

History of Global Expansion

Since the 1970's, the Oji Group has been expanding overseas in a variety of fields. In this section, we introduce the challenges faced by each company in expanding its business activities around the world.

- 1** 1999.08 Establishment **Ojitex (Vietnam) Co., Ltd.** Vietnam
- 2** 2010.10 Establishment **Oji Paper International Trading (Shanghai) Co., Ltd.** China
- 3** 2011.03 Joined the Group **S. PACK & Print Public Co., Ltd.** Thailand
- 4** 2011.03 Joined the Group **Sahakij Packaging Co., Ltd.** Thailand
- 5** 2011.08 Joined the Group **Harta Packaging Group** Malaysia
- 6** 2011.09 Joined the Group **Oji Papéis Especiais Ltda.** Brazil
- 7** 2012.06 Establishment **Oji India Packaging Pvt. Ltd.** India



since 1999

Ojitex (Vietnam) Co., Ltd.

Vietnam

Aiming to make a sustainable contribution to the Vietnamese economy

In March 1997, Texchem Resources Bhd., a Japanese company in Malaysia, approached Corrugated Container Div., Oji Paper about a joint venture. After a site survey by both companies, it was decided to proceed with the project as a joint venture based on the judgment that the business opportunities were ample. At that time, labor-intensive manufacturing industries such as Sony Corporation, Matsushita Electric Industrial Co., Ltd. (now Panasonic Corporation) and other consumer electronics manufacturers were expanding into the Ho Chi Minh City area. Thus, it was predicted that the manufacturing industry would actively expand its operations in Vietnam, and demand for high-quality corrugated containers was also expected to grow dramatically. Therefore, it was decided to establish a corrugated container factory in Ho Chi Minh area ahead of other major foreign corrugated manufacturers. After some difficulties in selecting overseas contractors, Bien Hoa Headquarters Factory went into operation in 2000.

Along with the expansion of production, Binh Duong Factory started operation in 2016 and Long Thanh Factory with state-of-the-art facilities in 2022. The challenge for the future is to localize the company while retaining the advantages of being a Japanese company to the maximum extent possible. They will continue to contribute to the Vietnamese economy by conducting their business activities in line with current trends and with a commitment to the SDGs.



● Bien Hoa Factory ● Binh Duong Factory ● Long Thanh Factory ● President Shinoda visited the factory and planted commemorative trees in 2007 ● Corrugator machine in Long Thanh Factory ● Opening Ceremony of Binh Duong Factory in May 2016

| Company Profile | History |
|--|--|
| Company Name Ojitex (Vietnam) Co., Ltd. | 1999 Establishment of the company (joint venture with Texchem Resources Bhd.) |
| Business Manufacture and sale of corrugated containers | 2000 Started operation (Bien Hoa Headquarters Factory) |
| Year of Establishment 1999 | 2005 Acquired 30% equity interest in Texchem Resources Bhd. and took full ownership |
| Location Dong Nai/ Binh Duong Province, Vietnam | 2016 Binh Duong Factory started commercial production |
| | 2022 Long Thanh Factory started commercial production |

since 2010

Oji Paper International Trading (Shanghai) Co., Ltd.

China

Further contribution to the expansion of Oji Group's pulp and wood business

In October 2010, Oji Paper International Trading (Shanghai) Co., Ltd. (hereafter referred to as OPIT) was established in Shanghai as a base for Oji Group to sell pulp directly in China and to secure stable revenues, as demand for pulp was expected to increase significantly in line with rising paper demand in China. OPIT was established as a base for the Oji Group's "resource business" in China, selling pulp produced by Oji Group companies in Japan and overseas, importing and exporting wood products, procuring chemicals and raw materials for papermaking, and gathering information at the same time.

At the time of its establishment, it began operations with a total of 10 employees, including four Japanese expatriates and six local staff. Since 2012, they have started selling BCTMP from Pan Pac, LBKP from Nantong Mill, DP from Yonago mill, LBKP from CENIBRA, and logs from Japan, among others.

At that time, they made direct phone calls to users to make appointments and develop new customers from scratch, and traveled to remote areas to collect bills, as payment by bills was common. Working together and overcoming difficulties, the staff has aggressively expanded the "resource business" and developed markets in China for the forest resources of Oji Group companies.

OPIT will continue to expand sales in the Asian region with the aim of further developing the Group's pulp business.



1 The Shanghai International Trade Centre where OPIT and other Oji Group companies in China have their offices 2 LBKP from Nantong Mill 3 Conference view of the Oji Group Pulp Meeting (2019)

Company Profile

Company Name
Oji Paper International Trading (Shanghai) Co., Ltd.

Business
Brokerage of pulp, wood products and materials and purchase and sale of pulp, etc.

