

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]



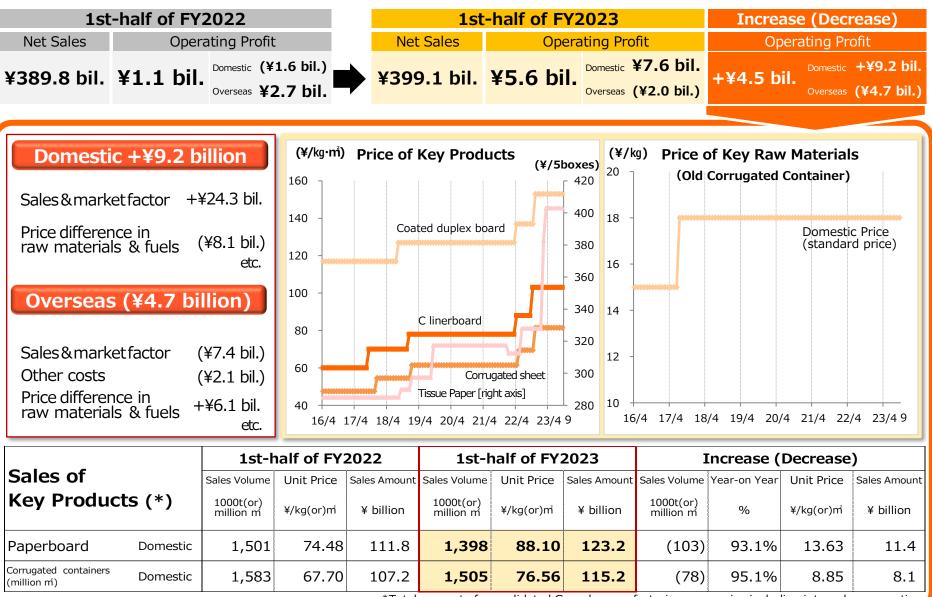
(¥ billion)

			(¥ 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

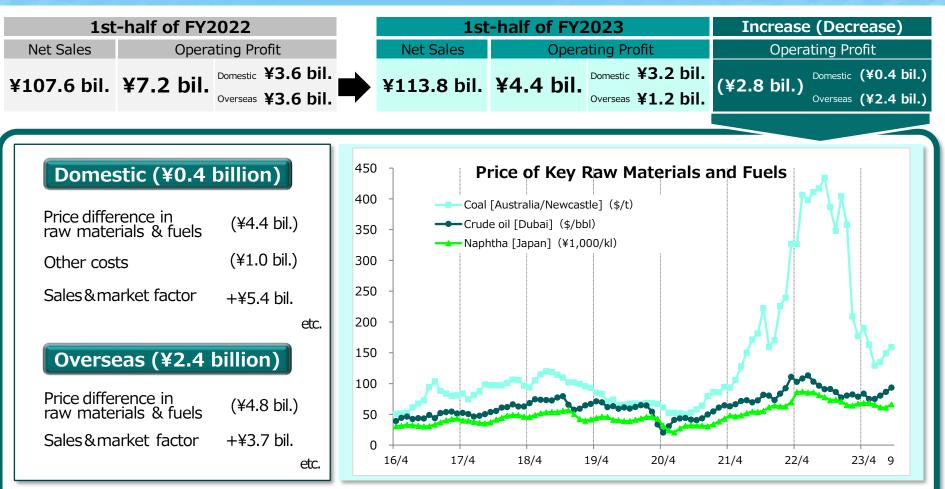




*Total amount of consolidated Group's manufacturing companies including internal consumption

