

## 多様化するニーズに挑戦する5つの事業

Five Businesses That Meet the Challenge of Responding to Diversified Needs



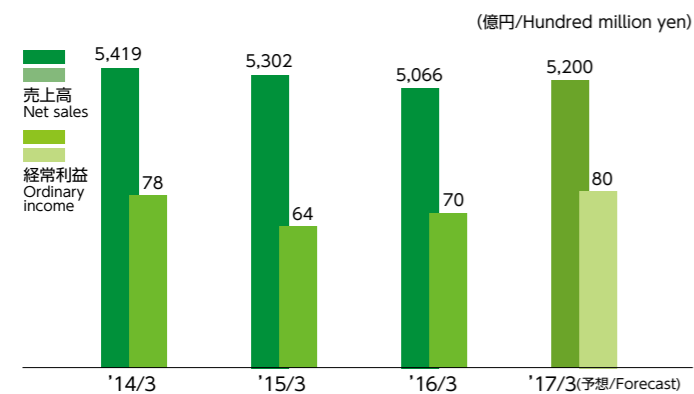
日本紙パルプ商事グループは創業以来、紙・板紙流通のトップ企業として事業を展開してまいりました。昨今では、社会の課題解決に貢献するため、紙を中心とした事業領域を拡大しています。紙ビジネスに関する卓越したノウハウをベースとした提案をはじめ、世界中に広がるグローバルネットワークを強みに、世界でも有数の紙パルプ専門商社として新たな挑戦を続けています。

経営環境の変化に伴う事業構造転換を今後も推し進め、基幹事業である「国内卸売」をはじめ、「海外卸売」、「製紙及び加工」、「資源及び環境」、「不動産賃貸」の5つの事業を柱とし、社会からの多様なニーズに対応する事業展開を行ってまいります。

Since its establishment, the JP Group has developed its business as a leading company in paper and paperboard distribution. Recently, the JP Group is expanding its paper-focused business fields in order to help solve various issues facing society. The JP Group continues to tackle new challenges as one of the world's leading specialist pulp and paper trading companies backed by its strengths in offering proposals based on outstanding know-how in regards to paper business and its global network spanning across the world.

In the future, the JP Group will transition its business structure in accordance with changes in the business environment, beginning with the key Japan Wholesaling business, along with the Non-Japan Wholesaling, Paper Manufacturing & Processing, Resources & Environment and Real Estate Leasing businesses, will undertake business that responds to the diverse needs of society.

