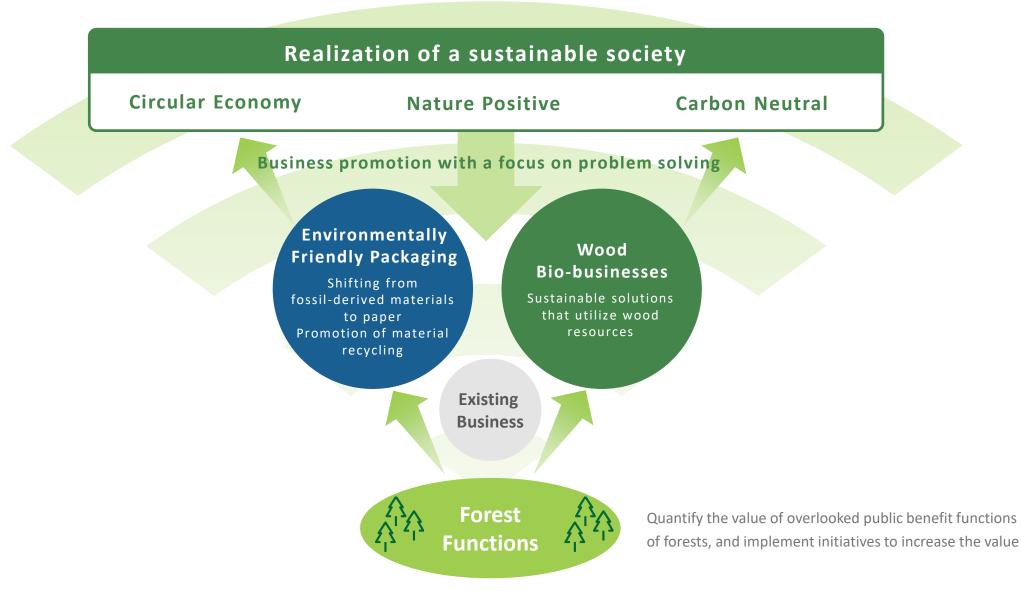
## Develop and deliver the products from renewable forest

## And

## Oji will bring this world a brighter future filled with hope.

### **Initiatives for Sustainable Growth**





### Introduction [Topics: Initiatives of Forest Functions] Business Rooted in Forest Resources





Introduction **[**Topics : Early Expansion of Environmentally Friendly Packaging**]** 

### **Efforts to Provide a Solution for Plastic-free Products**



**Existing business** 

Strengthening the product lineup, acquiring technology and know-how, expanding areas

S ┵ U 5 σ 0 Š. 0

Corrugated container **General packaging** paper **General folding** carton

Japan

SEA

Oceania

Area

• **IPI** (Italy : 2023) Acquisition of a liquid packaging company



- Walki [Finland : 2024] Acquisition of an advanced materials conversion company
- Deluxe (Taiwan:2024) Investments in a molded pulp company





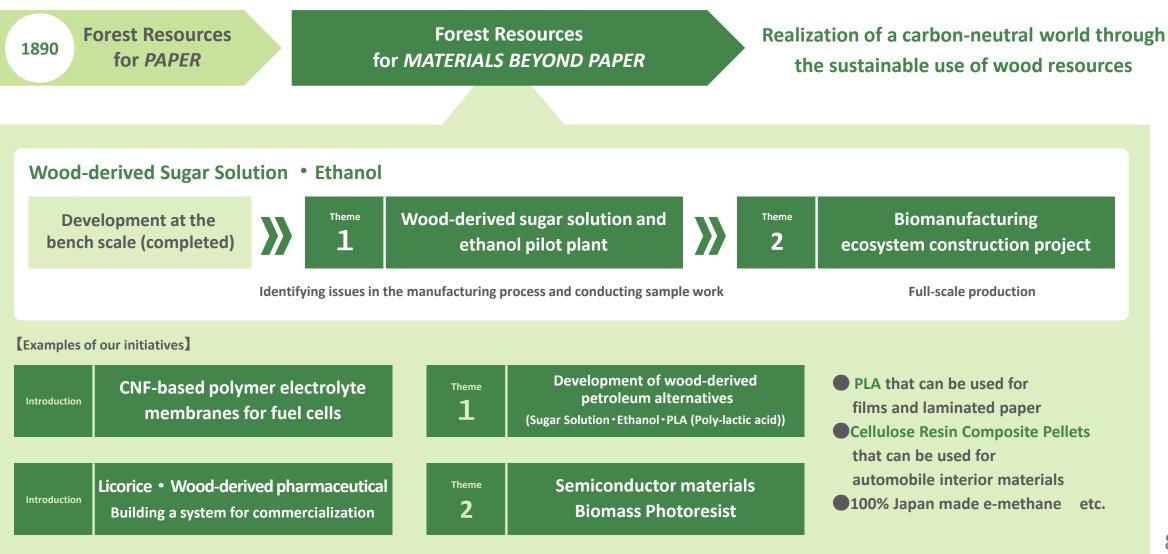
Total packaging that contributes to **Carbon Neutral** 

> **Corrugated container** General packaging paper **General folding carton** Liquid packaging **High-performance** packaging paper Non-fluorine, high barrier etc.) Molded pulp packaging

> > Japan SEA Oceania India EU

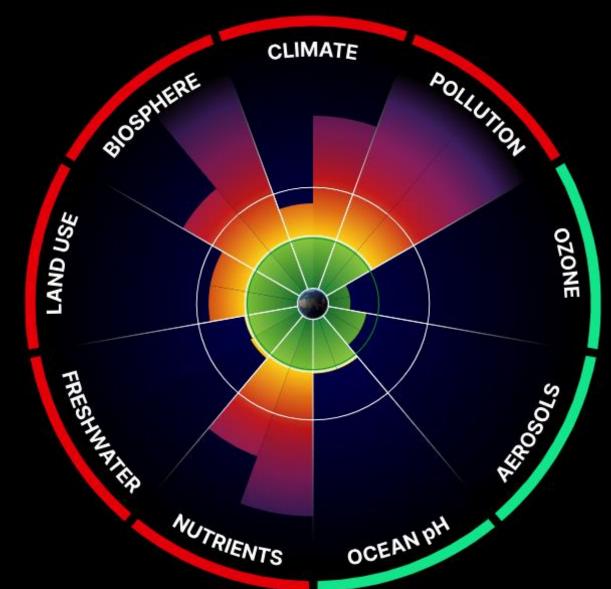
#### Introduction [Topics: Wood Bio-businesses]

### **Efforts Toward a Carbon-Neutral World**





### **Growth within the Planetary Boundaries is Essential**







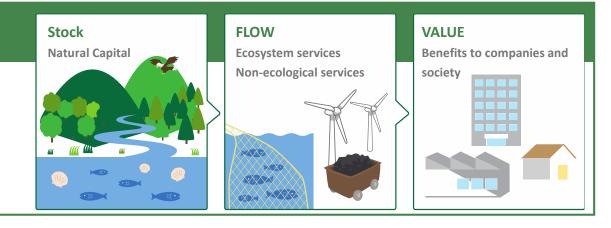
### **International Trends in Natural Capital Accounting**



#### What is Natural Capital?

Natural Capital refers to capital (stock) formed by nature, including forests, soil water, the atmosphere and biological resources

Discussion is underway in each country to assess the economic value of these elements of natural capital and reflect them in accounting standards.





### **Global Collaboration to Solve Global Issues**



#### COP16 Side Event (1) (October 27<sup>th</sup>, 2024)

BUSINESS AND BIODIVERSITY FORUM (Went on a stage)

Rethinking Business as Usual:

Unleashing the Potential of Bioeconomy, Green Business and Innovative Solutions



#### COP16 Side Event (2) (October 28th, 2024)

Sharing Business Opportunities - G7 Alliance on Nature Positive Economies (Went on a stage)



**Growing Forests** 

Toward the Era of Natural Capital Accounting

## Initiatives to Establish the Economic Value of Oji Forests



## **Till Now and Now On**

Nature Positive Sustainable Management

History of Nature Positive Business Words of Our Predecessor



## "Those who use trees have the responsibility to plant trees."

#### **Ginjiro Fujiwara**

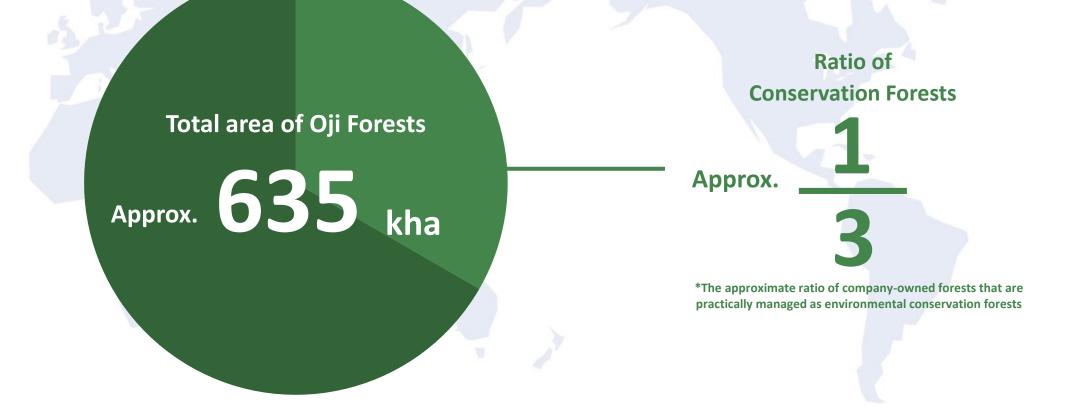
President, Oji Paper Co., Ltd. (1933-1938)

#### **History of Nature Positive Business**

### **Oji Forests**







#### Public Value of Oji Forests

### **Oji Group's Forest Management**

Production Forests and Conservation Forests are maintained and managed together, to keep sustainable forests.

#### **Production Forests**

**Conservation Forests** 

#### **Economic Value of Forests in the Era of Natural Capital Accounting**

### The Economic Value of Oji Forests (in Japan)

Estimated Economic Value of multiple functions of Oji Forests in Japan (announced in Sept. 2024)

#### Water resource cultivation

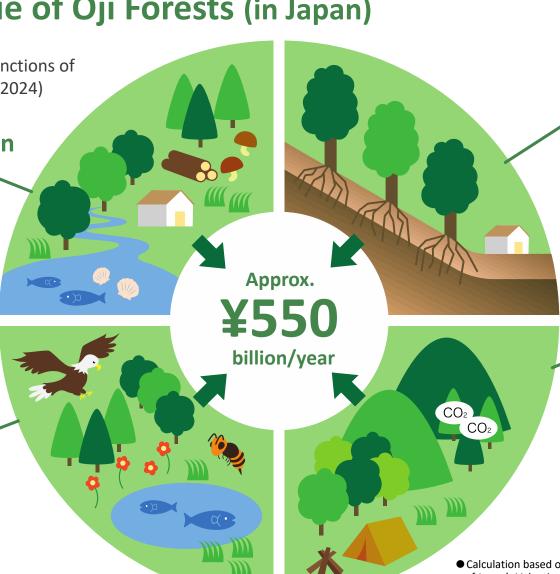
## **¥204** billion/year

Forest soil retains rainwater, regulates river flow, prevents floods and droughts, and purifies water.

