



Corporate Presentation



Global Network



43 countries and regions

134 cities

151 locations

(As of March 31, 2023)



Overview of the Group

KPP Group Holdings

Business lines

Control and management of business activities of subsidiaries through ownership of shares or equity interests in subsidiaries; holding and leasing of real estate; warehousing, etc.

- Established 1924
- Employees(consolidated basis) 5,457

- Consolidated subsidiaries 94
- Locations 151

Asia-Pacific (Oceania, Southeast Asia, India)

Spicers Limited



Business lines

Commercial print, digital media, label packaging, industrial packaging, signs and displays, consumables and hardware, architectural finishes

- Established 1896
- Employees 340
- Locations 14

KPP ASIA-PACIFIC PTE. LTD.

Business lines

Regional management company in Southeast Asia

- Established 2015
- Employees 101[※]
- Locations 23

※Total employees in Group locations

Northeast Asia

Kokusai Pulp & Paper Co., Ltd.



Business lines

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.

- Established 2022
- Employees 988
(consolidated basis) (including subsidiaries in Japan and overseas)
- Location 15

Europe, North America, South America

Antalis S.A.S.



Business lines

Paper and paper-related products, packaging, and visual communication

- Established 2000
- Employees 3,972
- Locations 99

(As of March 31, 2023)

Kokusai Pulp & Paper Co., Ltd.

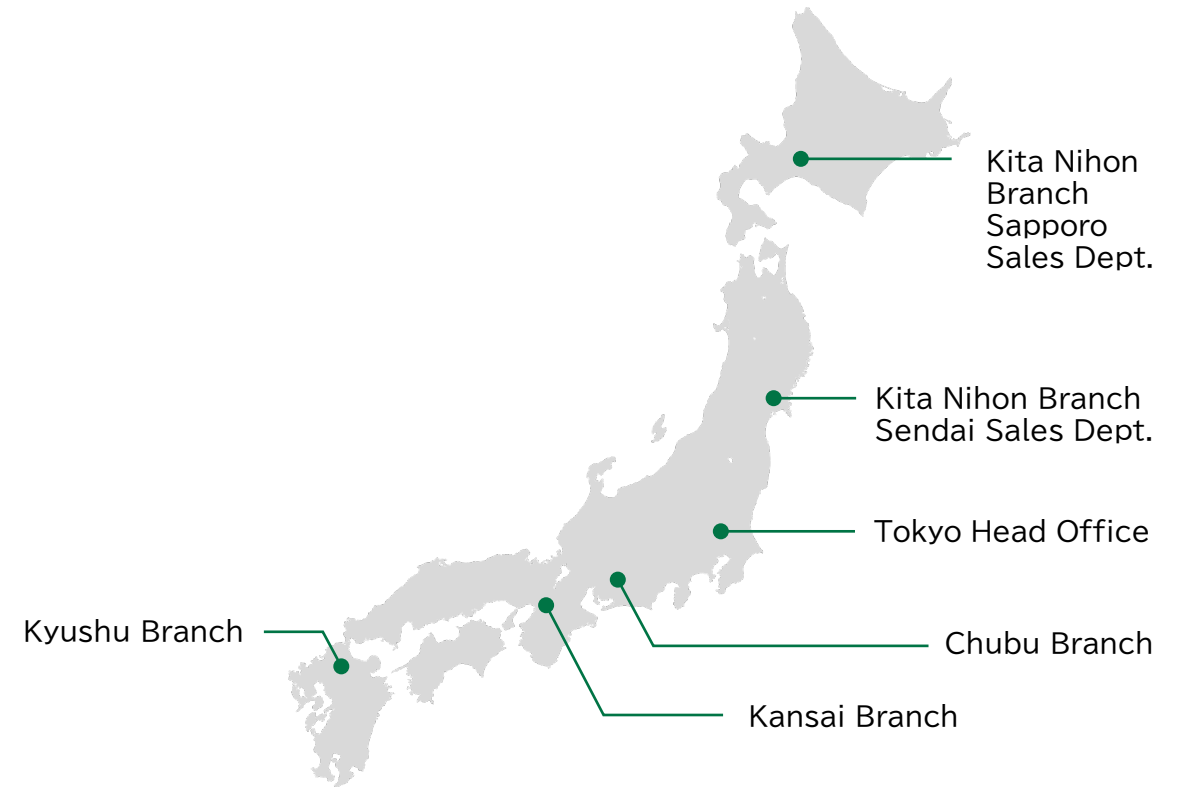
➔ 99-year-old paper trading company

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 products
- 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

