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May 17, 2023

For immediate release

Company Name: Dai Nippon Printing Co., Ltd.
Stock Code: 7912 (TSE Prime Market)
Name of Representative: Yoshinari Kitajima, President

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Division

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## Updates to the "Overview of Financial Results for FY2022 and FY2023-2025 Medium-term Management Plan Briefing materials"

We announce that the document mentioned in the title, which was released on May 12, 2023, has been updated as follows in accordance with the "Announcement of Extraordinary Gain and Revision of Full Year Consolidated Earnings Forecast" disclosed today.

### (Updated content)

- Page 9 of the attached document has been added.
   Page title: Notice of Acceptance of the Tender Offer by Recruit Holdings Co., Ltd. for its own Shares (May 17, 2023, released)
- 2. Some content of page 10 of the attached document has been updated. Page title: Earnings Forecast for Fiscal Year 2023

### [Before the updates]

Forecast of Net Income Attributable to Parent Company Shareholders for FY2023 (Year-on-year change): 66.0 billion yen (-23.0%)

Forecast of ROE for FY2023 (Year-on-year change): 6.3% (-1.6%)

### [After the updates]

Forecast of Net Income Attributable to Parent Company Shareholders for FY2023 (Year-on-year Change): 88.0 billion yen (+2.7%)

Forecast of ROE for FY2023 (Year-on-year change): 8.3% (+0.4%)

3. Page 36 of the attached document has been added.

Page title: Sale of Strategic Shareholdings and Acquisition of Treasury Shares

### (Note) Disclaimer concerning forward-looking statements

The plans, policies, and other statements other than past facts included in the materials disclosed by the DNP Group are based on management assumptions and views based on information available to the DNP Group at the present time. Therefore, actual performance may differ from these forecasts due to a variety of factors.

Overview of Financial Results for FY2022 and FY2023-2025 Medium-term Management Plan Briefing materials

**DNP** 

May 17, 2023

Dai Nippon Printing Co., Ltd.

### DNP

# 1. Results Overview

### **Overview of Consolidated Results for Fiscal Year 2022: Earnings Summary**

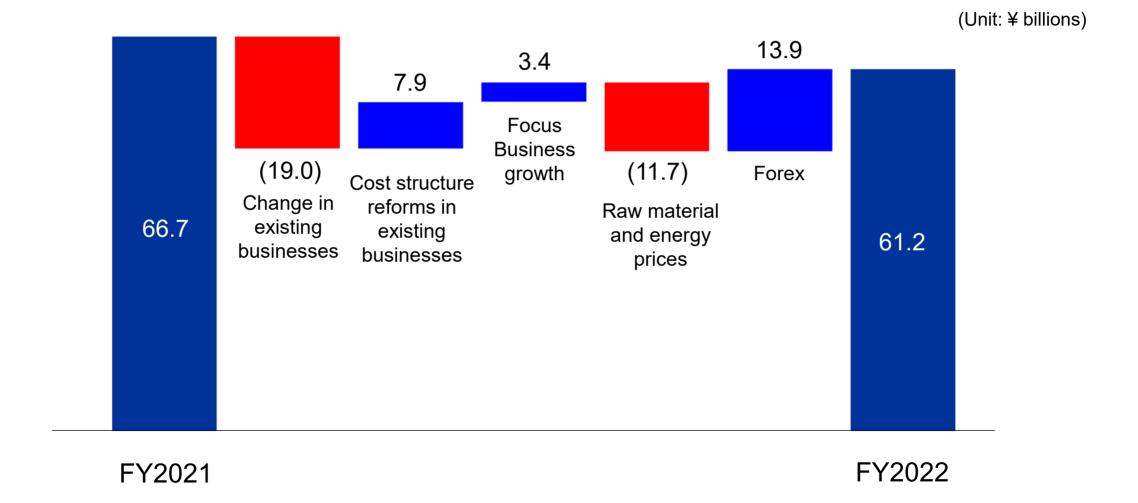


	FY2021		FY2022	
(Unit: ¥ billions)	Result	Earnings forecast	Result	Year-on-year change
Sales	1,344.1	1,380.0	1,373.2	+2.2%
Operating Income	66.7	67.0	61.2	(8.3%)
Operating Income Ratio	5.0%	4.9%	4.5%	(0.5%)
Ordinary Income	81.2	81.5	83.6	+3.0%
Net Income  Attributable to  Parent Company Shareholders	97.1	67.0	85.6	(11.8%)
ROE	9.1%	6.0%	7.9%	(1.2%)
Capital Expenditures	50.6	95.0	78.0	+54.0%
R&D Expenditures	33.1	33.0	32.4	(2.0%)
Depreciation	51.1	52.0	51.7	+1.2%

- As uncertainty surrounding the business environment increased, such as concerns about a global economic recession, efforts were made to expand focus businesses. Although sales increased, operating income decreased due to the impact of factors such as rising prices of raw materials and energy.
- Ordinary income and net income exceeded the earnings forecast thanks to the contribution of expanded earnings from equitymethod affiliates.

### Overview of Consolidated Results for FY2022: Change in Operating Income

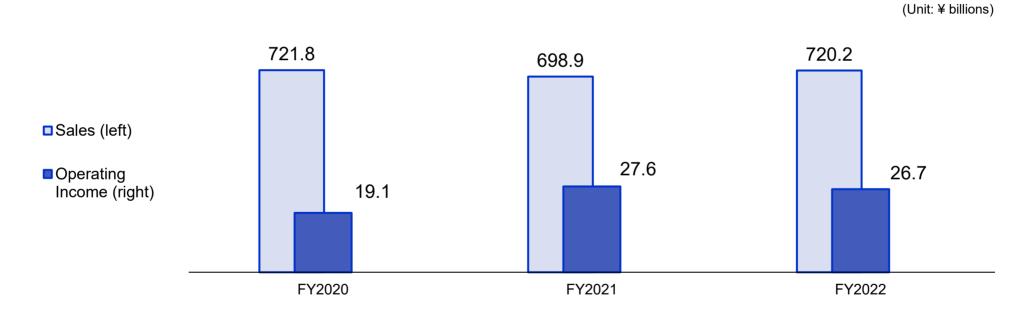






### **Information Communication**

■ Although focus businesses such as BPO\*, photographic materials and services grew, sales increased and income decreased due to the decrease in existing printing business and the rising costs of raw materials and energy.



[Information Innovation]

BPO business for economic stimulus projects, smart cards used by financial institutions and "My Number" government issued ID cards increased.

[Imaging Communication]
[Publishing]

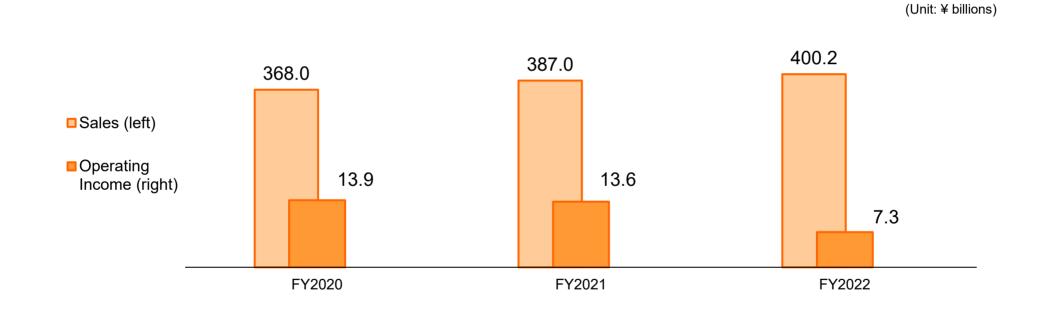
Photographic materials and services grew in the main market of the US, in addition to European and Asian markets.

