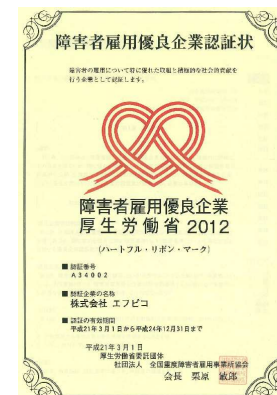


FY2012

Financial Results

FP Corporation
May 14, 2012



Cautions for Handling This Material



We have paid extremely close attention to the information provided through presentations at this session 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.

◆ Performance Report

Head of Finance and Accounting Division **Toshio Takizaki** 4

◆ Working Towards Medium- and Long-Term Targets

Chairman & CEO **Yasuhiro Komatsu** 10

◆ Current Performance and Efforts to Increase our Scale of Operations

President & COO **Morimasa Sato** 19

◆ Supporting Data 31

Performance Report
Accumulated Total for
the Fiscal Year Ended March 31, 2012

Head of Finance and Accounting Division
Toshio Takizaki

Sales (for FY Ended March 2012)



Unit: million yen	Twelve-month performance						Growth rate (volume)	Twelve-month projections		
	FY ended Marche 2011	percentage	FY ended Marche 2012	percentage	Increase/decrease	Year-on-year		FY ended Marche 2012	percentage	Achievement rate
Trays	28,045	19.9	28,681	18.4	+ 635	102.3%	102.9%	29,500	18.4	97.2%
Lunchbox Containers	71,860	51.1	76,842	49.4	+ 4,982	106.9%	105.4%	79,700	49.8	96.4%
total	99,906	71.0	105,524	67.8	+ 5,617	105.6%	104.4%	109,200	68.3	96.6%
other products	4,645	3.3	7,566	4.9	+ 2,920	162.9%		7,800	4.9	97.0%
[Products total]	104,551	74.3	113,090	72.6	+ 8,538	108.2%		117,000	73.1	96.7%
Packaging materials	27,292	19.4	33,627	21.6	+ 6,334	123.2%		34,000	21.3	98.9%
other goods	8,876	6.3	8,963	5.8	+ 87	101.0%		9,000	5.6	99.6%
[Goods total]	36,168	25.7	42,591	27.4	+ 6,422	117.8%		43,000	26.9	99.0%
[Sales]	140,720	100.0	155,681	100.0	+ 14,961	110.6%		160,000	100.0	97.3%

■ Products

Increased sales of general-purpose and lightweight products with a strong showing of new designs and new-function product

- Shipments: 4.4% growth year on year
- Product price: Impact of increase in product price implemented in the second quarter is ¥3.2 billion
- Trays: Increased sales of general-purpose trays
Strong sales of PET trays with strength enhanced and weight reduced by monoaxial stretching
- Lunchbox and prepared food containers:
Strong sales of multi FP heat- and cold-resistant foamed polystyrene containers
Strong showing from the SA-Series fastening lid containers and general-purpose food packaging
Strong sales of leak-resistant microwavable containers (talc) and lightweight sashimi and sushi containers

■ Other products

Expansion into new markets such as egg boxes, containers for agricultural products, and film bags

- Consolidation of Dia Foods Co., Ltd., a company manufacturing and selling egg boxes and other containers for agricultural products
- Containers for agricultural products and films bags

■ Commodities

Increased amount of food packaging materials to be sold

- Consolidation of Interpack Co., Ltd., a packing material wholesaler

Financial Results Summary (for FY Ended March 2012)



Unit: million yen	Twelve-month performance						Twelve-month projections		
	FY ended Marche 2011	percentage	FY ended Marche 2012	percentage	Increase/ decrease	Year-on-year	FY ended Marche 2012	percentage	Achevementt rate
[Net sales]	140,720	100.0	155,681	100.0	+ 14,961	110.6%	160,000	100.0	97.3%
sales of products	104,551	74.3	113,090	72.6	+ 8,538	108.2%	117,000	73.1	96.7%
sales of goods	36,168	25.7	42,591	27.4	+ 6,422	117.8%	43,000	26.9	99.0%
[Operating income]	13,058	9.3	14,221	9.1	+ 1,162	108.9%	14,494	9.1	98.1%
[Ordinary income]	13,465	9.6	14,951	9.6	+ 1,486	111.0%	14,900	9.3	100.3%
[Income for current year]	7,959	5.7	8,093	5.2	+ 134	101.7%	8,600	5.4	94.1%

* Considering subsidies for the employment of disabled workers included in non-operating income.

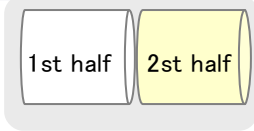
Subsidy income	496		611		+ 115	
[Operating income]	13,554	9.6	14,832	9.5	+ 1,278	109.4%

- Streamlining: Product weight reduction, changes of materials, narrowing of product lineups and group-wide cost cutting, chiefly in production and distribution
- Sales: Sales growth of general-purpose products and lightweight products and strong sales of new products centered on five new sheets
- Production: Improved productivity and product quality and increased production capacity and optimized production facilities to accommodate increased demand
- Distribution: Development of a supply system matched with demand, enhanced distribution quality and service levels, and continued reduction of distribution costs
- Extraordinary loss: Expense of 240 million yen in association with the earthquake

Factors Influencing Ordinary Income (for FY Ended March 2012)



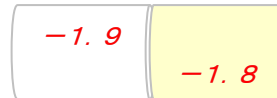
In billion yen



FY ended March 31, 2011: ¥13.47 billion

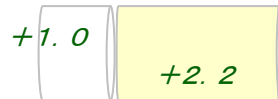
1st half FY 2011: ¥6.83 billion 2nd half of FY 2011: ¥6.64 billion

-¥3.7 bn: higher raw material prices



Rapid increase in raw material price since early 2011

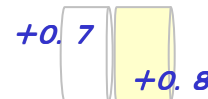
+3.2 bn: higher product prices



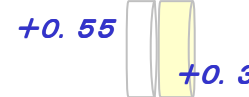
Effect of higher product prices begins to show in the 2nd quarter
Review of unprofitable businesses

+3.3 bn: higher income

+1.5 bn: higher sales and new products



+0.9 bn: improved production



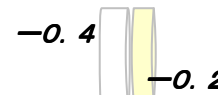
+0.4 bn: improved distribution



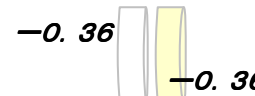
+0.5 bn: higher income of group companies



-0.6 bn: increased expenses for strategic investments



-0.72 bn: increased expenses, etc.



-1.32 bn: increased expenses

1st half: ¥6.92 billion 2nd half: ¥8.03 billion
 +¥0.09 billion (1.3%) year on year +¥1.39 billion (21.0%) year on year

FY ended March 31, 2012: ¥14.95 billion
 +¥1.48 billion (11.0%) year on year

Sales in FY ended March 2012: ¥155.7 bn (+10.6%)

Product sales: +8.2% +¥8.54 bn

Quantity of products sold: +4.4%

Commodity sales: +17.8% +¥6.42 bn

Group companies

Improvement of existing group companies

- ALRight Inc.
- Interpack Co., Ltd.
- Dia Foods Co., Ltd.

Full-year contribution of each company

Strategic investments

- I Logic Chubu Picking May 2011
- Expansion of I Logic Kanto Picking began in Apr. 2012
- Kanto Yachiyo Plant (new factory in Kanto) began operation in May 2012
- Krones No. 2 will begin operation in June 2012

Capital Investments and Research and Development Cost (for FY Ended March 2012)



Unit: million yen	Twelve-month performance				Twelve-month projections	
	FY ended Marche 2011	FY ended Marche 2012	Increase/ decrease	Year-on-year	FY ended Marche 2012	Achevement rate
Capital investment	12,585	12,423	△ 162	98.7%	12,020	103.4%
Tangible fixed assets	12,352	12,093	△ 259	97.9%	11,730	103.1%
(lands only)	218	403	184		255	
Intangible fixed assets	232	329	96	141.6%	290	113.4%
Depreciation and amortizaion	9,316	9,728	412	104.4%	10,030	97.0%
Research and development cost	1,101	1,051	△ 49	95.5%	970	108.4%

* Capital investment figures refer to all investments, including leasing and procurement.

Major capital investments

(million yen)

- ◆ Kanto Yachiyo Plant (new Kanto plant) 2,980 (Total investment: ¥8,700 million) began operation in May 2012
- ◆ Improvement of recycling plants
 - Collection and sorting, PSP recycling 631
 - PET recycling 436 PET Mechanical Recycling Plant No. 2 (investment: ¥680 million) scheduled to begin operation in June 2012
- ◆ Picking Center New Chubu 1,187 (Total investment: ¥2,217 million) began operation in May 2011
- ◆ Molds 1,945
- ◆ IT investment 511

Cash Flows (for FY Ended March 2012)



Unit: million yen	Twelve-month performance	
	FY ended Marche 2011	FY ended Marche 2012
CF from operating activities	14,291	16,240
CF from investing activities	△ 8,201	△ 9,508
Free cash flows	6,089	6,732
CF from financing activities	△ 3,919	△ 6,095
Amount of increase/decrease of cash and case equivalents	2,170	636
Balance of cash equivalents at end of year	13,273	13,909

■ Cash flow from operating activities

Net income before taxes and other adjustments	14,569 million yen
Depreciation and amortization	9,728
Increase in trade payables	2,662
Increase in trade receivables	-5,785
Increase in inventory assets	-2,297
Corporate taxes and other payments	-4,942

■ Cash flow from investing activities

Acquisition of tangible fixed assets	-9,241
--------------------------------------	--------

■ Cash flow from financing activities

Net decrease in borrowings	-1,077 million yen
Payment of lease obligations	-2,611
Amount paid as dividends	-2,398

■ Cash and cash equivalents

Up 636 million yen from the end of the previous year
(consolidated)

Working Towards Medium- and Long-Term Targets

**Chairman & CEO
Yasuhiro Komatsu**

Summary of Consolidated Financial Results and Forecast for the Future



☆ Responses to rapid increase in raw material price

Reduce product weight as much as possible

Apply to product price

Reduce discounts and review unprofitable businesses

☆ Introduce sustainable new products

☆ Expand business and achieve synergy through corporate integration

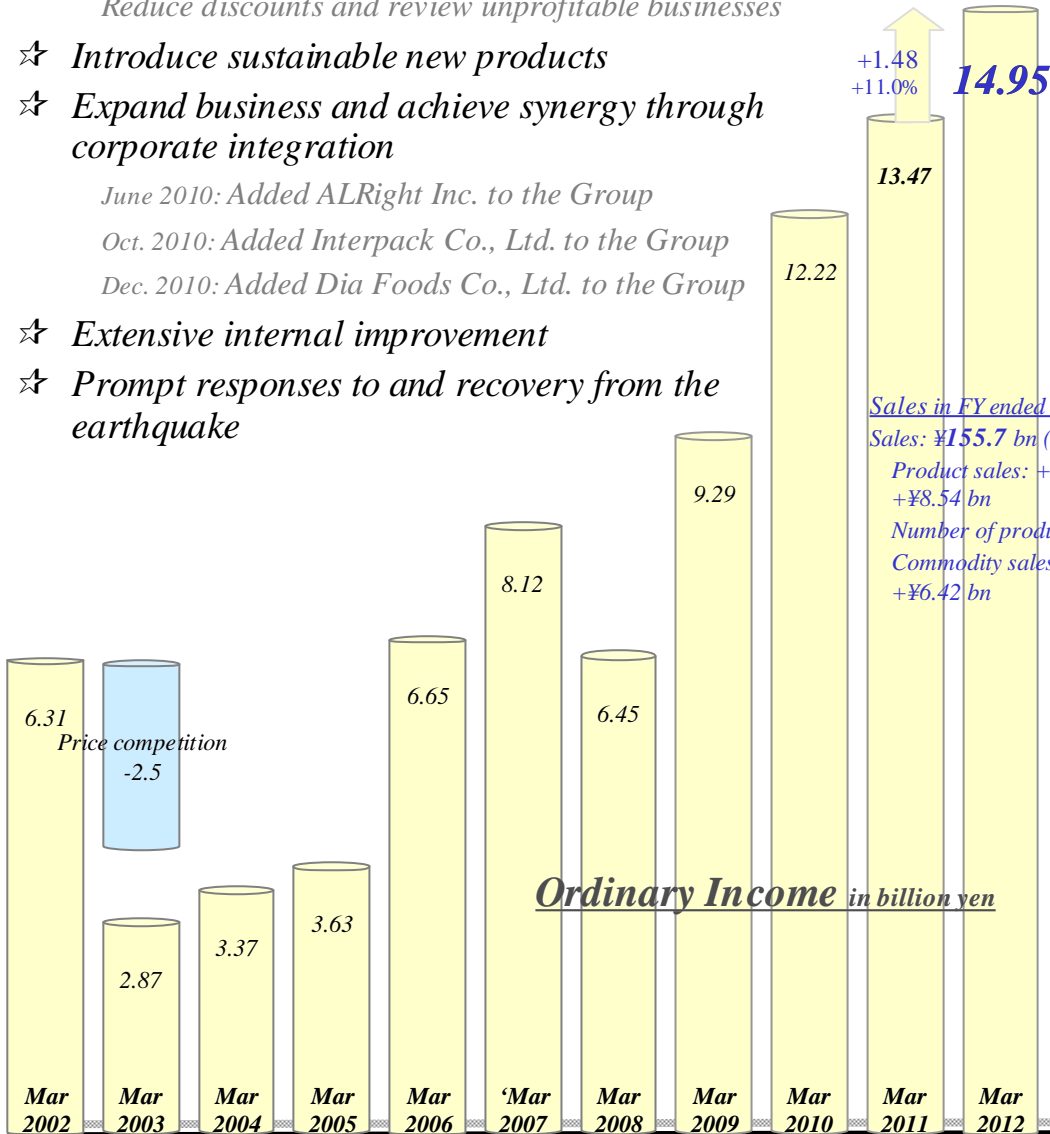
June 2010: Added ALRight Inc. to the Group