Year of Establishment
2010

Location
Shanghai, China

History

- 2010 Establishment of Oji Paper International Trading (Shanghai) Co., Ltd.
- 2011 Start of operations (pulp procurement for Nantong Mill, sales of self-manufactured pulp to China, sales of wood products, etc.)
- 2012 Start of selling BCTMP from Pan Pac
- 2013 Start of selling Japanese raw woods to China
- 2014 Start of selling LBKP from Nantong Mill and DP from Yonago Mill
- 2016 Start of selling LBKP from CENIBRA

since 2011

S. PACK & Print Public Co., Ltd. Sahakij Packaging Co., Ltd.

Thailand

Expansion of packaging business in Thailand

Since 2010, the Oji Group has been expanding its packaging business in Southeast Asia, and with a wide variety of Japanese companies operating in Thailand, strong demand was expected in the packaging business. Under such circumstances, S.PACK's location in southern Thailand and its proximity to the Malaysian border led to expectations of synergies with GSPP in Malaysia, and the Oji Group acquired its shares, making it a subsidiary.

Corrugated container production for consumer electronics, which was envisioned at the time of the acquisition study, was transferred to Vietnam, and sales of corrugated containers for seafood processing declined due to disease in farmed shrimp. Despite the difficult business environment, both net sales and operating profit have been favorable immediately after the acquisition due to the companies' focus on folding cartons and corrugated containers for rubber gloves and food products, which are growing stably. Demand for folding cartons and corrugated containers for rubber gloves, their mainstay product, is expected to continue to grow as awareness of hygiene management increases. They operate their businesses to keep up with strong demand and will continue to operate their companies with strong roots in the local community.



1 Front of S.PACK Mill 2 Front of Sahakij Mill

Company Profile

Company Name
S.PACK & Print Public Co., Ltd. (S.PACK)
Sahakij Packaging Co., Ltd. (Sahakij)

Business
Manufacturing and sales of folding cartons and corrugated containers

Year of Establishment
Sahakij 1988
S.PACK 1994
(Joined the Oji Group in 2011)

Location
Thailand

History

- 1988 Establishment of Sahakij Packaging Co., Ltd.
- 1994 Establishment of S.PACK & Print Public Co., Ltd.
- 1997 Acquisition of Sahakij by S.PACK, making it a wholly owned subsidiary
- 2004 S.PACK listed on the Stock Exchange of Thailand
- 2011 The Oji Group acquired S.PACK shares and made it an affiliate company
- 2012 Sahakij Office and Mill moved to the current location in Sinsakhon Industrial Estate, Samut Sakhon Province. Subsequently, the Oji Group acquired additional shares of S.PACK, and making it a subsidiary.

since 2011

Harta Packaging Group

Malaysia

Expansion and reinforcement of packaging business in Southeast Asia

Established in 1987 as Harta Ngiak, the company later changed its name to Harta Packaging Industries Sdn. Bhd. (hereafter referred to as HPI) in 1990. In the northern, central, and southern regions of Malaysia, its core business was the manufacture of containerboard, corrugated containers, die-cut containers, and paper pallets. Later, the plastic bag business was added as a mainstay business. Only 10 years after its establishment, HPI Resources Bhd. was listed on the Kuala Lumpur Stock Exchange (now Bursa Malaysia) in 1997. In 2000, Harta Fleksipak Mill, which manufactures hawker paper (paper used to wrap food for take-out), hamburger paper, and paper bags, started operations and entered the food packaging business. In 2004, it launched a corrugated container and plastic packaging business in the fast-growing Cambodian market. As it aimed to become an integrated manufacturer, not only of packaging, but also of paper manufacturing, it took a giant leap forward with the acquisition of Trio Paper, a paper mill producing a variety of paper types in 2008.

In August 2011, it was acquired by Oji Paper Asia (at the time), which was looking to expand its packaging business in Southeast Asia, and became a member of the Oji Group.

Since its inception, HPI Group has continued to expand and grow its packaging business in Malaysia and Cambodia. As a member of the Oji Group, we will continue to provide excellent service and product quality to our customers while aiming to realize a sustainable society.



1 Harta Batu Pahat, HPI Group's first mill in 1990 2 Inside the Nilai Mill in 2012 3 New office at Nilai Mill in 2012 4 Opening ceremony of the second mill in Harta Perak in 2019 5 Groundbreaking ceremony for UKB's second mill in 2021

Company Profile

Company Name
HPI RESOURCES BERHAD

Business
Paper manufacturing, corrugated container manufacturing (sheet and box making), bag making, specialty paper processing, plastic bag manufacturing and sales

Year of Establishment
1987

Location
Malaysia / Paperboard (Trio Paper), Corrugated container mills (Northern: Perak 1 & 2, Central: Nilai, Southern: Batu Pahat, UKB 1 & 2), Plastic bags and food packaging (Southern: Chiga Light, Harta Fleksipak)
Cambodia / Corrugated container mills (Harta Cambodia, Oji Packaging Cambodia, Ojtex Harta)

