



**Six Months Ended December 20, 2023**

**(76th fiscal year)**

**Financial Results**

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February 21, 2024

President & CEO Akira Miyamoto

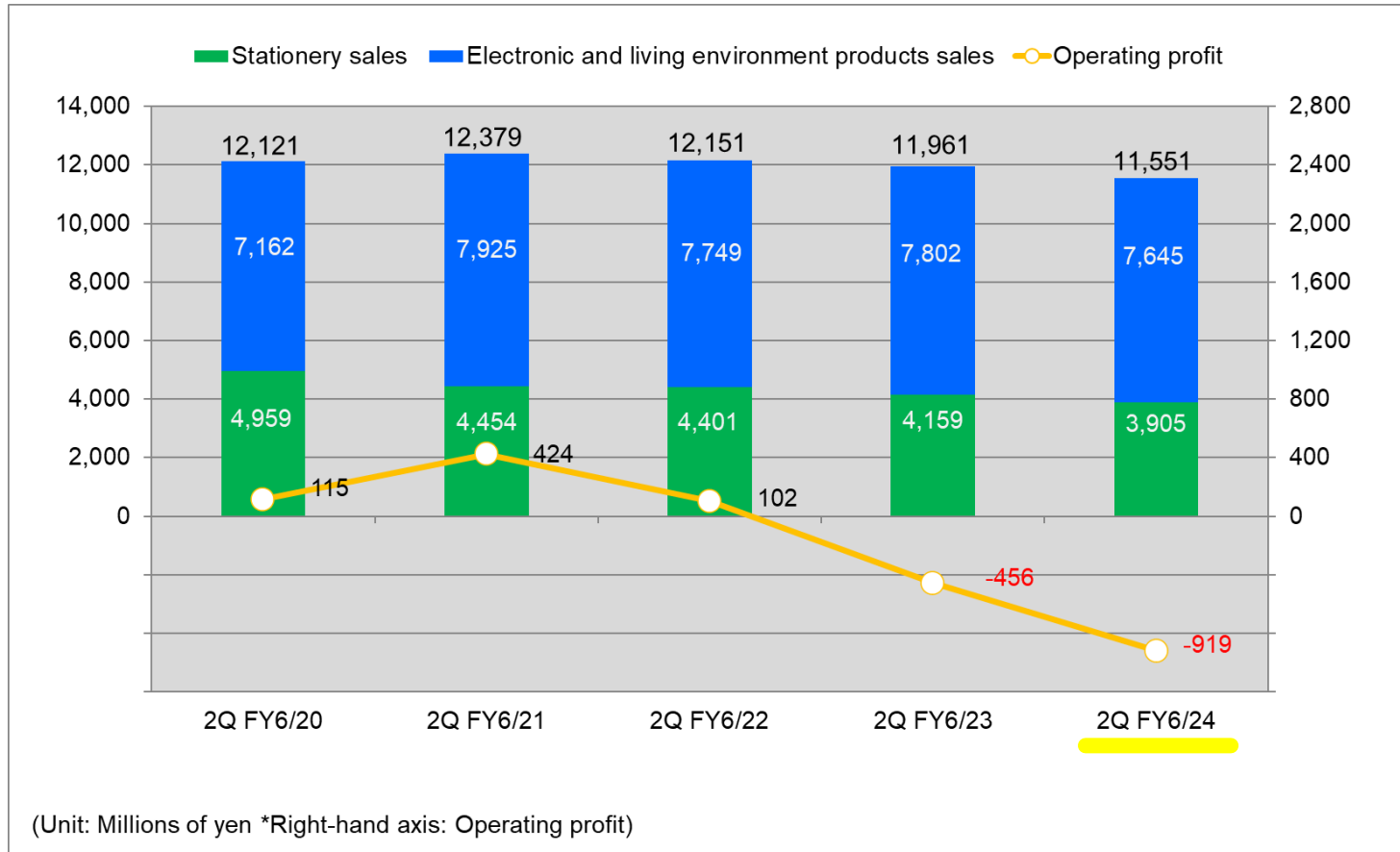
**KING JIM CO., LTD.**

## Consolidated Operating Results

(Unit: Millions of yen)

	2Q FY6/23	2Q FY6/24	Difference		
Net sales	18,582	17,890	-691		-3.7%
Operating profit	-274	-780	-506		—
Ordinary profit	-109	-505	-395		—
Profit attributable to owners of parent	-197	-425	-228		—