Oct. 2010: Added Interpack Co., Ltd. to the Group

Dec. 2010: Added Dia Foods Co., Ltd. to the Group

☆ Extensive internal improvement

☆ Prompt responses to and recovery from the earthquake



» World's first materials and functions

- * MFP (multi FP)
- * Monoaxially stretched PET
- * Biaxially stretched PET
- * New transparent PP
- * New foamed PP
- * New designs and functions
- * Eco AP Series

= Introduce sustainable new products =

» Strategic investments

May 2011: I Logic Chubu Picking Center

Apr 2012: I Logic Kanto Picking Center begins operation

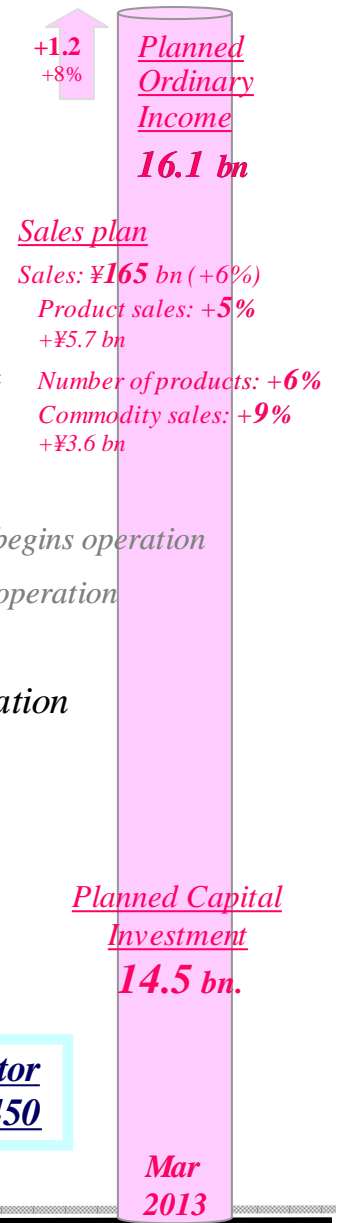
May 2012: Kanto Yachiyo Center begins operation

Jun 2012: Kronos No.2 begins operation

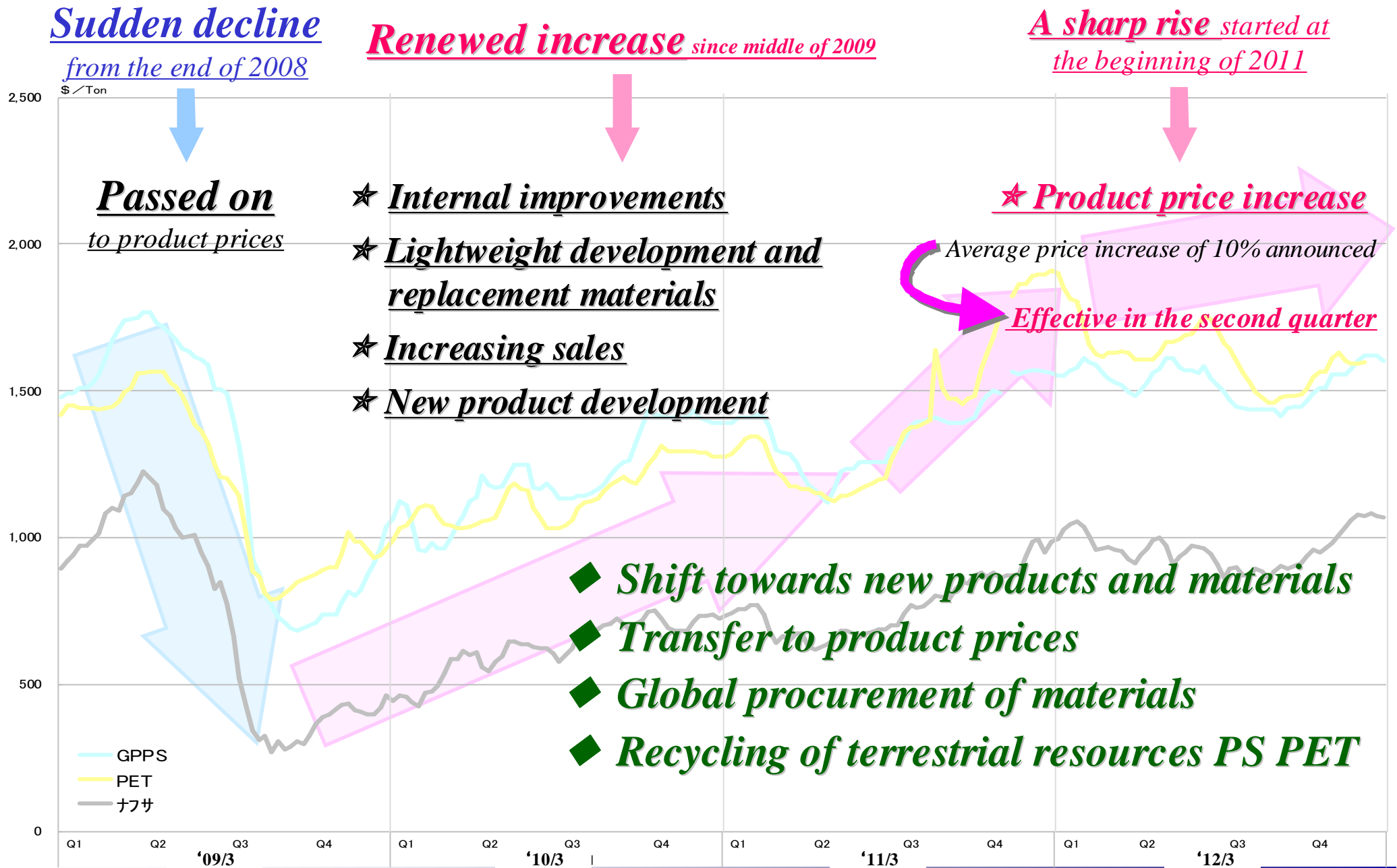
» Synergy through corporate integration

» Extensive internal improvement

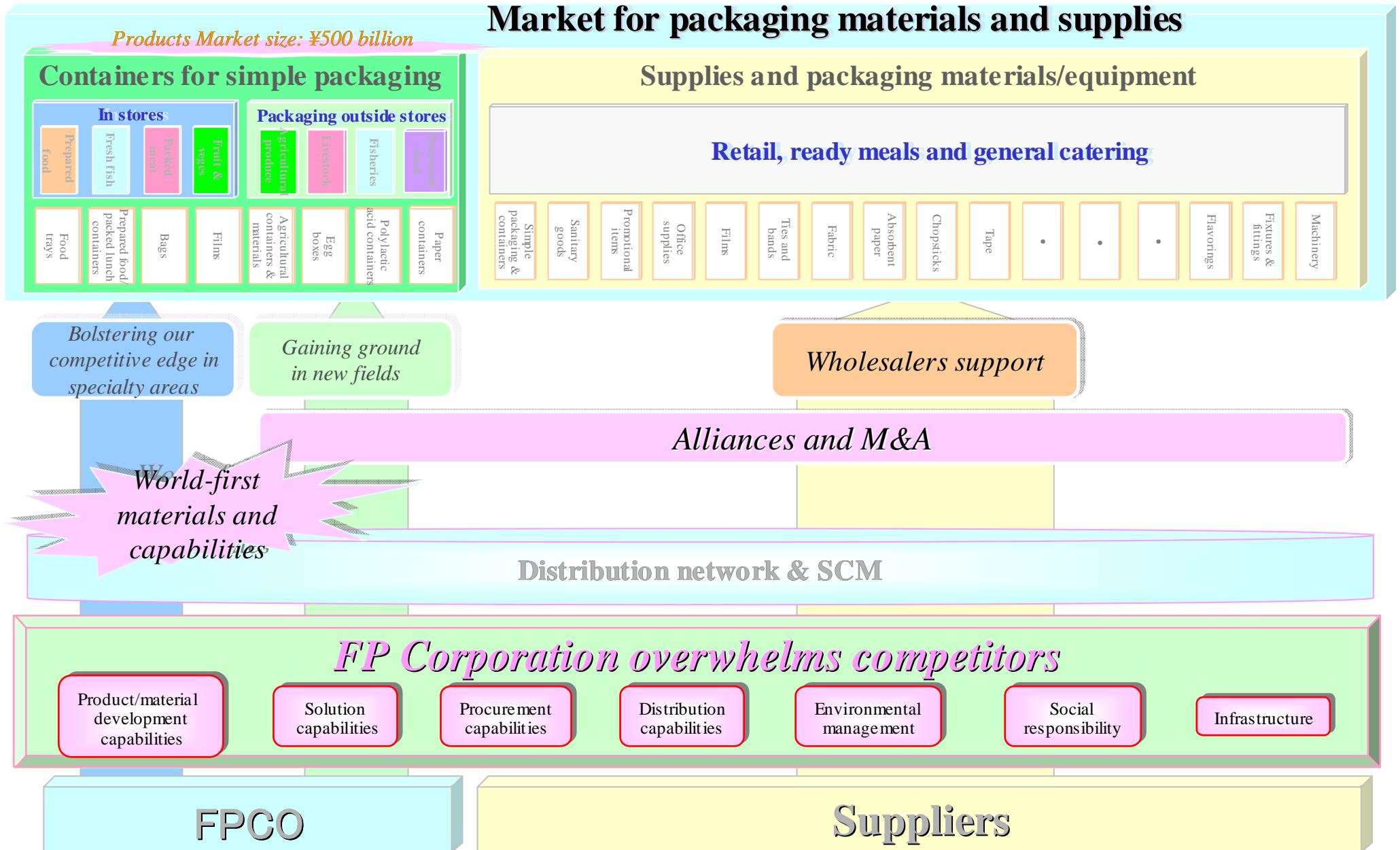
» Recycling of terrestrial resources



Target medium-term management indicator
 Net income per share: ¥450



Goods Market scale: Over ¥2 trillion



Increase market share using five new sheets + α



(2) **PP** *Transparent heat-resistant containers*

Heat resistance: to +120°C

Increased transparency: achieved haze value of 1.5

MFP Donburi + PP heat-resistant transparent lids



(1) **MFP** (*multi FP*)

Resistant to a wide range of temperatures: from -40°C (cold resistance) to +110°C (heat resistance)

Outstanding thermal insulation: Containers can be held with hands straight from the microwave and unlikely to soften or deform after microwaving

(5) **New foam PP** (*new HS*)

