Financial Results for the Six Months Ended September 30, 2019



FP Corporation November 6, 2019

Cautions for Handling This Material

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Results and Plan

Executive Vice President and Director,

Executive General Manager of Finance and Accounting Division

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Consolidated Financial Results for the First half of FY Ending March 2020

Executive Vice President and Director, Executive General Manager of Finance and Accounting Division Isao Ikegami

Financial Results Summary

(Results for the First half of FY Ending March 2020)

		First half Perforn	nance			First half	Project	tions	Full year F	Projecti	ons	
	FY ended March 2019	FY end	ling March 202	20		FY ending	g March	2020	FY ending	March 20	020	Record high
Unit: million yen	Performance percentage	Performance percentage	increase/ decrease	Year−on −year	Quantity	Planned	percentage	progress rate	Planned	percentage	progress rate	
Trays	16,062 17.9	17,674 19.0	+1,612	110.0%	105.4%	17,000	18.5	104.0%	34,800	18.7	50.8%	✓ Highest sales ever for
Lunchboxes and prepared food containers	50,265 56.1	<i>51,573 55.5</i>	+ 1,308	102.6%	102.0%	51,330	55.8	100.5%	103,660	55.7	49.8%	5 consecutive years
Subtotal	<i>66,327</i> 74.0	<i>69,247</i> 74.5	+2,920	104.4%	103.1%	68,330	74.3	101.3%	138,460	74.4	50.0%	
Other products	1,664 1.9	1,581 1.7	-83	95.0%		1,670	1.8	94.7%	3,340	1.8	47.3%	
Sales of products	67,991 75.9	70,829 76.2	+2,837	104.2%		70,000	76.1	101.2%	141,800	76.2	49.9%	
packaging materials	18,698 20.9	19,216 20.7	+518	102.8%		18,900	20.5	101.7%	37,800	20.3	50.8%	
Other goods	2,886 3.2	2,856 3.1	-30	<i>98.9%</i>		3,100	3.4	<i>92.1%</i>	6,400	3.4	44.6%	
Sales of goods	21,585 24.1	22,072 23.8	+487	102.3%		22,000	23.9	100.3%	44,200	23.8	49.9%	
Net Sales	89,577 100.0	92,901 100.0	+3,324	103.7%		92,000	100.0	101.0%	186,000	100.0	49.9%	
Operating profit	6,160 6.9	7,094 7.6	+934	115.2%		7,250	7.9	97.9%	15,500	8.3	45.8%	
Ordinary profit	6,483 7.2	7,445 8.0	+961	114.8%		7,400	8.0	100.6%	16,000	8.6	46.5%	
Profit attribute to owners of parent	4,345 4.9	4,842 5.2	+496	111.4%		4,950	5.4	97.8%	10,600	5.7	45.7%	
Ordinary profit before depreciation and armotization	12,989	14,148	+1,158	108.9%		14,160		99.9%	29.730		47.6%	

depreciation and armotization

Sales

Products

- ${\boldsymbol{\cdot}}$ Sales of microwavable containers, recycled Eco
- Trays and Eco APET containers were strong
- ·High value-added products were increased
- in response to the labor shortage

Goods

- Expand sales of carefully selected items to meet consumer demands
- Utilization of E-commerce site "PACK MARKET", to expand sales to small scale customers who purchase our products by small lots



<u> ♦Year-on-year</u>

	1Q	2Q	First half	Full-year
	results	results	results	plan
Sales of products	102.6%	105.7%	104.2%	103.1%
Quantity	100.8%	105.4%	103.1%	103.0%
Ordinary profit	119.3%	111.9%	114.8%	107.7%

Results for Increase/Decrease in Ordinary Profit (For the First half of FY Ending March 2020)

Unit: billion yen



Outlook for Increase/Decrease in Ordinary Profit



Capital Investments and R&D Costs

(Results for the First half of FY Ending March 2020)

	Firs	First half performance			First half projections			Full year projections	
	FY ended March 2019	FY end	ling March 20	020	FY ending March 2020			FY ending March 2020	
Unit: million yen	Performance	Performance	Increase / decrease	Year-on-year	Plan	ned	Progress rate	Planned	Progress rate
Tangible fixed assets	6,223	4,429	-1, 794	71.2%	6,	600	67.1%	17,700	25.0%
Intangible fixed assets	207	181	-25	87.5%		100	181.5%	300	60.5%
Capital investments (including leasing and procurement)	6,431	4,610	-1,820	71.7%	6,7	00	68.8%	18,000	25.6%
Depreciation and amortization costs	6,506	6,702	+196	103.0%	6,7	60	99.2%	13,730	48.8%
Research and development costs	553	597	+43	107.9%	6	40	93.3%	1,310	45.6%