#### **Biodiversity conservation**



Forests are habitats for wild birds and animals.





## Prevention of soil erosion and landslides

**¥275** billion/year

Understory vegetation and litter of forest control surface erosion. Forest root systems prevent Landslide.

#### Air quality, Absorb CO<sub>2</sub>, Recreation etc.

¥28 billion/year

Forests absorb CO2 and produce oxygen as they grow. Forests comfort people and provide leisure spaces.

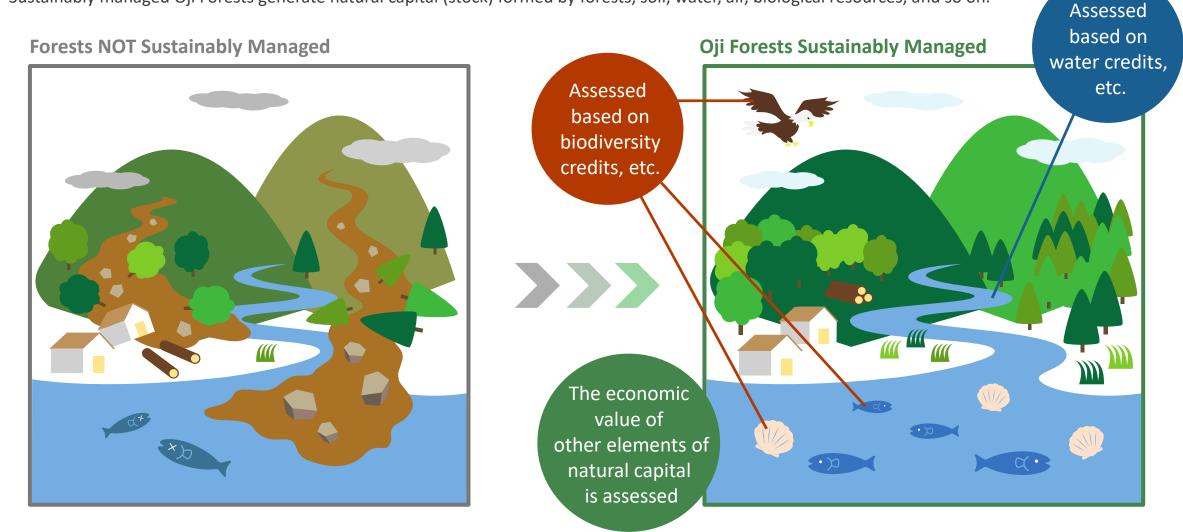
 Calculation based on the methodology used in the Forestry Agency of Japan's Valuation of the Public Benefit Functions of Forests
 Reviewed by an external environmental assessment company

#### **Economic Value of Forests in the Era of Natural Capital Accounting**



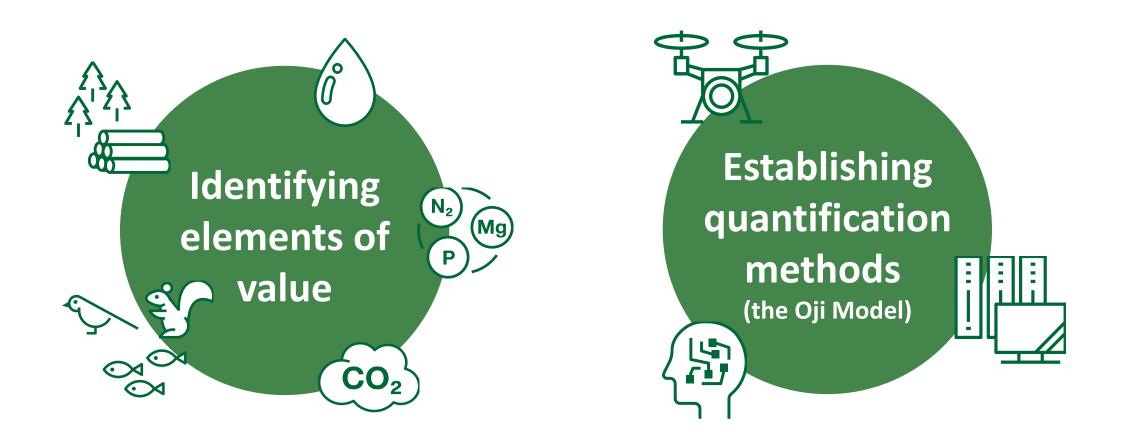
### **Entering an Era When Natural Capital Will Generate Economic Value**

Sustainably managed Oji Forests generate natural capital (stock) formed by forests, soil, water, air, biological resources, and so on.



### **Actions for Natural Capital Accounting**

To assess the economic value, identifying elements of value and establishing quantification methods are firstly required.

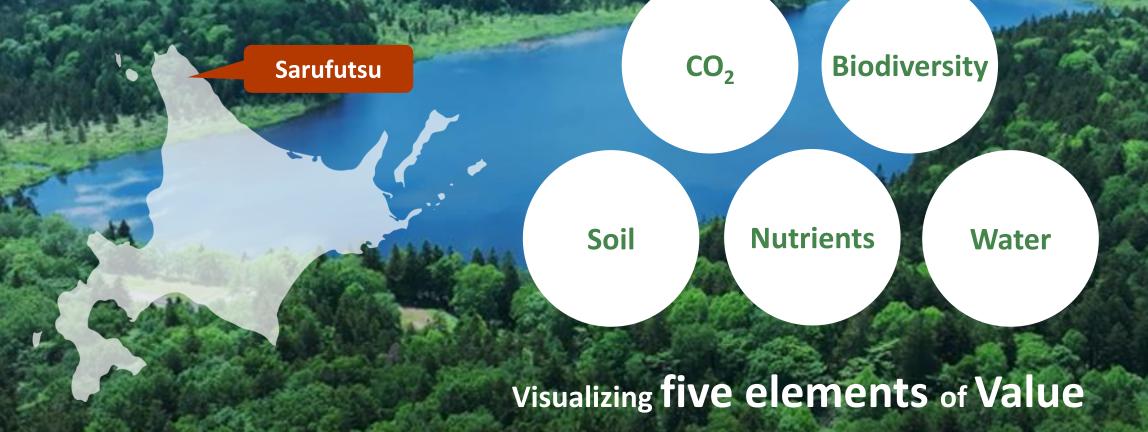






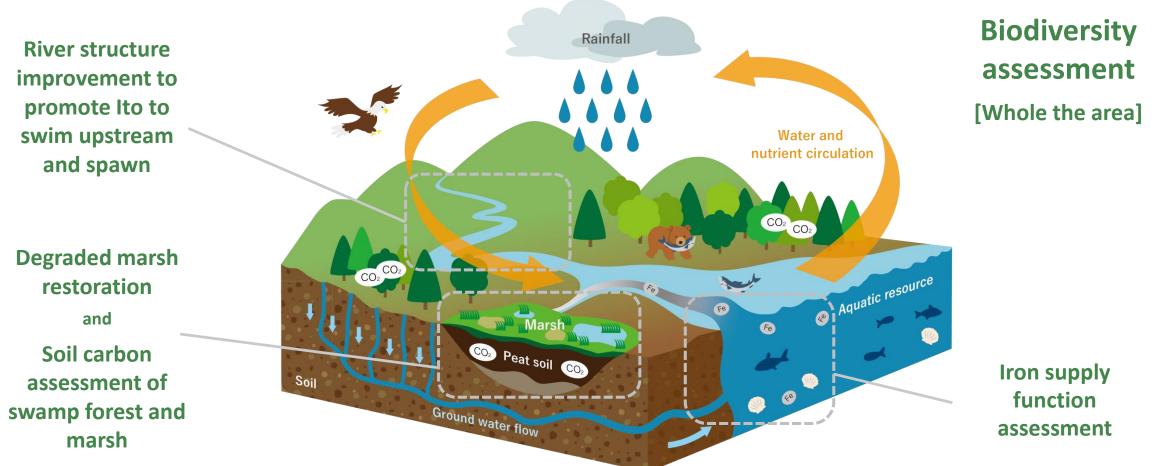
### Launch of Oji Forest Value Visualization Project in Sarufutsu

A project to visualize five key elements (CO<sub>2</sub>, biodiversity, soil, nutrients and water) and restore the natural environment is being implemented jointly with researchers from Hokkaido University.



### **Sarufutsu: Five Value Visualization Project**

A project to visualize five key elements (CO<sub>2</sub>, biodiversity, soil, nutrients and water) and restore the natural environment is being implemented jointly with researchers from Hokkaido University.





### **Sarufutsu: Five Value Visualization Project**

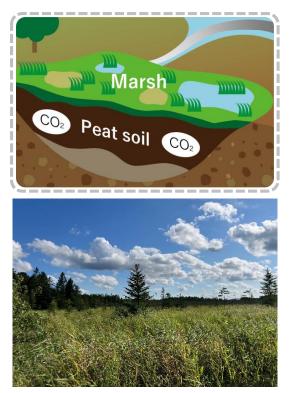
A project to visualize five key elements (CO<sub>2</sub>, biodiversity, soil, nutrients and water) and restore the natural environment is being implemented jointly with researchers from Hokkaido University.

#### River structure improvement to promote Ito to swim upstream and spawn



River structure (e.g., culverts) improvements and re-meandering small rivers

#### Degraded marsh restoration and soil carbon assessment



Elevate water level in marsh to prevent aridification and soil carbon assessment

#### Iron supply function assessment

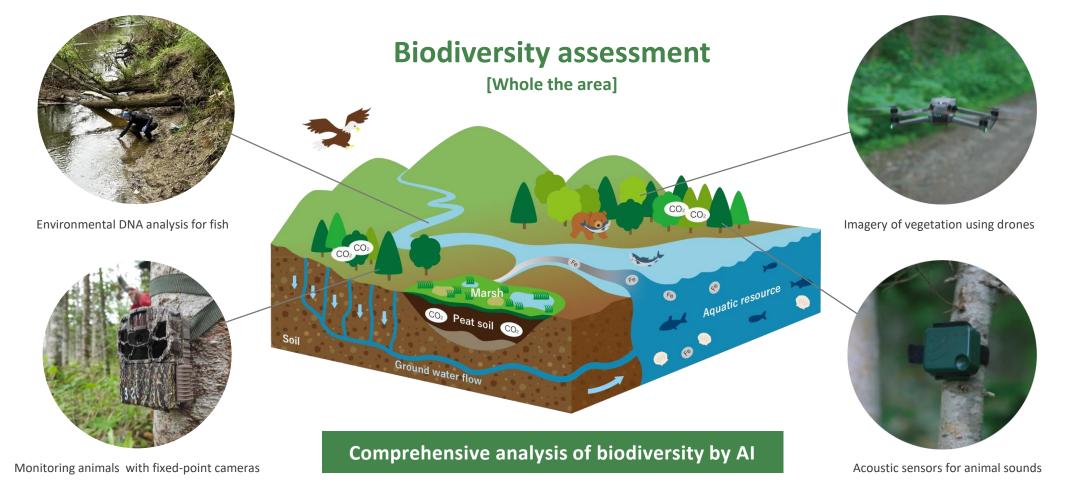


Assess iron supply function from marsh to ocean via river. Visualize marsh's impact to ocean



### **Sarufutsu: Biodiversity Visualization Project**

A project to measure biodiversity of the Oji Forest in Sarufutsu by analyzing data about various species using a combination of cutting-edge technologies, including acoustic sensors, drones, cameras, and environmental DNA, is being implemented jointly with an overseas startup.