Foaming from 1.8 times to 3.5 times

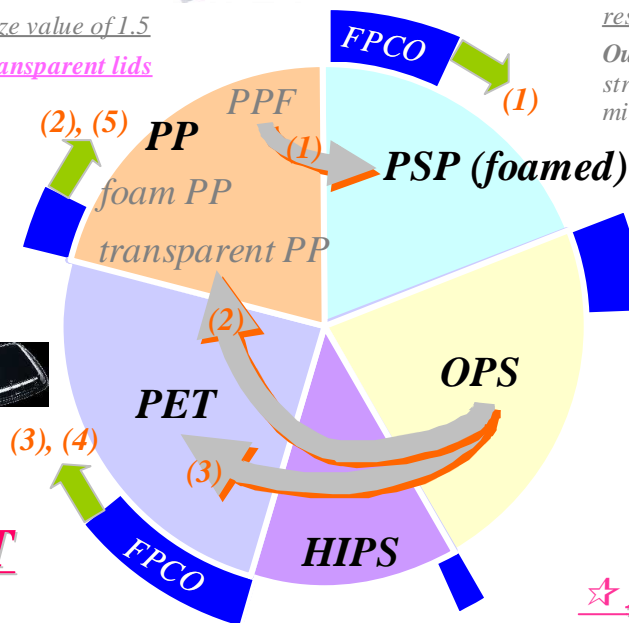


Fig.: Market share by material (based on weight)

- ◆ Donburi Project
- ◆ Use of MFP remnants

(3) **Biaxially stretched PET**

transparent containers to be launched in summer

Increased heat resistance: +80°C

Increased strength: *More weight reduction is possible.*

Sheet thickness: 0.20 to 0.18 mm



(4) **Monoaxially stretched PET**

transparent containers

Increased heat resistance +70°C

Increased strength: Weight reduction is possible

Sheet thickness: 0.23 to 0.21 mm (before 0.32 to 0.30 mm)

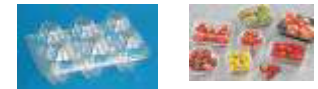
(4)' **Eco AP Series launched in May**

Reduces CO2

Reduces the burden on the environment

☆ **New markets**

- Containers and soft packages (film) for agricultural products
- Containers for food processing companies
- Egg boxes
- Paper containers



☆ **New functions and designs**

- Screw-top containers (leak-resistant and reusable)
- Leak-resistant containers: PET, PP
- Non-slip containers
- Appeals a sense of volume
- New design containers



PS: polystyrene
PSP: foamed polystyrene
OPS: transparent polystyrene
PET: polyethylene terephthalate
PP: polypropylene

Introduced 1,800 types of new products during the year

FPCO Fair 2012

February 22, 23, and 24, 2012 at Tokyo International Forum

12,000 visitors

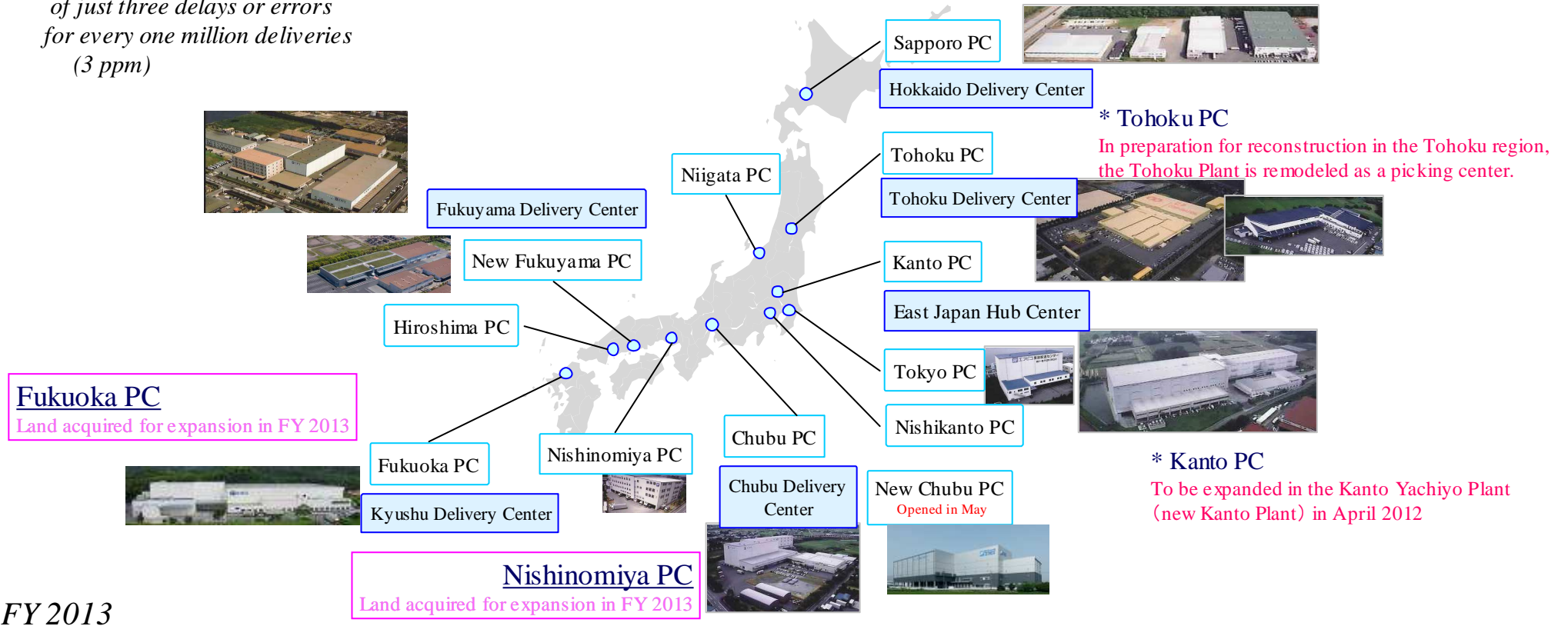
Efforts to enlarge the packaging materials and supplies market to 2 trillion yen



Six delivery centers (108,000 tsubo*) and 11 picking centers (35,000 tsubo*) nationwide

Providing high quality, efficient distribution services

Delivering with a precision
of just three delays or errors
for every one million deliveries
(3 ppm)



FY 2013

Total area of 158,000 tsubo (equivalent to 10 Tokyo Domes)

Boosting cooperative purchasing and delivery
based on procurement and distribution capabilities

“Eco Mark-certified stores” start

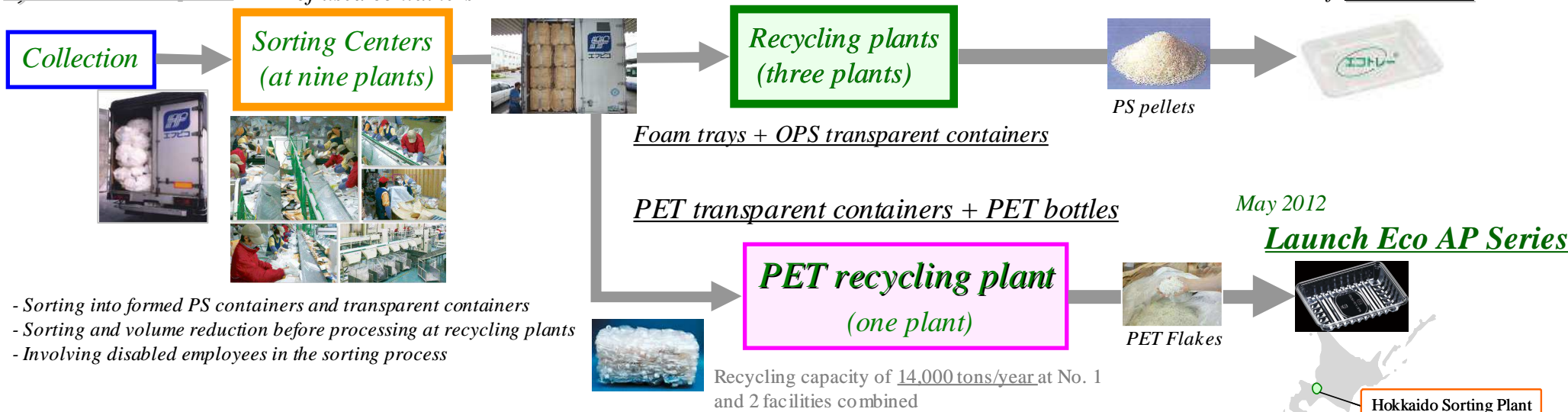
Making the environment and disabled employees an integrated part of our operations

- FY ended March 2012 -
8,200 collection points

Collecting **8,550** tons of used containers

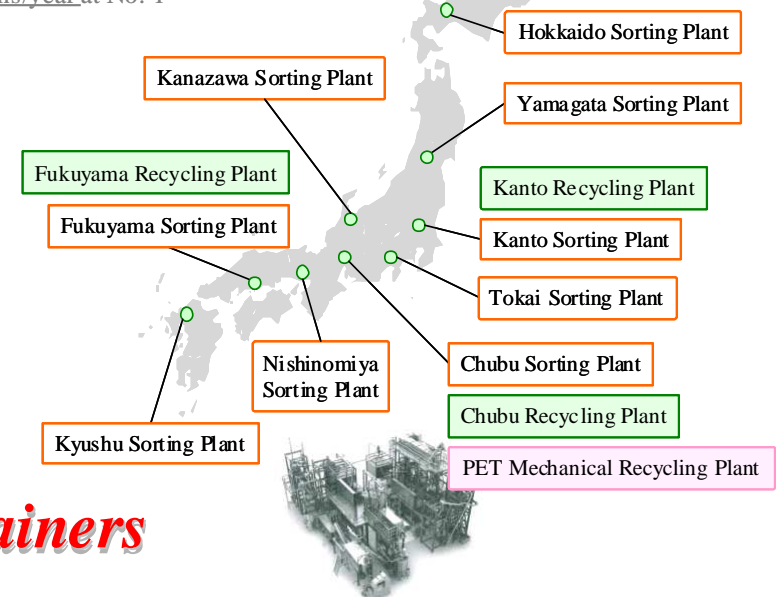
Recycling of terrestrial resources

Recycled container sales of **¥16.6 bn.**



- Sorting into formed PS containers and transparent containers
- Sorting and volume reduction before processing at recycling plants
- Involving disabled employees in the sorting process

As of the end of March 2012:
678 employees with disabilities (current number of employees: 399)
Mandatory proportion of jobs for the disabled: 16.3%



「Tray to Tray」 + 「Bottle to Tray」

Recycling operation to be established for PET transparent containers



☆ Foundation of Kanto Yachiyo Plant

Construction began in April 2011 and completed in April 2012
Three floors, approx. 14,500 tsubo (1st floor: production. 2nd floor: picking, 3rd floor: warehouse)

Total investment: ¥8.7 bn

- ✓ In April 2012, distribution function begins operation
- ✓ In June 2012, production of biaxially stretched PET products begins

Official name of the new Kanto plant is Kanto Yachiyo Plant.

PET recycling has capacity of 14,000 tons/year



☆ Expansion of recycling business

- ✓ In May 2012, Eco AP Series is launched
- ✓ In June 2012, second PET recycling plant begins operation in Chubu
- ✓ More plants expected to be built in Kanto and Fukuyama to expand PET recycling business

☆ Expansion of picking centers

- ✓ Land acquired for expansion of Nishinomiya Picking Center and Fukuoka Picking Center for building in next year
- ✓ Tohoku Plant is reformed into a picking center in preparation for reconstruction of Tohoku region

¥1.5 bn for land acquisition, etc.