Major Capital Investments	Unit: million ven	Fiscal Yea	r ending l	March 2020
Improving production capacities and efficiencies o	f recycled materials	Total	Plan in	First half
and products while improving those qualities.		investment	period	performance
• Eco APET materials:Reinforce the productio	n capacity (Kanto, Kyusyu)	1,050	280	249
• Eco APET materials:Increase the productivit	y (Kanto, Chubu)	420	420	49
• Eco APET materials:Quality improvement b	y pelletizing(Chubu)	600	160	153
• Eco APET products:		2,200	1,860	391
Reinforce the production capacity of sheet ex	xtruders and molding machines			
• Reinforce the production capacity of foamed	PS products	1,240	1,240	924
 Introduction of automation facilities 			630	136
Stable supply and maintenance of working environ	ment			
• Fukuyama Distribution Center extension	To be inaugurated in winter 2020	4,345	1,260	60
 Chubu Distribution Center extension 	To be inaugurated in sping 2021	5,285	1,320	5
 Company dormitories for single 	To be inaugurated in Mar. 2020	611	580	64
employees in Koga				
 Company dormitories for single 	To be inaugurated in Sept. 2020	1,054	1,000	1
employees and group home in Fukuyama				
♦ Molds			1,870	764
♦ IT investments			600	274



ROE = Profit attributable to owners of parent ÷ Equity

Balance Sheet

(Results for the First half of FY Ending March 2020)

	Previous	First half of the consolidated fiscal year						
	fiscal year							
	FY ended March 2019			FY endi	ng March 2020			
Unit: million yen	As of March 31,2019	As of September 30,2020	Increase/ decrease	Year-on- year	Breakdown of main increases and decreases			
					Cash and deposits	-1,291		
Current assets	84,647	77,702	-6,945	91.8%	Notes and accounts receivable-trade	-3,676		
					Merchandise and finished goods	-1,224		
Noncurrent assets	164,684	161,994	-2,689	98.4%				
Total assets	249,332	239,696	-9,635	96.1%				
					Accounts payable - trade	-1,840		
Current lighilities	70.054	70.007	400	99.4%	Short-term loans payable	+5,953		
Current naointies	/6,854	/6,38/	-400		Accounts pay able-other	-2,385		
					Accrued consumption taxes	-1,311		
Noncurrent liabilities	60,279	47,985	-12,294	79.6%	Long-term loans pay able	-11,716		
Total liabilities	137,133	124,372	-12,761	90.7%				
Net assets	112,198	115,324	+3,125	102.8%	Retained earnings	+3,147		
Total liabilities and net assets	249,332	239,696	-9,635	96.1%				
	Equity ratio	47.9%	♦ Cha	nges in	Net sales/Total assets	209		



Assets Strategic investments for boosting the production capacity of original products and ensuring stable supply

- Liabilities Utilize borrowing as capital for strategic investment
- Net assets Strengthen the management structure Prepare for expanding business flexibly



Cash Flows

(Results for the First half of FY Ending March 2020)

		Results for f	ïrst half	
Unit: million yen	FY ended March 2019 Performance	Performance	FY ending March 2020 Breakdown of Main Items	
CF from operating activities	12,068	12,906	Income before income taxes Depreciation Increase in notes and accounts receivable-trade Increase in inventories Decrease in notes and accounts payable - trade Income taxes paid	7,254 6,702 3,672 1,040 -1,840 -3,334
CF from investing activities	-10,567	-5,373	Purchase of property, plant and equipment	-5,261
Free cash flows	1,501	7,532		
CF from financing activities	2,570	-8,824	Proceeds from long-term loans pay able Repay ment of long-term loans pay able Repay ments of lease obligations Cash dividends paid	3,000 -8,763 -1,356 -1,694
Net increase(decrease)in cash and cash equivalents	4,071	-1,291		
Cash and cash equivalents at end of period	19,731	17,860		

CF from operating activities

Ensuring profit by selling original products and streamlining efforts

- ■CF from investing activities Strategic investment to construct the bases to make a profit for future
- CF from financing activities Continuously stable dividend



Plan

for the Fiscal Year Ending March 2020

Outline of Plan for Account Settlement

(Plan for the FY Ending March 2020)

	Results for Fu	ull year	Full year projections				First half projections			
	FY ended Mar	ch 2019	FY ending March 2020 FY ending March 20				1arch 2020			
Unit: million yen	Performance	percentage	Planned	percentage	in crease∕ decrease	Year−on −year	Planned	percentage	in crease∕ decrease	Year−on −year
Trays	33,121	18.3	34,800	18.7	+ 1,678	105.1%	17,00	0 18.5	+937	105.8%
Lunchboxes and prepared food containers	101,108	55.8	103,660	55.7	+2,551	102.5%	51,33	0 55.8	+1,064	102.1%
Subtotal	134,229	74.1	138,460	74.4	+ 4,230	103.2%	68,33	0 74.3	+2,002	103.0%
Other products	3,350	1.8	3,340	1.8	-10	99.7%	1,67	0 1.8	+5	100.3%
Sales of products	137,579	75.9	141,800	76.2	+4,220	103.1%	70,000	76.1	+2,008	103.0%
packaging materials	36,823	20.3	37,800	20.3	+976	102.7%	18,90	0 20.5	+201	101.1%
Other goods	6, 768	3.7	6,400	3.4	-368	94.6%	3,10	0 3.4	+213	107.4%
Sales of goods	43,592	24.1	44,200	23.8	+607	101.4%	22,000	23.9	+414	101.9%
Net Sales	181,171	100.0	186,000	100.0	+4,828	102.7%	92,000	100.0	+2,422	102.7%
Operating profit	13,949	7.7	15,500	8.3	+1,550	111.1%	7,250	7.9	+1,089	117.7%
Ordinary profit	14,861	8.2	16,000	8.6	+1,138	107.7%	7,400	8.0	+916	114.1%
Profit attribute to owners of parent	9,901	5.5	10,600	5.7	+698	107.1%	4,950	5.4	+604	113.9%
Ordinary profit before depreciation and armotization	28,031		29,730		+ 1,698	106.1%	14,16	0	+1,170	109.0%

