

# Results of Operations for the First Half of the Fiscal Year Ending February 28, 2022

October 12, 2021 Jun Kawata, President



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# 1H FY2/22 Financial Summary



## 1H FY2/22 Results of operations

Both 1H consolidated sales and operating profit were higher and achieved new record highs.

Consolidated sales: 20,234 million yen (+17.9% YoY)

Consolidated operating profit: 1,380 million yen (+76.0% YoY)

- OSales in the food packaging and containers category were strong, partly due to low sales one year earlier because of the pandemic.
- OStrong sales of IT and industrial materials because of higher 5G sector sales, more electrical equipment in cars, such as for self-driving vehicles, and other reasons.
- OConsumer product packaging and materials sales were also higher due to a new customer for vacuum storage bags and a big increase in sales involving kitchen products.
- OProfitability improved as higher production efficiency held down the increase in the cost of sales.



### Relocation of equipment from the Langfang Plant to the Cangzhou Plant



Jan. 2019: Completion of plant

construction

Sep. 2019: Started mass production

Dec. 2020: Achieved single-year

profitability



Oct. 2021: Due to progress with relocating equipment to the new plant, the decision was made to shut down and dissolve Langfang Zhongben Package Co., Ltd.

\*In conjunction with the relocation of equipment, there was an extraordinary loss for the payment of legally mandated economic compensation (special retirement payment) of approximately 122 million yen to employees who were relocated.



Construction of a factory and production line solely for N Brand products



- •The new factory has extrusion equipment for the production of NAK-A-PET and NC-PET sheets.
- Started operating on March 1, 2021.
- Increasing production capacity while training engineers.

Operating as the Environmental Materials Division, Extrusion Molding Factory Established the Extrusion Technology Development Office to create a fully integrated base for R&D, prototypes and manufacturing.





New Vietnam subsidiary established for more growth outside Japan Preparations under way to start production quickly



Status as of October 2021

May 2020: Established the Vietnam

subsidiary

Mar. 2021: Completion of construction

Aug. 2021: Installation of machinery

under way



IT and Industrial Materials

Consumer Product Packaging and Materials

Production has started, primarily automobile interior materials and vacuum storage bags



The new plant will supply products for growing markets in SE Asia and improve Nakamoto Packs' risk diversification. Construction of the plant was completed in March 2021 and the installation of machinery started in early August.



## Opened a customer service (CS) center in August 2021



Opened a customer service center on the second floor of Saitama Plant III for further improvements in customer satisfaction. The center uses analytical technologies to upgrade the performance and quality of products. "Aims to eliminate complaints and other problems at customers"

"Uses analytical technologies to develop innovative products"

#### **Activities:**

- 1. Improve quality, solve problems
- 2. Boost productivity, lower expenses
- 3. Speed up R&D activities





### **Examples of New Products**



## Kitchen cutting board sheet

- Protects cutting boards from stains and odors from food
- Reduces the time needed to prepare meals



#### Kitchen mat

- A stylish design with a textile-like appearance and texture
- Resists water and soiling;
   no need for laundry and
   easy to clean



#### **N-VIRUS ZERO**

Applications: Partitions, touch screens, restaurant pouches, and many other items This virus and microbe-resistant film is ideal for the sale of merchandise and special processing is possible to meet the requirements of specific applications.

Consolidation of Mikunishiko which has expertise in paper processing





Food packaging materials

# Financial Highlights of the First Half of FY2/22 \$\infty\$



(Consolidated) (Millions of yen; (% to sales))

		1H FY2/22						
	1H FY2/21 Results	Results	YoY c	hange	Initial plan	Vs. initial plan		
			Amount	%		Amount	%	
Net sales	17,161 (100.0%)	20,234 (100.0%)	+3,073	+17.9%	18,600 (100.0%)	+1,634	+8.8%	
Gross profit	2,648 (15.4%)	3,596 (17.8%)	+948	+35.8%	2,960 (15.9%)	+636	+21.5%	
Selling, general and administrative expenses	1,863 (10.9%)	2,216 (11.0%)	+352	+18.9%	2,105 (11.3%)	+111	+5.3%	
Operating profit	784 (4.6%)	1,380 (6.8%)	+596	+76.0%	855 (4.6%)	+525	+61.5%	
Ordinary profit	807 (4.7%)	1,534 (7.6%)	+726	+90.0%	877 (4.7%)	+657	+74.9%	
Profit attributable to owners of parent	683 (4.0%)	858 (4.2%)	+174	+25.6%	576 (3.1%)	+281	+48.8%	
R&D expenses	32 (0.2%)	25 (0.1%)	(6)	(21.1)%	38 (0.2%)	(12)	(33.3)%	
Capital expenditures*1	406 (2.4%)	735 (3.6%)	+328	+80.7%	986 (5.3%)	(250)	(25.4)%	
Depreciation*2	493 (2.9%)	648 (3.2%)	+155	+31.5%	678 (3.6%)	(29)	(4.3)%	

<sup>\*1.</sup> Construction in progress is not included in capital expenditures. \*2. Includes amortization of goodwill.