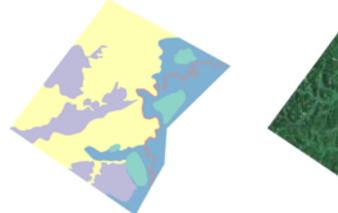
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### **Sarufutsu: Biodiversity Visualization Project**

Information obtained from assessments of biodiversity will be used as basic information for economic valuation, and will also be disclosed through TNFD and other frameworks.

#### **Biodiversity assessment**

[Whole the area]



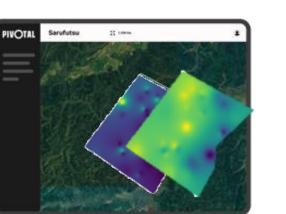


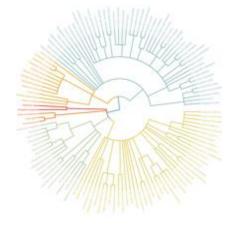
Habitat classification & extent

Habitat health & connectivity

Species Richness & Species Diversity

Taxonomic dissimilarity



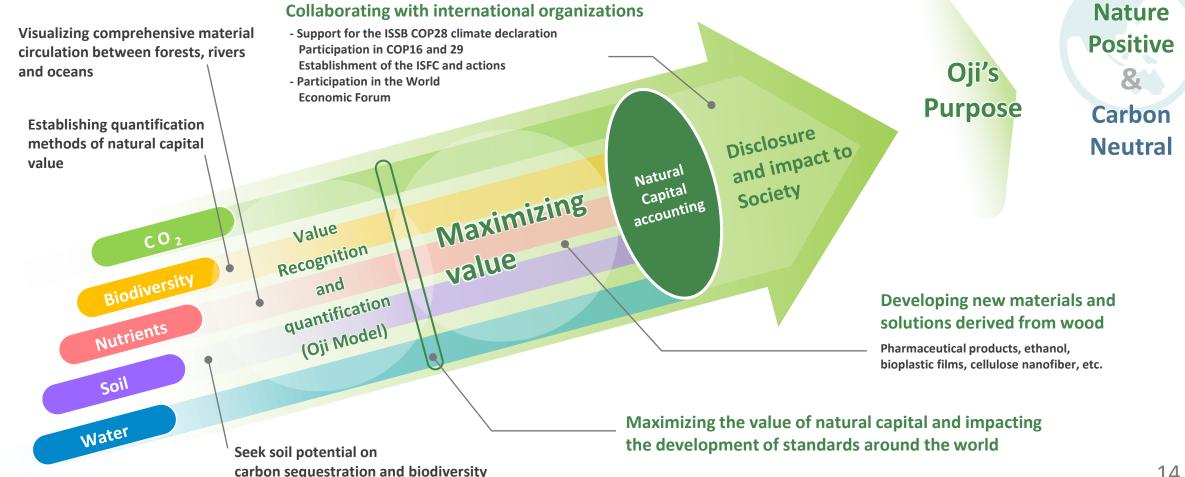






### **Our Challenge With Forests: Towards the Next 150 years**

Because climate change and changes in natural capital affect each other, we will act to move toward the era of natural capital accounting, aiming to achieve both nature positive outcomes and carbon neutrality.





# **Growing Forests, Utilizing Forests.**



## **Utilizing Forests**

Introduction



### **Role of Innovation Promotion Division**

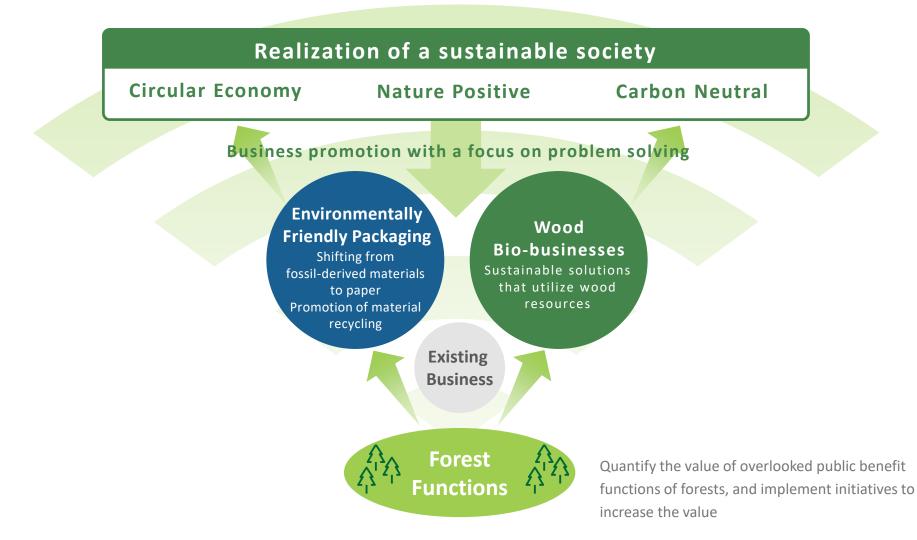
# We aim to fully utilize our forest resources to address social issues and create new value.





### **Initiatives for Sustainable Growth-State**

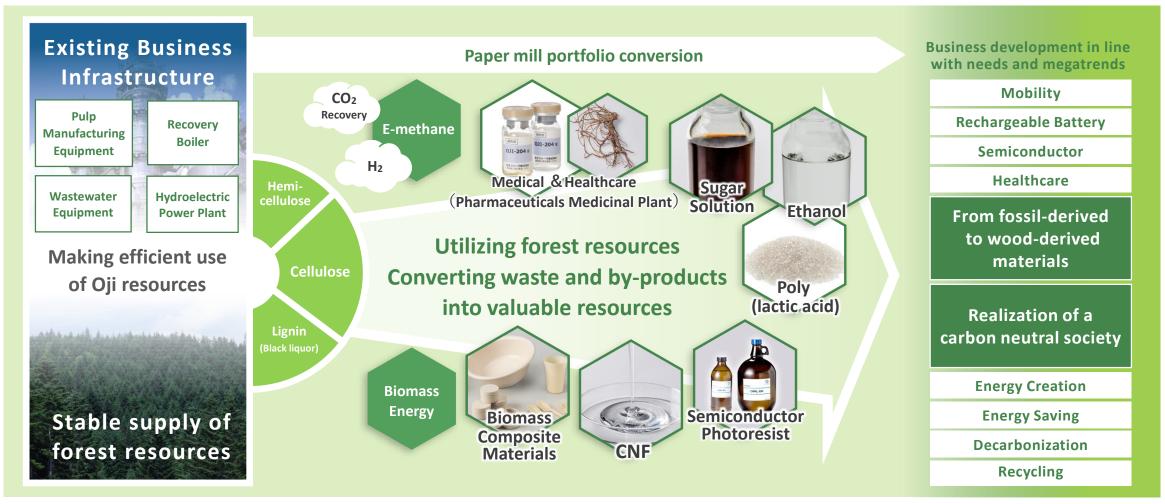
We are promoting R&D of new materials that utilize forest resources, calling it the "wood bio-business" as a core business for the next generation. We aim to address social issues by replacing materials and products derived from fossil resources.





### The Vision of Our Wood Bio-businesses

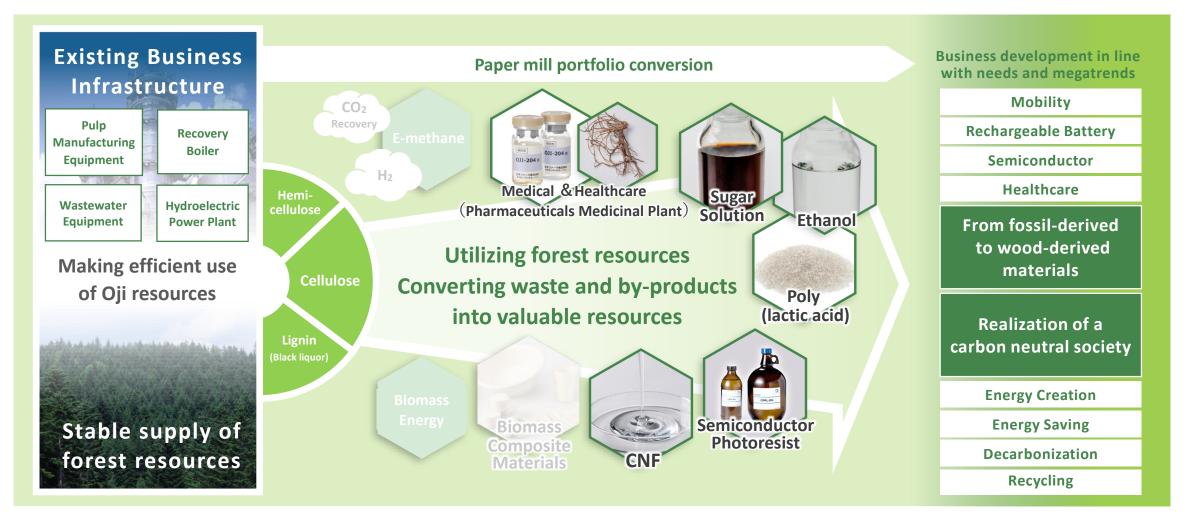
We will contribute to the realization of a carbon-neutral society through the development of wood-derived new materials, utilizing the resources of the Oji Group.



### The Vision of Our Wood Bio-businesses



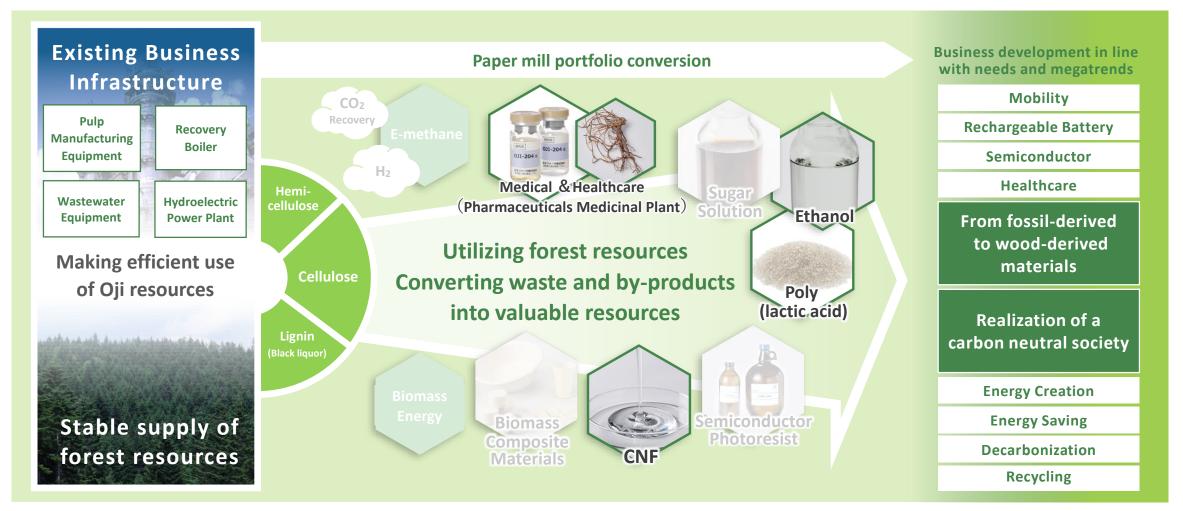
We will introduce four R&D themes from the Wood Bio-businesses.



