

# ***Financial Results***

## ***for the Fiscal Year Ended March 31, 2023***

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 FY Ended March 2023)

Unit: million yen	Results for Full year						Full year projections		
	FY ended March 2022		FY ended March 2023				FY ended March 2023		
	Performance	Percentage	Performance	Percentage	Increase/decrease	Year-on-year	Quantity	Planned	Percentage
Trays	39,244	20.1	41,199	19.5	+1,954	105.0%	95.6%	42,820	20.2
Lunchboxes and prepared food containers	109,134	55.8	121,191	57.4	+12,056	111.0%	99.0%	120,920	57.0
Subtotal	148,378	75.8	162,390	76.9	+14,011	109.4%	97.8%	163,740	77.2
Other products	3,391	1.7	3,669	1.7	+278	108.2%		3,630	1.7
Sales of products	151,770	77.6	166,060	78.6	+14,289	109.4%		167,370	78.9
packaging materials	41,935	21.4	43,114	20.4	+1,179	102.8%		42,630	20.1
Other goods	1,994	1.0	2,111	1.0	+116	105.8%		2,000	0.9
Sales of goods	43,929	22.4	45,225	21.4	+1,295	102.9%		44,630	21.1
Net Sales	195,700	100.0	211,285	100.0	+15,585	108.0%		212,000	100.0
Operating profit	15,884	8.1	16,703	7.9	+818	105.2%		16,400	7.7
Ordinary profit	16,703	8.5	17,328	8.2	+625	103.7%		17,000	8.0
Profit attribute to owners of parent	11,206	5.7	11,529	5.5	+322	102.9%		11,230	5.3
Ordinary profit before depreciation and amortization	30,340		31,509		+1,169	103.9%		31,380	100.4%

**Record high**  
**✓ Highest sales ever for 13 consecutive years**

## ◇Sales

### Products

- Reactionary fall of general-purpose containers for fresh food.
- Sales of high value-added products for prepared food, takeout and delivered food as well as eco-friendly products were strong.
- Product price revisions.

First product price revisions (announced in October 2021):

Effects reflected.

Second product price revisions (announced in April 2022):

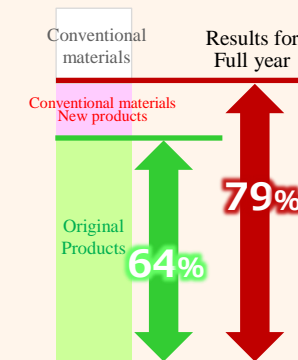
Effect of early partial revisions reflected in 2Q.

All effects of the increased prices reflected in 3Q.

### Goods

- Ability to sell products enhanced through merger between FP Trading and FPCO Miyako Himo.
- Penetration of revised prices

## ◇Product sales composition



## ◇Year-on-year

	1Q results	2Q results	3Q results	4Q results	Full-year results
Sales of products	104.9%	108.5%	114.8%	108.8%	109.4%
Quantity	98.1%	98.2%	99.0%	95.7%	97.8%
Compared to FY2020	110.6%	109.2%	107.6%	105.3%	108.2%
Compound annual growth rate (CAGR)	3.4%	3.0%	2.5%	1.8%	2.7%
Ordinary profit	69.4%	74.3%	144.6%	127.4%	103.7%
Ordinary profit ratio	6.0%	6.5%	13.8%	5.4%	8.2%

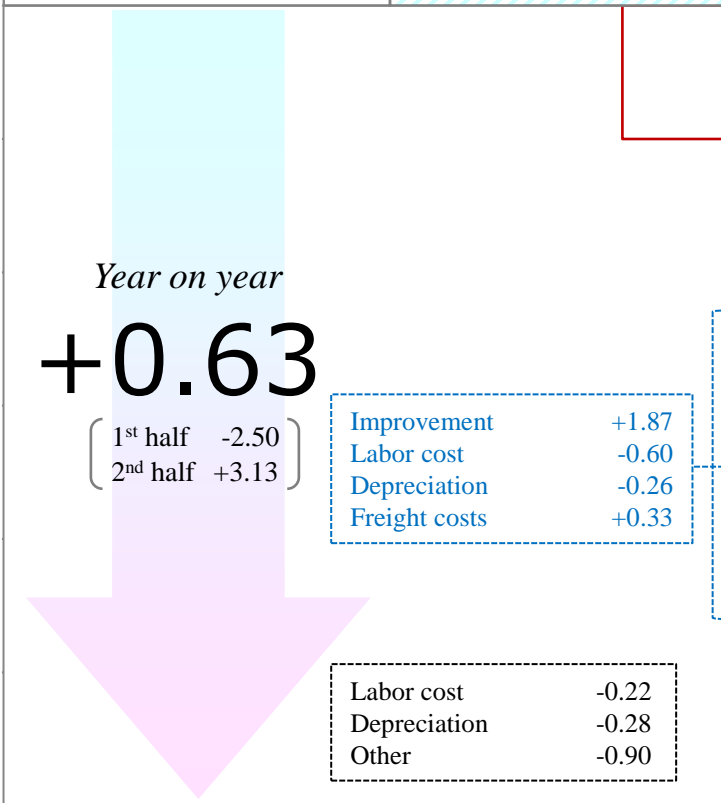
\* Of which growth rate for eco-friendly products 102.5% year on year (109.3% compared to FY ended March 2020)