Note: Exchange rate for 1H FY2/22: 17.1 yen/yuan; 110.6 yen/dollar

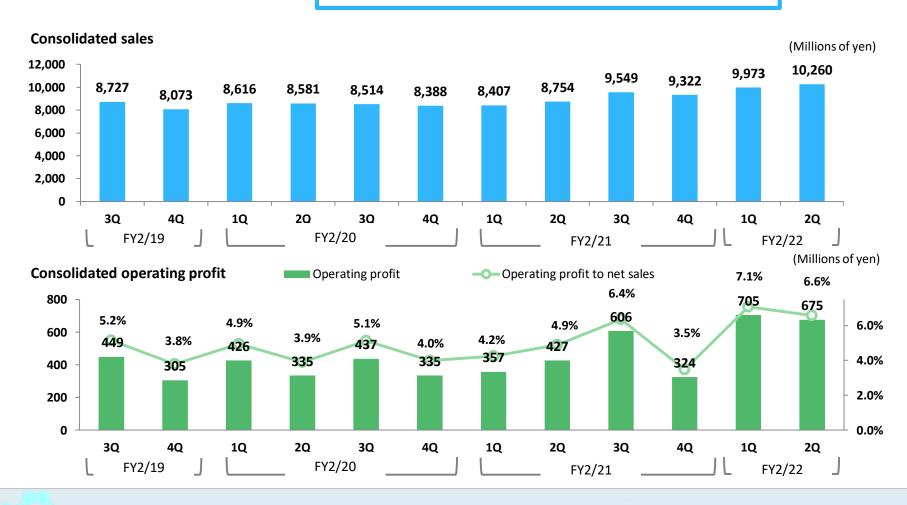
## Financial Highlights of the First Half of FY2/22 \$\infty\$



NAKAMOTO PACKS CO.,LTD.

Quarterly sales and operating profit

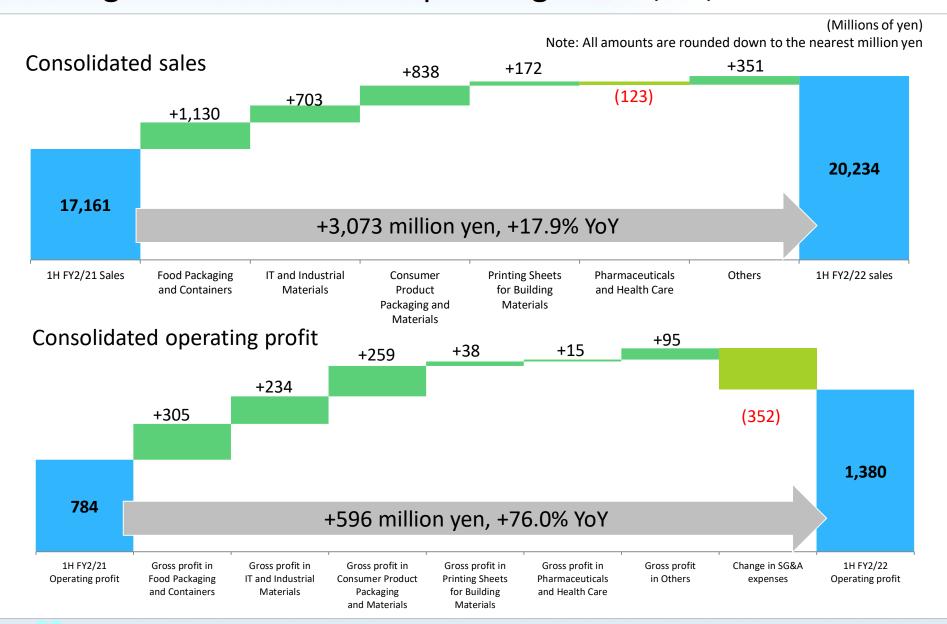
 First and second quarter sales, operating profit and profit margin achieved new record highs.