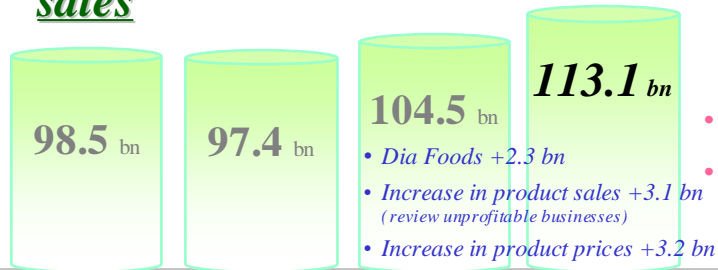
☆ Renewal of Dia Foods facilities

Total capital investment of ¥14.5 billion is planned for FY ending March 2013

Working Towards Long-Term Targets



Product sales



Expanding our share of a ¥500 billion market



- ☆ World's first sheets and materials
- ☆ Creating new markets
- ☆ M&A
- ☆ Introduction of sustainable new products

Products
200 bn
Ordinary profit margin 10%

Capital investment plan
14.5 bn

- Product/material capabilities
- Solution capabilities
- Procurement capabilities
- Distribution capabilities
- Environmental management
- Social responsibility
- Infrastructure

Combined capabilities

+
M&A

Taking on a ¥2 trillion market



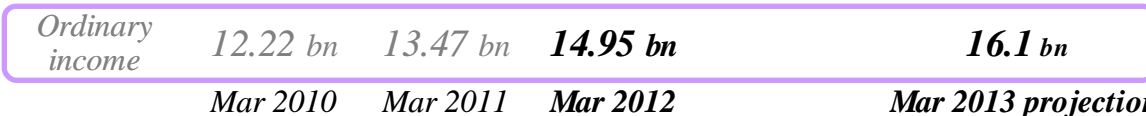
Increase in range of goods +3.6 bn

- ☆ Accelerate development of B-to-B operations
- ☆ Support wholesalers (use infrastructure)
 - Cooperative purchasing
 - Cooperative distribution
 - Global procurement

Purchased goods to manufacturers' products

Commodities
300 bn
Ordinary profit margin 5%

Commodity sales



Business target
Long-term target
Net income per share from ¥450 → ¥500

Current Performance and Efforts to Increase our Scale of Operations

**President & COO
Morimasa Sato**

Outline of Plan for Account Settlement (for Fiscal Year Ending March 2013)



Unit: million yen	Performance		Projected				Medium-term		
	FY ended Marche 2012	percentage	FY ended Marche 2013	percentage	Increase/ decrease	Year-on-year	percentage	Year-on-year	
[Net sales]	155,681	100.0	165,000	100.0	+ 9,318	106.0%	81,300	100.0	105.7%
sales of products	113,090	72.6	118,800	72.0	+ 5,709	105.0%	58,600	72.1	105.1%
sales of goods	42,591	27.4	46,200	28.0	+ 3,608	108.5%	22,700	27.9	107.5%
[Operating income]	14,221	9.1	15,890	9.6	+ 1,668	111.7%	7,400	9.1	112.3%
[Ordinary income]	14,951	9.6	16,100	9.8	+ 1,148	107.7%	7,500	9.2	108.4%
[Income for current year]	8,093	5.2	9,420	5.7	+ 1,326	116.4%	4,380	5.4	115.8%

* Considering subsidies for the employment of disabled workers included in non-operating income.

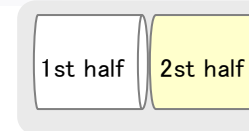
Subsidy income	611								
[Operating income]	14,832	9.5	15,890	9.6	+ 1,058	107.1%	7,400	9.1	107.4%

- Sales: We are aiming to increase our share of existing markets and develop applications in order to break into new markets. We intend to fully use the group's distribution network to increase the volume of products traded.
- Technologies: We will install state-of-the-art facilities, upgrade existing facilities, and promote technological innovation through initiatives such as developing lightweight products, promoting alternative materials, and developing new materials and functions.
- Production: We will improve productivity and product quality, increase production capacity, and optimize production facilities to accommodate increased demand
- Distribution: We will continue to improve our distribution network to reduce total costs and improve quality in the overall distribution process in preparation for growth in demand for picking.
- Environment: We will strive for further contribution to a recycling society by promoting our new activities (voluntary collection of transparent containers) in addition to voluntary collection of foamed polystyrene food trays.

Ordinary Income Projections for Fiscal 2013



In billion yen



-1.9 bn: higher raw material prices



Raw material prices: remain high

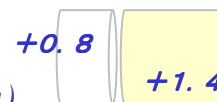
+1.2 bn: increased product prices (implemented in last FY)



Effect of higher product prices began to show in the 2nd quarter of FY ended March 2012

+3.4 bn: higher income

+2.2 bn: increased sales and MIX improvement (effect of new products and price revision)



Sales plan

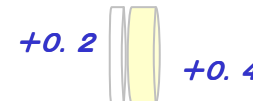
Sales: ¥165 bn +6%

Product sales: +5% +¥5.7 bn

Number of products: +6%

Commodity sales: +9% +¥3.6 bn

+ 0.6 bn: improved production



+ 0.3 bn: improved distribution



** Increase in power rate is already incorporated.*

+ 0.3 bn: increased income of group companies



-1.55 bn: increased expenses

-1.0 bn: increased expenses for strategic investments



Strategic Investments

• Expansion of I Logic Kanto Picking began in Apr. 2012

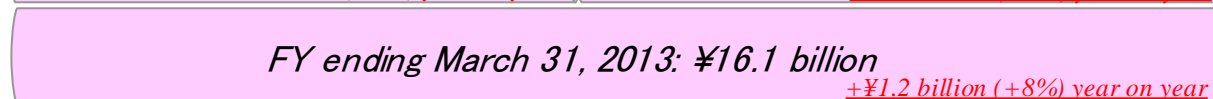
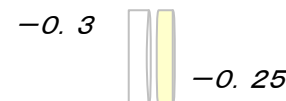
• New Kanto plant begins operation in May 2012

• Kronos No. 2 begins operation in June 2012

• Expansion of Nishinomiya and Fukuoka picking centers

• Renewal of Dia Foods facilities

-0.55 bn: increased expenses, etc.



World's First Sheets and Materials

PP: polypropylene

- ☆ Heat-resistant: +110°C
- ★ Foam is hard and resistant to weight reduction.
- ★ Low firmness
- ★ Low cold resistance
- ★ Difficult to make transparent



New heat-resistant transparent PP

- ☆ Heat-resistant: +120°C
- ☆ Same transparency as OPS

PS: polystyrene



PSP: foamed polystyrene

- ☆ Easy to mold
- ☆ Low raw material ratio
- ☆ Weight reduction is possible
- ☆ High insulation
- ★ Low heat resistance



MFP: multi FP

- ☆ Easy to mold
- ☆ Low raw material ratio
- ☆ High thermal insulation
- ☆ Resistant to a wide range of temperatures: -40 to +110°C
- ☆ High firmness
- ☆ More weight reduction is possible

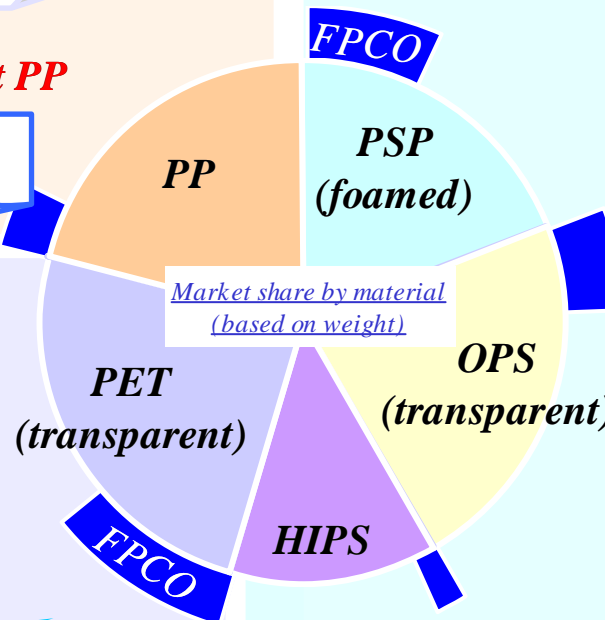


PET: polyethylene terephthalate

- ☆ Resin introduced last
- ☆ High transparency
- ☆ High oil resistance
- ★ Low heat resistance
- ★ Heavy

Biaxially stretched PET

- ☆ High transparency
- ☆ High oil resistance
- ☆ Same transparency as OPS
- ☆ Weight can be reduced by stretching
- ★ Difficult to mold



OPS: oriented polystyrene

- ☆ Transparent
- ☆ Heat-resistant: +80°C
- ★ Low oil resistance
- ★ Limited weight reduction

Sales of heat-resistant containers



Five new sheets

① **MFP (multi FP)** Heat- and cold-resistant formed sheet

- ★ Donburi Project
- ★ Use of MFP remnants



② Monoaxially stretched PET ②' Eco AP Series launched in May

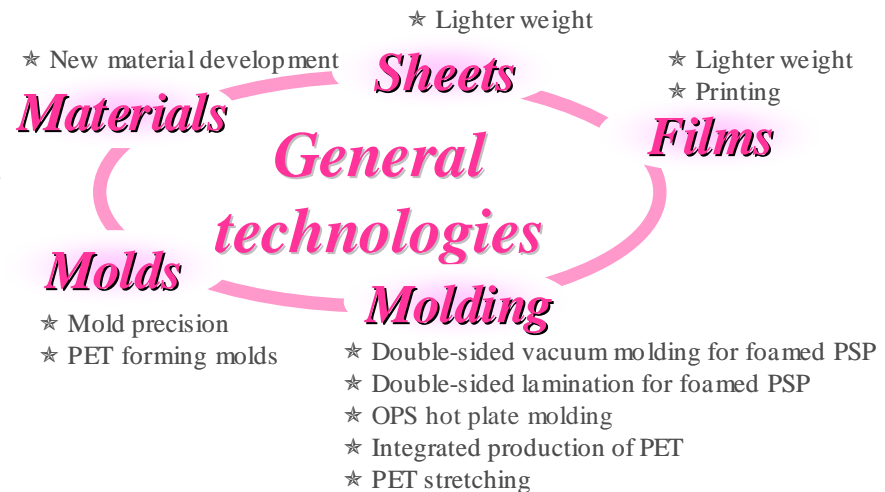
③ Biaxially stretched PET



④ Heat-resistant transparent PP

⑤ New foam PP containers

» MFP Donburi
+ PP heat-resistant transparent lids



New features

- ◎ Leak-resistant
- ◎ Non-slip
- ◎ Reusable
- ◎ Reduce operational cost



** Further enhancing the competitiveness of general-purpose products **

★ Manufacturing products with a comprehensive competitive advantage in price, quality, and functions

★ General technologies for continued cost cutting and functional advancement



New Product Development

Needs & Claims

Information Gathering

- Selling space information
- Information on hot items

Customer Visits

Proposals & Information Offering

- FPCO Fairs
- Product proposal meetings
- Thematic proposals
- Proposals on product development and selling space creation

Information Sharing & Analysis

- Ure-Navi
- Examples of customer uses
- Examples of proposals



FPCO Fair 2012

February 22, 23, and 24, 2012;
Tokyo International Forum



12,000 visitors

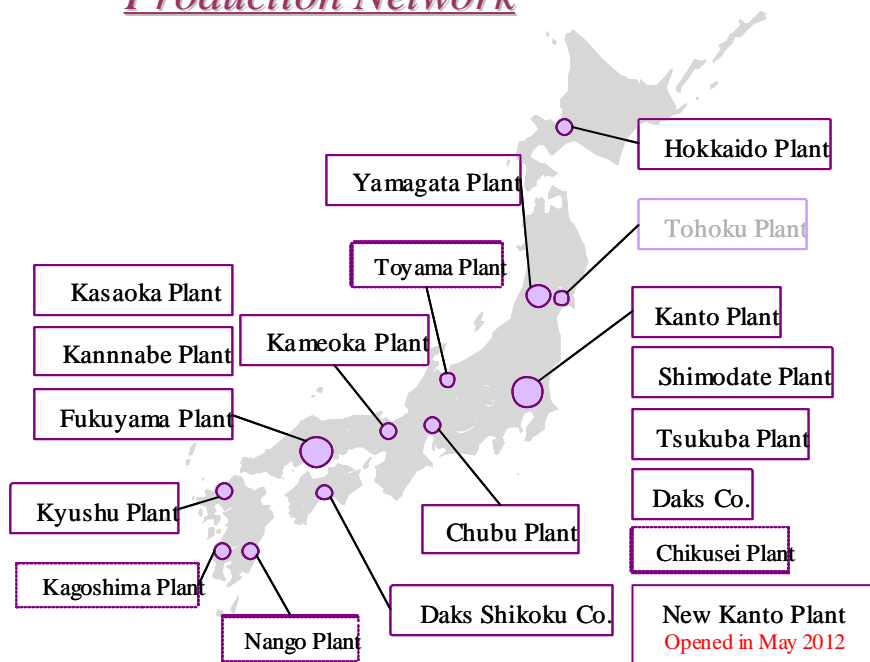
Introduced 1,800 types of new products during the year

Taking a comprehensive hands-on approach to gather information and to propose solutions to problems

