



















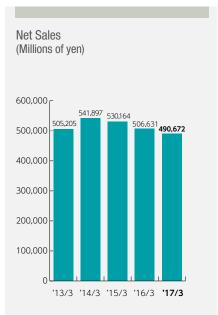


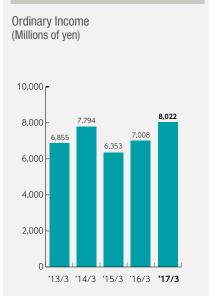
Japan Pulp & Paper Co.,Ltd.

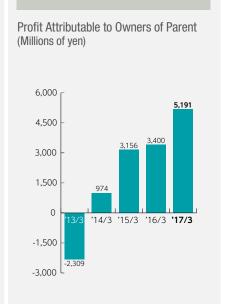
2017

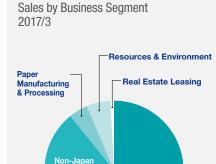
Annual Review

#### Consolidated Financial Highlights









(Millions of yen)

Resources & Environment

**27,837** (5.7%)

Japan Wholesaling

Non-Japan Wholesaling 146,975 (30.0%) Real Estate Leasing 2,854 (0.6%)

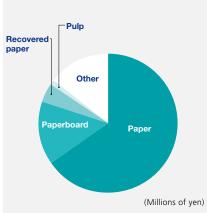
Paper Manufacturing & Processing **22,217** (4.5%)

Japan Wholesaling

290,789 (59.3%)

\* We partially changed some of the Japan Pulp & Paper Group's business segments from fiscal 2016 to clearly disclose the business structure transition being undertaken by the Japan Pulp & Paper Group as well as the progress status of this transition.

#### Sales by Product Segment 2017/3



Paper 320,797 (65.4%) Pulp 5,716 (1.2%)

Paperboard Other 69,710 (14.2%)

Recovered paper

21,735 (4.4%)

Sales by Geographic Segment 2017/3



Japan 317,132 (64.6%) Other North America & Europe 24,399 (5.0%)

Asia 62,266 (12.7%) Other areas 13,744 (2.8%)

USA 73,131 (14.9%)

<sup>\*</sup> Segments are based on the location of customers.

#### Consolidated Financial Highlights

	2013/3	2014/3	2015/3	2016/3	2017/3
Net sales (Millions of yen/Millions of U.S. dollars)	¥505,205	¥541,897	¥530,164	¥506,631	¥490,672 \$4,374
Operating income (Millions of yen/Millions of U.S. dollars)	6,718	7,844	6,491	6,380	8,109 \$72
Ordinary income (Millions of yen/Millions of U.S. dollars)	6,855	7,794	6,353	7,008	8,022 \$72
Profit attributable to owners of parent (Millions of yen/Millions of U.S. dollars)	-2,309	974	3,156	3,400	5,191 \$46
Comprehensive income (Millions of yen/Millions of U.S. dollars)	2,637	6,137	8,999	-1,417	6,643 \$59
Net assets (Millions of yen/Millions of U.S. dollars)	69,011	74,717	82,523	76,705	81,141 \$723
Total assets (Millions of yen/Millions of U.S. dollars)	276,891	292,686	310,058	297,493	288,219 \$2,569
Net assets per share (Yen/U.S. dollars)	460.35	498.02	543.36	524.09	561.68 \$5.01
Net income per share (Yen/U.S. dollars)	-15.88	6.78	21.96	24.44	38.04 \$0.34
Diluted net income per share (Yen/U.S. dollars)	<del></del>	6.75	21.84	24.30	37.79 \$0.34
Cash dividends per share (Yen/U.S. dollars)	10	10	10	10	10 \$0.09
Payout ratio (%)	_	147.5	45.5	40.9	26.3
Equity ratio (%)	23.9	24.5	25.2	24.3	26.5
Return on equity (%)	-3.5	1.4	4.2	4.5	7.0
Price/Earnings ratio (PER) (Times)		51.6	14.8	13.2	9.8
Net cash provided by (used in) operating activities (Millions of yen/Millions of U.S. dollars)	16,410	7,559	7,545	12,929	16,282 \$145
Net cash provided by (used in) investing activities (Millions of yen/Millions of U.S. dollars)	-2,686	-10,762	-18,517	-7,817	367 \$3
Net cash provided by (used in) financing activities (Millions of yen/Millions of U.S. dollars)	-12,789	2,707	11,004	-5,448	-15,641 \$-139
Cash and cash equivalents at end of period (Millions of yen/Millions of U.S. dollars)	4,751	4,863	5,569	5,328	6,157 \$55
Number of employees	3,135	3,146	3,164	3,110	3,099

#### Notes

<sup>1)</sup> This financial information is presented based on generally accepted accounting principles in Japan.