Sales Products

Expanding sales of microwavable containers, recycled Eco Trays and Eco APET containers Proposing high function products for new markets, including those of home delivery, frozen food, and fruits and vegetables

Shipments: Rising 3% year-on-year

Trays: Expanding sales with a focus on environmentally friendly products

Lunchboxes and prepared food containers:

Proposing new products that will help create attractive sales floors and improve efficiency in the backyard, in addition to original products with functions such as cold and heat resistance **Goods**

Strengthening sales to small-scale customers who purchase small lots, by making use of merchandising, logistics, and IT infrastructures

\diamond **Production**

Reinforce the production capacity of raw materials for Eco APET Cost reduction by introduction of industrial robots

 \diamond Logistics

Containing cost increases by making use of in-house logistics and improving loading efficiency

Automation of warehouse work

♦ ESG

Promoting the terrestrial resource cycle and the employment of people with disabilities

Outlook for Increase/Decrease in Ordinary Profit

(Plan for the FY Ending March 2020)



Planned Capital Investment and R&D Costs

(Plan for the FY Ending March 2020)

	Results for Full year	Full year projections		First half projections		
	FY ended March 2019	FY en	ding March 2020	FY end	ing March 2020	
Unit: million y en	Performance	Planned	Increase / decrease Year-on-year	Planned	In crease / Progress decrease rate	
Tangible fixed assets	13,442	17,700	+ 4,25 7 131.7%	6,600	+376 106.0%	
Intangible fixed assets	595	300	-295 50.4%	100	-107 48.2%	
Capital investments (including leasing and procurement)	14,038	18,000	+3,961 128.2%	6,700	+268 104.2%	
Depreciation and amortization costs	13,170	13,730	+559 104.2%	6,760	+ 253 103.9%	
Research and development costs	1,159	1,310	+150 113.0%	640	+86 115.6%	

Major capital investments	Unit: million yen	Fiscal Year end	ing March 2020
Investment in original products: Improving production ca quality of Eco APET products	pacity and	Total investment	Plan in period
• Eco APET materials:Boosting the production capacity	/ (Kanto, Kyusyu)	280	280
◆ Eco APET materials:Increase the productivity (Kanto	, Chubu)	420	420
◆ Eco APET materials:Quality improvement by pelletiz	ing(Chubu)	600	160
◆ Eco APET products:		2,140	1,800
Reinforce the production capacity of sheet extruders a	and molding		
machines(Shimodate, Chubu)			
Investment corresponding to expansion of the sales quanti Stable supply,Efficiency improvement,Maintenance of we	ity: orking environment		
 Introduction of automation facilities 			630
 Fukuyama Distribution Center extension 	To be inaugurated in winter 2020	4,345	1,260
 Chubu Distribution Center extension 	To be inaugurated in sping 2021	5,285	1,320
 Company dormitories for single employees 	To be inaugurated in Mar. 2020	1,054	1,000
and group home in Fukuy ama			
◆ Company dormitories for single employees in Koga	To be inaugurated in Mar. 2020	611	580
♦ Molds			1,870
♦ IT investments			600



 \approx ROE = Profit attributable to owners of parent \div Equity

To Increase Corporate Value

President Morimasa Sato



Market Conditions



Circumstances Surrounding the Retail Industry



• Free preschool child education and childcare

Trend in Prices



Changes in the Number of Households



Source: The graph was prepared by FPCO based on data from the National Institute of Population and Social Security Research. 19

Trend in Scale of Home Meal Replacement Market



Source: Prepared by FPCO based on its estimated data and on data from Japan Ready-Made Meal Association: White Paper on Ready-Made Meals; Japan Frozen Food Association: Production and Consumption of Frozen Food in Japan; Yano Research Institute Ltd.: Research on Food Home Delivery Market Fuji Keizai, *Gaishoku Delivery & Takeout Service Shijo-no Shorai Tembo 2019* (Future Outlook for the Market of Food Delivery and Takeout Services 2019), *Koureisha Muke Shokuhin Shijo-no Shorai Tembo 2017* (Future Outlook for the Market of Food for the Elderly 2017)

Expanding Market

Net sales of the





Nationwide Spread of Namakara Sozai



Selling situation



2019 Fall-winter selling season

Microwave hot pots are expected to exceed 2019 new product Stack height comparison aluminum hot pots. * Estimated by food vendor A of 25 hot pots Microwave Aluminum Approx. hot pots hot pots 40% lower stack height 6 4 Conventional MFP hot pot MFP Hot Noodle hot pot

Consumption Tax Increase and Two-Tier Tax Rates



New Market: Home Delivery and Hospital/Nursing Care Food

Home delivery

Hospital/ Nursing care



Special containers for delivery began to be adopted.

