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Supplementary Materials

for Q1 FY03/27 Financial Results

July 31, 2026

A packaging specialist trading company



**KOHSOKU
CORPORATION**

Securities Code: 7504

TABLE OF CONTENTS



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01	Q1 FY03/27 Financial Results Overview	P. 3
02	Full-Year FY03/27 Consolidated Earnings Forecast	P. 10
03	Regarding Stock Repurchases and Financial Strategy	P. 13
04	Financial Performance Trends	P. 20
05	Reference: Company Profile	P. 26
06	Reference: Trajectory of Corporate Value Enhancement	P. 30



01 Q1 FY03/27 Financial Results Overview

Q1 FY03/27 Consolidated Earnings Summary



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Net sales and profit increased YoY, driven by higher sales volumes from expanded customer transactions, stronger-than-expected early demand, particularly through the Group's e-commerce subsidiary, and higher selling prices resulting from price revisions implemented by film and bag manufacturers. In addition, lower SG&A expenses relative to sales supported steady progress toward the full-year forecast. Profit attributable to owners of parent also included a contribution from a real estate sale already factored into our initial FY03/27 forecast.

(Millions of Yen)	Q1 FY03/26		Q1 FY03/27				1H FY03/27 Earnings Forecast	
	Amount	% of Net Sales	Amount	% of Net Sales	YoY	Progress Rate	Amount	% of Net Sales
Net Sales	30,557	100.0%	33,751	100.0%	110.5%	50.4%	67,000	100.0%
Operating Profit	1,110	3.6%	1,570	4.7%	141.4%	60.4%	2,600	3.8%
Ordinary Profit	1,201	3.9%	1,682	5.0%	139.9%	60.1%	2,800	4.2%
Profit Attributable to Owners of Parent	807	2.6%	1,210	3.6%	150.0%	63.7%	1,900	2.8%
Earnings Per Share	¥41.45	—	¥61.92	—	149.4%	63.8%	¥97.08	—

Quarterly Net Sales

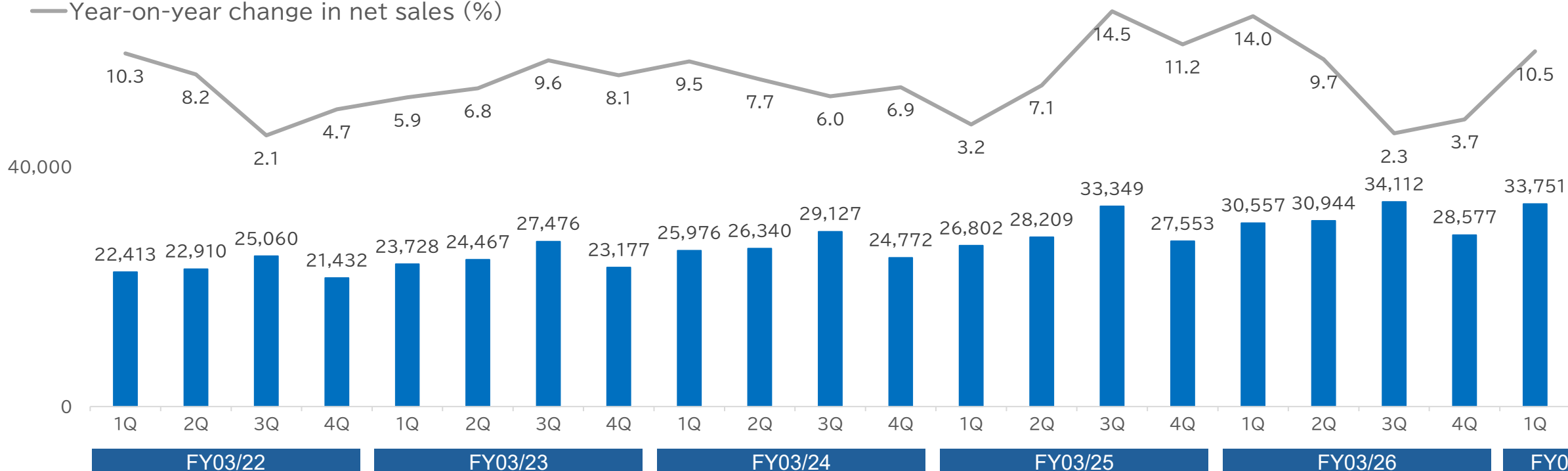


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Although transaction growth from initiatives such as new location openings since the summer of 2024 and price revisions had largely run their course by Q2 FY03/25, net sales continued to increase in Q3 Q4 due to company-wide transaction growth. Net sales increased YoY in Q1 FY03/27, reflecting increases in customer transactions with whom the Company newly began doing business beginning in Q4 FY03/26 and Q1 FY03/27, emergence of customer demand earlier than anticipated—particularly through the Group’s e-commerce business, together with a significant contribution from price revisions implemented by manufacturers of film, bags, and related products during Q1 FY03/27.

■ Net sales (Millions of yen)

— Year-on-year change in net sales (%)



Q1 FY03/27 Breakdown of SG&A Expenses



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Personnel expenses continued rising along with sales growth, but the Company made efforts to curb the overall rise in personnel expenses by improving per-employee productivity, while promoting human capital investment, including wage increases. The Company also managed logistics costs to ensure they remained at reasonable levels. As a result, the SG&A expense ratio declined from previous levels.

(Millions of Yen)	Q1 FY03/25		Q1 FY03/26			Q1 FY03/27		
	Results	% of Net Sales	Results	% of Net Sales	YoY	Results	% of Net Sales	YoY
Net Sales	26,802	100.0%	30,557	100.0%	114.0%	33,751	100.0%	110.5%
SG&A Expenses	4,274	15.9%	4,953	16.2%	115.9%	5,323	15.8%	107.5%
Personnel Expenses	2,116	7.9%	2,452	8.0%	115.9%	2,746	8.1%	112.0%
Freight and Packing Costs	715	2.7%	784	2.6%	109.7%	859	2.5%	109.6%
Rent expenses on real estate	164	0.6%	172	0.6%	104.7%	226	0.7%	131.2%
Depreciation	163	0.6%	174	0.6%	106.5%	185	0.5%	106.5%
Other	1,114	4.2%	1,369	4.5%	122.9%	1,305	3.9%	95.3%

*Personnel expenses = “Salaries and allowances” + “Provision for bonuses” + “Legal welfare expenses” + “Remuneration for directors (and other officers)”

*For details of SG&A expenses, please refer to Financial Results Summary for each fiscal year. The above table is a consolidated and organized version of figures from those reports, categorized accordingly.

Q1 FY03/27 Factors Behind Changes in Operating Profit



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Net sales rose to 110.5% YoY, while gross profit increased to 113.7% YoY. Personnel expenses and other costs increased in line with higher net sales, with overall SG&A expenses rising to 107.5 % YoY. Gross profit increased due to expansion in transactions with customers, sales volume growth, and customers placing orders earlier than anticipated, particularly through the Group's e-commerce business.

(Millions of Yen)



	Main Factors
Gross profit	Gross profit rose—including at Group companies—thanks to expansion in transactions with customers, sales volume growth, and value-added proposals. Additionally, customers placed orders earlier than anticipated, particularly through the Group's e-commerce business, which also contributed to gross profit growth.
Personnel expenses	Base pay increases to maintain and enhance competitiveness
Freight and packing costs	Increase attributable to growth in net sales and shipment volumes
Rent expenses on real estate	Increase due to expansion of operational floor space executed to accommodate higher net sales and shipment volumes
Depreciation	Slight increase due to routine investments
Other	Decrease attributable to the absence of one-off expenses in Q1 FY03/26, supported by cost controls

Consolidated Balance Sheet



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The Group is stepping up capital investment while optimizing cash allocation among Group companies. We are also using debt funding when necessary while simultaneously managing borrowing costs.

To position itself for growth over the medium to long term, the Group will continue investing in logistics facilities and equipment and in digital technologies. It will support this investment program by continuing to monetize non-business assets and funding through debt when appropriate, while working to improve profit margins and enhance corporate value.

(Millions of Yen)	End-March 2026		End-June 2026		
	Results	Share	Results	Share	Change
Current Assets	30,726	48.6%	32,448	49.6%	1,721
Cash and Deposits	4,678	7.4%	3,559	5.4%	(1,119)
Accounts Receivable - Trade	18,020	28.5%	19,479	29.8%	1,458
Inventories	7,229	11.4%	8,613	13.2%	1,383
Non-Current Assets	32,452	51.4%	32,918	50.4%	466
Property, Plant and Equipment	24,340	38.5%	24,905	38.1%	565
Intangible Assets	470	0.7%	449	0.7%	(20)
Investments and Other Assets	7,642	12.1%	7,563	11.6%	(78)
Total Assets	63,178	100.0%	65,366	100.0%	2,187

	End-March 2026		End-June 2026		
	Results	Share	Results	Share	Change
Total Liabilities	20,662	32.7%	22,777	34.8%	2,114
Current Liabilities	18,762	29.7%	20,849	31.9%	2,087
Accounts Payable - Trade	13,287	21.0%	14,041	21.5%	754
Short-term borrowings	0	0.0%	1,500	2.3%	1,500
Non-Current Liabilities	1,900	3.0%	1,927	2.9%	27
Net Assets	42,516	67.3%	42,589	65.2%	73
Share Capital	1,724	2.7%	1,724	2.6%	0
Capital Surplus	2,193	3.5%	2,193	3.4%	0
Retained Earnings	38,571	61.1%	38,648	59.1%	76
Total Liabilities and Net Assets	63,178	100.0%	65,366	100.0%	2,187

* Numerical figures in this document are rounded down to the nearest display unit, and percentages are rounded to the nearest unit.

Q1 FY03/27 Product Category Breakdown



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Effective from FY03/27, we have changed our internal product classifications and have begun reporting under new product categories to improve the clarity of information we provide to investors.

