OKURA



Consolidated Financial Results for the Fiscal Year Ended December 31, 2023

February 21, 2024 Okura Industrial Co., Ltd.



OKURA





- **Consolidated Financial Results Forecast** 02. for the Fiscal Year Ending December 31, 2024 (FY2024)
- **Promotion of Sustainability** 03.
- **Action to Implement Management** 04. that is Conscious of Cost of **Capital and Stock Price**
- **Reference Materials** 05.

経営ビジョン Next10(2030)

経営理念

次の10年間に向けた「ありたい姿」

サステナビリティ

技術的な成長、中長期的な企業価値向上 サステナビリティ基本方針、基本原則 環境方針 品質方針 コーポレートガバナンス基本方針

ESG

社会と共生する事業活動 中期経営計画 年度事業計画 事業を通じて実現 ESG経営

社 訓

大倉工業倫理網領





Consolidated Financial Results for the Fiscal Year Ended December 31, 2023



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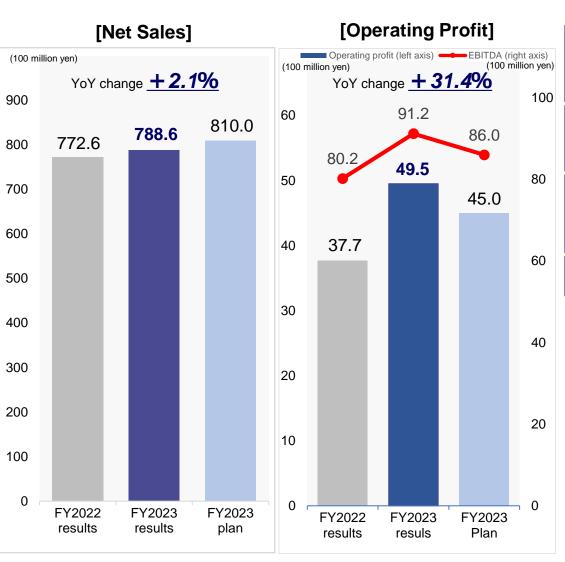


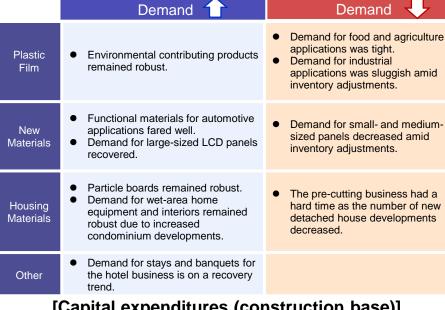
Market Developments that Concern the Company during the Period under Review

Japan	Domestic naphtha prices in the fourth quarter of FY2023 were ¥72,800/KL, remaining high at almost the same level compared to the fourth quarter of the previous year.
	Although the restaurant and service industries are showing recovery trends due to increased inbound consumption, demand for food and daily necessities decreased as consumers held off buying, mainly due to price hikes.
	Lumber prices in December 2023 dropped by 14.1% from the peak (August 2021) to ¥16,400/m³. New housing starts in 2023 edged down by 4.7% YoY to 854,979.
Overseas	Demand for polarizing plates for large-sized flat panel displays is on a recovery trend. Wider films are in greater demand as Chinese polarizing plate manufacturers ramp up their production capacity.
	Global smartphone shipments in 2023 are at the lowest level in the past decade at 1.17 billion units, down 3.2% YoY. PCs and tablets were also weak. The semiconductor market, too, remained sluggish.
	As production recovered in the auto industry, related demand increased (both at home and abroad). Domestic production increased YoY for the 12th consecutive month.
	Decrease in demand for Japanese food, beverages, daily necessities, etc. in China also led to a decrease in demand for packaging.



Net Sales, Operating Profit (Consolidated)