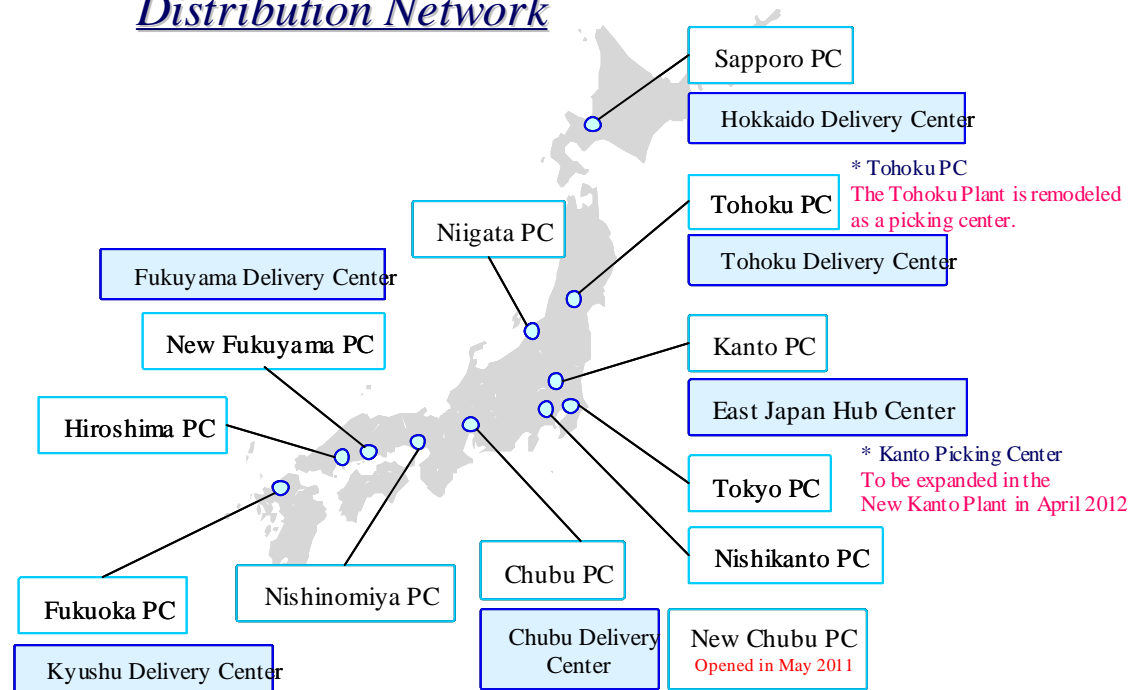
Comprehensive Nationwide Production & Distribution Networks



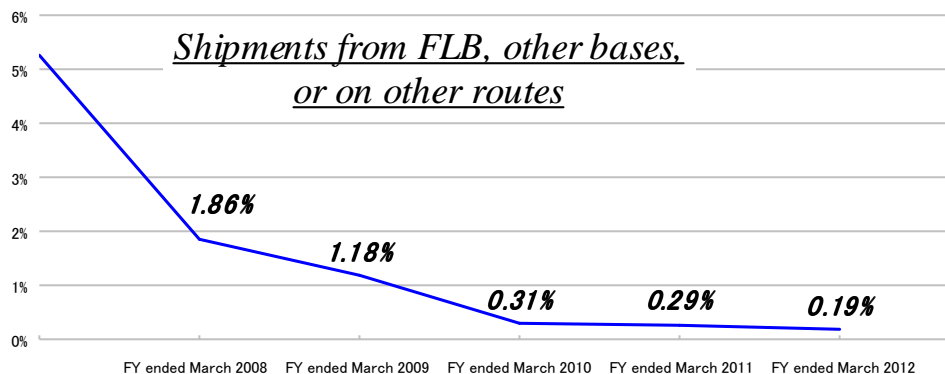
Production Network



Distribution Network



☆ Aim for production at bases ☆



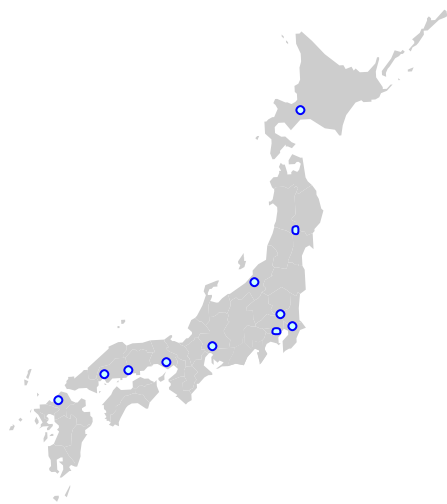
Avg. for FY ended March 2012

FLB (general-purpose trays)

Ratio of production in demand regions: **97.07%**
 Ratio of internal transportation: **2.75%**
 Ratio of shipments from other bases or on other routes: **0.19%**

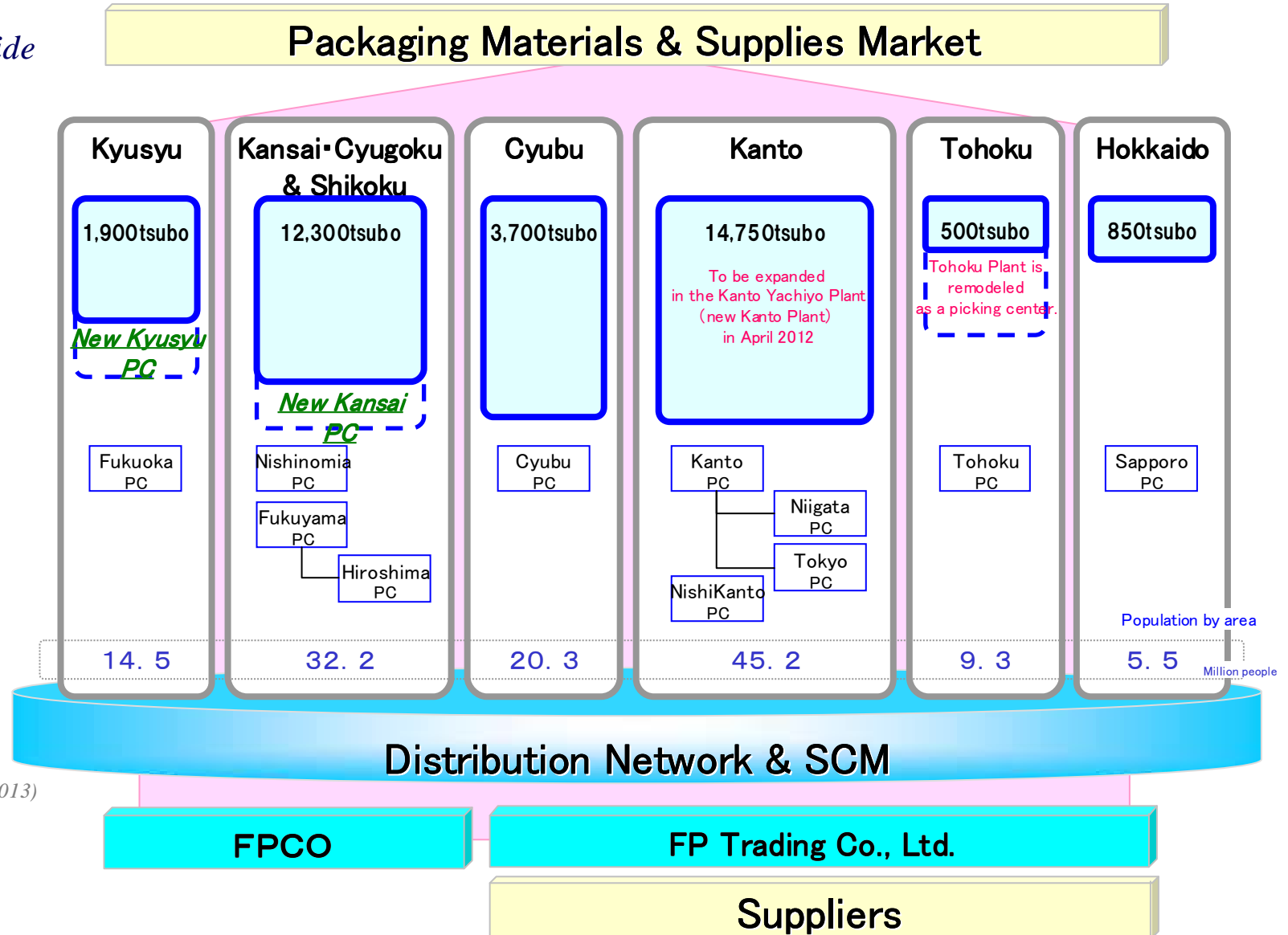
Network Enhancement for Expanding Picking Operations

A comprehensive nationwide network of picking centers

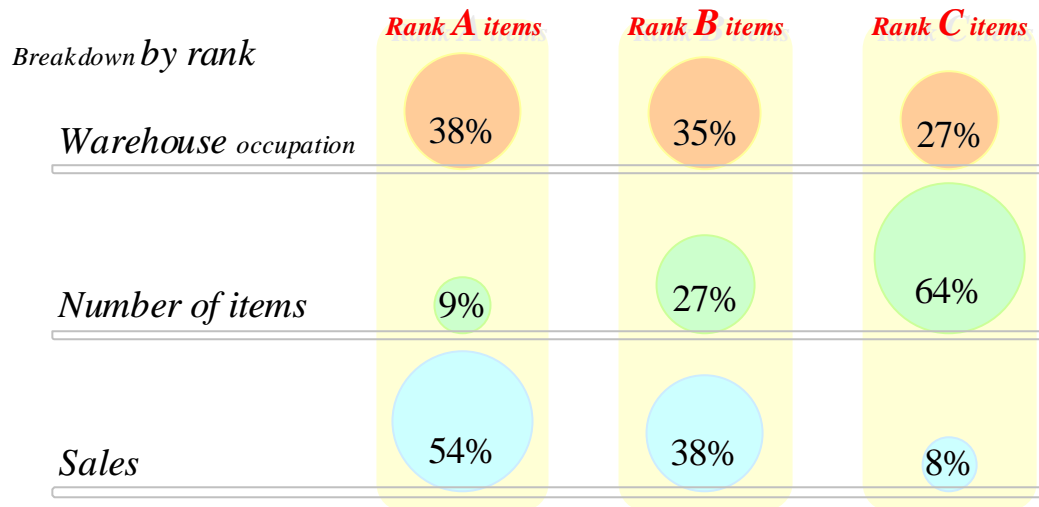


As of the end of March 2012)
 > 11 centers > 35,000 tsubo

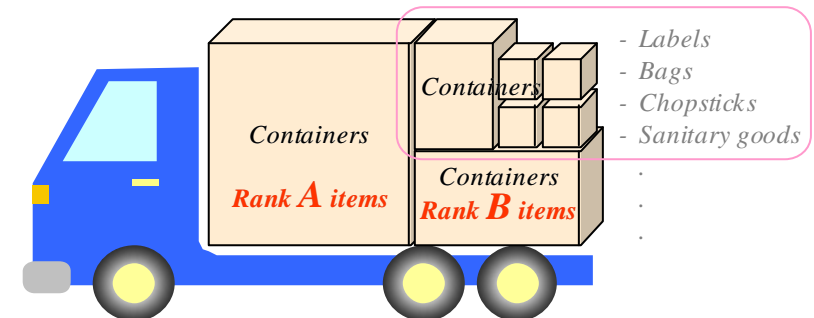
> 40,000 tsubo
 (estimate for September 2013)



Approaching Packaging Materials and Supplies Markets



Current condition of delivery



Cut distribution costs, especially distribution costs for containers

New Recycling Network



Approx. 8,200 collection points (As of the end of March 2012)



Collecting 8,550 tons of used containers using re trucks after delivery (FY ended of March 2012)

Nine sorting centers



- ★ *Sorting and volume reduction of foam trays and transparent containers*
 - Foam trays: *sorted into white ones and color ones*
 - Transparent containers: *sorted by material*
 - *Volume reduction after sorting*
- ★ *Personnel with disabilities involved in the sorting process*



Volume reduction, followed by transport to recycling plants

As of the end of March 2012:
678 employees with disabilities (current number of employees: 399)
Mandatory proportion of jobs for the disabled: 16.3%

* The figures on the mandatory proportion of jobs and the actual number of employees include 38 and 29 personnel, respectively, concerned with companies in business partnerships.
Mandatory proportion of jobs for the disabled = number of jobs in the Group (640) / calculation standard (including part-time workers) (3,922) = 16.3%.

