

Summary of Financial and Business Results

November 17, 2014











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I. 2nd Quarter FY2014 Result Overview and FY2014 Financial Forecast



1. Financial Highlights of the 1st-half of FY2014 (consolidated)

(¥billion)

		1st-half of FY2013	1st-half of FY2014	Increase (Decrease)
Net Sales		642.6	637.3	(5.3)
Operating Income		26.5	19.2	(7.3)
Ordinary Income		31.5	16.4	(15.1)
Net Income		15.9	6.6	(9.3)
Depreciation		35.9	33.8	(2.1)
Exchange Rate (\forall /US\\$)		98.9	103.0	4.1
Overseas Sales Ratio		20.2%	20.2%	-
Operating Income of Overseas Companies		8.9	7.5	(1.4)
Number of	Domestic	90	85	-5
Consolidated Companies	Overseas	71	72	+1
	Total	161	157	-4

Southeast Asia +2 [Myanmar: corrugated containers (newly established), Vietnam: folding cartons/high-grade corrugated carton boxes (acquisition), and others], other overseas -1

Domestic - 5 [Merger within the Group, and others]

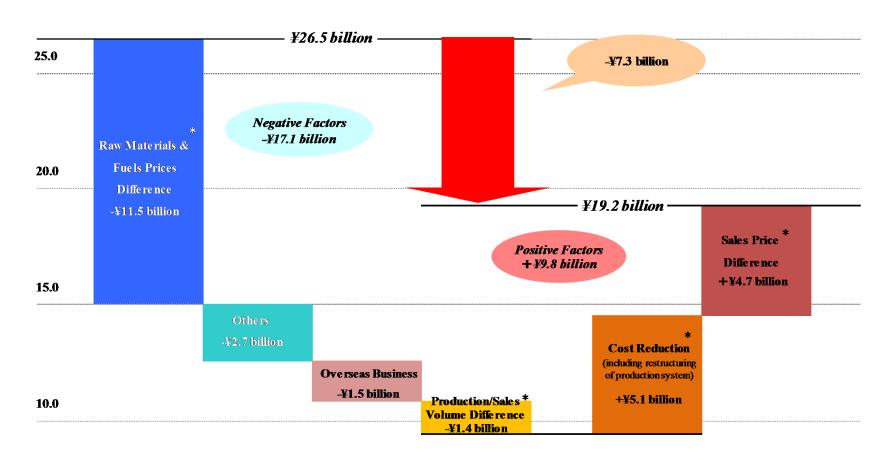
Equity Method Affiliates: 17 companies (Domestic: 11 / Overseas: 6)

2. Breakdown of Increase/Decrease of Operating Income [1st-half of FY2013 to 1st-half of FY2014] (consolidated)



(1st-half of FY2013 to 1st-half of FY2014)





^{*}only results of main domestic operations are included in raw materials and fuels prices difference, production/sales volume difference, cost reduction and sales price difference.



3. Sales and Operating Income by Segment [1st-half of FY2014]

(¥billion)

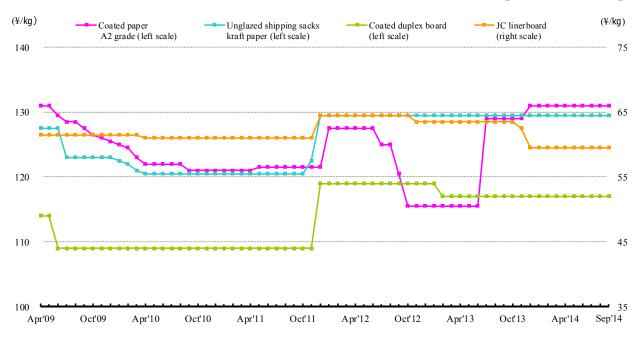
	1st-half of FY2013		1st-half o	f FY2014	Increase (Decrease)		
	Sales Operating Income		Sales	Operating Income	Sales	Operating Income	
Household & Industrial Materials	267.7	9.8	267.2	4.9	(0.5)	(4.9)	
Functional Materials	110.5	5.7	108.9	4.7	(1.6)	(1.0)	
Forest Resources & Environment Marketing	97.5	9.7	94.2	6.3	(3.3)	(3.4)	
Printing & Communications Media	155.6	(2.3)	151.5	(0.8)	(4.1)	1.5	
Others	128.7	3.5	131.7	4.0	3.0	0.5	
Adjustments	(117.4)	0.1	(116.2)	0.1	1.2	-	
Total (consolidated)	642.6	26.5	637.3	19.2	(5.3)	(7.3)	

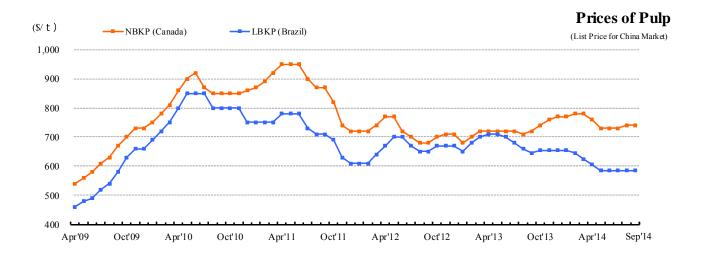
^{*}Sales include inter-segment sales.



