

Results of Operations for the First Half of the Fiscal Year Ending February 28, 2021

October 19, 2020 Jun Kawata, President



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1H FY2/21 Financial Summary

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1H FY2/21 Results of operations

Consolidated sales decreased and operating profit increased.

Consolidated sales: 17,161 million yen (-0.2% YoY) Consolidated operating profit: 784 million yen (+3.1% YoY)

- The decline in convenience store customers and cancelations of entertainment and various events due to COVID-19 reduced sales of prepared food containers and other products. Transfusion-related packaging materials and functional building materials made using a recently acquired coating machine contributed to sales, but total first half sales were down.
- Earnings increased because of higher production efficiency for IT and industrial materials and lower expenses due to reduced sales activities.

Highlights of the First Half of FY2/21



New Vietnam subsidiary established for more growth outside Japan

Rendering of the new plant



Scheduled for completion in March 2021

Status as of October 2020 May 2020: Established the Vietnam subsidiary Oct. 2020: Preparations for construction Mar. 2021: Completion of construction and start of operations

The new plant will supply products for growing markets in SE Asia and improve Nakamoto Packs' risk diversification. Currently preparing to start construction. The plant is scheduled to start operating in March 2021.

New Investment Makes Mikunishiko a Consolidated Subsidiary



Consolidation of Mikunishiko, which has expertise in the field of extrusion lamination for paper



Activities

Laminate processing for paper, plastic film and other materials and production and sale of coated products Sep. 2015: Equity-method affiliate July 2020: Consolidated subsidiary following a third-party allocation of stock

More progress with environmentally responsible products



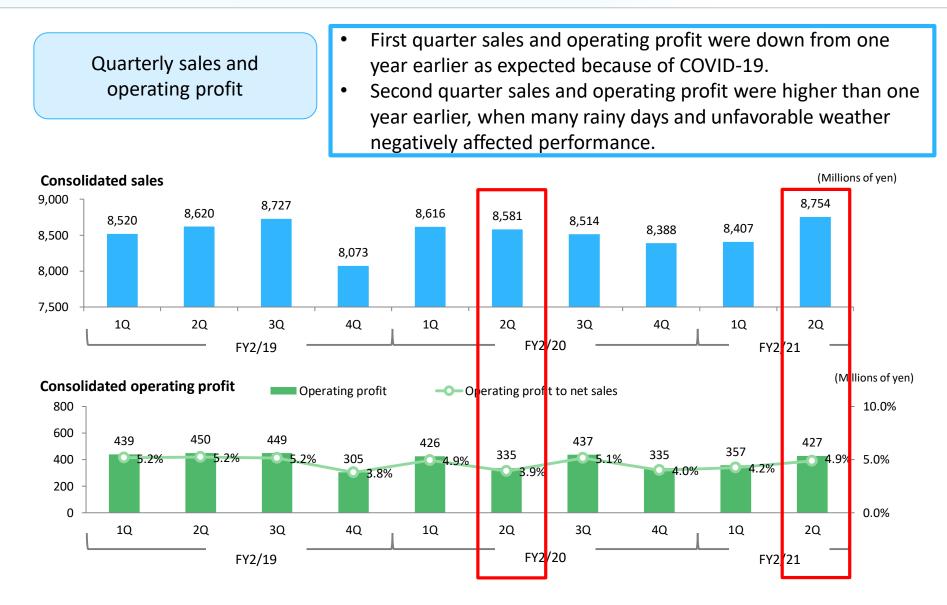
Financial Highlights of the First Half of FY2/21 (*) NAKAMOTO PACKS CO., LTD.

(Consolidated)

(Millions of yen; (% to sales))

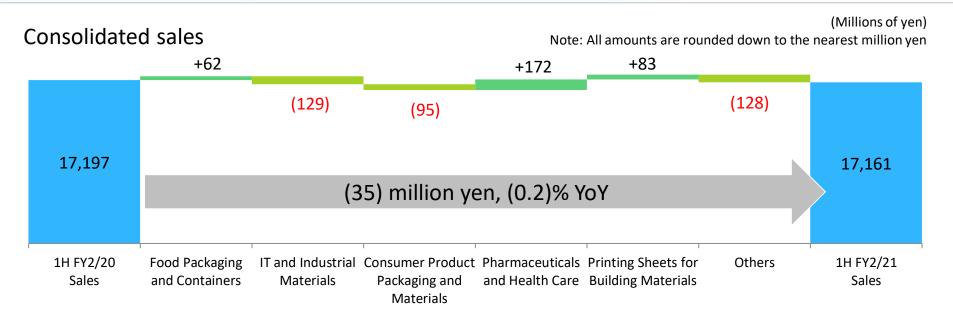
				1H F	(2/21		
	1H FY2/20 Results	Results YoY change		Plan	Vs. plan		
			Amount	%		Amount	%
Net sales	17,197 (100.0%)	17,161 (100.0%)	(35)	(0.2)%	16,960 (100.0%)	+201	+1.2%
Gross profit	2,648 (15.4%)	2,648 (15.4%)	(0)	0.0%	2,640 (15.6%)	+8	+0.3%
Selling, general and administrative expenses	1,887 (11.0%)	1,863 (10.9%)	(23)	(1.2)%	1,905 (11.2%)	(41)	(2.2)%
Operating profit	761 (4.4%)	784 (4.6%)	+23	+3.1%	735 (4.3%)	+49	+6.8%
Ordinary profit	794 (4.6%)	807 (4.7%)	+12	+1.6%	755 (4.5%)	+52	+7.0%
Profit attributable to owners of parent	554 (3.2%)	683 (4.0%)	+128	+23.2%	530 (3.1%)	+153	+28.9%
R&D expenses	32 (0.2%)	32 (0.2%)	(0)	(0.3)%	46 (0.3%)	(14)	(31.4)%
Capital expenditures*	1,001 (5.8%)	406 (2.4%)	(594)	(59.4)%	694 (4.1%)	(288)	(41.5)%
Depreciation	497 (2.9%)	493 (2.9%)	(4)	(0.8)%	505 (3.0%)	(11)	(2.3)%
* Construction in progress is not inclu	ded in capital expenditur	es. Note: Excha	ange rate for 1H F	(2/21: 15.20 yen/	/uan		