In addition to the decrease in orders for paper media, our "honto" hybrid bookstore network was also impacted by the recoil following the previous year's high demand resulting from stay-at-home policies.



**Lifestyle and Industrial Supplies** 

Although there was an increase in lithium-ion battery pouches for automobiles, rising costs of raw materials and energy had a significant impact on the segment as a whole, resulting in an increase in sales and a decrease in income.



[Packaging]

[Living Spaces]

[Industrial High-performance Materials]

We worked hard at developing and selling DNP's eco-friendly "GREEN PACKAGING," resulting in increased sales.

Despite a drop in decorative materials for residential interiors and exteriors in Japan and overseas due to the impact of the economic downturn, efforts to transfer costs to prices resulted in securing the same level of sales as the previous fiscal year.

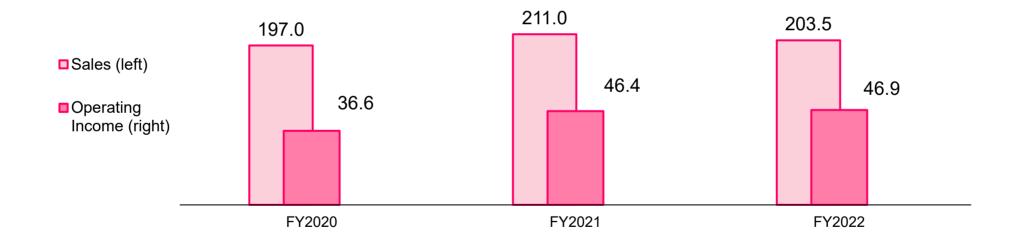
Lithium-ion battery pouches for automobiles and sealant for photovoltaic cells increased.



### **Electronics**

In addition to growth of metal masks used for manufacturing organic light-emitting diode displays (OLEDs) and photo masks used for manufacturing semiconductors, foreign exchange also had a positive effect, and income continued its upward trend despite a decrease in sales.

(Unit: ¥ billions)



[Display Components Business]

While metal masks used for manufacturing OLEDs performed well, there was a decrease in sales of optical films as a result of the recoil following high stay-at-home demand along with stagnation in consumer spending worldwide.

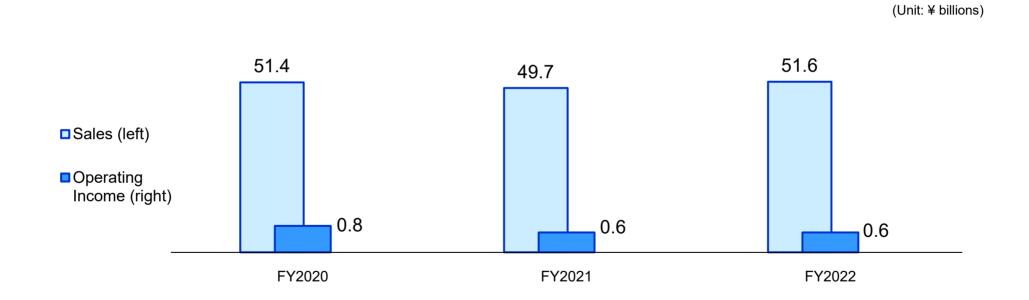
[Electronic Devices Business]

Although the expansion of the semiconductor market slowed, demand for product development by client companies was steady in photo masks used for manufacturing semiconductors.



### **Beverages**

Although there was an increase in sales volume due to growth in restaurant and online sales, the impact of soaring prices of raw materials and energy was significant, resulting in an increase in sales and a decrease in income.



- The prices of large PET bottle products and compact package products, etc. were revised in response to the increase in costs caused by rising material prices and logistics expenses.
- Due to the heightened interest in SDGs, we are focusing on the provision of products that meet the demands of consumers, such as launching environmentally friendly label-less products.

# Notice of Acceptance of the Tender Offer by Recruit Holdings Co., Ltd. for its own Shares (May 17, 2023, released)



We have decided to accept the tender offer announced by Recruit Holdings Co., Ltd. ("Recruit") for its own common shares (the "Tender Offer") that was resolved at the board of directors' meeting of Recruit held today.

### ■ Overview of Acceptance of the Tender Offer

Expected number of sale shares	Common Shares 18,300,000 shares				
Sale price	3,326 yen per share				
Expected sale proceeds	60.8 billion yen				

### ■ Schedule for the Tender Offer (Scheduled)

Date of the Public Announcement on the Commencement of the Tender Offer	May 18, 2023				
Tender Offer period	May 18, 2023 to June 14, 2023				
Date on which settlement is commenced	July 6, 2023				

### **Earnings Forecast for Fiscal Year 2023**



(Unit: ¥ billions)

[Company-wide]	FY2022 result	FY2023 forecast	Year-on-year change
Sales	1,373.2	1,410.0	+2.7%
Operating Income	61.2	67.0	+9.4%
Operating Income Ratio	4.5%	4.8%	+0.3%
Ordinary Income	83.6	78.0	(6.8%)
Net Income Attributable to Parent Company Shareholders	85.6	88.0	+2.7%
ROE	7.9%	8.3%	+0.4%

Capital Expenditures	78.0	76.0	(2.7%)
R&D Expenditures	32.4	34.0	+4.7%
Depreciation	51.7	54.0	+4.3%

[Segme	ents】	FY2022 result	FY2023 forecast	Year-on-year change	
Smart	Sales	720.2	721.0	+0.1%	
Communication	Operating Income	26.7	28.0	+4.7%	
Life and Healthcare	Sales	451.3	495.0	+9.7%	
	Operating Income	7.9	18.0	+125.5%	
Electronics	Sales	203.5	197.0	(3.2%)	
	Operating Income	46.9	42.0	(10.5%)	
A 11 4	Sales	-2.0	-3.0		
Adjustment	Operating Income	-20.4	-21.0		

Since the beginning of FY2023, the former "Information and Communication Segment" has been renamed the "Smart Communication Segment", and the "Lifestyle and Industrial Supplies Segment" has been renamed the "Life and Healthcare Segment," and the "Beverage Business" has been transferred to the "Life and Healthcare Segment" to further contribute to comfortable living, and the "Beverage Segment" has been abolished. Accordingly, the results for FY2022 were adjusted.

<sup>★</sup> Details of segments after FY2023 are explained in the mid-term management plan.

### DNP

# 2. FY2023-2025 Medium-term Management Plan

### **DNP Group's Basic Management Policy**



Brand Statement

### Creating future standards.

The DNP Group aims to realize a sustainable society, and its corporate philosophy is to connect individuals and society and provide new value. Based on this philosophy, the Group will conduct business activities that create a better future with a long-term view in order to realize a sustainable, better society and more comfortable lifestyles.

Through such initiatives, the DNP Group will create sustained business value and shareholder value.

with an ROE target of 10%, and expedite achieving a PBR of more than 1.0X.

**Business**Strategy

- Promote business structure transformation and accelerate concentrated investment in priority business and new business linked to the resolution of social issues and megatrends.
- Transform risks in a changing business environment into opportunities for growth through the evolution and cultivation of core technologies.