4. Trends of Sales Prices

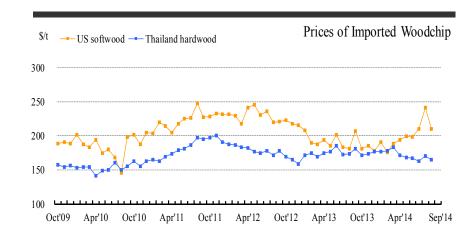
Prices of Paperboard and Paper

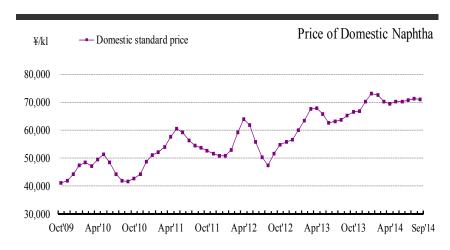


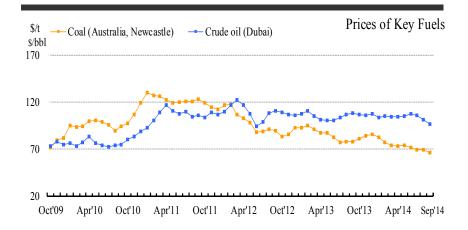


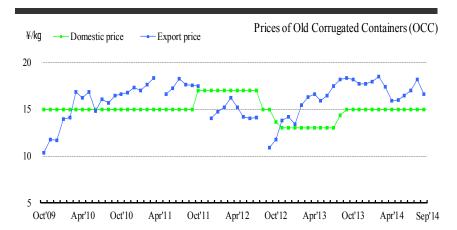


5. Trends of Major Raw Materials and Fuels Prices









I. 2nd Quarter FY2014 Result Overview and FY2014 Financial Forecast



6. Sales of Major Products

		1st-half of FY2013			1st-half of FY2014			Increase (Decrease)			
		Sales Volume	Unit Price	nit Price Sales	Sales Volume	Unit Price	Unit Price Sales	Sales Volume	Year-to- Year	Unit Price	Sales
		(1,000 t, million m2)	(¥/kg, ¥/m2)	(¥ billion)	(1,000 t, million m2)	(¥/kg, ¥m2)	(¥ billion)	(1,000 t, million m2)	%	(¥/kg, ¥/m2)	(¥ billion)
Paperboard	Domestic	1,442	63.93	92.2	1,464	65.30	95.6	22	101.5%	1.37	3.4
Corrugated Containers (million m2)	Domestic/Overseas	1,677	63.55	106.5	1,691	61.60	104.2	14	100.9%	(1.95)	(23.8)
Packing Paper	Domestic	140	104.68	14.7	138	104.05	14.3	(2)	98.2%	(0.63)	(0.3)
Sanitary Paper	Domestic	87	221.00	19.3	83	228.70	18.9	(5)	94.8%	7.71	(0.4)
Specialty Paper	Domestic	82	258.92	21.2	86	249.33	21.5	4	105.2%	(9.59)	0.3
Thermal Paper (million m2)	Domestic/Overseas	1,715	19.87	34.1	1,680	20.22	34.0	(35)	97.9%	0.35	(0.1)
Market Pulp	Domestic/Overseas	709	61.60	43.7	761	55.41	42.2	52	107.3%	(6.19)	(1.5)
Printing & Writing Paper	Domestic	1,332	106.04	141.2	1,235	109.73	135.6	(97)	92.7%	3.69	(5.7)

^{*}Figures above are the appregation of Oji Group's consolidated subsidiaries which include inter-segment consumptions

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7. Financial Forecast for FY2014 (consolidated)

(¥billion)

	FY2013	FY2014	Increase (Decrease)
Net Sales	1,332.5	1,340.0	7.5
Operating Income	62.0	58.0	(4.0)
Ordinary Income	70.4	50.0	(20.4)
Net Income	33.8	22.0	(11.8)
Depreciation	73.3	69.2	(4.1)
Exchange Rate (\forall /US\\$)	100.2	105.0	4.8
Overseas Sales Ratio	20.3%	20.9%	0.6%
Operating Income of Overseas Companies	19.3	17.0	(2.3)

