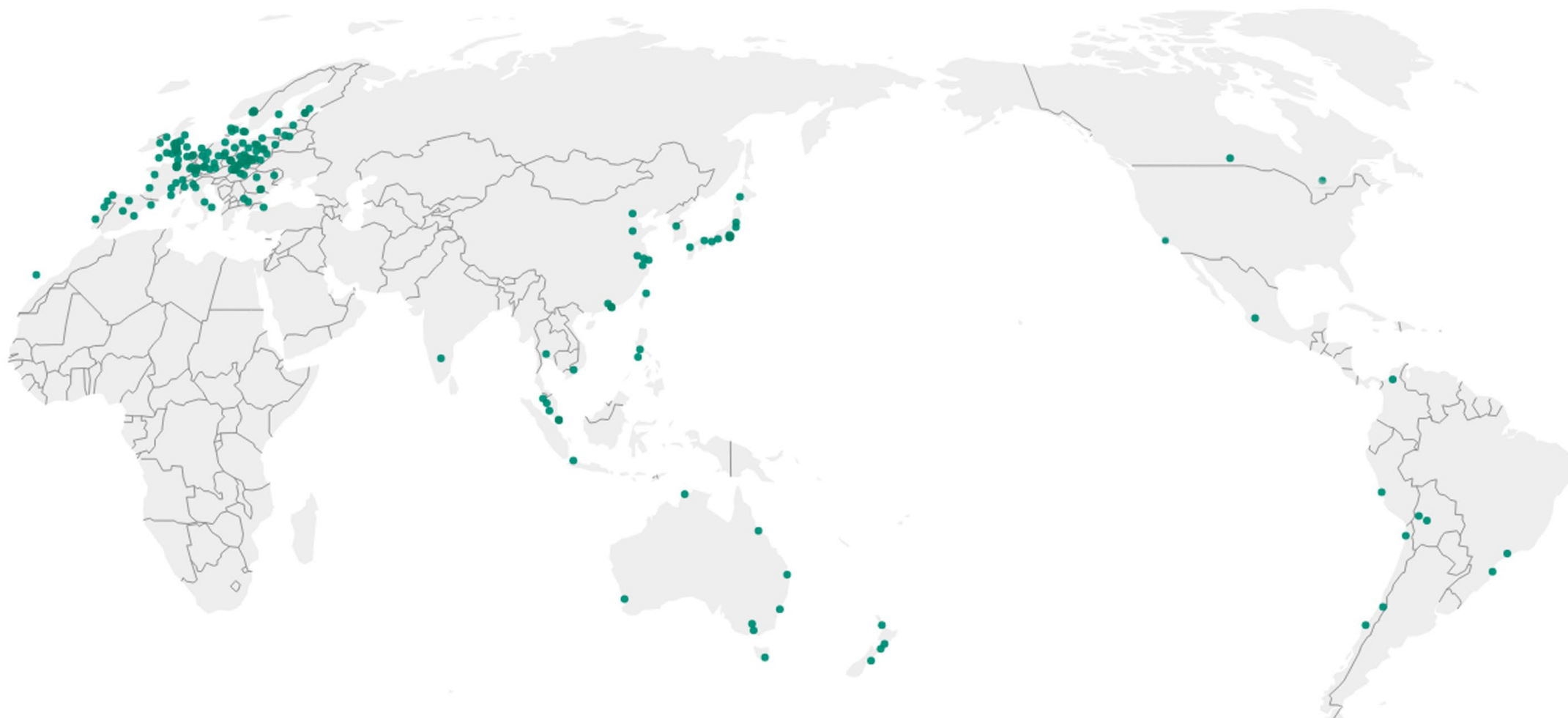




Corporate Presentation



Global Network



47 countries and regions

182 cities

187 locations

(As of March 31, 2024)



Overview of the Group



(As of March 31, 2024)



Kokusai Pulp & Paper Co., Ltd.