# Results for Increase/Decrease in Ordinary Profit (For the FY Ended March 2023)

Unit: billion yen

FY ended March 2022	
Full year 16.70	

1 <sup>st</sup> half 8.91	2 <sup>nd</sup> half 7.79
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**The Price of Material and Electricity Rates** **-0.06**

\* Including the impact of revisions to product sales prices  
(1Q -1.35, 2Q -1.09, 3Q +1.85, 4Q +0.53)

**Sales Efforts** **+0.75**  
(1Q +0.20, 2Q +0.20, 3Q +0.25, 4Q +0.10)

**Improved Production** **+0.05**  
(1Q +0.05, 2Q +0.10, 3Q +0.05, 4Q -0.15)

**Improved Distribution** **±0.00**  
(1Q ±0.00, 2Q ±0.00, 3Q ±0.00, 4Q ±0.00)

**Group Companies** **+1.29**  
(1Q +0.10, 2Q +0.10, 3Q +0.79, 4Q +0.30)

**Expenses** **-1.40**  
(1Q -0.31, 2Q -0.50, 3Q -0.38, 4Q -0.21)

Plan difference

**+10.4**

Early realization of second price increases  
Raw materials prices slightly lower than the plan  
Very significant increase in electricity rates

**-5.5**

Brisk sales of value-added products  
Sales volume target not reached

**-7.5**

Automation for labor saving  
Sales volume target not reached

**+5.9**

Penetration of revised prices

Total

**+3.3**

FY ended March 2023	
1 <sup>st</sup> half 6.41	2 <sup>nd</sup> half 10.92

Full year 17.33	
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# Capital Investments and R&D Costs (For the FY Ended March 2023)

Unit: million yen	Results for Full year				Full year projections	
	FY ended March 2022	FY ended March 2023			FY ended March 2023	
	Performance	Performance	Increase / decrease	Year-on-year	Planned	Progress rate
Tangible fixed assets	23,084	30,121	+7,036	130.5%	32,800	91.8%
Intangible fixed assets	277	732	+455	264.3%	200	366.2%
Capital investments	23,361	30,853	+7,492	132.1%	33,000	93.5%
Depreciation	13,636	14,180	+544	104.0%	14,380	98.6%
Research and development costs	1,154	1,295	+141	112.2%	1,397	92.7%

## Major Capital Investments

Unit: million yen

Total investment   Plan in period   Results for Full year

### Investment in original products:

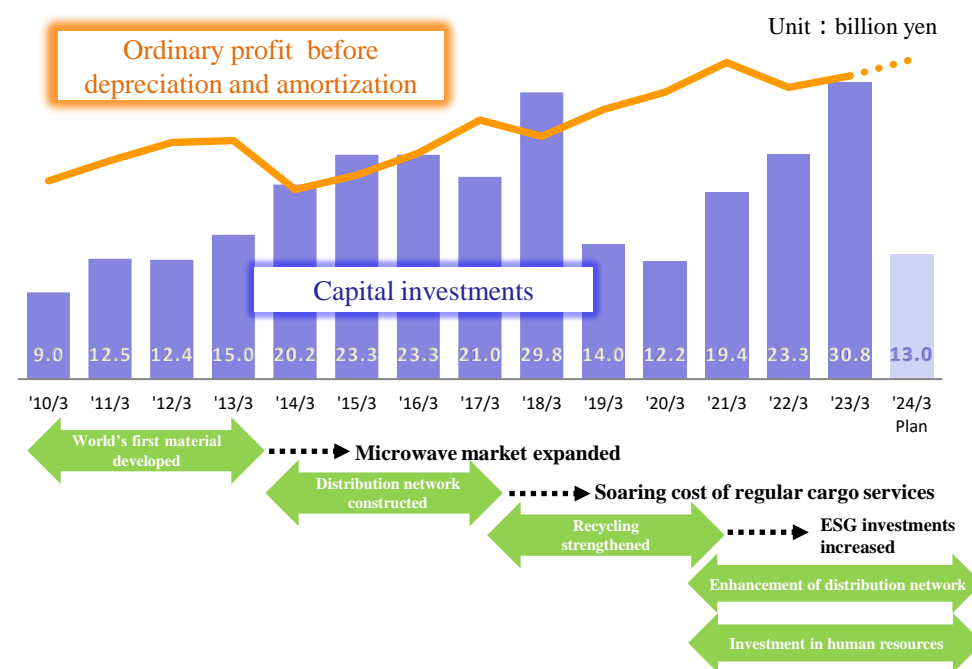
#### Improving production capacity and quality of Eco APET products