Assumptions for the 2nd-half of FY2014 Financial Forecast

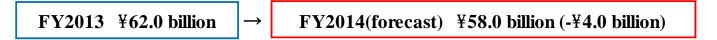
Raw Materials/Fuels Prices		ls/Fuels Prices	Effects of Fluctuation (per annum)		
	-Woodchip:	based on current contract	Exchange rates:	¥: approx. ¥0.5 billion with a fluctuation of ¥/US\$ by1% <strong +="" ¥="">	
	-Recovered	price to remain static at		BRL: approx. ¥0.4 billion with a fluctuation of BRL/US\$ by1% <weak +="" brl=""></weak>	
	paper:	current level		NZ\$: approx. $\$0.2$ billion with a fluctuation of NZ\$/US\$ by 1% <weak +="" nz\$=""></weak>	
	-Coal:	based on current conatract	-Price of recovered paper:	approx. ¥4.1 billion with a fluctuation of ¥1/kg	
			Price of Dubai crude oil:	approx. ¥0.2 billion with a fluctuation of US\$1/bbl	
				(heavy fuel oil, naphtha, bunker, purchasing electricity/gas, etc.)	
			Price of pulp	approx. ¥1.2 billion with a fluctuation of US\$10/t < high price +>	

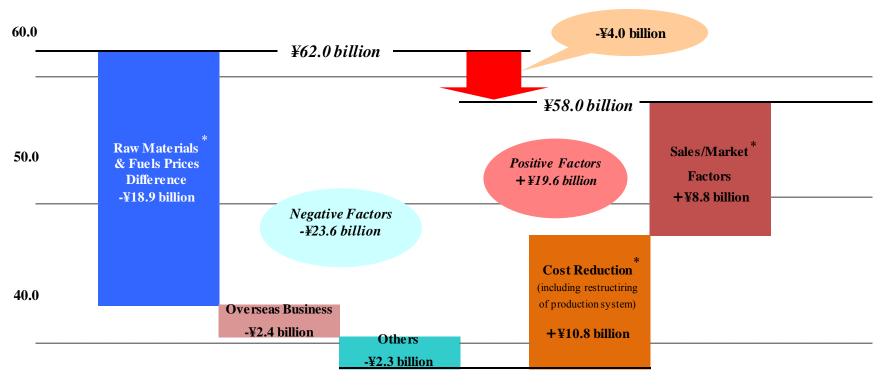
^{*} The above forecasts are based on the forecasts made at the time of publication. As such, actual results may differ from these forecasts due to various unforeseen causes.

8. Breakdown of Increase/Decrease of Operating Income



(FY2013 to FY2014 (forecast))





^{*}only results of main domestic operations are included in raw materials and fuels prices difference, cost reduction and sales/market factors.



9. Sales and Operating Income by Segment [FY2014 forecast]

(¥billion)

	FY2013		FY20	014E	Increase (Decrease)		
	Sales	Operating Income	Sales	Operating Income	Sales	Operating Income	
Household & Industrial Materials	551.2	22.1	560.6	19.0	9.4	(3.1)	
Functional Materials	226.1	12.2	226.5	11.1	0.4	(1.1)	
Forest Resources & Environment Marketing	205.7	21.4	202.6	15.8	(3.1)	(5.6)	
Printing & Communications Media	317.7	(1.9)	316.8	3.7	(0.9)	5.6	
Others	267.3	8.0	269.8	8.3	2.5	0.3	
Adjustments	(235.5)	0.2	(236.3)	0.1	(0.8)	(0.1)	
Total (consolidated)	1,332.5	62.0	1,340.0	58.0	7.5	(4.0)	
					401 111		

^{*}Sales include inter-segment sales.

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10. Influence of Exchange Rate Fluctuations

1 Oii Craun	'a Craga barda	r Transactions
1. Off Group	s Cross-borde	r Transactions

(US\$ million/year)

	Domestic Business	Overseas Business	Total
Export	360	1,090	1,450
Import	950	150	1,100



Export surplus US\$ 350 million

2. Influence of Exchange Rate Fluctuations (10% fluctuations of US\$)

Major Currencies	Factor	Influence of Appreciating US\$	Annual Amount of Influence on the Oji Group
Yen (¥)	Domestic business: Import >Export	\	Worsen by
	Conversion of overseas consolidated subsidiaries' profits and losses to ¥	^	approx. ¥5.0 billion
Brazil Real (BRL)	Sales: US\$ based Expenses: BRL based	^	Improve by approx. ¥4.0 billion
New Zealand Dollar (NZ\$)	Sales: US\$ based Expenses: NZ\$ based	^	Improve by Approx. ¥2.0 billion



II. Topics Regarding Management Strategy



1. Management Philosophy / Management Strategy

~Beyond the Boundaries **~** Management Philosophy

NO LONGER a Paper Manufacturing Company

"Creation of Innovative Values"

"Contribution to Future and the World"

"Harmony with Nature and Society"

Group Management Strategy

Deepening of the Core Businesses

Development of New Business / Product

Further Expansion of Overseas Businesses

Further Enhancement of a Financial Foundation

Priority Function Enhancement

Research & Development System
Overseas Markets' Expansion Function
Trading Company Function
Human Resources Planning / Operations Revamp Function