### inancial trategy

- Create funding for investment in growth through cash flow generated through business activities, in addition to maximization of efficiency of funds including acceleration of the reduction of assets held.
- Plan the largest acquisition of treasury shares in DNP's history with the aim of improving capital efficiency.
- Seek to further enhance shareholder returns conscious of indicators such as EPS while maintaining stable finances for sustained corporate activity.

# Non-Financia Strategy

- Expand investment in people based on the Human Capital Policy.
- Enhance intellectual capital utilizing DNP's unique strengths and external partnerships.
- Contribute to the realization of a decarbonized society, a recyclingoriented society, and a society in harmony with nature.

### Outline of Measures in the New Medium-term Management Plan



### Initiatives Aimed at Realization of the Vision

Business

- Realize growth through concentrated investment of 260 billion yen or more (over the 5 years from FY2023 to FY2027) in focus business areas
- Transform business portfolio including restructured businesses

Finance

- Reduce strategic shareholdings to less than 10% of net assets
- Plan to acquire treasury shares valued at 300 billion yen to improve capital efficiency (5 years from FY2023 to FY2027)

Noninancia

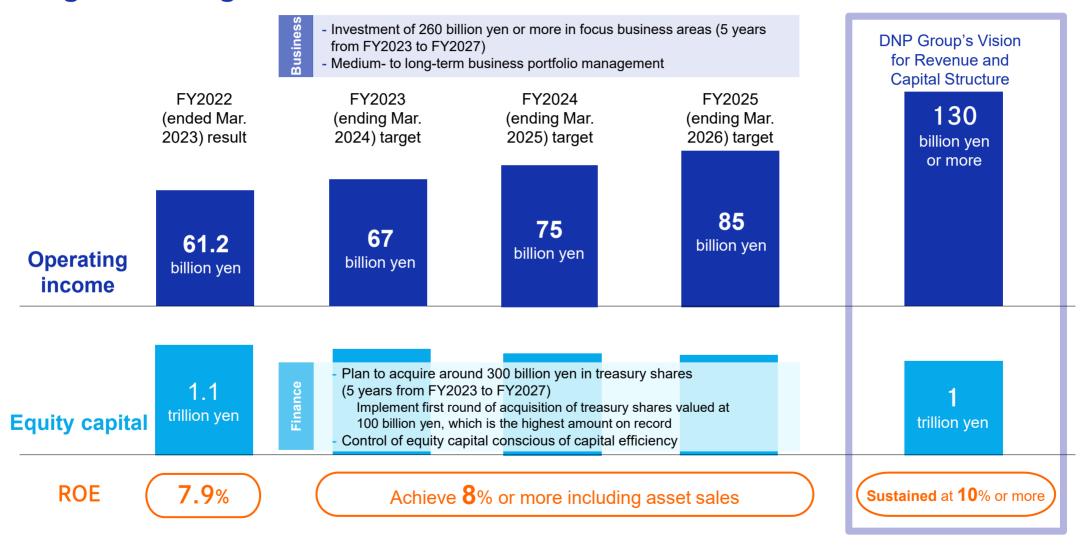
- Expand investment in people based on Human Capital Policy
- Enhance intellectual capital utilizing DNP's unique strengths and external partnerships
- Contribute to the realization of a decarbonized society, a recyclingoriented society, and a society in harmony with nature

DNP Group's Vision for Revenue and Capital Structure Operating 130 billion yen income or more (Record operating income: 120.6 billion yen) Equity capital 1 trillion ven 10% ROE

By implementing the above initiatives and also expanding disclosure especially on focus business areas, we will expedite achieving a PBR of more than 1.0X.

### **Management Targets**

### DNP



### **Management Targets**





### **Create value primarily in growth areas**



(Unit: ¥ billions)		FY2019 result	FY2022 earnings forecast	FY2022 result	Overview o	Overview of Growth-driving and Stable Businesses			
Information	Segment sales	773.0	710.0	720.2	Imaging communication	<b>4</b>	Strong sales of photographic materials and services in Europe and Asia, in addition to the mainstay U.S. market		
Communication	Segment Operating Income	30.4	29.0	26.7	Secure information	<b>\$</b>	IC cards used by financial institutions, "My Number" government issued ID cards, BPO, etc. increased		
1.15 - 4.1	Segment sales	391.3	408.0	400.2 7.3	Battery pouches	<b>♣</b>	In addition to battery pouches for automotive use being affected by the reduction in automotive production until around the middle of the fiscal year, device demand also decreased for IT		
Lifestyle and Industrial	Segment Operating Income				Industrial high- performance materials	<b>\$</b>	Demand for photovoltaic module components increased		
Supplies		11.1	12.0		Mobility interior and exterior materials	<b>₽</b>	Although reduced automotive production had an impact until the middle of the fiscal year, there was a recovery in the second half		
	Segment sales	186.6 212.		203.5	Optical films	<b>♣</b>	A global slump in consumption and inventory adjustment throughout the entire supply chain had an impact		
Electronics	Segment Operating Income  34.1 47.0				Metal masks	<b>む</b>	The increase in the rate of use of OLED displays in smartphones, etc. contributed		
		46.9	Semiconductor-related products	<b></b>	Although the market was seen to slow down from the middle of the fiscal year, demand for product development by client companies was steady				

<sup>\*</sup> The arrows indicate comparisons with targets

### Increase value using all available restructuring approaches



Reorganization of operating bases and business downsizing have progressed as planned. We will continue to implement reforms at appropriate times and in accordance with demand trends.

times and in a	accordance with demand trends.	
	Reorganization of operating bases and business downsizing	Expansion measures
Information Communication	Downsizing printed media production bases  - Closure and sale of overseas site (Singapore) - Consolidation of domestic manufacturing sites (closure of Akabane area, etc.) - Consolidation of functions of preprocessing divisions (pre-press)	Expanding data distribution-related businesses  - Establishment of NTT EDX  - Conversion of Sharing Box into whollyowned subsidiary - Acquisition of Color Vision International  Entry into XR communication business  - Establishment of DNP CoArise  - Promotion of external collaboration and investment
Lifestyle and Industrial Supplies	Reviewing low value-added products and restructuring business locations  - Integration of sites in the packaging-related business (Kansai area) (Closure of Uzumasa, consolidation into Kyotanabe)	Expanding production lines for barrier films, eco-friendly packaging materials, etc.  Installation of barrier film production line at Tobata Plant  Expanding production lines for lithium-ion battery pouches  Installation of production line at Tsuruse Plant  Installation of post-process line in Europe (Denmark Plant), with operation scheduled to start in FY2023  Consider planning the strengthening of production capacity inside and outside Japan including Europe and the US
Electronics	Downsizing color filter business - Closure and sale of Himeji Plant	Expand optical film production lines  - Installation of new large metal mask production line at Kurosaki Plant, with operation scheduled to start in the first half of FY2024  - Installation of ultra-wide surfacing material production line at Mihara West Plant, with operation scheduled to start in the first half of FY2025  Investing in Electronic Devices business  - Increase of capital investment in photomasks and lead frames  - Capital and operating alliance with SCIVAX in nano-imprinting

### Strengthen business infrastructure to support growth



Reducing strategic shareholdings

269→**111** 

-58%

 $(2014 \rightarrow \text{end of March } 2022)$ 



**Environmental initiatives GHG emissions** 

Projected to be

**-36.3**%

Projected to be 1,200,000→**765**,000 tons

 $(2015 \rightarrow \text{end of March } 2022)$ 

D&I promotion
Percentage of female
managers

6.6→**8.4**%

 $(2020 \rightarrow \text{end of March } 2022)$ 

D&I promotion
Percentage of males taking
childcare leave

54.3→**83.6**%

 $(2020 \rightarrow \text{end of March } 2022)$ 

### Acquisition of external evaluations

- Selection in GPIF 5 index (DNP only one in the printing industry)
- Selected in FTSE4Good (22 years in succession)
- CDP Climate Change A List

### Business Strategy: Aiming to Resolve Social Issues Utilizing DNP's Core Values DNP

By utilizing the core values of Printing & Information developed through printing, DNP contributes to a sustainable society where people can live safe, secure, and healthy lives. In order to realize well-being lifestyles on a global scale, we focus on businesses linked to the resolution of social issues and megatrends, such as those indicated below.