Leak-proofKeep food warm





Number of people to which *Minna-no Nichiyobi* (Sunday for Everyone) food services from Nissin Healthcare Food Service were provided





New Market: Making a Foray into **Frozen Food** by Taking Advantage of Unique Materials



Sales Shares of Original Products



* Until Dec. 2015: new products in and after Jan. 2013 Since Jan. 2016: new products in the past three years

Actions for Recycling



Ocean Plastic Pollution: Trends in the World and Japan

	Global trends	Trends in Japan
2017	China Notification of waste import restrictions to WTO	
2018	G7 Ocean Plastics Charter	
2019		MOE Comprehensive strategy for plastic material recycling (Excerpt of milestones) . • Reusing and recycling 60% of containers and packages by 2030 • Making effective use of 100% of used plastics, such as through reuse and recycling, by 2035
		- Introducing approx. 2.0 million tons of bioplastics by 2030



Summit in Osaka

"Osaka Blue Ocean Vision"

Reducing additional pollution by marine plastic litter to **Zero** by **2050**

Ministerial Meeting on Energy Transitions and the Global Environment for Sustainable Growth

FPCO selected as an exhibitor at the G20 Innovation Exhibition, an outdoor exhibition hosted by the Government of Japan

Necessary Measure: Preventing Inputs of Plastics from Land into the Ocean

Ranking of countries in the inputs of plastic waste from land into the ocean (2010 estimate)



	The value for India is estimated to be more than
4	mn tons/year although statistical data is not available



* Created by FPCO based on data from the Ministry of the Environment

Inputs of plastic waste from land into the ocean (2010 estimate) by country estimated based on population density, economic conditions and other elements. (Reference) Plastic Waste inputs from land into the ocean(2015.Feb.Science)

Recycling of Plastics from Household Waste (Non-Industrial Waste)



FPCO Method of Recycling



Promoting 3Rs (Reduce, Reuse, and Recycle)





Not single-use but a resource

Appropriate recycling is important. The FPCO Group is committed to activities for encouraging recycling.

Number of visitors to recycling plants: Approx. **20,000** per year; 460,000 in cumulative total



Jun.

May

Jul.

Collection of Plastic Resources





Ministry of the Environment (Comprehensive strategy for plastic material recycling)

By 2030, **60%** of plastic containers and packages will be recycled or reused.

By 2035, all used plastics will be utilized 100% effectively, including heat recovery.

Eco Tray / Eco APET CO₂ Reduction







Active Adoption of Eco Products







Investment in Recycling and Ratio of Eco Products





Weight and Stacking Height Reduction



Weight Reduction

Reducing the weight and thickness by **5%** compared to the FY2013 level by **2020**



Stacking Height Reduction

Decreasing the stack height reduces the amount of storage space used as well as expenses for cardboard and transport.





Ministry of the Environment (Comprehensive strategy for plastic material recycling)

Strive to cut cumulative emissions for single-use plastic containers, packages and others by **25%** by **2030**.

External Evaluation

Selected for the first time as a constituent of the FTSE4Good Index Series and FTSE Blossom Japan Index, which are ESG indexes (June 2019)



Selected as a constituent of the MSCI Japan Empowering Women (WIN) Select Index, which is comprised of companies with excellent gender diversity (June 2019)



MSCI Japan Empowering Women Index (WIN)



An index developed by MSCI Inc., which is comprised of <u>companies</u> <u>strongly promoting gender diversity</u> in the workplace

External Evaluation



Reasons for the award

- Widely spreading the FPCO method of recycling
- ✓ Our initiatives on the employment of peo ple with disabilities

FPCO wins the Japan Times Satoyama & ESG Awards 2019

A program that commends companies and organizations which have made remarkable achievements in promoting and spreading effective use of *satoyama* (woodlands near villages) and *satoumi* (coastal areas where biological productivity and biodiversity has increased through human interaction) as well as ESG investments

Winners

ESG category Government Pension Investment Fund (GPIF) **FP Corporation** Marui Group Co., Ltd.