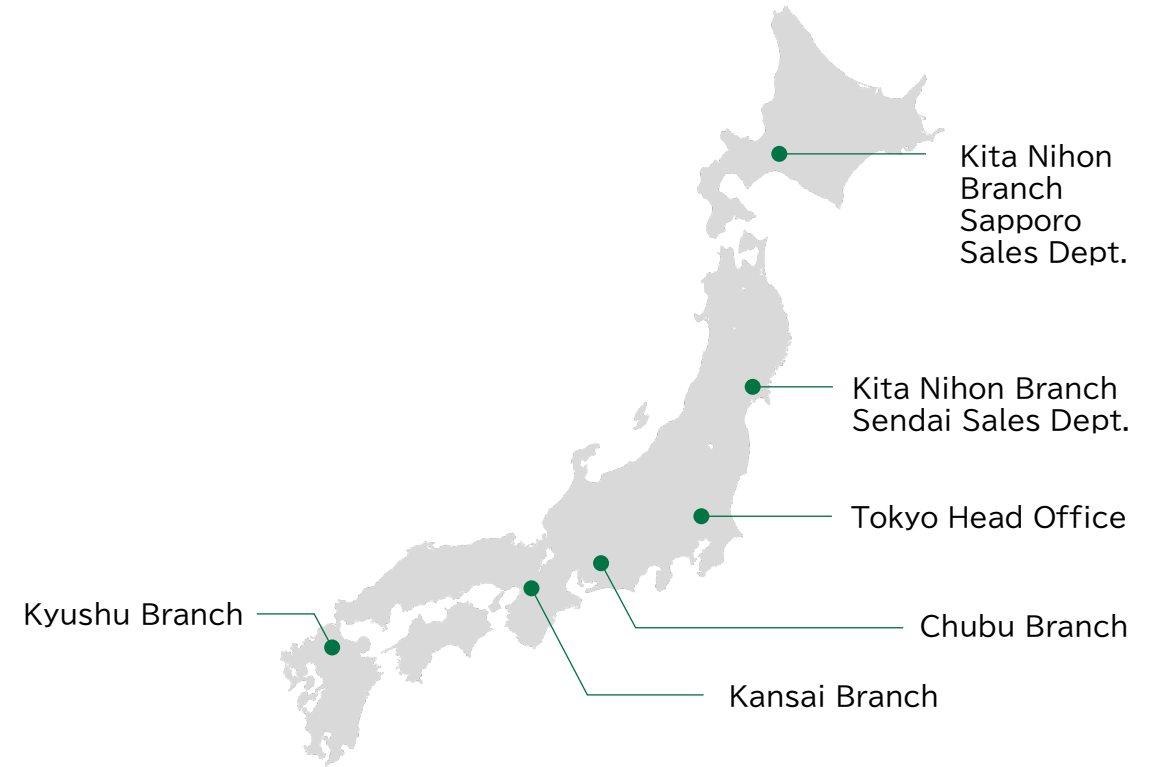
➔ 100-year-old paper trading company

Major Locations

Tokyo, Osaka, Nagoya, Fukuoka, Sendai, Sapporo, Seoul, Taipei, Los Angeles, etc.

Main Businesses and Products

- Purchase, sales, import, and export of paper, paperboard, paper processed goods, pulp, recovered paper, chemical products, paper-related machinery, packaging materials, and other related product
- Holding and leasing of real estate; warehousing



Major Domestic Subsidiaries and Affiliates



- Narumiya Kami-shoji Co., Ltd
- Green Sanai Co., Ltd.
- Okayama Kami-shoji Co., Ltd.

- Musashino Paper Recycling Co., Ltd.
- Kyushu Kami-shoji Co., Ltd.
- KPP Logistics Co., Ltd

- Daidou Paper Trading Co., Ltd.
- Kikyoya Kami-shoji Co., Ltd.
- BMecomo Co., Ltd.

- Oji Fiber Co., Ltd
- KPP Agri Solutions Co., Ltd.

Major Overseas Subsidiaries and Affiliates



- Keishin Papers Trade (Shanghai) Co., LTD
- DaiEi Papers (USA) Corp.

- DaiEi Papers (H.K.) Limited
- DaiEi Papers Taiwan Co., Ltd

- DaiEi Papers Korea Company Limited



Keishin Papers Trade

➔ 14-year-old paper trading company

Major Locations

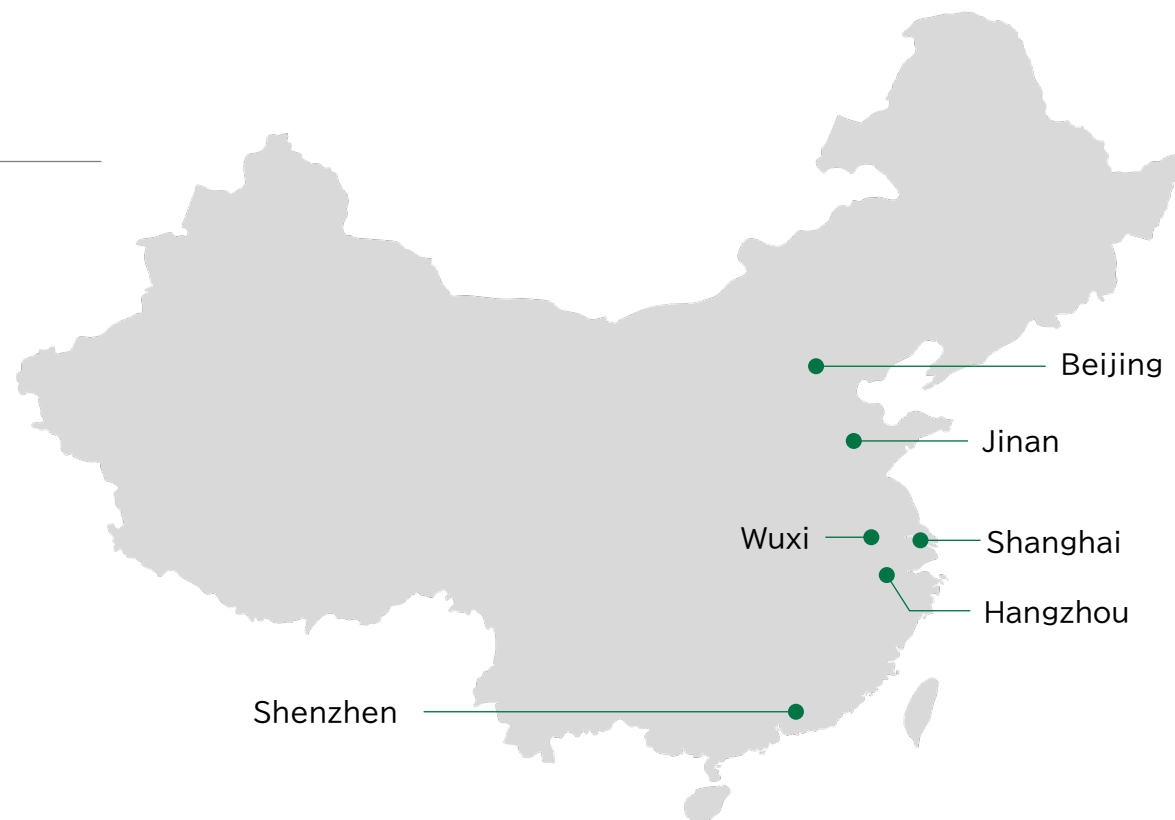
Shanghai, Beijing, Nanjing, Wuxi, Hangzhou, Jinan, Shenzhen, and Guangzhou