### ■ 連結業績の推移 Consolidated Business Results

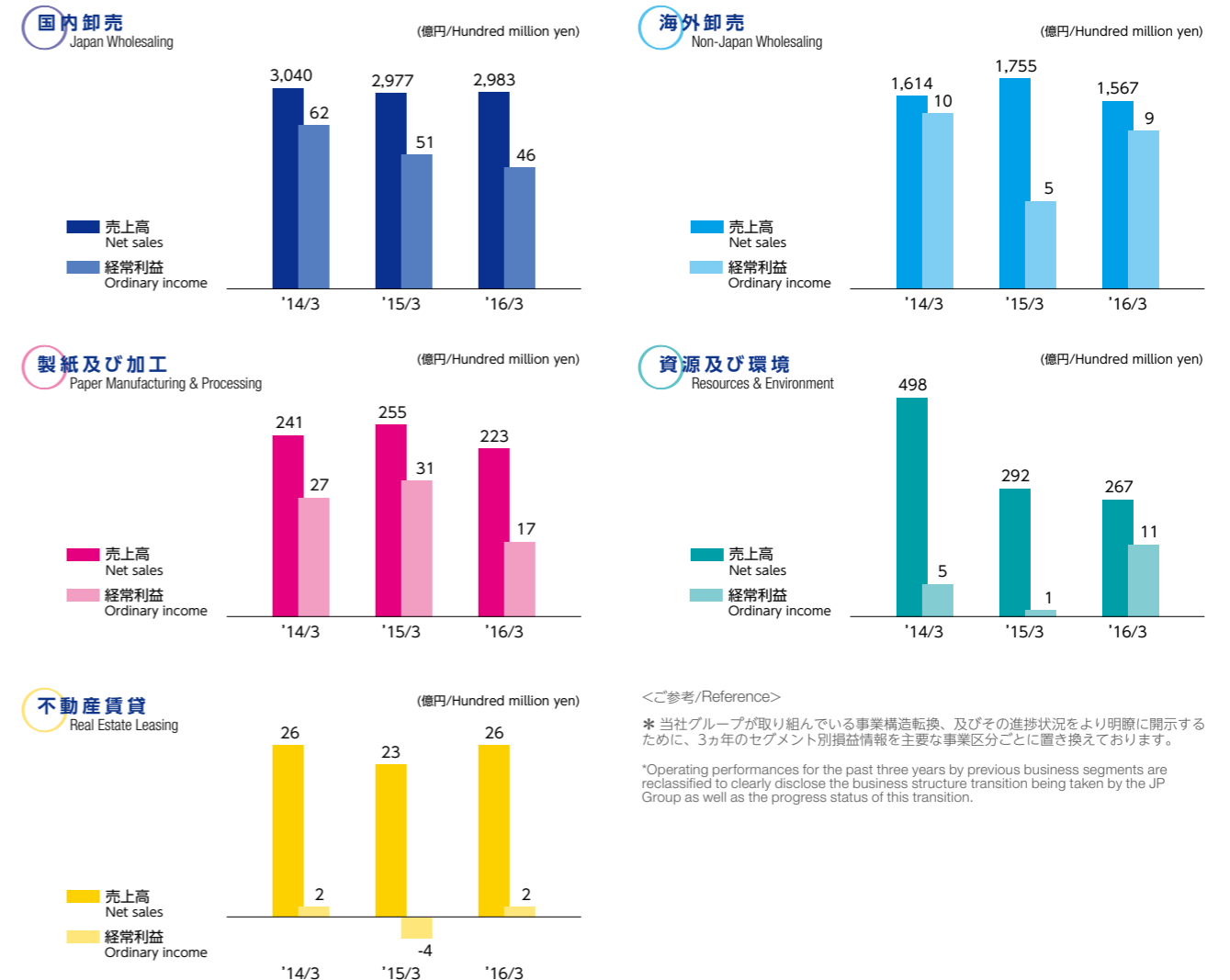


### 主要な事業 Main Businesses

<b>国内卸売</b> Japan Wholesaling	国内向けの紙・板紙・関連商品の販売及び情報サービス事業等 Japan sales of paper, paperboard and related products and information service business, etc.
<b>海外卸売</b> Non-Japan Wholesaling	海外向けの紙・板紙・関連商品の販売等 Overseas sales of paper, paperboard and related products, etc.
<b>製紙及び加工</b> Paper Manufacturing & Processing	製紙及び紙・板紙・関連商品の加工等 Paper manufacturing and processing of paper, paperboard and related products, etc.
<b>資源及び環境</b> Resources & Environment	古紙・パルプ等原燃料の販売、総合リサイクル、及び再生可能エネルギーによる発電事業等 Sales of raw materials such as recovered paper and pulp, comprehensive recycling, and energy generation business using renewable energy, etc.
<b>不動産賃貸</b> Real Estate Leasing	不動産賃貸事業 Real estate leasing business

\* 当社グループが取り組んでいる事業構造転換、及びその進捗状況をより明確に開示するために、2016年度よりグループ事業区分を一部変更いたしました。  
\* We partially changed some of the JP Group's business segments from fiscal 2016 to clearly disclose the business structure transition being undertaken by the JP Group as well as the progress status of this transition.

### ■ 事業区分別 売上高・経常利益の推移 Net Sales and Ordinary Income by Main Businesses



<ご参考/Reference>  
\* 当社グループが取り組んでいる事業構造転換、及びその進捗状況をより明確に開示するために、3カ年のセグメント別損益情報を主要な事業区分ごとに置き換えております。  
\* Operating performances for the past three years by previous business segments are reclassified to clearly disclose the business structure transition being taken by the JP Group as well as the progress status of this transition.