## Change in Net Sales and Operating Profit (YoY) \$\infty\$

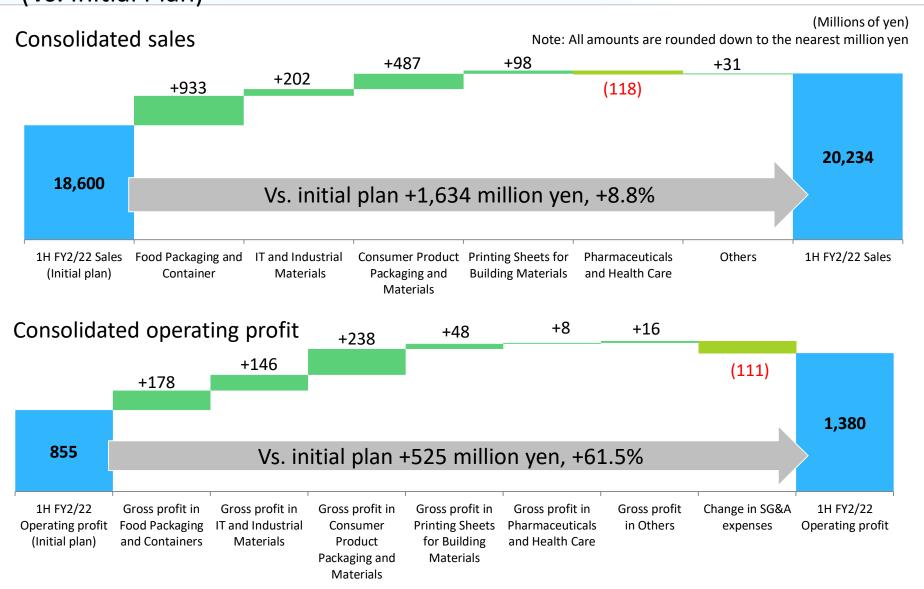


NAKAMOTO PACKS CO.,LTD.



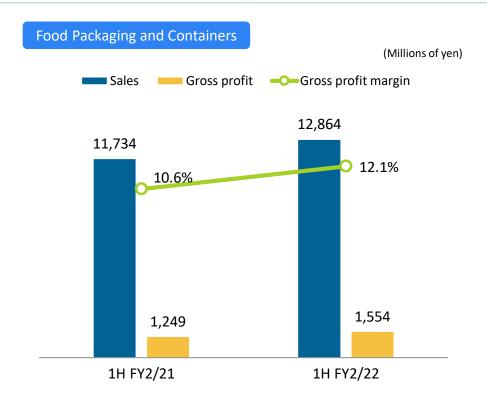
# Change in Net Sales and Operating Profit (Vs. Initial Plan)





## Applications – Food Packaging and Containers (\*\*) NAKAMOTO PACKS CO., LTD.

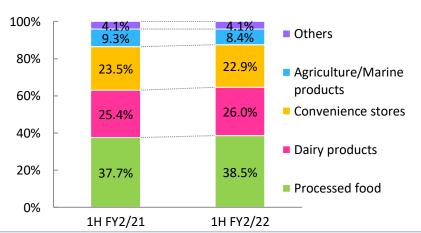






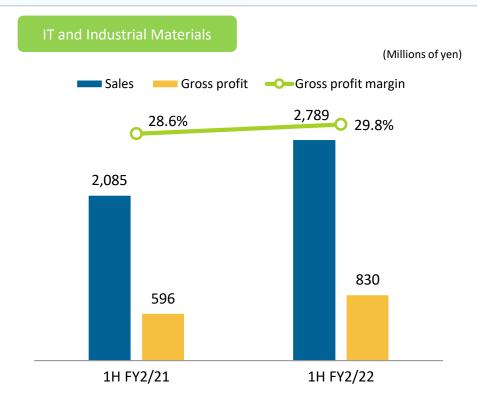
#### ■ Sales in major product categories

<ul> <li>Strong sales of packaging for frozen food sold at supermarkets</li> <li>Strong sales of products used for takeout and delivery containers and trays</li> <li>Sales still less than before the pandemic despite recoveries in department store food product, commercial-use and other market sectors</li> </ul>
Strong sales of packaging for consumer yogurt and cheese products
Higher sales of molded food containers
Strong sales of packaging for agricultural products



## Applications – IT and Industrial Materials





#### ■ Sales in major product categories

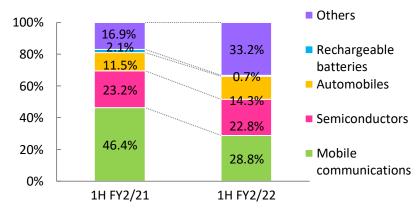
Mobile communications	Decline in sales of materials for low-end smartphones due to the semiconductor shortage
Semiconductors	Sales up due to strength in the 5G sector and increasing use of electrical components in cars for self-driving
Automobiles	Higher sales due to the recovery of automobile production
Rechargeable batteries	Currently one-time orders only
Others	<ul> <li>Higher sales of petrochemical industry heavy duty bags and other products</li> <li>Testing orders are also recovering</li> </ul>