Promotion of Environmental Management

Limitless Challenge towards

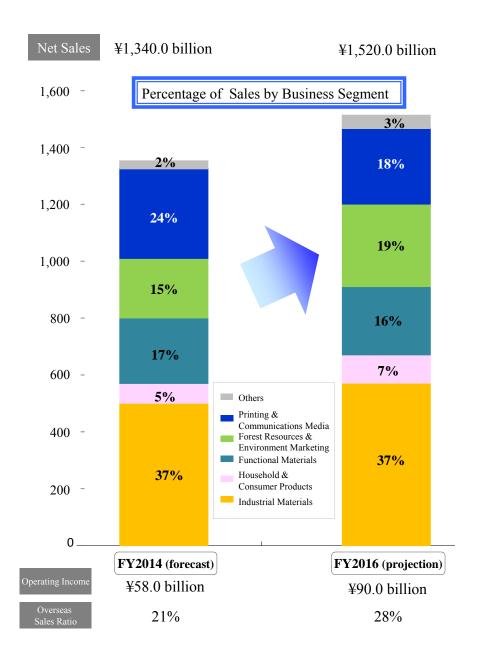
Zero-environmental Burden

Responsible Raw Materials Procurement

Sustainable Forest Management



2. Earnings Projection / Financial Strategy



<M	lajor	Fact	ors	for	Sal	les l	Increa	ıse>

СННРР	¥95.0 billion
Disposable diapers (overseas)	¥14.0 billion
Pulp (Nantong project)	¥14.0 billion
Energy	¥10.0 billion
Thermal paper/film, labels (overseas)	¥6.0 billion
Lumber (overseas)	¥5.0 billion
Packaging (overseas)	¥5.0 billion

Financial Strategy for FY2014 - FY2016

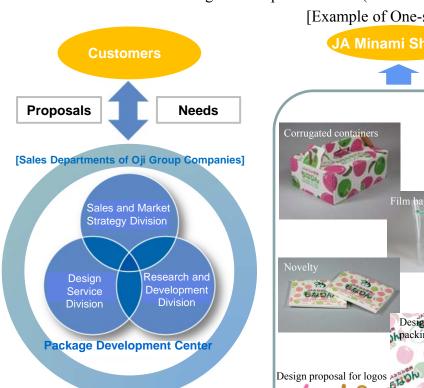
- ◆Strategic investment ¥200.0 billion
- ◆ Reduction of interest-bearing debts to ¥750.0 billion (by the end of FY2016)

(With the business expansion accompanying acquisition of CHHPP, both the amount of investment and interest-bearing debts are increased)



Promotion of "Material-and-Processing Integrated Business" to be the No.1Integrated Packaging Manufacturer

- "One-stop Shop of Packaging" enabled by collaborations of material manufacturing and processing sectors
- Establishment of Package Development Center (June 2014)





packing papers

Promotion of restructuring of manufacturing/sales system and M&A

Expansion of Overseas Packaging Business

Number of sites for packaging business in Southeast Asia and India

21 sites

(includes 1 site under construction)

New Mill Started Operation in July 2014

Oji JK Packaging (Neemrana Industrial Park, India) [Production Capacity] Corrugating: 48 million m2/year Box & Printing: 44 million m2/year



New Mill Scheduled to Start Operation in May 2015

Oii GS Packaging (Yangon) (Mingaladon Industrial Park, Myanmar)

[Production Capacity] Corrugating: 42 million m2/year Box & Printing: 25 million m2/year

[Future Business Expansion]

- Speedup of business development in countries not yet to be entered
- Promotion of more integrated packaging business throughout whole Asia region

[Target Market Share] **Packaging Business**

> Malaysia: 30% Cambodia: 50% Others: 10%

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3. Topics (2) Household and Consumer Products Business [Japan] -1-

Oji Nepia's promise for Quality



Living Quality pursues better product qualities such as nice and comfortable texture, functionality, etc. Environmental Quality promotes eco-friendliness such as FSCTM-certified paper* for forest conservation since 2011.

Social Quality includes social contribution activities that embody the thoughts of customers.

*Oji Nepia's license code: FSC-C018118

Disposable Diapers Business

Extensive strengthening led by the Personal Care Innovation Center



- Steady launch of redesigned products and new models
 Implementation of independent strategies for each product type
 (tape-type/pants-type, baby/adult)
- October 2014: Launch of Redesigned "Genki!", Pants-type Disposable Diapers for Baby
 - Product

[New Function]

Additional improvement of airflow around the waist with 3 paths for moisture removal

[Existing Function]

Great fit enabled by soft and flexible waistband

[Packaging]

Design and naming developed to convey the functions

<Naming of the Function>
Product Packaging>
「けんき100倍」
CT.YANASE/FRÖEBELKAN・TMS・NTV

♦ In-store Display Merchandising and Promotion Activities

[Store displays]
Use of display tools to explain the functions

[Promotion]
Holding of an event with
Anpanman as its promotional tool





♦ Sales Trend after the Launch of Redesigned Product Shipping volume has increased by 140%

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3. Topics (2) Household and Consumer Products Business [Japan] -2-

Household Products Business



Expansion of FSCTM-certified product range to kitchen towels, in addition to tissues/toilet rolls



Ceaseless quality improvements,
Development of high quality products demanded by the market



Establishing the Brand as One That is Known for its High-quality/High-class Products

[FSCTM-certified Products] (Oji Nepia's license code: FSC-C018118)