### トピック Topic

#### 資源及び環境 Resources & Environment 野田バイオパワーJPの木質バイオマス発電プラント稼働 Wood Fiber Biomass Energy Generation Plant Beginning Operation

野田バイオパワーJPは、岩手県野田村において、木質バイオマス発電プラントの商業運転を2016年7月に開始しました。この木質バイオマス発電プラントは、近隣の未利用材や樹皮、またアブラヤシの種殻(PKS)などを燃料として発電を行い、年間送電量は2万6,800世帯の消費電力量に相当します。野田バイオパワーJPの事業は、岩手県野田村の復興事業の一つとして認定されています。

Noda Bio Power JP commenced the sale of electricity from its wood fiber biomass energy generation plant located in Noda village, Iwate prefecture, which commenced operations in July 2016. The plant will utilize unused materials and tree bark obtained from nearby areas as well as palm kernel shell as fuel to generate electricity, with the volume of power transmitted annually by the plant equivalent to the amount of power consumed by 26,800 households. This Noda Bio Power JP initiative has been certified as an official post-earthquake reconstruction project for the village of Noda.



バイオマス発電プラント  
Biomass energy generation plant

主な取扱商品 Main Products



新聞用紙・出版印刷用紙  
Newsprint & Printing Papers



情報関連用紙  
Digital & Communication Papers



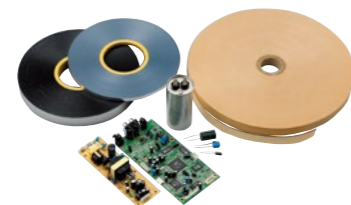
包装用紙  
Packaging Papers



段ボール原紙・板紙  
Containerboard & Paperboard



樹脂製品・化成品  
Plastics & Chemical Products



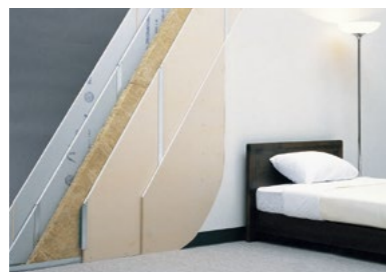
工業用原紙  
Industrial Papers



家庭紙  
Household Papers



機械  
Machinery



建装材・住設機器  
Building Materials



その他関連商品  
Other Related Products

国内卸売  
Japan Wholesaling



国内卸売事業のビジネスフロー Japan Wholesaling Business Flow



当社グループの基幹事業である国内卸売事業は、国内外の紙パルプメーカーからの調達や営業力が評価され、1845年の創業以来、取引先から確かな信頼を得てきました。また、紙以外の高付加価値素材、印刷機械、建築資材といった関連商品の取り扱いや、複合書店の運営、紙業界を中心とした情報サービス事業の展開など、紙とその関連分野での新しい可能性を追求しています。

全国ベースでの保管・配送・加工の物流ネットワークと情報システムを活用し、多様なお客様のニーズに合わせた商品を安定的に供給、紙流通のリーディングカンパニーとして、今後も社会に貢献していきます。

In its Japan Wholesaling business, which comprises the Group's core business activities, JP has earned acclaim for its strengths in procuring from domestic and overseas pulp and paper manufacturers and for its sales capabilities, and has been the recipient of unwavering trust from customers since its establishment in 1845. Moreover, in areas that include the handling of non-paper high value-added materials, printing machinery and construction materials, the operation of hybrid bookstores and the development of information service business predominantly for the paper industry, the JP Group is pursuing new possibilities in paper and related product fields.

The JP Group is utilizing its logistic network of warehouses, distributors and processing facilities across Japan to provide a stable supply of products to meet the diverse needs of its customers. The JP Group will continue to contribute to society through its role as a leading logistics company.

## 海外卸売 Non-Japan Wholesaling



当社グループは、アジアを中心にグローバル市場の開拓に早くから取り組み、近年では、欧米市場において、100%子会社である米国大手紙商社グールド・ペーパーを軸とした事業体制を強化する一方、インド全土に販売拠点を有する紙商社KCTへの出資や、ブラジル、ベトナム等に新たな拠点を確保し、持続的な紙需要拡大が見込まれる地域における事業を積極的に展開しています。今後も、紙・板紙の生産地と消費地双方をカバーする世界トップクラスのネットワークと、豊富な経験からなる調達・供給・提案・情報力を活かし、多様なニーズに対応していくとともに、世界各地で現地に根差した需要の掘り起しに取り組むなど、域内ビジネスにも注力していきます。

The JP Group was quick to begin cultivating global markets mainly throughout Asia, and in recent years has been strengthening its business structure in the European and U.S. markets centering on the Group's wholly-owned major U.S. paper merchant, Gould Paper. In addition, through its investment in paper merchant KCT Trading, which boasts offices throughout India, and its securing of new operation sites in countries including Brazil and Vietnam, the JP Group is actively developing its business in regions where paper demand is expected to continually expand. Utilizing one of the world's most comprehensive networks, which covers both manufacturers and users of pulp and paper, together with a wealth of experience regarding procurement, supply, proposal and information-gathering and disseminating capabilities, the JP Group will continue to respond to diverse needs worldwide. At the same time, proactive efforts are being undertaken to cultivate demand rooted locally in each region throughout the world.