Films for production processes

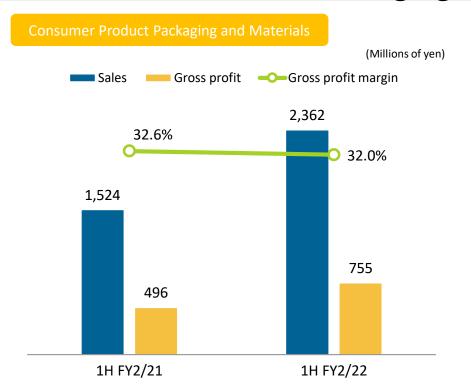




## **Applications**

## Consumer Product Packaging and Materials





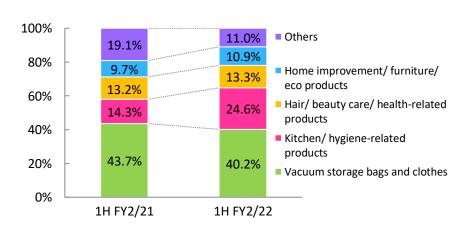




Kitchen cutting board sheet

#### ■ Sales in major product categories

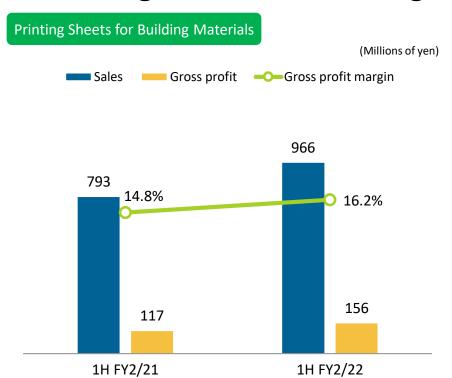
Vacuum storage bags and clothes	<ul> <li>Higher sales of products sold on TV shopping channels</li> <li>No.1 market share in Japan due to addition of a new customer</li> </ul>
Kitchen/hygiene- related products	Brisk sales of cutting board sheets, kitchen mats, kitchen racks and other new products
Hair/beauty care/health-related products	Higher sales of packaging for healthcare products
Home improvement/ furniture/eco products	Strong sales of new eco-products, such as thermal insulation, that conserve energy



## **Applications**

## Printing Sheets for Building Materials







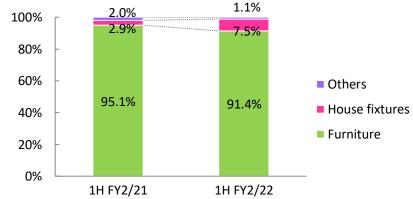
#### ■ Sales in major product categories

House fixtures	Strong sales of functional building materials for houses and apartment buildings
Furniture	<ul> <li>Orders down for some items because of the shortage of processed materials used to make furniture</li> <li>Sales increased due to the large volume of orders involving exported furniture</li> </ul>

#### ■ 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.

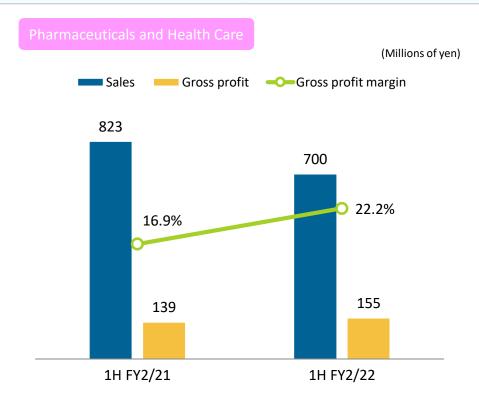




## **Applications**

### - Pharmaceuticals and Health Care

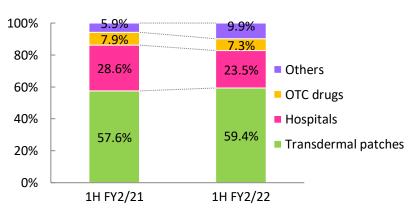






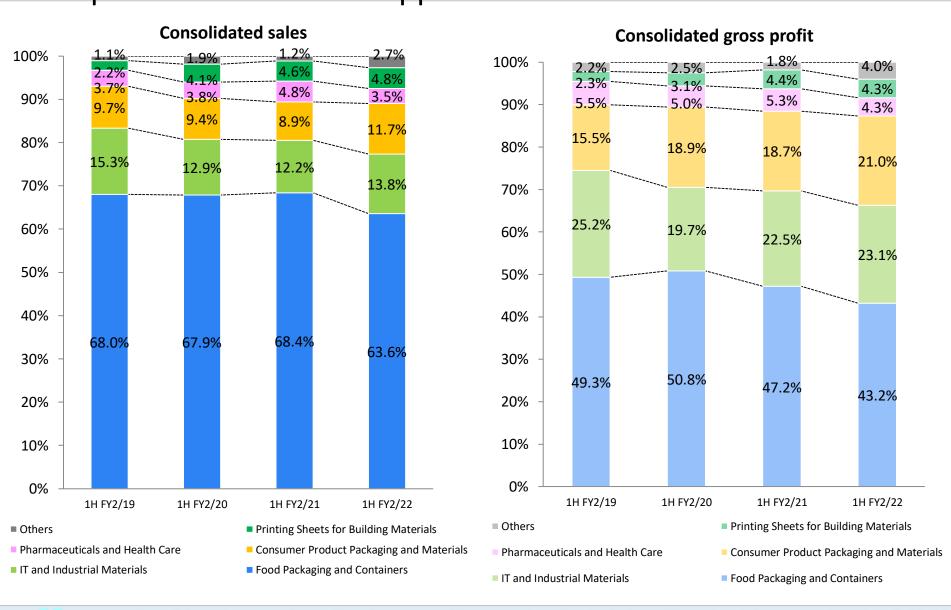
#### ■ Sales in major product categories