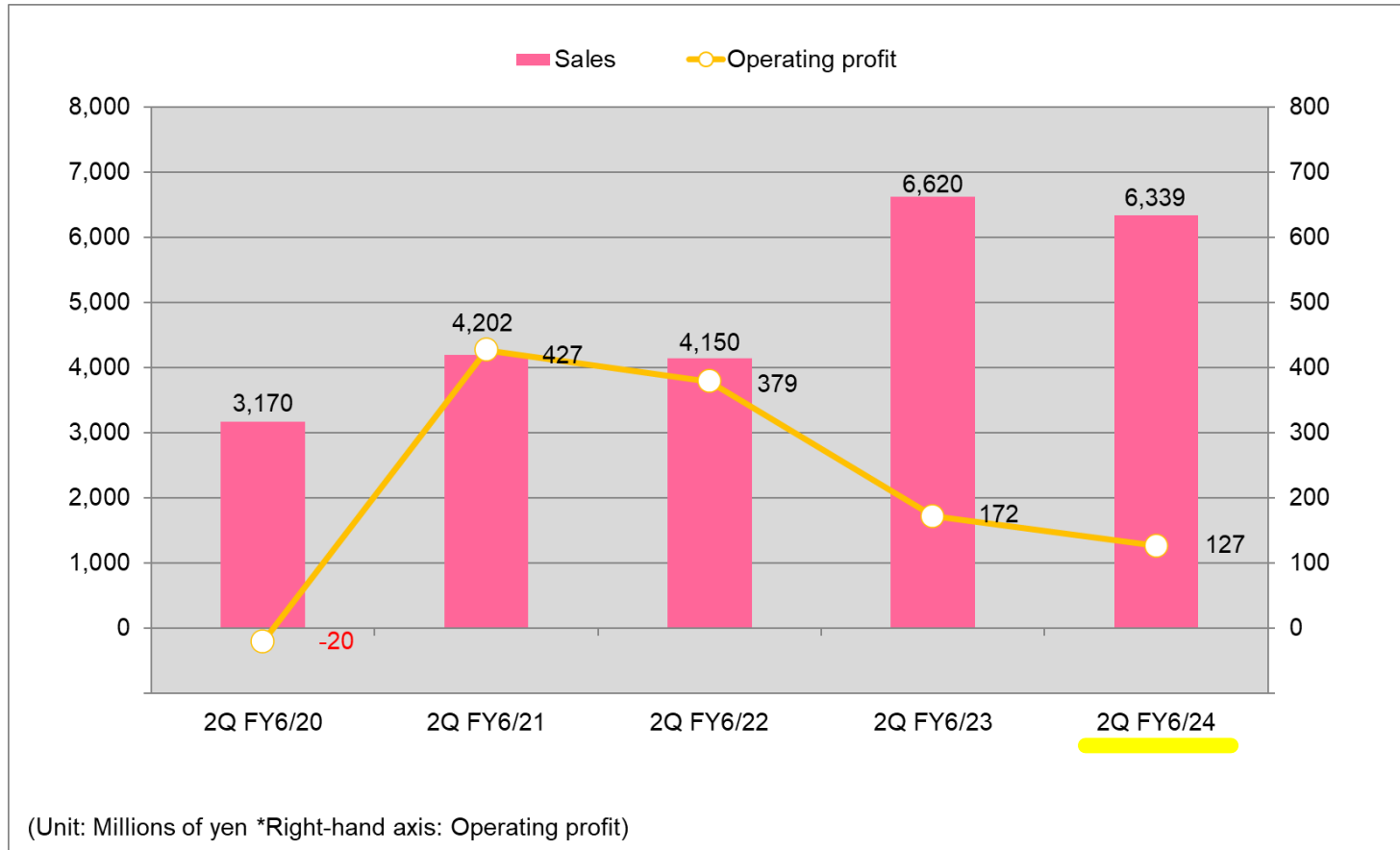
## Segment Sales & Operating Profit: Stationery and Office Supply



Sales: Net sales decreased due to decreases in sales of TEPPRA products and “tette,” a hand sanitizer dispenser ↴