◆ Eco APET materials: Increase in the productivity (Kanto, Chubu)	393	393	138
◆ Eco APET materials: Reinforcement of the production capacity (Nishinohon PET-Bottle recycle Co., Ltd.)	754	754	27

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

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

◆ Introduction of automation facilities		76	38	
◆ Reinforcement of the production capacity of Conventional material products		1,149	1,149	901
◆ Rebuilding of Chubu Plant 1	Operations commenced in May. 2022	8,530	5,529	5,570
	(After reduction entry)	(6,301)	(3,301)	(3,341)
◆ Kansai Plant and Kansai Hub Center	Operations commenced in Jan. 2023	26,670	17,238	17,832
◆ Pico House No.5	Completed in Sep. 2022	2,210	1,548	1,586
◆ Enhancement of Group companies' production sites				
Expansion of cardboard factory	To be completed in Aug. 2024	3,527	341	503
◆ Molds			1,710	1,753
◆ IT investments			568	739



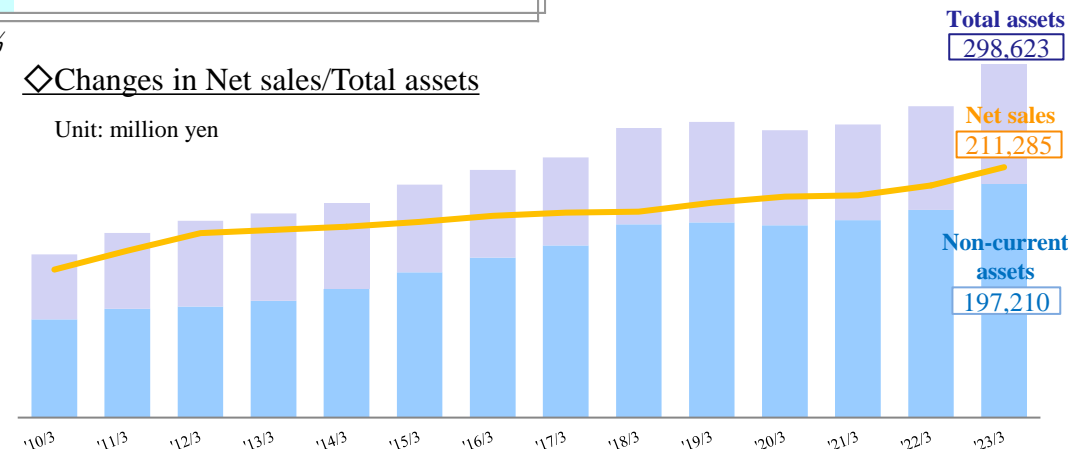
# Balance Sheet (For the FY Ended March 2023)

Unit: million yen	Previous consolidated fiscal year	Consolidated fiscal year under review			
	FY ended March 2022 As of March 31, 2022	As of March 31, 2023	Increase/ decrease	Year-on- year	Breakdown of main increases and decreases
Current assets	87,477	101,413	+13,935	115.9%	Cash and deposits +2,510 Notes and accounts receivable-trade +3,086 Merchandise and finished goods +4,134 Raw materials and supplies +1,429
Noncurrent assets	175,218	197,210	+21,992	112.6%	Buildings and structures, net +20,453 Machinery, equipment and vehicles, net +3,008 Land +1,510 Investment securities (LSSPI) +6,934
Total assets	262,695	298,623	+35,927	113.7%	
Current liabilities	76,807	83,883	+7,076	109.2%	Accounts payable - trade +2,648 Short-term loans payable +775 Accounts payable - other +4,195
Noncurrent liabilities	53,432	74,568	+21,135	139.6%	Long-term loans payable +21,219
Total liabilities	130,239	158,452	+28,212	121.7%	
Net assets	132,455	140,171	+7,715	105.8%	Retained earnings +7,683
Total liabilities and net assets	262,695	298,623	+35,927	113.7%	