<sup>2)</sup> Consumption tax has not been included in net sales.

<sup>3)</sup> Regarding profit attributable to owners of parent for the fiscal year ended March 31, 2013, the Company recorded a loss attributable to owners of parent of ¥2,309 million due to a ¥5,986 million write-down of investment securities.

<sup>4)</sup> Profit attributable to owners of parent for the fiscal year ended March 31, 2014 was ¥974 million after the recording of an extraordinary loss of ¥3,139 million due to the occurrence of uncollectable or overdue receivables in both China and Europe.

<sup>5)</sup> The price/earnings ratio (PER) for the fiscal year ended March 31, 2013 has not been stated since the Company recorded a loss attributable to owners of parent.

<sup>6)</sup> All U.S. dollar amounts are presented solely for the readers' convenience and are converted at the exchange rate (TTM) of 112.19 yen to the dollar as of March 31, 2017.

#### Consolidated Balance Sheets

	Millions of yen				
Assets	2017	2016			
Current assets					
Cash and deposits	¥ 6,157	¥ 5,346			
Notes and accounts receivable - trade	122,764	127,270			
Inventories	26,080	26,304			
Deferred tax assets	1,560	1,510			
Other	4,543	6,486			
Allowance for doubtful accounts	(1,437)	(1,593)			
Total current assets	159,666	165,323			
Non-current assets					
Property, plant and equipment					
Buildings and structures, net	33,238	33,580			
Machinery, equipment and vehicles, net	25,991	23,015			
Tools, furniture and fixtures, net	601	695			
Land	25,984	25,502			
Leased assets, net	139	126			
Construction in progress	2,385	6,639			
Total property, plant and equipment	88,339	89,558			
Intangible assets					
Goodwill	284	474			
Other	1,889	1,969			
Total intangible assets	2,173	2,443			
Investments and other assets					
Investment securities	32,568	34,061			
Deferred tax assets	1,401	1,847			
Net defined benefit asset	26	19			
Other	6,906	7,409			
Allowance for doubtful accounts	(2,928)	(3,253)			
Total investments and other assets	37,971	40,083			
Total non-current assets	128,482	132,084			
Deferred assets	71	86			
Total assets	¥ 288,219	¥ 297,493			

## Consolidated Balance Sheets

	Millions of yen				
Liabilities	2017	2016			
Current liabilities					
Notes and accounts payable - trade	¥ 88,683	¥ 88,710			
Short-term loans payable	40,841	44,469			
Current portion of long-term loans payable	2,896	2,947			
Commercial papers	10,000	18,000			
Current portion of bonds	-	25			
Lease obligations	57	54			
Income taxes payable	1,471	1,247			
Provision for bonuses	1,660	1,558			
Provision for directors' bonuses	125	117			
Other	7,901	7,358			
Total current liabilities	153,634	164,486			
Non-current liabilities					
Bonds payable	20,000	20,000			
Long-term loans payable	24,805	27,729			
Lease obligations	108	104			
Deferred tax liabilities	1,523	1,698			
Provision for directors' retirement benefits	83	108			
Net defined benefit liability	4,797	4,514			
Other	2,128	2,150			
Total non-current liabilities	53,444	56,303			
Total liabilities	207,079	220,788			
Net assets Shareholders' equity					
• •	16,649	16,649			
Capital stock	14,685	14,674			
Capital surplus	43,835	39,673			
Retained earnings	(4,706)	(4,036)			
Treasury shares		66,960			
Total shareholders' equity	70,462	00,700			
Accumulated other comprehensive income					
Valuation difference on available-for-sale securities	6,652	5,375			
Deferred gains or losses on hedges	(5)	(6)			
Foreign currency translation adjustment	631	1,212			
Remeasurements of defined benefit plans	(1,291)	(1,152)			
Total accumulated other comprehensive income	5,987	5,429			
Subscription rights to shares	265	229			
Non-controlling interests	4,426	4,086			
Total net assets	81,141	76,705			
Total liabilities and net assets	¥ 288,219	¥ 297,493			