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



Kokusai Pulp & Paper: China

Keishin Papers Trade

➔ 13-year-old paper trading company

Major Locations

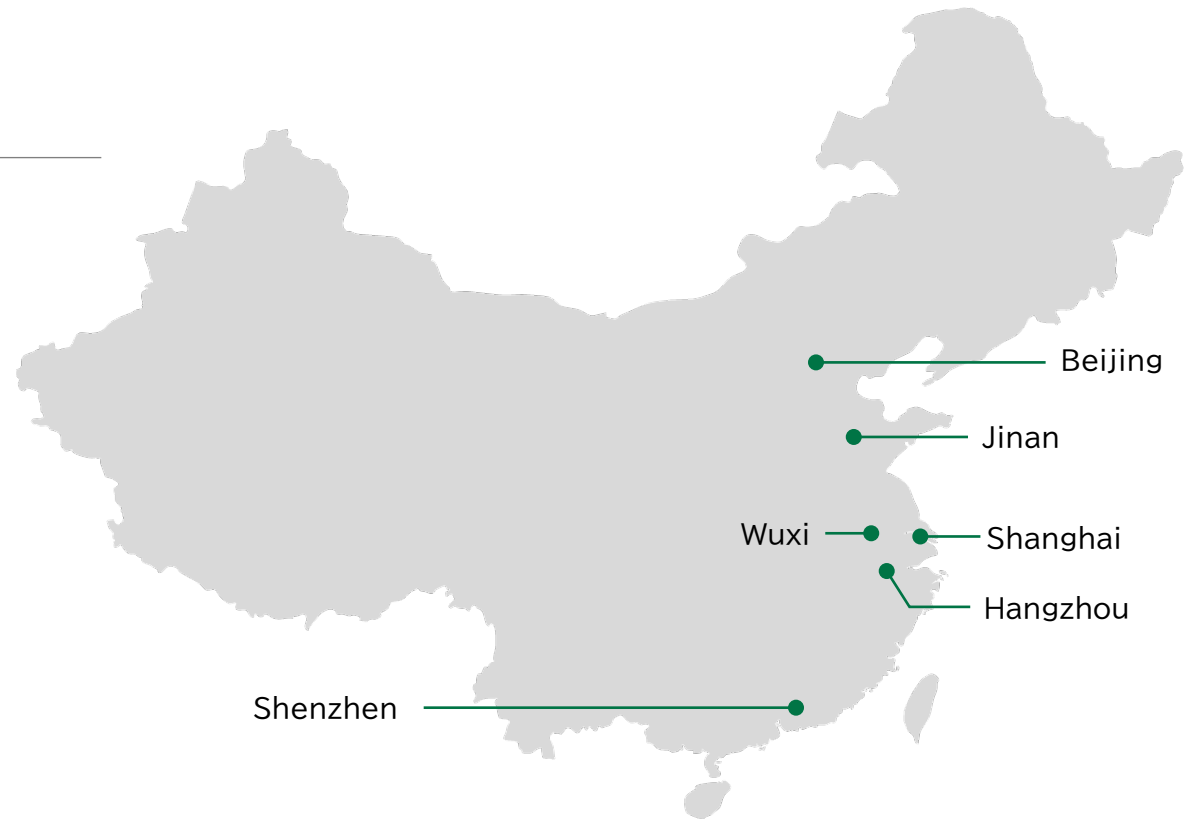
Shanghai, Beijing, Nanjing, Wuxi, Hangzhou, Jinan, Shenzhen, and Guangzhou