Satoyama category Mr. Kenya Katayama (Mayor of Niseko Town, Hokkaido) Ms. Chika Tsubouchi (CEO, Ghibli-Sendanmaru, Yamaguchi) Urushi Next, a specified non-profit corporation (Iwate) Tottori Prefecture

External Evaluation: **TV Programs in 2019** that Introduced FPCO



				Content	
Month		Program	Recycling	Containers' functions	Namakara Sozai
Mar.	Fuji TV	Mezamashi TV			Ο
	NHK	Asaichi			Ο
lun	TBS	N-Sta			Ο
Jun.	Kansai TV	Uramayo		0	Ο
	Chukyo TV	Catch!	0		
	FBS (Fukuoka Broadcasting Systems)	Barihaya! ZIP			Ο
Jul.	Yamagata Broadcasting	Yamagata Sunday 5	0		
	BS Asahi	Wakaru Wakaru Channel	0		
	Nihon TV	Hiru Nandesu!	0	0	Ο
Con	TV Tokyo	Takeshi-no Nippon-no Mikata!	0	0	
Sep.	MBS (Mainichi Broadcasting System)	News Mint!	0	0	0
	TBS	Gutto Luck!			0
		12 times	6 times	4 times	8 times

4 times

8 times

Streamlining of Logistics and Manufacturing



Towards Automated and Unmanned Warehouse Operations





Automated and unmanned operations



Jnmanned transfer along the designated route on the same floor of the warehouse

Steady Improvements





Pallet Transportation (Transportation to other bases)



Actions for Suppressing Soaring Logistics Expenses (Distribution of Sales)



Strong Crisis Management Structure Supporting Stable Supply



Business Continuity Plan (BCP) for uninterrupted logistics operations in the event of a disaster

Emergency power generators are installed and their fuel stored at all the 21 logistical bases across the country to ensure power supply for **72 hours**.

Two drills with the participation of all center personnel take place per year involving operation of the power generator.



Streamlining Effect in Manufacturing Division and Quality Improvements





Acquisition of FSSC Certification (Certification on food safety management)



Compatible with the PL (Positive List) System and GMP (Good Manufacturing

Practice) based on partial amendments to the Food Sanitation Act by the Ministry of Health, Labour and Welfare, which will come into effect in June 2020

- As of Oct. 31, 2019
 Registration completed at six plants
 Chubu Eco Pet Plant, Chubu Plant 2, Kanto Shimodate
 Plant (1 and 2), Kasaoka Plant (1 and 2)
- Expansion to major plants by June 2020

Higher Work Efficiency Enabled by Automation (Manufacturing Division)







packaging machines

forecasted at the end of FY3/2020



Automatic dusting and packaging machines

8 units (all for PET) forecasted at the end of FY3/2020



Use of AI for SCM System



Disability Employment and Development of Working Environment



Diversity Management That Maximizes Abilities



Sorting centers: 10 locations

7 in-house locations 1 location with a contractor 2 locations with business alliance partners





Oribako container assembly and secondary processing: 7 locations 6 in-house locations 1 location with a contractor

<u>Container manufacturing</u> (foamed/transparent): 3 locations

As of March 31, 2019

Employees with disabilities

Adjusted number of employees with disabilities

Employment rate for employees with disabilities

- : 359people
- : 623.5people
- : 13.6%

Certification for Employment of People with Disabilities

- Jan.2019 (Ministry of Health, Labor and Welfare) FY2018 People with Disabilities Active Company Certification
- October 2019 (Toyo Keizai, Inc.)
 Disabled employment ranking: Second
 * 2014 to 2017: First for four consecutive years

Award, Certification, Registration for Floor Hockey Activity

- Mar.2019 (Tokyo Metropolitan)
 Barrier-free Minds Support Company Registration
- Dec.2018 (Japan Sports Agency)
 Sports Yell Company Certification
- Nov.2018 (Tokyo Metropolitan)
 Tokyo Sports Promotion
 Company Certification
- Feb.2018(Tokyo Voluntary Action Center)
 3rd Corporate Volunteer Awards
 - What is Floor Hockey?

It is one of the events at the Winter Special Olympics. FPCO has become the main sponsor for two floor hockey competitions: the FPCO Cup All-Japan National Floor Hockey Tournament and the Universal Floor Hockey Chugoku–Shikoku Regional Tournament FPCO Cup. FPCO Group employees are deeply involved in the running of these competitions as volunteer staff.





8 DECENT WORK AND ECONOMIC GROWT

Development of Working Environment: Construction of Pico House Bachelors' Dormitories

Investment in company housing and group homes for people with disabilities

Jan. 2017	Pico House No. 1	(150 units)
Mar. 2017	Pico House No. 2	(102 units)
Mar. 2020	Pico House No. 3	(63 units)
Apr. 2020	Group home for disabilities	(20 units)
Sep. 2020	Pico House No. 4	(18 units)





Growth Strategy



Start of Operation for the New Business Model



MD Selecting items, consolidating inventory, enhancing lineup of private brand (PB) products



FPCO Group's infrastructure

Group's wholesalers Strength in locally based sales

FPCO International Package FPCO Ueda FPCO Ishida APEX FPCO Miyako Himo

Leading wholesalers in different regions

Nationwide logistics network

Information system

Start of Operation for the New Business Model



FPCO Group's infrastructure



Expanding Steadily Since the Launch in June

Performance of the Pack Market

Collaborating with Group wholesalers and influential wholesalers of each region, aiming for further expansion



Local markets

Gather information on the needs of small customers

Capital Investment and Cash Flows



Growth Strategies of FPCO



To Increase Corporate Value

"We ensure that we reliably deliver the most environmentally friendly products of the highest quality at the most competitive prices whenever they are needed."



