

Financial Results

for the Nine Months Ended December 31, 2022

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, 2022)

Unit: million yen	Results for Nine Months						Results for Third quarter							
	FY ended March 2022		FY ending March 2023				FY ended March 2022		FY ending March 2023					
	Performance	Percentage	Performance	Percentage	Increase/ decrease	Year-on -year	Quantity	Performance	Percentage	Performance	Percentage	Increase/ decrease	Year-on -year	Quantity
Trays	30,097	19.9	31,549	19.4	+1,452	104.8%	95.7%	10,537	19.7	11,764	19.5	+1,226	111.6%	97.7%
Lunchboxes and prepared food containers	83,991	55.7	93,532	57.4	+9,541	111.4%	99.9%	29,753	55.6	34,841	57.8	+5,087	117.1%	99.7%
Subtotal	114,088	75.6	125,082	76.8	+10,993	109.6%	98.4%	40,291	75.3	46,605	77.4	+6,314	115.7%	99.0%
Other products	2,609	1.7	2,802	1.7	+192	107.4%		1,042	1.9	837	1.4	-205	80.3%	
Sales of products	116,698	77.3	127,884	78.5	+11,186	109.6%		41,334	77.2	47,442	78.7	+6,108	114.8%	
packaging materials	32,646	21.6	33,387	20.5	+741	102.3%		11,650	21.8	12,260	20.3	+609	105.2%	
Other goods	1,534	1.0	1,539	0.9	+4	100.3%		526	1.0	546	0.9	+19	103.8%	
Sales of goods	34,180	22.7	34,926	21.5	+745	102.2%		12,177	22.8	12,806	21.3	+629	105.2%	
Net Sales	150,879	100.0	162,811	100.0	+11,932	107.9%		53,511	100.0	60,249	100.0	+6,738	112.6%	
Operating profit	13,965	9.3	14,173	8.7	+207	101.5%		5,417	10.1	8,100	13.4	+2,683	149.5%	
Ordinary profit	14,641	9.7	14,700	9.0	+59	100.4%		5,733	10.7	8,290	13.8	+2,556	144.6%	
Profit attribute to owners of parent	9,659	6.4	9,810	6.0	+150	101.6%		3,856	7.2	5,679	9.4	+1,823	147.3%	
Ordinary profit before depreciation and amortization	24,827		25,229		+401	101.6%		9,195		11,791		+2,596	128.2%	

 Record high

◇Sales

Products

- Reactionary fall of general-purpose containers for fresh food.
- Sales of high value-added products for prepared food and takeout and delivered food as well as eco-friendly products were strong.
- First product price revisions (announced in October 2021):
Effects reflected.
- Second product price revisions (announced in April 2022):
Price increases completed in 2Q.
Early partial revisions to begin in 2Q.
All 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	1st half results	3Q results	Full-year plan
Sales of products	104.9%	108.5%	106.7%	114.8%	110.3%
Quantity	98.1%	98.2%	98.1%	99.0%	103.0%
Compared to FY2021	104.2%	104.6%	104.4%	98.9%	
Ordinary profit	69.4%	74.3%	72.0%	144.6%	101.8%
Ordinary profit ratio	6.0%	6.5%	6.2%	13.8%	8.0%

Results for Increase/Decrease in Ordinary Profit (For the Nine Months Ended December 31, 2022)

Unit: billion yen

FY ended March 2022		Full year 16.70	
1 st half	8.91	2 nd half	7.79
9 Months	14.64 (3Q 5.73)		
Year on year		+0.06	
(1Q -1.31)	(2Q -1.19)	(3Q +2.56)	
Improvement		+1.71	
Labor cost		-0.53	
Depreciation		-0.16	
Freight costs		+0.17	
Labor cost		-0.17	
Depreciation		-0.18	
Other		-0.84	
FY ending March 2023		9 Months 14.70 (3Q 8.29)	
1 st half	6.41	2 nd half outlook	10.59
Full year outlook		17.00	

The Price of Material and Electricity Rates **-0.59**
 * Including the impact of revisions to product sales prices
 (1Q -1.35, 2Q -1.09, 3Q +1.85)

Sales Efforts **+0.65**
 (1Q +0.20, 2Q +0.20, 3Q +0.25)

Improved Production **+0.20**
 (1Q +0.05, 2Q +0.10, 3Q +0.05)

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

Group Companies **+0.99**
 (1Q +0.10, 2Q +0.10, 3Q +0.79)

Expenses **-1.19**
 (1Q -0.31, 2Q -0.50, 3Q -0.38)

Factors for changes from the initial projections

1 st half	2 nd half
Early realization of second price increases	Rise in electricity rates Lower prices of raw materials
	Reduction in quantity
	Reduction in quantity
	Penetration of revised prices

Capital Investments and R&D Costs (Result for the Nine Months Ended December 31, 2022)

Unit: million yen	Results for Nine Months				Full year projections	
	FY ended March 2022	FY ending March 2023			FY ending March 2023	
	Performance	Performance	Increase / decrease	Year-on-year	Planned	Progress rate
Tangible fixed assets	20,865	23,847	+2,982	114.3%	32,800	72.7%
Intangible fixed assets	231	442	+210	190.8%	200	221.1%
Capital investments	21,096	24,289	+3,192	115.1%	33,000	73.6%
Depreciation	10,186	10,528	+342	103.4%	14,380	73.2%
Research and development costs	894	994	+100	111.2%	1,397	71.2%

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: Reinforcement of the production capacity (Nishinoh PET-Bottle recycle Co., Ltd.)

Investment corresponding to expansion of the sales quantity:

Stable supply, Efficiency improvement, Maintenance of working environment

- ◆ Introduction of automation facilities
- ◆ Reinforcement of the production capacity of Conventional material products
- ◆ Rebuilding of Chubu Plant 1
Operations commenced in May, 2022 (After reduction entry)
- ◆ Kansai Plant and Kansai Hub Center
Buildings completed in Sept. 2022
Operations commenced one by one in Jan. 2023
- ◆ Pico House No.5
Completed in Sep. 2022
- ◆ Enhancement of Group companies' production sites
Expansion of cardboard factory
To be completed in Aug. 2024
- ◆ Molds
- ◆ IT investments

	Total investment	Plan in period	Results for Nine Months
◆ Eco APET materials: Increase in the productivity (Kanto, Chubu)	393	393	61
◆ Eco APET materials: Reinforcement of the production capacity (Nishinoh PET-Bottle recycle Co., Ltd.)	754	754	11
◆ Introduction of automation facilities		76	-
◆ Reinforcement of the production capacity of Conventional material products	1,149	1,149	771
◆ Rebuilding of Chubu Plant 1 Operations commenced in May, 2022 (After reduction entry)	8,530	5,529	5,570
	6,301	3,301	3,341
◆ Kansai Plant and Kansai Hub Center Buildings completed in Sept. 2022 Operations commenced one by one in Jan. 2023	25,261	17,238	12,847
◆ 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	567
◆ Molds		1,710	1,342
◆ IT investments		568	500

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