### **Review of the FY2022 R&D IR Briefing Session**



We will report on the progress of the R&D themes introduced in October 2022.





### **1. CNF Composite Materials**

A sustainable composite material made from natural rubber and cellulose. In May 2024, we introduced a mass production test equipment.

#### **CNF-Natural Rubber Composite**



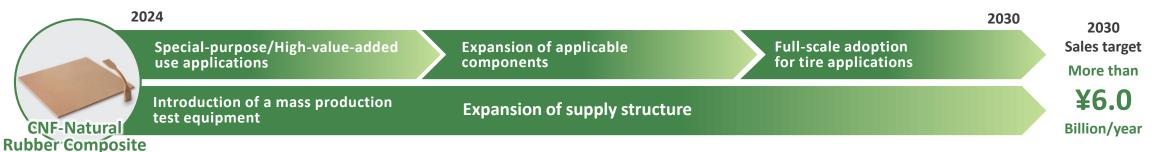
- Natural material collected from rubber trees
- Properties such as flexibility, resilience, and vibration damping



• Natural material made from wood fiber (pulp) that has been finely ground



Both natural rubber and CNF are natural materials
Solving the balance between toughness and elasticity

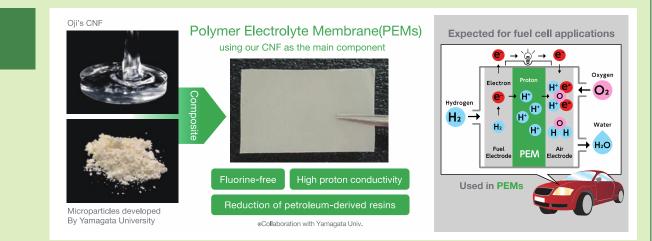


### **1. CNF Composite Materials**

In addition to CNF-Natural rubber composite, we will introduce topics on new composite materials.

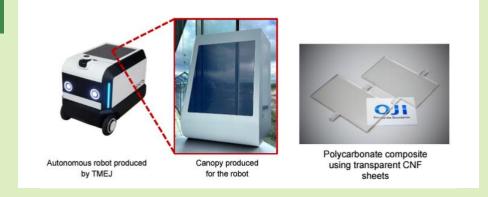
#### Development of Polymer Electrolyte Membrane for Fuel Cell Using CNF

- In joint research with Yamagata University, we have succeeded in developing a polymer electrolyte membrane with our unique CNF as the main component.
- High proton conductivity and film-forming properties
- It is composed primarily of wood-derived CNF and is PFAS-free
- Possibility of application as a polymer electrolyte membrane for water electrolysis equipment that produces hydrogen



#### **Development of an Autonomous Robot Component Using CNF**

- Joint Development with Toyota Motor East Japan, Inc.
- Polycarbonate resins combined with CNF Sheets are used for the canopy
- The high transparency and rigidity of CNF enables new see-through designs. No reinforcing materials are required, contributing to simplified assembly processes and increased loading capacity.





Hokkaido



### 2. Medical & Healthcare – Promoting Commercialization of Medicinal Plants (Licorice) –

Oji Medicinal Plants Laboratory Co., Ltd. has established large-scale cultivation technology for Japanese licorice, and is promoting its commercialization.





Wood-derived

pharmaceuticals



### 2. Medical & Healthcare – Development of Wood-derived Pharmaceuticals –

Oji Pharma Co., Ltd. will accelerate the launch of its pharmaceutical business, focusing on the development of sulfated hemicellulose-based pharmaceuticals.



**Marketing Approval & Sales** 

**Clinical Trials** 

Billion/year

#### Introduction



# 2. Medical & Healthcare — Sales of Kampo Products Containing Domestic Licorice —

Oji Pharma Co., Ltd., is commercializing Kampo products containing domestic licorice from Oji Medicinal Plants Laboratory Co., Ltd. .Test sales are scheduled.



#### Introduction



### **Announced theme for FY2024**

We will explain the current situation of "sugar solution, ethanol, and polylactic acid" and "biomass photoresist for semiconductors" as a new focus of development in the biomass field.





**Utilizing Forests** : Theme1

# Utilizing Forest Resources, to Develop "Biomanufacturing Technology"

Sugar Solution • Ethanol • Poly(lactic acid) (PLA)

#### Value of Wood as Biomass Material



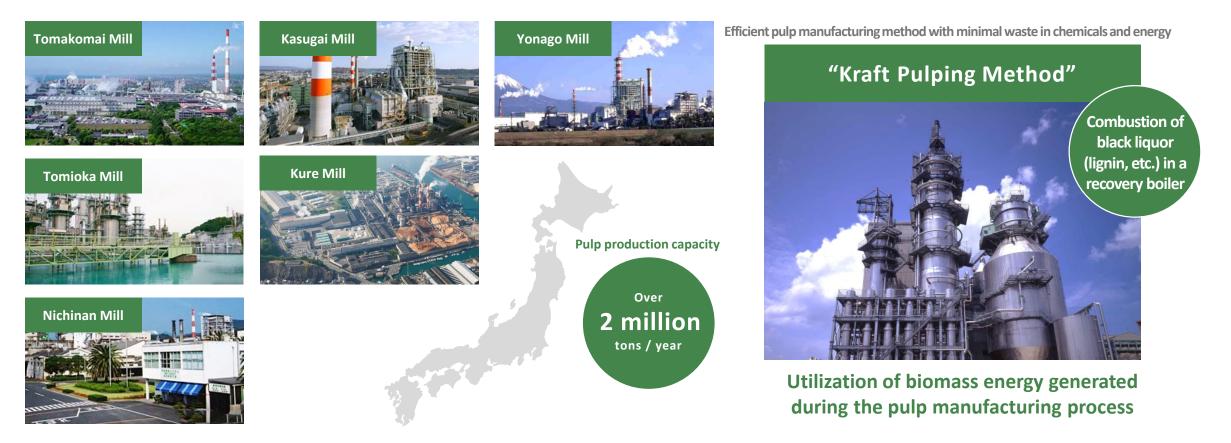
Under sustainable forest management, over 7 million tons of woods are harvested annually. Woods are utilized as low environmental impact biomass materials.



Utilize abundant forest resources as biomass materials with low impact on the global environment

# **Pulp Manufacturing Infrastructure and Biomass Energy**

Energy-efficient "Kraft pulping method" and total production capacity of over 2 million tons / year in 6 domestic mills.

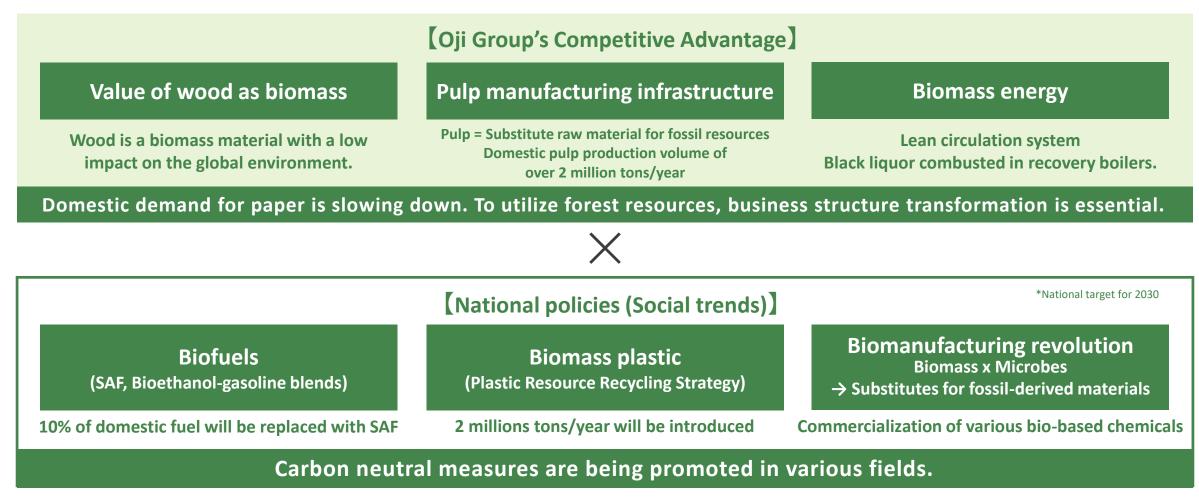


Pulp manufacturing using sustainable forest resources and renewable energy



### Market Trends and Oji Group's Competitive Advantage

Develop eco-friendly biomass (wood-derived) alternative materials, leveraging Oji's competitive advantage, to meet market demands





Commercialization of Wood-derived Sugar solution, Ethanol, Poly(lactic acid) (PLA) °



#### 1. Wood-derived Sugar Solution

Expectations for a wide range of applications as a key material in biomanufacturing

#### 2. Wood-derived Ethanol

Demonstration of production and application of bioethanol from pulp

#### 3. Wood-derived PLA

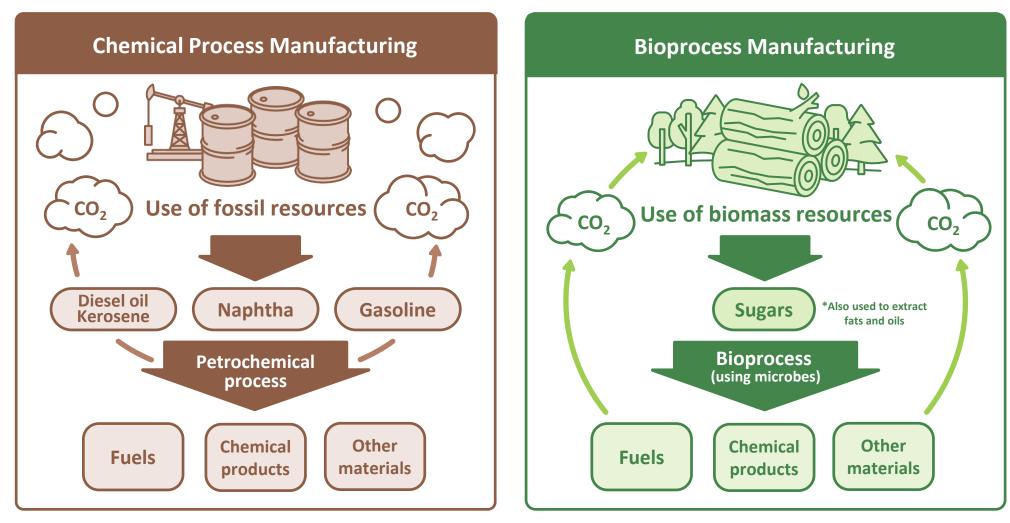
Demonstration of production and application of PLA, a type of biomass plastic made from pulp



Leverage Oji's competitive advantage to develop alternative wood-derived materials to meet market demands and replace fossil resources.