In Q1 FY03/27, price revisions implemented by film manufacturers in response to developments in the Middle East contributed to YoY sales growth. We expect selling price revisions for food containers—particularly food trays—will have a more pronounced effect from Q2 FY03/27 onward.

(Millions of Yen)	Q1 FY03/26		Q1 FY03/27		
	Amount	% of Net Sales	Amount	% of Net Sales	YoY
Food product containers	12,591	41.2%	13,281	39.4%	105.5%
Films, Bags & laminates	6,413	21.0%	7,823	23.2%	122.0%
Paper Boxes, Paper Products, Labels & Corrugated Cardboard	4,710	15.4%	5,170	15.3%	109.8%
Consumables	4,743	15.5%	5,262	15.6%	110.9%
Fixtures, Equipment, Machinery & Others	2,098	6.9%	2,212	6.6%	105.4%
Total	30,557	100.0%	33,751	100.0%	110.5%



02 Full-Year FY03/27 Consolidated Earnings Forecast

Full-Year FY03/27 Consolidated Earnings Forecast



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(Unchanged from May 8, 2026 disclosure) The Company aims to achieve record-high net sales for the 12th consecutive term. While managing increased logistics costs and other expenses resulting from increased sales, and continuing to invest in human resources, Operating profit and ordinary profit are expected to reach record highs for the 9th consecutive year, and profits attributable to parent company shareholders are expected to reach record highs for the 6th consecutive year. The Company continues to monetize non-business assets (through the sale of real estate remaining after the relocation of business locations, etc.) while allocating the proceeds toward growth investment. These initiatives are contributing to profit attributable to owners of parent expansion in FY03/27. For FY03/27, the Company plan to pay an annual dividend of ¥120.

(Millions of Yen)	FY03/26 Results		1H FY03/27 Earnings Forecast			Full-Year FY03/27 Earnings Forecast		
	Amount	% of Net Sales	Amount	% of Net Sales	YoY	Amount	% of Net Sales	YoY
Net Sales	124,191	100.0%	67,000	100.0%	108.9%	135,000	100.0%	108.7%
Operating Profit	4,865	3.9%	2,600	3.9%	104.3%	5,100	3.8%	104.8%
Ordinary Profit	5,238	4.2%	2,800	4.2%	104.9%	5,450	4.0%	104.0%
Profit Attributable to Owners of Parent	3,764	3.0%	1,900	2.8%	104.8%	4,000	3.0%	106.3%
Earnings Per Share	¥192.76	—	¥97.08			¥204.18	—	105.9%

Upward revision of the full-year consolidated earnings forecast

< Approach to the Full-Year Consolidated Earnings Forecast >

< Update on progress >

Our performance for the first quarter of the fiscal year ending March 31, 2027, exceeded the same period of the previous fiscal year in both net sales and all profit indicators, and both operating profit and ordinary profit remained steady at approximately 140% year on year.

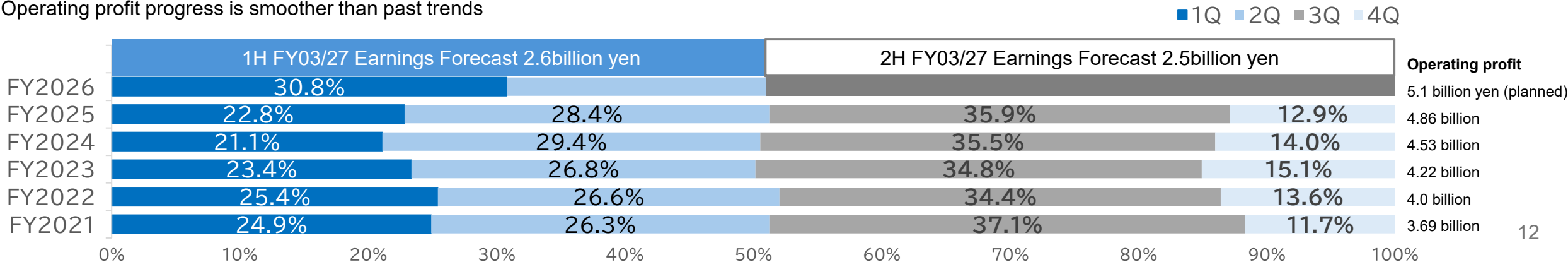
Regarding progress against the earnings forecast, the first quarter of the fiscal year ending March 31, 2027, showed 60% progress in operating profit compared to the first half (cumulative period for the second quarter), and 30.8% for the full-year forecast. Considering the high proportion of our quarterly sales in the second and third quarters, progress is steady.

< Regarding upward revision >

As stated above, for the first half and full-year earnings forecasts for the fiscal year ending March 31, 2027, both net sales and profit indicators are expected to be positive. However, considering uncertainty in raw material prices and fuel costs related to the Middle East situation, it is currently impossible to say that a discrepancy will occur to levels where earnings forecast revisions are required (sales at least 1.1 times forecast, consolidated operating profit at least 1.3 times, consolidated ordinary profit at least 1.3 times, and net profit attributable to parent shareholders at least 1.3 times). Since reasonable revisions to earnings forecasts are difficult, we have decided not to revise forecasts at this time.

<Progress on full-year operating profit forecasts and actual results>

Operating profit progress is smoother than past trends





03 Regarding Stock Repurchases and Financial Strategy

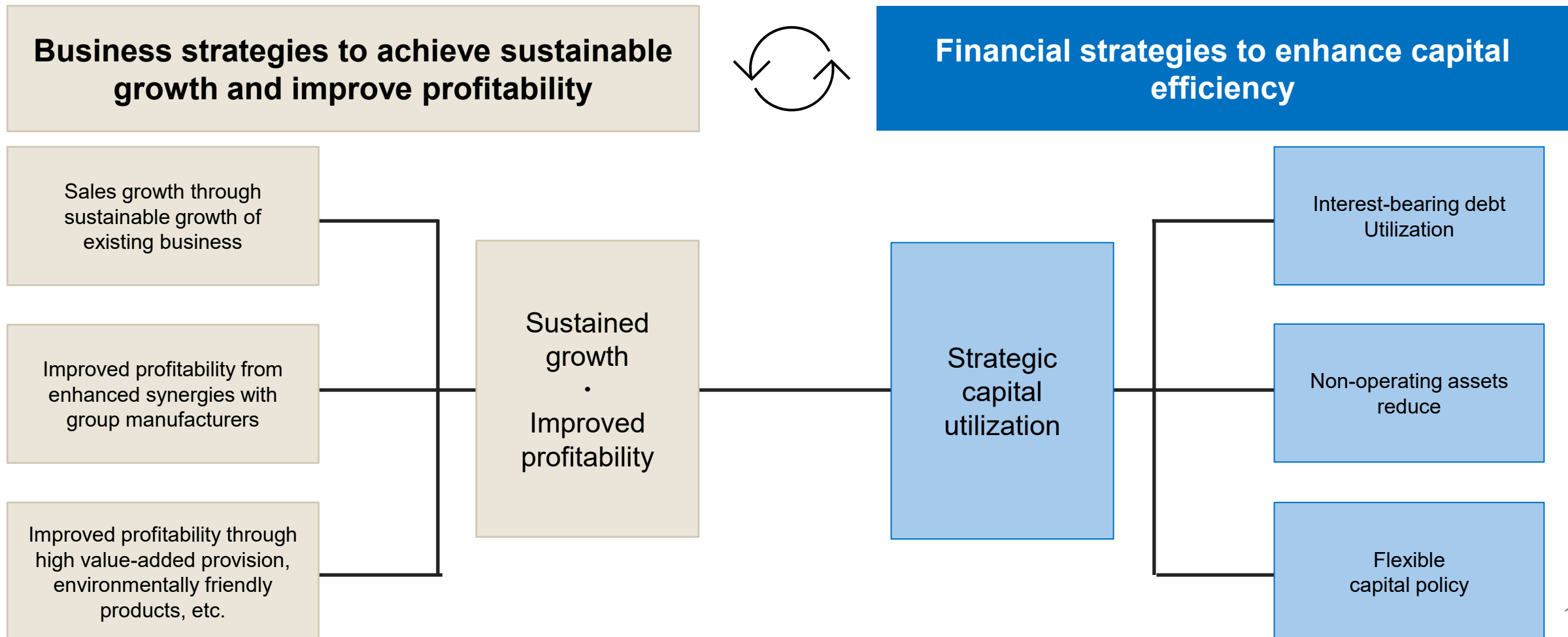
【Resolution Details Dated July 31, 2026】

After comprehensively considering the Company's future growth potential and financial position, the Company has decided to repurchase its own shares as described below in order to improve capital efficiency and enhance shareholder returns.

