

Summary of Financial Business Results

November 7, 2023

Oji Holdings is promoting the establishment of new business models of eco-friendly paper packaging



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1. Financial Highlights of 1st-half of FY2023 (consolidated)



| | | | | (¥ billion) |
|---------------------------|---|-----------------------|-----------------------|------------------------|
| | | 1st-half of FY2022 | 1st-half of FY2023 | Increase (Decrease) |
| Net Sal | es | 837.5 | 847.1 | 9.6 |
| Operati | ing Profit | 40.4 | 38.8 | (1.6) |
| [D | omestic Companies] | [11.0] | [25.7] | [14.7] |
| [O] | verseas Companies] | [29.4] | [13.1] | [(16.3)] |
| Ordinar | ry Profit | 60.2 | 50.8 | (9.4) |
| Profit Attributabl | e to Owners of Parent | 37.9 | 31.6 | (6.3) |
| Depreciatio | on | 35.2 | 39.1 | 3.9 |
| Overseas S | ales Ratio | 38.5% | 34.4% | (4.1pt) |
| Average Exc | change Rate (¥/US\$) | 134.0 | 141.1 | 7.1 |
| Number of Consolidated | Domestic d Companies Overseas Total | 92 103 195 | 95 105 200 | +3 +2 +5 |
| | TOLAI | 195 | 200 | +5 |

Domestic : +1[Specialty Paper] ,+2[Lumber Processing]

Overseas : +1[Forest Plantation in Indonesia], +1[Liquid Packaging Cartons in Italy], +2[Corrugated Containers in Malaysia], (1)[Flexible Packaging in Myanmar], (1)[Logistics in Malaysia]

Equity Method Affiliates : (2)[Domestic(1), Overseas(1)]

2. Sales and Operating Profit by Segment [1st-half of FY2023 Result]



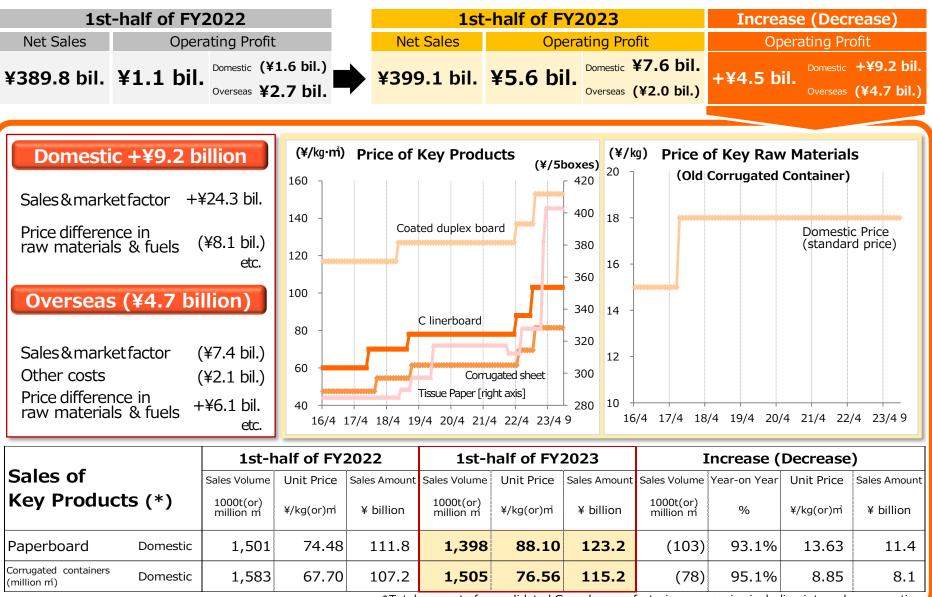
(¥ billion)

| | | | (¥ Dillion) | | | | |
|---|------------|---------------------|-------------|---------------------|---------------------|---------------------|--|
| | 1st-half o | of FY2022 | 1st-half o | of FY2023 | Increase (Decrease) | | |
| | Net Sales | Operating Profit | Net Sales | Operating Profit | Net Sales | Operating Profit | |
| Household & Industrial Materials | 389.8 | 1.1 | 399.1 | 5.6 | 9.3 | 4.5 | |
| Functional Materials | 107.6 | 7.2 | 113.8 | 4.4 | 6.2 | (2.8) | |
| Forest Resources & Environment Marketing | 204.0 | 29.3 | 180.5 | 18.7 | (23.5) | (10.6) | |
| Printing & Communications Media | 134.2 | (0.2) | 149.0 | 7.1 | 14.8 | 7.3 | |
| Others | 1.9 | 3.0 | 4.7 | 3.0 | 2.8 | - | |
| Total | 837.5 | 40.4 | 847.1 | 38.8 | 9.6 | (1.6) | |