Main Businesses and Products

- Processing and sale of papers

Export Sales of Chinese Goods

- ▶ Taking advantage of the KPP Group's sales network, which has expanded to 47 countries and regions around the world, we are expanding exports of Chinese products not only to Asian countries such as Southeast Asia and India but also to Western countries.





Company Overview

Company name	Kokusai Pulp & Paper Co., Ltd.
Established	April 1, 2022 ※Established with the transition to a holding company structure
Representative	Tadashi Kurihara, Representative Director of the Board, President & Executive Officer
Head Office	6-24 Akashi-cho, Chuo-ku, Tokyo, Japan 104-0044
Capital	350 million yen
Number of employees	540(as of March 31, 2024) ※Non-consolidated
Main Businesses	<ul style="list-style-type: none">• Purchase, sales, import, and export of paper, paperboard, paper processed goods, pulp, recovered paper, chemical products, paper-related machinery, packaging materials, and other related products.• Holding and leasing of real estate; warehousing etc.



Businesses





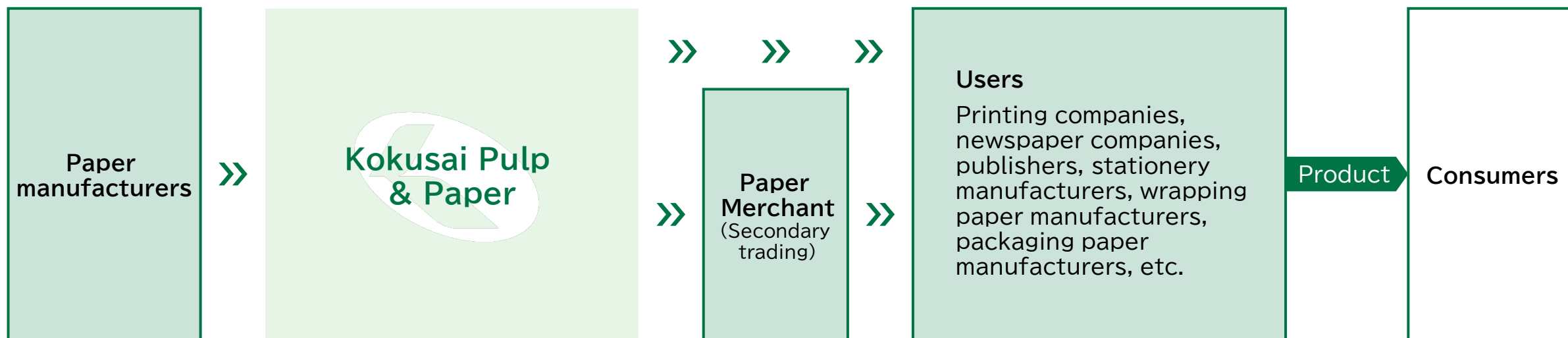
1) Paper and Paperboard Business

Paper

Deals in newsprint, printing paper, and information-related paper. There is a wide range of paper types, and we make proposals that match the properties and characteristics of each type of paper depending on the application.

Paperboard

Paperboard is mainly classified into “container board” and “folding box board” and is widely used for packaging. “Container board” is the base paper used to make corrugated boxes, and accounts for about 80% of all paperboard. “Folding box board” is the base paper for paper boxes such as candy, tissues, cards, etc.