## **1. Sugar Solution : Biomass Materials World Trends**

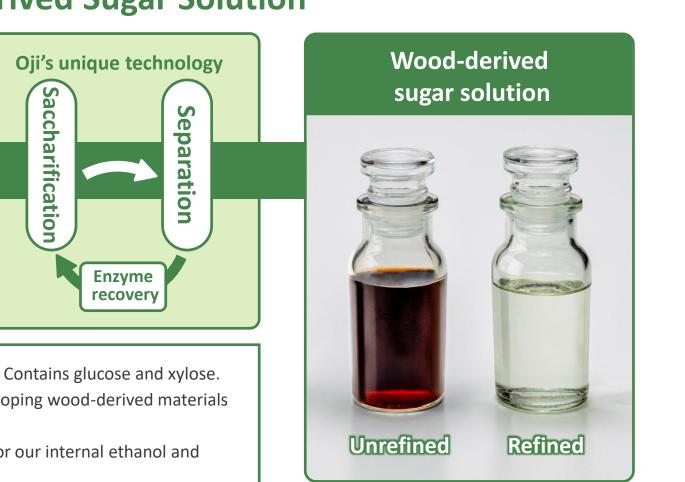
Growing momentum to commercialize a wide range of wood-derived chemicals that do not rely on fossil resources





Digestion

#### **1. Sugar Solution : Oji's Wood-derived Sugar Solution**



Expecting growing demand for the sugar solution, a raw material for "biomanufacturing"

#### POINT

Wood

• Manufactured by enzymatic hydrolysis of non-edible wood pulp. Contains glucose and xylose.

Pulp

- Samples are currently being provided to users interested in developing wood-derived materials (15 companies as of now).
- Sugar solution can be used for a variety of purposes other than for our internal ethanol and poly(lactic acid) production.

#### 7

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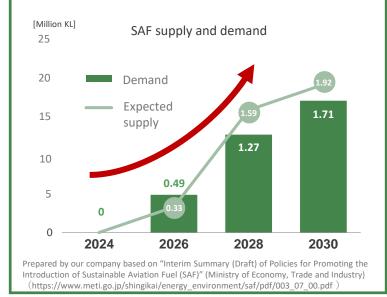
### 2. Bioethanol : World Trends

Key bioethanol-derived materials with potential for significant market expansion

Biofuels (SAF, Bioethanol-gasoline blends)



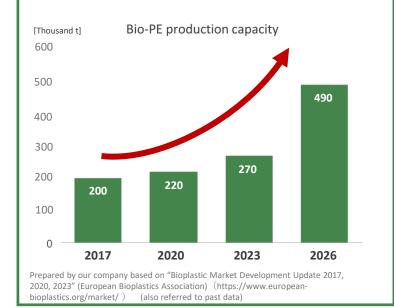
The Ministry of Land, Infrastructure, Transport and Tourism has set a target of "replacing 10% of the fuel used by Japanese airlines with SAF (Sustainable Aviation Fuel)" as the amount of SAF used in 2030.



Biomass plastic (Bio-PE, PP)

Demand for bio-based PE and PP is growing, especially for flexible packaging materials.

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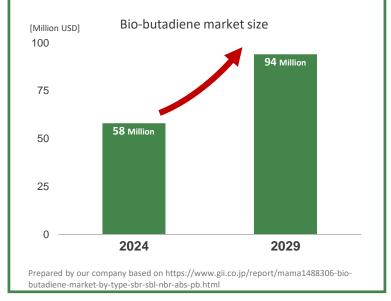
\* Synthetic rubber, especially raw materials for automobile tires

# Biomass-derived synthetic rubber (Butadiene\*)



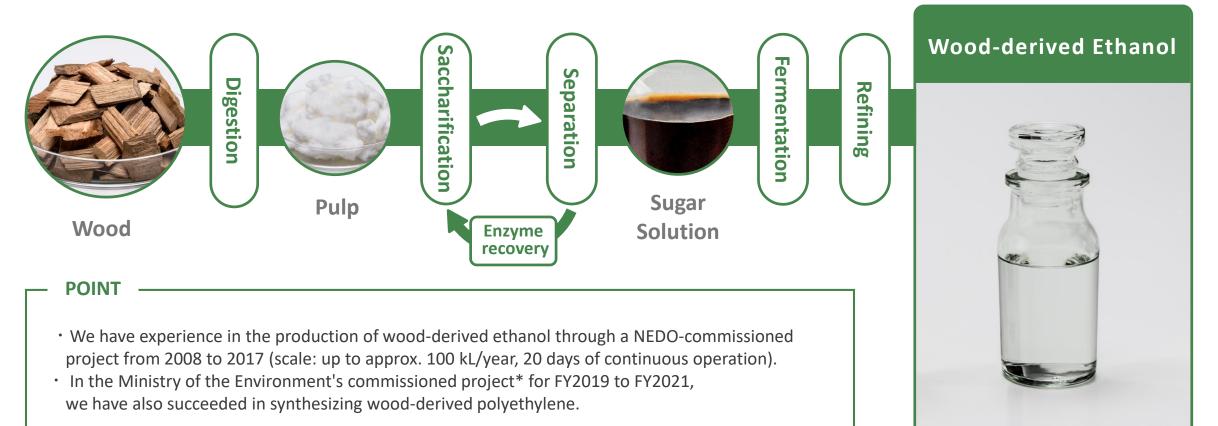
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Market expansion is expected, once the value of bioconversion is recognized, such as the aim to make sustainable materials for tire rubber of major manufacturers.



#### 2. Bioethanol : Oji's Wood-derived Ethanol



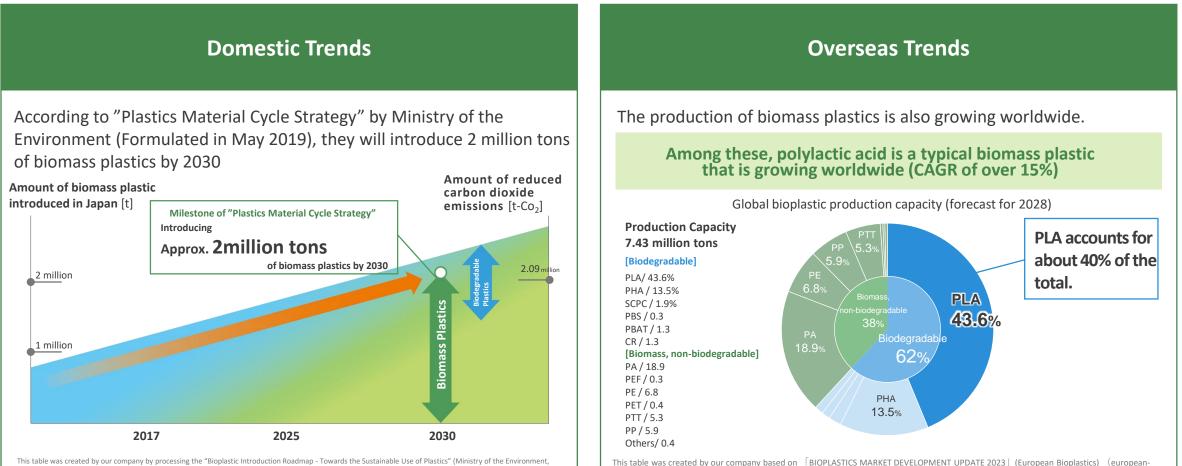


\*Demonstration Project for Producing Domestic Biomass Plastic Using Non-Edible Biomass

It is expected to enter a market where demand is expanding significantly

#### **3. PLA : World Trends**

Representative biomass plastics with potential for large-scale market expansion



bioplastics.org)

Ministry of Economy, Trade and Industry, Ministry of Agriculture, Forestry and Fisheries, and Ministry of Education, Culture, Sports, Science and Technology). (https://www.env.go.jp/content/900534511.pdf)

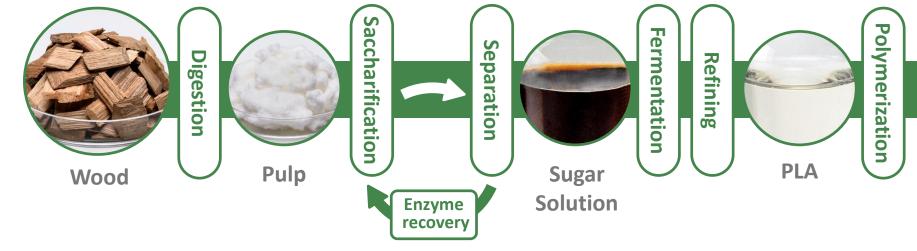


#### 3. PLA : Oji's Wood-derived PLA



Poly(lactic acid) film

Wood-derived PLA



#### POINT

#### **Development of commercial-grade PLA**

We have demonstrated that it is possible to obtain PLA of a quality equivalent to that of commercial products from wood, and we will be conducting user work, etc. in the future, including for our own group's products (films, non-woven fabrics, paper laminates, etc.).

#### **Development of PLA-based composite materials**

Conducting joint research with Osaka University to supplement the mechanical properties and marine biodegradability of PLA.

Published two academic papers in international journals  $\rightarrow$ 

Biodegradable poly(lactic acid) and polycaprolactone alternating multiblock copolymers with controllable mechanical properties

Atsuki Takagi <sup>a, b</sup>, Yu-I Hsu <sup>a, \*</sup>, Hiroshi Uyama <sup>a, \*</sup>

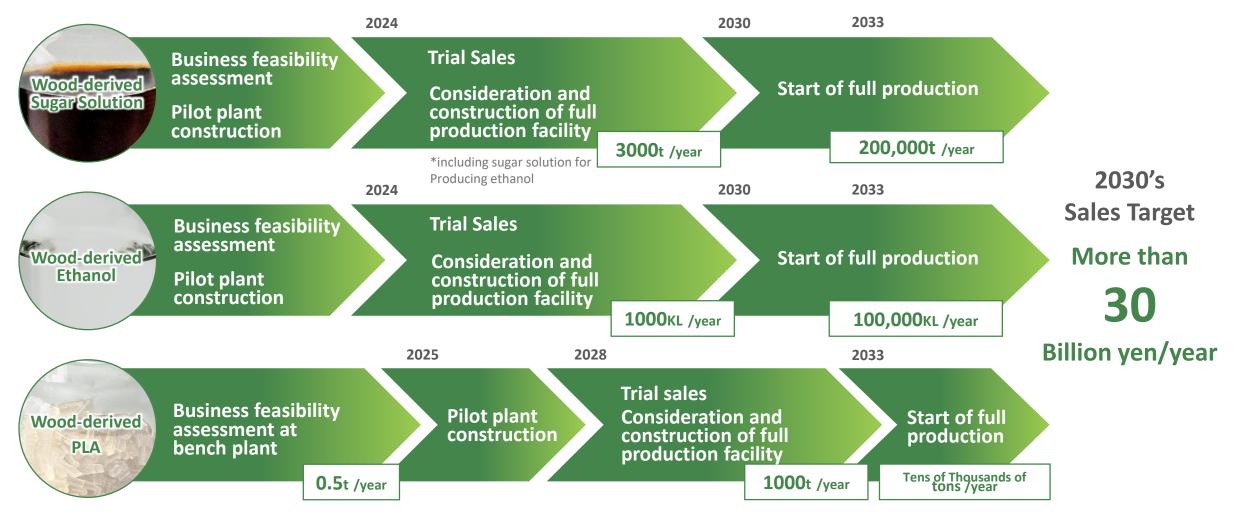
<sup>8</sup> Department of Applied Chemistry, Graduate School of Engineering, Osaka University, 2-1 yamadaoka, Suita, Osaka, 565-0871, Japan
<sup>b</sup> Biochemical Research Center, Innovation Promotion Division, Oji Holdings Corporation, 1-10-6 Shinonome, Koto-ku, Tokyo 135-8558, Japan

ARTICLE INFO

ABSTRACT

Proceed with sample work and accelerate social implementation

### **Future Plans**





#### Set Up of Bench Plant for Wood-derived PLA

Successful synthesis of "wood-derived PLA" at the world's first bench plant installed at the Biochemical Research Center (Edogawa)





2024/5/13 Press Released

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# Selected as a commissioned project and subsidized project of the Ministry of the Environment

- 2019-2021: "Demonstration Project for a Plastic Resources Circulation System toward a Decarbonized Society"
- 2022-2023: "Project to Promote the Establishment of a Decarbonized Circular Economy System"

Optimizing manufacturing conditions, etc., and proceed with sample work, accelerating the implementation of paper lamination and film applications in society!