We adhere to the FPCO-DNA and continue to make proposals with the foresight of the near future based on our workplace-oriented policy and customer-first principle.

Supporting Data

Explanation of terms

PS : Polystyrene	PET : Polyethylene terephthalate PP : Polypropylene	
Multi FP (MFP)	: An formed PS (polystyrene) container with cold and heat resistance to temperatures <u>between -40°C and +110°C</u> and with superior oil and acid resistance and thermal insulation.	
Multi Solid (MSD)	: A non-formed PS (polystyrene) container with <u>a heat resistance temperature of +110°C</u> that is able to create sharp figures by using scraps of materials from the Multi FP, while maintaining the characteristics of the Multi FP.	
OPET transparent Container	: A polyethylene terephthalate transparent container with <u>a heat resistance temperature of +80°C</u> . That is molded from biaxially stretched PET sheets, with superior oil and acid resistance and transparency. achieving the same thermal insulation as the OPS.	
New transparent PP container	: A transparent PP container with <u>a heat resistance temperature of +110°C</u> , which has achieved the same transparency as OPS using standard-grade polypropylene raw material.	
PPSA Series	: A snap-lock hood pack made from a transparent PP container with <u>a heat resistance temperature of +110°C</u>	
OPS container	: A conventional transparent container with a heat resistance temperature of +80°C that is molded from the bi-axially oriented polystyrene sheet	ets
Eco Tray	: A recycled foamed polystyrene container for which polystyrene containers collected at supermarket shop counters and scrap pieces collected within plants are used as raw materials (sales commenced in 1992).	
Eco APET	: A recycled PET transparent container for which PET transparent containers collected at supermarket shop counters, PET bottles and scrap pieces collected within plants are used as raw materials (sales commenced in 2012).	
Eco OPET	: An OPET transparent container molded from the bi-axially oriented PET sheets, which use the same raw materials as Eco APET container	
Cross Dock Center	: A center that achieves a cross-docking method of gathering all the products to be shipped in one place, and loading them in order of delivery after an all-in assortment by each delivery route, replacing the method of loading products sent to customers using individual delivery trucks making rounds of visits to warehouses.	
Distribution Center Picking Center	 Ships products by unit of case Conduct picking operations for products and goods by small lots and ship 	
Sorting Center	: Sorts PS containers collected from stores according to white and other colors, and transparent containers collected from stores according to materials such as PS, PET and PP.	

World's First Sheets and Materials Evolution from a sheet processing manufacturer



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Factors influencing Ordinary Profit