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 45 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, President & Executive Officer
Head Office	6-24 Akashi-cho, Chuo-ku, Tokyo, Japan 104-0044
Capital	350 million yen
Number of employees	547(as of March 31, 2023) ※Non-consolidated
Main Businesses	<ul style="list-style-type: none">• Purchase, sales, import and export of paper, paper processed goods, pulp, recovered paper and chemical products, and so on.• Holding, leasing, purchase, sales, management, and brokerage of real estate.• Warehousing



Businesses





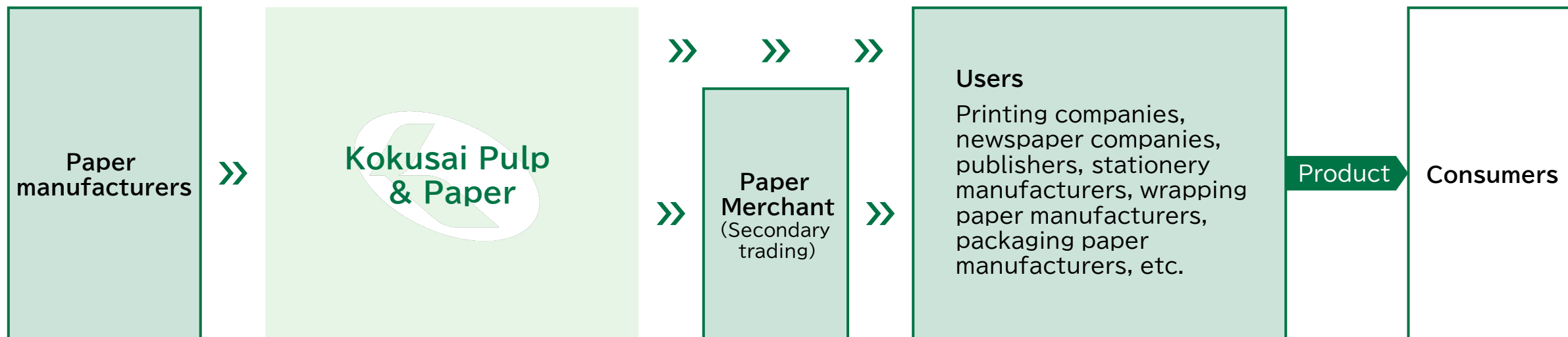
1) Paper and Paperboard Business

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

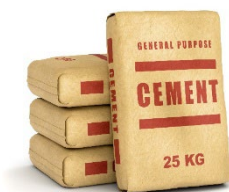
Paperboard

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.