Transdermal patches	<ul> <li>Consistent product volumes in the market overall</li> <li>Strong sales of materials used for relatively high-priced patches</li> <li>Temporary decline in sales of major separation film products caused by a reexamination of the lineup of these products</li> </ul>
Hospitals	<ul> <li>Strong sales of materials involving transfusions</li> <li>Sales down due to the delay in submitting bids for medical protective apparel because contracts have not yet been opened to bidding</li> </ul>
OTC drugs	Sales of packaging for OTC drugs decreased



# Trends in Sales and Gross Profit Composition for Product Applications





## **Assets and Liabilities**



(Consolidated)

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

		As of Feb. 28, 2021	As of Aug. 31, 2021		
		AS 01 1 Eb. 26, 2021		YoY change	Major factors
	Current assets	<b>16,823</b> (52.9%)	<b>17,563</b> (53.8%)	+740	Cash and deposits +612, Electronically recorded monetary claims- operating +202, Inventories +155, Notes and accounts receivable-trade (294)
	Non-current assets	14,961 (47.1%)	15,087 (46.2%)	+126	Property, plant and equipment +89
To	otal assets	31,784 (100.0%)	32,651 (100.0%)	+866	
	Current liabilities	<b>14,975</b> (47.1%)	<b>14,901</b> (45.6%)	(74)	Notes and accounts payable-trade +101, Short-term borrowings +143, Income taxes payable +243, Long-term borrowings (356) Others (252)
	Non-current liabilities	2,586 (8.1%)	2,614 (8.0%)	+27	Long-term borrowings +84
Total liabilities		<b>17,562</b> (55.3%)	<b>17,515</b> (53.6%)	(47)	
To	otal net assets	14,222 (44.7%)	15,135 (46.4%)	+913	Retained earnings +621, Foreign currency translation adjustment +193
Total liabilities and net assets		31,784 (100.0%)	32,651 (100.0%)	+866	
N d	et interest-bearing ebt	<b>4,366</b> (13.7%)	3,592 (11.0%)	(774)	Cash and deposits +612, Short-term borrowings +143, Long-term borrowings (272)

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

# **Cash Flows**



(Consolidated) (Millions of yen)

		1H FY2/21	1H FY2/22	
		Results	Results	Components
	Cash flows from operating activities	1,632	1,950	Profit before income taxes +1,382, Depreciation +634, Trade receivables +138 Accrued consumption taxes +149, Inventories (105), Income taxes paid (239)
	Cash flows from investing activities	(778)	(1,064)	Proceeds from refund of guarantee deposits +5 Purchase of property, plant and equipment (966)
Fre	ee cash flows	854	885	
Cash flows from financing activities		766	(449)	Proceeds from long-term borrowings +419 Repayments of long-term borrowings (691) Cash dividends paid (236)
Effect of exchange rate change on cash and cash equivalents		(14)	92	
Net increase (decrease) in cash and cash equivalents		1,606	528	
	sh and cash equivalents at beginning of riod	2,542	3,707	
Ca	sh and cash equivalents at end of period	4,149	4,235	



# FY2/22 Outlook

# FY2/22 Outlook (Overview)



Food Packaging and Containers

### First half

- Strong sales of packaging for frozen food and dairy products
- Strong sales of products used for takeout and delivery containers and trays
- Sales of food packaging materials for dept. stores partially recovered

IT and Industrial Materials

- Strong sales of electronic component production film
- Decline in sales of materials for low-end smartphones due to the semiconductor shortage in the mobile communications category
- YoY recovery in sales of materials for automotive applications
- Strong sales at home improvement stores, EC websites and TV shopping channels
- Shortage of processed materials for some items caused by the difficulty of procuring wood products
- Delays in submitting medical protective apparel contracts for bids

IT and

Consumer Product
Packaging and
Materials

Printing Sheets for Building Materials

Pharmaceuticals and Health Care

#### Third quarter and afterward

- Continue measures involving prepared/takehome food demand
- Demand expected to recover as pandemic restrictions are reduced
- Higher production efficiency is expected to offset the anticipated increase in the cost of supplementary materials
- Strong 5G-sector demand
- Concerns about the effects of lower output of automobiles and other products caused by the semiconductor shortage
- Production of prototypes and start of mass production targeting growing markets
- Plan to start selling many new products
- Strong sales of functional building materials
- The timing of the start of bidding is still undetermined

# FY2/22 Outlook



(Consolidated)

(Millions of yen; (% to sales))

		FY2/22		
	FY2/21	Revised forecast	YoY change	
	Results	(announced on September 29)	Amount	%
Net sales	36,033 (100.0%)	39,500 (100.0%)	+3,466	+9.6%
Gross profit	5,695 (15.8%)	6,679 (16.9%)	+983	+17.3%
Selling, general and administrative expenses	3,980 (11.0%)	4,349 (11.0%)	+369	+9.3%
Operating profit	1,715 (4.8%)	2,330 (5.9%)	+614	+35.8%
Ordinary profit	1,750 (4.9%)	2,500 (6.3%)	+749	+42.8%
Profit attributable to owners of parent	1,315 (3.7%)	1,470 (3.7%)	+154	+11.7%