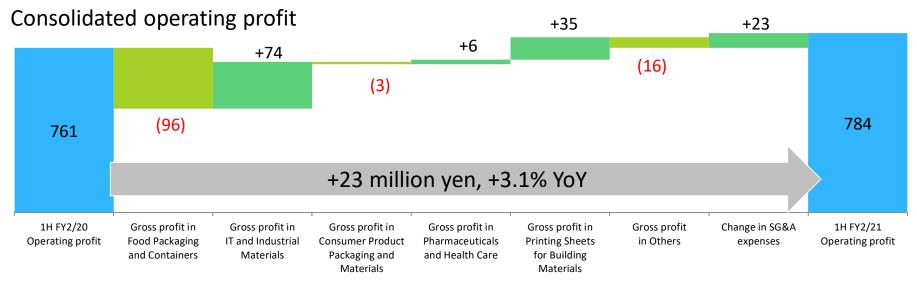
Financial Highlights of the First Half of FY2/21 S NAKAMOTO PACKS CO., LTD.



Change in Net Sales and Operating Profit (YoY)

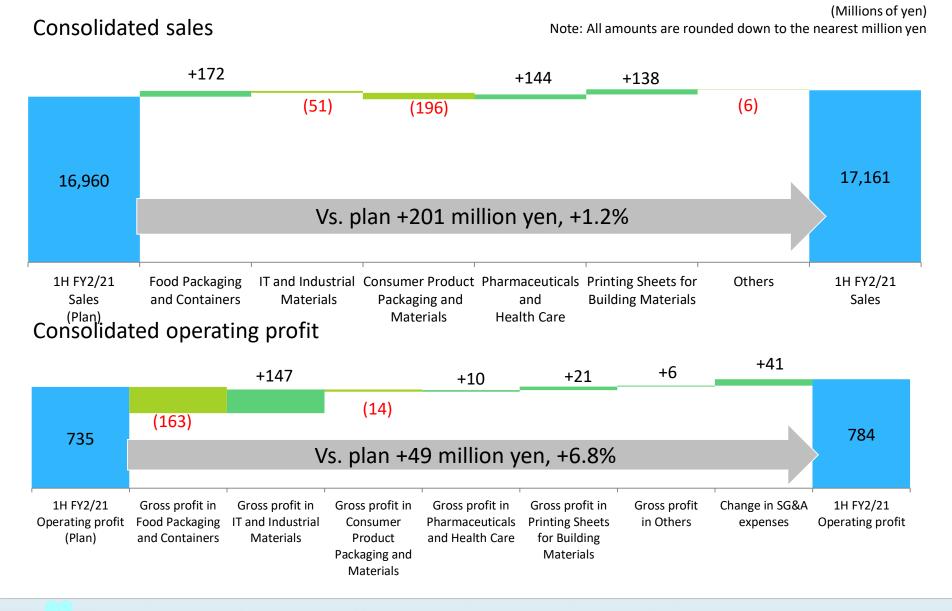
NAKAMOTO PACKS CO.,LTD.





Change in Net Sales and Operating Profit (Vs. Plan)





Applications – Food Packaging and Containers

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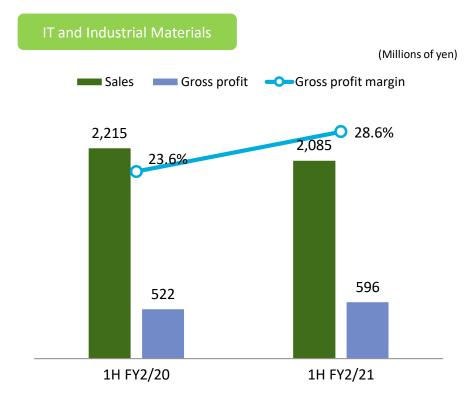


Sales in major product categories Higher sales of frozen food, prepared food and tofu packaging because of strong demand for Processed food prepared food and take-home food products Lower sales of packaging for restaurants and food products sold at department stores Increase in packaging sales for cheese and Dairy products yogurt sold at supermarkets and other stores Lower sales of packaging and containers used Convenience for food products as COVID-19 reduced the stores number of customers at convenience stores Agriculture/ Sales increased mainly for agricultural product packaging Marine products Sales composition for major categories (Consolidated) 100% 4.8% 4.1% Others 8.9% 9.3% 80% 23.5% 27.7% Agriculture/ Marine products 60% 25.4% 21.3% Convenience stores 40% Dairy products 20% 37.3% 37.7% Processed food 0% 1H FY2/20 1H FY2/21

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Applications – IT and Industrial Materials