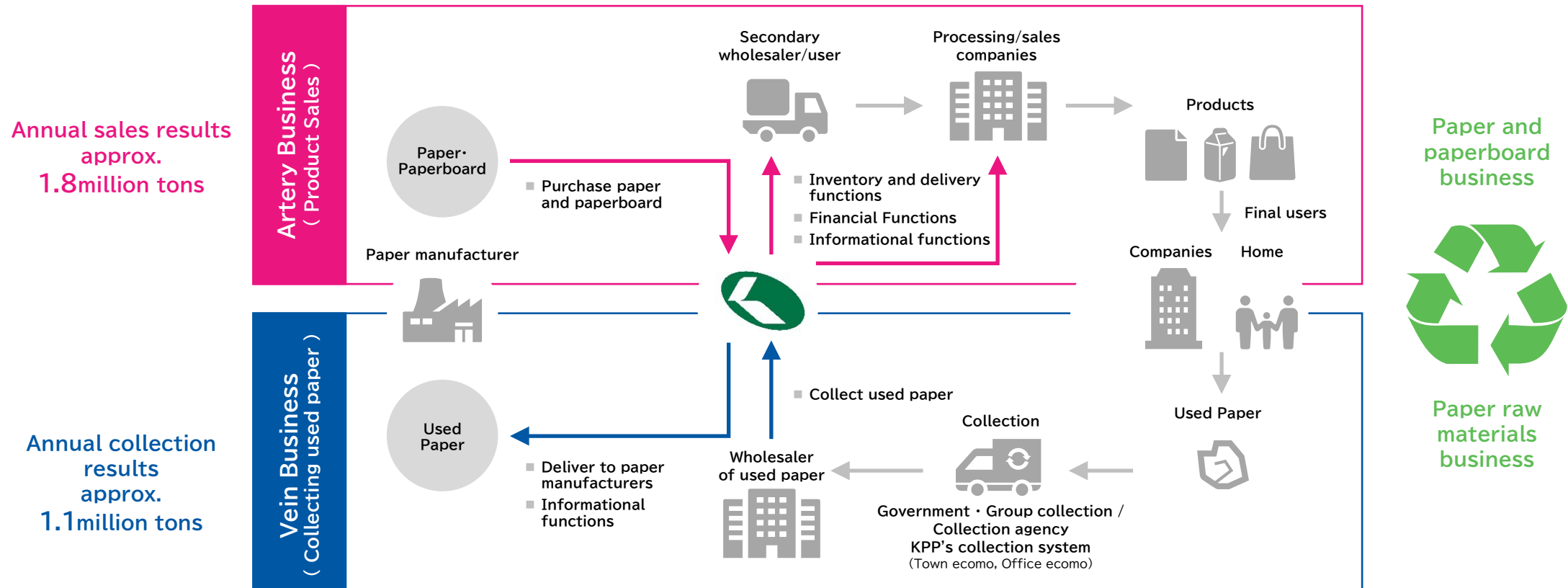
Chemical Products

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.