Projected exchange rate: 16.95 yen/yuan; 109.52 yen/dollar; 0.0045 yen/dong

# Plan for Capital Expenditures and Depreciation Expenses



(Consolidated) (Millions of yen)

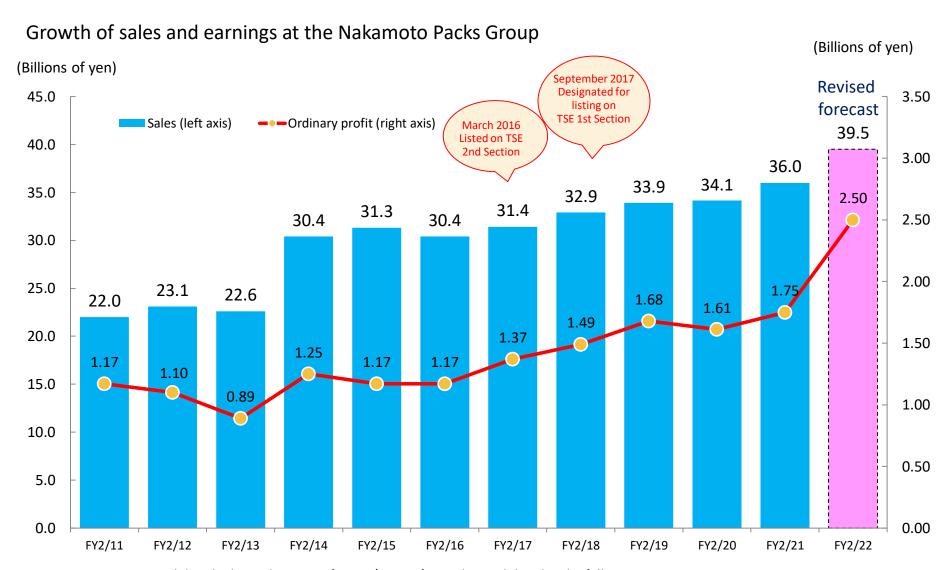
		FY2/22			
	FY2/21 Results	FY2/21 Results Plan -	YoY change		
	nesans		Amount	%	
Capital expenditures	2,070	1,582	(487)	(23.6)%	
Depreciation	1,053	1,452	+399	+37.9%	
R&D expenses	87	78	(9)	(11.0)%	

Major capital expenditures in FY2/22

Project	Description	Investment (Millions of yen)
Factory equipment update/replacement	Expansion of factory warehouse, etc. (Nabari), molding machine (NI Packs Co., Ltd.), others	About 580
IT/System service equipment	New primary IT system and others	About 190
Air conditioning equipment	Air conditioning equipment (Kashiwara, Ryugasaki, Nabari)	About 40
Inspection/measurement/ analysis equipment	Inspection, measurement and analysis equipment (Kashiwara, Quality Assurance Division) and others	About 180
Others	VOC processing equipment, underground tank, others	About 300

# A Business Model Capable of Steady Growth in All Market Conditions





Note: Non-consolidated sales and earnings for FY2/11-FY2/13 and consolidated in the following years.



# The Nakamoto Packs Medium and Long-term Vision

## Medium-term Goals (Consolidated)



Medium-term plan aims for sales of 50 billion yen and ordinary profit of 2.5 billion yen



## Key Initiatives in FY2/22



- 1. Environmental Responsibility
- 2. More Growth of Overseas Operations
- 3. Strengthen Sales Capabilities
- 4. Higher Productivity, Upgrade Quality and Technologies
- 5. Improve Efficiency by Updating the Primary IT System





# **Environmental Responsibility**

Cut CO2 emissions, lower the use of solvents, cut VOC emissions, reduce the use of fossil fuels

## Environmental Responsibility (Ink / Adhesives)



### Biomass ink and adhesives cut CO2 emissions and fossil fuel use



Compared with conventional ink, biomass ink and adhesives lower CO2 emissions by 15% Use a smaller amount of fossil fuel ingredients

# Water-based adhesives reduce organic solvent use and VOC emissions



Unlike conventional adhesives, NO Organic solvents
VOC emissions



# Environmental Responsibility (Higher Sales of N Brand Products)



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

Reduces CO2 emissions up to 30% and fossil fuel ingredients 30%

NAK-A-PET	Food Packaging and Containers		
Features	<ul><li>(1) Thinner products (trays, etc.) due to high rigidity; conserves resources and reduces cost</li><li>(2) Can be made by using a mixture of recycled materials and biomass materials</li></ul>	Confectionery product tray	Dry noodle tray
	(3) Recyclable material; designed for reduced environmental impact, food hygiene requirements and other characteristics		
Applications	Trays and food packaging mainly for confectionery products and agricultural products		
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	

## Environmental Responsibility Bio NAK-A-PET







- High rigidity allows reducing the amount of plastic to 30% less than in conventional materials
- By using PET with 25% biomass content,
   CO2 emissions can be cut by more than
   50%
- Retains its shape to allow reducing the volume of waste materials

# Environmental Responsibility (Paper Products/ Biodegradable Resin)



O Heat-resistant paper containers



Paper with biodegradable resin coating



Heat-resistant paper containers use the paper processing technology of new subsidiary Mikunishiko Developed paper with a biodegradable resin lamination to make environmentally responsible containers that decompose to become soil again

Currently developing environmentally responsible films made of biodegradable resins





# More Growth of Overseas Operations

## More Growth of Overseas Operations



Step 1

Cangzhou Nakamoto Huaxiang New Materials Co., Ltd.