Aggregate repurchase amount	Up to 1.35 billion yen
Total number of shares to be repurchased	Up to 300,000 shares of common stock *Ratio to the number of outstanding shares : 1.53%
Period of repurchases	August 3, 2026 ~ August 31, 2026
Method of repurchases	Market purchases on the Tokyo Stock Exchange

Aiming to improve ROE

Sustained growth of existing businesses and improved ROE through financial strategies, expanding the spread over the cost of equity

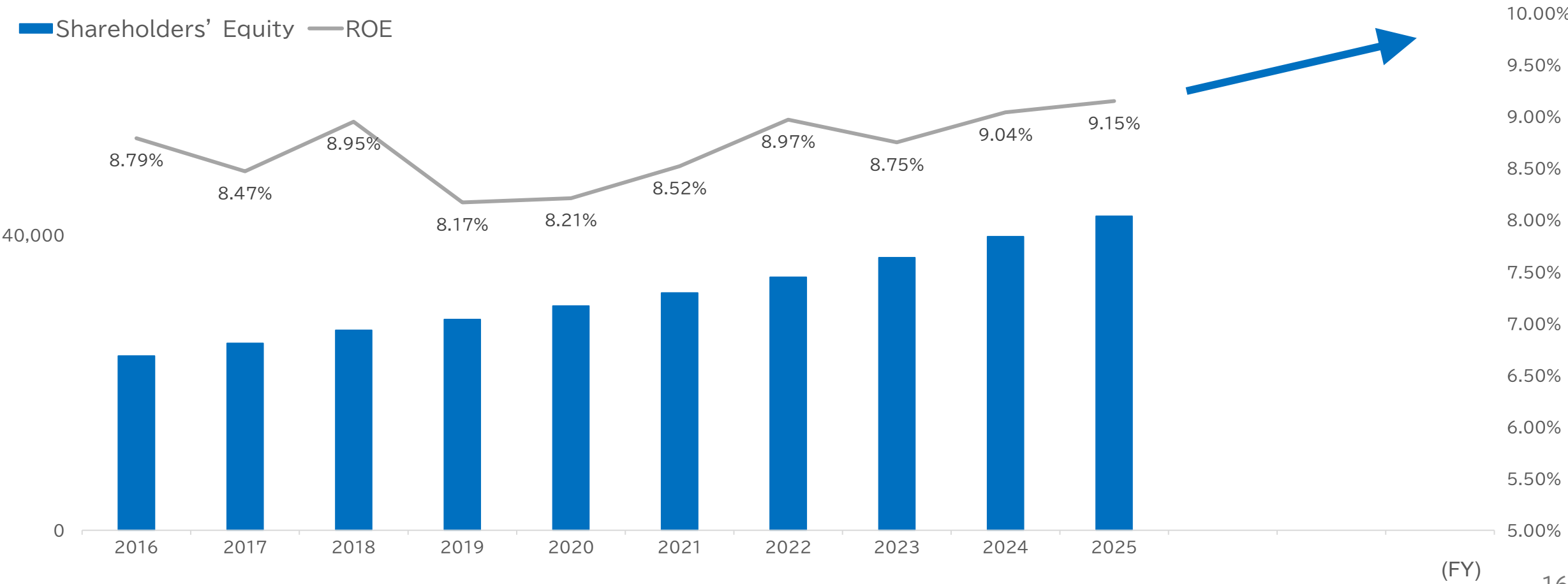


ROE and Shareholders' Equity Trends



The figure below shows trends in ROE and shareholders' equity over the past decade. ROE has remained stable or improved even as shareholders' equity has grown. As greater borrowing capacity gives the Company more flexibility, it plans to continue investing in growth as opportunities arise, with the aim of improving Profit Margin and thereby raising ROE and enhancing corporate value. Dividend on equity (DOE) ratio—total dividends as a percentage of shareholders' equity—has also risen recently, and we believe we can continue improving ROE. Please refer to the following page for a detailed illustration of the balance sheet impact of the share repurchase.

(Millions of Yen)



Impact of Share Buybacks and Growth Investment Image



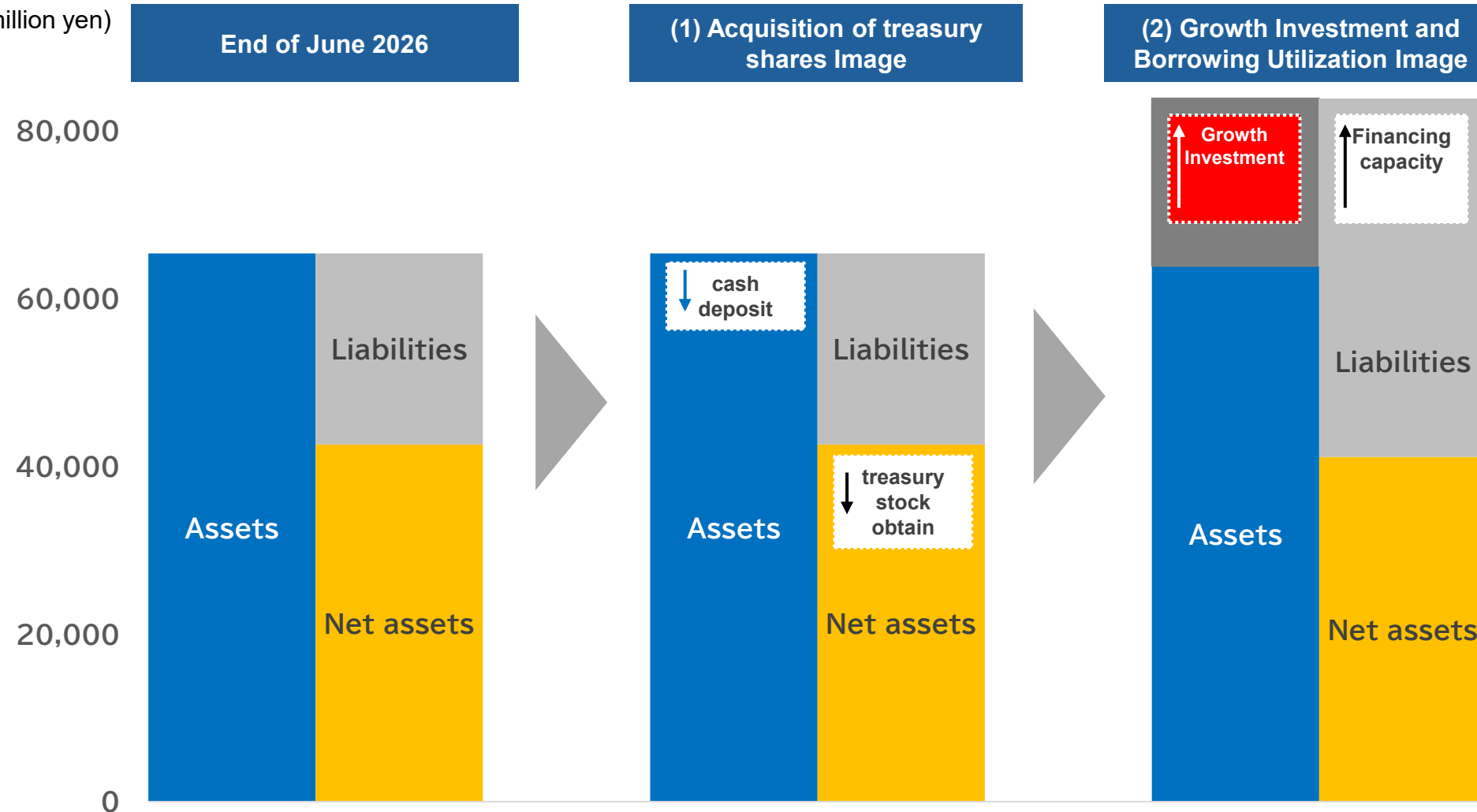
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The balance sheet as of the end of June 2026, the impact of the repurchase of treasury shares resolved this time, and the image of utilizing interest-bearing debt for future growth investments are as follows.

Through this treasury stock acquisition, we will control the capital and, in addition, promote growth investments, thereby improving profit margins and enhancing ROE.

As a result of net asset growth from accumulated profits over the years, our borrowing capacity has also increased significantly compared to before. We will allocate more funds to growth investments and M&A projects for sustainable growth, continuing to improve ROE and increase EPS compared to before.

(Unit: million yen)