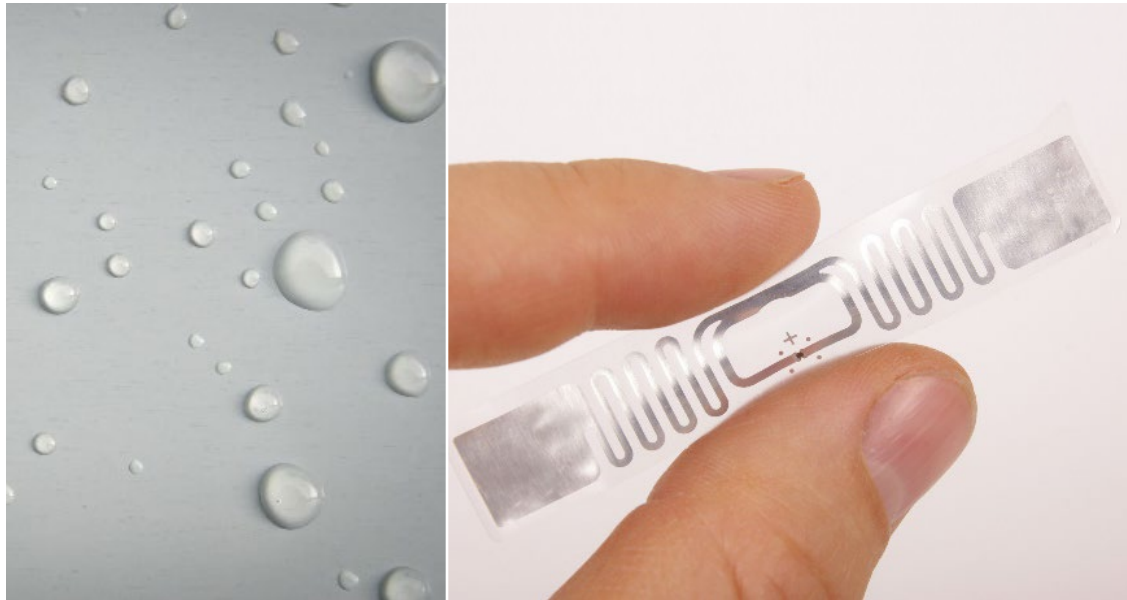




3) Functional Paper and Other Products

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

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

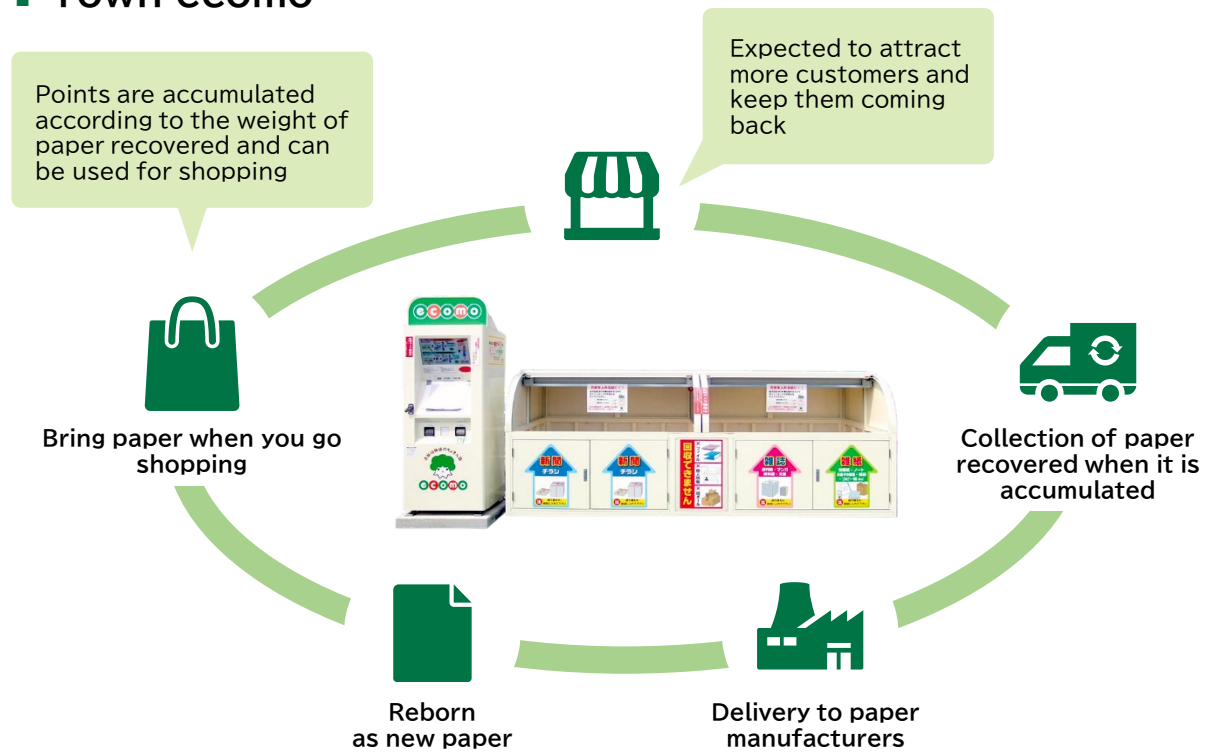
Building a collection network of used paper and sale of recovered paper materials

- The Company recycles approximately 60% of the products that it sells
- Presided over the recovered paper wholesaler network "Risanet"
- Deployment of the "ecom" model of recovered paper collection.

