

# *Financial Results*

## *for the Nine Months Ended December 31, 2021*

We have paid extremely close attention to the information provided and contained in the handouts. The forward-looking statements included in the information are our estimates based on the information available at the time of publication, and therefore contain potential risks and uncertainties.

Therefore, changes in a number of factors could cause actual results to differ materially from the future prospects described. Information contained in the handouts for this session **must not be quoted, reprinted or copied without our prior permission.**

# Financial Results Summary (For the Nine Months Ended December 31, 2021)

Unit: million yen	Results for Nine Months							Results for Third quarter					Full year revised projections (Oct.29)				
	FY ended March 2021		FY ending March 2022					FY ended March 2021		FY ending March 2022			FY ending March 2022				
	Performance	Percentage	Performance	Percentage	Increase/ decrease	Year-on -year	Quantity	Performance	Percentage	Performance	Percentage	Increase/ decrease	Year-on -year	Quantity	Planned	Percentage	Progress rate
Trays	29,951	20.7	30,097	19.9	+146	100.5%	100.4%	10,956	20.7	10,537	19.7	-418	96.2%	95.9%	41,223	21.1	73.0%
Lunchboxes and prepared food containers	80,918	55.9	83,991	55.7	+3,072	103.8%	105.2%	29,375	55.6	29,753	55.6	+377	101.3%	101.3%	109,088	55.9	77.0%
Subtotal	110,870	76.6	114,088	75.6	+3,218	102.9%	103.5%	40,332	76.4	40,291	75.3	-40	99.9%	99.3%	150,311	77.1	75.9%
Other products	2,341	1.6	2,609	1.7	+268	111.5%		852	1.6	1,042	1.9	+190	122.4%		3,088	1.6	84.5%
Sales of products	113,211	78.3	116,698	77.3	+3,486	103.1%		41,184	78.0	41,334	77.2	+149	100.4%		153,400	78.7	76.1%
packaging materials	30,251	20.9	32,646	21.6	+2,394	107.9%		11,205	21.2	11,650	21.8	+444	104.0%		39,903	20.5	81.8%
Other goods	1,201	0.8	1,534	1.0	+332	127.7%		423	0.8	526	1.0	+103	124.5%		1,696	0.9	90.5%
Sales of goods	31,453	21.7	34,180	22.7	+2,727	108.7%		11,628	22.0	12,177	22.8	+548	104.7%		41,600	21.3	82.2%
Net Sales ※	144,665	100.0	150,879	100.0	+6,214	104.3%		52,813	100.0	53,511	100.0	+698	101.3%		195,000	100.0	77.4%
Operating profit	15,467	10.7	13,965	9.3	-1,501	90.3%		7,156	13.5	5,417	10.1	-1,738	75.7%		17,400	8.9	80.3%
Ordinary profit	15,904	11.0	14,641	9.7	-1,263	92.1%		7,339	13.9	5,733	10.7	-1,605	78.1%		18,000	9.2	81.3%
Profit attribute to owners of parent	10,608	7.3	9,659	6.4	-948	91.1%		4,954	9.4	3,856	7.2	-1,098	77.8%		11,530	5.9	83.8%
Ordinary profit before depreciation and amortization	26,138		24,827		-1,311	95.0%		10,752		9,195		-1,557	85.5%		31,760		78.2%

  Record high

※Accounting Standard for Revenue Recognition is applied from FY2022.

Some accounting categories are reclassified and applied retroactively in the fiscal year ended March 2021.

<Amount of financial impact on Nine Months of FY2021> Sales: JPY 6,993 mil. (Trading: JPY 2,928 mil. Sales commission: JPY4,065 mil.)

## ■ Sales

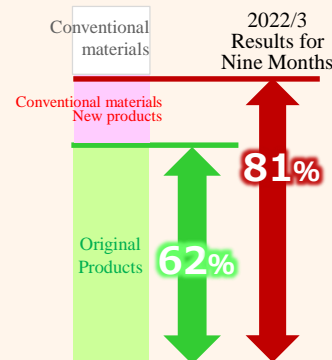
### Products

- Shipments of general-purpose containers for fresh food were weak.
- Shipments of prepared food containers were firm.
- Takeout and delivery market expanded.
- Demand for environmentally friendly products grew.

### Goods

- Utilization of E-commerce site "PACK MARKET", to expand sales of sanitary and other goods.