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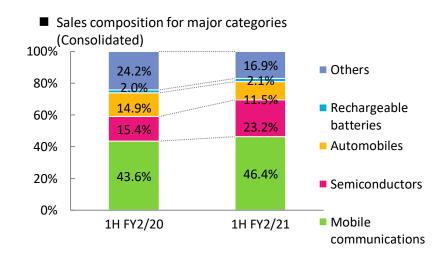


Examples of final products

Films for production processes

Mobile Strong film processing sales of smartphones and other mobile communication devices communications Consistent orders for film used for electronic Semiconductors component production processes Decline in automobile interior materials **Automobiles** because of weak automobile sales worldwide Only orders from time to time when the Rechargeable volume of work at client companies exceeded batteries their capacity Decline in testing fees for prototype Others production with customers present because of factory visitation restrictions due to COVID-19

Sales in major product categories



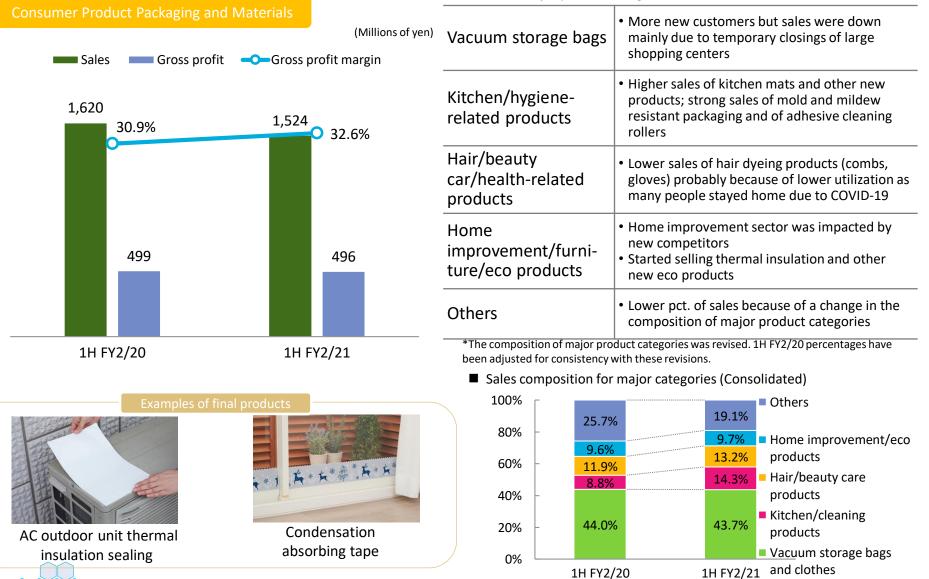


NS Separator

Applications – Consumer Product Packaging and Materials



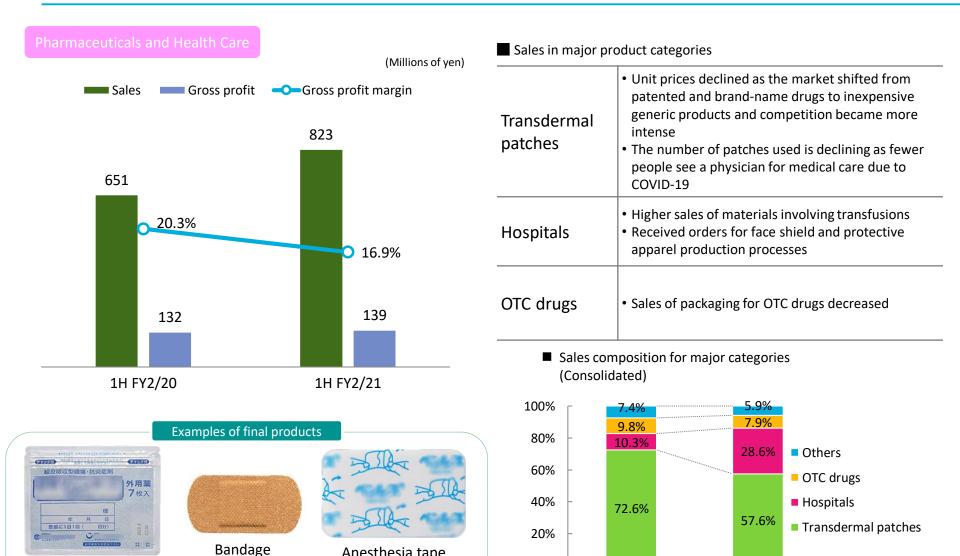
Sales in major product categories



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Applications – Pharmaceuticals and Health Care





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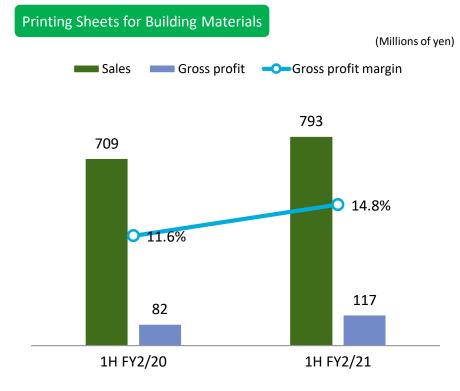
1H FY2/20

1H FY2/21

Anesthesia tape

External bag for

transdermal patch





Sales in major product categories					
House fixtures	 Sales of functional building materials made using a coating machine purchased in 2019 were stable and productivity has improved, resulting in a higher profit margin 				
Furniture	 Decrease in sales of printing sheets for furniture produced in other countries 				

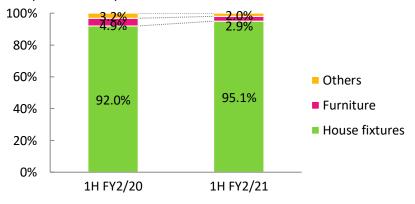
*The composition of major product categories was revised. 1H FY2/20 percentages have been adjusted for consistency with these revisions.