Apr. 2018: Established company and started plant construction

Sep. 2019: Started full-scale operations

2020: Full-year profit

2021: Completed relocation of equipment from Langfang

Zhongben Package Co., Ltd.

Started full-scale operation; profitable in FY2/21



Step 2

Nashville Sales Office in the United States

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

2021: Expect to achieve full-year profit

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



Nashville Sales Office

Step 3

Established the new Vietnam subsidiary and completed construction of plant May 2020: Established new company in an industrial park in Thua Thien-Hue province near Da Nang in central Vietnam

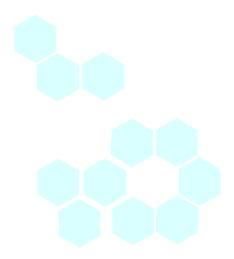
Mar. 2021: Finished plant construction

Aug. 2021: Started installing equipment in early August and now making preparations to start production in order to begin operating as soon as possible

Quickly starting production in Vietnam will expand overseas operations and increase risk diversification



New plant in Vietnam



## A Foundation for Growth

- Strengthen sales capabilities, higher productivity and upgrade quality and technologies
- Faster management decisions and improve efficiency by updating the primary IT system

### A Foundation for Growth



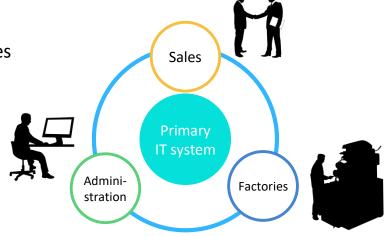
### ☆ Strengthen Sales Capabilities

- Use sales support tools for sharing information and more efficient sales activities
- More activities to add new customers, mainly in growing market sectors
- Proposals for environmentally responsible materials, processes and products
- Faster prototype-to-mass production by using Nakamoto Packs Group equipment strengths
- Cooperation with engineering sections to target high-end products
  - ☆ Higher Productivity, Upgrade Quality and Technologies

☆ Goals of Updating the Primary IT System Definitions of requirements mostly completed, goal is to start operating the system in 2023

(Major elements of the IT system update)

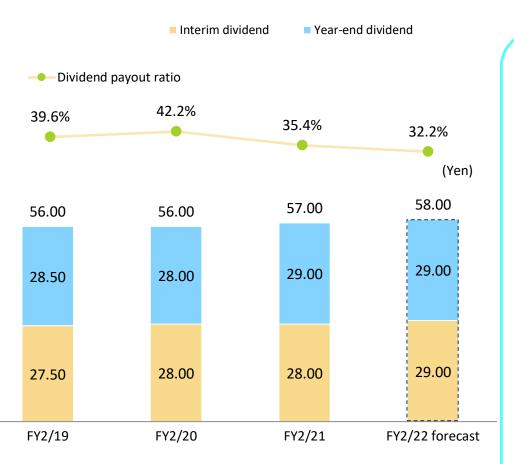
- Faster management decisions by quickly monitoring all performance indicators
- Use of supply chain management for efficient manufacturing and suitable inventory levels
- More efficient sales activities and quality improvement by effectively utilizing data
- Improve efficiency of business processes and realize labor saving by reexamining tasks performed on a regular basis
- Reinforce management of the Nakamoto Packs Group
- · Rigorous measures to boost productivity and cut cost of sales
- Upgraded analytic capabilities
  - →Established a customer service center at Saitama Plant III
- Reinforced product design/coating material development capabilities
  - →Establishment of a technology development team strengthened development activities



## Policy for Shareholder Distributions



### Maintain a stable dividend while retaining earnings as needed



#### Shareholder special benefit plan

#### Eligible shareholders

Shareholders and beneficial shareholders of record as of the end of February in each year who own at least one unit (100 shares) of Nakamoto Packs stock

#### Description of shareholder benefits

100 to 199 shares QUO card (¥1,000) 200 shares or more QUO card (¥2,000)

\* The change (expansion) of the shareholder special benefit plan will be applied to shareholders registered or recorded in the shareholders' register as of the end of February 2021.