### **P&I** Innovations

# Information society

A society where real and digital seamlessly connect, with robotics and Al blending in

# Population problem

While the population of Japan decreases and global population increases, the birthrate is decreasing and society is aging worldwide

Securely and seamlessly connect real and digital, contributing to the evolution of information society

# Printing & Information

DNP's core values developed through printing

Contributing to a sustainable society where people can live safe, secure, and healthy lives

### Imbalance of supply and demand of resources, electricity, water and food

The balance of supply and demand of resources, electricity, water and food is significantly affected by climate change, the population problem and advancement of information society

# Climate change

World continuing to move toward prevention of global warming and decarbonization

### Focus Business Areas

Digital Interfaces

Semiconductors

Mobility and industrial highperformance materials

Content & XR communication

Medical & healthcare

# Well-being Enriched lifestyle



### **Business Strategy: Medium- to Long-term Business Portfolio**



We will promote concentrated investment and business structure transformation in focus business areas made up of growth-driving and new businesses and execute the No.1 strategy through evolution and cultivation of core technologies, M&A, and co-creation with partners.



**Business investment** (5 years from FY2023 to FY2027\*)

390 billion yen

or more

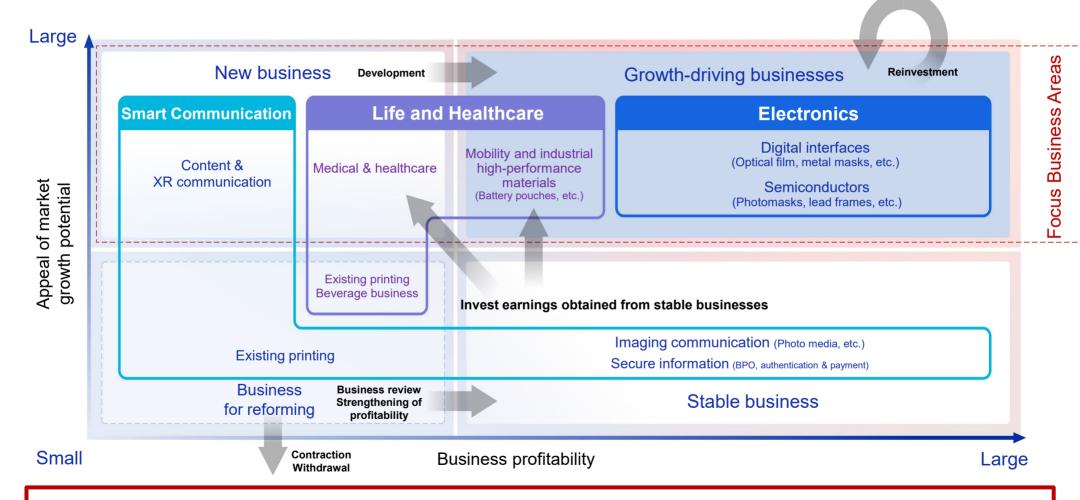
Including investment into focus business areas

260 billion yen or more

\* Year: Fiscal Year FY2023: ending March 31, 2024 FY2027: ending March 31, 2028

### **Business Portfolio and Positioning of Each Segment**



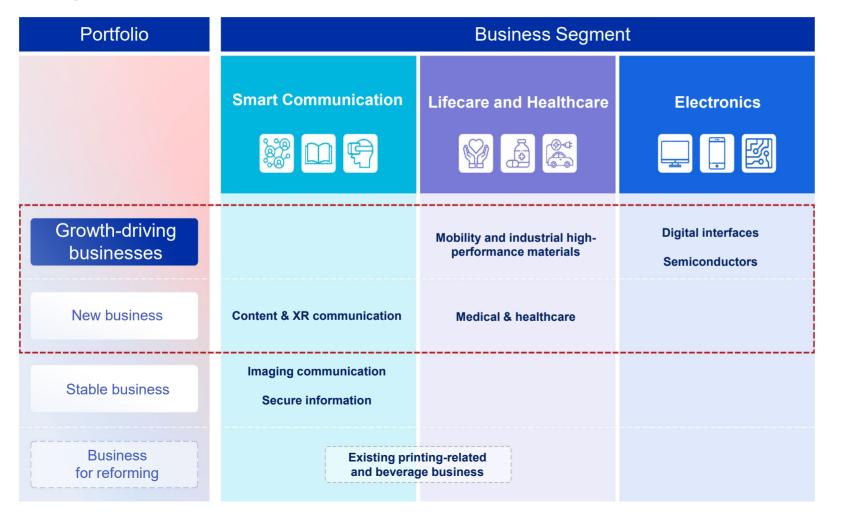


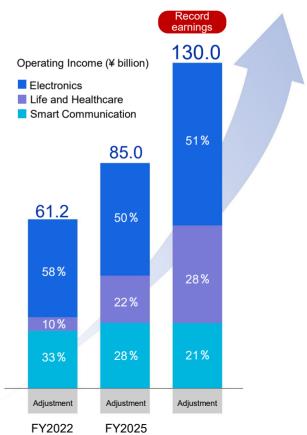
Promote concentrated investment and business structure transformation into focus business areas made up of growth-driving businesses and new business with the aim of building a business portfolio resilient to changes in the business environment

### **Segments and Focus Businesses**



Promote business structure transformation and concentrate investment in focus businesses in each segment with the aim to generate further profit through business activities.





### [Segment Strategy] Smart Communication







FY2022

FY2023



### Major products and services

[Imaging communication]

- Sublimation transfer media and printers, service creation

[Secure information]

- BPO, authentication security, etc.

[Content & XR communication]

[Publishing and education]

### DNP's core values

- Provide new customer experience value by utilizing the high-definition image processing technology, the capability to securely deliver large volumes of digital data, and the capability to integrate and optimize business processes.
- Accomplishments and trust such as photo media products with the world-leading share and IC cards for financial institutions with the leading share in Japan.

### Market environment

- Japanese BPO market 2022→2026 4.6→5 trillion yen
- Global market for digital ID solutions 2021→2030 CAGR 17%
- Global sublimation transfer photo market 2021→2030 CAGR 4%
- Global metaverse-related market 2030 \$678.8 billion

### Basic Strategy

- Efficient investment with a view to balancing invested capital and cash generation
- Consider utilizing core values for collaboration and service development with companies inside and outside Japan
- Rationalization of locations and systems according to market trends and business size

(FY2025)

KPI ● Sal

Sales
 726 billion yen (101% compared to FY2022)

Operating Income 31 billion yen (116% compared to FY2022)

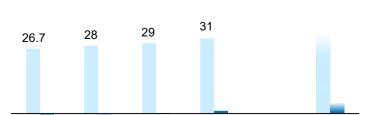
### Action

- Consider investment in global expansion of imaging communication and secure information
- Rationalization of paper media business

### Segment Operating Income Target

Segment Operating Income
Operating Income of Focus Businesses
Segment sales

720.2 721 723 726



FY2025

FY2024

23

### [Segment Strategy] Life and Healthcare









### Major products and services

[Mobility and industrial high-performance materials]

- Battery pouches for lithium-ion batteries
- Mobility interior and exterior decorative materials, etc.