1) Paper and Paperboard Business

Printing Paper

As a medium for information communication, printing paper is mainly used for newspapers, books, magazines, flyers, catalogues, posters and calendars. Product lineup includes fine-quality papers and coated papers, and we provide a wide range of weights and textures to meet the needs of various applications.



Communication Paper

Communication paper is suitable for recording information, and is mainly used for ledger sheets, delivery slips, and photocopier paper. Products include photocopier paper, carbon-free paper, and thermal paper that develops color with heat.





1) Paper and Paperboard Business

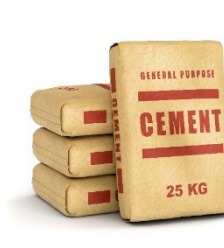
Paperboard

Main paperboard product categories are base paper for container board and paperboard for paper containers, and these products are widely used in packages. Base paper for container board is the base paper for making paperboard boxes and accounts for approximately 80% of all the paperboard we make. Paperboard for paper containers is mainly used in the paper boxes for confectionary, tissues, and so on.



Packaging Paper

Packaging paper includes paper for heavy packaging used to pack heavy industrial products such as cement, rice, and wheat, and paper for lighter packaging used in general packaging, paper shopping bags, and envelopes. These products have a wide range of applications.



Chemical Products

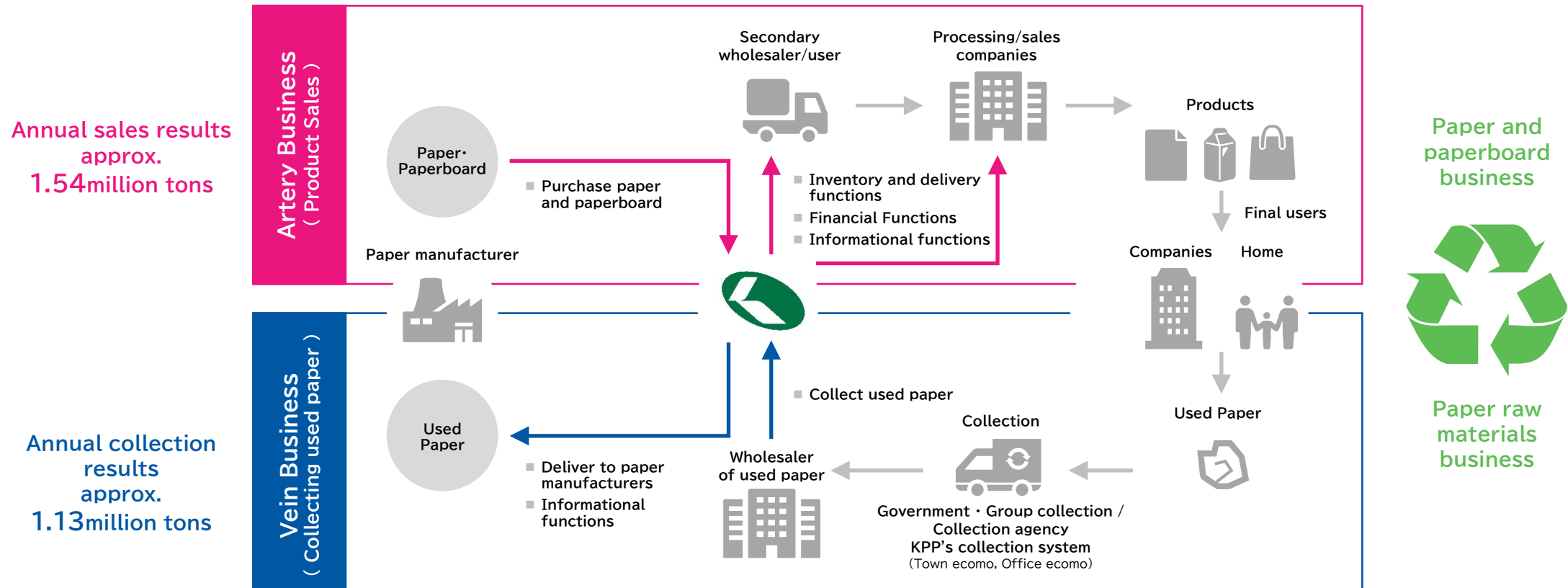
Flexible packaging films made from polypropylene (PP) and other materials are familiar for their use in a wide range of product packaging, including food packaging for vegetables and confectionery, detergents, and shampoo refills because they are strong, lightweight, elastic, suitable for processing, transparent, and has barrier properties. We also handle synthetic paper and plastic cardboard.





2) Paper Raw Materials (pulp and recovered paper) Business

Currently, approximately 40% of the raw material consumed by the entire paper industry is pulp, and the remaining 60% is used paper. Pulp for paper manufacturing is made from fibers extracted from wood and other materials and is used as a raw material for paper. Once used, approximately 80% of paper in Japan is collected as recovered paper and delivered to paper manufacturers. Recovered paper is transformed into new paper after being de-inked and bleached. We procure recovered paper through our nationwide network and sell it to paper manufacturers.





