

# **PHOENIX PLAN**

(Mid-Term Revival Plan 2005 - 2007)

## - Final Overview -

November,16 2007

Takeshi Sato

President & CEO

Mitsubishi Paper Mills Ltd.

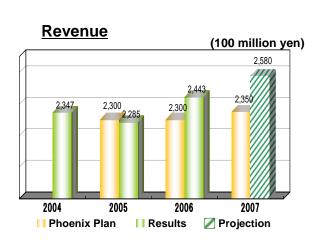
# Plan, Results and Projections (Consolidated)

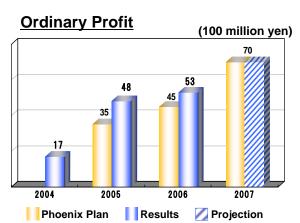


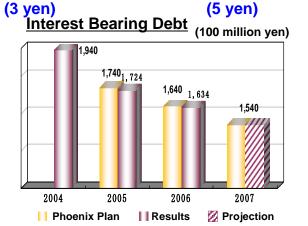
## **Achieving the Goals of Phoenix Plan (3-Year Plan)**

(100 million yen)

	2004	2005		2006		2007	
	Results	Phoenix Plan	Results	Phoenix Plan	Results	Phoenix Plan	Projection
Revenue	2,347	2,300	2,285	2,300	2,443	2,350	2,580
Ordinary Profit	17	35	48	45	53	70	70
Ordinary Profit on Revenue	0.7%	1.5%	2.1%	2.0%	2.2%	3.0%	2.7%
Interest Bearing Debt	1,940	1,740	1,724	1,640	1,634	1,540	1,540
Equity Ratio	17.2%	20.0%	22.0%	22.0%	22.6%	24.0%	24.0%
# of Employees	4,902	4,800	4,717	4,800	4,541	4,700	4,540