"Premium Soft" Tissue

nepia



"nepi nepi" Tissue



"nepi nepi" Toilet Rolls



"Premium Soft" Toilet Rolls



High-absorbent Kitchen Towel

[High-quality Products]



(High end, moist type)



"Oshiri-celeb" Toilet Rolls (High end, moist type)



"Hana-celeb" Mask



"Toiletton" Wet Wipes

3. Topics (2) Household and Consumer Products Business [overseas]

Overseas Disposable Diapers Business

Proactive business development mainly in Southeast Asia, which is expected to see demand growth

Malaysia

Share acquisition of local disposable diapers company

[Overview of the Company]

Company name: People & Grit (M) Sdn Bhd

Location: Selangor, Malaysia

Business lineup: manufacturing/sales of

disposable diapers for baby

Investment ratio: Oji HD 80%, the founder20%

Net sales: ¥1.8 billion

Construction of a new factory

[Overview of the Mill]

Company name: Oji Asia Household Product

Sdn. Bhd.

Location: Selangor, Malaysia

(inside the GSPP Mill)

Business lineup: manufacturing/sales of

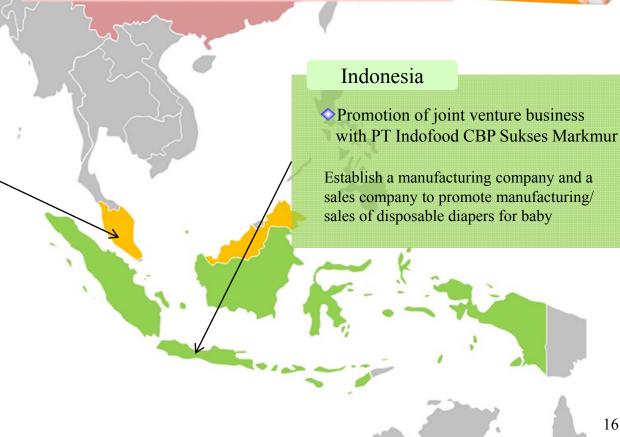
disposable diapers for baby

Investment ratio: Oji Group 100% Starting operation in: November 2015

China

♦ Enhancement of export baby's disposable diapers There is a rush of demand for "made in Japan" disposable diapers in China. Export will be further strengthened via the companies with local sales networks





3. Topics (3) Functional Materials Business



Domestic Business: Expansion of Film Business and
Strengthening of Competitiveness of Existing Businesses

[Highly Functional Films]

Capacitor films for EV/HEV Launching the world's thinnest 2.3μ film by the end of 2014



Prompt reaction to needs of domestic customers Seek to incorporate Chinese/European demands which are expected to increase significantly

Optical functional films
Construction of a new UV adhesive coater

(scheduled to be completed by the end of 2014)



Improvement in manufacturing capability
Strengthening of competitiveness of middle/low-end
products for emerging countries



Restructuring of manufacturing system for specialty paperboards (completed in July-September 2014)

Termination of Oji F-Tex Fujinomiya Mill's #B-1 and 2 paper machines → concentrate manufacturing at Oji Materia

Restructuring of manufacturing system for thermal paper (completed in September 2014)

Termination of Oji Paper Nichinan Mill's #3 and 4 coating machines

concentrate manufacturing at
Oji Imaging Media Kanzaki Mill
OPT(Thailand)



Oji F-Tex Shiga Mill New machine for film manufacturing(6FM)



New Tac Kasei Toyonaka Plant's UV adhesive coater under construction (scheduled to be completed by the end of 2014)

Overseas Business: Business Expansion in Growing Markets

[South America] Production increase of thermal paper (completed in March 2014)

Oji Papéis [Production capacity] 50,000 tons → 62,000 tons

Especiais (Brazil)

[China]

Sunshine Oji (Shouguang) Specialty Paper Ltd. Increasing sale of highly profitable high-grade decorative paper Consideration of sale of specialty papers manufactured in Japan via leveraging the local sales network

[Southeast Asia]

OPT/OLT (Thailand)

Further expansion of upstream – downstream business of communications paper and labels in Southeast Asia



OPE (Brazil) PC3

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3. Topics (4) Forest Resources and Environment Marketing Business -1-

Energy Business Development of energy business centered around various renewable energies by actively using existing assets and know-hows

4,000kW

Expansion of Power Generation Business

Projects in Progress

Total Sales Capacity

◇ Biomass Power Generation 3 plants

Hokkaido starting operation in December 2015
Shizuoka starting operation in March 2015
Miyazaki starting operation in March 2015

◇ Hydropower Generation 11 plants

27,000kW

Hokkaido and Shizuoka (upgrading and efficiency improvement)

Solar Power Generation 4 plants Hokkaido, Fukushima, Nagano and Chiba 7,000kW

Biomass power boiler under construction (Nichinan, Miyazaki)

[Future Business Scheme]

Establishment of large-scale thermal power plant

Wide variety of fuels including biomass fuels Estimated scale: 100,000kW

Continued development of renewable energies

Wind power/small-size hydropower generations Use of appropriate sites within company-owned plantations

Entry into Electric Power Retailing

Establishment of joint venture for electric power selling with Itochu Enex Co., Ltd. which owns know-how for power retailing.