Unit:100 million yen

	102/2	10.4/2	10.5 /2	10.5 /2	10.5 /2	10.5 /2	10.5 /2	10.5 /2	10.5 /2	105 (2	105 (2	10.5 /2	105/2	10.5 /2	10.612	107/2	100/2	100/2	110/2	11.1.0	'12/3	11.2.12	'14/3				'15/3		'16/3			'17/3			'18/3			'19/3			20/3 Plan		
	.03/3	04/3	05/3	06/3	07/3	08/3	09/3	10/3	11/3	12/3	13/3	l st half	2nd half	Full year	1st half	2nd half	Full year	1st half	2nd half	Full year	1st half	2nd half	Full year	lst half	2nd half	Full year	l st half	2nd half	Full year	l st half	2nd half	Full year											
Ordinary Profit for previous year	63.1	28.6	33.6	36.3	66.5	81.2	64.5	92.9	122.2	134.7	149.5	75.3	75.9	151.2	51.1	49.4	100.5	47.4	53.6	101.1	66.3	74.0	140.3	79.1	78.3	157.4	66.3	69.2	135.5	64.8	83.8	148.6											
	-6.0	-13.8	-36.5	-10.0	-13.0	-39.5	-37.0	-25.0																																			
Impact of increase in raw material prices						Decrease materia	e in raw l prices	+78.0							De ma	crease in aterial pr	raw ices	+16.0	+15.0	+31.0	+20.0	+3.0	+23.0																				
						Raw mate	rial price ease	-19.0	-23.0	-37.0	-15.5	-18.0	-28.0	-46.0	-7.0	-	-7.0							-13.0	-13.0	-26.0	-14.8	-15.5	-30.3	+2.5	+2.5	+5.0											
Increase in product prices	-25.0	+7.7	+29.2		+4.0	+9.0	+38.0	+25.0		+32.0	+6.5				Nap	ohtha for	mula	-3.0	-8.0	-11.0	-12.5	-11.0	-23.5																				
						ا 1st produ reduc	act price tion	-44.0		Pro	duct price correction	+2.0	+13.0	+15.0	+14.0	+2.0	+16.0							-	+4.5	+4.5	+13.6	+28.0	+41.6	+10.5	-	+10.5											
						2nd prod reduc	uct price tion	-19.0		Pri genera	ce war on l-purpose products	-3.0	-10.0	-13.0	-10.0	-3.0	-13.0																										
Raw material replacement and lighter-weight products			+2.0	+8.0	+8.6	+11.8	+24.5	+20.0			New material effects	+2.0	+6.0	+8.0	+4.5	+10.0	+14.5	. 0.5		. 10.5																							
Increase in quantity/ improvements to product mix		+45.0		+17.5	+5.8	+3.0	+7.0	+6.0	+21.5	+15.0	+21.0	+1.0	-	+1.0	-	+4.0	+4.0	+0.5	+11.0	+19.5	+10.5	+12.5	+23.0	+6.0	+3.2	+9.2	+4.5	+7.2	+11./	+3.5	+5.0	+8.5											
Production improvement	+2.4	-0.6	-2.0	+6.0	+8.7	+3.0	+2.5	+9.5	+12.0	+9.0	+2.5	+1.0	-	+1.0	+0.5	+3.5	+4.0	+5.0	+7.0	+12.0	+3.2	+1.1	+4.3	-3.2	-4.0	-7.2	-0.5	-	-0.5	+1.0	+1.5	+2.5											
Distribution improvement	+0.3	-14.0	+12.2	+5.5	+8.0	+5.7	+5.0	+9.5	+8.0	+4.0	+1.5	+1.0	-	+1.0	-	-1.0	-1.0	-	+1.5	+1.5	-3.0	-2.7	-5.7	+0.5	+1.0	+1.5	-1.5	-3.0	-4.5	-4.0	-3.5	-7.5											
Increase in profit from group companies								+5.0	+5.5	+5.0	+1.0	-	-1.0	-1.0	-	-1.5	-1.5	+3.0	+2.5	+5.5	+2.0	+3.0	+5.0	-	+1.5	+1.5	+0.5	+1.5	+2.0	+2.0	+0.1	+2.1											
Profit from the sale of artwork			+1.0	-1.0			+4.0	-4.0						Subsidies	+5.9	+0.6	+6.5	-1.4	-0.3	-1.7	-3.7	+0.8	-2.9																				
Cost increase	-6.2	-19.3	-3.2	+4.2	-7.4	-9.7	-15.6	-12.7	-11.5	-13.2	-15.3	-10.0	-7.0	-17.0	-11.6	-10.4	-22.0	-9.2	-8.4	-17.6	-3.7	-2.4	-6.1	-3.1	-2.3	-5.4	-3.3	-3.6	-6.9	-5.9	-3.8	-9.7											
Total increase/decrease	-34.5	+5.0	+2.7	+30.2	+14.7	-16.7	+28.4	+29.3	+12.5	+14.8	+1.7	-24.0	-27.0	-51.0	-3.7	+4.2	+0.5	+18.9	+20.3	+39.2	+12.8	+4.3	+17.1	-12.8	-9.1	-21.9	-1.5	+14.6	+13.1	+9.6	+1.8	+11.4											
Ordinary profit	28.6	33.6	36.3	66.5	81.2	64.5	92.9	122.3	134.7	149.5	151.2	51.1	49.4	100.5	47.4	53.6	101.1	66.3	74.0	140.3	79.1	78.3	157.4	66.3	69.2	135.5	64.8	83.8	148.6	74.4	85.6	160.0											

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Trends in Capital Investment and R&D Costs

	FY ended March 2003	FY ended March 2004	FY ended March 2005	FY ended March 2006	FY ended March 2007	FY ended March 1 2008	FY ended March F 2009	Y ended March 2010	FY ended March 2011	FY ended March 2012	FY ended March 2013	FY ended March 2014	FY ended M arch 2015	FY ended March 2016	FY ended March 2017	FY ended March 2018	FY ended March 2019	FY ending March 2020 Plar
Production	Yam <mark>agata P</mark>	ant		Shi	modate Daini Plant Chubu I	Daini Plant Kyushu E	Taiyo F Wood Daini Plant	Kosan Nihon Conta IPlant Food con fac Hokk	Pead Dia F iners AL Right ilities AL Right aido Plant extension	ioods Kanto Yachiyo P	lant	" FP CO R Development and T	esearch Center" raining Building Chu	bu Eco PET plant	KantoEc	o PET plant Automation		
									÷				i			Stre	engthening of trans	parent containers >
Distribution	East Japan Ky	Hub Center 1shu HC 1n sai PC Hokkaido F	ic		Kanto Yachiy	o Center New Hol	New Fu skaido HC	<mark>kuy am a Pickin g C</mark> Ne	enter w Chubu Picking Ce	nter Kan to PC exten si	Logistics centers in Logistics cen on	Kyushu tersin Kansai Fukuyama Cr	oss Dock Center Logistics center	Voice pickin rsin Hachioji	1g		Fukuy am a	Chubu HC extensio
																	Improving the di	stribution network
Recycling				Cado, ro	n oku de Ay usin Recy	cung r ianis	Equi	ipment renewal of Chubu R uction of a new rec	cleaning lines ecycling Plant y ding network > Chubu PET Ma	echanical Recy cling	Plant		NPR			Capacity	y increased in K	anto and Kyushu
Other investments					T okai HC	Head Officend & by	ilding in Fukuyama		/uka Shoji	Landfor logisti	cs centers in Kyushu					Film Plant	com	pan v accom odation
and costs						Landfor New]	Kanto Plant Land &	e building in Chubu	Interpac	Landfor logisti	ics ce <mark>nters in Kansai</mark> Landfor logistics	cent e rs in Hachioji	Mi <mark>yakohim</mark> o	com pany	accom odation s	Film Printing	Plant	Group hom
Unit : million yen																		
Capital investment	7,096	5,037	2,742	2,394	9,885	10,909	13,007	9,090	12,585	12,423	15,087	20,257	23,377	23,383	21,060	29,891	14,038	18,000
Tangible	6,138	4,248	2,621	2,156	9,523	10,655	12,166	8,827	12,352	12,093	14,783	19,750	23,051	23,058	20,790	29,342	13,442	17,700
Intangible	958	789	120	238	362	254	841	263	233	329	303	506	325	324	269	549	595	300
Figures for molds only	780	460	436	550	771	609	1,892	1,507	1,833	1,946	1,425	2,151	2,416	1,777	2,028	1,485	1,462	1,870
r gares for monds only																		
Depreciation and amortization	3,339	4,210	4,134	3,965	4,194	4,742	8,467	8,461	9,316	9,728	9,746	9,703	11,136	9,526	11,183	11,706	13,170	13,730