*1: Sales include inter-segment sales *2: Others include adjustment amount

3. Analysis of Operating Profit by Segment (1) Household and Industrial Materials

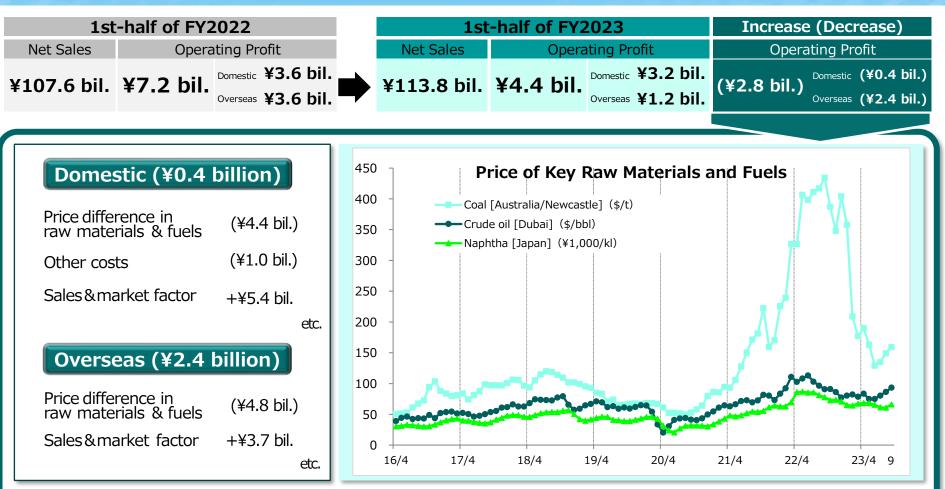




*Total amount of consolidated Group's manufacturing companies including internal consumption

3. Analysis of Operating Profit by Segment (2) Functional Materials

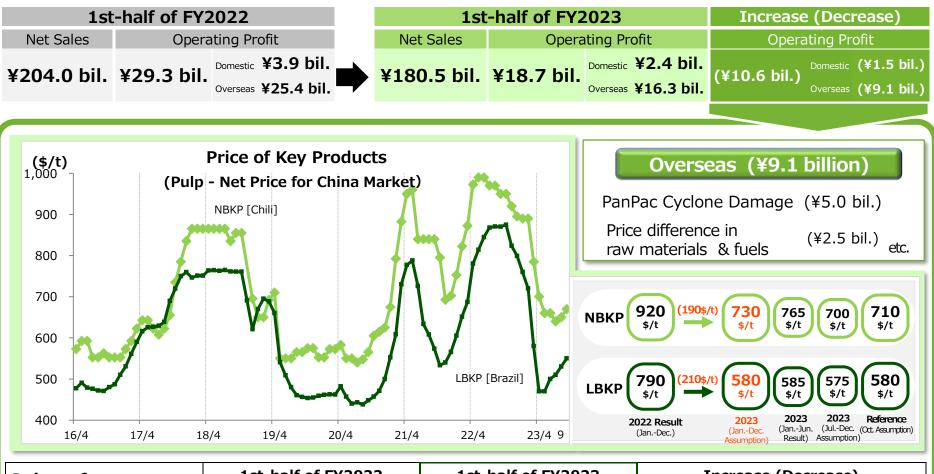
OJI HOLDINGS



| Salas of | | 1st-h | nalf of FY | 2022 | 1st-l | nalf of FY | 2023 |] | Increase (| Decrease |) |
|------------------------------|-----------------------|--------------|------------|--------------|--------------|--------------|--------------|---------------|---------------|--------------|--------------|
| Sales of | | Sales Volume | Unit Price | Sales Amount | Sales Volume | Unit Price | Sales Amount | Sales Volume | Year-on Year | Unit Price | Sales Amount |
| Key Products (*) | | million m | ¥/mႆ | ¥ billion | million m | ¥/mႆ | ¥ billion | million m | % | ¥/mႆ | ¥ billion |
| Thermal paper (million m) | Domestic& Overseas | 2,001 | 21.74 | 43.5 | 1,772 | 26.25 | 46.5 | (229) | 88.6% | 4.51 | 3.0 |
| | | | | *Total | amount of co | nsolidated G | roup's manuf | facturing com | nanies includ | ing internal | consumption |