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

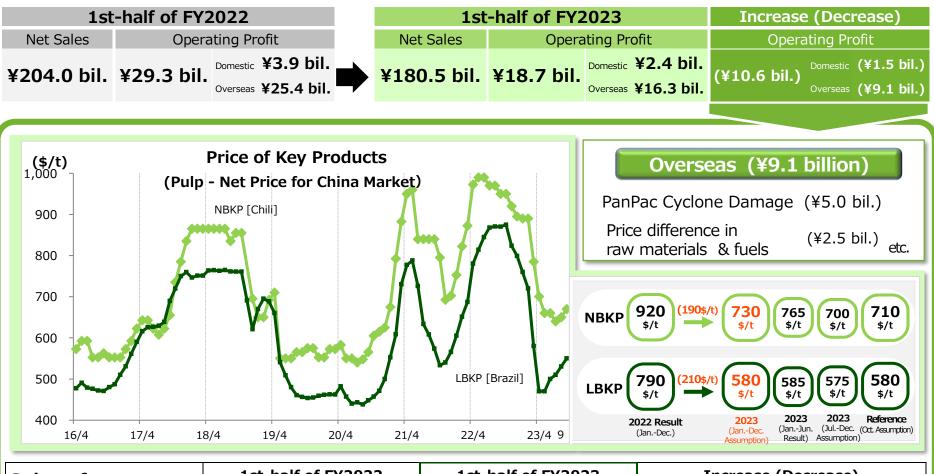
OJI HOLDINGS



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

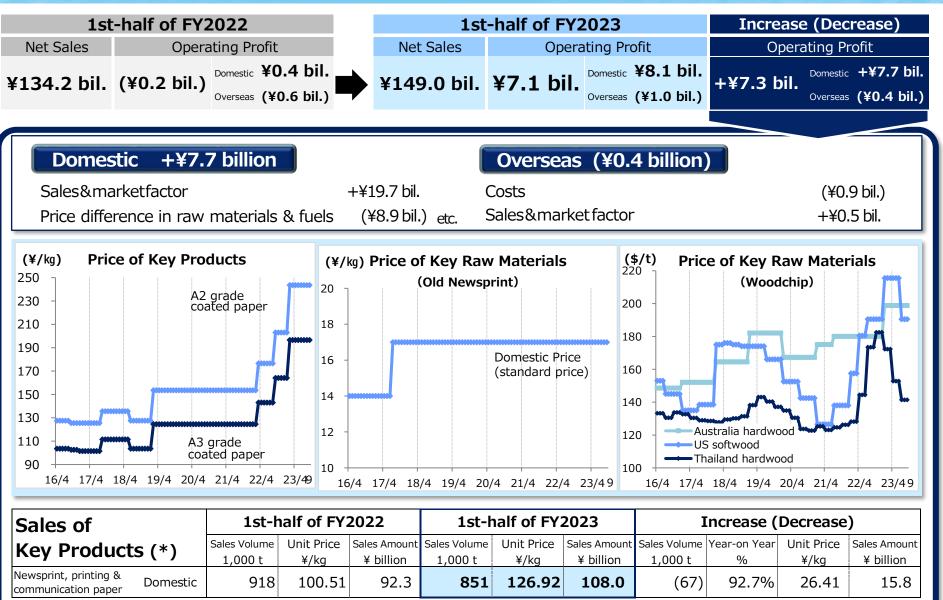




Sales of		1st-h	nalf of FY2	2022	1st-half of FY2023 Increase (Decrease))
Key Products (*)		Sales Volume	Unit Price	Sales Amount	Sales Volume	Unit Price	Sales Amount	Sales Volume	Year-on Year	Unit Price	Sales Amount
		1,000t (or) GWh	¥/kg	¥ billion	1,000t (or) GWh	¥/kg	¥ billion	1,000t (or) GWh	%	¥/kg	¥ 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



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				(¥ 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



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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

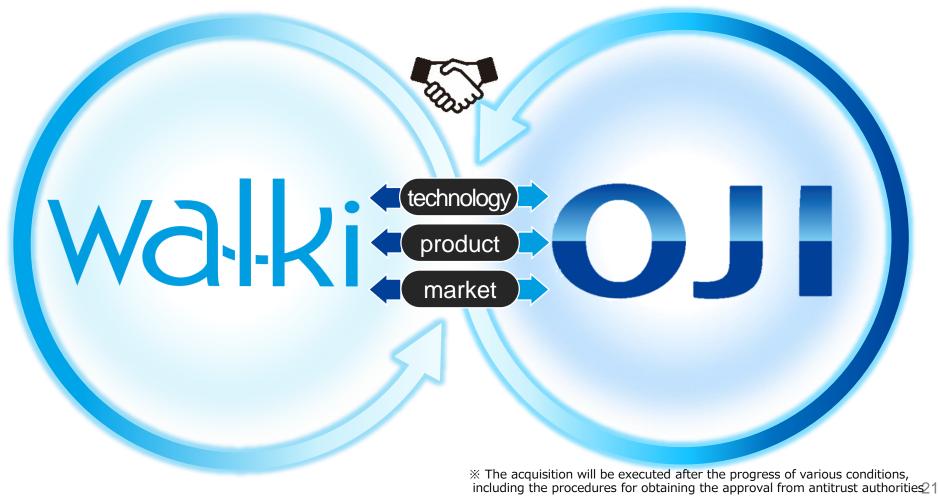
Ensuring **safety and stability** through domestic cultivation