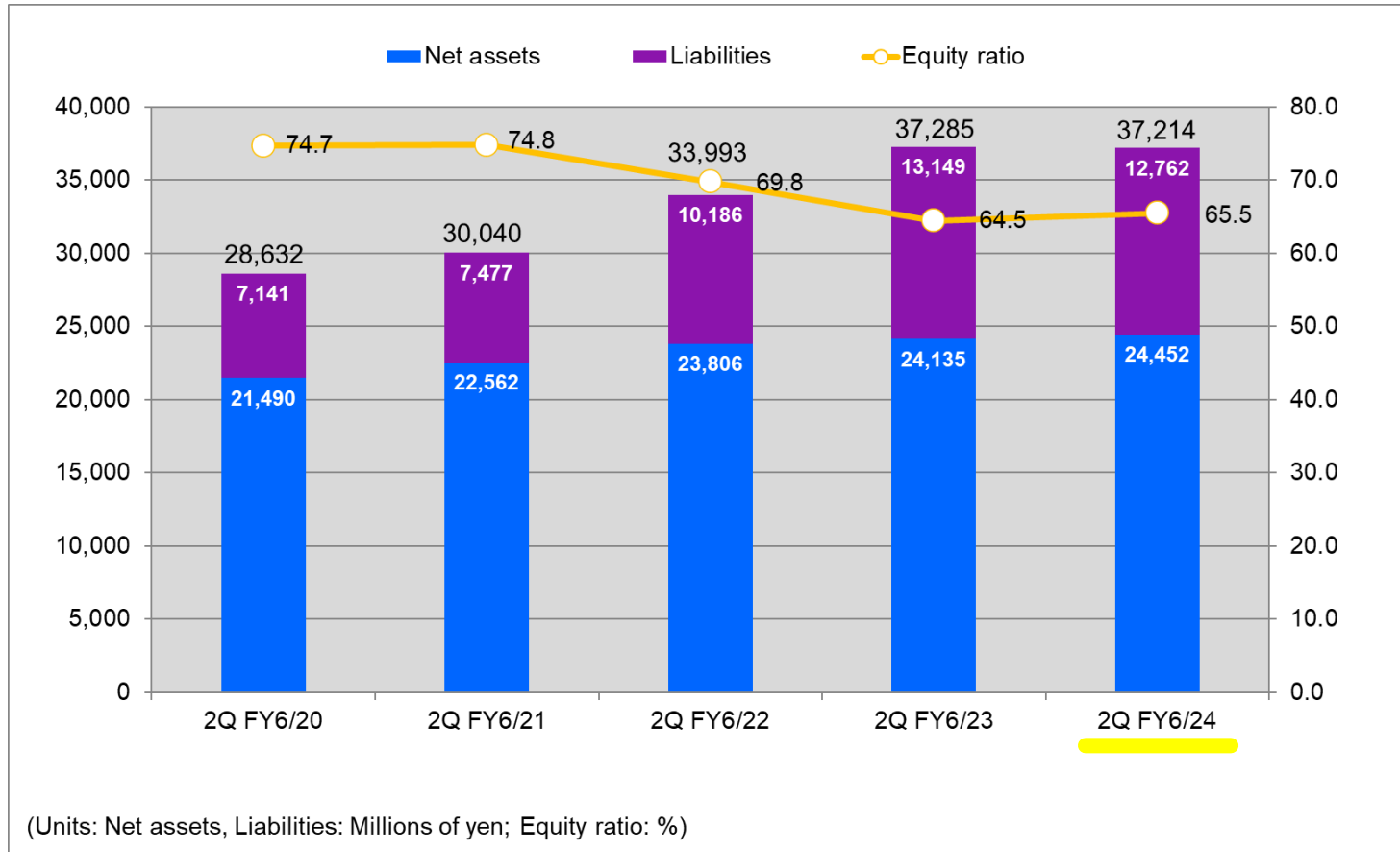
Operating profit: Profits fell due to processing of inventory of Covid-19-related products and higher selling, general and administrative expenses ↴

## Segment Sales & Operating Profit: Interior Lifestyle



- Sales:** Life on Products, Inc. performed well, but other domestic group companies did not, resulting in lower sales ↴
- Operating profit:** Although the cost of sales ratio improved slightly due to the effect of price hikes and the introduction of new products, operating profit decreased due to the impact of greater-than-expected yen depreciation and lower sales ↴

## Consolidated Balance Sheets and Equity Ratio



Total assets, net assets, liabilities, and equity ratio all remained mostly unchanged 