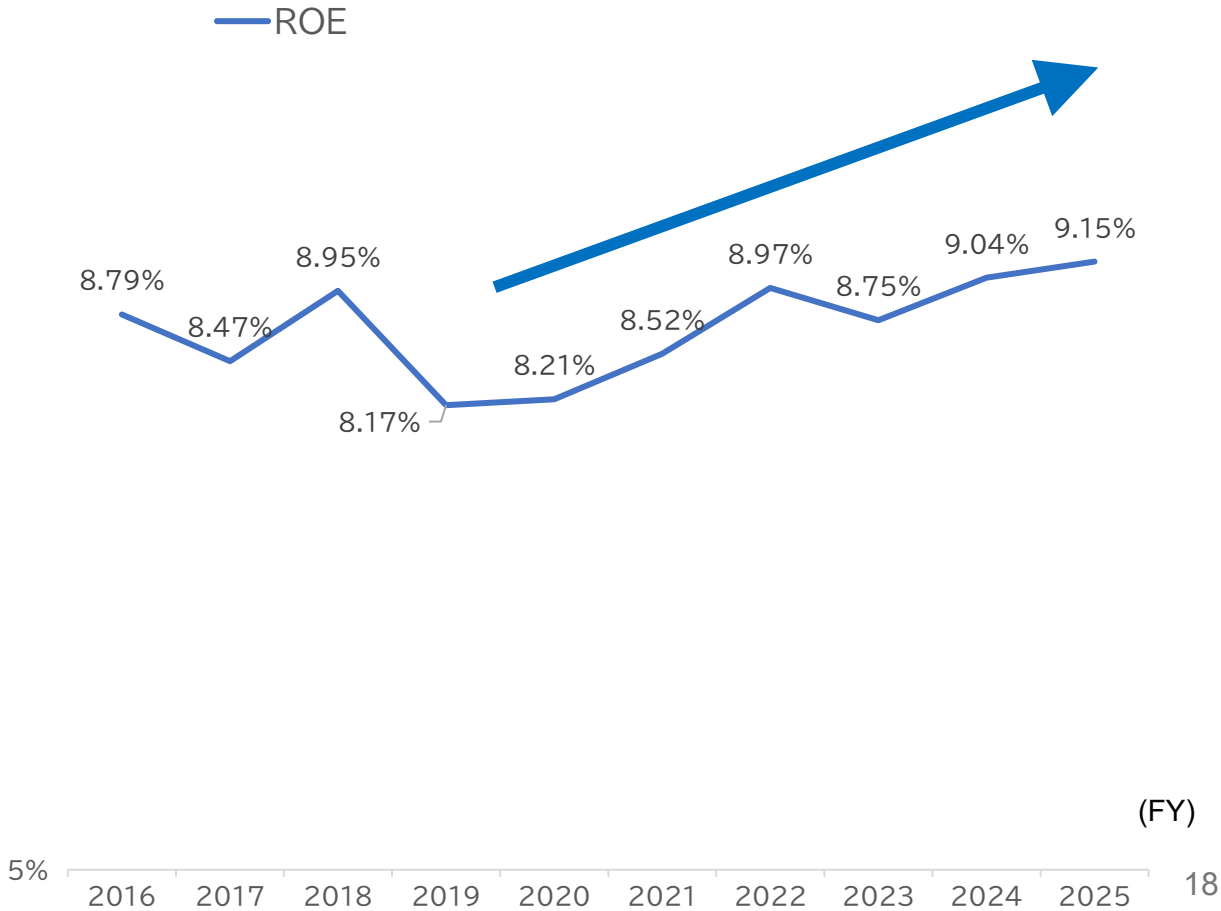
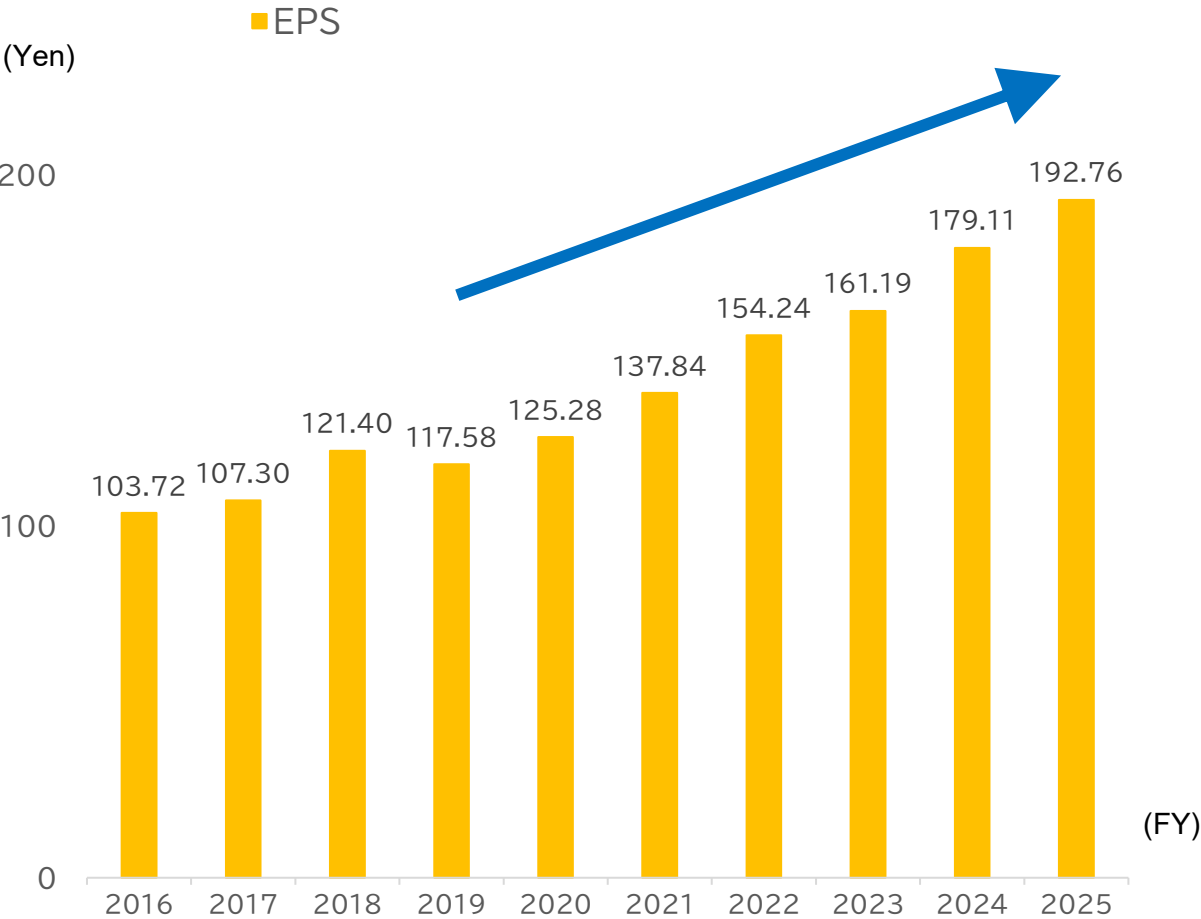


The trends in profit growth and ROE over the past 10 years are as follows.
In addition to steady EPS growth, we will strive to further enhance corporate value by focusing more on capital efficiency.

Further Profit Growth



Improving capital efficiency



< Reference > Profit Growth Cycle Driven by Business Scale Expansion



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The potential and cycle of profit growth from business scale expansion are as follows.

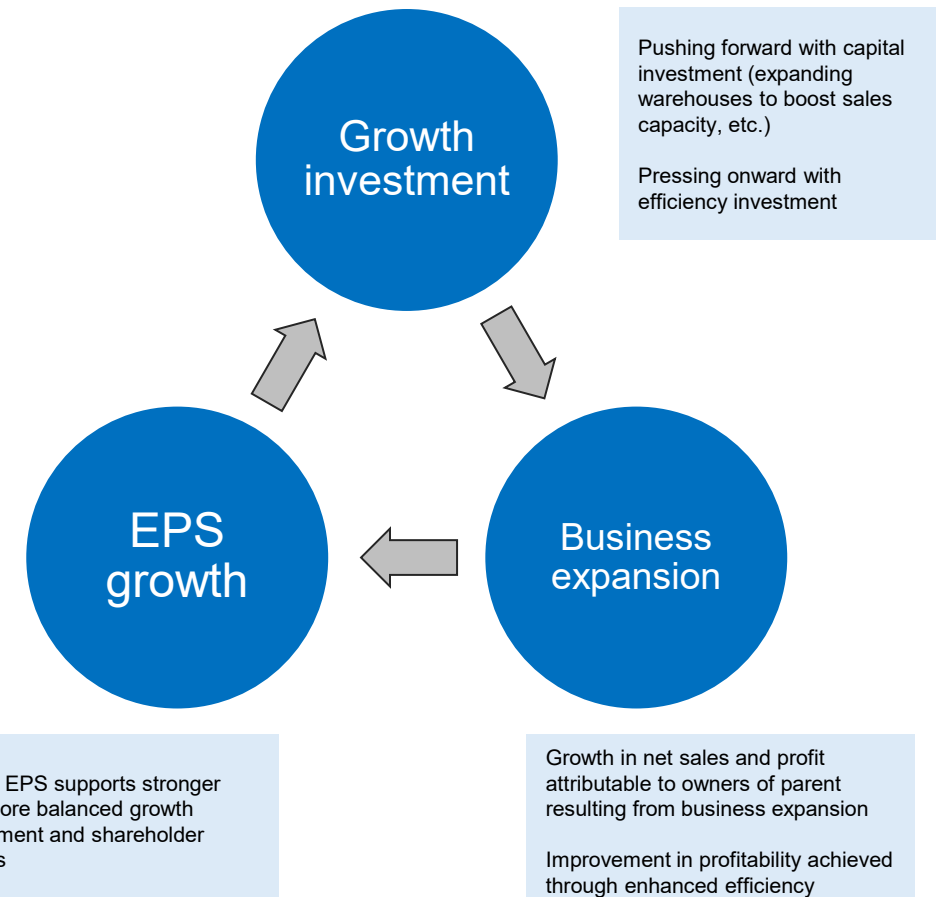
Going forward, by using the cash generated as the source for investment, we will expand existing locations and business areas, thereby increasing sales and net profit, and as a result, continuing to increase EPS (earnings per share).

Potential for Business Scale Expansion



Toyama Sales Office to be opened in August 2026
Going forward, we will continue to expand existing locations,
We will continue to expand our business areas.

Profit Growth Cycle through Growth Investment





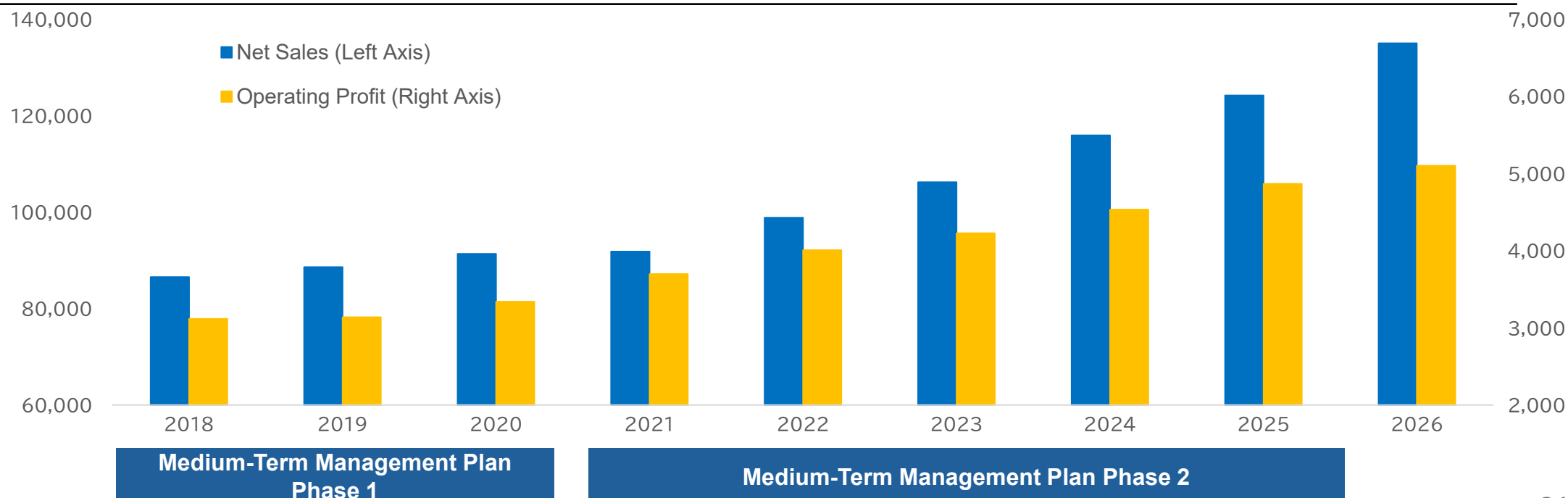
04 Financial Performance Trends

Performance trends



Since 2018, through strengthened human resources and productivity improvements, the Company has built a structure that consistently accumulates profits compared to the period through 2017, and profit has grown steadily in tandem with net sales. In FY03/27, we expect operating profit and ordinary profit to reach record highs for the 9th consecutive year. The impact of changes to accounting standards for net sales is described on the next page.