Strategy for Plastic Material Recycling by the Ministry of the Environment (Rough Plan)

Ocean Plastics Charter endorsed Charlevoix G7 Summit in Canada	at a		Stra b	ategy for Plastic Material Recycling y the Ministry of the Environment (Rough Plan): <i>Milestone</i>
Faking into account the full environmental impacts of alternatives, significantly reducing the unnecessary use of single-use plastics.	R	educ	e	We aim to reduce emissions of single-use plastics (containers and packaging) by 25% in cumulative total by 2030 through the understanding, cooperation and collaboration of consumers and people from all quarters and all levels of civil society, while taking into account the environmental impacts of alternatives.
Norking with industry towards 100% reusable, recyclable, or, where viable alternatives do not exist, recoverable, plastics by 2030 Norking with industry and other levels of government, to ecycle and reuse at least 55% of plastic packaging by 2030 and recover 100% of all plastics, including thermal recovery, by 2040.	Re Re	euse ecyc	& le	We aim to change the designs of plastic containers, packaging and products into those that make separation technologically easy and permit reuse or recycling, while also trying to secure their functions by 2025. (Even where this is difficult, we will aim to ensure thermal recoverability). We aim to recycle or reuse 60% of plastic containers and packaging by 2030 and make 100% effective use of used plastics, including thermal recovery (when recycle or reuse is difficult from the technical or economical perspective), by 2035, through cooperation and collaboration with people from all quarters and all levels of civil society.
Working with industry to increase recycled content by at least 50% in plastic products where applicable by 2030.	Re Bi p	cyclir iomas lastic	ng/ ss s	We aim to recycle twice the volume of plastics by 2030 by promoting the understanding, cooperation and collaboration of different groups of the public including the government and local municipalities. We aim to introduce as much biomass plastics as possible (approx. 2 million tons) by 2030 by promoting the understanding, cooperation and collaboration of people from all quarters and all levels of civil society.

Collaboration with Related Ministries, Agencies and Organizations

	Actions of related ministries, agencies and organizations	FPCO's involvement
Ministry of the Environment	 Plastic resources recycling strategy Presentation on Japan's plastic resource recycling strategy planned at the G20 Summit in June 2019 Plastics Smart Encouraging smart use of plastics and communicating such uses worldwide 	 Participation in a subcommittee as an industrial association Publication of Tray to Tray and Bottle to Tray recycling on the campaigns page
Ministry of the Economy, Trade and Industry	 Clean Ocean Material Alliance A syndicate of companies implementing proper waste management and 3R actions for plastic products and accelerating innovation for resolving marine plastic issues 	○ Participation in the alliance as a leading member
Ministry of Agriculture, Forestry and Fisheries	 Call for plastic resource recycling declarations Collecting and showcasing examples of voluntary actions taken by companies and associations in the food industry 	 Publication of actions for recycling, reducing and raising awareness on the ministry's website
Keidanren (Japan Business Federation)	 Plastic-related Innovation for SDGs Collecting and showcasing examples of actions taken by businesses and associations for encouraging the recycling of plastic resources and for helping address the issue of marine plastic waste 	 Publication of actions for recycling, reducing and raising awareness on Keidanren's website
Initiative	 Japan Climate Initiative A network of Japanese entities committed to joining the front line of the global push for decarbonization and taking positive actions to combat climate change 	 Announcement of participation during the foundation

[Information on the Facility Tour]

Contact: Takashima at the Corporate Planning Department (TEL)+81-3-5325-7756 (MAIL)ir_7947@fpco-net.co.jp at a convenient time for you.

An opportunity to take a look at the state-of-the-art **Production, Distribution, Recycling** operations









20 minutes from Akigawa station on JR East Lines.



Fukuyama 30 minutes from Fukuyama station on JR West Lines.



<u>**Chubu</u>** 20 minutes from Gifuhashima station on JR Tokai Lines.</u>