2) Paper Raw Materials (pulp and recovered paper) Business

Pulp

Pulp consists of fibers that are extracted from wood. It varies in type depending on the combination of tree species, manufacturing methods, and other factors. Coniferous wood produces strong and tear-proof paper because of its thick and long fibers, while broadleaved wood produces less strong, yet smooth surface paper because of its thin and short fibers. We procure and sell a wide range of raw materials based on the intended applications of manufacturers. Through the distribution of forest-certified pulp, we promote the procurement of raw materials whose legality and other features can be confirmed.



Recovered Paper

The different types of paper used by consumers as products and the used paper generated by processors during processing are collected as recovered paper. After the recovered paper is delivered to a paper manufacturer, it is deinked, bleached, and then turned into recovered paper pulp, after which it is recycled into paper again. This recycling ring is an environmentally conscious social system that allows us to carefully use the limited resources we have. We procure recovered paper through our nationwide network and sell it to paper manufacturers.





3) Functional Paper and Other Products

Functional Paper

Functional paper is paper that has been treated with chemicals or other processes to add new functions to ordinary paper. It includes a wide range of paper types and applications, from water-resistant paper, which is impermeable to water, to oil-resistant paper, which is impermeable to oil, to IC tags, which are used in warehouse management and product management.



Hana-Omoi (Flower Care)

Hana-Omoi prolongs the lives of cut flowers. The seal-type Hana-Omoi possesses a life-prolonging agent applied to the back of the seal. All you have to do is to peel the seal from the separator and put it into a vase, which then enables the flower to last longer than usual. The product is available in liquid bottles as well as small packs containing the agent.



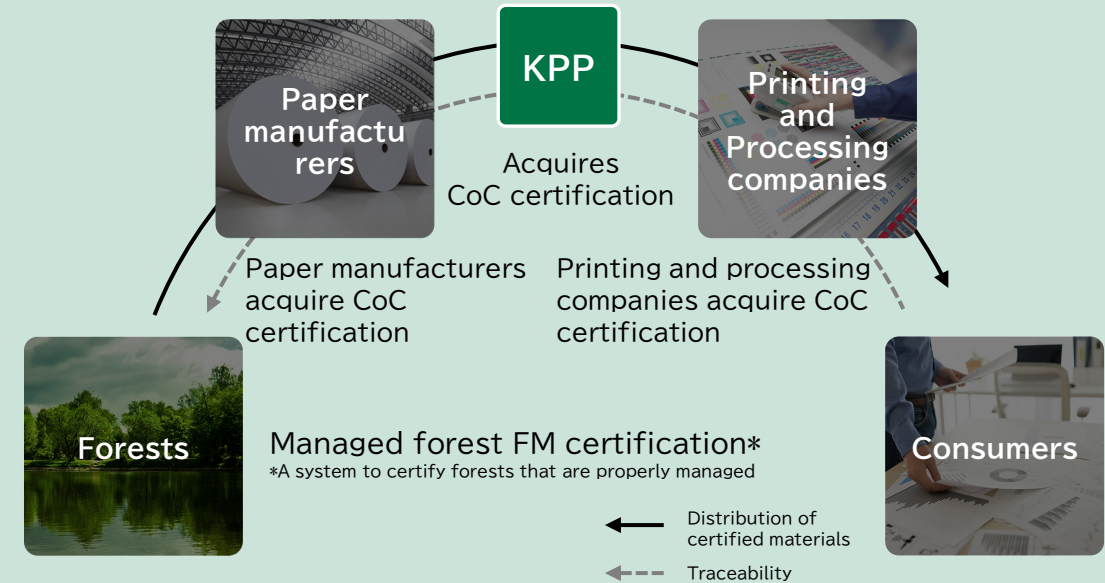


4) Environment-related Business

Managed forest resources

Expanding the handling of forest-certified products

- Forest certification systems attach labels to timber and wood products produced from properly manage forests. The systems ensure appropriate management throughout all stages of production, processing, and distribution, promoting the sustainable use and preservation of forests.
- KPP Group has obtained both Forest Stewardship Council (FSC) Certification and Programme for the Endorsement of Forest Certification (PEFC). These Chain-of-Custody (CoC) certifications verify that KPP Group distinguishes and manages forest-certified paper separately from general goods during the processing and distribution.



FSC Forest Certification
(CoC Certification)
Acquired on January 5, 2004
Valid until December 21, 2028
Certificate No. SGSHK-COC-001603

責任ある森林管理
のマーク



PEF Forest Certification
(CoC Certification)
Acquired on October 1, 2007
Valid until December 21, 2028
Certificate No. SGSJP-PEFC-COC-0213



4) Environment-related Business

Building a collection network of used paper and sale of recovered paper materials

- The Company recycles approximately 70% of the products that it sells
- Presided over the recovered paper wholesaler network "Risanet"
- Deployment of the "ecom" model of recovered paper collection.