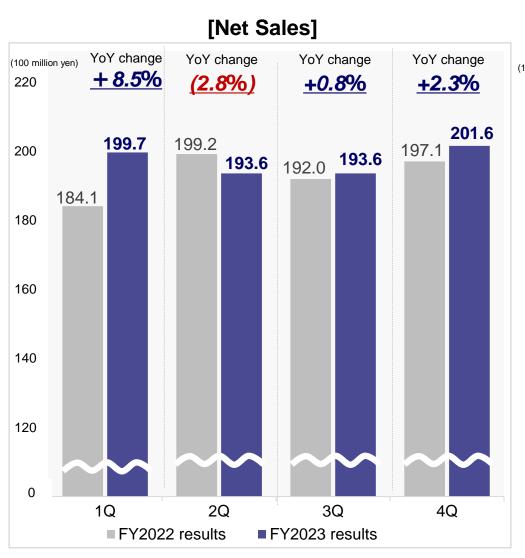




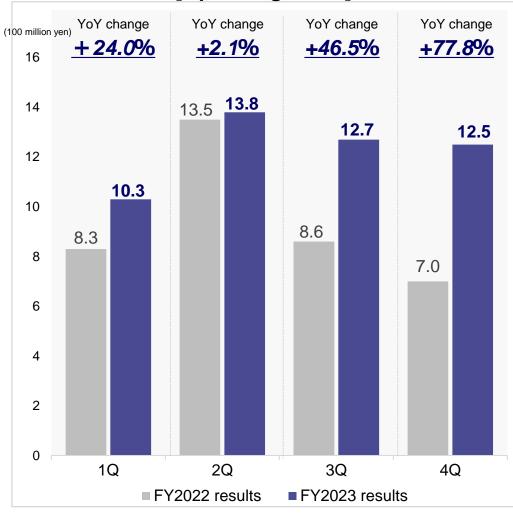




Quarterly net sales and operating profit



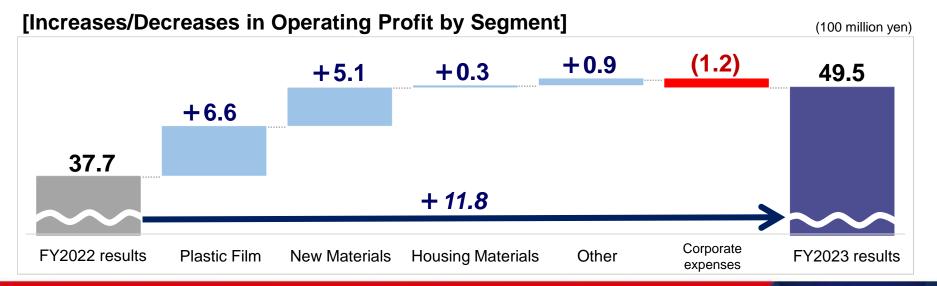
[Operating Profit]





Increases/Decreases in Net Sales and Operating Profit by Segment





37.7

FY2022

results

Sales

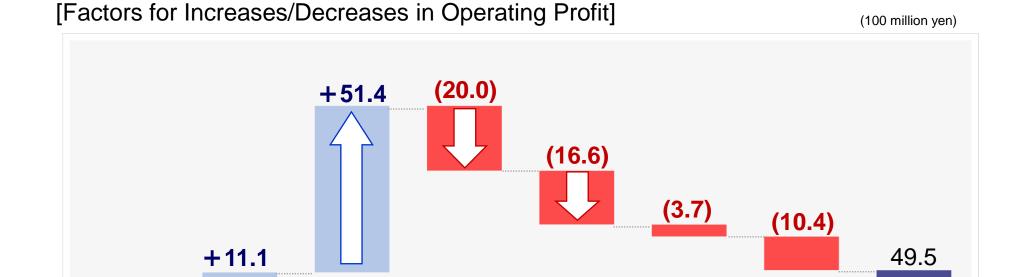
volume

Selling price,

product mix



Increases/Decreases in Operating Profit (Consolidated)



+ 11.8

Electric power +

other variable

costs

Fixed cost

Inventories

and others

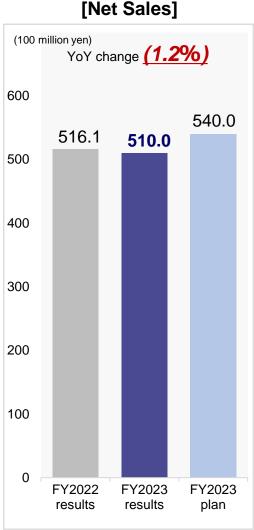
Raw materia

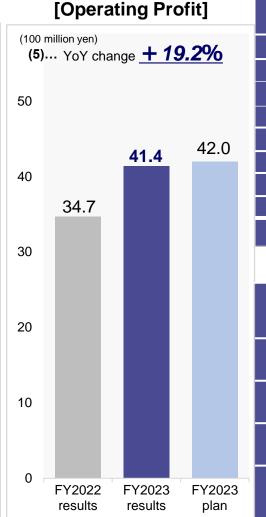
prices

FY2023



Plastic Film Division





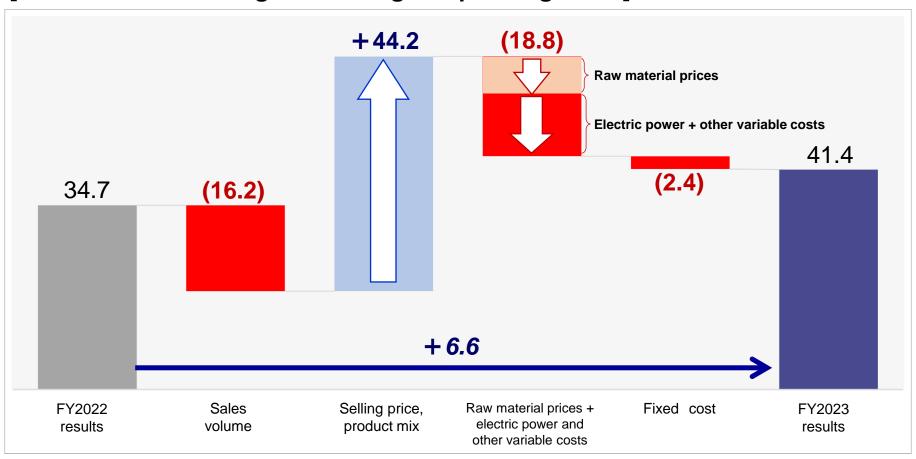
[Net Sales by Business Unit]	FY2023 (million yen)	YoY change	
Life and Package	17,885	(1) (3.4%)	
Shrink Film	9,601	(1.3%)	
Flexible Packaging Materials	6,371	(9.6%)	
Liquid Packs	1,913	+9.4%	
Process Materials	6,262	(2) (7.3%)	
Basic Materials	20,085	(3) +1.5%	
Agricultural Materials	5,483	(4) (0.5%)	
Other	1,288	+23.8%	
Total	51,005	(1.2%)	

- Films for food and daily necessities decreased due to dampened consumer appetite. Exports of packaging materials also declined due to lower demand in China.
- Protection films for electronic materials struggled as inventory (2) adjustments continued due to adverse market conditions.
- Sales volume decreased but the net sales fared well as the transfer of (3)higher costs to product prices proved to be successful.
- Sales volume decreased mainly due to the reaction to strong demand (4) in the previous year and farmers holding off buying.
- Operating profit increased due to the continuous transfer of higher costs to selling prices and the cost reduction by way of productivity (5)enhancement.