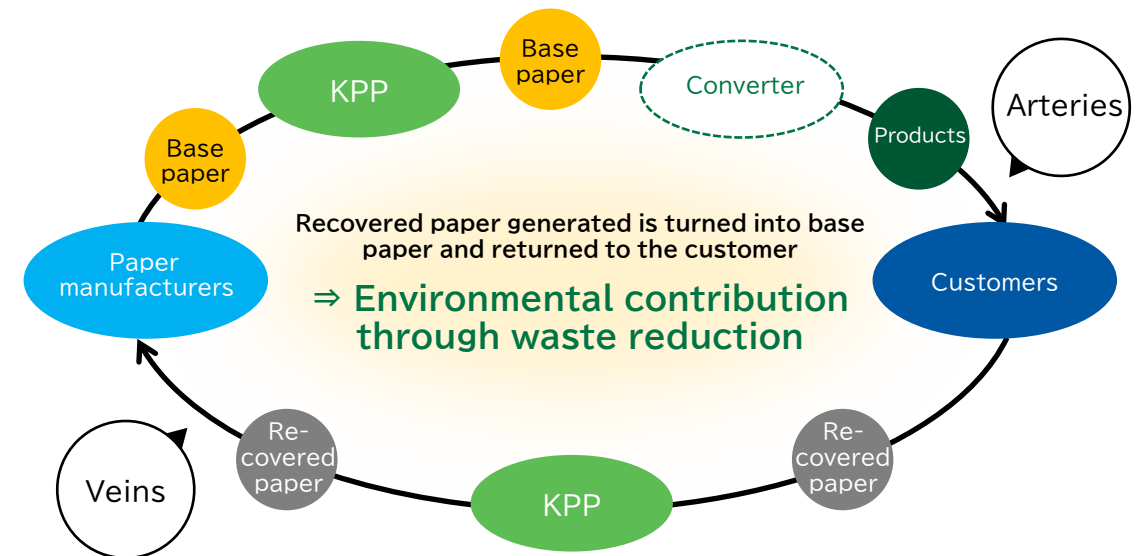


- Town ecom
- Office ecom
- ecom Closed Recycle Service

Town ecom



ecom Closed Recycle Service



4) Environment-related Business

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

Capital and business alliance with Amica Terra Co., Ltd., engaged in the sale and manufacturing of non-plastic products.

- In February 2022, formed a capital and business alliance with Amica Terra Co., Ltd., which is engaged in **plastic substitute materials (modo-cell®) made mainly from plant fibers (cellulose)**.

Characteristics of modo-cell®

Plants are the main raw material, and plant residues that were previously discarded of can be used as raw materials.

The main raw material is plants, and so it completely biodegrades on the ground and in the soil.

No special mold is required for molding, and products can be manufactured using general plastic molding machines.

Effective for disposing of abandoned bamboo forests and agricultural waste.

Possible to reflect the characteristics of plants used as raw materials in products.

「modo-cell®」



Examples of products using modo-cell®



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.



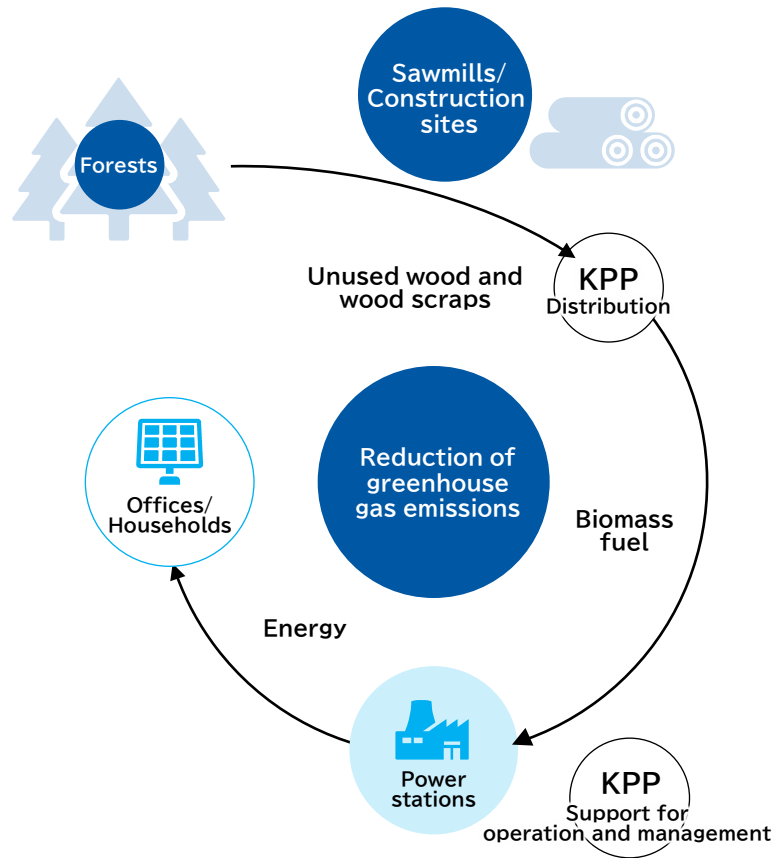
We will continue to actively pursue the creation of business synergies among KPP Group companies and the promotion of environmentally friendly products through information exchange.