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

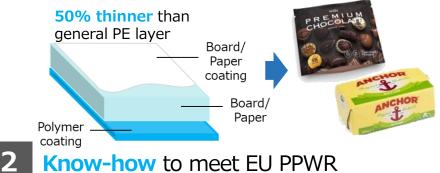
Name	Walki Holding Oy (Est.1930)					
HQ	Espoo (Finland)					
Sites	8 Countries 17 Sites					
Business	Coating, Laminating (Plastic/Aluminum), Printing, Converting 1 Consumer Packaging 2 Industrial Packaging 3 Engineered Materials					
Revenue	€ 705M %Fiscal year ended Dec. 2022					
No. of Employees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

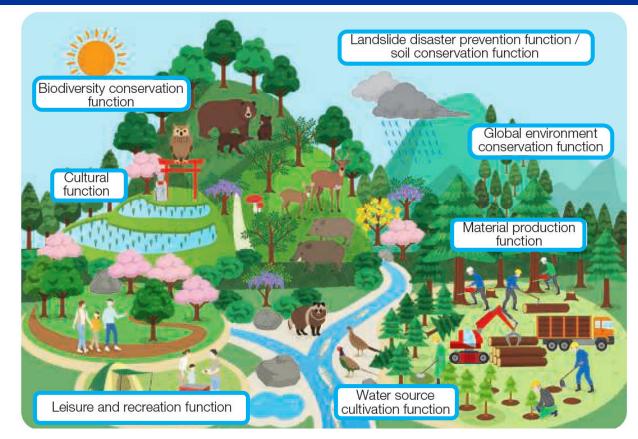


Participation in the International Sustainable Forestry Coalition (ISFC) as a founding member (Sep. 2023)

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

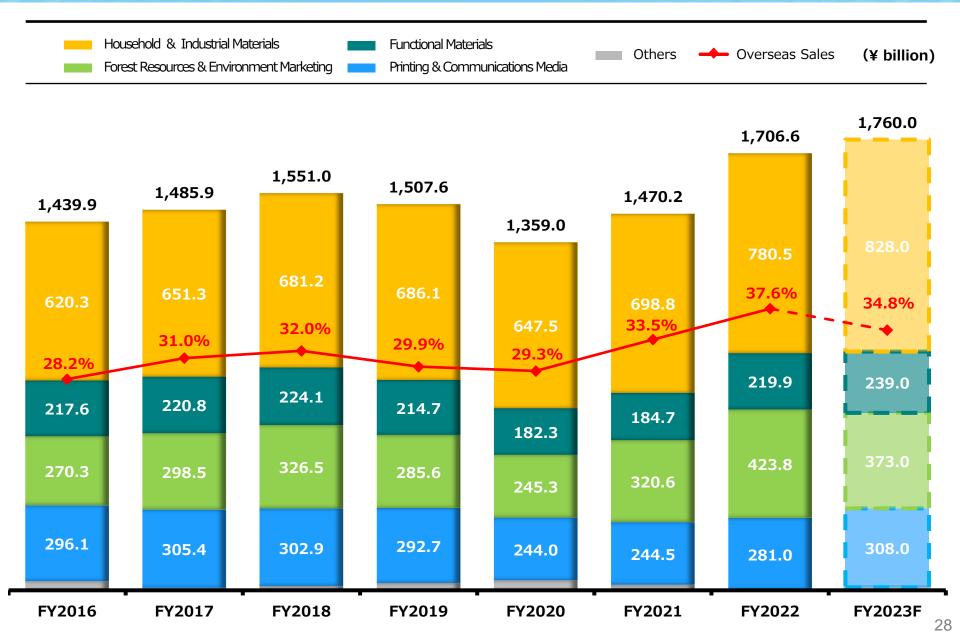
Expanding the Forestry Sector Contribution to the Transition to a Sustainable Society