N coat

N coat is a polypropylene-based synthetic paper. Due to its excellent resistance to water, N coat is used primarily for vending machine labels and floor materials.



 Sales composition for major categories (Consolidated)



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Assets and Liabilities



(Consolidated)

(Millions of yen; (% to total liabilities and net assets))

				As of Au	ıg. 31, 2020
		As of Feb. 29, 2020		YoY change	Major factors
	Current assets	14,389 (52.2%)	16,836 (54.6%)	+2,447	Cash and deposits +1,606 Electronically recorded monetary claims- operating +106, Inventories +546
	Non-current assets	13,178 (47.8%)	13,996 (45.4%)	+817	Property, plant and equipment +784
Т	otal assets	27,568 (100.0%)	30,833 (100.0%)	+3,265	
	Current liabilities	12,146 (44.1%)	14,112 (45.8%)	+1,965	Notes and accounts payable-trade +614 Provision for bonuses +95 Electronically recorded obligations-operating +165, Short-term borrowings +1,017
	Non-current liabilities	3,001 (10.9%)	3,047 (9.9%)	+46	Retirement benefit liability +106
Т	otal liabilities	15,148 (54.9%)	17,159 (55.7%)	+2,011	
Тс	otal net assets	12,419 (45.1%)	13,673 (44.3%)	+1,253	Non-controlling interests +836 Retained earnings +454
-	otal liabilities and net sets	27,568 (100.0%)	30,833 (100.0%)	+3,265	
N d	et interest-bearing ebt	4,594 (16.7%)	3,976 (12.9%)	(617)	Cash and deposits +1,606, Short-term borrowings +1,017, Long-term borrowings (1)

Net interest-bearing debt = Interest-bearing debt – Cash and deposits

Cash Flows



(Consolidated)

(Millions of yen)

		1H FY2/20	1H FY2/21	
		Results	Results	Components
	Cash flows from operating activities	(6)	1,632	Profit before income taxes +929 Depreciation +479, Loss on step acquisitions +99 Trade payables +339, Trade receivables +567 Gain on bargain purchase (227), Inventories (335) Income taxes paid (170)
	Cash flows from investing activities	(591)	(778)	Proceeds from purchase of shares of subsidiaries resulting in change in scope of consolidation +72 Purchase of property, plant and equipment (767)
Free cash flows		(598)	854	
Cas	sh flows from financing activities	229	766	Short-term borrowings +1,030 Proceeds from long-term borrowings +429 Repayments of long-term borrowings (430) Cash dividends paid (228)
	ect of exchange rate change on cash and h equivalents	(25)	(14)	
	t increase (decrease) in cash and cash uivalents	(394)	1,606	
	sh and cash equivalents at beginning of iod	3,015	2,542	
Cas	sh and cash equivalents at end of period	2,621	4,149	





FY2/21 Outlook

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FY2/21 Outlook

(Impact of the COVID-19 crisis)



Third quarter and afterward

First half

Food Packaging and Containers	 Strong sales of packaging for prepared food, frozen food and yogurt and other dairy products Lower sales of high-end bento containers because of the cancelation of entertainment and other events Commercial-use packaging sales down as restaurants and dept. store food sales areas closed 		 Continue measures involving prepared/take-home food demand Impossible to predict when entertainment and other events will return to normal Dept. store/restaurant sales have recovered to about 70% of the prior-year level
IT and Industrial Materials	 Strong sales of electronic component production film and materials for smartphones Downturn in sales of materials for automotive applications 		 Concerns about delays concerning new orders and projects Recovery in automobile sales in China
Consumer Product Packaging and Materials	 Fewer sales opportunities as large shopping centers temporarily closed 	I	 Sales are recovering now that shopping centers have reopened
Pharmaceuticals and Health Care	 No significant impact 	L	 Concerns about the reluctance of people to visit clinics and hospitals
Printing Sheets for Building Materials	 Alternate source of demand offset the impact of the suspension of imports to Japan that began in early spring 		 Negative effect of showroom closings is starting to emerge and sales are slow

FY2/21 Outlook

(Consolidated)

			FY2/21	
	FY2/20 Results	Deculto	YoY change	
		Plan	Amount	%
Net sales	34,100 (100.0%)	34,500 (100.0%)	+399	+1.2%
Gross profit	5,249 (15.4%)	5,490 (15.9%)	+240	+4.6%
Selling, general and administrative expenses	3,716 (10.9%)	3,861 (11.2%)	+144	+3.9%
Operating profit	1,533 (4.5%)	1,629 (4.7%)	+95	+6.2%
Ordinary profit	1,608 (4.7%)	1,650 (4.8%)	+41	+2.6%
Profit attributable to owners of parent	1,085 (3.2%)	1,148 (3.3%)	+62	+5.7%

(Millions of yen; (% to sales))

Projected exchange rate: 15.4 yen/yuan

Plan for Capital Expenditures and Depreciation Expenses

(Consolidated)

(Millions of yen; (% to sales))