## Consolidated Cash Flows

(Units: Millions of yen)

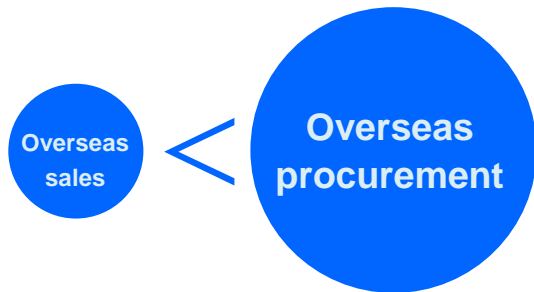
	2Q FY6/20	2Q FY6/21	2Q FY6/22	2Q FY6/23	2Q FY6/24
Cash flows from operating activities	-13	489	-1,414	-1,821	-958
Cash flows from investing activities	-183	-270	-3,355	-1,260	-204
Cash flows from financing activities	1,016	95	3,827	2,837	1,086
Effect of exchange rate change on cash and cash equivalents	-0	-12	52	141	110
Net increase (decrease) in cash and cash equivalents	819	302	-891	-102	34
Increase in cash and cash equivalents from inclusion of subsidiaries in consolidation	—	314	—	—	—
Cash and cash equivalents at end of quarter	5,187	6,027	6,141	5,534	5,957

### <Principal Cash Inflow/Outflow Factors>

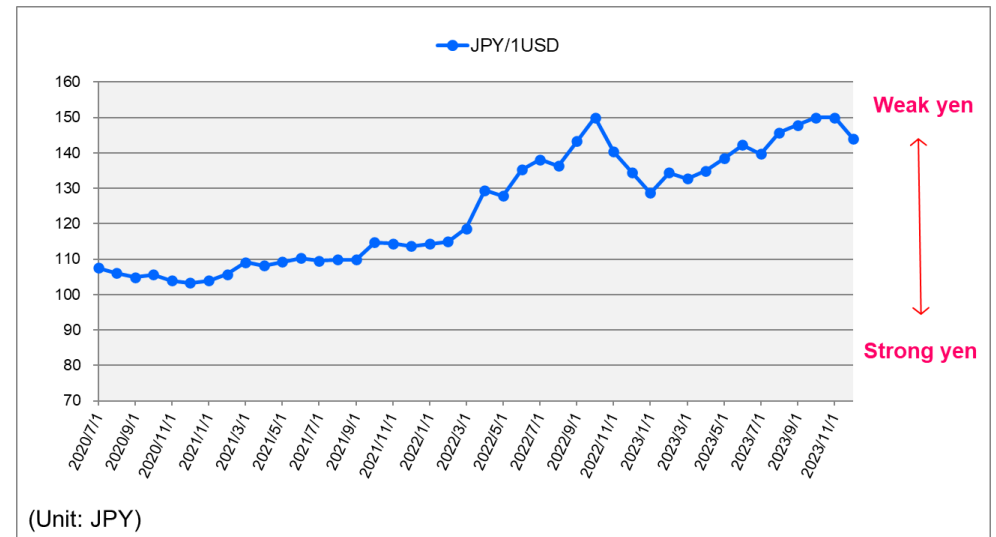
- **Cash flows from operating activities**... Increase in inventories, loss before income taxes
- **Cash flows from investing activities**... Purchase of property, plant and equipment and intangible assets
- **Cash flows from financing activities**... Net increase in short-term borrowings

## 1. Weakening of the yen

A decline in the yen hurts profits  
group-wide.



<FX>



## 2. Processing of inventory of Covid-19-related products

## ■ Improvement in cost of sales ratio

We have worked to maintain our prices via cost cuts and productivity gains, but this is no longer possible through our efforts alone.