## Consolidated Statements of Income

	Milli	Millions of U.S. dollars	
	2017	2016	2017
Net sales	¥ 490,672	¥ 506,631	\$ 4,374
Cost of sales	440,951	457,337	3,930
Gross profit	49,721	49,294	443
Selling, general and administrative expenses	41,612	42,914	371
Operating profit	8,109	6,380	72
Non-operating income			
Interest income	65	55	1
Dividend income	643	1,353	6
Share of profit of entities accounted for using equity method	-	293	-
Other	845	500	8
Total Non-operating income	1,554	2,200	14
Non-operating expenses			
Interest expenses	1,301	1,297	12
Share of loss of entities accounted for using equity method	60	-	1
Other	279	276	2
Total Non-operating expense	1,641	1,573	15
Ordinary profit	8,022	7,008	72
Extraordinary income			
Gain on sales of investment securities	1,777	1,289	16
gain on sales of non-current assets	193	62	2
Subsidy income	155	<u>-</u>	1
Other	4	40	0
Total Extraordinary income	2,129	1,391	19
Extraordinary losses			
Impairment loss	897	79	8
Loss on valuation of investment securities	580	118	5
Loss on change in equity	151	-	1
Loss on disposal of non-current assets	135	1,908	1
Loss on sales of investment securities	105	3	1
Loss on liquidation of subsidiaries and associates	54	-	0
Loss on valuation of golf club membership	<u>-</u>	5	_
Other	96	134	1
Total Extraordinary losses	2,017	2,247	18
Profit before income taxes	8,134	6,151	73
Income taxes-current	2,306	2,145	21
Income taxes-deferred	(113)	99	-
Total income taxes	2,194	2,245	20
Profit	5,940	3,906	53
Profit attributable to non-controlling interests	749	507	7
Profit attributable to owners of parent	¥ 5,191	¥ 3,400	\$ 46

# Consolidated Statements of Comprehensive Income

	Millions of yen		
	2017	2016	
Profit	¥ 5,940	¥ 3,906	
Other comprehensive income			
Valuation difference on available-for-sale securities	1,175	(2,331)	
Deferred gains or losses on hedges	1	(6)	
Foreign currency translation adjustment	(450)	(218)	
Remeasurements of defined benefit plans, net of tax	(141)	(2,631)	
Share of other comprehensive income of entities accounted for using equity method	117	(138)	
Total other comprehensive income	703	(5,323)	
Comprehensive income	6,643	(1,417)	
Comprehensive income attributable to			
Comprehensive income attributable to owners of parent	5,750	(1,830)	
Comprehensive income attributable to non-controlling interests	893	412	

# Consolidated Statements of Changes in Net Assets

	Millions of yen												
		Shareh	older' eq	uity		Valua	ition and	translatio	on adjust	ment			
Year ended March 31, 2017	Capital stock	Capital surplus	Retained earnings	Treasury shares	Total Share- holders' equity	Valuation differ- ence on available- for-sale securities	Deferred gains or losses on hedges	Foreign currency translation adjustment	Remea- surements of defined benefit plans	Total ac- cumulated other com- prehensive income	Subscrip- tion rights to shares	Non- controlling interests	Total net assets
Balance at April 1, 2016	¥ 16,649	¥ 14,674	¥ 39,673	¥ (4,036	) ¥ 66,960	¥ 5,375	¥ (6)	¥ 1,212	¥ (1,152)	¥ 5,429	¥ 229	¥ 4,086	¥ 76,705
					_								
Changes of items during period													
Dividends of surplus			(1,374)		(1,374)								(1,374)
Profit attributable to owners of parent			5,191		5,191								5,191
Purchase of treasury shares				(707)	(707)								(707)
Disposal of treasury shares		(8)		38	30								30
Change of scope of consolidation			(237)		(237)								(237)
			590	(2)	) 587								587
Transfer to capital surplus from retained earnings		8	(8)		-								
Purchase of shares of consolidated subsidiaries		11			11								11
Net changes of items other than shareholders' equity						1,276	1	(581)	(138)	558	36	340	934
Total changes of items during period	-	11	4,162	(670)	3,502	1,276	1	(581)	(138)	558	36	340	4,436
Balance at March 31, 2017	16,649	14,685	43,835	(4,706)	) 70,462	6,652	(5)	631	(1,291)	5,987	265	4,426	81,141