## ◇ Product sales composition



## ◇ Year-on-year

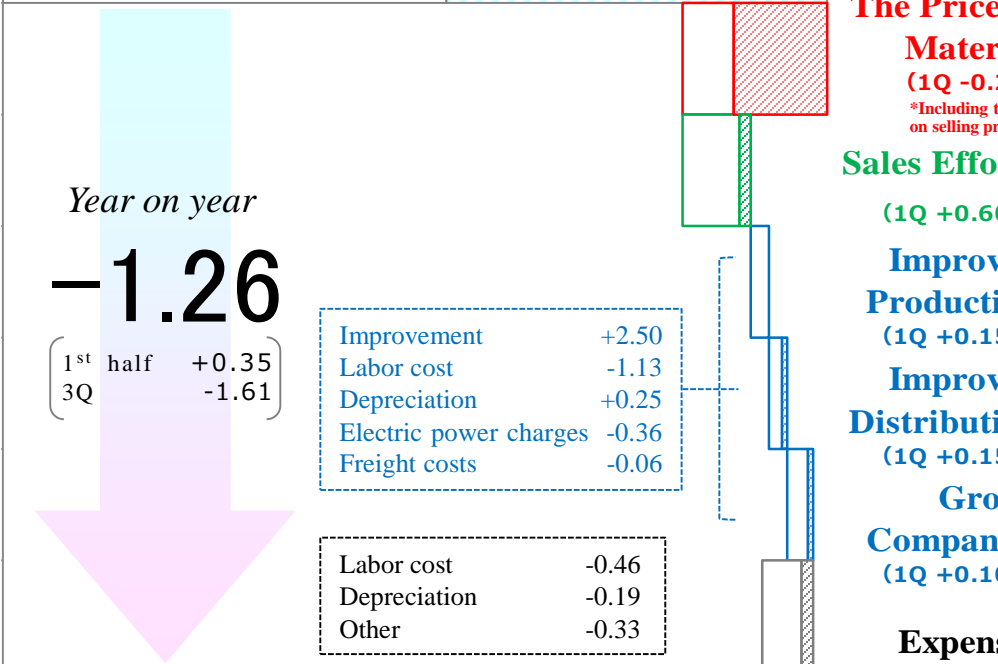
	1Q results	2Q results	3Q results	1 <sup>st</sup> half results	2 <sup>nd</sup> half revised projections (Oct.29)	Full year revised projections (Oct.29)
Sales of products	104.4%	104.9%	100.4%	104.6%	104.4%	104.5%
Quantity	105.6%	106.0%	99.3%	105.8%	104.5%	105.2%
Ordinary profit	112.0%	97.5%	78.1%	104.0%	84.1%	92.9%
Ordinary profit ratio	9.0%	9.3%	10.7%	9.1%	9.3%	9.2%

# Results for Increase/Decrease in Ordinary Profit (For the Nine Months Ended December 31, 2021)

Unit: billion yen

FY ended March 2021		Full year	19.38
1 <sup>st</sup> half	8.56	2 <sup>nd</sup> half	10.82

9 Months	15.90 (3Q 7.34)
1 <sup>st</sup> half	3Q



**The Price of Material** **-2.80**  
(1Q -0.20, 2Q -0.79, 3Q -1.81)  
*\*Including the impact of naphtha-linked pricing on selling prices to customers*

**Sales Efforts** **+1.32**  
(1Q +0.60, 2Q +0.50, 3Q +0.22)

**Improved Production** **+0.35**  
(1Q +0.15, 2Q +0.20, 3Q ±0.00)

**Improved Distribution** **+0.35**  
(1Q +0.15, 2Q +0.10, 3Q +0.10)

**Group Companies** **+0.50**  
(1Q +0.10, 2Q +0.30, 3Q +0.10)

**Expenses** **-0.98**  
(1Q -0.34, 2Q -0.42, 3Q -0.22)

Outlook(Oct.29) Difference	-0.05
	-0.18
	-0.10
	-0.33
<b>Total</b>	<b>-0.33</b>

- Rise in recycled PET and raw material prices
- Absence of strong profit from general-purpose products for fresh food
- Growth in demand for products for takeout and delivered food
- Increase in electricity rates

FY ending March 2022		9 Months	14.64 (3Q 5.73)
1 <sup>st</sup> half	8.91	2 <sup>nd</sup> half outlook	9.09
Full year outlook		18.00	

# Capital Investments and R&D Costs (Result for the Nine Months Ended December 31, 2021)

Unit: million yen	Results for Nine Months				Full year projections	
	FY ended March 2021	FY ending March 2022			FY ending March 2022	
	Performance	Performance	Increase / decrease	Year-on-year	Planned	Progress rate
Tangible fixed assets	13,216	20,865	+7,649	157.9%	26,600	78.4%
Intangible fixed assets	233	231	-1	99.4%	500	46.3%
<b>Capital investments</b>	<b>13,449</b>	<b>21,096</b>	<b>+7,647</b>	<b>156.9%</b>	<b>27,100</b>	<b>77.8%</b>
Depreciation and amortization costs	10,234	10,186	-48	99.5%	13,760	74.0%
Research and development costs	910	894	-16	98.2%	1,335	67.0%

## Major Capital Investments

Unit: million yen

### Investment in original products:

#### Improving production capacity and quality of Eco APET products

- ◆ Eco APET materials: Increase in the productivity (Kanto, Chubu)
- ◆ Eco APET materials: Quality improvement by pelletizing (Chubu)

### Investment corresponding to expansion of the sales quantity:

#### Stable supply, Efficiency improvement, Maintenance of working environment

- ◆ Introduction of automation facilities
- ◆ Capacity enhancement for foamed PS products
- ◆ Reinforcement of the production capacity of Conventional material products
- ◆ Chubu Hub Center expansion
- ◆ Rebuilding of Chubu Plant 1
- ◆ Kansai Plant and Kansai Hub Center
- ◆ Pico House No.5
- ◆ Molds
- ◆ IT investments

	Total investment	Plan in period	Results for Nine Months
◆ Eco APET materials: Increase in the productivity (Kanto, Chubu)	1,135	1,135	539
◆ Eco APET materials: Quality improvement by pelletizing (Chubu)	793	73	67
◆ Introduction of automation facilities		224	265
◆ Capacity enhancement for foamed PS products	1,222	1,222	1,097
◆ Reinforcement of the production capacity of Conventional material products	625	625	523
◆ Chubu Hub Center expansion	5,855	3,290	3,354
◆ Rebuilding of Chubu Plant 1	8,049	2,198	2,817
	5,820	(After reduction entry)	
◆ Kansai Plant and Kansai Hub Center	25,261	6,718	6,821
◆ Pico House No.5	2,305	185	310
◆ Molds		1,852	1,549
◆ IT investments		635	349

## ◇ Index