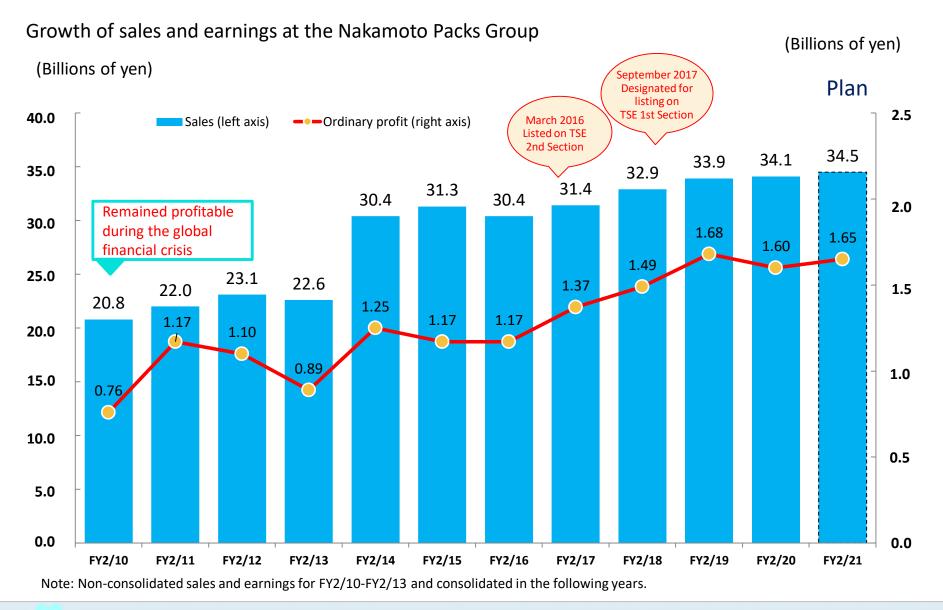
			FY2/21		
	FY2/20 Results			YoY change	
		Pidli	Amount	%	
Capital expenditures	1,739 (5.1%)	2,407 (7.0%)	+667	+38.4%	
Depreciation	1,003 (2.9%)	1,091 (3.2%)	+88	+8.9%	
R&D expenses	64 (0.2%)	101 (0.3%)	+36	+56.4%	

Major capital expenditures in FY2/21

Project	Description	Investment (Millions of yen)
Factory equipment update/replacement	Sheet extrusion machine (Ryugasaki Plant II), updates/improvements (Nabari) and others	About 1,680
IT/System service equipment	Primary IT system (R Co., Ltd.), quality assurance system (Saitama) and others	About 380
Air conditioning equipment	Air conditioning equipment (Nabari, Saitama, Ryugasaki, Nakamoto Inshokan Co., Ltd. and others)	About 130
Inspection/measurement/ analysis equipment	Inspection, measurement and analysis equipment (Saitama, Nabari, Development Dept.) and others	About 60
Others	Solar power system, vehicles, others	About 150

A Business Model Capable of Steady Growth in All Market Conditions

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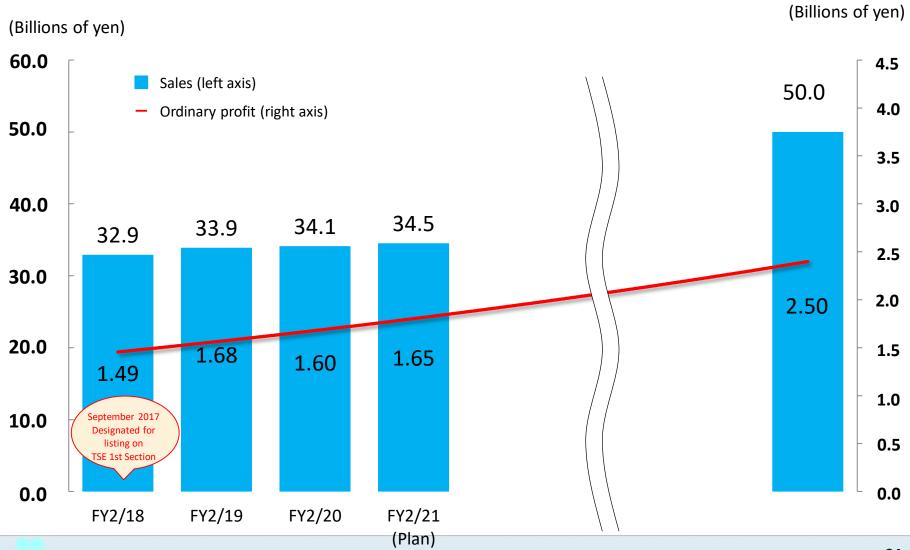
The Nakamoto Packs Medium and Long-term Vision

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Use Higher Profitability for Growth



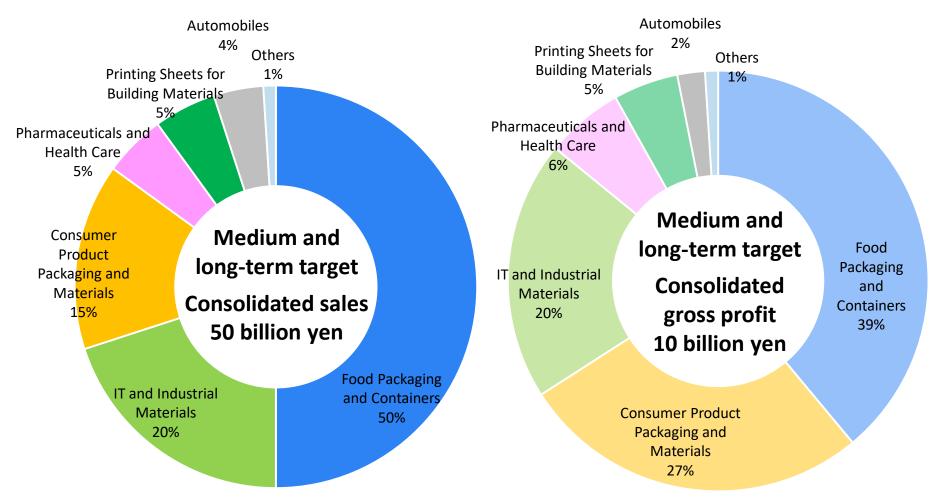
Medium and long-term target: Sales of 50 billion yen and ordinary profit of 2.5 billion yen