Plastic Film Division

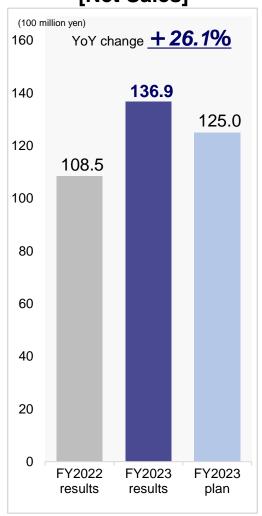
[Factors for Increasing/Decreasing in Operating Profit]



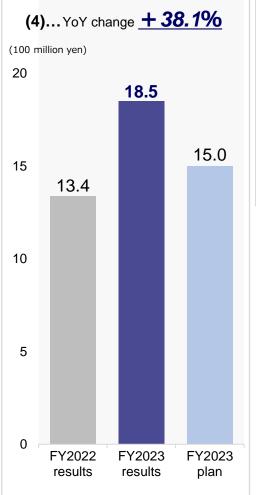


New Materials Division

[Net Sales]



[Operating Profit]

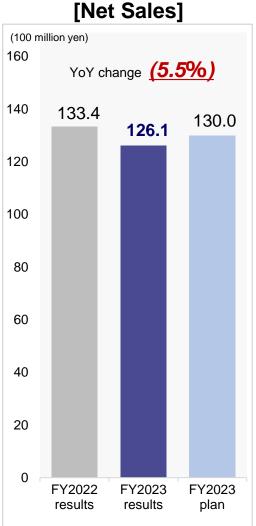


[Net Sales by Business Unit]	FY2023 (million yen)	YoY change
Functional Materials	3,559	(1)+21.4%
Electronic Materials	2,192	(2) (6.7%)
Optical Materials	7,856	(3)+43.0%
Other Products	84	+5.8%
Total	13,691	+26.1%

- Functional material films for automobiles (headrests and paint protection films) and films for sealant substrates sold briskly.
- Decrease in demand for small- and medium-sized panels for smartphones, tablet computers, etc. had an impact.
- Optical films for large-sized LCD panels fared well as demand recovered.
- Operating profit increased as a result of efforts to improve yield and productivity, in addition to sales increase.



Housing Materials Division



_	[Operating Profit]							
	(100 m	nillion yen)						
	(4) YoY change + 4.5%							
	10				I			
		8.6	9.0					
	8			8.0	١			
	6							
	4							
	_							
	2							
	2							
	0	FY2022 results	FY2023 results	FY2023 plan				

[Ne	et Sales by Product Category]	FY2023 (million yen)	YoY change		
Part	icle Boards	7,685	(1) +6.0%		
Envi	ironmental Materials	794	(2) (19.7%)		
Hou	sing Materials	432	+20.1%		
Hou	sing Business	1,121	+1.1%		
Pre-	cutting Business	2,854	(3) (27.2%)		
Elim	inations/Reclassification	(275)	-		
	Total	12,612	(5.5%)		
(1)	Sales increased as sales of engineered wood boards for interiors (kitchens, washstands, etc.) grew.				
(2)	Sales of eco-friendly concrete mold panels (comori®) were sluggish in light of decreases in concrete formwork panel prices and construction demand.				
(3)	Sales decreased due to a drop	in lumber pric	es and		

Operating profit increased contributed by focus on continued

stable production of particle boards and increase in sales of

deterioration in housing starts.

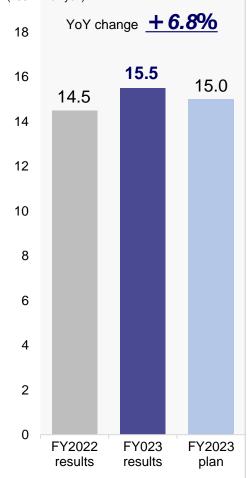
high value-added products.



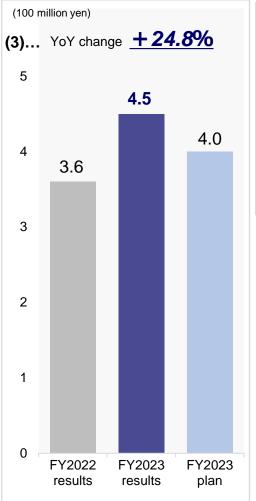
Other Businesses

[Net Sales]





[Operating Profit]



[Net Sales by Business]	FY2023 (million yen)	YoY change
Hotel	804	(1) +34.4%
Information Processing	1,419	(2) +0.5%
Real Estate Leasing	553	(14.9%)
Eliminations/Reclassification	(1,222)	_
Total	1,553	+6.8%

- Hotel stays and banquets recovered as COVID-19related movement restrictions were eased.
- Net sales increased as system development remained robust.
- Operating profit increased mainly due to an increase in sales and a decrease in fixed costs.