(Millions of Yen)	FY03/19	FY03/20	FY03/21	FY03/22	FY03/23	FY03/24	FY03/25	FY03/26	FY03/27 Forecast
Net Sales	86,519	88,588	91,320	91,817	98,850	106,216	115,915	124,191	135,000
Operating Profit	3,116	3,137	3,340	3,696	4,008	4,227	4,532	4,865	5,100
YoY (Operating Profit)	106.7%	100.7%	106.5%	110.7%	108.4%	105.5%	107.2%	107.4%	104.8%



*Figures from FY03/22 onward reflect the application of the “Accounting Standard for Revenue Recognition” and related standards.

Reference: Trends in Transaction Value and Net Sales



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Since FY03/22, the Company has applied the “Accounting Standard for Revenue Recognition.” The figures for net sales under the previous accounting standard (hereinafter referred to as “transaction value”) are as follows.

(Millions of Yen)	FY03/19	FY03/20	FY03/21	FY03/22	FY03/23	FY03/24	FY03/25	FY03/26	FY03/27 Forecast
Transaction Value (Net Sales Under Previous Accounting Standard)	86,519	88,588	91,320	97,024	105,681	114,131	124,086	132,069	143,000
YoY (Transaction Value)	105.1%	102.4%	103.1%	106.2%	108.9%	108.0%	108.7%	106.4%	108.3%
Net Sales (Current Accounting Standard)	—	—	—	91,817	98,850	106,216	115,915	124,191	135,000
YoY (Net Sales)	—	—	—	—	107.7%	107.5%	109.1%	107.1%	108.7%



*Figures from FY03/22 onward reflect the application of the “Accounting Standard for Revenue Recognition” and related standards.
 “Transaction value” includes the amount of impact calculated by the Company based on the revenue recognition standard and added to net sales.

Shareholder Returns

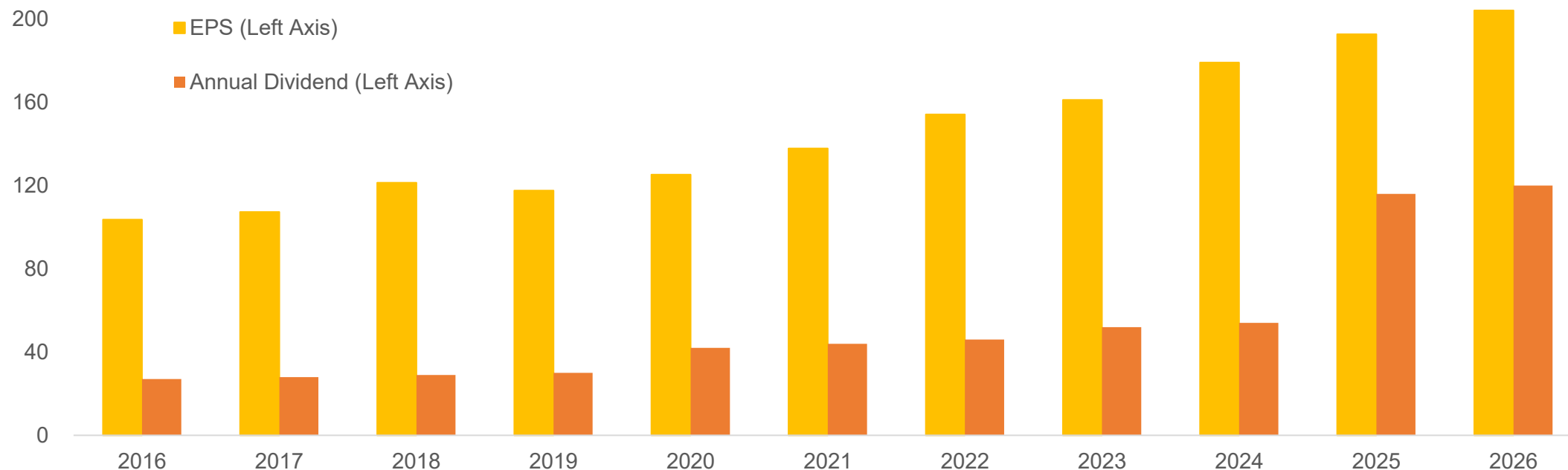


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For FY03/26, we paid an annual dividend of ¥116, including 60th anniversary commemorative dividend of ¥60, achieving for the 22nd consecutive year of dividend increases.

For FY03/27, the Company plan to pay an annual dividend of ¥120.

	FY03/17	FY03/18	FY03/19	FY03/20	FY03/21	FY03/22	FY03/23	FY03/24	FY03/25	FY03/26	FY03/27 Forecast
Annual Dividend	¥27	¥28	¥29	¥30	¥42 Of which, commemorative: ¥11	¥44	¥46	¥52 Of which, commemorative: ¥4	¥54	¥116 Of which, commemorative: ¥60	¥120
[Reference] Earnings Per Share	¥103.72	¥107.30	¥121.40	¥117.58	¥125.28	¥137.84	¥154.24	¥161.19	¥179.11	¥192.76	¥204.18



*In fiscal years with commemorative dividends, the commemorative portion is listed as an internal figure under “of which, commemorative.”

**Medium-Term Management
Plan Phase 1**

Medium-Term Management Plan Phase 2

Trends in Cash Flows



Operating cash flow for FY03/26 temporarily decreased due to changes in accounts payable payment terms in response to legal revisions. While maintaining financial soundness, we will continue working to balance and strengthen both growth investments and shareholder returns. If the last day of the fiscal year falls on a bank holiday, there will be a discrepancy in the timing of deposits and payments, which will affect cash flow from operating activities.

	Medium-Term Management Plan Phase 1			Medium-Term Management Plan Phase 2				
(Millions of Yen)	FY03/19	FY03/20	FY03/21	FY03/22	FY03/23	FY03/24	FY03/25	FY03/26
Cash Flows from Operating Activities	2,941	1,123	3,175	3,248	2,559	4,584	970	2,534
Cash Flows from Investing Activities	(605)	(1,263)	(976)	(3,908)	(2,580)	(1,580)	(2,517)	(4,253)
Of Which, Acquisition/Sale of Property, Plant and Equipment	(636)	(1,177)	(354)	(2,228)	(725)	(1,432)	(2,172)	(4,324)
Of Which, Acquisition of Intangible Assets	(16)	(89)	(527)	(126)	(120)	(129)	(110)	(136)
Of Which, Acquisition/Sale/Redemption of Investment Securities	16	3	(94)	(1,398)	(1,717)	5	(234)	208
Cash Flows from Financing Activities	(707)	(740)	(879)	(1,004)	(1,032)	(1,062)	(947)	(1,780)
Of Which, Dividend Payments	(550)	(569)	(693)	(828)	(868)	(908)	(1,063)	(1,659)
Cash and Cash Equivalents at End of Period	10,926	10,046	11,365	9,700	8,646	10,588	8,116	4,616
Free Cash Flow*	2,336	(139)	2,199	(660)	(21)	3,004	(1,546)	(1,719)

*Free Cash Flow = Cash Flows from Operating Activities + Cash Flows from Investing Activities

*Figures for the acquisition/sale of property, plant and equipment and the acquisition/sale/redemption of investment securities represent the combined totals of each item.

Balance Sheet Trend



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The charts below show the changes in our balance sheet before and after the start of the Medium-Term Management Plan. While net assets have increased through the accumulation of profits, we have allocated the cash generated to growth investments, thereby achieving profit growth while maintaining and improving ROE. Recently, we have been making progress in utilizing cash and deposits for capital investments, etc., and cash and deposits are at a level of 0.3 months of monthly sales. *Monthly sales ratio is calculated based on average monthly sales based on actual sales

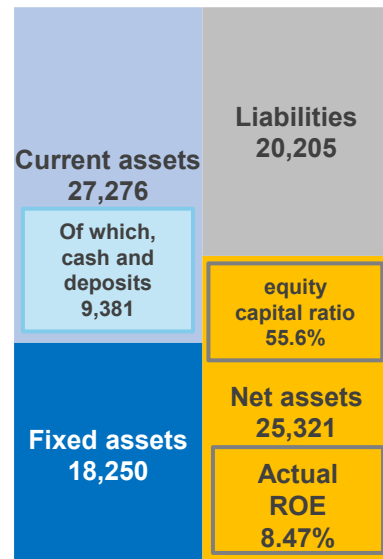
(Millions of Yen)