[Medical & healthcare]

- APIs, medical packaging, etc.

[Packaging] [Living Spaces Business] [Beverages]

### DNP's core values

- Provide essential value for security, safety, health, comfort and environment with a variety of functional films leveraging large surface area functionalization technology.
- Accomplishments and trust from battery pouches for lithium-ion batteries with the world-leading share, and PET bottle aseptic filling systems and products for household interior and exterior decoration with the leading share in Japan.

### Market environment

[Outlook for global market for EV+PHEV]

- 2022 Global market: Approx. 10.5 million units
- 2023 → 2030 CAGR17%, to approx. 42 million units

[Global market outlook for pharmaceuticals]

- 2018→2030 141→ 216 trillion yen (Total for small molecules, bio and cellular pharmaceuticals)

### Basic Strategy

- Expand business through large-scale capital investment centered on battery pouches
- Investment in growth areas centered on medical/healthcare and global
- Consider utilizing core values for development of new products, and for collaboration and service development with companies inside and outside Japan

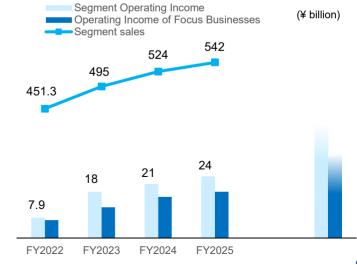
### KPI (FY2025)

- Sales 542 billion yen (120% compared to FY2022)
- Operating Income 24 billion yen (304% compared to FY2022)

### Action

- Expansion of battery pouch production capacity
- Medical & healthcare investment: 10 billion yen or more
- Reorganization of facilities in packaging-related business

### Segment Operating Income Target



### [Segment Strategy] Electronics







### DNP

### Major products and services

### [Digital interfaces]

- Metal masks for manufacturing organic lightemitting diode displays (OLEDs)
- Optical films for displays, etc.

### [Semiconductors]

- Photomasks
- Lead frames, etc.

### DNP's core values

- Develop industry-leading products leveraging large surface area functionalization technology, micro and nano modeling technology, optical control technology, etc.
- Accomplishments and trust from products with a world-leading share in areas such as metal masks for OLEDs and optical films for displays

### Market environment

[Outlook for the global display market]

- To reach 300 million square meters in 2030 2023→2030 CAGR 3.8%

[Global market outlook for semiconductors]

- 100 trillion yen in 2030 2023→2030 CAGR 5%

### Basic Strategy

- Accelerate expansion of existing businesses through active capital investment
- Consider utilizing core values for development of new products, and for collaboration and service development with companies inside and outside Japan

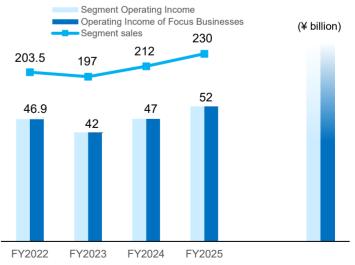
### KPI (FY2025)

- Sales
   230 billion yen (113% compared to FY2022)
- Operating Income 52 billion yen (111% compared to FY2022)

### Action

- Investment in expansion of production capacity for metal masks for manufacturing OLEDs: Approx. 20 billion yen
- Investment in expansion of production capacity for surface material products such as optical films: 13 billion yen or more
- Investment in expansion of production capacity for photomasks, etc.: 20 billion yen or more
- Expansion of provision of value to the semiconductor supply chain through external alliances

### Segment Operating Income Target



### **Focus Business Strategy: Digital Interfaces**

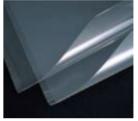


Seeing technological innovation such as advances in XR and automated driving, centered on the world-leading share in metal masks for manufacturing organic light-emitting diode displays (OLEDs) and optical films for displays, to be an opportunity, we will contribute to the evolution of the information society by securely and seamlessly connecting the real and the digital.







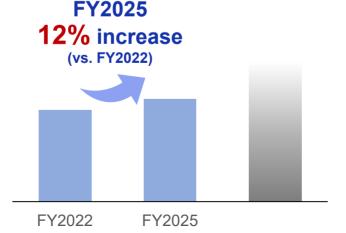


### **Business Strategy / Investment Plan**

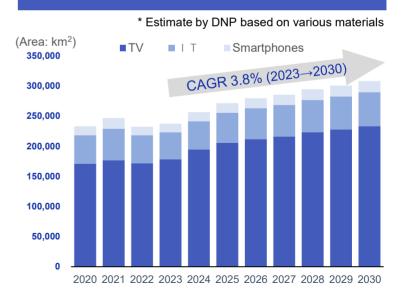
- ➤ Investment of approx. 20 billion yen in expansion of production capacity for metal masks for manufacturing organic light-emitting diode displays (OLEDs), scheduled to commence operation in FY2024
- Investment of 13 billion yen or more in the expansion of production capacity of ultrawide optical film, scheduled to commence operation in FY2025
- Expansion of applications such as XR and automotive displays

### Sales Plan

Graph: Growth rate indexed against FY2022 as 100



### Outlook for the global display market



### **Focus Business Strategy: Semiconductors**



In a world where data distribution such as automated driving and data centers is dramatically expanding, we will provide fine devices essential in the semiconductor supply chain, and securely and seamlessly connect the real and the digital to contribute to the evolution of the information society.







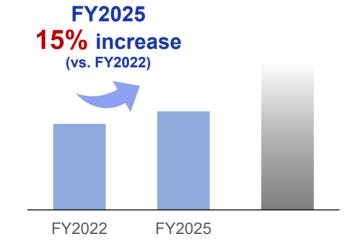


### **Business Strategy / Investment Plan**

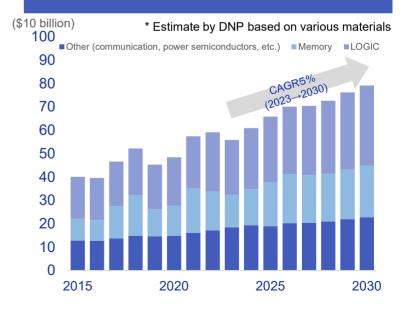
- ➤ Investment of 20 billion yen or more in expansion of production capacity for photomasks, etc. in Japan and overseas
- Accelerate the mass production of nano-imprinting through Nanomprint Solutions, a joint investment with SCIVAX
- Expand value provision to the semiconductor supply chain through external alliances



Graph: Growth rate indexed against FY2022 as 100



### Global market outlook for semiconductors



### Focus Business Strategy: Mobility and Industrial Highperformance Materials



Contribute to a sustainable society where people can live safe, secure, and healthy lives through products and service supporting EV range extension, automated driving, and comfortable mobile spaces for 2040 and 2050 starting with battery pouches for lithium-ion batteries with a world-leading share and mobility interior and exterior decoration.