Consolidated Statements of Income

	FY2022	FY2023	YoY change	Key components
Net sales	772.6	788.6	+16.0	
Operating profit	37.7	49.5	+11.8	
Non-operating income	5.7	5.2	(0.4)	
Non-operating expenses	0.7	0.6	(0.0)	
Ordinary profit	42.7	54.1	+11.4	
Extraordinary income	15.4	4.3	(11.0)	[Previous FY] Gain on sale of non-current assets: 15.4 [Current FY] Gain on sale of investment securities: 4.2
Extraordinary losses	5.3	1.6	(3.7)	
Profit before income taxes	52.7	56.8	+4.1	
Income taxes	14.9	13.7	(1.2)	
Profit attributable to owners of parent	37.8	43.1	+5.2	
R O E	7.0%	7.4%	+0.4P	



Consolidated Balance Sheets

(100 million y					
		As of December 31, 2022	As of December 31, 2023	Increases/ decreases	Key components of Increases/ decreases
Assets	Current assets	506.4	509.4	+3.0	[Current] Cash and deposits: (6.4) [Current] Trade receivables: +7.8
	Non-current assets	395.9	493.2	+97.3	[Non-current] Property, plant and equipment: +66.4 [Non-current] Investment securities: +21.4
	Total assets	902.3	1,002.7	+100.3	
Liabilities	Current liabilities	295.0	340.7	+45.6	[Current] Trade payables: (5.1) [Current] Electronically recorded obligations –
	Non-current liabilities	51.3	53.2	+1.9	facilities: +18.8 [Current] Accounts payable—other: +10.7 [Current] Other current liabilities: +22.7
	Total liabilities	346.4	394.0	+47.6	
Net assets	Total net assets	555.9	608.6	+52.7	Retained earnings: +33.0 Valuation difference on available-for-sale securities: +15.1
Equity ratio		61.6%	60.7%	(0.9P)	
Borrowings outstanding		23.7	19.0	(4.7)	1.5



Consolidated Statements of Cash Flows

	FY2022	FY2023	Main Factors of Increases/decreases in FY2023 Cash Flows
Cash and cash equivalents at beginning of period	97.6	84.4	
Cash flows from operating activities	37.0	84.0	Profit before income taxes: +56.8 Depreciation: +41.6 Increase in trade receivables: +7.7
Cash flows from investment activities	(33.1)	(78.9)	Purchase of property, plant and equipment, such as plants and manufacturing equipment in the New Materials Division
Cash flows from financial activities	(17.7)	(11.9)	Dividends paid: +10.0 Repayment of borrowings: +4.7
Cash and cash equivalents at end of period	84.4	78.0	





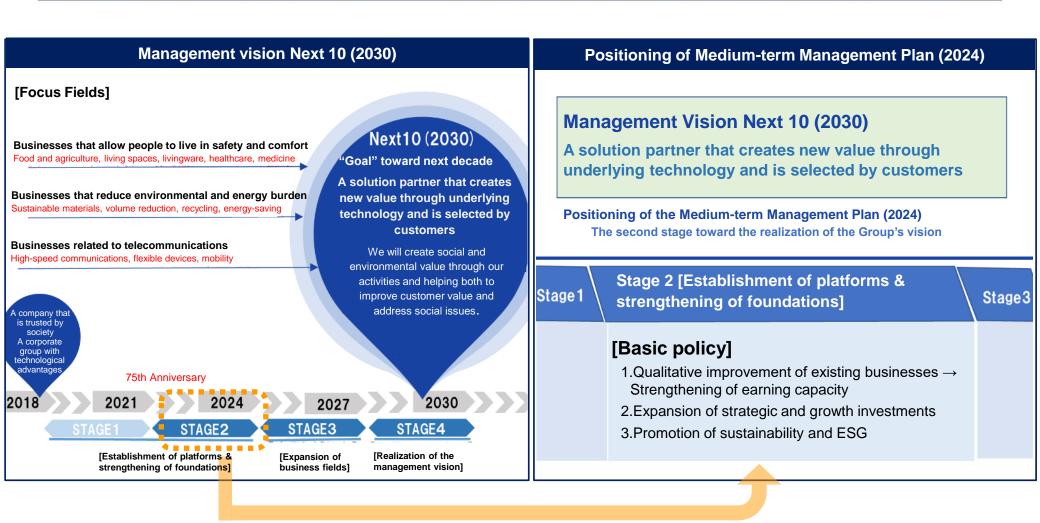
Consolidated Financial Results Forecast for the Fiscal Year Ending December 31, 2024 (FY2024)