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Reinforce Ability to Succeed in All Market Conditions

Build a more balanced profit structure through growth in many categories while continuing to grow in the core food packaging and containers sector





- Environmental Responsibility (Development and sales growth of N Brand products)
- 2. More Growth of Overseas Operations
- 3. Strengthen Sales Capabilities
- 4. Upgrade Quality and Technologies
- 5. Improve Efficiency by Updating the Primary IT System



Environmental Responsibility

(Development and sales growth of N Brand products and other activities)

Trial operation of the new N Brand plant is scheduled to start in November

Development and Higher Sales of N Brand Products



100% PET (monomaterial), thin and rigid to conserve resources, easy to recycle

NAK-A-PET	Food Packaging and Containers		
Features	 Thinner products (trays, etc.) due to high rigidity; conserves resources and reduces cost More heat resistant than conventional A-PET (70°C to 100°C) Recyclable material; designed for reduced environmental impact, food hygiene requirements and other characteristics 		
Applications	Trays mainly for confectionery products and agricultural products	Confectionery product tray	Dry noodle tray
Strategy	Extensive sales activities for NAK-A-PET, which can make thin yet rigid items, as a replacement for oriented polystyrene (OPS) sheets		

NC-PET	Food Packaging and Containers	
Features	(1) Outstanding heat resistance (220°C, if molded as needed)	
	(2) Outstanding resistance to cold, retention of aromas and rigidity	
Applications	Containers mainly for baked food items like gratin dishes	Hot food Cold food Reheated food
Strategy	Promote the advantage of using the same container for cooking, freezing and distribution, and defrosting and serving	

NS-PET	Food Packaging and Containers Pharmaceuticals and Health Care	Conve
Features	 Heat sealing possible even with PET film Retains aromas, creating a barrier for coffee and other items with a strong fragrance 	
	(3) Microwave-safe due to heat resistance	1,00
Applications	Take-out bags mainly for deep-fried food items, insecticide packaging	Int
Strategy	Increase sales activities for the use of NS-PET for insecticide packaging, which requires resistance to chemicals	

Conventional packaging



NS-PET packaging



Development and Higher Sales of N Brand Products

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More applications that utilize the features of each product

	NS Separator		IT and Industrial Materials	Pharmaceuticals and Health Care		
	Features	 Manufactured using a fully integrated production line in a cleanroom environment A lineup of products suitable for a broad array of applications Unmatched level of customization, such as for peel adhesions and types of film 				
	Applications	•	Mainly film used in electronic material production processes and film for rransdermal patches			
	Strategy	Enlarge	the product lineup, me	et customer needs fo	r small lots/fast deliveries	





Transdermal patches

Industrial materials

N coat (Synthesized	d paper) Food Packaging and Printing Sheets for Consumer Product Building Materials Packaging and Materials	Labels	Building materials	
Features	(1) Water resistant(2) Brilliant white and glossy finish(3) Outstanding smoothness and strength			
Applications Strategy	Mainly bottle labels, wallpaper and adhesive labels Use N coat's synthetic paper properties to sell this product in a broad range of market sectors			
3,000	(Millions of yen) Plan	Me	dium and	
2,000			term target	
1,000		N brand products sales		
0	FY2/17 FY2/18 FY2/19 FY2/20 FY2/21	5 0111	on yen/year	

NAK-A-PET – A Thin and Rigid Environmentally Responsible Material



Biomass PET + Thin + Less trash volume = ECO Product

Features

- (1) Biomass PET used for the skin and core materials
- (2) Up to 30% thinner because of high rigidity
- (3) Can be supplied in sheets of 100 microns or less
- (4) Eligible to use the biomass certification mark (ask for more information)







Reduces trash volume (NAK-A-PET with 0.1mm thickness)

NC-PET Baking Test







Before

After baking at 190°C for 45 minutes

Even baking for a long time produces no deformation or cracking

NC-PET Outstanding Heat Resistance and Rigidity





(2) Frozen

NC-PET improves the efficiency of food production and delivery (compared with PPF containers)

*Photos are not actual products

Construction of a Factory Exclusively for N Brand Products





To meet demand due to the increasing use of N Brand products, the new factory will have extrusion equipment for the production of NAK-A-PET and NC-PET sheets.

Trial operations are scheduled to begin in November 2020.

The new factory is at the Ryugasaki Plant II at Tsukuba-no-Sato Industrial Park





More Growth of Overseas Operations Establishment of the Vietnam subsidiary has been completed.

More Growth of Overseas Operations (China Plus One)



Cangzhou Nakamoto Huaxiang New Materials Co., Ltd.