《 Reference Materials 》

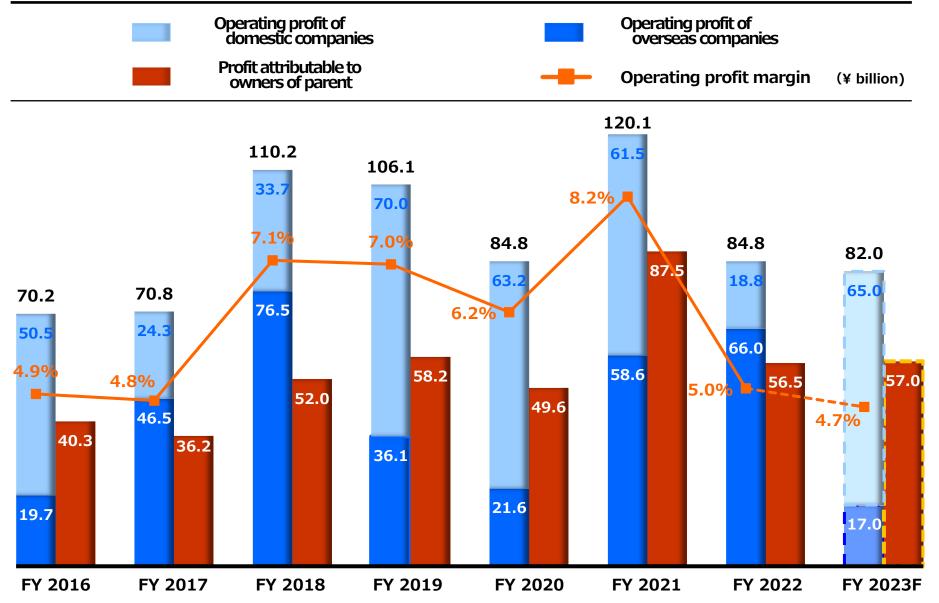
Reference Materials Trends of Net Sales by Segment (consolidated)



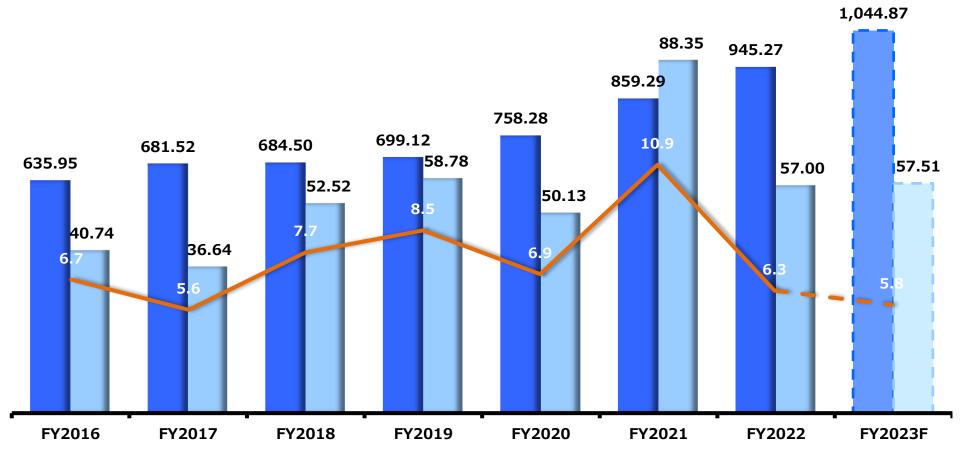


Reference Materials **Trends of Operating Profit (consolidated)**

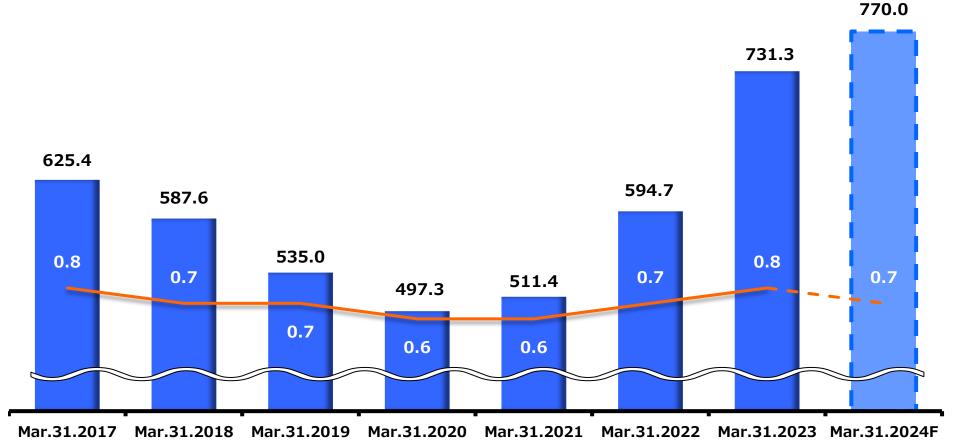




Reference Materials Trends of Return on Equity (ROE) OJI HO Net assets per share (¥) Net profit per share (¥) ROE (%)