3. Analysis of Operating Profit by Segment (3) Forest Resources and Environment Marketing

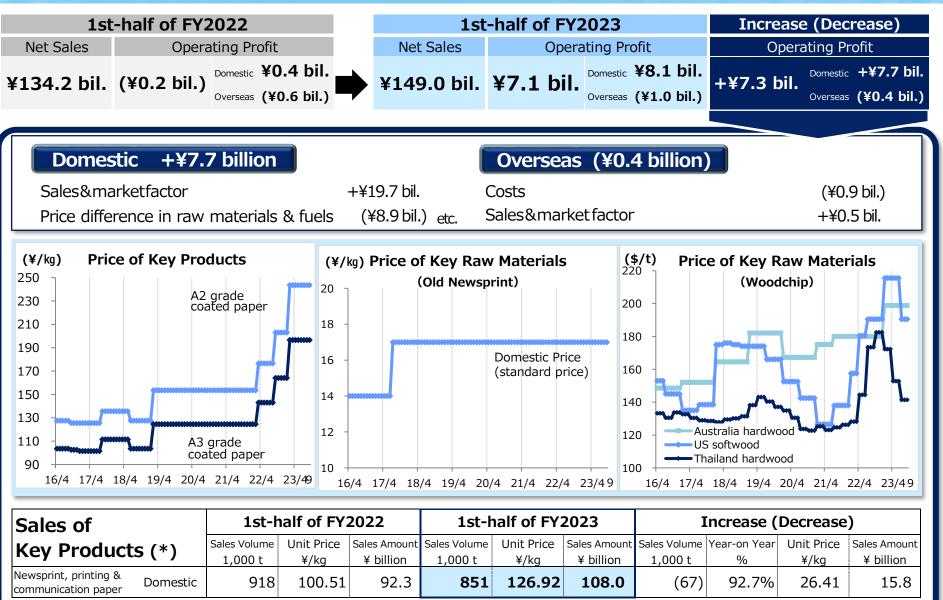




| Sales of | | 1st-h | nalf of FY2 | 2022 | 1st-half of FY2023 Increase (Decrease) | | | | | |) |
|-------------------------|--|-----------------|-------------|--------------|--|------------|--------------|-----------------|--------------|------------|--------------|
| Key Products (*) | | Sales Volume | Unit Price | Sales Amount | Sales Volume | Unit Price | Sales Amount | Sales Volume | Year-on Year | Unit Price | Sales Amount |
| | | 1,000t (or) GWh | ¥/kg | ¥ billion | 1,000t (or) GWh | ¥/kg | ¥ billion | 1,000t (or) GWh | % | ¥/kg | ¥ billion |
| Market pulp | Domestic& Overseas | 1,192 | 96.75 | 115.3 | 951 | 101.19 | 96.3 | (240) | 79.8% | 4.44 | (19.0) |
| Electric power (GWh) | Domestic | 686 | - | - | 942 | - | - | 256 | 137.3% | - | - |
| | *Total amount of consolidated Group's manufacturing companies including internal consumption | | | | | | | | | | |

3. Analysis of Operating Profit by Segment (4) Printing and Communications Media





*Total amount of consolidated Group's manufacturing companies including internal consumption



II. FY2023 Financial Forecast



() (I III

| | | | | (¥ billion) |
|-------------------------------|------------------------------------|---------|---------|------------------------|
| | | FY2022 | FY2023F | Increase (Decrease) |
| Net Sales | | 1,706.6 | 1,760.0 | 53.4 |
| Operating Profit 84.8 | | 84.8 | 82.0 | (2.8) |
| | [Domestic Companies] | [18.8] | [65.0] | [46.2] |
| | [Overseas Companies] | [66.0] | [17.0] | [(49.0)] |
| Orc | linary Profit | 95.0 | 90.0 | (5.0) |
| Pro Attrik | fit outable to Owners of Parent | 56.5 | 57.0 | 0.5 |
| Depr | eciation | 73.0 | 75.6 | 2.6 |
| Overseas Sales Ratio | | 37.6% | 34.8% | (2.9pt) |
| Average Exchange Rate(¥/US\$) | | 135.5 | 145.5 | 10.0 |

*The forecasts above are based on future economic conditions assumed as of this publication. As such, actual results may differ from these forecasts due to various unforeseen circumstances

Assumption for FY2023 Financial Forecast

| ♦Assumption | | ◆Effects | of fluctuation | on on operation profit (per annum) |
|-----------------|------------------------------|---------------|----------------|---|
| Exchange rates | :150JPY/USD | Exchange | [JPY] | : approx. ¥1.04 billion with a fluctuation of US\$ by 1% (strong US\$ -) |
| Woodchip | :based on current contract | rates | [BRL] | : approx. ¥0.76 billion with a fluctuation of US\$ by 1% (strong US\$ +) |
| Recovered paper | static at current level: | | [NZD] | : approx. ¥1.08 billion with a fluctuation of US\$ by 1% (strong US\$ +) |
| Coal | :based on current Australia | Price of pulp | | : approx. ±¥2.76 billion with a fluctuation of US\$10/t (high price +) |
| | coal price (US\$148/t) | Price of woo | dchip | : approx. ±¥4.84 billion with a fluctuation of US\$10/BDt (high price -) |
| Heavy Oil | :based on current Dubai | Price of reco | vered paper | : approx. ±¥3.22 billion with a fluctuation of ¥1/kg |
| | crude oil price (US\$88/bbl) | Price of Duba | ai crude oil | : approx. \pm ¥0.46 billion with a fluctuation of US\$1/bbl (heavy oil, bunker, naphtha and others) |