Bench Plant for the synthesis of wood-derived polylactic acid



## Set Up of Pilot Plant for Wood-derived Sugar Solution and Ethanol

Constructing a pilot plant for "wood-derived sugar solution" and "wood-derived ethanol" at Oji Paper Yonago Mill





\*2023/5/12 Press Released

Support from Tottori Prefecture, Hiezu Village, and Yonago City

Signing ceremony for agreement between the four parties (December 22, 2023)

[Scheduled completion]

Sugar SolutionDecember, 2024Ethanol: March, 2025

Working on sample work with the aim of practical application, and accelerating social implementation.

Pilot plant for wood-derived sugar solution/ethanol (At the start of construction)



### Set Up of Pilot Plant for Wood-derived Sugar Solution and Ethanol

Constructing a pilot plant for "wood-derived sugar solution" and "wood-derived ethanol" at Oji Paper Yonago Mill

**Equipment capacity** Up to 3,000 t/year **Sugar solution** Up to 1,000 kl/year Ethanol



\*2023/5/12 Press Released

Support from Tottori Prefecture, Hiezu Village, and Yonago City

[Scheduled completion]

Sugar Solution : December, 2024Ethanol: March, 2025

Working on sample work with the aim of practical application, and accelerating social implementation.

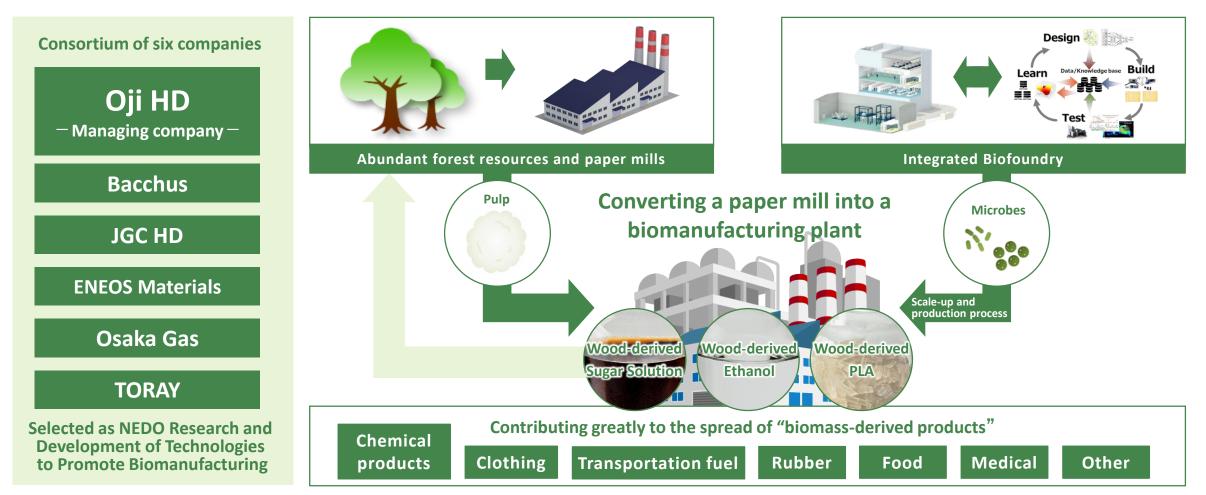
Pilot plant for wood-derived sugar solution/ethanol (Near completion (as of November 21))

# Utilizing Forest Resources, to Develop "Biomanufacturing Technology" Ecosystem for Biomanufacturing



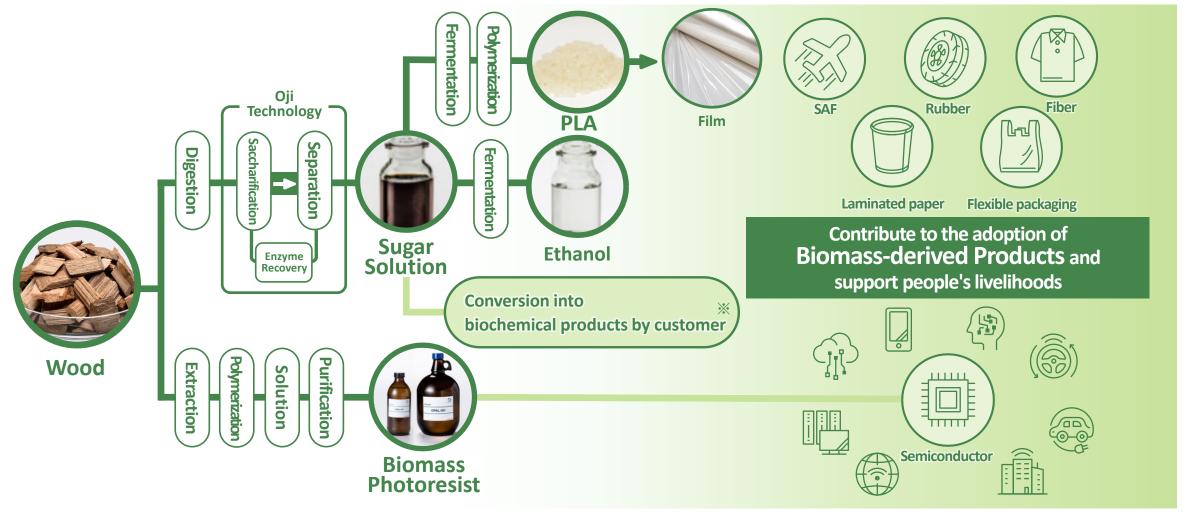
Convert paper mills into biomanufacturing mill to create a competitive biomanufacturing hub.

\*2024/7/29 Press Released





#### Leveraging Biotechnology for Significant Societal Contributions



X Biochemical production companies produce petroleum alternative materials by combining fermentation and other technologies. "PLA" and "Ethanol" are representative examples of biochemical products produced by OJI

Our processes under consideration Collaboration with users



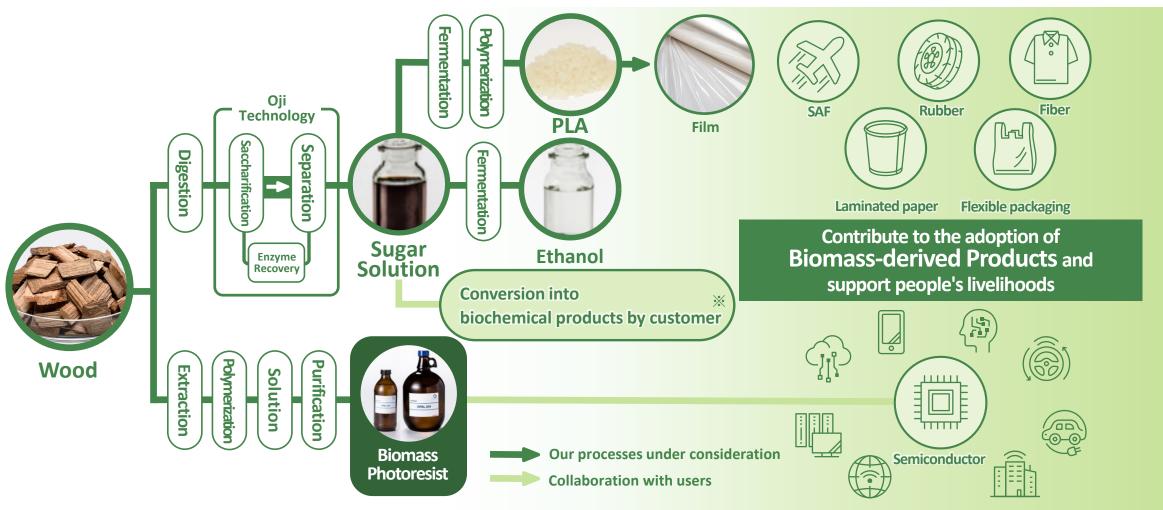
**Utilizing Forests** : Theme2

# Utilizing Forest Resources, Development of Advanced Biomass Photoresist for Semiconductor Applications



### Positioning in Oji Group's Bioconversion

Contribute to decarbonization by replacing petroleum-based fuels and plastics with "wood-based" alternatives



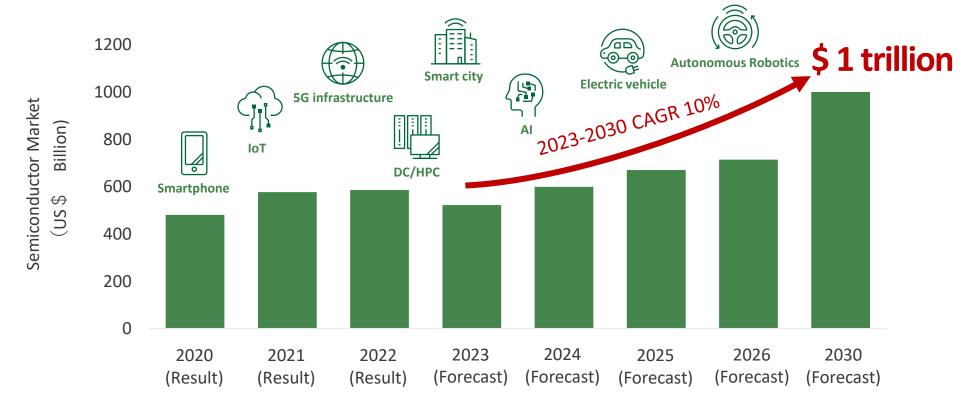
X Biochemical production companies produce petroleum alternative materials by combining fermentation and other technologies.

"PLA" and "Ethanol" are representative examples of biochemical products produced by OJI



#### **Market Trends of Semiconductors**

The semiconductor market is expected to reach \$1 trillion by 2030, driven by increasing demand in areas such as AI and autonomous driving.