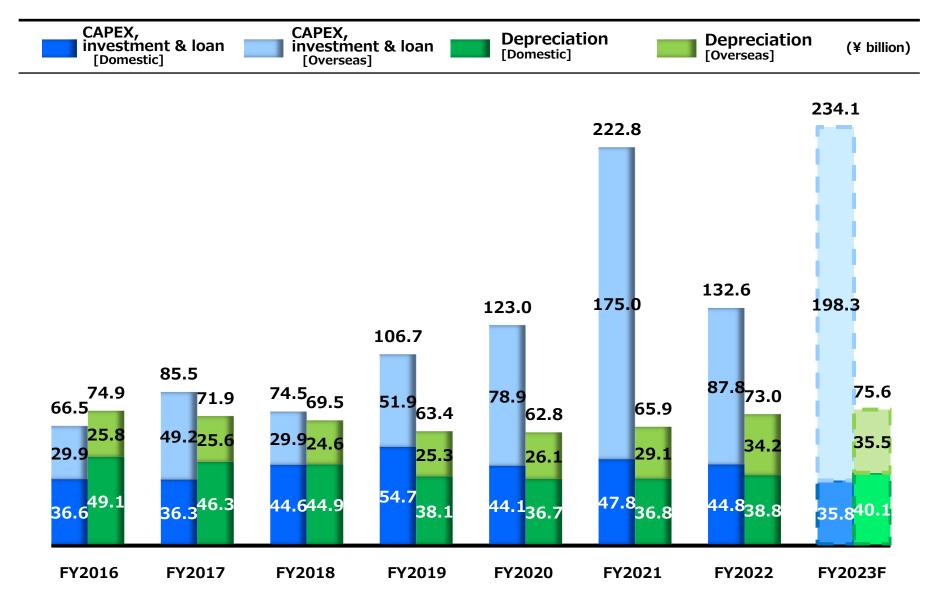




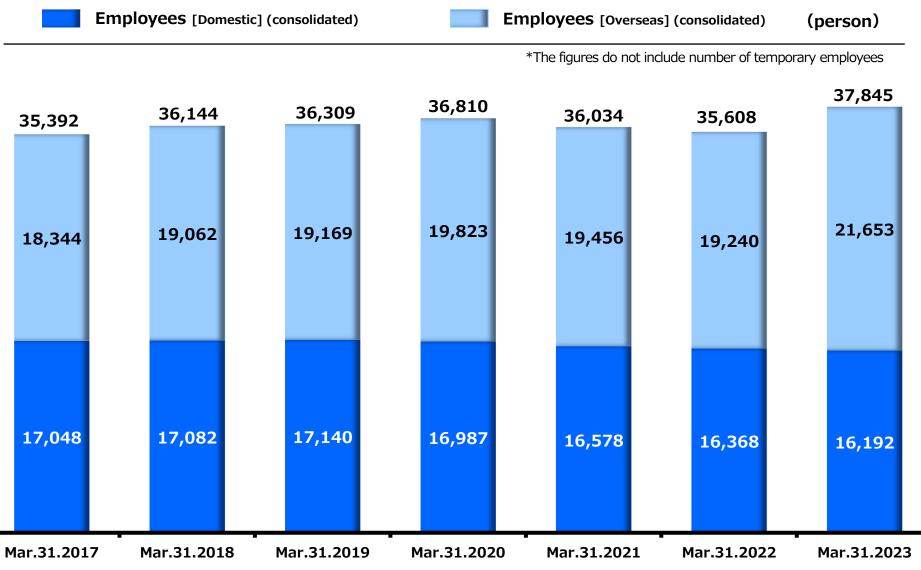
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Reference Materials **Trends of CAPEX / Depreciation (consolidated)**











(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