Equity ratio 46.7%

## ◇Changes in Net sales/Total assets

Unit: million yen



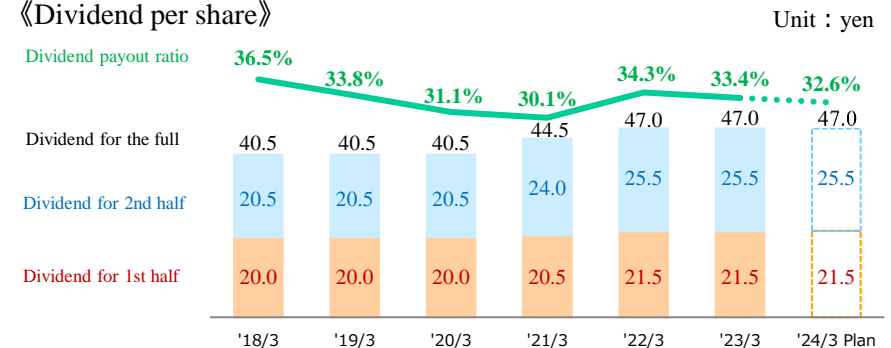
- Assets Strategic investments for boosting the production capacity of original products and ensuring stable supply
- Liabilities Utilization of borrowing as capital for strategic investment
- Net assets Strengthening of the management structure  
Preparation for expanding business flexibly

# Cash Flows (For the FY Ended March 2023)

Unit: million yen	Results for Full year		
	FY ended March 2022 Performance	Performance	FY ended March 2023 Breakdown of main items
CF from operating activities	23,148	20,071	Profit before income taxes 16,930 Depreciation 14,180 Decrease (increase) in notes and accounts receivable - trade -3,036 Decrease (increase) in inventories -5,574
CF from investing activities	-22,866	-34,306	Purchase of property, plant and equipment -27,774 Purchase of shares of an associate (LSSPI) -6,964
Free cash flows	281	-14,234	
CF from financing activities	1,578	16,745	Proceeds from long-term loans payable 38,000 Repayment of long-term loans payable -16,005 Repayments of lease obligations -1,369 Cash dividends paid -3,845
Net increase(decrease)in cash and cash equivalents	1,860	2,510	
Cash and cash equivalents at end of period	19,745	22,255	

- 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

## 《Dividend per share》



\* On October 1, 2020, the Company implemented a two-for-one common stock split.  
The indicated dividend amount is based on the assumption that the stock split was implemented at the beginning of the fiscal year ended March 31, 2018

***Plan***  
***for the Fiscal Year Ending March 2024***

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# Outline of Plan for Account Settlement (For the FY Ending March 2024 )

Unit: million yen	Results for Full year			Full year projections				First half projections			
	FY ended March 2023			FY ending March 2024				FY ending March 2024			
	Performance	percentage		Planned	percentage	increase/ decrease	Year-on -year	Planned	percentage	increase/ decrease	Year-on -year
Trays	41,199	19.5		43,600	19.7	+2,400	105.8%	21,500	19.5	+1,714	108.7%
Lunchboxes and prepared food containers	121,191	57.4		128,000	57.8	+6,808	105.6%	64,100	58.3	+5,408	109.2%
Subtotal	162,390	76.9		171,600	77.5	+9,209	105.7%	85,600	77.8	+7,122	109.1%
Other products	3,669	1.7		3,900	1.8	+230	106.3%	1,950	1.8	-14	99.2%
Sales of products	166,060	78.6		175,500	79.3	+9,439	105.7%	87,550	79.6	+7,107	108.8%
packaging materials	43,114	20.4		43,700	19.7	+585	101.4%	21,450	19.5	+322	101.5%
Other goods	2,111	1.0		2,100	0.9	-11	99.5%	1,000	0.9	+7	100.7%
Sales of goods	45,225	21.4		45,800	20.7	+574	101.3%	22,450	20.4	+330	101.5%
Net Sales	211,285	100.0		221,300	100.0	+10,014	104.7%	110,000	100.0	+7,437	107.3%
Operating profit	16,703	7.9		17,350	7.8	+646	103.9%	6,250	5.7	+177	102.9%
Ordinary profit	17,328	8.2		18,000	8.1	+671	103.9%	6,600	6.0	+190	103.0%
Profit attribute to owners of parent	11,529	5.5		11,808	5.3	+278	102.4%	4,345	4.0	+213	105.2%
Ordinary profit before depreciation and amortization	31,509			33,200		+1,690	105.4%	14,180		+742	105.5%