- Apr. 2018: Established company and started plant construction
- Jan. 2019: Finished plant construction
- Sep. 2019: Plan to start full-scale operations
- 2020: Expect full-year profit

Core business is sheet printing; Expect a profit in 2020



Relocation of production from Langfang to Cangzhou

Nashville Sales Office in the United States

Step 2

Step 1

Jul. 2018: Operations started at sales office and warehouse
Feb. 2019: Added two warehouses as orders continue to climb
2020: Starting new activities involving food packaging materials

Goal is new customers in the automotive interior materials, food packaging materials and functional materials categories



Nashville Sales Office

The new Vietnam subsidiary is scheduled to start operating in March 2021

Step 3 A subsidiary was established on May 28, 2020 that will operate a factory starting in March 2021 (tentative) in an industrial park in Thua Thien-Hue province near Da Nang in central Vietnam

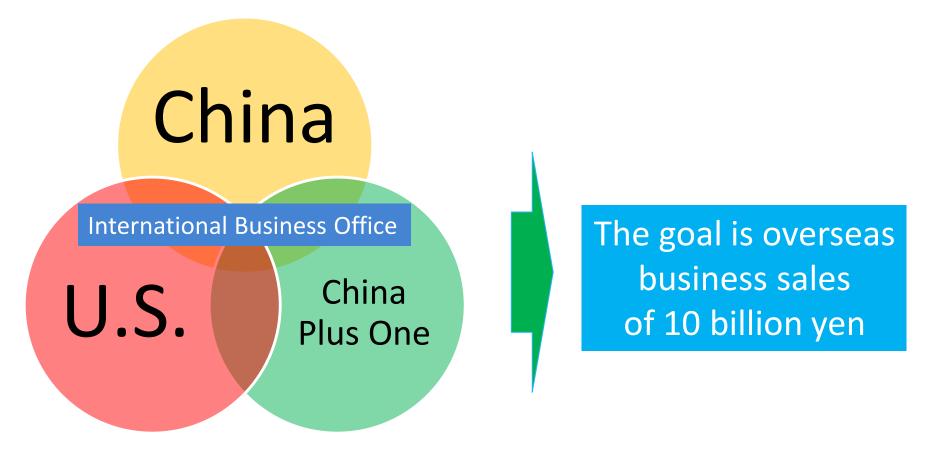
A "China plus one" approach for overseas growth with risk diversification



New plant in Vietnam

More Growth of Overseas Operations





- Continue growing in the world's two largest markets: United States (sales office) and China (four plants, one trading company).
- Established a Vietnam subsidiary in the rapidly growing SE Asia region for "China plus one" risk diversification



A Foundation for Growth

- Strengthen sales capabilities and upgrade quality and technologies
- Use the new IT system for faster management decisions and higher efficiency

A Foundation for Growth

☆Strengthen Sales Capabilities

- Use sales support tools for sharing information and more efficient sales activities
- More visits to potential new customers, mainly in growing market sectors
- Proposals for environmentally responsible materials, processes and products
- Faster prototype-to-mass production by using Engineering Dept. expertise
- Cooperation with engineering sections to target high-end products

☆ Upgrade Quality and Technologies

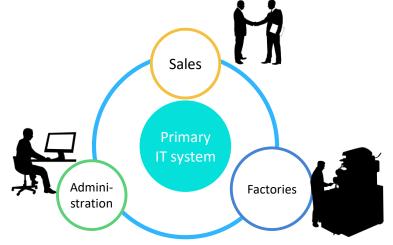
Strengthen functions of the Quality Assurance Division

- Establish a Technology Department within the Quality Assurance Division
- Target new market sectors that require advanced technologies
- Increase involvement in the design of products

☆Goals of Updating the Primary IT System (currently defining requirements)

(Major elements of the IT system update)

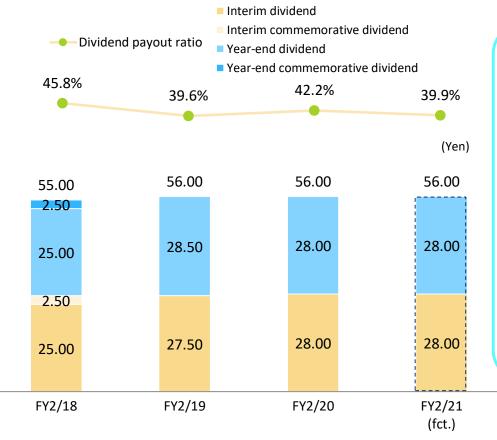
- Faster management decisions by quickly monitoring all performance indicators
- Use of supply chain management for efficient manufacturing and suitable inventory levels
- More efficient sales activities and quality improvement by effectively utilizing data
- Improve efficiency of business processes and realize labor saving by reexamining tasks performed on a regular basis
- Reinforce management of the Nakamoto Packs Group



Policy for Shareholder Distributions



- Maintain a stable dividend while retaining earnings as needed
- Plan to pay a FY2/21 dividend of 56 yen (interim dividend of 28 yen and year-end dividend of 28.0 yen)





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(tentative)

Note: There were stock splits of 1-to-200 in June 2015 and 1-to-2 in March 2018. The dividend per share in prior years has been adjusted to reflect these stock splits.



