# Earnings Presentation 

November 15, 2018

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## 1. Trends in Old Corrugated Containers (OCC)

## 2. Trends in Containerboard and Corrugated Board



## 3. Consolidated Statement of Income

| (billion yen) |  |  |  |  |
| :---: | ---: | ---: | ---: | ---: |
|  | Apr.-Sept. <br> 2017 | Apr.-Sept. <br> 2018 | YoY | Diff. |
| Net sales | 295.4 | 320.5 | $108.5 \%$ | 25.1 |
| Operating income | 7.1 | 15.2 | $214.1 \%$ | 8.1 |
| Ordinary income | 8.0 | 16.6 | $207.7 \%$ | 8.6 |
| Extraordinary <br> gain and loss | -0.9 | -0.5 |  | 0.4 |
| Profit attributable to <br> owners of the parent | 4.0 | 11.1 | $276.9 \%$ | 7.1 |

Main factors underlying extraordinary gain and loss

|  | Apr.-Sept. <br> 2017 |
| :--- | ---: |
| (Extraordinary gain) | 0.3 |
| Insurance income | 0.2 |
| Gain on sales of noncurrent assets |  |
| (Extraordinary loss) | 0.5 |
| Business structure improvement expenses | 0.4 |
| Loss on sales/retirement of noncurrent assets | 0.1 |
| Restructuring loss |  |
|  |  |
|  |  |


|  | Apr.-Sept. <br> 2018 |
| :--- | ---: |
| (Extraordinary gain) |  |
|  |  |
| (Extraordinary loss) |  |
| Loss on disaster | 0.2 |
| Loss on sales/retirement of noncurrent assets | 0.1 |
| Loss on plant closing | 0.1 |
|  |  |
|  |  |

4. Breakdown of Changes in Consolidated Operating Income (Year-on-year)

The General Packaging Industry


## 5. Detailed Consolidated Performance (Year-on-year)



* Changes in subsidiaries and affiliates compared to the prior year are as follows.
- One company decreased in the overseas paperboard packaging and nonwoven products subsidiaries (Guangdong Rengo Packaging).
- Eight companies increased in the overseas heavy duty packaging subsidiaries (Tri-Wall Group).
- Rengo Toppan Containers Co., Ltd. is excluded from the above companies because its balance sheet has been only included in the current period.


## 6. Consolidated Balance Sheet



Mar. 31, 2018 Sept. 30, 2018
Mar. 31, 2018 Sept. 30, 2018

|  | Mar. 31, 2018 | Sept. 30, 2018 |  |
| :--- | :---: | :---: | :--- |
| Interest-bearing debt | $¥ 287.3$ bn | $¥ \mathbf{2 8 3 . 9}$ bn | $(-3.4$ billion yen $)$ |
| Capital adequacy ratio | $34.1 \%$ | $\mathbf{3 4 . 9} \%$ | $(+0.8 \mathrm{pts})$ |
| D/E Ratio | 1.13 times | $\mathbf{1 . 0 6}$ times | $(-0.07 \mathrm{pts})$ |

## 7. Consolidated Income Statement Forecast for FY2018 (Year-on-year)

|  | FY2018 <br> Previous forecasts <br> (announced on May 11) | FY2018 <br> Revised forecasts <br> (announced on Nov. 2) | Diff. |
| :---: | ---: | ---: | ---: |
| Net sales | 650.0 | $\mathbf{6 6 2 . 0}$ | 12.0 |
| Operating income | 30.0 | 23.0 | -7.0 |
| Ordinary income | 32.0 | 25.0 | -7.0 |
| Profit attributable to <br> owners of the parent | 21.0 | $\mathbf{1 5 . 0}$ | -6.0 |

Containerboard/corrugated board production volume (domestic)

|  | FY2017 <br> results | FY2018 <br> forecasts | YoY |
| :--- | ---: | ---: | :---: |
| Containerboard <br> (1,000 MT) | 2,196 | $\mathbf{2 , 2 2 3}$ | $101.2 \%$ |
| Corrugated board <br> (million sqm.) | 4,045 | $\mathbf{4 , 1 8 3}$ | $103.4 \%$ |

G P I 8. Breakdown of Changes in Estimated Operating Income


## 9. Major Financial Indicators

| (million yen) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | FY2017 | 2Q18 | FY2018 <br> Forecast |  |
| (1) Net sales <br> (2) Operating Income <br> (3) Ordinary Income <br> (4) Profit attributable to owners of the parent | $\begin{array}{r} \hline 605,712 \\ 17,082 \\ 23,168 \\ 16,622 \end{array}$ | $\begin{array}{r} \hline 320,513 \\ 15,166 \\ 16,636 \\ 11,079 \end{array}$ | $\begin{array}{r} \hline 662,000 \\ 23,000 \\ 25,000 \\ 15,000 \end{array}$ |  |
| (5) Total assets <br> (6) Total shareholder's equity ${ }^{* 1}$ <br> (7) Net assets <br> (8) Interest-bearing debt | $\begin{aligned} & 747,700 \\ & 255,015 \\ & 262,580 \\ & 287,322 \end{aligned}$ | $\begin{aligned} & \hline 764,591 \\ & 266,674 \\ & 277,328 \\ & 283,895 \end{aligned}$ | $\begin{aligned} & 770,000 \\ & 269,000 \\ & 280,000 \\ & 290,000 \end{aligned}$ |  |
| (9) Capital expenditures <br> (10) Depreciation and amortization | $\begin{aligned} & 41,527 \\ & 30,880 \end{aligned}$ | $\begin{aligned} & 15,104 \\ & 15,481 \end{aligned}$ | $\begin{aligned} & \hline 41,000 \\ & 32,500 \end{aligned}$ |  |
| *1 Total shareholders' equity = Net assets - non-controlling interests |  |  |  |  |
| (11) Return on equity (ROE) ${ }^{* 2}$ $\%$ <br> (12) Capital adequacy ratio $\%$ <br> (13) EBITDA million yen <br> (14) D/E Ratio times <br> (15) Ratio ofnetsales to interest-bearing $\%$ <br> (16) Ordinary income margin $\%$ | $\begin{array}{r} 6.8 \\ 34.0 \\ 49,616 \\ 1.13 \\ 47.4 \\ 3.8 \end{array}$ | 34.9 - 1.06 - 5.2 | $\begin{array}{r} 5.7 \\ 34.9 \\ 57,000 \\ 1.08 \\ 43.8 \\ 3.8 \\ \hline \end{array}$ | (4) / (6) <br> (6) / (5) <br> (2)+(10)+Amortization of goodwill <br> (8) / (6) <br> (8) / (1) <br> (3) / (1) |
| *2 Calculated with the average of equity at the beginning and the end of the year |  |  |  |  |
| Cash dividends applicable to the period yen | 12 | 6 | 12 |  |

## RENED co, LTD.

Nakanoshima Central Tower, 2-2-7 Nakanoshima, Kita-ku,
Osaka, Japan 530-0005
Tel: +81-6-4706-9648 / 9683
Email: ir@rengo.co.jp
https://www.rengo.co.jp/english/

The description of the business plan and the financial forecasts is based on the information currently available. Any forward-looking information is not a guarantee of future performance.