### < Price revisions >

		<Price hike>
12/21/2021	KING FILE	Average 5%
6/21/2022	TEPRA PRO and various options	Average 13%
9/21/2022	Almost all items, including PP files	Average 13%
12/21/2022	KING FILE and all TEPRA tape cartridges	Average 7%
9/21/2023	Almost all items, including KING FILE and PP files	Average 12%

**Working to realize price revisions to improve profitability**



## TEPRA



▲ “TEPRA” model dedicated for use with smartphones now available in a new color  
**Label printer TEPRA PRO “MARK” SR-MK1 Black**

## Stationery



▲ Peel-off decorative stickers with cosmetic motifs  
**COFFRET**

## Bag and storage products



▲ A series of carrying cases and pouches that protect stored items and can stand on their own  
**Carchette**

## Digital stationery



▲ Acting instead of guardians reminding kids to “keep distance from the screen”  
**Anti-myopia light “Memamorin”**

## Subsidiaries' products



▲ Hides plenty and decorates neatly  
**Color Box with Door**



▲ Make containers from your favorite dough  
**Toffy Edible Bowl Maker**

## Life on Products, Inc.



▲ Can be used repeatedly, eco-friendly and energy-saving  
**Thermal Storage Type Cat Hot-Water Bag**

## Fiscal Year Ending June 20, 2024 (76th fiscal year) Full-Year Consolidated Earnings Forecast

(Unit: Millions of yen)

10th Medium-Term Management Plan  
Comparison between initial plan and revised plan

\*Revised in October 2023

	FY6/24 initial plan	FY6/24 revised plan	Difference		
Net sales	48,000	40,000	-8,000		-16.7%
Ordinary profit	3,400	280	-3,120		-91.8%
Ordinary profit ratio	7.0%	0.7%	—		-6.3pt
ROE	9.0%	1.1%	—		-7.9pt

Comparison between previous year actual results and forecasts

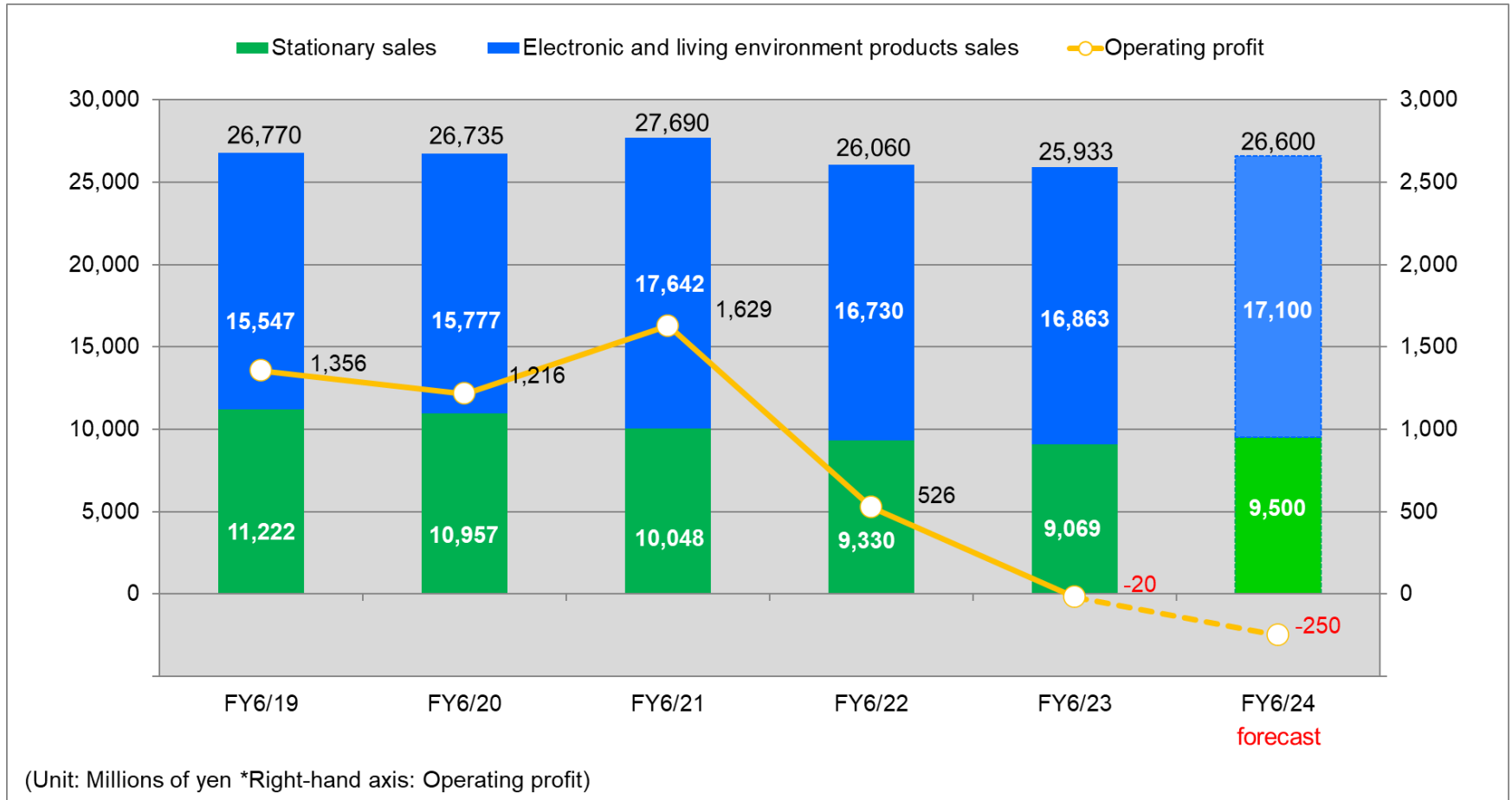
(Unit: Millions of yen)