4) Environment-related Business

Reduction of GHG Emissions

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

- Development of **BMecomom**, 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



BMecomom



<https://bmecomom.com/>

BMecomom 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”

Part of our digital marketing initiatives. The goal is to create customer contacts and prospects. At the same time, we will introduce marketing automation (MA) tools to sophisticate marketing.

Environmental and new functional materials solutions

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

Packaging solution

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

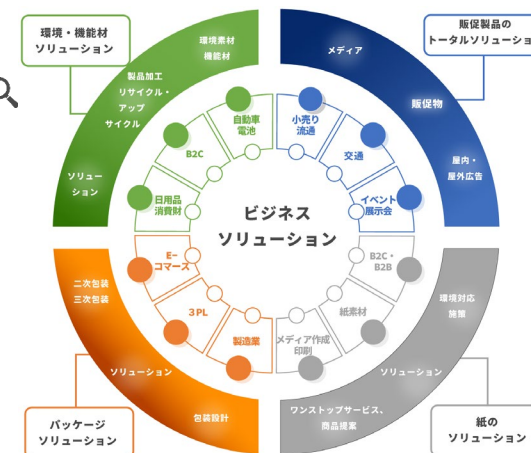
Total solution for sales promotion

Comprehensive support for the policies of sales promotion tools installed inside and outside stores, from material selection to supply

Total solution for paper

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

未来にかさねて
SHIFTON
<https://shifton.kpp-gr.com/>



Analyze the potential needs of customers from the four perspectives of “environment/functional materials,” “packaging,” “sales promotion,” and “paper” thereby providing solutions that can be realized with materials and systems

- Solve important management issues such as improving operational efficiency, reducing costs, reforming work styles, and improving corporate value

Customer concerns and issues	Improving operational efficiency	<input checked="" type="checkbox"/> Sales are slow because of limited daily shipments <input checked="" type="checkbox"/> Packing is a bottleneck and shipping is not progressing smoothly <input checked="" type="checkbox"/> Too much cushioning
	Standardizing of operation	<input checked="" type="checkbox"/> Different workers put in different amounts of cushioning material. Quality of service is not standardized. <input checked="" type="checkbox"/> The speed of the packing work is different from line to line, complicating management <input checked="" type="checkbox"/> Want to improve the packing skills of temporary workers hired during the busy season
	Green efforts	<input checked="" type="checkbox"/> Do not know what to start with in terms of environmental initiatives <input checked="" type="checkbox"/> Packing is a bottleneck and shipping is not progressing smoothly <input checked="" type="checkbox"/> 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)



1枚から紙を買えるネット通販
PAPER MALL
<https://www.kpps.jp/papermall/>



Our website “Paper Mall” offers approx. 1,000 types of general paper, specialty paper and paper products, which can be purchased from a single sheet of paper.

Samples and sample books can be ordered free of charge, and we also offer a processing service to cut general paper into desired sizes to meet a wide range of customer needs.

We have strengthened the lineup of our “Green Products” series of environmentally friendly products (see below) to help all stakeholders who are working on SDGs.

This is a comprehensive paper-related website that makes the most of the strengths of our company, a paper specialist, such as the ability to make prompt deliveries through the network of KOKUSAI PULP & PAPER CO., LTD., the ability to check the latest paper-related information such as paper industry news, and the ability to receive questions and consultations about paper.

Green Products: Environmentally friendly products



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



Promotion of paper solutions

Microplastics are a cause of marine pollution. There is a need to develop materials that can replace plastic.
We are working to change to paper, i.e., switching to products made from paper.



Plastic Reduction

We will reduce the amount of plastic used by mixing in other materials while maintaining the properties of the plastic.
We are developing materials and products to reduce the amount of plastic used.



Bioplastics

Plastics that 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 in search of the possibilities of biodegradable plastics and biomass plastics.



Paper Innovation for a Connected Future