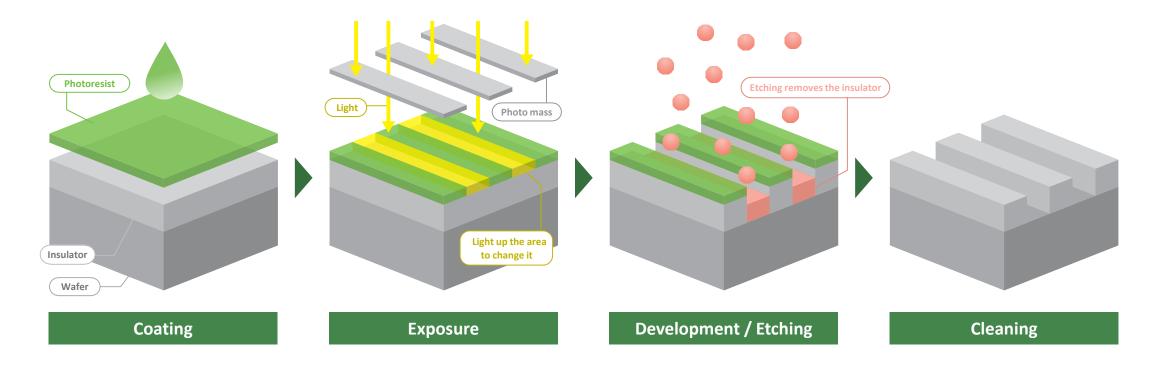


Created by Oji based on data from SEMI Japan (https://eetimes.itmedia.co.jp/ee/articles/2401/16/news094\_2.html)

Market expansion and performance improvements are needed

#### What is Photoresist?

Photosensitive materials are used to form circuit patterns in semiconductors. They typically consist of polymers, photosensitizers, and solvents. As performance improves, there is a growing demand for advancements in fine patterning technologies for circuit patterns.



Further miniaturization of semiconductors requires technological advancements in exposure equipments , photoresists, and more

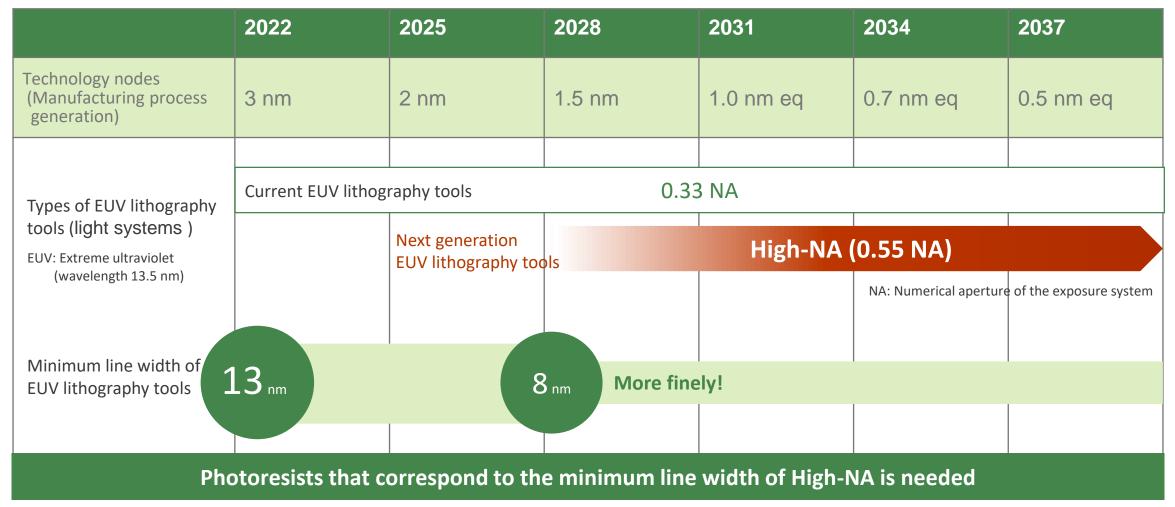


# Technology Roadmap for Miniaturizing Semiconductors



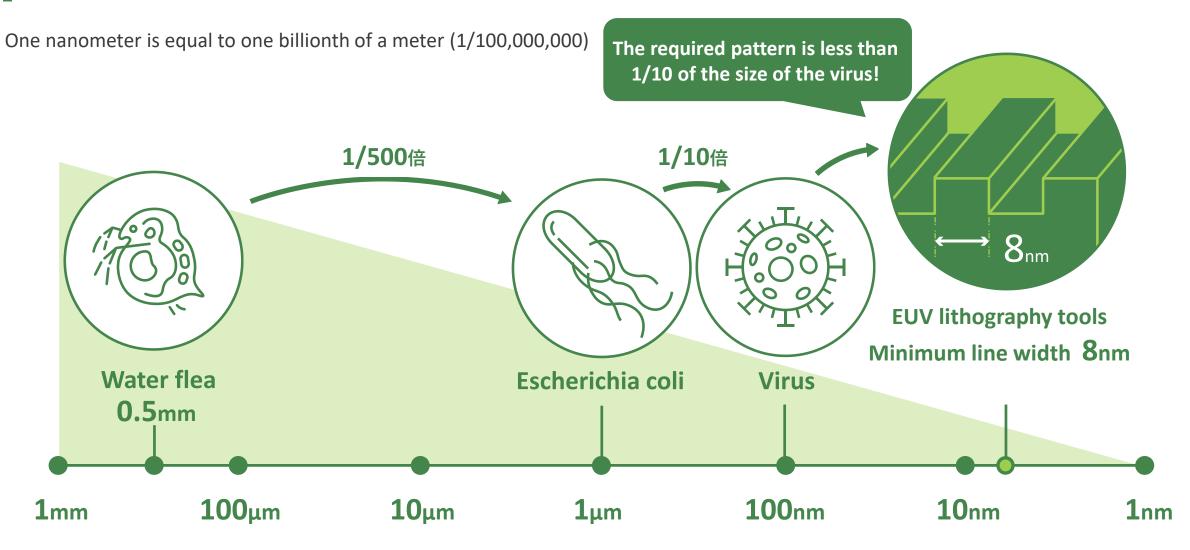
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The next-generation EUV lithography system, High-NA, is expected to be introduced to the market around 2027.



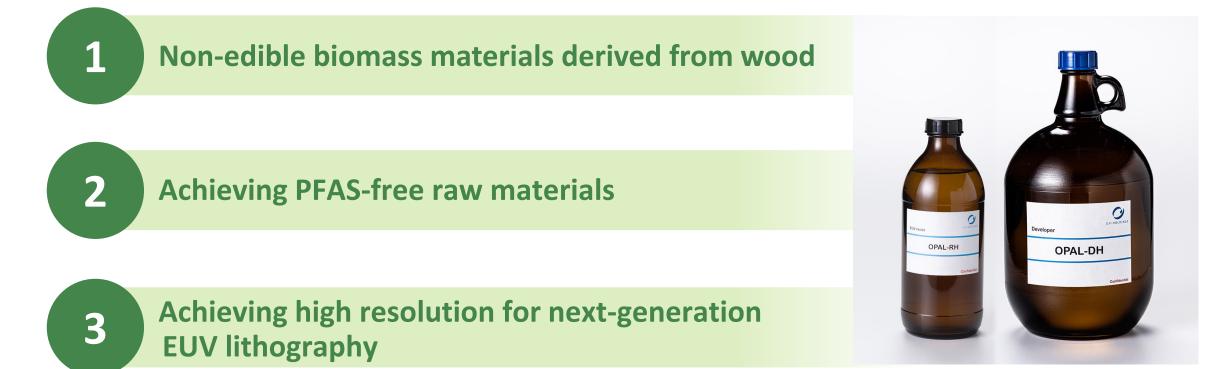
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# What is a Nanometer?



# **Oji Group's Biomass Photoresists**

A new type of EUV resist enabled by "wood-derived" biomass materials

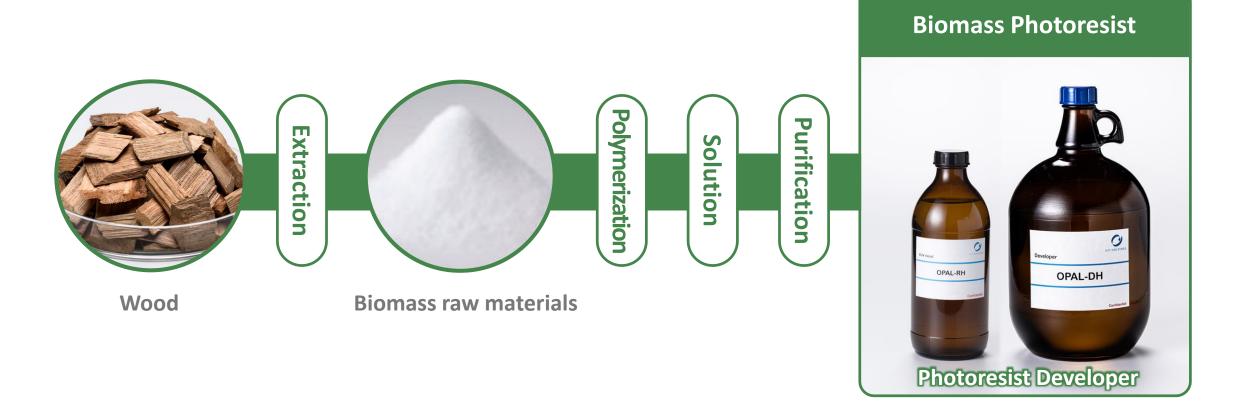




## **1. Non-edible Biomass Materials Derived from Wood**



Using proprietary technology, we achieved semiconductor-grade quality by extracting and synthesizing wood-derived biomass.

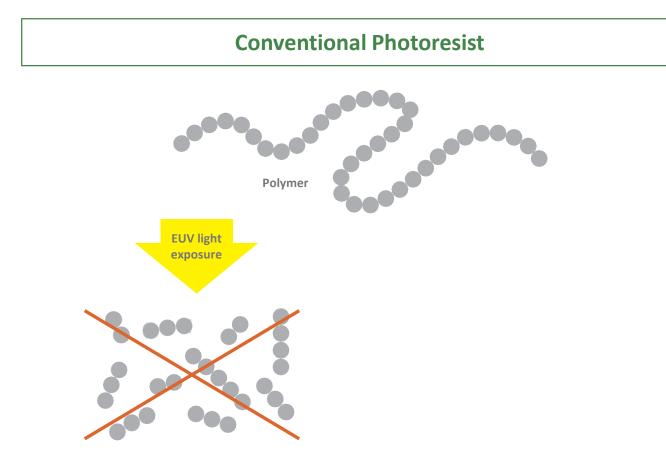


World's first EUV photoresist made with environmentally friendly and high-performance technology

# 2. Achieving PFAS-free Raw Materials

To meet PFAS regulations, the development of PFAS-free photoresists is essential. PFAS is known to be persistent, bioaccumulative, and potentially harmful to human health.



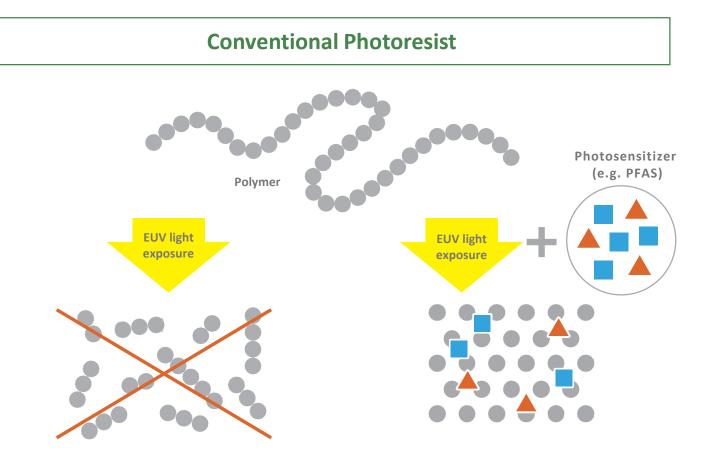


Insufficient energy for adequate degradation



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Addition of photosensitizers including PFAS is necessary to increase light sensitivity.