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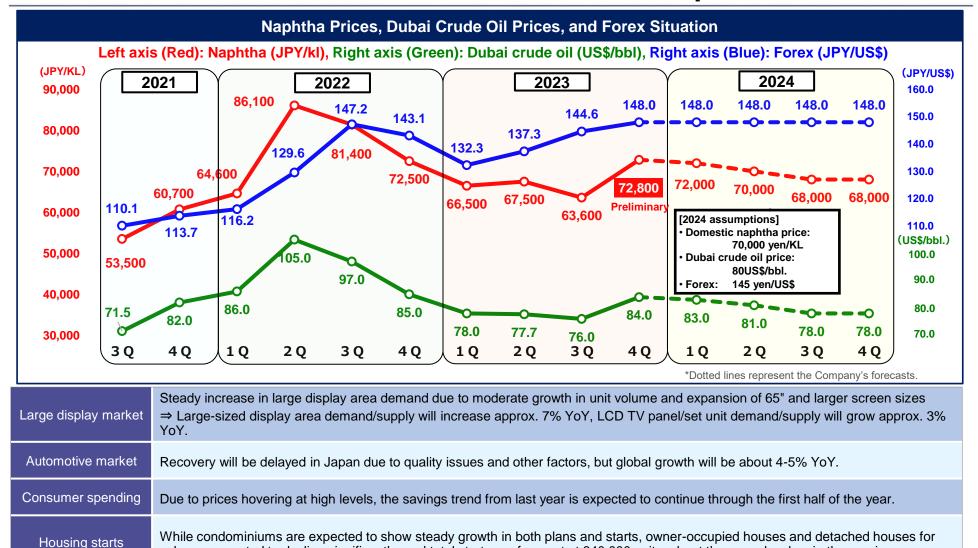


Management Vision Next 10 (2030) and Medium-term Management Plan (2024)





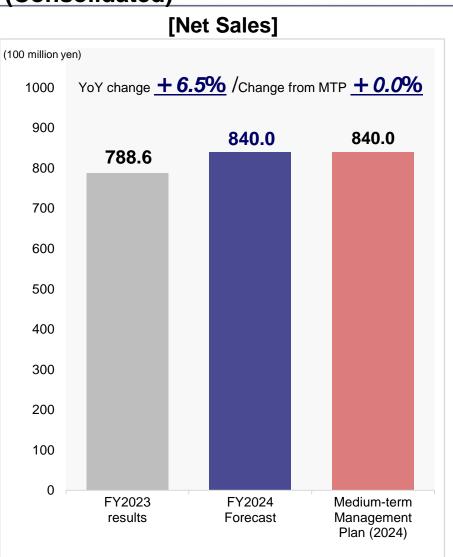
2024 External environment forecasts and assumptions



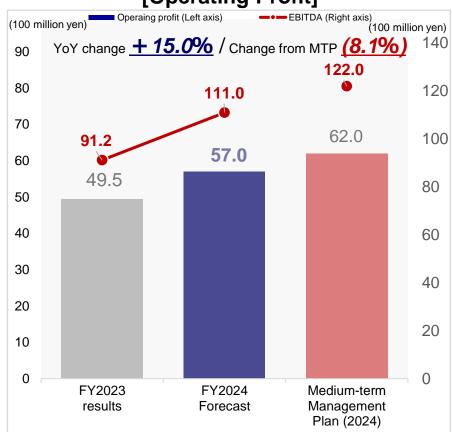
sale are expected to decline significantly, and total starts are forecast at 840,000 units, about the same level as in the previous year.



Financial Results Forecast, and Net Sales and Operating Profit by Segment (Consolidated)



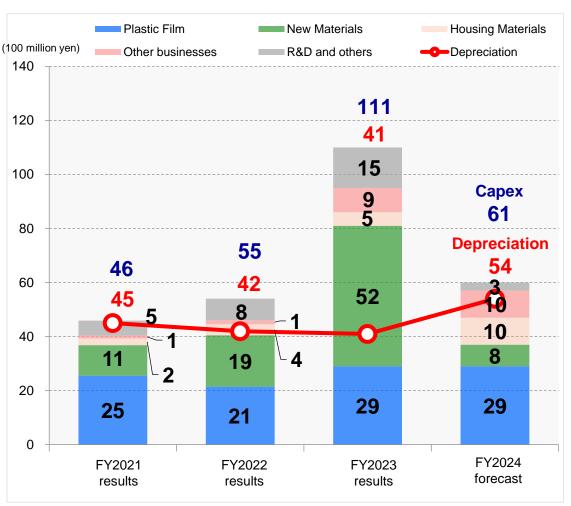




(100 million yen)	FY2023 results	FY2024 forecasts	YoY change
Ordinary profit	54.1	60.0	+10.8%
Profit attributable to owners of parents	43.1	43.0	(0.4%)



Capital Expenditures (Construction Base) and Depreciation



Capital expenditures for the housing business and lumber processing business, which had been consolidated into the Other Businesses up to 2021, are now accounted for under the Housing Materials Division.

[Major Capex Projects Earmarked for 2024]

(100 million ven)

		(100 million ye
Project	Amount recorded in 2024	Total amount invested
Shikoku regional materials business [Housing materials]	6.5	70.0
Clean casting machine modification for battery component production [Plastic film]	1.5	1.5
DX investment (core system restructuring) in plastic film business	4.8	18.0
*Okura Vietnam [Outside the consolidation]	*6.5	*17.5

*Okura Vietnam is not included in consolidated capital expenditures because it is outside the scope of consolidation.