2. Sales and Operating Profit by Segment [FY2023 Forecast]



(¥ billion)

| | FY2 | 022 | FY20 |)23F | Increase (Decrease) | | |
|---|-----------|---------------------|-----------|---------------------|---------------------|---------------------|--|
| | Net Sales | Operating Profit | Net Sales | Operating Profit | Net Sales | Operating Profit | |
| Household & Industrial Materials | 780.5 | (1.2) | 828.0 | 24.0 | 47.5 | 25.2 | |
| Functional Materials | 219.9 | 15.5 | 239.0 | 11.0 | 19.1 | (4.5) | |
| Forest Resources & Environment Marketing | 423.8 | 68.5 | 373.0 | 27.0 | (50.8) | (41.5) | |
| Printing & Communications Media | 281.0 | (4.8) | 308.0 | 15.0 | 27.0 | 19.8 | |
| Others | 1.4 | 6.8 | 12.0 | 5.0 | 10.6 | (1.8) | |
| Total | 1,706.6 | 84.8 | 1,760.0 | 82.0 | 53.4 | (2.8) | |

*1: Sales include inter-segment sales *2: Others include adjustment amount

I. FY2023 Financial Forecast**3. Operating Profit by Segment**



| | | | (¥billion) | |
|----------------------|-------------------------|---------------|---------------|---|
| | Net Sales | FY2022 | FY2023F | |
| Household & | Operating Profit | 780.5 (1.2) | 828.0 24.0 | Operating Profit |
| Industrial Materials | [Domestic] | (1.2) [(1.9)] | [27.9] | +¥25.2 billion |
| Incusu lai Matchais | [Overseas] | / - | | ♦ Overseas (¥4.6 billion) |
| | Operating Profit Margin | -0.2% | 2.9% | |
| | | FY2022 | FY2023F | |
| | Net Sales | 219.9 | 239.0 | Operating Profit |
| Functional | Operating Profit | 15.5 | 11.0 | Operating Pront |
| Materials | [Domestic] | [5.8] | [8.0] | (¥4.5 billion) |
| | [Overseas] | [9.7] | [3.0] | ♦ Overseas (¥6.7 billion) |
| | Operating Profit Margin | 7.0% | 4.6% | |
| | | FY2022 | FY2023F | A Domostic (V1.2 killion) |
| Forest Deseurees | Net Sales | 423.8 | 373.0 | ◆Domestic (¥1.2 billion) |
| Forest Resources | Operating Profit | 68.5 | 27.0 | Operating Profit Overseas (¥40.3 billion) |
| & Environment | [Domestic] | [7.1] | [5.9] | (¥41.5 billion) *PanPac Cyclone Damage (¥7.0 bil.) |
| Marketing | [Overseas] | [61.4] | [21.1] | Recovery Schedule: Lumber Nov. 2023~ |
| | Operating Profit Margin | 16.2% | 7.2% | Pulp Feb. 2024~ |
| | | FY2022 | FY2023F | |
| Printing & | Net Sales | 281.0 | 308.0 | Operating Profit |
| Communications | Operating Profit | (4.8) | 15.0 | operating front |
| Media | [Domestic] | [(2.0)] | [15.6] | +¥19.8 billion • Overseas +¥2.2 billion |
| | [Overseas] | [(2.8)] | [(0.6)] | |
| | Operating Profit Margin | -1.7% | 4.9% | |



(¥billion/year)

| | | | | | | | | (|
|---|----------------------------------|------------------|---|---|-------------------------|---|--|---|
| Impact on ope | Impact on operating profit from: | | | | | Forest Resources & | Printing & Communi- | Total |
| ♦Changes in e | exchange rates | | | Industrial Materials | Materials | Environment Marketing | cations Media | |
| | | | sumed exchange rates or 2nd-half of FY2023 | | | | | |
| Impact from USD | Japanese Yen | (JPY) (※) | 150.00 JPY/USD | \checkmark | 4 | | $\overline{\mathbf{C}}$ | |
| fluctuation on trade and profit- conversion (in case of stronger | Brazilian Real | (BRL) | 4.95 BRL/USD | | | | | +7.6 |
| USD by 10%) | New Zealand Dollar | (NZD) | 1.72 NZD/USD | | | | | +10.8 |
| (※) The figure incl | udes the effect of co | onversion of pro | ofit in USD to JPY | · | | | | |
| ◆Changes in p | oulp prices | | | Household & Industrial Materials | Functional Materials | Forest Resources & Environment Marketing | Printing & Communi- cations Media | Total |
| | | | | | | | | |
| Pulp sales & p | urchase (USD 10/t hig | gher) | | 4 | $\overline{\mathbf{C}}$ | | 4 | +2.8 |
| | | | | | | | | +:Positive Impact ():Negative Impact |



III. Topics

1. Toward FY2030 Targets (1)



Management Philosophy

Purpose

Long-term Vision Toward FY2030

"Toward Further Growth and Evolution"

FY2030 Targets

Environmental Action Program 2030

Consolidated net sales of ¥2.5 trillion or more

1. Toward FY2030 Targets (2)Status of Recent Initiatives



Long-term Vision Toward FY2030 "Toward Further Growth and Evolution"

------ Main FY2023 Priority Measures --

Initiatives for Product Development -Green Innovation-

Installation of pilot wood-derived ethanol/sugar solution equipment

 \rightarrow P.19

 \rightarrow P.20

Large-scale cultivation of medical plants

Initiatives for Profitability Improvement -Profitability-

Agreement to acquire shares of Walki

→ P.21-24

Initiatives for Environmental Issues -Sustainability-

Participation in the ISFC as a founding member



18



Installation of Pilot Plant for Wood-derived Ethanol and Sugar Solution

Green Innovation of Oji

Replacing petroleum-derived materials with **"wood-derived"** ones for the decarbonized society.