## 製紙及び加工 Paper Manufacturing & Processing



資源保護の観点から、原料に古紙を使用する製紙事業を強化、段ボール原紙、印刷用紙、家庭紙の安定的な供給体制を構築しています。再生家庭紙で国内トップシェアを持つコアレックスグループは、2015年に静岡県富士市に新たな工場を稼働させ、生産能力を強化。加工事業では、段ボールケースの製造を行うなど、紙パルプ産業の川上から川下まで事業領域を拡大させています。また、海外においても、段ボールケース、再生家庭紙の生産拠点を有し、国内で培った高い技術力を活かして、多様な需要に応えています。

From the perspective of resource conservation, the JP Group is strengthening its paper business that uses recovered wastepaper as furnish and is building a stable supply structure for containerboard, printing paper and household paper. The Corelex Group, which boasts a top share of the domestic market for recycled household paper, began operating a new mill in 2015 in Fuji city in Shizuoka prefecture, enhancing its production capabilities. In terms of its processing activities, the JP Group is pursuing the expansion of business areas from upstream to downstream operations throughout the pulp and paper industry, including the manufacture of corrugated carton boxes. Outside of Japan, the JP Group also has production bases for corrugated carton boxes and recycled household paper and is leveraging its advanced technological capabilities developed in Japan to respond to diverse demand.

## 資源及び環境

Resources & Environment



製紙原料として重要性が増す古紙の再資源化事業を通して、循環型社会の構築に努めてきた当社グループでは2017年4月より大手古紙商社の福田三商が加わったことで、日本全国をカバーする古紙回収ネットワークを強化、また欧米においても、古紙事業のグローバルネットワークも拡大させています。また、紙以外にも廃プラスチックや建築廃材の再生原燃料へのリサイクル事業に取り組んでいます。近年では社会からの要請に応え、再生可能エネルギーによる発電事業に参入し、岩手、島根での木質バイオマス発電所、釧路、岩手、宮城での太陽光発電所から、電力の供給を行っています。

The JP Group has worked to build a recycling-oriented society through its business for recycling wastepaper, which is becoming increasingly important as a raw material in the production of paper. In addition to a recovered paper collection network that spans all areas of Japan, the JP Group is also expanding its global recovered paper business network, which includes wastepaper recycling businesses in the United States and a wastepaper sales business in Europe. Besides its paper recycling businesses, the JP Group also undertakes a business for recycling waste plastic and waste construction materials into recycled fuels. Furthermore, in response to requests from society, in recent years the JP Group has entered the renewable energy generation sector and is now supplying electric power from wood fiber biomass energy generation plants in Iwate and Shimane prefectures as well as solar power generation plants located in Hokkaido, Iwate and Miyagi prefectures.

## 不動産賃貸

Real Estate Leasing



(仮称)JPビルディング 完成予想図  
Architectural rendering of the new JP Building (provisional name)

東京・大阪・京都などに所有する不動産を、賃貸オフィスや賃貸住宅物件として活用する不動産賃貸事業。東京・日本橋にある旧本社ビル跡地をはじめとする賃貸オフィスビルは、多様な企業のニーズに応え、入居テナントの皆様から好評価を得ています。今後も不動産の効率的な活用による、安定した収益基盤構築に取り組むとともに、地域の新たな街並み作りにも貢献していきます。

The Real Estate Leasing business utilizes real estate assets in Tokyo, Osaka and Kyoto for the leasing of office space and housing. Buildings being leased as office space, beginning with a building at the site of the Group's former Head Office in the Nihombashi district of Tokyo, are responding to diverse corporate needs and are earning favorable reviews from tenants. In the future, the JP Group will continue to construct a stable earnings base by efficiently utilizing real estate, while contributing to the creation of new urban developments.