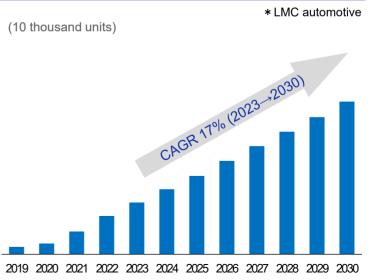


### **Business Strategy / Investment Plan**

- Major investment in expansion of production capacity for battery pouches, etc. Promotion of supply to appropriate regions such as Europe and the United States
- Accelerate development of components for clean energy, energy management and sensors, and key devices, etc. supporting comfortable mobile spaces
- Development and mass production of decorative film for exterior use, and molding and laminating systems
- Early commercialization of MaaS from the trial period
- Accelerate new product development for industrial high-performance materials

# Sales Plan Graph: Growth rate indexed against FY2022 as 100 FY2025 80% increase (vs. FY2022) FY2022 FY2025

### Outlook for Global Market for EV+PHEV



### **Business Strategy for Major Products: Lithium-ion Battery Pouches**



Utilize our strength of having the world-leading share to build the industry's de facto standard, and also further expand applications of battery pouches to gain a presence in the global market. Contribute to a sustainable society enabling everyone to live with security, safety and health through products and services supporting the extension of EV ranges for 2040 and 2050.

### **DNP's Strengths**

- Global standard
- Stable track record even for use with large-scale batteries
- Acquisition of IATF 16949 certification





### **Market trends**

### [Short-term]

- Significantly impacted by market conditions such as a slump in consumption due to the recoil following the surge in stay-at-home demand
- Although significantly affected by market conditions such as a decrease in automotive manufacturing caused by the semiconductor shortage, a gradual recovery is being made

### [Medium- to Long-term]

 Continuous strong sales expected due to growing FV demand

### **Business Strategy / Investment Plan**

- Consider expansion of production capacity for the increase in EV demand from FY2023.
- Promotion of supply to appropriate regions such as Europe and the United States. Installation of post-process line in Europe (Denmark Plant), with operation scheduled to start in FY2023.

Aim for 100 billion yen in sales by FY2025 for lithium-ion battery pouches overall

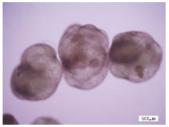
### **Battery Pouches Business Performance and Targets** Consideration is being given to the construction of a new manufacturing plant in the US to cater to the increase in demand caused by EV incentives in the US. US demand FY2016 FY2018 FY2019 FY2020 FY2021 FY2022 FY2023 FY2024 FY2025 forecast

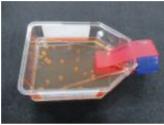
### Focus Business Strategy: Medical & Healthcare



Leverage the image processing technology, color management technology, sterile anoxic filling technology, micro and nano molding technology, and precision organic synthesis technology developed in relevant businesses such as publishing, packaging and semiconductors to expand pharmaceutical support business such as API manufacturing, formulation, changing dosage form and medical package manufacturing, and the smart healthcare business such as diagnostic imaging and online healthcare services, to contribute to a sustainable society where people can live safe, secure, and healthv lives.











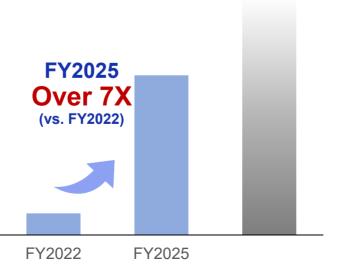


### **Business Strategy / Investment Plan**

- > Expand API and formulation business at **DNP Fine Chemicals Utsunomiva**
- > Expand pharmaceutical support business and smart healthcare business through strategic business alliance with CMIC HOLDINGS and by making CMIC CMO a subsidiary
- > Provide highly reliable diagnostic imaging services, online healthcare services, and other services through external collaboration with academic institutions. hospitals, etc.

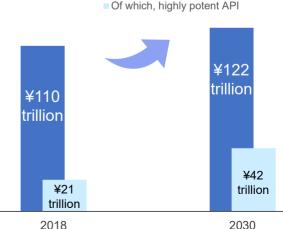
### Sales Plan

Graph: Growth rate indexed against FY2022 as 100



### **Global Market Outlook for Small Molecules**

- \* Estimate by DNP based on various materials
  - Small molecules
  - Of which, highly potent API



### **Business Alliance in Medical/Healthcare Area**



A basic agreement on a strategic business alliance was concluded with CMIC HOLDINGS in April 2023

CMIC CMO was made into a subsidiary with the aim of creating new value in the medical/healthcare area





Goals

In addition to meeting new needs in the extensive value chain of pharmaceutical companies, the aim is to create new value in the medical/healthcare area

### **Strengths**

- Advanced medical packaging technology
- Pharmaceutical synthesis technology
- Secure information processing technology



- Strong customer base and advanced formulation technology
  - Support business for the value chain of pharmaceutical companies (development, manufacturing, sales, marketing). etc.

Strategic business alliance Collaboration in clinical trial DX promotion

**CRO\*** collaboration with CMIC



**Confirmation of** effectiveness of new drugs



**Data collection** and analysis

Collaboration in API business

**DNP Fine Chemicals** Utsunomiya

Manufacture of APIs and intermediaries



Collaboration in business improving value of existing pharmaceuticals

**CMIC CMO** 

**Formulations** 



DNP

Medical packages



Improving value of existing pharmaceuticals Changing dosage form, etc.

**Collaboration with** 

**CMIC CMO** 





**Healthcare business** collaboration

**Collaboration with CMIC** Group

**Medical and diagnostic DX & support business** 

- ✓ Medical imaging systems, diagnostic imaging
- ✓ Health and productivity management support
- Vaccination and testing support, etc.

Clinical development and clinical facility support ~ API process development and manufacturing ~ Formulation development and manufacturing ~ Storage and distribution of pharmaceuticals ~ Maintainance and improvement of health and addressing presymptomatic disease, etc.

### Focus Business Strategy: Content and XR Communication

DNP

Leveraging a worldwide network of diverse IP holders\* and creators, the track record and trust in high-definition image processing technology and copyright processing developed in the archiving business and secure information business, and the capability to distribute large volumes of data in the real world and digitally while securely authenticating individuals and information, and to integrate and optimize business processes, we will securely and seamlessly connect the real and the digital, and contribute to the evolution of information society.











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### **Business Strategy / Investment Plan**

- Early creation of unique fan service business spanning real and digital worlds by utilizing Tokyo Anime Center and web3 for fans of IP holders
- Creation of business supporting both real and virtual corporate activities including authentication security technology, Al-based DX services and BPO
- Creation of a business providing new customer experience value leading to cultural and regional development based on the accomplishments digitally archiving over 100,000 artworks with art museums, galleries and cultural facilities, etc. in Japan and overseas

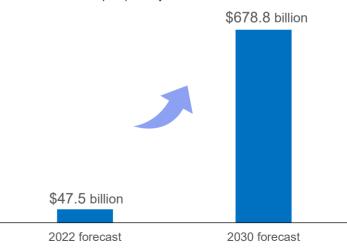
### Sales Plan

Graph: Growth rate indexed against FY2022 as 100



### Outlook for Global Metaverse-related Market

\* Prepared by DNP based on WHITE PAPER Information and Communications in Japan (Ministry of Internal Affairs and Communications)



<sup>\*</sup> IP holder: A person or group who owns a variety of content (intellectual property) such as games and anime

### **Business Structure Reform**



Seek to rationalize locations and systems according to market trends and business size in all segments, and reallocate resources from contracting divisions to growth areas to continue to strengthen the business foundation for sustainable growth.