III. Topics

2. Initiatives for Product Development(Green Innovation)



Development of large-scale cultivation technology for medicinal plants

What is licorice?

It has anti-inflammatory and anti-allergic effects, and is one of the most common herbal medicinal ingredients. It has been used in a wide range of application from food to cosmetics.

Green Innovation of Oji

By utilizing forest tree breeding technology, we succeeded in "large-scale cultivation of licorice"

Issue 1 Mostly depending on imports from abroad



Issue 2 Harvesting of wild licorice has led to resource depletion and desertification raising seedling rate

Reduction of cultivation period

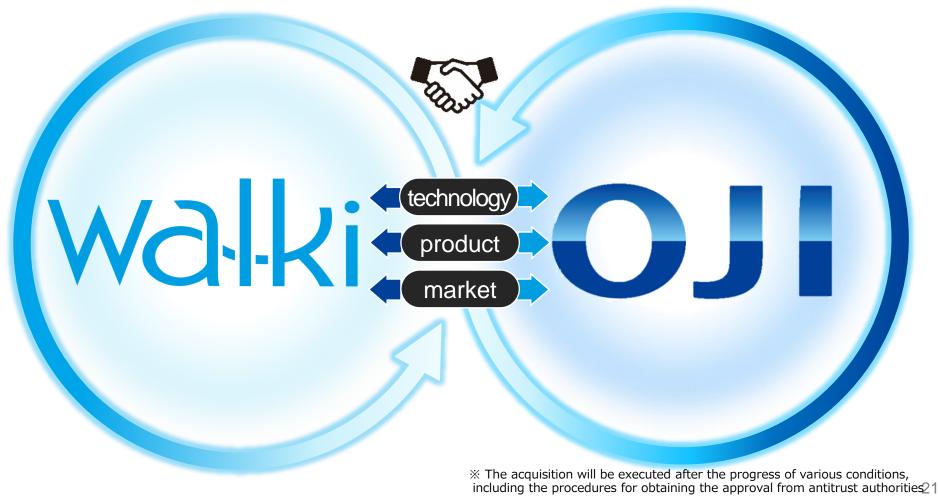
Ensuring **safety and stability** through domestic cultivation

Environmental conservation through the prevention of harvesting of wild licorice



Agreement to acquire 100% shares of Walki (October 2023)

Walki is a leading packaging materials conversion specialist in Europe, a region with pioneering environmental regulations. By combining Oji's technology with that of Walki, we aim to provide and expand environmentally friendly fiber-based solutions globally.



3. Initiatives for Profitability Improvement (Profitability)



About Walki

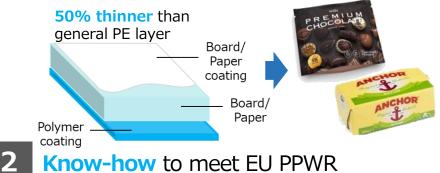
| Name | Walki Holding Oy (Est.1930) | | | | | |
|---------------------|---|--|--|--|--|--|
| HQ | Espoo (Finland) | | | | | |
| Sites | 8 Countries 17 Sites | | | | | |
| Business | Coating, Laminating (Plastic/Aluminum), Printing, Converting 1 Consumer Packaging 2 Industrial Packaging 3 Engineered Materials | | | | | |
| Revenue | € 705M %Fiscal year ended Dec. 2022 | | | | | |
| No. of Employees | Approx.1,700 | | | | | |



Strengths

Unique & Advanced Barrier Coating Technology

The ultra thin barrier coating technology on paper enables paper packaging to maintain its barrier property with recyclability.



background

Growing demand of recyclable, reusable, and compostable packaging materials due to the upcoming implementation of EU packaging and packaging waste regulations(PPWR).

PPWR: EU regulation for a 50% recycling rate for packaging materials by 2025. Binding targets are proposed for the recycling rate for each material (85% by the end of 2030 for paper and cardboard).

Jointly develops and provides the required environmentally friendly solutions with the customers
Selected by FMCG global big brands

III. Topics

3. Initiatives for Profitability Improvement (Profitability)



Market





III. Topics

3. Initiatives for Profitability Improvement (Profitability)



A Roadmap to Maximizing Synergy with Walki

Phase 1 : Europe · Japan

Establish a strong position in the deplasticization market by utilizing Walki's cutting-edge technology and competitive advantage in providing the requested solution.