	Millions of yen												
	Shareholder' equity Valuation andtranslation adjustment												
Year ended March 31, 2016	Capital stock	Capital surplus	Retained earnings	Treasury shares	Total Share- holders' equity	Valuation differ- ence on available- for-sale securities	Deferred gains or losses on hedges	Foreign currency translation adjustment	Remea- surements of defined benefit plans	Total ac- cumulated other com- prehensive income	Subscrip- tion rights to shares	Non- controlling interests	Total net assets
Balance at April 1, 2015	¥ 16,649	¥ 15,249	¥ 37,656	¥ (2,142)	¥ 67,412	¥ 7,764		- ¥1,413	¥ 1,505	¥ 10,683	¥ 218	¥ 4,209	¥ 82,523
Cumulative effects of changes in accounting policies									(25)	(25)		(6)	(32)
Restated balance	16,649	15,249	37,656	(2,142)	67,412	7,764		- 1,413	1,480	10,658	218	4,202	82,491
Changes of items during period													
Dividends of surplus			(1,412)		(1,412)								(1,412)
Profit attributable to owners of parent			3,400		3,400								3,400
Purchase of treasury shares				(1,967)	(1,967)								(1,967)
Disposal of treasury shares		(19)		72	53								53
Change of scope of consolidation			49		49								49
Transfer to capital surplus from retained earnings		19	(19)		-								-
Purchase of shares of consolidated subsidiaries		(575)			(575)								(575)
Net changes of items other than shareholders' equity						(2,389)	(6	) (202)	(2,633)	(5,229)	11	(116)	(5,334)
Total changes of items during period	-	(575)	2,018	(1,894)	(452)	(2,389)	(6	) (202)	(2,633)	(5,229)	11	(116)	(5,786)
Balance at March 31, 2016	16,649	14,674	39,673	(4,036)	66,960	5,375	(6	) 1,212	(1,152)	5,429	229	4,086	76,705

## Consolidated Statements of Cash Flows

	Millions of yen			
	2017	2016		
Cash flows from operating activities				
Profit before income taxes	¥ 8,134	¥ 6,151		
Depreciation	4,987	4,922		
Amortization of goodwill	179	529		
Impairment loss	897	79		
Increase (decrease) in net defined benefit liability	126	(72)		
Increase (decrease) in allowance for doubtful accounts	(157)	350		
Increase (decrease) in provision for bonuses	111	53		
Increase (decrease) in other provision	(5)	(3)		
Interest and dividend income	(708)	(1,408)		
Interest expenses	1,301	1,297		
Share of (profit) loss of entities accounted for using equity method	60	(293)		
Loss (gain) on sales of property, plant and equipment	(187)	(5)		
Loss (gain) on valuation of investment securities	580	118		
Loss (gain) on sales of investment securities	(1,672)	(1,286)		
Loss on retirement of property, plant and equipment	99	942		
Loss (gain) on change in equity	151	-		
Decrease (increase) in notes and accounts receivable - trade	3,044	8,432		
Decrease (increase) in inventories	(366)	3,037		
Increase (decrease) in notes and accounts payable - trade	462	(7,288)		
Decrease (increase) in other current assets	(553)	605		
Increase (decrease) in other current liabilities	109	(1,018)		
Other, net	2,165	144		
Subtotal	18,757	15,285		
Interest and dividend income received	752	1,445		
Interest expenses paid	(1,286)	(1,323)		
Income taxes (paid) refund	(1,941)	(2,479)		
Net cash provided by (used in) operating activities	16,282	12,929		
Cash flows from investing activities				
Purchase of property, plant and equipment	(7,386)	(9,125)		
Proceeds from sales of property, plant and equipment	739	303		
Purchase of intangible assets	(231)	(121)		
Purchase of investment securities	(536)	(427)		
Proceeds from sales of investment securities	5,178	2,243		
Payments of long-term loans receivable	(117)	(605)		
Collection of long-term loans receivable	175	47		
Proceeds from subsidy	2,491	622		
Other, net	55	(755)		
Net cash provided by (used in) investing activities	367	(7,817)		

## Consolidated Statements of Cash Flows

	Millions of yen			
•	2017	2016		
Cash flows from financing activities				
Net increase (decrease) in short-term loans payable	(2,209)	(4,721)		
Increase (decrease) in commercial papers	(8,000)	13,500		
Proceeds from long-term loans payable	-	9,867		
Repayments of long-term loans payable	(3,078)	(1,654)		
Redemption of bonds	(25)	(15,050)		
Payments for long-term accounts payable - other	-	(3,062)		
Purchase of treasury shares	(719)	(1,971)		
Cash dividends paid	(1,374)	(1,412)		
Proceeds from share issuance to non-controlling shareholders	101	203		
Dividends paid to non-controlling interests	(155)	(104)		
Payments from changes in ownership interests in subsidiaries that do not result in change in scope of consolidation	-	(1,128)		
Other, net	(182)	84		
Net cash provided by (used in) financing activities	(15,641)	(5,448)		
Effect of exchange rate change on cash and cash equivalents	(103)	(34)		
Net increase (decrease) in cash and cash equivalents	906	(371)		
Cash and cash equivalents at beginning of period	5,328	5,569		
Increase (decrease) in cash and cash equivalents resulting from change of scope of consolidation	(77)	129		
Cash and cash equivalents at end of period	6,157	5,328		

Japan Pulp & Paper Co.,Ltd.

Forefront Tower, 3-12-1 Kachidoki, Chuo-ku Tokyo, 104-8656 Japan www.kamipa.co.jp