Utilization of Oji Group's power generation facilities to make a foray into power retailing business.

Retailing for general household is also sought, considering the full liberalization of power retailing.

~Overview of the Establishment of the Power Retailing Company~

Company name: Oji Itochu Enex Power Retailing Co., Ltd.

Establishment date: January 2015

Investment ratio: Itochu Enex 60%, Oji Green Resources 40%



3. Topics (4) Forest Resources and Environment Marketing Business -2-



Overseas Lumber Processing Business

Strengthening of lumber business mainly in Asia and Oceania regions

Asia Oceania

Plywood business in Vietnam (production capacity: 28,000m3/year)

December 2014 Start of plywood production

Lumber business in Laos (production capacity: 9,000m3/year)

August 2014 Start of lumber trial production
December 2014 Start of dried wood production

Scale expansion following the start of

full-scale eucalyptus logging

Rubber wood lumber business in Myanmar

(production capacity: 6,000m3 /year)
2015 Start of production of lamina of laminated lumber

Acquisition of lumber facility in South Island of NZ

(in the midst of obtaining regulatory approval) (production capacity: 90,000m3/year)

March 2015 Start of lumber production (50,000m3/year initially)



Strengthening of lumber business at PANPAC

Acquired lumber plant

Pulp Business

Dissolving pulp (DP) (production capacity: 90,000 tons/year)

(Oji Paper Yonago Mill)

May 2014 Start of production of DP for general rayon

materials

FY2014 Start of sales of DP for highly functional rayon

materials (currently under quality development)

FY2015 Start of sales of DP for special purposes

(Highly functional rayon material)

Materials with heat retention, cooling sensation, flame resistance, antibiotic properties, etc.

(Possible special purposes)

Food additives, materials for medical products, etc.

Agribusiness



White celery produced at Oji Granpa Suzuka Farm received one-star at Japan Vegetable Sommelier Summit

Japan Vegetable Sommener Summ

Stable supply of high value-added and high quality vegetables

Initiatives for Business Expansion

- ♦ Vegetable farm utilizing heat supplies
- ♦ Patent business involving breeding/raising seedling techniques
- Engineering business involving cultivation facilities

Promotion of development of systems for water environment / energy saving cultivation in cooperation with related departments

3. Topics (5) Development of New Products



Establishment of "Water Environment Research Laboratory"

Development of water infrastructure business based upon accumulated waterrelated technologies

Assumed
business field
||
Overall water
infrastructure
inside/outside Japan

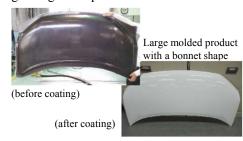
- Water supply/sewage
- Wastewater drainage
- Industrial waste effluent
- Agricultural effluent



Water quality analysis

Thermoplastic Composite Material

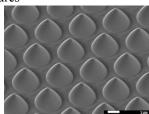
- Mixing of carbon fiber / glass fiber and thermoplastic fiber
 - Non-woven material that can be shaped via thermocompression molding
 - Fitted for thin/complex/large-size, high-strength lightweight components



Cellulose Nano-fiber

- ♦ Untangling of pulp to nano-order level
 - Transparent sheet, porous sheet
 - Reinforced plastic

- Nano-dot Array Technology
- ♦ Application of high-precision coating technology
- Sapphire substrate with microscopic structure for use in LED
- Extraction of organic EL via the microscopic structure
- Anti-reflection structures



Sapphire substrate with microscopic structure



Continuous porous sheet

Furfural Dissolving Pulp (DP)

- ♦ Manufacturing/refining of furfural from hemicellulose
 - Raw materials for chemical products and next-generation plastics
- ♦ Manufacturing of dissolving pulp (DP) from cellulose
 - Clothing, hygiene products, food additives, etc.





Dissolving pulp (DP)

Medical Plant

- Conversion of technologies of forest tree breeding to that of medicinal plant
 - R&D of basic ingredients of oriental medicines and cosmetics



Tissue culturing of medical plants



Testing farm field

3. Topics (6) Nantong Project



Jiangsu Oji Paper Nantong Mill (China)

♦ Papermaking Facility 2011 Start of commercial operation

♦ KP Facility June 2014 Start of trial operation

By the end of 2014 Scheduled to start commercial operation



To be an Integrated Manufacturing Mill of Pulp and Paper

- Improvement of cost competitiveness in manufacturing of printing paper

- Expansion of business in the sale of pulp

Production Volume after start of the KP facility

Paper Products 400,000 tons/year (product lineup will be flexibly considered, taking market trends into account)

LBKP 500,000 tons/year (of which sales to external customers: 240,000 tons/year)