## ■ Sales

### Products>

- Expanding sales of environmentally friendly products
- Proposing high function products for new markets, including those of Takeout and delivery and frozen food

Quantity: Rising 2.5% year-on-year

Trays: Expanding sales with a focus on environmentally friendly products

Lunchboxes and prepared food containers:

Work actively to expand sales to the takeout and delivered food market that has taken root under the pandemic, to the frozen food market and to markets of those for hospital food, nursing care food and others.

**Goods>** • Ability to sell products enhanced through merger between FP Trading and FPCO Miyako Himo.

## ■ Comparisons with the previous year's plan

	1st half plan	2nd half plan	Full-year plan
Sales of products	108.8%	102.7%	105.7%
Quantity	101.0%	104.0%	102.5%
Ordinary profit	103.0%	104.4%	103.9%
Ordinary profit ratio	6.0%	10.2%	8.1%



# Outlook for Increase/Decrease in Ordinary Profit

(For the FY Ending March 2024)

FY ended March 2023

Outlook(Apr 28 2023)

Unit: billion yen

Full year 17.33	
1 <sup>st</sup> half 6.41	2 <sup>nd</sup> half 10.92

Year on year  
**+0.67**  
(1<sup>st</sup> half +0.19  
2<sup>nd</sup> half +0.48)

Investment in human resources  
Raise the wage level for employees working for manufacturing and logistical operations by 10.7% on average

Improvement	+1.41
Labor cost	-2.17
Depreciation	-0.94
Freight costs	-0.30

Make an upfront investment in stable supply

Labor cost	-0.38
Depreciation	-0.08
Other	-0.67

The Price of Material and Electricity Rates **+2.00**  
(1<sup>st</sup> half +2.00, 2<sup>nd</sup> half ±0.00)

\* Including the impact of revisions to product sales prices

Sales Efforts **+1.80**  
(1<sup>st</sup> half +0.30, 2<sup>nd</sup> half +1.50)

Improved Production **-1.00**  
(1<sup>st</sup> half -1.00, 2<sup>nd</sup> half ±0.00)

Improved Distribution **-0.70**  
(1<sup>st</sup> half -0.40, 2<sup>nd</sup> half -0.30)

Group Companies **-0.30**  
(1<sup>st</sup> half -0.20, 2<sup>nd</sup> half -0.10)

Expenses **-1.13**  
(1<sup>st</sup> half -0.51, 2<sup>nd</sup> half -0.62)

FY ending March 2024

1 <sup>st</sup> half outlook 6.60	2 <sup>nd</sup> half outlook 11.40
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Full year outlook 18.00

# Planned Capital Investment and R&D Cost (For the FY Ending March 2024)

Unit: million yen	Results for Full year	Full year projections			First half projections		
	FY ended March 2023	FY ending March 2024			FY ending March 2024		
	Performance	Planned	Increase / decrease	Year-on-year	Planned	Increase / decrease	Progress rate
Tangible fixed assets	30,121	12,500	-17,621	41.5%	5,000	-15,593	24.3%
Intangible fixed assets	732	500	-232	68.3%	200	-76	72.5%
Capital investments	30,853	13,000	-17,853	42.1%	5,200	-15,669	24.9%
Depreciation and amortization costs	14,180	15,200	+1,019	107.2%	7,580	+552	107.9%
Research and development costs	1,295	1,506	+210	116.2%	744	+130	121.2%

## Major Capital Investments

### Investment in original products:

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

◆ Eco APET materials:Increase in the productivity (Kanto, Chubu)	547	547
◆ Eco APET materials:Reinforcement of the production capacity (Nishinihon PET-Bottle recycle Co., Ltd.)	455	455
◆ Eco APET products:Reinforcement of the production capacity	240	240

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

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

◆ Introduction of automation facilities		294
◆ Reinforcement of the production capacity of Conventional material products		1,777
◆ Kansai Sorting Plant	To be completed in Sep. 2024	944
◆ Enhancement of Group companies' production sites		
Expansion of cardboard factory	To be completed in Aug. 2024	3,527
◆ Molds		1,785
◆ IT investments		720