	FY6/23 actual	FY6/24 forecast	YoY change		
Net sales	39,393	40,000	+ 606		+1.5%
Operating profit	368	0	-368		-100.0%
Ordinary profit	637	280	-357		-56.1%
Profit attributable to owners of parent	419	260	-159		-38.1%

**Increase in sales, decrease in profit**

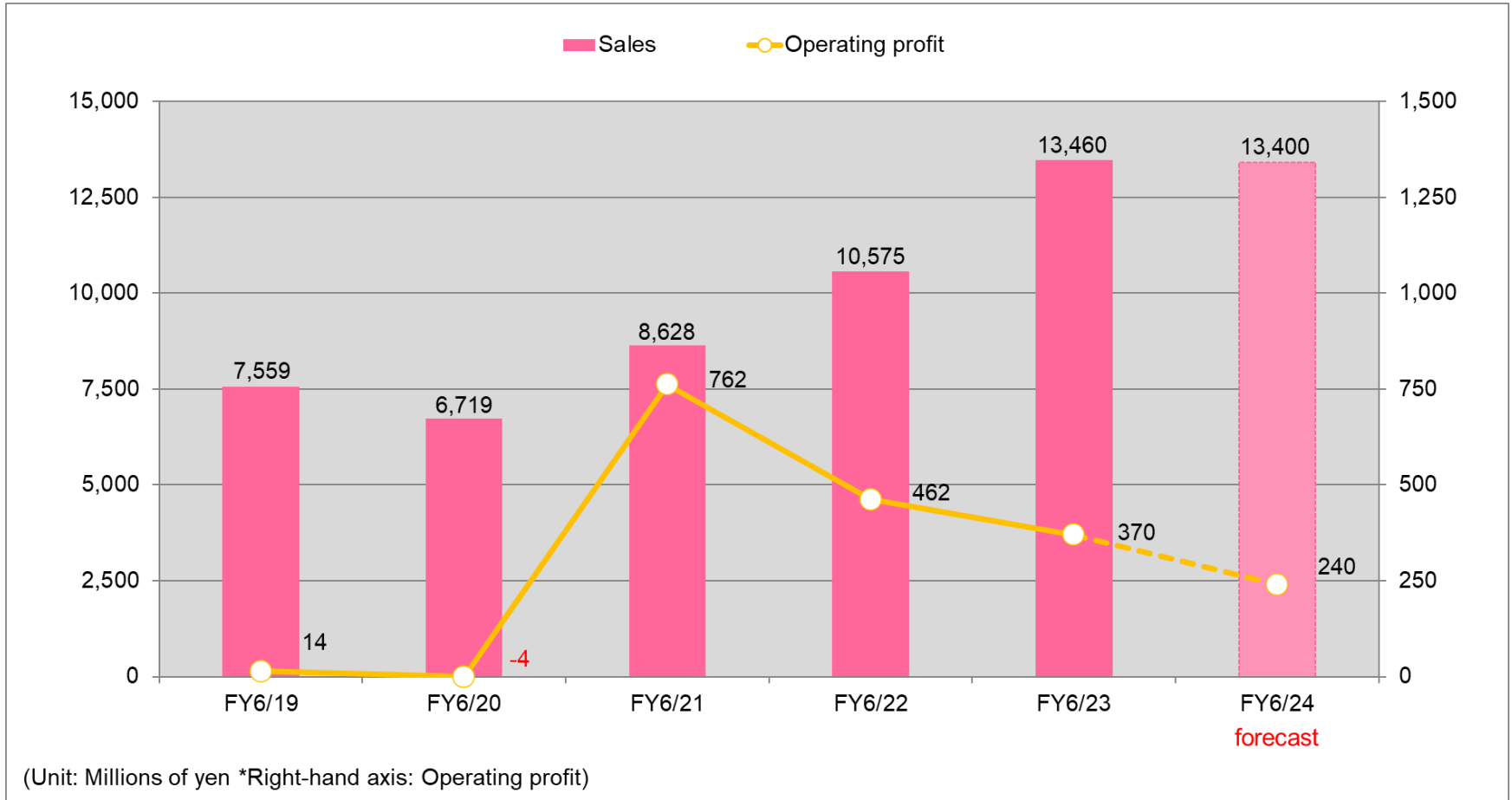
## Fiscal Year Ending June 20, 2024 (76th fiscal year) Full-Year Earnings Forecast by Segment