History

- 1987 Establishment of Harta Ngiak (former company name) in Batu Pahat, southern Malaysia
- 1990 Company name changed to Harta Packaging Industries Sdn. Bhd. (HPI, now Harta Batu Pahat)
- 1997 HPI Resources Bhd. listed on the Kuala Lumpur Stock Exchange (now Bursa Malaysia)
- 2004 Harta Cambodia (a corrugated container mill in Phnom Penh, Cambodia) started operations
- 2008 Acquisition of Trio Paper (a containerboard mill in Northern Malaysia)
- 2011 Acquisition by the Oji Group
- 2013 Ojtex Harta (a corrugated container mill in Sihanoukville, Cambodia) started operations
- 2020 Oji Packaging Cambodia (a corrugated container mill in Phnom Penh, Cambodia) started operations. United Kotak Berhad (UKB) became part of the HPI Group.
- 2022 UKB's second mill (a corrugated container mill in southern Malaysia) started operations

since 2011

Oji Papéis Especiais Ltda.

Brazil

Leading company in the thermal paper industry

OPE's history dates back to 1953, when it began producing paper from sugarcane residue. Later, in the 1990s, Oji Paper (at the time) licensed thermal and carbonless paper technology to the Brazilian conglomerate Votorantim Group, the former owner of OPE, and in 2011 acquired the group's specialty paper mill. This mill became OPE and a major production location for the Oji Group in Brazil. After this acquisition, OPE has continuously grown its operations in 12 years. In the first phase of its production expansion project in 2012, it increased its coating dryer and color kitchen facilities. The second phase of production expansion in 2017 introduced state-of-the-art technology in the thermal paper coating process to meet the demand of the Latin American market, which has been growing by more than 5% per year.

On the environmental perspective, all pulp used in OPE's products is FSC® (Forest Stewardship Council) certified, aiming to meet the demands of the current times, including resource conservation and the SDGs. In addition, water used in the production process is taken from a nearby river, and the water quality is strictly controlled and treated to reduce environment load.

OPE has also continued to contribute to the community through social, cultural, and sporting activities, such as food and clothing donation in Piracicaba, São Paulo, where the company is located, and support for the Paralympic basketball team and youth soccer school. OPE will continue to grow to expand its share of the specialty paper market while respecting these activities.



1 Panoramic photo after installation of new equipment in 2021 2 Main gate of the company 3 OPE products (thermal paper for labels) 4 OPE products (thermal paper for cash registers: POS) 5 New facilities awaiting operation after completion

Company Profile

Company Name
Oji Papéis Especiais Ltda.

Business
Manufacture and sale of thermal paper, carbonless paper, etc.

Year of Establishment
1953 (Joined Oji Group in 2011)

Location
Piracicaba, São Paulo, Brazil

History

- 1953 Establishment of a paper mill
- 2011 Joined Oji Group
- 2012 Expansion of color kitchen facilities (Phase I)
- 2017 Enhancement of the coating process (Phase II)
- 2021 Installation of new facilities (Phase III)

since 2012

Oji India Packaging Pvt. Ltd.

India

Oji Group's corrugated container business growing with India

Oji India Packaging was established in 2012 as the Oji Group's first base in fast-growing India, and began corrugated container production in 2014 at a Japanese industrial park in Neemrana, Rajasthan.

In the first few years of Neemrana Mill's operation, the sales volume did not grow very much and it was in the red, but as its customers, such as local Indian consumer electronics manufacturers grew rapidly, the company's performance turned around and it achieved its first profit in FY 2019. In the same year, a second mill, Chennai Mill, started production in Tamil Nadu, and a third mill, Sanand Mill, started production in Gujarat in 2020.

India is developing just like Japan's high-growth period, with white goods and air conditioners rapidly spreading to every household, and demand for corrugated containers is growing in tandem. In response to this situation, Empire Packages, a corrugated container manufacturer in Punjab, joined the Oji Group in 2021. In addition, a new mill in Sri City, one of the largest in India, is currently under construction in Andhra Pradesh to start production in the fall of 2024. The company will continue to grow to meet the strong demand in India.



1 Morning radio exercises! 2 Neemrana Mill 3 Chennai Mill 4 Sanand Mill 5 Dera Bassi Mill, Empire Packages 6 New Sri City Mill under construction

Company Profile

Company Name

Oji India Packaging Pvt. Ltd.

Business

Manufacturing and sales of corrugated cardboard

Year of Establishment

2017

Location

India

History

2012 Establishment of Oji JK Packaging

2014 Neemrana Mill started commercial production

2017 Company name changed to Oji India Packaging

2019 Chennai Mill started commercial production

2020 Sanand Mill started commercial production

2021 Empire Packages joined the Oji Group

2023 Start of construction of new Sri City Mill