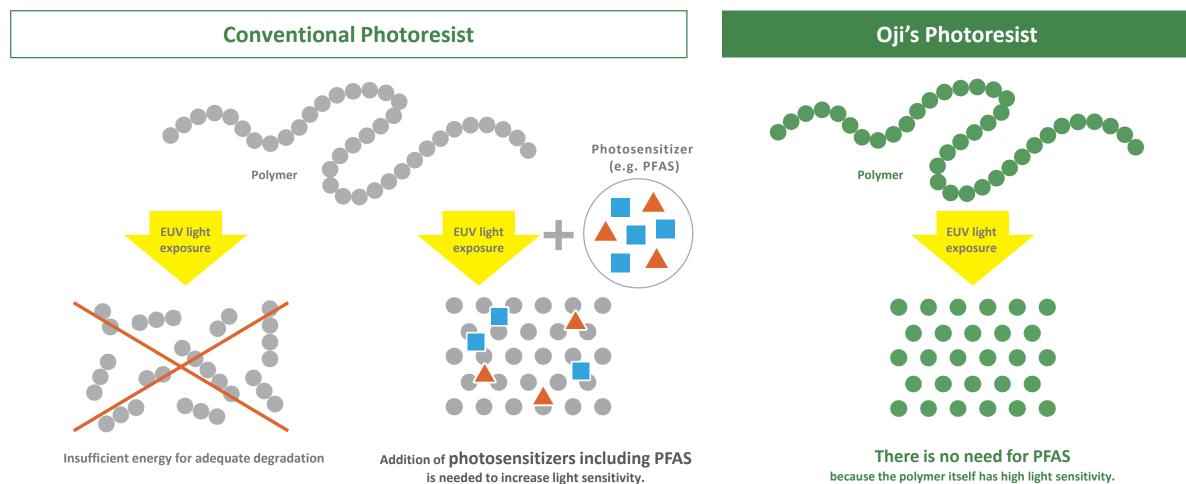


stA general term for perfluoroalkyl compounds and polyfluoroalkyl compounds

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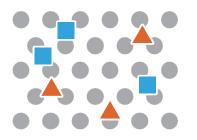
# 3. Achieving High Resolution for Next-gen EUV Lithography

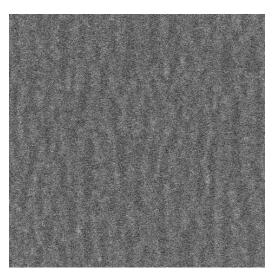
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Oji Group's biomass resist is compatible with the next-generation EUV lithography system, High-NA

#### **Conventional Photoresist**

Challenging to achieve precise pattern formation due to complex composition of multiple components.

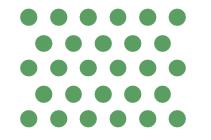


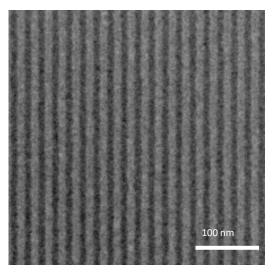


Pattern Example (Scanning Electron Microscope (SEM) image of photoresist pattern)

#### **Oji's Photoresist**

Achieve uniform and precise pattern formation without the use of additives such as PFAS.





Pattern Example (Scanning Electron Microscope (SEM) image of photoresist pattern)

# **Oji Group's Biomass Photoresists**

A new type of EUV resist enabled by "wood-derived" biomass materials

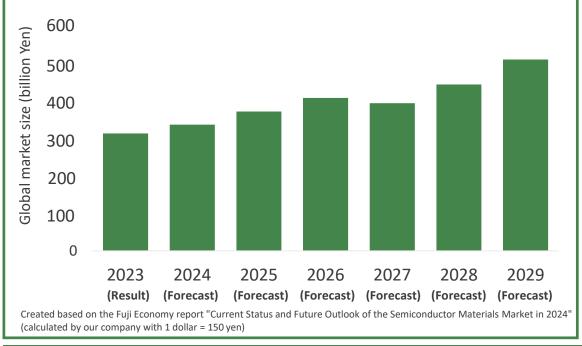




Utilizing Forest Resources, Development of Advanced Biomass Photoresist for Semiconductor Applications Market Trends of Semiconductor Photoresists

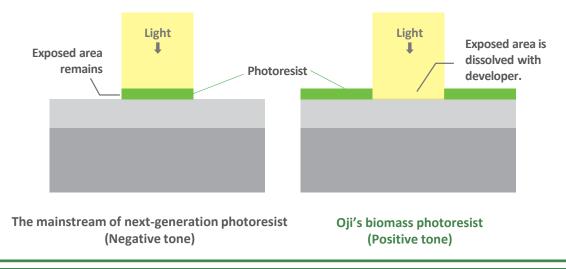
The photoresist market is growing with the expansion of the semiconductor market

#### Market Size of Semiconductor Photoresists



#### **Positive and Negative Tone Types**

While the current mainstream of next-generation EUV photoresists is negative tone, Oji's biomass photoresist, which is technologically challenging and one of the few positive tone photoresists, has gained attention in the market.

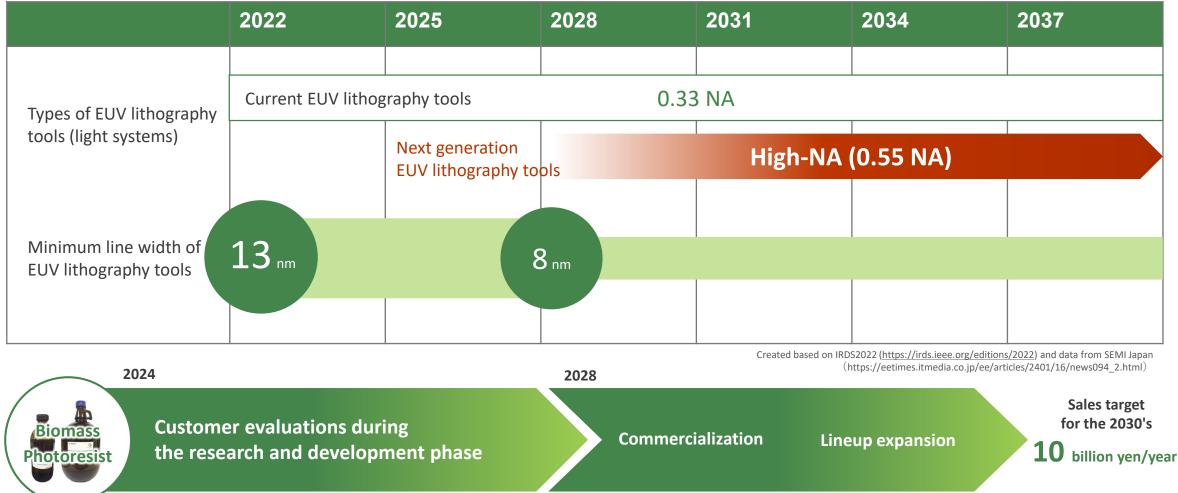


Oji's positive-type photoresist, capable of accommodating high-NA minimum line widths, Is of significant value and has attracted attention in the market!



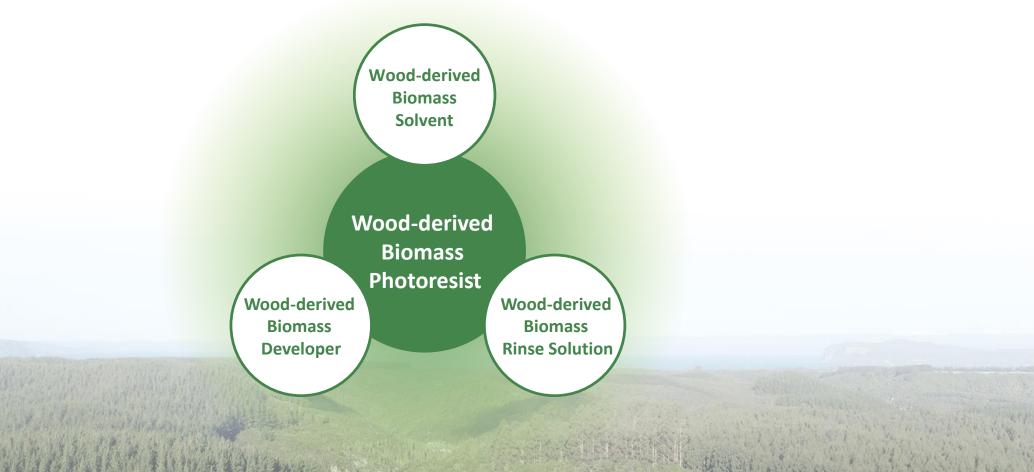
# **Business Plan**

Our development progress is on track for commercialization in the high-NA market expected to emerge around 2028. Customer evaluations have begun and are showing promising results



## **Aiming for Further Biomass Utilization in Semiconductor Processes**

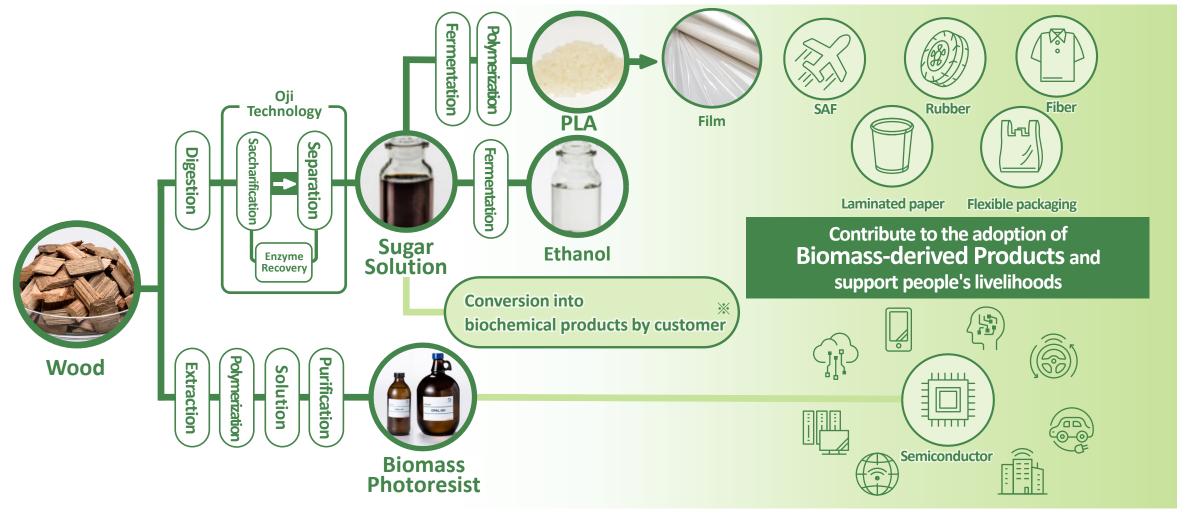
We will also propose the use of biomass for solvents, developer solutions, and rinse solutions for semiconductors



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#### **Leveraging Biotechnology for Significant Societal Contributions**



\* Biochemical production companies produce petroleum alternative materials by combining fermentation and other technologies. "PLA" and "Ethanol" are representative examples of biochemical products produced by OJI

Our processes under consideration Collaboration with users



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