60,000

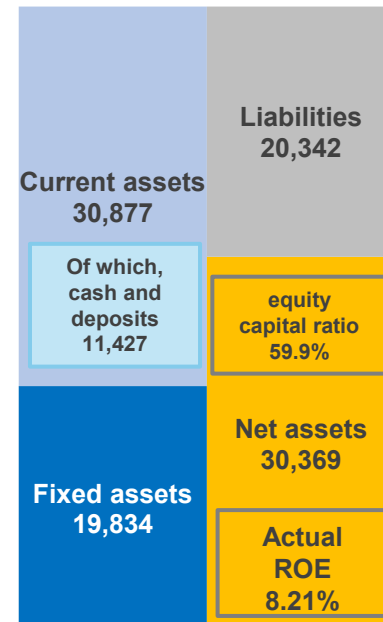
40,000

20,000

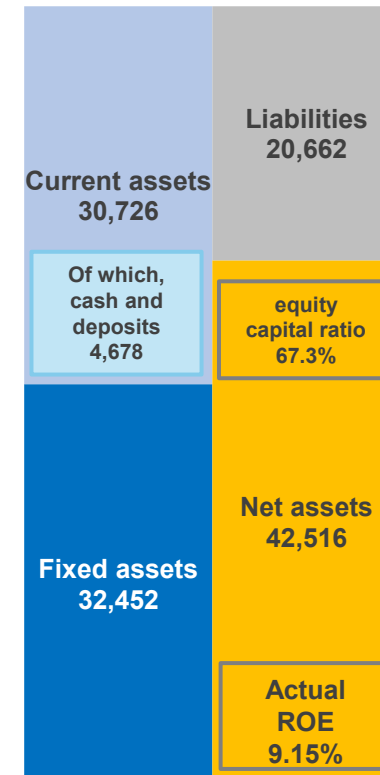
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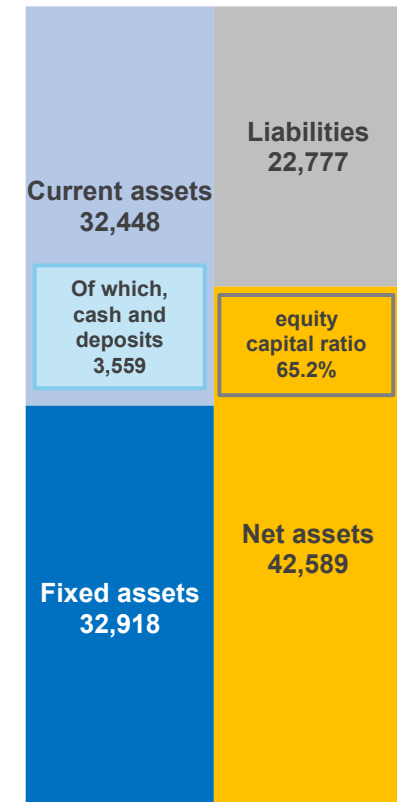
Before the start of Medium-Term Management Plan Phase 1 (FY03/19–)



Before the start of Medium-Term Management Plan Phase 2 (FY03/22–)



At the end of year 5 of Medium-Term Management Plan Phase 2



Medium- to Long-Term Management Plan : Year 1, Q1



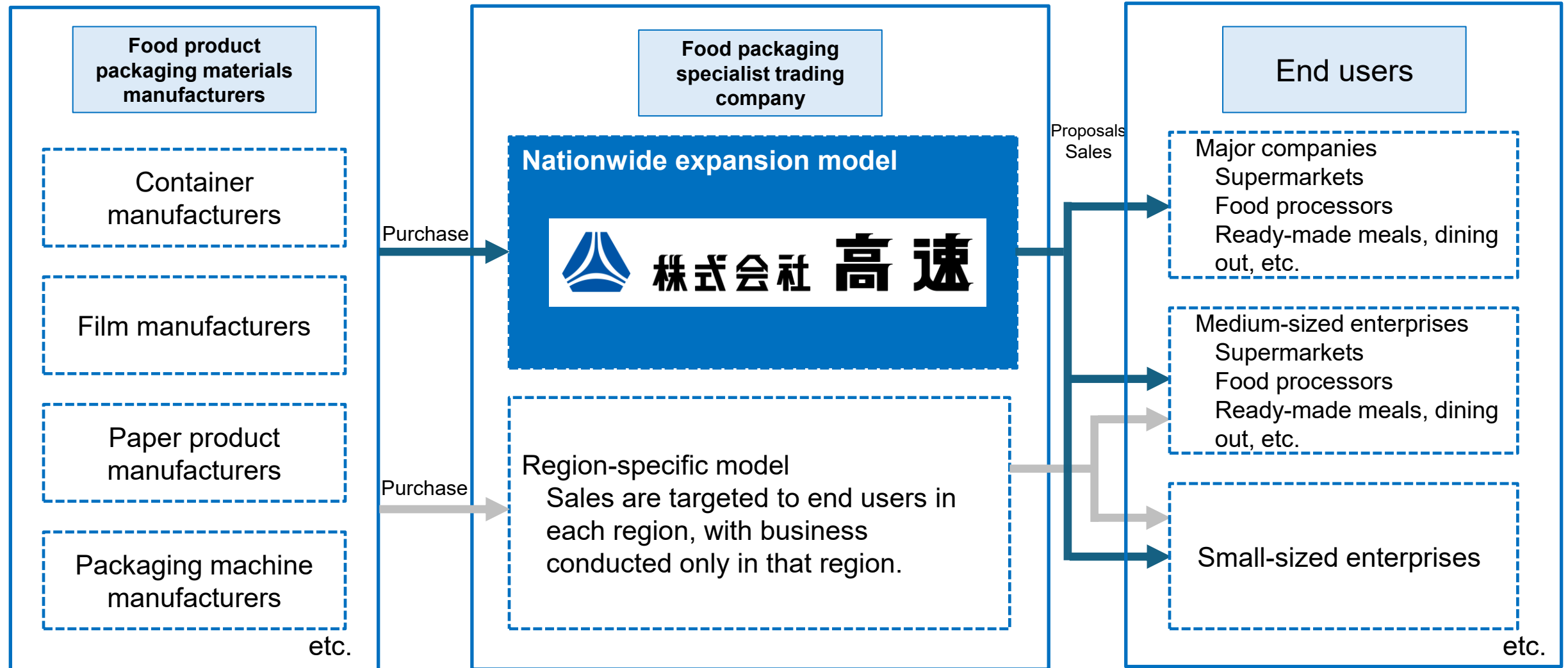
05 Reference: Company Profile

Business Model



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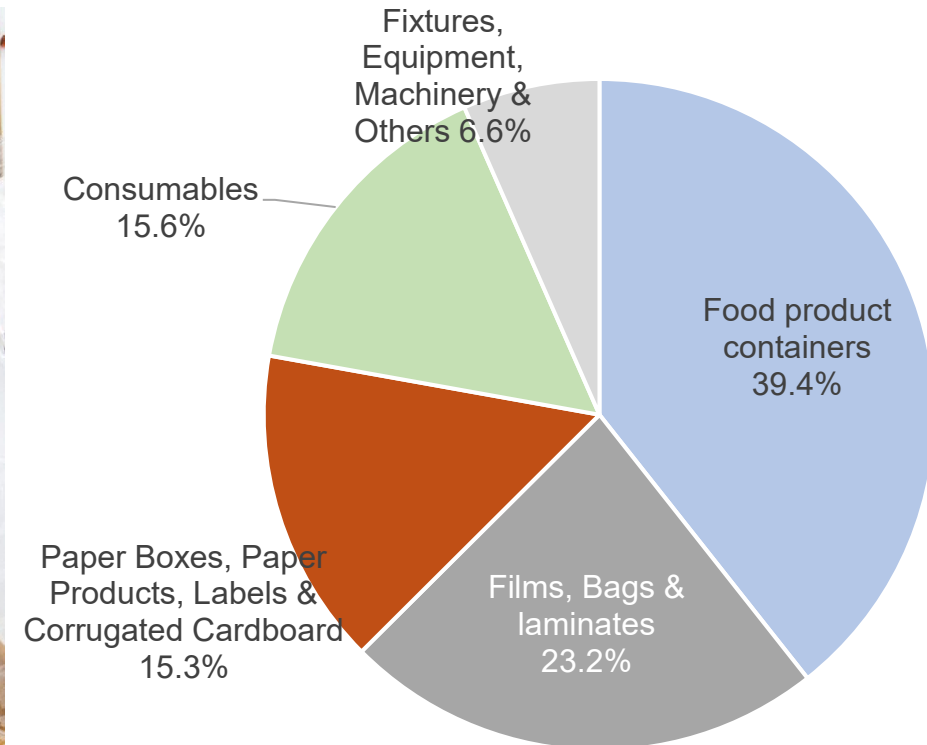
We are a trading company specializing in food packaging that connects supermarket and food factory customers with manufacturers and helps support food distribution.



Products handled



Sales performance by product group (Q1 FY03/27)



We offer a wide variety of food product packaging materials and consumables, including food trays. We specialize in providing comprehensive solutions centered on food containers, including various food product packaging materials and related machinery. Our diverse product lineup also contributes to reducing earnings volatility.

External Recognition, etc.



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The Company began calculating its Scope 1 and Scope 2 greenhouse gas emissions in 2025 and introduced disclosures aligned with the recommendations of the Task Force on Climate-related Financial Disclosures (TCFD) in its Annual Securities Report in 2026. It will continue enhancing its disclosures, taking into account the information needs of investors prioritizing ESG.

Selection for Stock Index

Nikkei Consecutive Dividend Growth
Stock Index

Continued selection as a constituent
stock (fourth consecutive year)

Since the launch of the calculation and publication of the Nikkei Consecutive Dividend Growth Stock Index in 2023, the Company has been selected for inclusion for four consecutive years.

External Recognition



Climate Change
Water Security
C Score

The Company has responded to CDP since 2025 and has received a C score in both the Climate Change and Water Security categories.