Phase 2 : Southeast Asia · Oceania · India

Expand sales in areas where environmental regulations would possibly intensify.

Not only providing environmentally friendly solutions to multinational companies existing to the market region, but also encouraging the business expansion to our existing customers.



4. Initiatives for Environmental Issues (Sustainability)

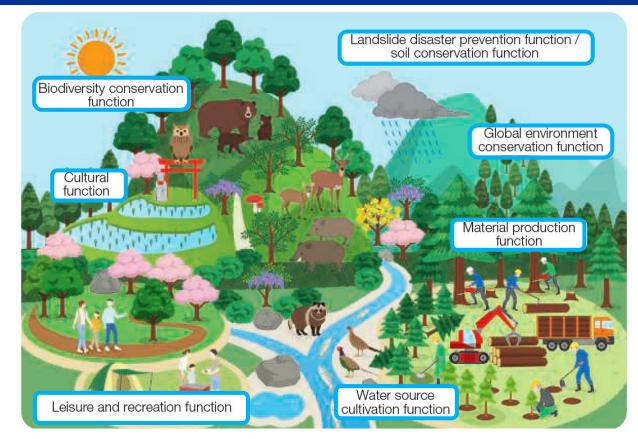


Participation in the International Sustainable Forestry Coalition (ISFC) as a founding member (Sep. 2023)

Bringing the multiple functions of the "Oji Forest" into play

Collaborating with the world's leading companies

Contributing to a sustainable society as a forest sector



4. Initiatives for Environmental Issues (Sustainability)



About ISFC

•Founded by 11 of the world's leading forestry companies

11 companies forests 28 countries 10,000,000 ha

Oji forests 6 COL

6 countries 600,000 ha

•Through **sustainable forest management**, it promotes:

-Climate change

- -Biodiversity loss countermeasures
- -Deforestation

-Development of natural capital accounting standards

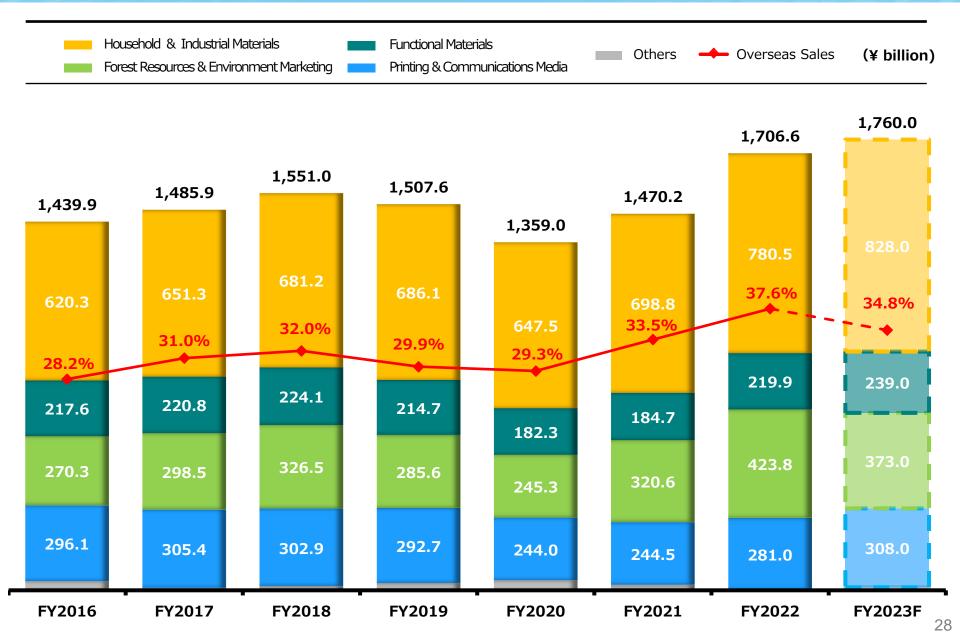
Expanding the Forestry Sector Contribution to the Transition to a Sustainable Society