	Strengthening measures	Expansion measures
		Expansion of photo imaging business into emerging markets
Smart	Dationalization of nanonna dia horizona	Expansion of authentication security business
Communication	Rationalization of paper media business	Expansion of BPO service business
		Global expansion of content & XR communication business
Life and Healthcare	Reviewing low value-added products and restructuring business locations  • Reorganization of facilities in packaging-related business	Expansion of production capacity for lithium-ion battery pouches  Expansion of production capacity for barrier films, eco-friendly packaging materials, etc.  Global collaboration for barrier films  Maximization of medical & healthcare-related synergies
Electronics	Automation and productivity improvement	Expansion of production capacity for metal masks for manufacturing organic light-emitting diode displays (OLEDs)  Expansion of production capacity for surface material products such as optical films  Expansion of production capacity for photomasks, etc.  Expansion of value provision to semiconductor supply chain

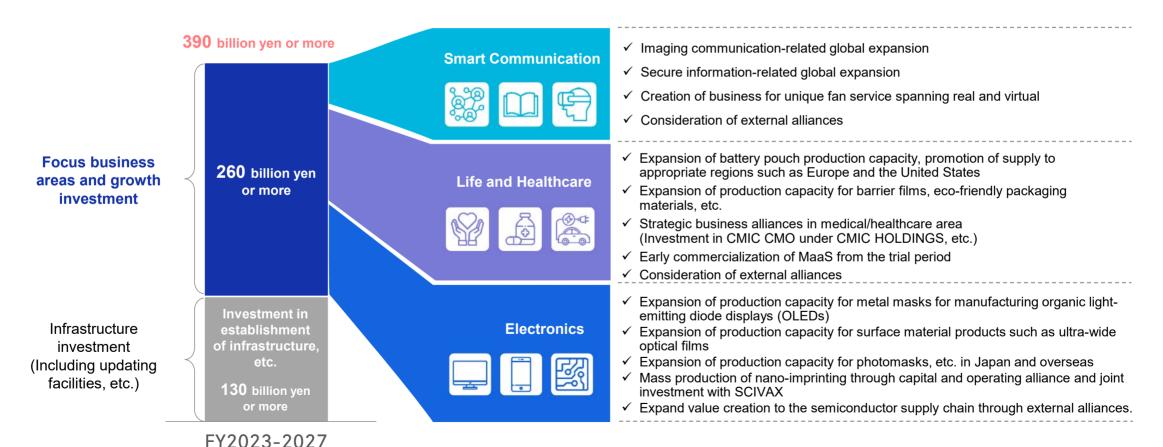
### **Overview of Business Investment**



Growth investment and infrastructure development investment:

### 390 billion yen or more (cumulative amount for FY2023- 2027)

Promote capital investment, global expansion and consideration of external alliances centered on focus business areas.



### **Financial Strategy: Cash Allocation**



### **5 years from FY2023 to FY2027**\*

Appropriate allocation of cash generated to further business growth and shareholder returns

### **Cash Generation**

Generation of 750 billion yen or more in cash

Generation of operating C/F: 440 billion yen or more

Sale of strategic shareholdings:

220 billion yen (reduction to less than 10% of net assets)

Reduction of idle assets, utilization of interest-bearing debt, maximization of cash efficiency:

90 billion yen or more

### **Cash Allocation Strategy**

### **Business investment**

Growth investment and infrastructure development investment:

390 billion yen or more

Including investment into focus business areas: **260** billion yen or more

### Shareholder returns

### **Active shareholder returns**

Plan to acquire around 300 billion yen in treasury shares

(First round)
Acquisition of 100 billion yen
in treasury shares
Cancellation of 25 million treasury shares
(equivalent to 8%)

Dividend policy conscious of EPS and DPS

FY2027 : ending March 31,2028

# Sale of Strategic Shareholdings and Acquisition of Treasury Shares 5 years from FY2023 to FY2027 Cash Allocation



### ① Sale of Strategic Shareholdings 220 billion yen

We have decided to accept the tender offer announced by Recruit Holdings Co., Ltd. ("Recruit") for its own common shares that was resolved at the board directors' meeting of Recruit held on May 17, 2023.

Accept the tender offer by Recruit 60.8 billion yen From May to June 2023

### 2 Acquisition of Treasury Shares 300 billion yen

We have acquired around 26.1 billion yen in treasury shares by 30 April 2023.

Acquisition of Treasury Shares 100 billion yen From March 2023 to March 2024

FY2023

### **Financial Strategy: Priority Measures**



Stable generation of operating CF	<ul> <li>Create 440 billion yen or more in operating cash flow over five years providing the source for growth investment by promoting concentrated investment in focus business areas and promoting business structure reform.</li> </ul>
Reduction of strategic shareholdings and idle assets	<ul> <li>Generate 220 billion yen in cash through the sale of strategic shareholdings and reduce them to less than 10% of net assets.</li> <li>Improve asset efficiency by reducing idle assets.</li> </ul>
Utilization of financial leverage	Consider appropriate funding methods including the utilization of interest-bearing debt.
Investment in focus business areas and investment aimed at the creation of management base	<ul> <li>Invest 390 billion yen or more over 5 years in business investment using cash generated through the maximization of capital efficiency. Of this, invest 260 billion yen or more in focus business areas.</li> </ul>
Reduction of equity capital aimed at creation of optimal capital structure	<ul> <li>Plan to acquire a total of around 300 billion yen in treasury shares. Implement the first round of acquisition of treasury shares valued at 100 billion yen.</li> <li>Cancel 25 million treasury shares (equivalent to 8%)</li> <li>Consider treasury shares held, including cancellation and utilization in M&amp;A based on future conditions.</li> </ul>
Balancing of financial stability and optimal capital allocation	<ul> <li>Stably maintain finances for sustained corporate activity, and actively allocate cash generated through maximization of capital efficiency to shareholder returns.</li> <li>Execute shareholder return policy, taking into consideration earnings per share (EPS) and dividend per share (DPS).</li> </ul>

### Non-Financial Strategy: Strengthening of Human Capital



### **Expand investment in people based on Human Capital Policy**

Aim to dramatically increase "human creativity (added value productivity)" globally based on the Human Capital Policy to clearly connect investment in people to the enhancement of corporate value

### Support for career autonomy of employees and strengthening of organizational capability

Implementation of a DNP version of "compensation and related policies that are more closely founded on a job-oriented perspective"

- ✓ Multi-track post-based compensation and support for career autonomy
- ✓ Maintaining and securing competitive compensation levels and systems
- ✓ Improving training aimed at strengthening organizational capability

Health and productivity management that increases the happiness of employees

Management reform based on DNP Group Declaration on Health

- ✓ Propagation of DNP Value Objectives (DVO\*) system
- Measures to improve organization engagement (utilization of engagement score)

# Hiring, personnel assignment and reskilling based on human resource portfolio

Implementation of personnel assignment and reskilling to focus businesses

- ✓ Strengthening of hiring and expert training based on human resource portfolio
- √ Visualization and raising of skill level of ICT personnel and DX personnel
- ✓ Reskilling from areas subject to structural reform to focus areas

### Promotion of D&I\* utilizing diverse individuality

Cultivation of culture enabling active participation by diverse personnel

- ✓ Promotion of active participation by women
- (Diversification of decision-making level)
- ✓ Promotion of acquisition of childcare leave by men (support for work-life balance)
- Implementation of unconscious bias training for all employees (fostering a psychologically safe workplace culture)