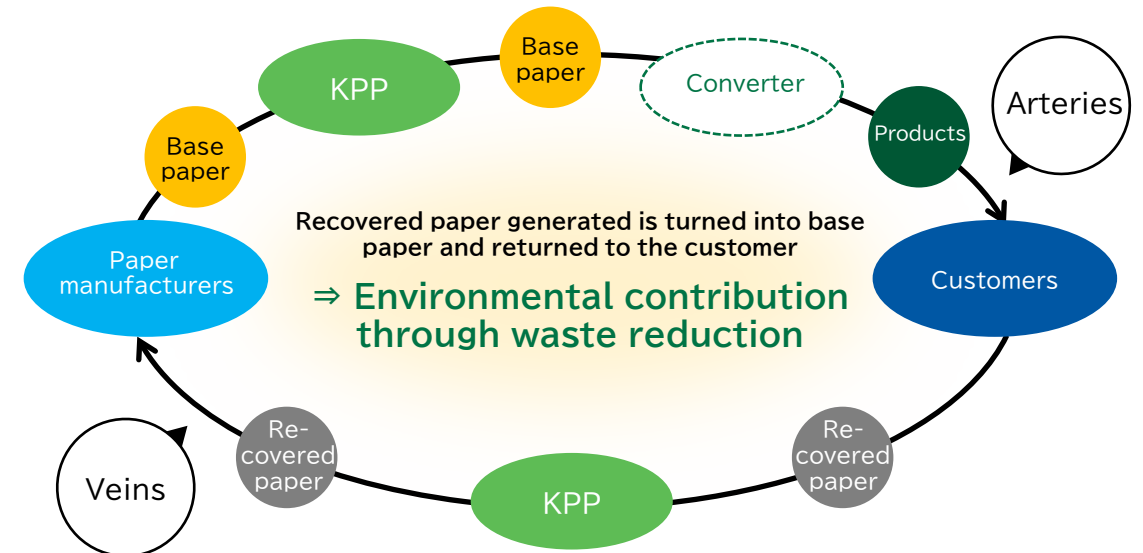


- Town ecom
- Office ecom
- ecom Closed Recycle Service

Town ecom



ecom Closed Recycle Service





4) Environment-related Business

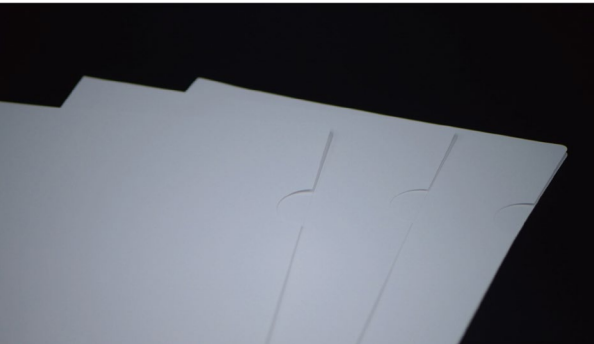
Green Products

Green Products	Promotion of paper solutions	<p>Due to the marine plastic pollution problem, moves to restrict disposable plastic are accelerating in countries around the globe, and demand for paper as an alternative material is rising. In recent years, research and development has been progressed mainly by paper manufacturers, and there has been an increase in examples of food packaging and daily necessities.</p> <p>Examples: Cutlery, clear folders, face covers, hangers, paper packaging, cushioning, packaging, etc.</p>
	Reduction of plastic use	<p>These products reduce the use of petroleum-derived plastic by innovating manufacturing technologies and mixing in biomass-derived pulp and paper to an extent that does not detract from plastic's characteristics such as barrier properties and processing suitability.</p> <p>Examples: Paper-made cold insulation box, paper + film packaging materials, waterproof & oilproof paper, etc.</p>
	Biomass materials	<p>As it is often difficult to switch plastic to other materials due to its various characteristics, research is being conducted with the aim of reducing the environmental impact. Biomass plastic manufactured using biomass materials and biodegradable plastic that is broken down by microorganisms are some examples.</p> <p>Examples: In-store point of purchase (POP) advertising, fishing equipment, cutlery, etc.</p>

Reduced plastic cutlery



Paper-based clear folders



Try-on face cover for clothes shop



Artificial grass made of paper yarn





4) Environment-related Business

Oji Fiber Co., Ltd., which manufactures and processes paper yarn and other textile products made from paper, became a subsidiary.

- In March 2022, Oji Fiber Co., Ltd. became a subsidiary, and it manufactures paper yarn “**Kami no Ito OJO+**” made from Manila hemp.

Features of Kami no Ito OJO+



Lightweight and excellent in water absorption, quick drying property, toughness, deodorization, dyeability and biodegradability.