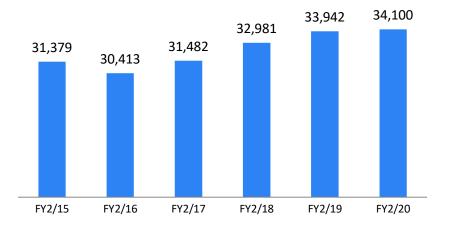


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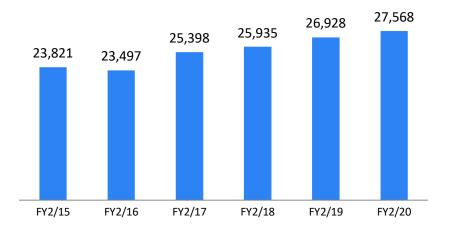
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Trends and Results 1/2

Consolidated net sales (Millions of yen)

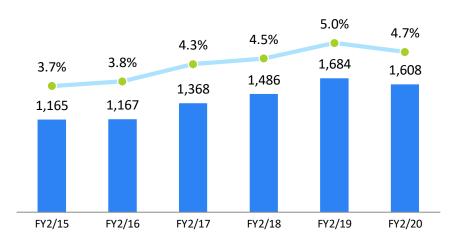


Consolidated total assets (Millions of yen)

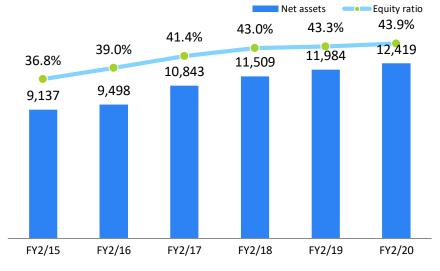


Consolidated ordinary profit (Millions of yen)

Ordinary profit —•— Ordinary profit margin

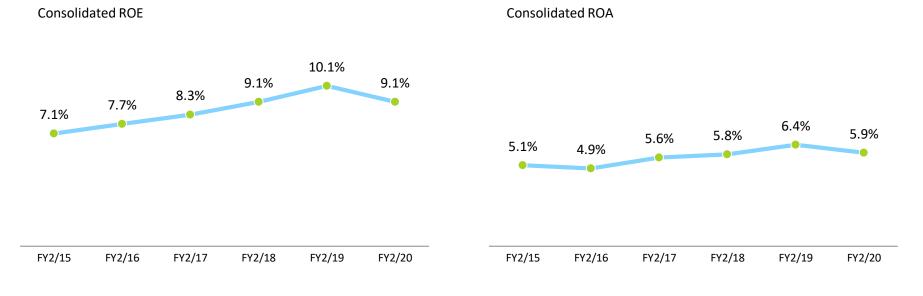


Consolidated net assets (Millions of yen)

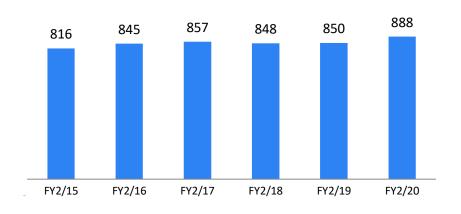


Trends and Results 2/2



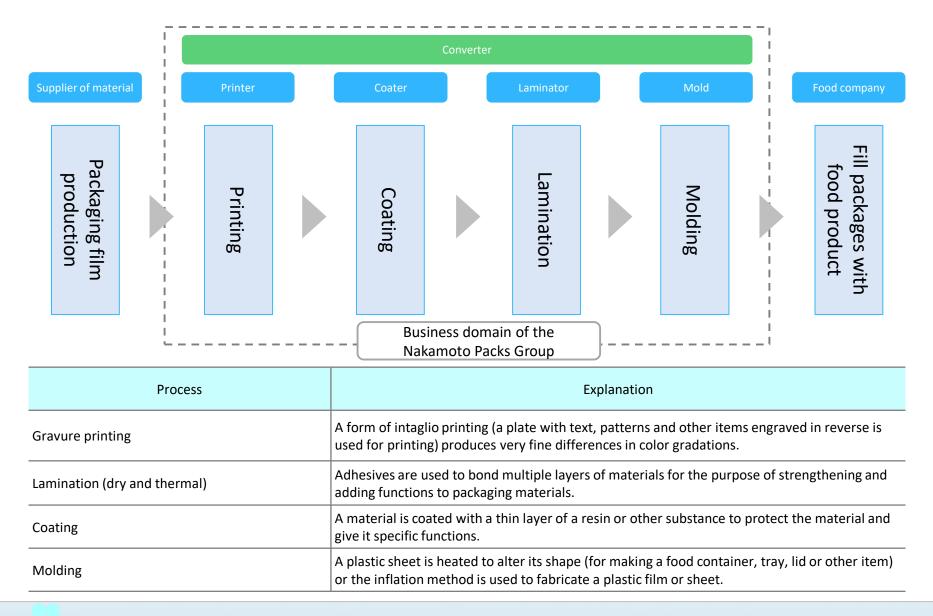


Number of consolidated employees (persons)



Packaging Material Printing Process (Example)





Dedicated to being a company that is kind to people and the environment -Clean & Safety-

The Nakamoto Packs Motto

Our business depends on people. People depend on their hearts. An enjoyable company is the sum of diligence, dedication to serving others, and people.

Our Code of Conduct

Use sincerity to earn even greater trust Use perseverance to create innovative ideas Always improve yourself and cooperate with others Contribute to society through the spirit of co-existence and mutual prosperity Be dedicated to improving technologies and overcoming challenges Make good behavior and the spirit of gratitude a source of happiness

Our Six Missions

We will listen with open minds to what our customers say

We will constantly acquire new technologies for printing, packaging and containers

We will maintain close internal and external lines of communication and deliver goods and services on time with speed and in good faith

We will be responsible for maintaining co-existence and mutual prosperity with our customers

We will attract more dedicated fans of our group by using work and systems that generate strong impressions We will make the Nakamoto Packs Group an organization guided by the same destiny



Precautions

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