《 Reference Materials 》

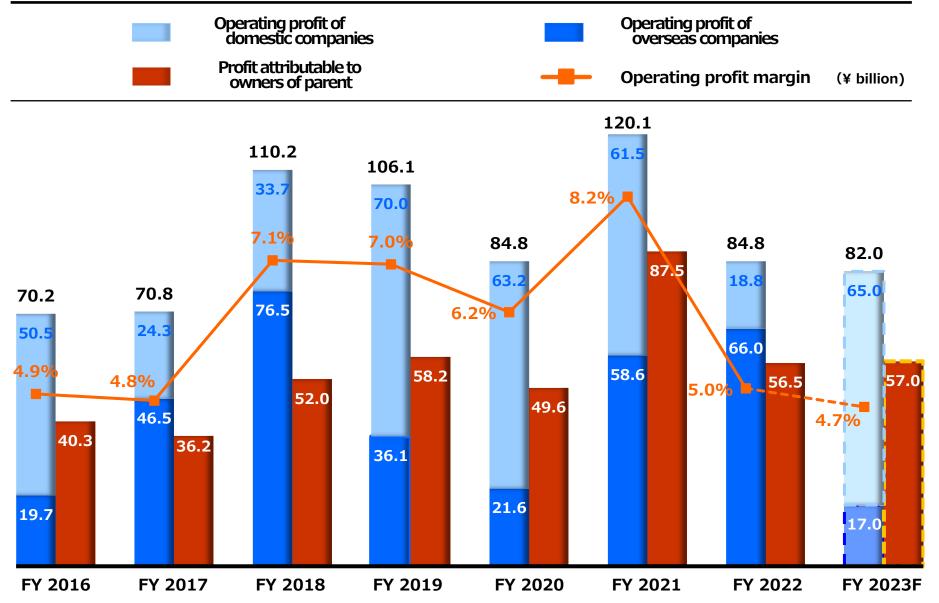
Reference Materials Trends of Net Sales by Segment (consolidated)



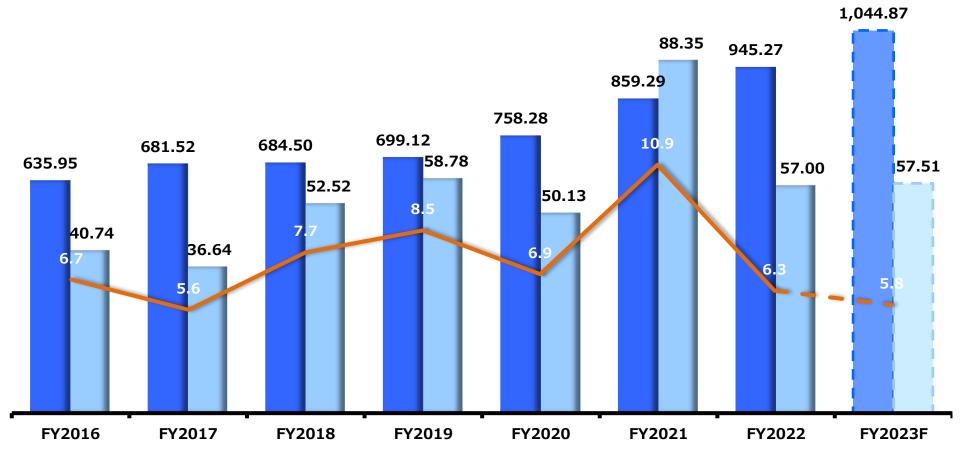


Reference Materials **Trends of Operating Profit (consolidated)**

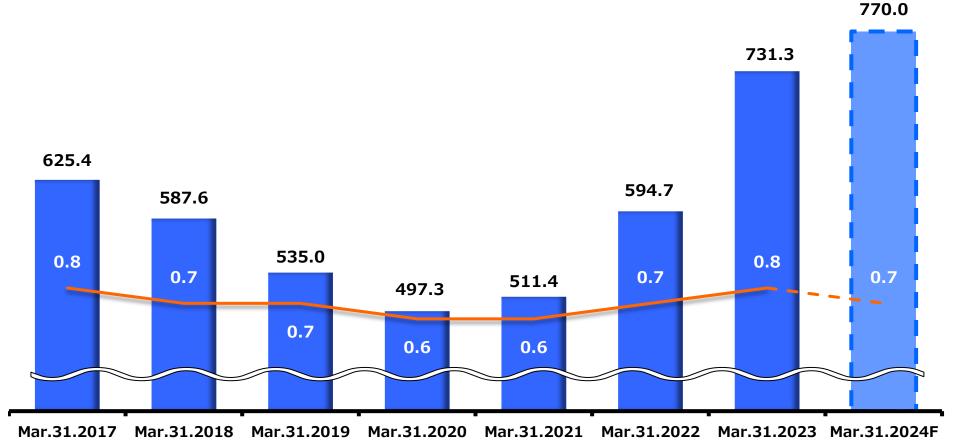




Reference Materials Trends of Return on Equity (ROE) OJI HO Net assets per share (¥) Net profit per share (¥) ROE (%)