### Stationery and Office Supply



## Fiscal Year Ending June 20, 2024 (76th fiscal year) Full-Year Earnings Forecast by Segment

### Interior Lifestyle



## 10th Medium-Term Management Plan: Business Targets

FY6/24	
Net sales	¥40.0 billion
Ordinary profit	¥0.28 billion
Ordinary profit ratio	0.7%
ROE	1.1%

### <Policies>

Focus on growth fields and further strengthen core businesses

Build a foundation for a post-COVID-19 world

1

#### Expand the business domain

- Develop products for new lifestyles and ways of working.
- Shift from paper storage to stuff storage. Expand sundry and household goods.
- Further develop the Group through mergers and acquisitions.

2

#### Enhance the competitiveness of three overseas factories

- Bring in production technologies for products other than stationery.
- Expand the variety of production items.

3

#### Sustainability initiatives

- Contribute to society through products that make life and business convenient and comfortable.
- Environmentally conscious procurement, design, and development. Respond to climate change.
- Promote diversity and realize diverse working styles.

Further strengthen core business

Uncover labeling demand

Publish a WEB CM of “TEPRA” PRO

Characters created by the well-known illustrator kumamine--Work Cats (Shigoto Neko), a popular character well known for its signature phrase “Yoshi! (OK!),” and TEPRA Cat (TEPRA Neko), a new character--solve problems at work with TEPRA



<Characters>



Work Cats



TEPRA Cat

Publish two “TEPRA” websites

▼ Arekore TEPRA (various usage of TEPRA) introduces how to use TEPRA



▼ Guide on How to Choose TEPRA helps find your perfect TEPRA



## M&A

November  
2021

### Life on Products, Inc.

Planning and sales of household appliances and sundries  
Strengths include a diverse lineup of fragrances and seasonal appliances

Life on Products, Inc.



September  
2022

### HIM Co., Ltd.

Planning and online selling of kitchenware and everyday sundries  
(Dissolved in an absorption-type merger and managed under the Company's E-commerce Department since February 2023)