KP facility



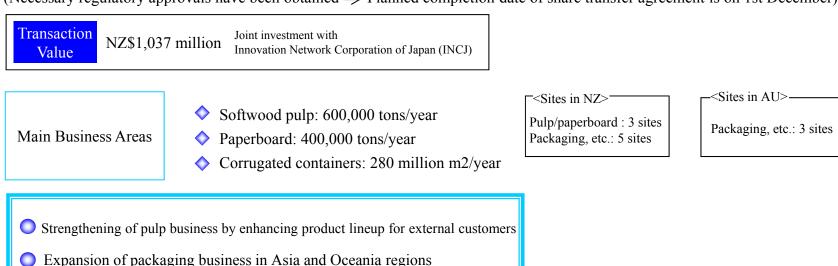


Panoramic view of Nantong Mill

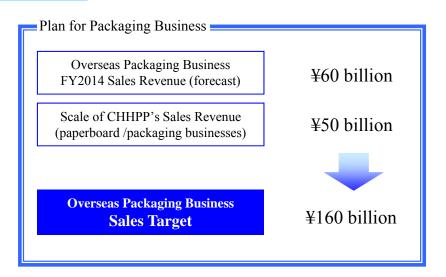


3. Topics (7) Acquisition of CHHPP

Acquisition of Carter Holt Harvey Limited's Pulp, Paper and Packaging Businesses in the Oceania Region (Necessary regulatory approvals have been obtained \rightarrow Planned completion date of share transfer agreement is on 1st December)









<Reference Materials>

Industry Demand for the 1st-half of FY2014



(1,000 tons)

	Domestic Shipments Year-over-Year		Custom Cleared Imports *1 Year-over-Year		Total Year-over-Year	
Containerboard						
	4,328	99.3%	43	92.2%	4,371	99.2%
Boxboard	773	99.7%	125	95.0%	899	99.1%
Other Paperboard	326	100.4%	14	98.6%	339	100.3%
Corrugated Containers (million m2) *2	6,748	99.7%			6,748	99.7%
Packaging Paper	376	100.8%	5	99.9%	381	100.8%
Sanitary Paper	836	97.4%	93	130.2%	*3 929	99.9%
Miscellaneous Paper	366	103.1%	10	105.8%	376	103.1%
Newsprint	1,535	97.1%	26	98.7%	1,561	97.1%
Printing / Communications Paper	3,773	93.7%	659	92.2%	4,433	93.5%

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

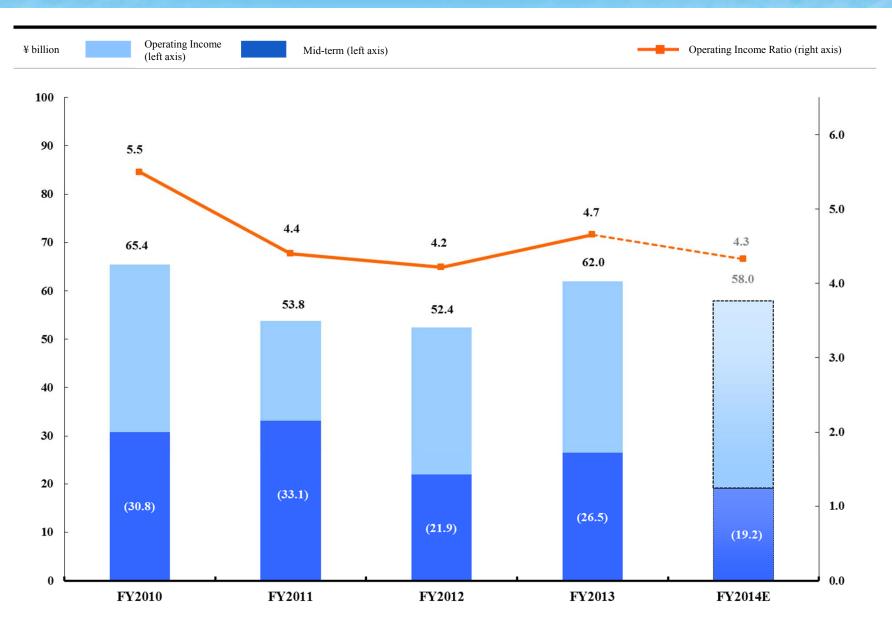
^{* 1 :} Statistics for customs cleared imports of paper, April – September 2014

^{* 2:} The figure represents the production volume of corrugated board

^{* 3:} The figure includes secondary products (processed goods)