Recycling of terrestrial resources



Three recycling plants

Three PS Container Recycling Plants

PS pellets



Recycled container sales of **¥16.6 bn.**
 (FY ended of march 2013)

One PET mechanical recycling plant



PET Flakes



May 2012

Eco AP Series launched

Making the environment and disabled employees an integrated part of our operations

Kanto Yachiyo Plant (new Kanto plant)



Total investment: ¥8.7 bn

Three floors, approx. 14,500 tsubo
 1st floor: production facilities 6,300 tsubo
 PET biaxial stretching equipment
 PET hot plate molding equipment
 PSP vacuum molding equipment
 2nd floor: picking 3,500 tsubo
 3rd floor: warehouse facilities 4,500 tsubo
 Reducing external warehousing costs
 Improving internal distribution efficiency



Kanto Yachiyo Plant

Existing building (2nd distribution)



↑ Connect existing facilities and sorter



Distribution facilities



Production facilities

Biaxially stretched PET sheet extrusion line: 93 meters in total



Extrusion

Vertical stretching

Horizontal stretching

Anti-fog treatment

Drying

Reeling

Expansion of production base for biaxially stretched PET products and Kanto picking center

Information on the Facility Tour

We are accepting applications for a facility tour.

☆ **Sorting center**

- Sorting foamed PS containers by color
- Sorting transparent containers by material

☆ **Recycling plant** - PS container recycling

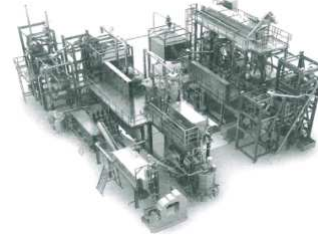
- PET container recycling

☆ **I Logic Chubu Picking Center**

Chubu Distribution Center II

☆ **Chubu Plant II** - PSP (foamed PS) container production

PET Mechanical Recycling Plant



• PET Container recycling

• Sorting center
• PS Container recycling



• I Logic Chubu Picking Center
• Chubu Distribution Center II



An opportunity to take a look at the state-of-the-art production, distribution, recycling operations

- The closest station is Gifu Hashima Station on JR Central Lines.
- You can arrange a tour at a convenient time for you.
- A tour takes around three hours.
- Contact Kodama
at the Corporate Planning Department (03-5325-7756).

Kanto Yachiyo Plant



You are also invited to our Kanto Yachiyo Plant (new Kanto plant)

Supporting Data 1

Sales Plan (for Fiscal Year Ending March 2013)



Unit: million yen	Performance		Projected				Medium-term		
	FY ended Marche 2012	percentage	FY ended Marche 2013	percentage	Increase/ decrease	Year-on-year	percentage	Year-on-year	
Trays	28,681	18.4	29,660	18.0	+ 978	103.4%	14,720	18.1	103.7%
Lunchbox Containers	76,842	49.4	81,400	49.3	+ 4,557	105.9%	39,960	49.2	106.0%
total	105,523	67.8	111,060	67.3	+ 5,535	105.2%	54,680	67.3	105.4%
other products	7,566	4.9	7,740	4.7	+ 173	102.3%	3,920	4.8	101.1%
[Products total]	113,090	72.6	118,800	72.0	+ 5,709	105.0%	58,600	72.1	105.1%
Packaging materials	33,627	21.6	37,000	22.4	+ 3,372	110.0%	18,170	22.3	108.9%
other goods	8,963	5.8	9,200	5.6	+ 236	102.6%	4,530	5.6	102.1%
[Goods total]	42,591	27.4	46,200	28.0	+ 3,608	108.5%	22,700	27.9	107.5%
[Sales]	155,681	100.0	165,000	100.0	+ 9,318	106.0%	81,300	100.0	105.7%

■ Products

- We are aiming to increase shipment volume by 6% year on year
- We intend to increase our share of existing markets through initiatives such as developing lightweight products, promoting alternative materials, and developing new materials and functions.
- We seek to grow the market through application development.
- We will launch the Eco AP Series (recycled products)

■ Commodities

- We will maximize the use of the group's distribution network and increase the volume of commodities sold

Outline of Plan for Account Settlement (for Fiscal Year Ending March 2013)



Unit: million yen	Performance		Projected				Medium-term		
	FY ended March 2012	percentage	FY ended March 2013	percentage	Increase/ decrease	Year-on-year	percentage	Year-on-year	
[Net sales]	155,681	100.0	165,000	100.0	+ 9,318	106.0%	81,300	100.0	105.7%
sales of products	113,090	72.6	118,800	72.0	+ 5,709	105.0%	58,600	72.1	105.1%
sales of goods	42,591	27.4	46,200	28.0	+ 3,608	108.5%	22,700	27.9	107.5%
[Operating income]	14,221	9.1	15,890	9.6	+ 1,668	111.7%	7,400	9.1	112.3%
[Ordinary income]	14,951	9.6	16,100	9.8	+ 1,148	107.7%	7,500	9.2	108.4%
[Income for current year]	8,093	5.2	9,420	5.7	+ 1,326	116.4%	4,380	5.4	115.8%

* Considering subsidies for the employment of disabled workers included in non-operating income.

Subsidy income	611								
[Operating income]	14,832	9.5	15,890	9.6	+ 1,058	107.1%	7,400	9.1	107.4%

- Sales:** We are aiming to increase our share of existing markets and develop applications in order to break into new markets. We intend to fully use the group's distribution network to increase the volume of products traded.
- Technologies:** We will install state-of-the-art facilities, upgrade existing facilities, and promote technological innovation through initiatives such as developing lightweight products, promoting alternative materials, and developing new materials and functions.
- Production:** We will improve productivity and product quality, increase production capacity, and optimize production facilities to accommodate increased demand
- Distribution:** We will continue to improve our distribution network to reduce total costs and improve quality in the overall distribution process in preparation for growth in demand for picking.
- Environment:** We will strive for further contribution to a recycling society by promoting our new activities (voluntary collection of transparent containers) in addition to voluntary collection of foamed polystyrene food trays.

Plan for Capital Investment and Research and Development Cost (for Fiscal Year Ending March 2013)



Unit: million yen	Performance	Projected		Year-on-year	Medium-term	Year-on-year	
	FY ended Marche 2012	FY ended Marche 2013	Increase/ decrease				
Capital investment		12,423	14,500	+ 2,076	116.7%	12,100	209.2%
	Tangible fixed assets	12,093	14,100	+ 2,006	116.6%	11,900	210.6%
	(lands only)	403	1,100	+ 696		11,100	
	Intangible fixed assets	329	400	+ 70	121.2%	200	149.7%
	Depreciation and amortizaion	9,728	10,350	+ 621	106.4%	4,930	106.9%
	Research and development cost	1,051	1,090	+ 38	103.6%	540	109.7%

* Capital investment figures refer to all investments, including leasing and procurement.

Major capital investments

(million yen)

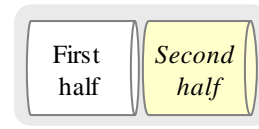
- ◆ Kanto Yachiyo Plant (new Kanto plant) 2,932 (Total investment: ¥8,700 million) began operation in May 2012
- ◆ One PET mechanical recycling plant 1,000 PET mechanical recycling plant 2nd machine (amount invested: ¥680 million) scheduled to begin operation in June 2012
- ◆ New Kansai picking center 1,233 (Total investment: ¥3,500 million) scheduled to begin operation in Oct. 2013
- ◆ New Kyushu warehouse: 272 (Total investment: ¥1,960 million) scheduled to begin operation in June 2013
- ◆ Molds 1,691
- ◆ IT investment 717

Ordinary Income Projections for Fiscal 2012

<Review>



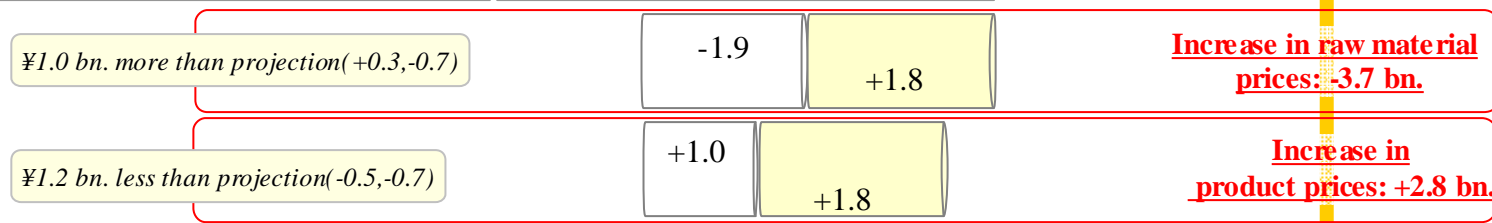
Unit: billion yen



Ordinary income for FY ended March 2011: 13.47 bn.

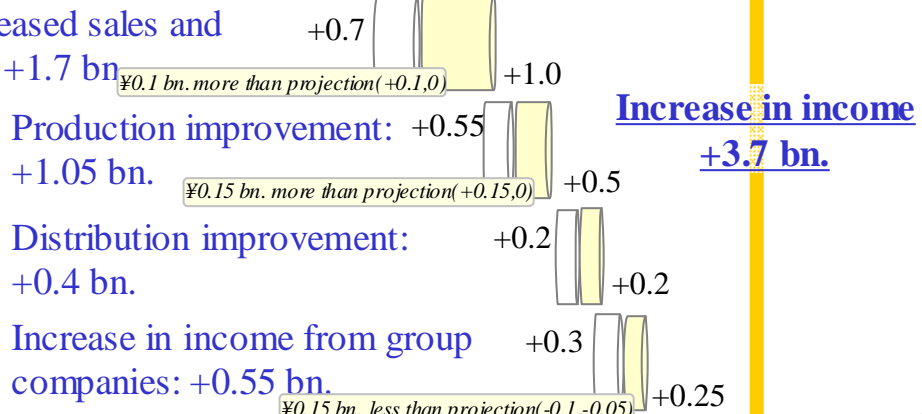
First half of year: 6.83 bn. Second half of year: 6.64 bn.

Ordinary income for FY ended March 2011: **¥13.47 bn.**



Impact of increased sales and new products: +1.7 bn.

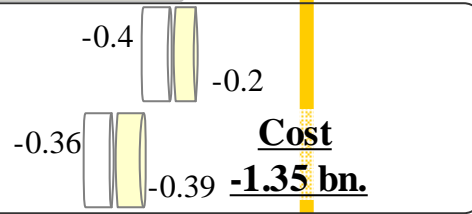
Projected sales for fiscal 2011: **¥160.0 bn.** (+14%)
 Product sales: +12% year-on-year (+12.5 bn.)
 Sales volume: +7% year-on-year
 Goods sales: +19% year-on-year (+6.8 bn.)



¥0.1 bn. more than projection(+0.15,-0.05)

Increase in expenses due to strategic investment: -0.6 bn.
 Cost increase, etc.: -0.75 bn.

¥0.05 bn. more than projection(+0.04,+0.01)



First half of year: 6.92 bn. Second half of year: 8.0 bn.
 +0.09 bn. (1.3%) year on year +1.36bn. (20.5%) year on year

Ordinary income for FY ending March 2012: **¥14.9 bn.**

Ordinary income for FY ending March 2012: **14.9 bn.**
 +1.43 bn. (10.7%) year on year

Raw materials
 Prices surged from early 2011

Product price hikes
 Price hikes were slightly delayed but began to produce results from the second quarter.

Sales
 ★ Sales volume projected to rise 7%
 Increased sales of general-purpose products and market share growth
 Sales of new products are set to increase
 Positive effect of mini fairs

Improvement in production and distribution
 Increased sales volume and positive effects of improvement measures

Group companies
 In addition to improvement attained by existing group companies, the group companies listed below will make a full-year contribution.

- ALRight Inc.
- Interpack Co., Ltd.
- Dia Foods Co., Ltd.

Strategic investment

- I Logic Chubu Picking Center May 2011
- I Logic Kanto Picking Center extension scheduled in April 2012
- New Kanto Plant scheduled in April 2012

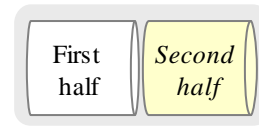
Capital investment projections: 12.0 bn.

Ordinary Income Projections for Fiscal 2012

<Beginning of FY>



Unit: billion yen



Ordinary income for FY ended March 2011: 13.47 bn.