Wide range of applications including artificial grass, apparel, night wear and daily necessities

Examples of products using Kami no Ito OJO+





4) Environment-related Business

Conclusion of a Sales Distributor Agreement with Ranpak

- In September 2022, a sales distributor agreement was concluded between Ranpak B.V. (“Ranpak”), the largest provider of product protection solutions with paper cushioning material, and Kokusai Pulp & Paper

Details of Ranpak's business

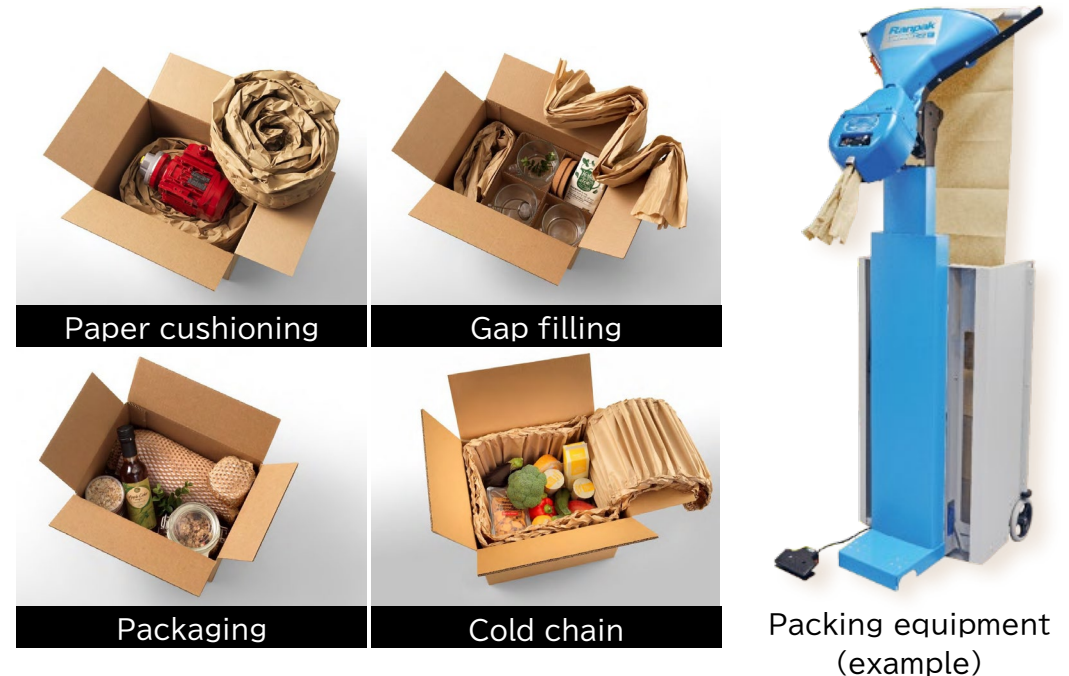
A leading company in the field of paper cushioning material, providing packaging solutions in 50 countries around the world by selling paper packaging materials including protective material and leasing packaging equipment.

Reason for and purpose of the agreement

Switching from plastic to paper protective packaging makes it possible to decrease environmental impact, significantly reduce time required for packaging, standardize packaging operations, and cope with busy seasons.

This agreement was concluded in anticipation of growing demand for paper cushioning materials in Japan, particularly in the EC industry.

→ Antalis was originally a Ranpak distributor in Europe.



We will continue to actively pursue the creation of business synergies among KPP Group companies and the promotion of environmentally friendly products through information exchange.

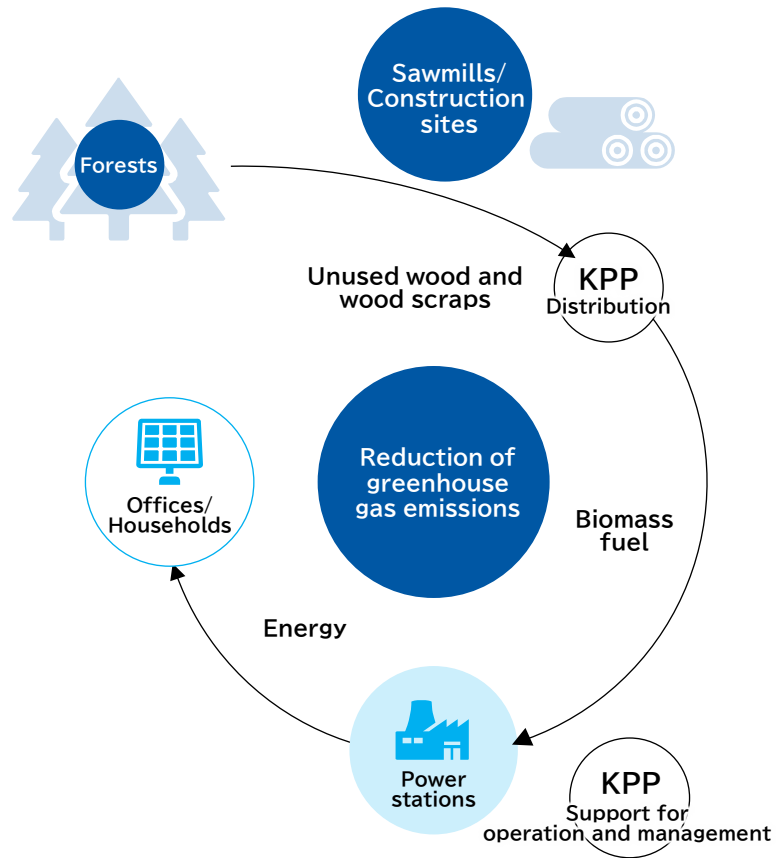


4) Environment-related Business

■ Reduction of GHG Emissions

Contributing to reducing greenhouse gas emissions through projects to support biomass power generation