Growth/strategic investments will be made as scheduled to fulfill the full-year plan for the Medium-term Management Plan (2024) (25.0 billion yen)



FY2024 Financial Results Forecast by Segment (Consolidated)

					-	
[Net sales]						
	FY2023 results	FY2024 forecast	YoY change	Medium-term Management Plan (2024)	Change from Medium- term Management Plan (2024)	
Plastic Film Division	510.0	530.0	+3.9%	530.0	+0.0%	
New Materials Division	136.9	164.0	+19.8%	155.0	+5.8%	
Housing Materials Division	126.1	130.0	+3.1%	130.0	+0.0%	
Other Businesses	15.5	16.0	+3.0%	25.0	(36.0%)	
Total	788.6	840.0	+6.5%	840.0	+0.0%	
[Operating profit]					(100 million yen)	
	FY2023 results	FY2024 forecast	YoY change	Medium-term Management Plan (2024)	Change from Medium- term Management Plan (2024)	
Plastic Film Division	41.4	47.0	+13.4%	50.0	(6.0%)	
New Materials Division	18.5	21.0	+13.3%	24.0	(12.5%)	
Housing Materials Division	9.0	9.0	(0.1%)	8.0	+12.5%	
Other Businesses	4.5	4.0	(12.3%)	4.0	+0.0%	
Corporate expenses	(23.9)	(24.0)	-	(24.0)	_	
Total	49.5	57.0	+15.0%	62.0	(8.1%)	



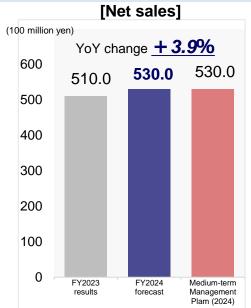
Initiatives for FY2024 – Plastic Film Division

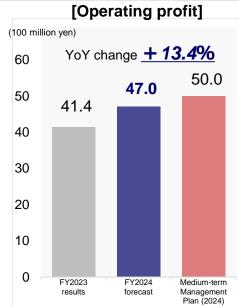
Challenges for FY2024

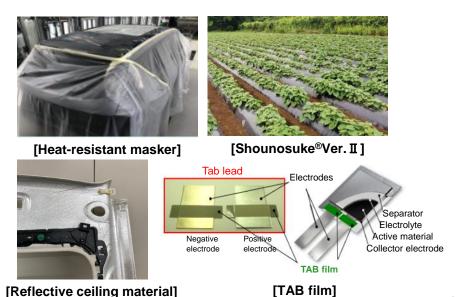
- 1. Sales expansion and development of functional materials for manufacturing processes
- 2. Expansion of varieties of the Caerula® environmental contributing product line (Bio, biodegradable, recycled, thin films, etc.)

Priority Initiatives

- Sales expansion of automotive-related products utilizing film-forming technology and introduction of new items to the battery market, which is expected to grow.
- Sales volume expansion (Film for sanitary products and mulch products)
- > Sales expansion of environmental contributing products, film thinning, utilization of PIR and PCR raw materials









Initiatives for FY2024 – New Materials Division

Challenges for FY2024

- 1. Stable operation of the new wide optical film production equipment line (G2 Line) at the new plant (Bldg. H) in the Chunan district
- 2. Establishment of an overseas sites

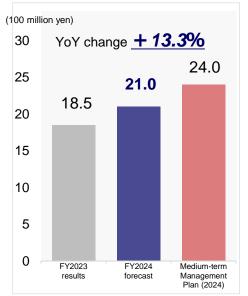
Priority Initiatives

- Sales expansion of wide optical films for large-sized LCD panels (The introduction of new G2 line will double annual production volume)
- > Sales expansion of automotive materials of the Functional Materials BU
- > Transfer of manufacturing site for adhesives business to Okura Vietnam

[Net sales]



[Operating profit]





[New wide acrylic film plant] (Building H)





[Paint protection film]

[OKURA VIETNAM CO., LTD. Image of the new plant]



Initiatives for FY2024 – Housing Materials Division

Challenges for FY2024

- 1. Sales expansion of engineered wood boards
- 3. Application of precut processing to non-housing fields
- 2. Sales expansion of eco-friendly concrete mold panel, comoriTM
- 4. Sales expansion of easy-to-install panels

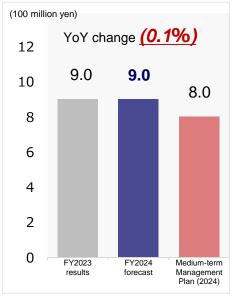
Priority Initiatives

- Sales expansion of engineered wood boards for applications of dining kitchens and washstand
- Focus on sales expansion of environment contributing mold comori™ to area formwork associations and civil engineering works associations
- For precut products, expand sales targeting non-residential properties such as commercial buildings, public facilities, and retail stores.

[Net sales]



[Operating profit]





[Processed boards]



[Precut non-housing property]



[Eco-friendly concrete mold panel"comoriTM"]



[Easy-to-install panels]

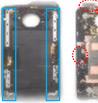


Initiatives for FY2024 – R&D Center

Information electronics

Film for high-frequency substrates for the fifth generation mobile communication system (5G)

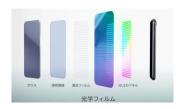
Film with low transmission loss and excellent heat resistance and dimensional stability required by the next-generation 5G communication standard





High functional display materials

Functional film using precision coating technology



Environment & energy

Chemical recycling

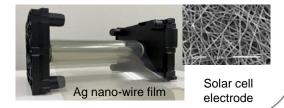
Recycling of waste plastics collected in the market





Energy-related components

Next-generation solar cell components Materials for electric vehicles



Life science

Single-use bags

for biopharmaceuticals and regenerative medicine

Bags used during the cell culture process in biopharmaceutical and regenerative medicine fields



Healthcare and skincare raw materials utilizing plant processing technologies

Plant-derived functional extract





[Research and development expenses for FY2024]

Expected to be 1.46 billion yen in total for the R&D Center, Product Development Department of the Plastic Film Division, and others.