06 Reference: Trajectory of Corporate Value Enhancement

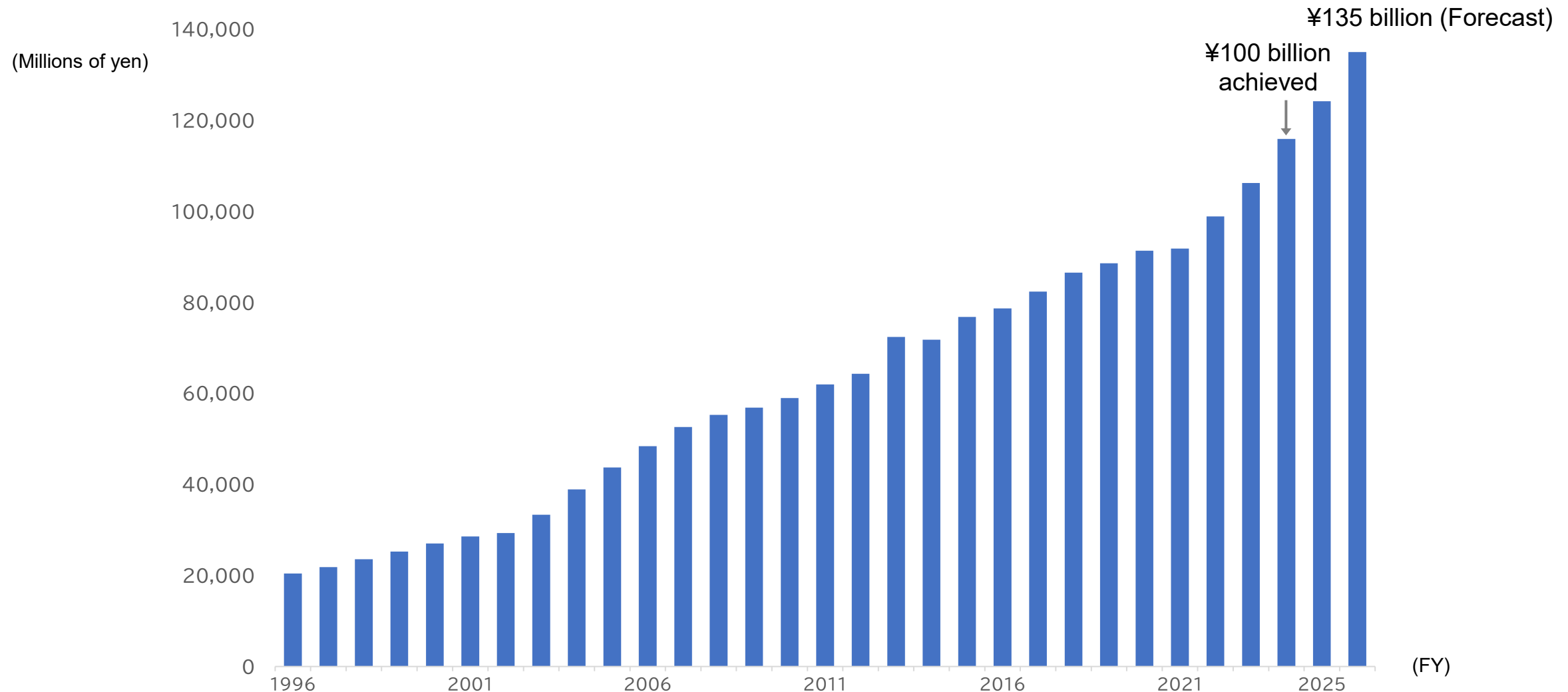
Performance Trends

11 consecutive fiscal years of record-high net sales



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In response to ongoing demand for food packaging, we have continued and expanded business with existing customers while steadily adding new ones. As a result, since our establishment we have achieved sales growth every year for over 50 years, with the exception of FY03/15(*).



Note: In fiscal year 1996, DeDesignated as over-the-counter issue by Japan Securities Dealers Association

Note: In FY2014, net sales declined due to a FY2013 surge in demand caused by a then-upcoming April 2014 consumption tax hike—this year-on-year downturn was the only such decrease the Company has reported since its founding.

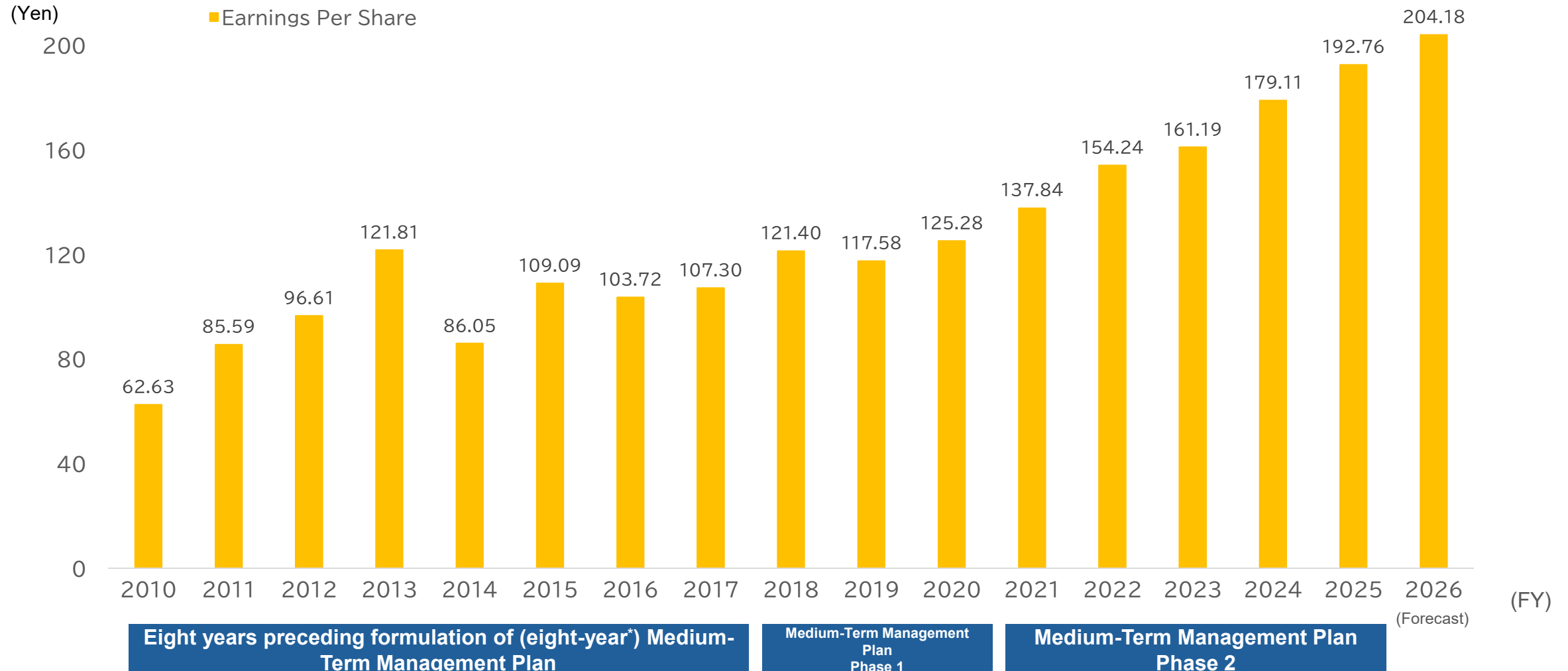
Earnings per Share



KOHSOKU
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As indicated by the table below, KOHSOKU has been generating growth in earnings per share.

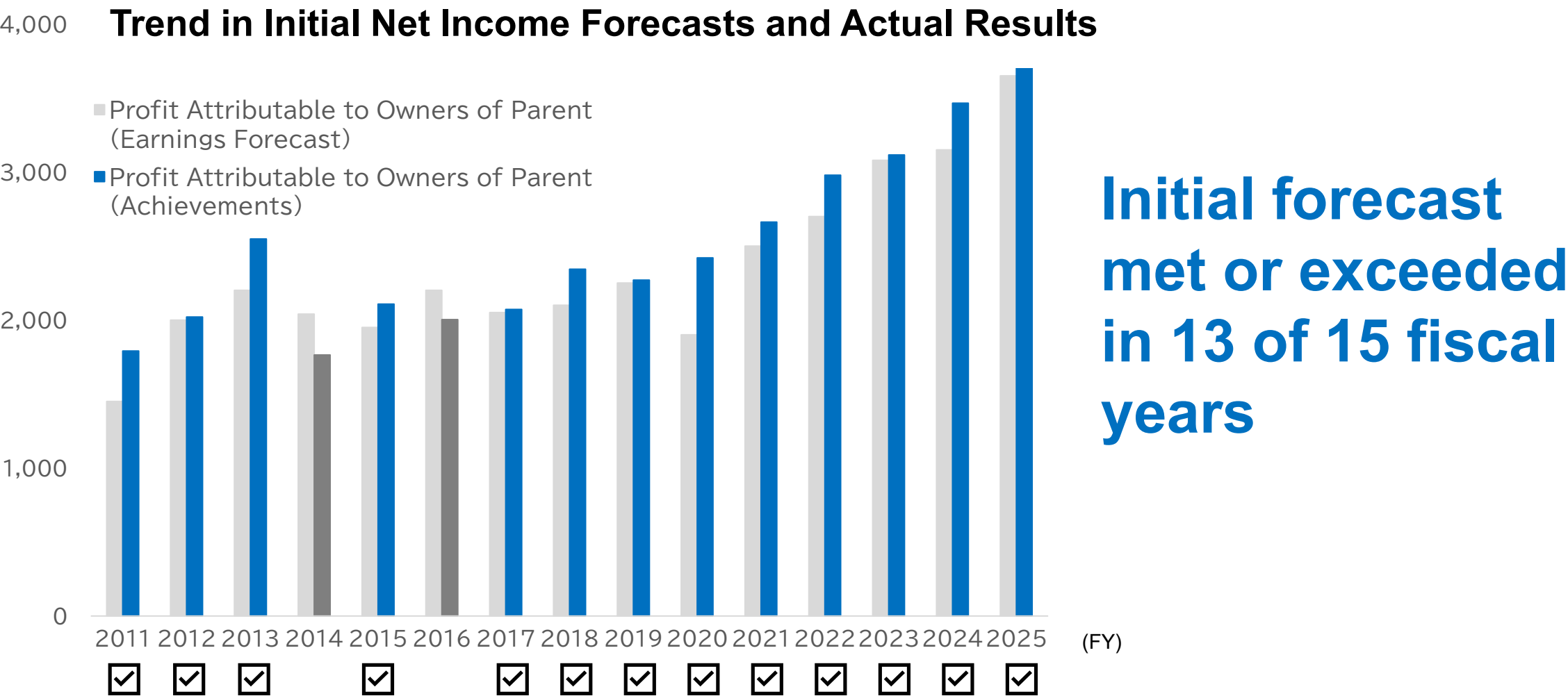
EPS, which also serves as a source of shareholder returns, has risen as shown below, and we will continue working to increase it going forward while balancing growth investments and shareholder returns (marking the 22nd consecutive year of dividend increases in FY03/26).