#### <u>Date of delivery</u> End of May in each year

End of May in each year (tentative)

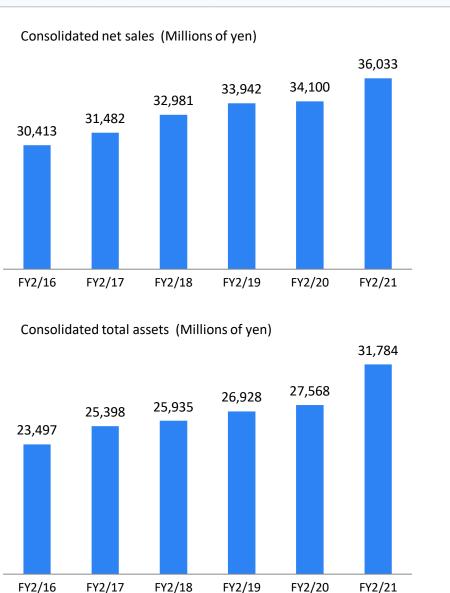


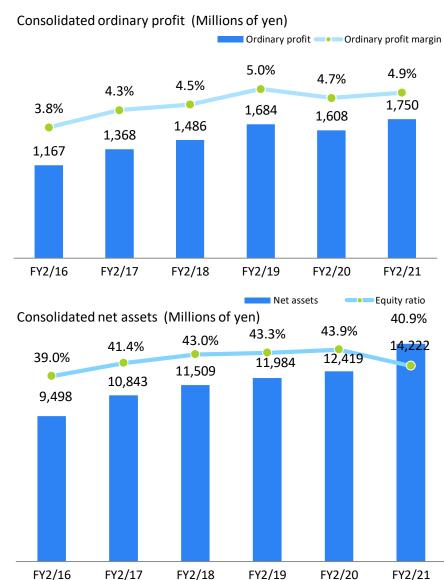


# Reference

## Trends and Results 1/2

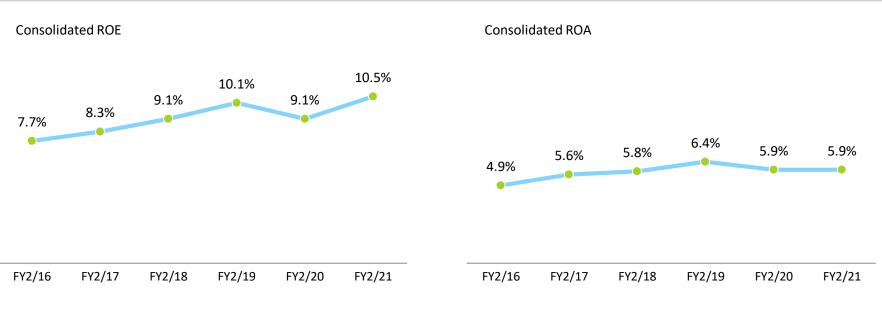




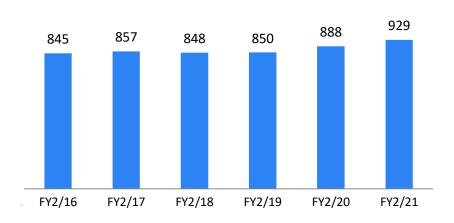


# Trends and Results 2/2



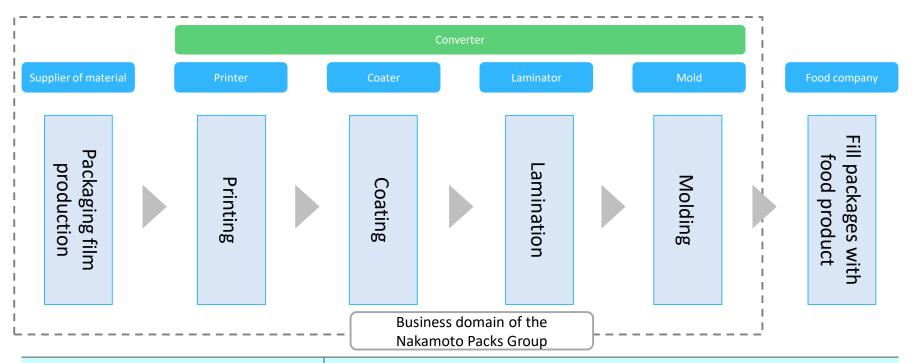


Number of consolidated employees (persons)



## Packaging Material Printing Process (Example)





Process	Explanation
Gravure printing	A form of intaglio printing (a plate with text, patterns and other items engraved in reverse is used for printing) produces very fine differences in color gradations.
Lamination (dry and thermal)	Adhesives are used to bond multiple layers of materials for the purpose of strengthening and adding functions to packaging materials.
Coating	A material is coated with a thin layer of a resin or other substance to protect the material and give it specific functions.
Molding	A plastic sheet is heated to alter its shape (for making a food container, tray, lid or other item) or the inflation method is used to fabricate a plastic film or sheet.

# Management Policies



# 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**

This presentation was prepared for the purpose of providing information about Nakamoto Packs and is not a solicitation to buy or sell any particular security. All or part of the contents of this presentation may be corrected or revised without prior notice. This presentation contains statements about future performance. These statements are not guarantees concerning future performance and actual performance may differ from these statements due to a change in market conditions or some other reason.