First half of year: 6.83 bn. Second half of year: 6.64 bn.

Ordinary income for FY ended March 2011: **¥13.47 bn.**

Increases in raw material: -4.7 bn.

-2.2	-2.5
------	------

Increase in raw material prices: -4.7 bn.

Increase in product prices: +4.0 bn.

+1.5	+2.5
------	------

Increase in product prices: +4.0 bn.

Impact of increased sales and new products: +1.6 bn.

+0.6	+1.0
------	------

Production improvement: +0.9 bn.

+0.4	+0.5
------	------

Distribution improvement: +0.4 bn.

+0.2	+0.2
------	------

Increase in income from group companies: +0.7 bn.

+0.4	+0.3
------	------

Increase in income +3.6 bn.

Projected sales for fiscal 2011: ¥160.0 bn. (+14%)

Product sales: **+12%** year-on-year (+12.5 bn.)

Sales volume: **+7%** year-on-year

Goods sales: **+19%** year-on-year (+6.8 bn.)

Increase in expenses due to strategic investment: -0.6 bn.

-0.4	-0.2
------	------

Cost increase, etc.: -0.8 bn.

-0.4	-0.4
------	------

Cost -1.4 bn.

First half of year: 6.9 bn. Second half of year: 8.0 bn.

+0.1 bn. (1%) year on year **+1.4 bn. (21%) year on year**

Ordinary income for FY ending March 2012: **¥14.9 bn.**

Ordinary income for FY ending March 2012: 14.9 bn.

+1.4 bn. (11%) year on year

- Raw material**
A price rise began at the beginning of 2011.
- Sales**
★ Price revision for a 10% increase on average
★ Sales volume projected to rise 7%
Increased sales of general-purpose products and market share growth
Sales of new products are set to increase
Positive effect of mini fairs
- Improvement in production and distribution**
Increased sales volume and positive effects of improvement measures
- Group companies**
In addition to improvement attained by existing group companies, the group companies listed below will make a full-year contribution.
- ALRight Inc.
 - Interpack Co., Ltd.
 - Dia Foods Co., Ltd.
- Strategic investment**
- I Logic Chubu Picking Center scheduled in May 2011
 - I Logic Kanto Picking Center extension scheduled in April 2012
 - New Kanto Plant scheduled in April 2012

Capital investment projections: 10.9 bn.

Ongoing Factors Influencing Ordinary Income



Unit: 100 million yen

	41st term	42nd term	43rd term	44th term	45th term	46th term			47th term			48th term			49th term			50th term FY ending March 2012			51st term FY ending March 2013 projected				
						1st half	2nd half	Full year	1st half	2nd half	Full year	1st half	2nd half	Full year	1st half	2nd half	Full year	1st half	2nd half	Full year	1st half	2nd half	Full year		
Ordinary income for previous year	63.1	28.6	33.6	36.3	66.5	43.4	37.8	81.2	32.0	32.5	64.5	39.2	53.7	92.9	60.1	62.1	122.2	68.3	66.4	134.7	69.2	80.3	149.5		
Impact of increase in raw material prices	-6.0	-13.8	-36.5	-10.0	-13.0	-19.0	-20.5	-39.5	-14.0	-23.0	-37.0	-25.0		-25.0											
									Decrease in raw material prices			+44.0	+34.0	+78.0											
Increase in product prices	-25.0	+7.7	+29.2		+4.0	-	+9.0	+9.0	+14.0	+24.0	+38.0	+25.0		+25.0											
Increase in prices /improvements to product mix		+45.0		+17.5	+5.8	+2.0	+1.0	+3.0	+4.5	+2.5	+7.0	+3.0	+3.0	+6.0											
Raw material replacement and lighter-weight products			+2.0	+8.0	+8.6	+3.0	+8.8	+11.8	+6.0	+18.5	+24.5	+14.0	+6.0	+20.0	+11.0	+10.5	+21.5	+7.0	+8.0	+15.0	+8.0	+14.0	+22.0		
Production improvement	+2.4	-0.6	-2.0	+6.0	+8.7	+2.0	+1.0	+3.0	+0.5	+2.0	+2.5	+4.5	+5.0	+9.5	+6.0	+6.0	+12.0	+5.5	+3.5	+9.0	+2.0	+4.0	+6.0		
Distribution improvement	+0.3	-14.0	+12.2	+5.5	+8.0	+2.5	+3.2	+5.7	+1.8	+3.2	+5.0	+4.5	+5.0	+9.5	+4.0	+4.0	+8.0	+2.0	+2.0	+4.0	+1.0	+2.0	+3.0		
Increase in profit from group companies												+2.5	+2.5	+5.0	+2.0	+3.5	+5.5	+3.0	+2.0	+5.0	+1.0	+2.0	+3.0		
Profit from the sale of artwork			+1.0	-1.0					+4.0		+4.0	-4.0		-4.0											
Cost increase	-6.2	-19.3	-3.2	+4.2	-7.4	-1.9	-7.8	-9.7	-9.6	-6.0	-15.6	-7.6	-5.1	-12.7	-4.0	-7.5	-11.5	-7.6	-5.6	-13.2	-8.0	-7.5	-15.5		
Ordinary income	28.6	33.6	36.3	66.5	81.2	32.0	32.5	64.5	39.2	53.7	92.9	60.1	62.1	122.3	68.3	66.4	134.7	69.2	80.3	149.5	75	86	161		

Trends in Capital Investment and R&D Costs



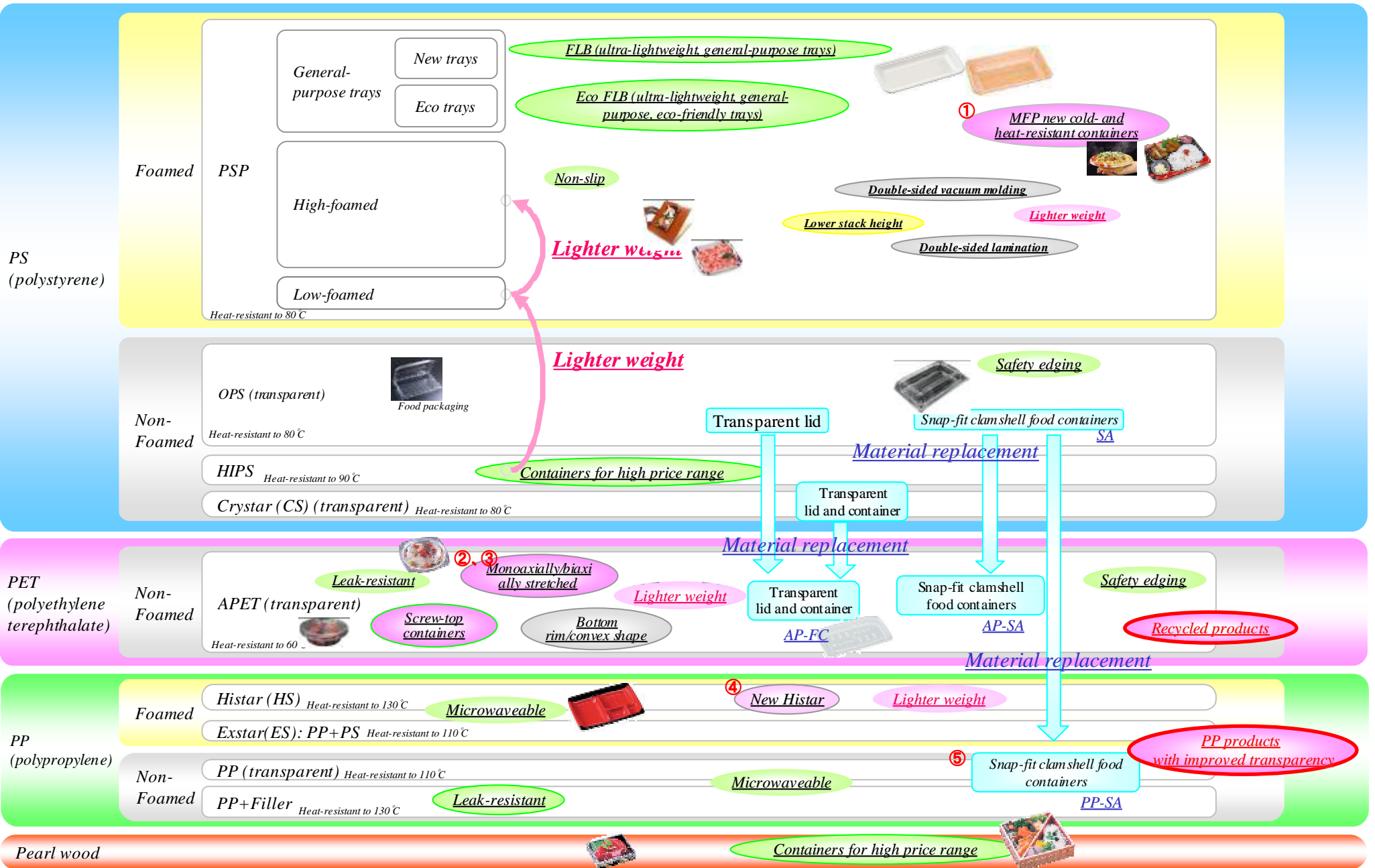
	FY ended March 2003	FY ended March 2004	FY ended March 2005	FY ended March 2006	FY ended March 2007	FY ended March 2008	FY ended March 2009	FY ended March 2010	FY ended March 2011	FY ended March 2012	Plan for FY ending March 2013
Production	Yamagata Plant			Shimodate Daini Plant	Cyubu Daini Plant	Kyushu Daini Plant	TaiyoKogyo Nihon Pari Containers Dai Foods	Wood Plant	ALRight		
Distribution	East Japan Hub Center	Kyushu HC Kansai PC	Hokkaido HC		Kanto Yachiyo Center			New Fukuyama Picking Center	New Chubu Picking Center		
Recycling				Chubu, Tohoku & Kyushu Recycling Plants			Nationwide expansion of container sorting centers	Equipment renewal of cleaning lines	Chubu Recycling Plant		
Other investments and costs				Tokai HC		Head Office Land & building in Fukuyama		Yuka Shoji			
							Land for New Kanto Plant and building in Chubu	Interpack			Land for Fukuoka PC Land for Nishinomiya PC
Capital investment	7,096	5,037	2,742	2,394	9,885	10,909	13,007	9,090	12,585	12,423	14,500
Tangible	6,138	4,248	2,621	2,156	9,523	10,655	12,166	8,827	12,352	12,093	14,100
Intangible	958	789	120	238	362	254	841	263	233	329	400
Figures for molds only	780	460	436	550	771	609	1,892	1,507	1,833	1,945	1,691
Depreciation and amortization	3,339	4,210	4,134	3,965	4,194	4,742	8,467	8,461	9,316	9,728	10,350
Research and development	654	628	689	751	895	913	965	1,035	1,101	1,051	1,090
	FY ended March 2003	FY ended March 2004	FY ended March 2005	FY ended March 2006	FY ended March 2007	FY ended March 2008	FY ended March 2009	FY ended March 2010	FY ended March 2011	FY ended March 2012	Plan for FY ending March 2013

Unit: million yen

Capital investment figures from FY ending March 2009 onwards refer to all investments, including leasing and procurement.

Supporting Data 2

Breakdown of Products According to Material



Nine Sorting Centers



Lines for sorting foamed PS containers by color

Manually sorting into white and color



<Nine Sorting Centers' capacity (full-time)>

PSP: 26 lines, 10,600 tons a year

Transparent containers:

13 lines, 1,600 tons a year

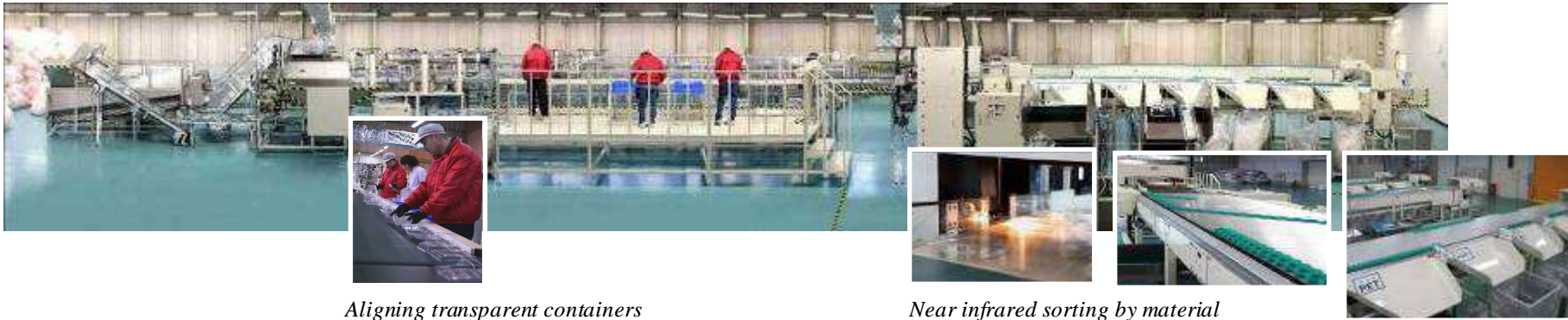
Disabled employees engaged in

- Sorting foamed PS containers by color
- Aligning transparent containers

Lines for sorting transparent containers by material

Near infrared sorting by material

Transparent container materials: OPS, PET, PP, PVC, Crystar, etc.