Note: The FY2026 earnings per share figure is a projection.



The figure below compares the Company’s initial full-year forecasts for profit attributable to owners of parent with the corresponding actual results. Profit attributable to owners of parent met or exceeded the initial forecast in 13 of the past 15 fiscal years, including every year covered by the previous eight-year medium- to long-term management plan (FY03/19–FY03/26).
(Millions of yen)

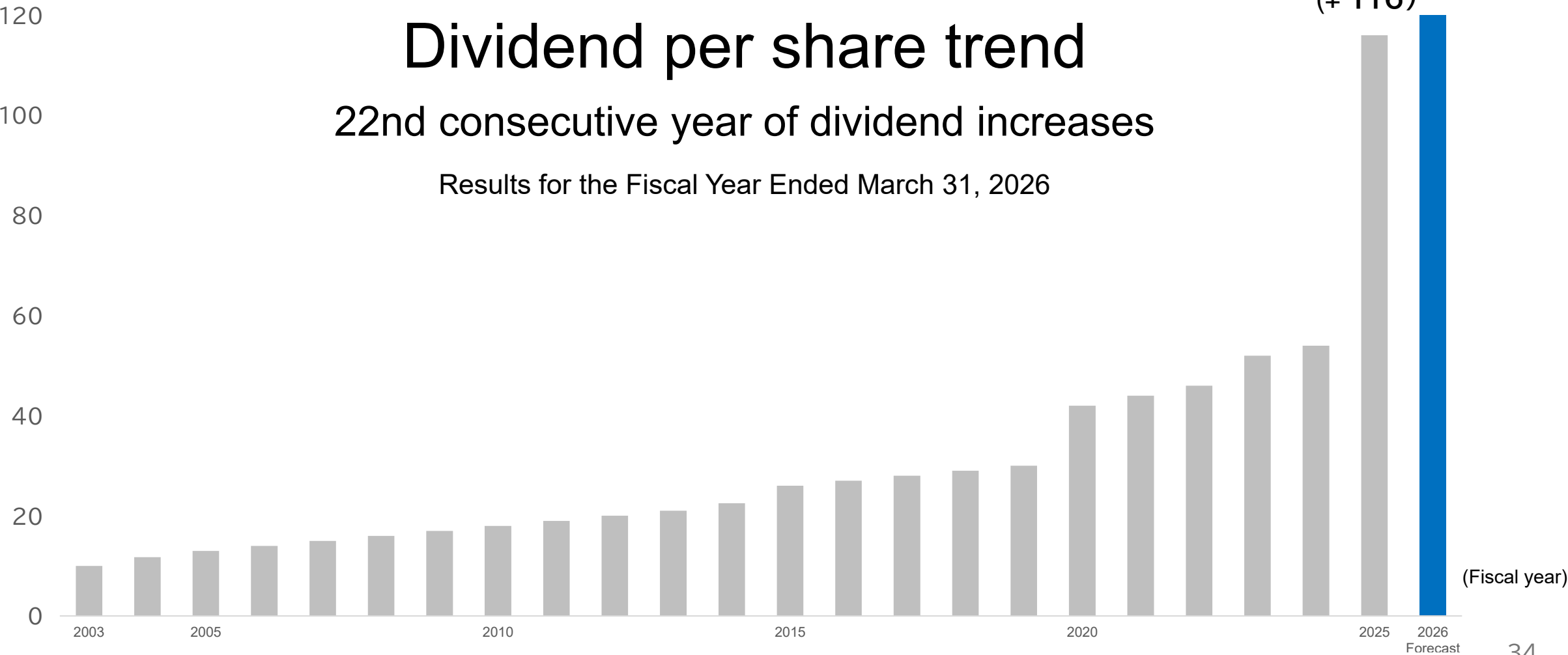




For FY03/26, we paid an annual dividend of ¥116, including 60th anniversary commemorative dividend of ¥60, achieving for the 22nd consecutive year of dividend increases.

For FY03/27, the Company plan to pay an annual dividend of ¥120.

(Yen)



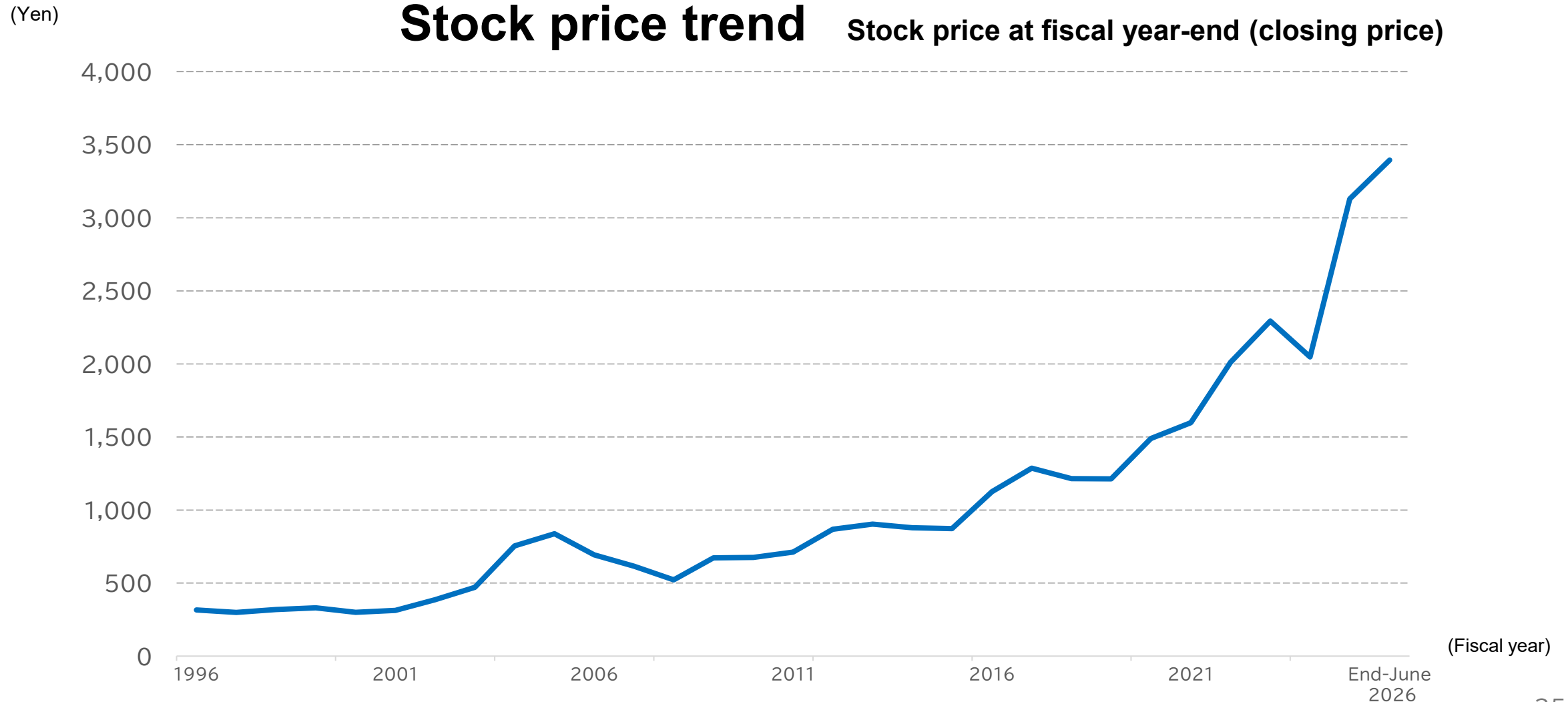
*Adjusted for the impact of the stock split.

Stock Price Trend (Stock price at fiscal year-end since OTC registration)



**KOHSOKU
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The Company's steady business expansion and consistent shareholder returns, underpinned by consecutive dividend increases, have been well received, resulting in the following upward trend in its share price.



Initiatives to Enhance Corporate Value

In addition to summarizing our current efforts regarding "Action to Implement Management that is Conscious of Cost of Capital and Stock Price" we have also compiled and posted answers to frequently asked questions from institutional investors and others.

<https://www.kohsoku.com/investment/initiatives-to-enhance-corporate-value.html>

We have launched a new English-language webpage outlining our initiatives to enhance corporate value. **[NEW]**

<https://www.kohsoku.com/investment/en/initiatives-to-enhance-corporate-value.html>

IR email distribution service

We will send you the latest timely disclosure and other information related to our IR via your registered email address.

<https://www.kohsoku.com/investment/mail.html>

Disclaimer

This document has been carefully prepared to ensure accuracy; however, its completeness is not guaranteed.

Forward-looking statements contained in this document are based on information and assumptions available at the time of its creation. Actual results may differ from the forecasts due to various factors, and the projected figures may be changed without prior notice.

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About this document

Numerical figures in this document are rounded down to the nearest display unit, and percentages are rounded to the nearest unit.



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