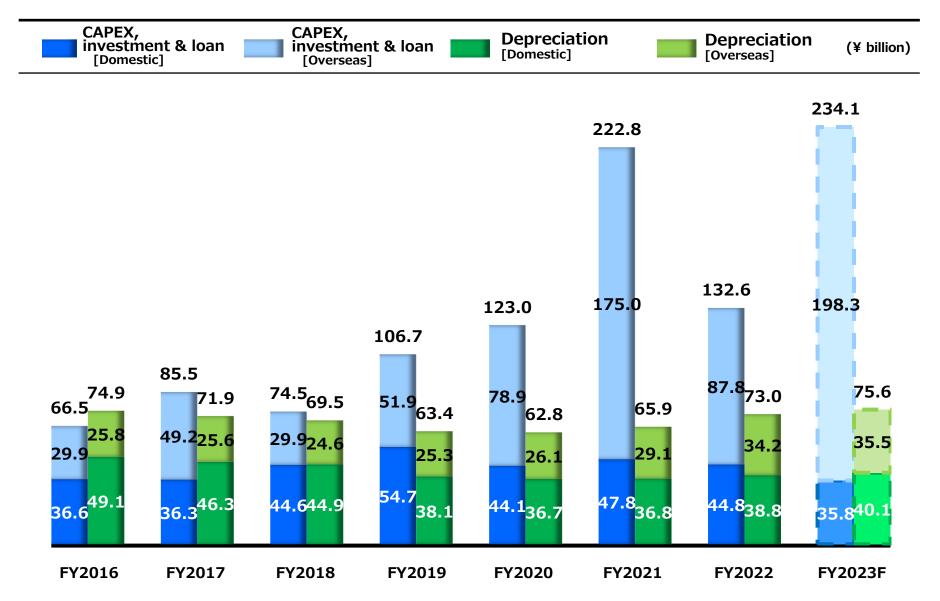




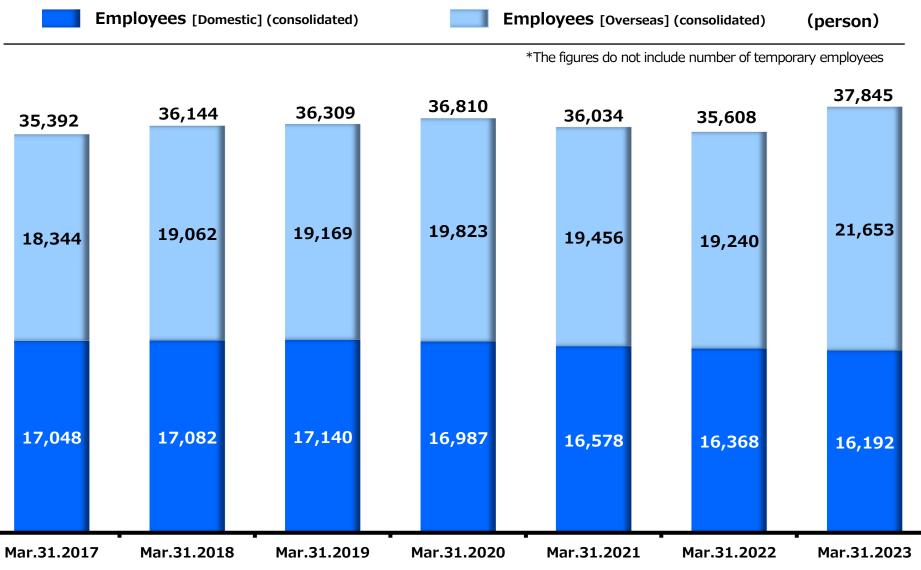
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Reference Materials **Trends of CAPEX / Depreciation (consolidated)**











(thousand ton)

| | Domestic Shipments | | Imports (Custom-cleared)*1 | | Total | |
|-------------------------------|--------------------|-------------|----------------------------|--------------|--------|--------------|
| | Y | ear-on-Year | | Year-on-Year | | Year-on-Year |
| Containerboard | 4,355 | 94.9% | 10 | 40.3% | 4,365 | 94.5% |
| Boxboard | 706 | 97.2% | 94 | 83.5% | 801 | 95.4% |
| Other Paperboard | 278 | 90.7% | 14 | 81.8% | 292 | 90.2% |
| Paperboard Total | 5,339 | 94.9% | 119 | 76.1% | 5,458 | 94.4% |
| Sanitary Paper | 900 | 98.0% | 118 | 111.1% *2 | 1,018 | 99.4% |
| Packaging Paper | 298 | 89.4% | 5 | 83.8% | 303 | 89.3% |
| Newsprint | 827 | 90.6% | 1 | 118.2% | 827 | 90.6% |
| Printing/Communications Paper | 2,454 | 91.0% | 263 | 98.5% | 2,717 | 91.6% |
| Miscellaneous Paper | 256 | 87.6% | 7 | 75.1% | 263 | 87.2% |
| Paper Total | 4,735 | 91.9% | 394 | 101.1% | 5,128 | 92.5% |
| | | | | | | |
| Paperboard and Paper Total | 10,074 | 93.5% | 512 | 94.0% | 10,586 | 93.5% |
| | | | | | | (million m) |
| Corrugated Containers *3 | 7,065 | 95.5% | | | 7,065 | 95.5% |
| | | | | | | |

Source: Japan Paper Association - Statistics on Paper and Paperboard; Trade Statistics of Ministry of Finance, Japan; Japan Corrugated Case Association - Production Volume of Corrugated Case

*1: Statistics for customs cleared imports of paper: April 2023 - September 2023(preliminary)

*2: The figure includes secondary products (processed goods)

*3: The figure represents the production volume of corrugated board