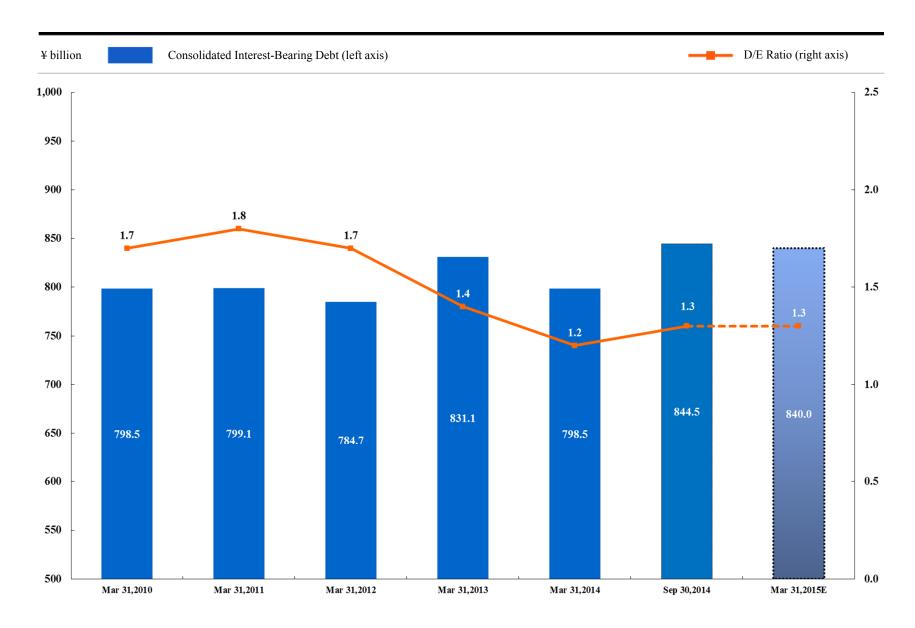
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Trends of Operating Income (consolidated)



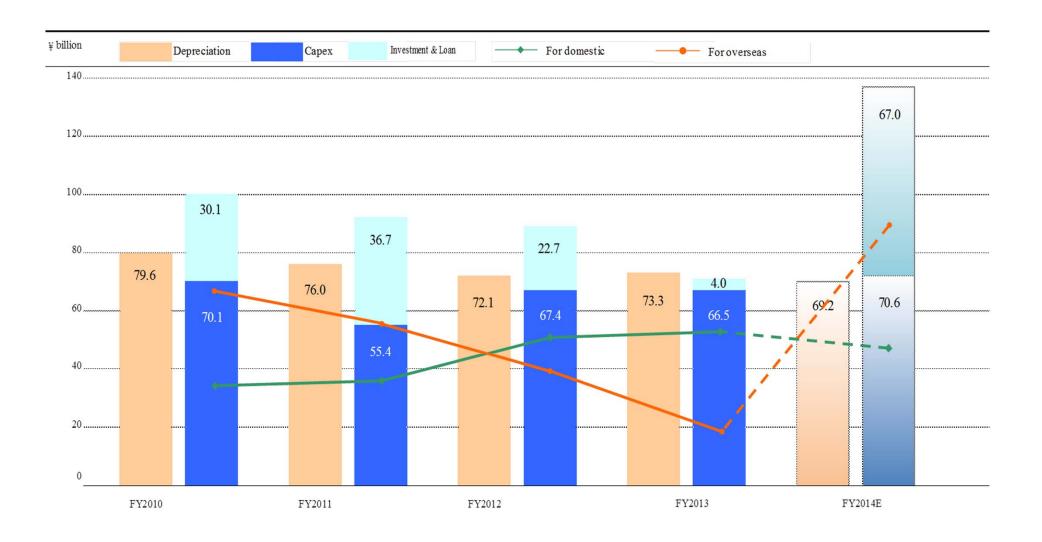
Trends of Interest-Bearing Debt (consolidated)





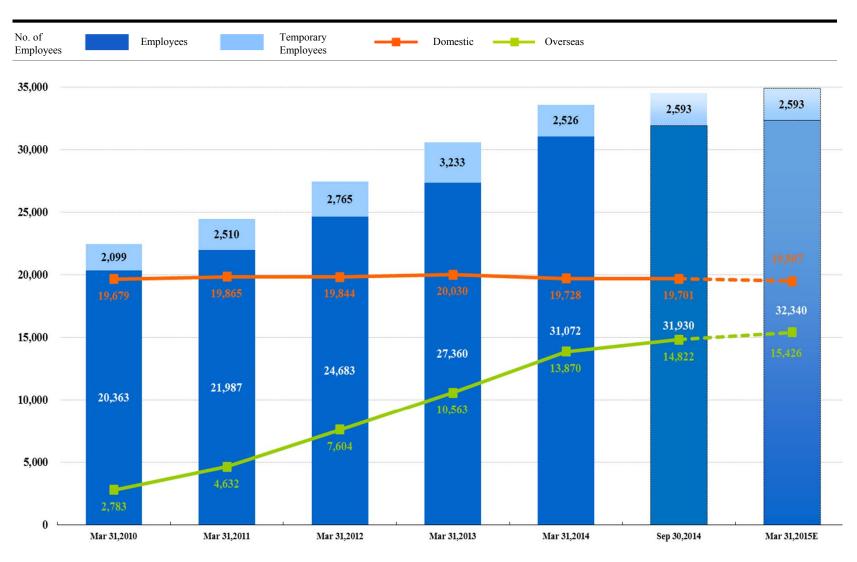
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Trends of CAPEX / Depreciation Expenses (consolidated)



Trends of Employees (consolidated)





*The figures for domestic/overseas employees include temporary employees (annual average)



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