### Main indicators (End of March 2025)

- Aim for completion of implementation of a DNP version of "compensation and related policies that are more closely founded on a job-oriented perspective"
- $\bullet$  Level of engagement with implementation of DVO system: 45%  $\rightarrow$  100% (FY2022  $\rightarrow$  end of FY2025)
- Engagement survey score: Up 10% (FY2022 → end of FY2025)

- DX literacy standard basic education: Aim for completion of course by 27,500 people covered
- Percentage of female managers: 8.4% → 12% or higher (FY2022 → end of FY2025)
- $\bullet$  Percentage of eligible men taking childcare leave: 83.6%  $\rightarrow$  100% (FY2022  $\rightarrow$  end of FY2025)

\* DVO : DNP Value Objectives \* D&I: Diversity and inclusion

### Non-Financial Strategy: Enhancement of Intellectual Capital



### Enhance of intellectual capital utilizing DNP's unique strengths and external partnerships

Combine the strengths of ALL DNP and promote coordination with external partners to promote the strengthening of stable businesses and the creation of new businesses

# Creation of new businesses and strengthening of technological strengths

### Creation of business portfolio from future scenarios

- Creation of new businesses in focus business areas capturing megatrends and business opportunities
- ✓ Strengthening of DNP's unique technology
- ✓ Acquisition and strengthening of technology through open innovation

### Global rollout of of technological strengths

# Refinement and acceleration of global rollout of DNP's unique technology and products

- ✓ Acceleration of global expansion centered on Life and Healthcare
- ✓ Strengthening of overseas marketing and R&D system

### Strengthening of stable businesses and cultural reform

### Creation of new value through ALL DNP

- ✓ Strengthening of stable business and development of new products through aggregation of knowledge by ALL DNP
- ✓ Optimization of R&D mechanisms and systems
- √ Fostering culture creating new value

### Realization of data management infrastructure\*

# Transformation of internal system infrastructure supporting the utilization of ICT

- Advance modernization and globalization to strengthen digital ICT infrastructure
- ✓ Advance visualization and deeper analysis of data-integrated infrastructure, and continuously update infrastructure

### Main indicators (End of March 2025)

- R&D investment: Continue at scale of 30 billion yen per year
- Users of data management infrastructure\*: 3,678 → 6,000 (FY2022 → end of FY2025)

### **Non-Financial Strategy: Environmental Initiatives**



# Contribute to the realization of a decarbonized society, a recycling-oriented society, and a society in harmony with nature

Engage in solutions to environmental issues through both value creation and strengthening foundations

### **Decarbonized society**

Contribute to a decarbonized society through products and services with net zero GHG emissions in DNP's business activities

- ✓ Introduction of renewable energy
- ✓ Expansion of development and utilization of lowcarbon materials
- ✓ Decarbonization of products and services through calculation and reduction of CO₂ emissions for each product

### **Recycling-oriented society**

Efficient resource reuse throughout the supply chain

✓ Efficient use of resources such as plastics, acceleration of recycling of resources (creation of recycling scheme, expansion of use of recycled materials)

### Society in harmony with nature

Minimize impact on biodiversity and achieve harmony with local ecosystems throughout the supply chain

- ✓ Minimization of impact on ecosystem in the procurement of biological resources and use of water resources, etc.
- ✓ Ensuring traceability of raw materials and transparency of supply chain
- ✓ Maintaining and expanding greenery at business sites with consideration for the local ecosystem

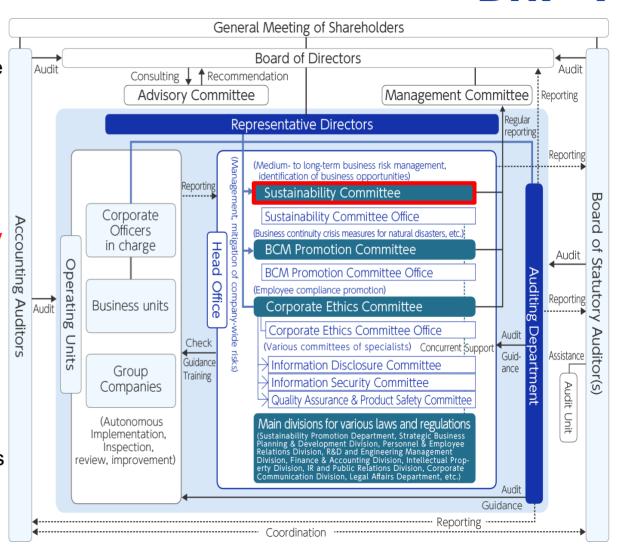
Main indicators (End of March 2025)

- Reduction of GHG emissions: Early achievement of initial plan of "40% reduction (Scope 1+2) from FY2015 by the end of FY2030" by the end of FY2025
- Resource recycling percentage: Up 5% from 51.7% to 56.7% (FY2015→ end of FY2025)
- Reduction of water usage: Down 35% (FY2015→ end of FY2025)
- Percentage of items in compliance with the Guidelines for Procurement of Paper for Printing and Converting: 98% by the end of FY2025, 100% by the end of FY2030

### **Governance System**

DNP

- The DNP Group evaluates risks that have a significant impact on management such as sudden changes in the environment, society and economy, reflects the results in medium- to long-term management strategy, and engages in strengthening processes to convert these risks into business opportunities.
- To further strengthen these initiatives, the Sustainability Committee chaired by the President was launched in April 2022.
- The Sustainability Committee will track rapid changes in the environment, society and economy in the process of executing the new Medium-term Management Plan, and make reports and proposals to the Management Committee and the Board of Directors to appropriately reflect these in management strategy.



### Implementation Structure for the New Medium-term Management Plan





						Director								St	tatutory Audit	tor	
Name Attributes	Yoshitoshi Kitajima	Yoshinari Kitajima	Kenji Miya	Masato Yamaguchi	Hirofumi Hashimoto	Masafumi Kuroyanagi	Toru Miyake	Minako Miyama	Tsukasa Miyajima  Male Re- election  Outside Independent	Kazuyuki Sasajima  Male Re- election  Outside Mapapadani	Yoshiaki Tamura Re- election Outside Independent	Hiroshi Shirakawa Male Re- election Outside Mospendent	Ryuji Minemura	Tatsuya Hisakura	Kazuhisa Morigayama Male Re- election Outside Independent	Yasuyoshi Ichikawa Male New Outside Independent	Taeko Ishii Female
Position	Chairman	President	Senior Managing Director	Senior Managing Director	Managing Director	Managing Director	Managing Director	Director	Director	Director	Director	Director	Standing Statutory Auditor	Standing Statutory Auditor	Standing Statutory Auditor	Statutory Auditor	Statutory Auditor
Corporate Management, Business Strategy	0	0	0	0	0	0	0	0			0	0	0	0	0		
ESG, Diversity		0	0				0	0			0						0
Financial/ Management Accounting, Capital Policy Initiatives			0		0	0						0		0	0	0	
HR/Labor, Human Resource Development			0					0							0		0
Legal Affairs, Compliance, Risk Management		0	0	0	0				0			0	0	0	0	0	0
Overseas Business	0	0	0	0	0						0			0			
IT∙DX				0			0	0			0			0			
R&D, New Business			0	0	0		0	0		0	0						

# DNP

### Disclaimer

The earnings forecasts, medium-term management targets, and other forward-looking statements contained in these materials represent DNP's judgement of the current outlook based on information available at the time of preparation, and involve potential risks and uncertainties. Actual performance may therefore differ materially from these forward-looking statements due to changes in the various assumptions on which they are based.