Aligning transparent containers

Near infrared sorting by material

Sorting by material



Collection



Sorting



- Foamed PS containers
- OPS transparent containers
- PET transparent containers



Volume Reduction



To Recycling Plants



Three Recycling Plants



Sorting Centers



Volume reduction & transport

- Foamed PS containers
- OPS transparent containers

- PET transparent containers

<Total capacity of the three recycling plants>

PS: 5,000 tons a year (full-time)

PET: 14,000 tons a year

Recycling Plant

Hot water and alkali cleaning

PS Container Recycling Line



1st Cleaning
Removal of proteins

2nd Cleaning
Removal of oil

Rinsing
(twice)

Dewatering

Melting & Extrusion



PS Pellets



Sales of ¥16.6 bn.
FY ended March 2012

PET Mechanical Recycling Line



PET bottle sorting line

Ultra-cleaning system

Volatile matter removal system

PET Flakes



May 2012 Launch Eco AP Series

Recycling operation to be established for PET transparent containers

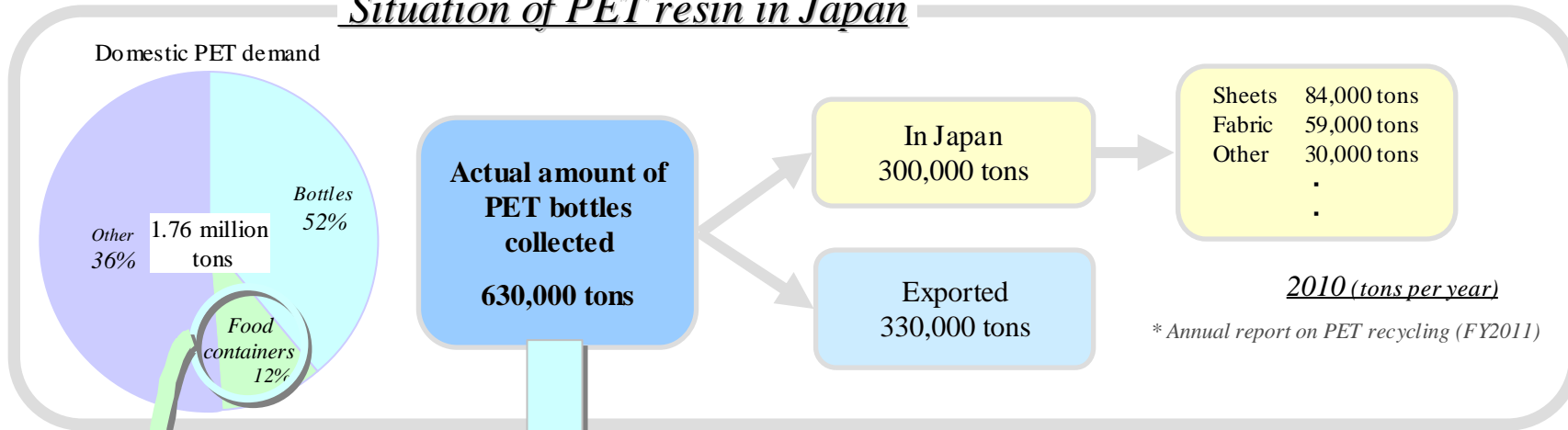


- PET bottles

PET Recycling

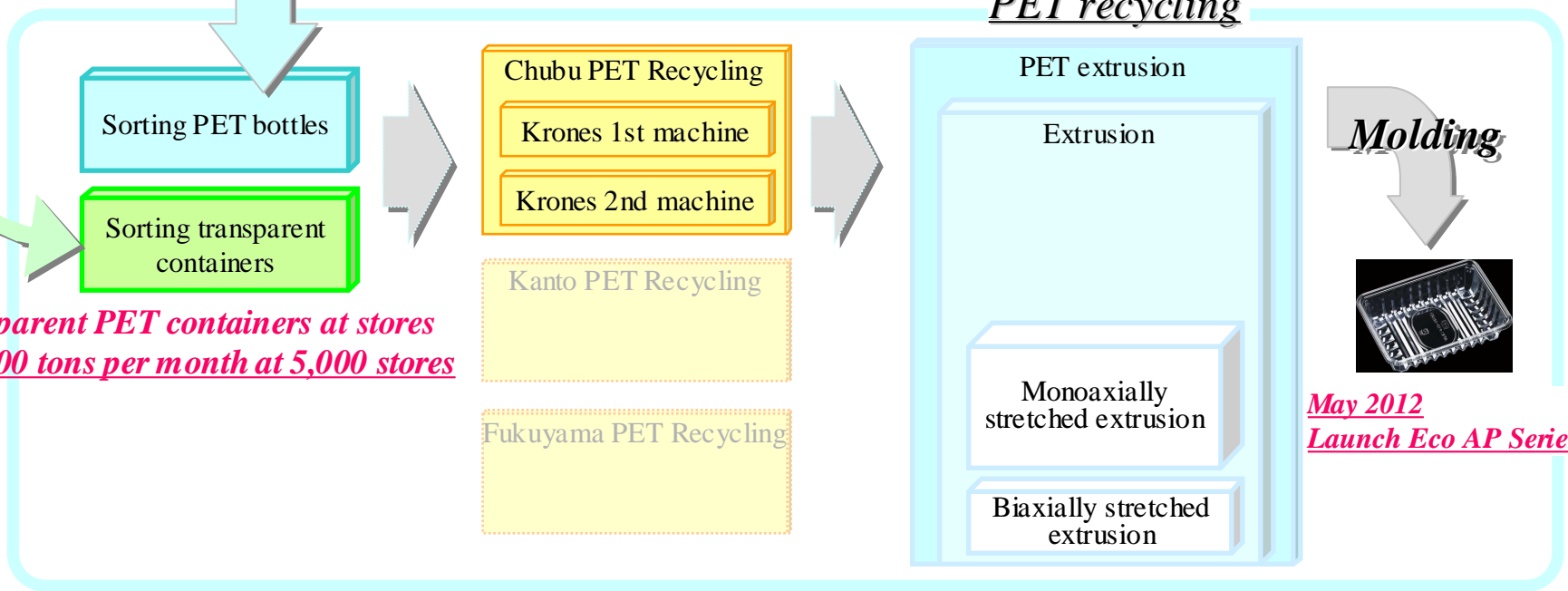


Situation of PET resin in Japan



Collection of PET bottles at stores
Aiming for 1,000 tons per month at 1,500 stores

Collection of transparent PET containers at stores
Aiming for 200 tons per month at 5,000 stores



May 2012
Launch Eco AP Series

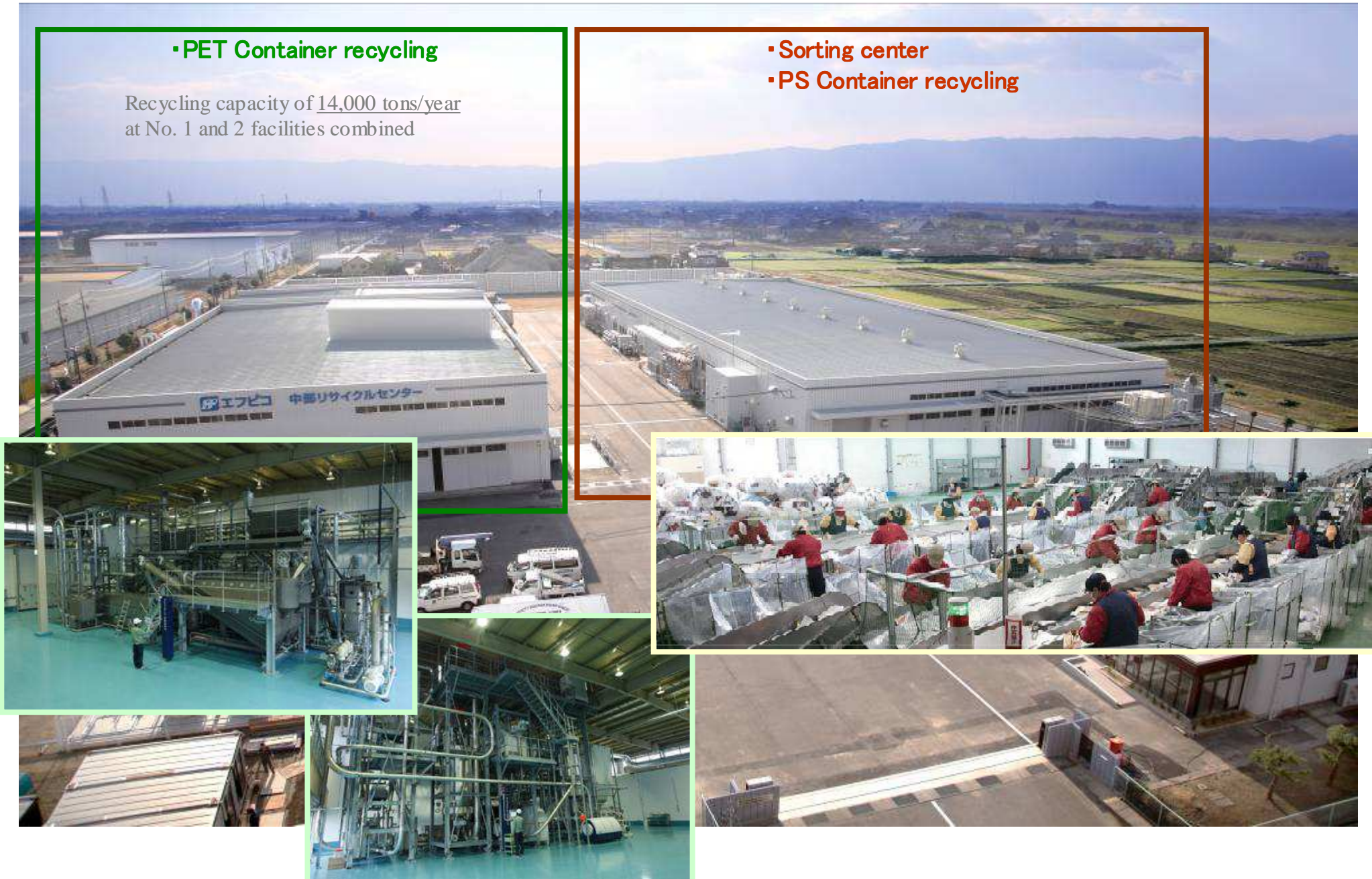


Chubu Recycling Plant

• PET Container recycling

Recycling capacity of 14,000 tons/year
at No. 1 and 2 facilities combined

• Sorting center • PS Container recycling





April 2007

Received the Award for Excellence in the Product Division of the First Container and Packaging 3R Promotion Minister of the Environment Awards.

http://www.env.go.jp/recycle/yoki/b_2_approach/



March 2009

Certified as a leading company in the employment of disabled workers by (received the “Heartful Ribbon Mark” from) the Japan Association of Employers of Persons with Severe Disabilities

<http://www.mhlw.go.jp/bunya/koyou/shougaisha/dl/110420-1.pdf>



February 2011

Received the Gold Prize of Eco Mark Award 2010 (first Eco Mark Award) from the Japan Environmental Association.

http://www.ecomark.jp/award/award_2010.html



April 2011

Made an “Eco-First promise” to the Environment Minister as an environmentally-advanced company and was certified as an “Eco-First company.”

<http://www.env.go.jp/guide/info/eco-first/index.html>