- Development of **BMecomo**, an operation support system for biomass power plants using AI and IoT technologies
- Purchase unused wood, waste wood, and scrap wood, and supply them to biomass power plants



BMecomo



<https://bmecomo.com/>

BMecomo supports daily operations and business management by gathering and analyzing all data obtained from biomass power plants, utilizing the latest technology and providing visualization, thereby helping maximize the profits of biomass power plants. Purchase waste wood from construction material manufacturers and supply it to biomass power plants.

Digital Marketing Initiatives

Service site “SHIFT ON”

SHIFT ON is a key component of our digital marketing initiatives to establish customer connections and generate prospects. Simultaneously, marketing automation (MA) tools are implemented to enhance our marketing efforts.



Comprehensive support for the planning and implementation of environmental projects, including SDGs and carbon neutrality.



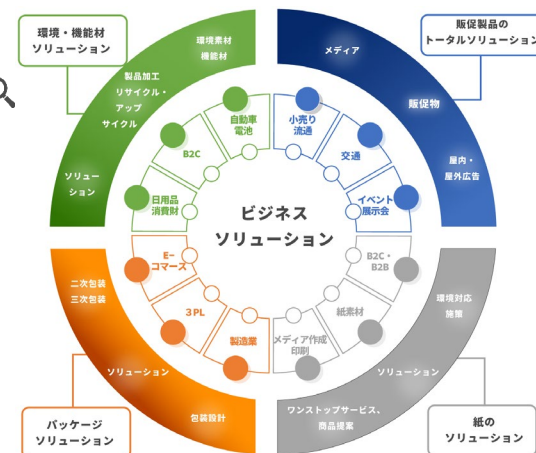
Helping customers solve their management issues through the development of packaging materials and original packaging.



We provide comprehensive support for creating sales promotion tools for both inside and outside stores, covering everything from material selection to supply



From providing paper as a medium to coordinating products and environmental response measures, we solve all paper-related issues



We analyze customer needs from four key perspectives: **environment/functional materials**, **packaging**, **sales promotion**, and **paper**, and provide solutions that can be effectively implemented with the right materials and systems.

- By doing so, we help address key management challenges such as improving operational efficiency, reducing costs, reforming work styles, and improving corporate value

Customer concerns and issues

Improve operational efficiency

- ✓ Sales are slow because of limited daily shipments
- ✓ Packing is a bottleneck and shipping is not progressing smoothly
- ✓ Too much cushioning

Standardize operation

- ✓ Inconsistent cushioning material usage by different workers affects service quality
- ✓ The speed of the packing work is different from line to line, complicating management
- ✓ Want to improve the packing skills of temporary workers hired during the busy season

Green efforts

- ✓ Unsure where to start with environmental initiatives
- ✓ Interested in initiatives to replace current products with paper-based alternatives
- ✓ Looking for alternative packaging that can contribute to SDGs

Operational improvement proposal



Improving operational efficiency and leveling operations through the introduction of automated machines for packaging

Green material proposal



Achieve plastic-free operations by changing some of the packaging materials from petroleum-derived materials to paper



PAPER MALL (EC Site for Paper-Related Products)



Our website, **Paper Mall**, offers approximately 1,000 types of general and specialty papers, as well as paper products, available for purchase from a single sheet.

Samples and sample books can be ordered free of charge, and we also offer a custom cutting service of general paper to meet diverse customer needs.

We have expanded our “Green Products” series of environmentally friendly items (see below) to support stakeholders working on SDGs.

As a comprehensive paper-related website, we leverage our strengths as a paper specialist, including prompt deliveries through KOKUSAI PULP & PAPER CO., LTD. network, access to the latest paper industry news, and the ability to answer questions and provide consultations about paper.

Green Products: Environmentally friendly products



<https://www.kpps.jp/papermall/greenproducts/>



Promotion of paper solutions

Microplastics contribute significantly to marine pollution, highlighting the urgent need for alternative materials. We are committed to transitioning to paper-based products to replace plastic.



Plastic Reduction

We aim to reduce plastic usage by incorporating alternative materials while preserving the essential properties of the plastic. Our efforts focus on developing materials and products that minimize plastic content.



Bioplastics

Bioplastics return to the soil as compost and do not remain after being decomposed by microorganisms and other natural elements. We are developing materials and products to explore the potential of biodegradable plastics and biomass-based plastics.



Paper Innovation for a Connected Future