Shareholder Returns



^{*} Including commemorative dividend





Promotion of Sustainability



夢がある。技術がある。未来ができる。



Okura Industrial's Sustainability

Sustainability Policy

Aim for corporate growth through business, keeping in mind our coexistence with society, so that we may continue to be a company that is trusted by society

Sustainability Basic Principles

- Balance between business and ESG
- 2. Conservation of the global environment
- 3. Compliance with laws and regulations, respect for human rights, and consideration of the labor environment
- 4. Information disclosure and dialogue

Sustainable Promotion System





Evaluation of Okura Industrial's Sustainability Initiatives

CDP 2023 Evaluation Results



Climate change Bscore Water security

3score

Among our material issues, we are promoting initiatives to "promote management for decarbonization (climate action measures)," "further promote resource recycling measures," and "create and expand environmental contributing products. The Group regards climate change as an urgent issue and is committed to promoting measures to address it, as well as to proactively disclosing information about it.

Score	Level		
A to A-	Leadership	Taking the lead in adapting to and mitigating challenges and building a decarbonized society	
B to B-	Management	Managing climate risks and impacts and implementing initiatives	
C to C-	Awareness	Recognizing the current status of the company and understanding how the company will be affected	
D to D-	Disclosure	Disclosing the company's information to the question	

Score average	Climate change	Water security	
Plastic product manufacturing	С	С	
Asian companies	С	С	
Global companies	СС		

^{*} Responded companies (of which Japanese): approx. 23,000 (approx. 2,000 companies)



Promotion of Sustainability [E: Environment]

Environment

FY2024 targets

CO₂ emissions: Reducing by 30% or more (compared to FY2013)

Sales of recycled waste plastic products: 1.0 billion yen or more

Environmental contributing products' share of living support category sales: 50% or more















Promoting management for decarbonization (climate action measures)

■ CO2 Emissions



2023: 2024 target achieved

vs. FY2021 (base year) -14% (equivalent to -32% vs. FY2013)

Solar Power Generation Systems Installed

Sites	Power generated (MWh/year)	Start of operation /Scheduled to start operation	
Head office (D bldg.)	1,189	Apr. 2023	
KS Okura	476	Feb. 2023	
Kyushu Okura	1,009	Jul. 2023	
Takuma Plant	2,638	Feb. 2024	
Head office (C bldg.)	676	Feb. 2024	
Marugame No. 4 Plant	1,947	Scheduled for 1Q/FY2025	
Manno area	3,702	Scheduled for 2Q/FY2025	

 □ CO2 emission reduction by solar power generation full operation: Approx. 5,300 t-CO2/year Actual in FY2023: Approx. 870 t-CO2/year



Promotion of Sustainability [E: Environment]

Environment

FY2024 targets

CO₂ emissions: Reducing by 30% or more (compared to FY2013)

Sales of recycled waste plastic products: 1.0 billion yen or more

Environmental contributing products' share of living support category sales: 50% or more











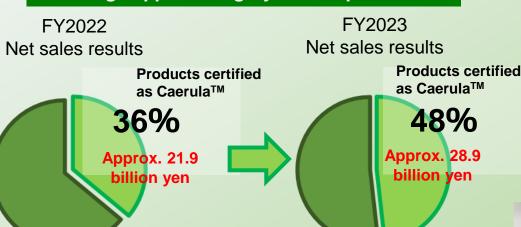






Creation and expansion of environmental contributing products

Living support category-related products



FY2024 target: 50% or over **Expected to achieve the target**

■ Environment contributing product CaerulaTM

- Recycled PP decorative film
- Recycled garbage bags designated by municipalities
- OK Hole
- ESPERANT™
- Halogen-free polarizing plate

Recycled garbage bag designated by municipalities



Recycled PP decorative film



OK hole



Halogen-free polarizing plate



Promotion of Sustainability [E: Environment]

Environment

Promotion of management for decarbonization

FY2024 targets

 ${\rm CO_2}$ emissions: Reducing by 30% or more (compared to FY2013)

Sales of recycled waste plastic products: 1.0 billion yen or more

Environmental contributing products' share of living support

Engineered wood



- Entering the bonded wood business for the recycling of forest resources
- Utilization of Kagawa Prefecture timber and Shikoku regional timber
- ☐ Establishment of a fully integrated supply chain from source lumber to engineered wood sales
- ☐ Agreement with Kagawa Prefecture Forestry Cooperative Joint Association Signed "Comprehensive Collaborative Agreement for Regional Revitalization" with Mitoyo City and Manno Town.



Image of the completed new plant

Creation and expansion of environmental contributing products

- Obtaining ISCC PLUS certification
- ☐ Certification obtained

Plastic Film Division, Marugame No. 4 Plant, Chunan Plant, Business Development Department

The mass balance system will be introduced in the shrink film and plastic recycling businesses





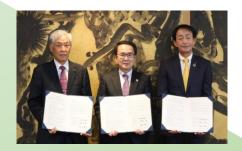














Precut processing





Promotion of Sustainability [S: Social]

Social

2030 targets

Realize diversity management
Create a corporate culture that
encourages employees to participate in
community services and events
proactively

Create new customer value Convert our business model

















Diversity

* As of December 31 of each year

	2022	2023
Composition ratio of female employees *1	16.0%	17.4%↑
Composition ratio of female managers *1	10.8%	11.1%↑
Ratio of new female graduates	25.9%	38.4%↑
Employment rate of people with disabilities	2.4%	2.6%↑