Latuna



⇒ Accelerate M&As, pursue sustainable growth in the group



**Enhance the competitiveness of three overseas factories**



**KING JIM (VIETNAM) Co., Ltd.**



Manufacturing and sales of KING FILE and other items

**Expand the variety of production items**

**Kitchenware and other interior sundries**


**KING JIM (MALAYSIA) SDN.BHD.**



Manufacturing of metal binder mechanisms for KING FILE and other products

**Large-sized game machines (crane games, etc.)**

**P.T.KING JIM INDONESIA**



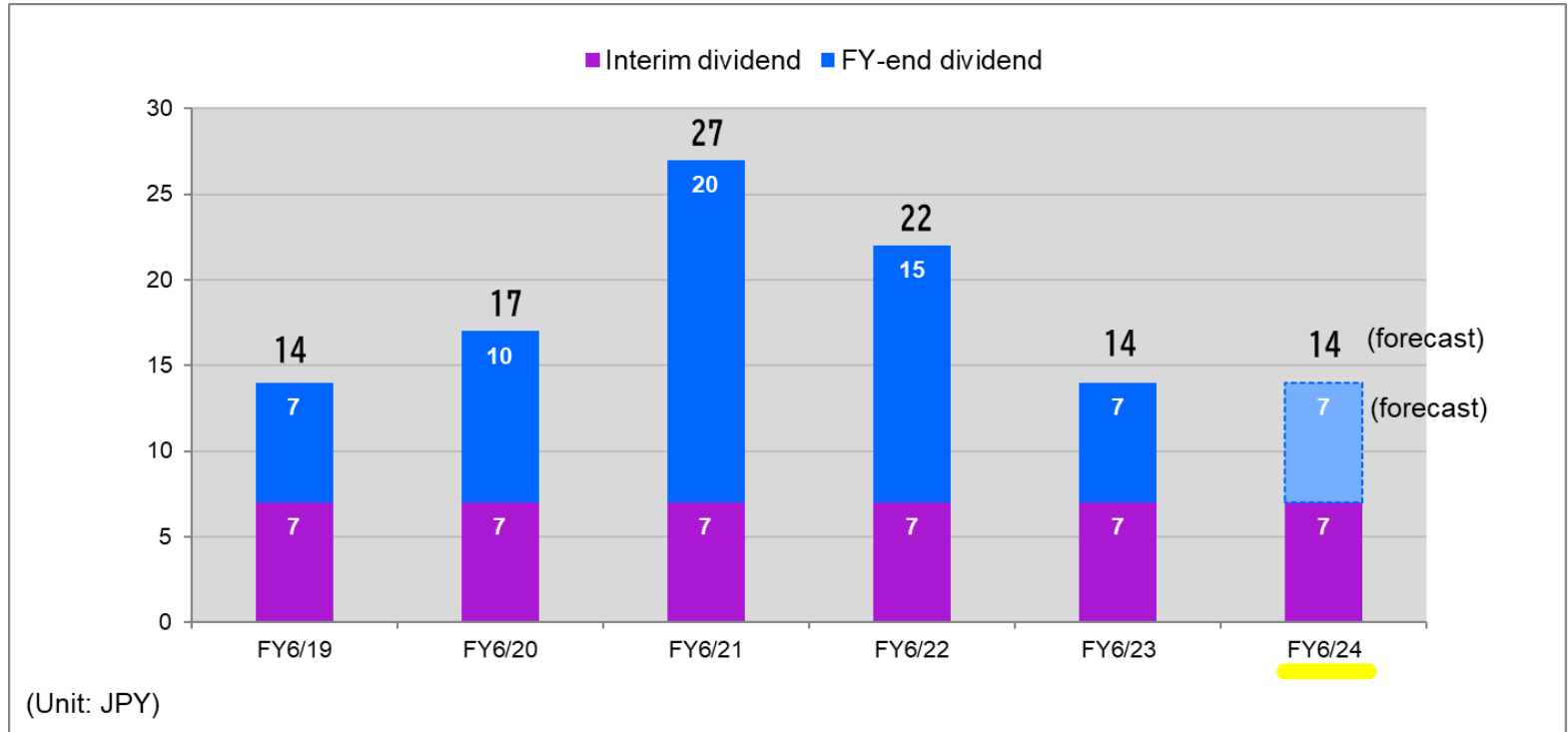
Production of PP (polypropylene) products such as clear files

**Woodwork products such as knockdown furniture**

## Dividend Policy

Target payout ratio is 40%, aiming for stable dividends

< Dividend per share >



< Payout ratio >

	FY6/19	FY6/20	FY6/21	FY6/22	FY6/23	FY6/24
Payout ratio	41.3%	44.7%	39.1%	79.5%	95.1%	153.6% (Forecast)

May 2023

- Procurement Policy and Policy for Human Resource Development and Enhancing the Internal Work Environment established

June 2023

- Declaration of support for the TCFD Recommendations

December 2023

- ITO EN x KING JIM launched “Used Tea Leaf Paper Holder” using “Tea Leaf Paper”
- Integrated Report 2023 issued

< Integrated Report 2023 URL >

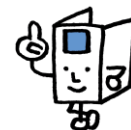
[https://www.kingjim.co.jp/english/ir/library/integrated\\_report.html](https://www.kingjim.co.jp/english/ir/library/integrated_report.html)



Please see our official website for details on our initiatives to improve sustainability.

< Sustainability Website URL >

<https://www.kingjim.co.jp/english/sustainability/>



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**We “KING JIM”**

**will be enhancing your work and personal life,  
and focusing on the originality.**

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Disclaimer: The earnings forecasts in this presentation are based on the information available to the Company at the time of preparing the document. The actual performance may differ from these figures due to a variety of factors in the future.