Health & Productivity Management

- □ Certified as the 2023 Health & Productivity Management Outstanding Organization
 - → To be certified as the 2024 Health & Productivity Management Outstanding Organization (in March)

S: Regular Social WG meetings

- → Organizing regular meetings of a WG on women's issues
 - Oldentify issues
 - Study group on the revised Childcare and Family Care Leave Law
 - **Mindset reform surveys**

Promoting the building of a social environment where women's advancement in the workforce is achieved





Promotion of Sustainability [S: Social]

Social

2030 targets

Realize diversity management
Create a corporate culture that
encourages employees to participate in
community services and events
proactively

Create new customer value Convert our business model



Toward a dynamic organization with leaders at its core

Main trainings

- (1) Practical coaching training
- (2) Job category-specific (sales and technical) training
- (3) Line care and DI&E training
- Skills to improve the workplace from a medium- to long-term perspective
- Management to make the most of diversity
- Feedback meeting techniques

Development of DX human resources

Main trainings

- (1) DX literacy standard introductory education
- (2) DX technical education and others
- Understanding of DX applications cases and mind-stance
- Skills that lead to business improvement and productivity enhancement















Toward a company and organization where women can play an active role

Main trainings

- (1)Self-leadership training
- (2) Leadership Training
- Clarify an image of where you want to be.
- Create a mid- to long-term career plan
- Communication skills

Find one's "values" from past experiences Draw one's own management philosophy using "values" from the current situation Know the status of respect for values

Increase resolution of the future with back cast thinking

Looking back on the past

Looking at the present

Drawing the "future"

Assuming the investment of approx. 300 million yen





Action to Implement Management that is Conscious of Cost of Capital and Stock Price



夢がある。技術がある。未来ができる。

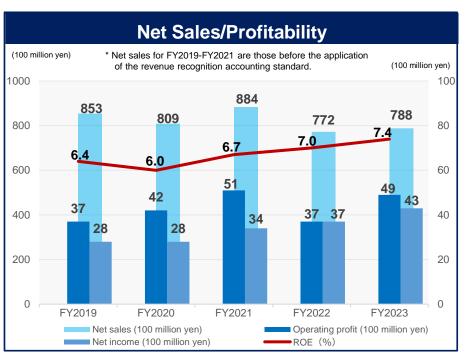


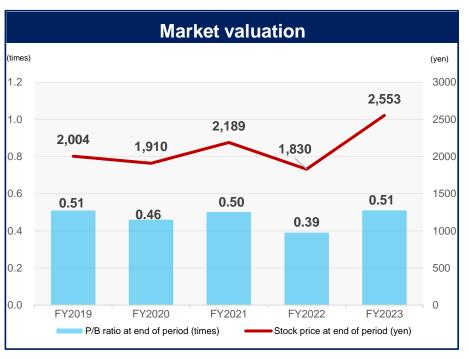
Recognition of the present situation

Net income increased for three consecutive years starting in FY2021 and reached a record-high in FY2023, but P/B ratio remains below 1x.

<Factors>

- (1) Although ROE has been on an upward trend and rose to 7.4% in FY2023, it is still below the cost of shareholders' equity due in part to the buildup of equity capital.
- (2) The Company has not gained sufficient understanding from shareholders and investors regarding its growth potential.





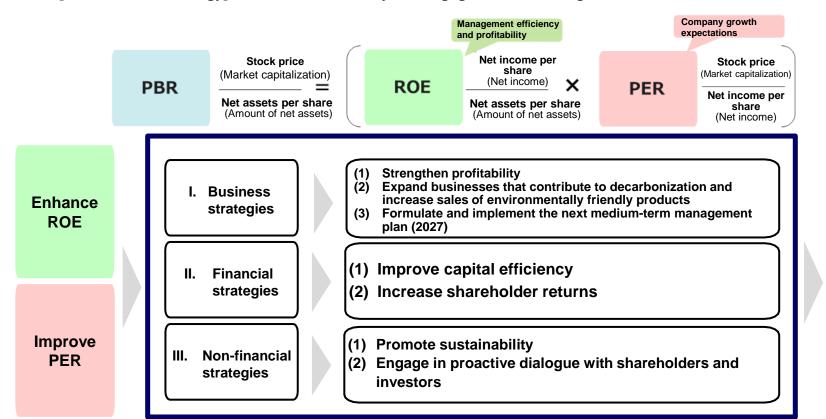
We will strive to achieve higher corporate value by promoting management that is conscious of the cost of capital and stock price.



Policies and initiatives for improvement

We aim to achieve a P/B ratio of 1x or more by resolving the issues of "business strategy," "financial strategy," and "non-financial strategy," with a view to attaining an ROE of 8% or more at the earliest possible time.

- [Business strategy] Overall completion of the 2024 Medium-term Management Plan and formulation of the 2027 Medium-term Management Plan
- [Financial Strategy] Work to improve capital efficiency by optimizing the balance of capital structure
- [Non-Financial Strategy] Promote sustainability and engage in active dialogue with shareholders and investors



Increase in corporate value

[Target]

Achieve P/B ratio of at least 1.0 x by attaining ROE of 8% or higher at an

early stage



Disclaimer

The forward-looking statements in this document, including earnings forecasts, have been prepared based on information currently available to the Company and actual results may differ from these forecasts due to various factors in the future.

This document is for informational purposes only and is not intended as a solicitation to buy or sell any securities issued by the Company.