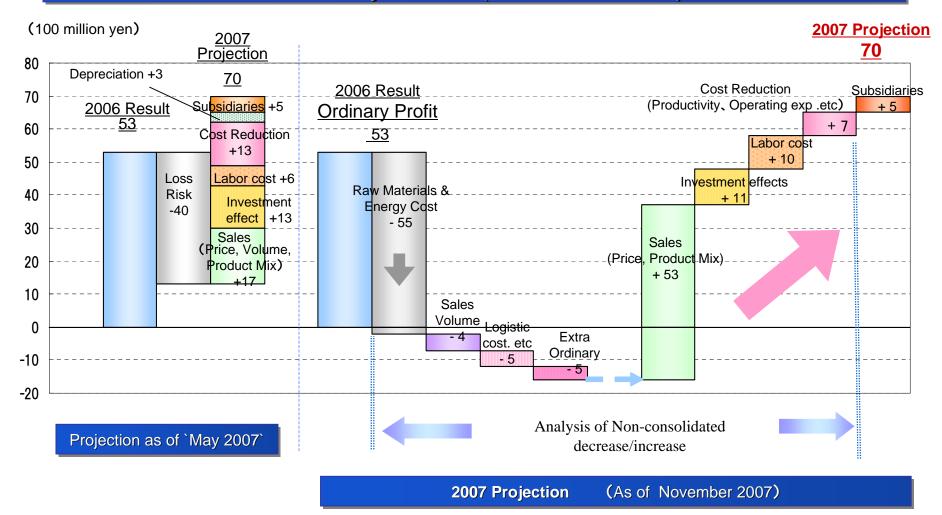
**Dividends Resumed** 

**Dividends Planned** 

## 2007 To Achieve Goals



# Ordinary Profit (Consolidated)

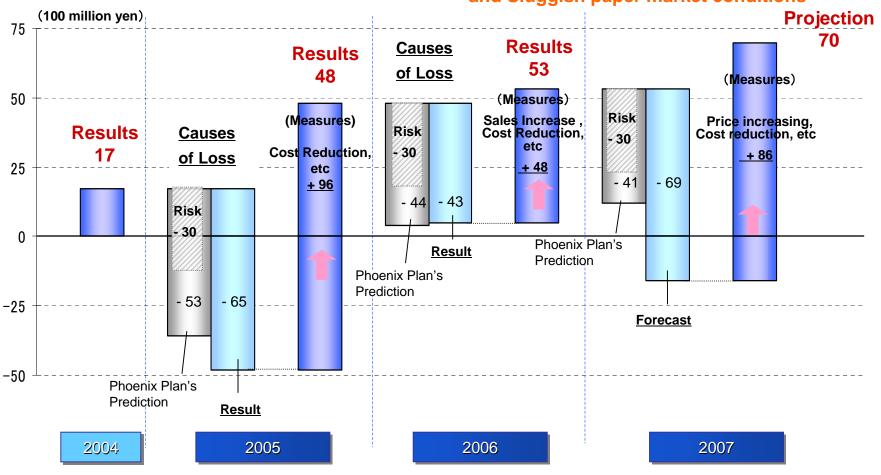


## **Review of Last Three Years**



## **Ordinary Profit (Consolidated)**

Implement Cost restructure and Price increase, to overcome High raw material and energy price and Sluggish paper market conditions



# **Change Factors of Ordinary Profit**



(Unit:100 million Yen)

			2005 Results	2006 Results	2007 Projection	3 Years Total
	Ra	Wood Chip	-16	-11	-19	-46
	w m	Pulp	-1	-13	-11	-25
	nate	Chemical	-2	-5	-13	-20
Decrease	Raw materials	Energy	-8	-8	-8	-24
reas	ζo	Waste Paper	_	_	-5	-5
	Energy	Other	-7	-4	1	-10
Factors	gy	Total	-34	-41	-55	-130
ors		Sales-side	-31	-2	-4	-37
	Other (Extra Ordinary, other)		ı	-	-10	-10
	Total Decrease		- 65	- 43	- 69	- 177
	Cost reduction		43	17	7	67
In	<b>5</b> Labor cost		15	16	10	41
Increase	De	preciation	29	<b>—</b>	_	29
ISE	Investment		<b>–</b>		11	11
Fa	Sales-side		<b>–</b>	10	53	63
Factors	Extra Ordinary		8	2		10
Ŝ	Subsidiary profit		1	3	5	9
		Total Increase	96	48	86	230
	Net Changes		31	5	17	53

# **Unconsolidated, Divisional Sales Transition**



(100 million yen)	2005 2006 Results Results		2007 Projection	2005∼2007 Major Initiatives	
Printing Paper  Printing & Bus. Comm. Papers	1,124	1,151	1,180	<ul> <li>◆Strategic investment in Hachinohe Mill         PaperIncrease volume &amp; Improve quality         PulpComplete self-supply         ◆Mitsubishi Shoji Packaging Co. Ltd., Printing Paper Division         → Mitsubishi Paper Sales Co., Ltd.         Sales of Hokuetsu Paper products         ◆New Product Development         (Super high brightness coated paper, Low-density paper、               FSC certified paper)         ◆Full-scale price increasing (2007 Summer)</li> </ul>	
Digital Imaging Ink Jet Papers Photographic Materials Graphic Arts Materials	331	353	440	<ul> <li>◆Expand Sales: Obtain remaining market         for Photographic Materials</li> <li>◆ Collaboration with Fuji Film (2007 Summer)</li> <li>◆Expand "Pictorico" high-end IJ brand</li> <li>◆Price increasing of Ink Jet Papers (2007 Summer)</li> </ul>	
New Business Development  • Filter • Non-Woven • Re-writable • Heat storage material • Film, etc	44	49	60	<ul> <li>◆Filter for avian influenza (bird flu)</li> <li>◆Development of diversified product applications in each field</li> <li>◆Launch joint development with Mitsubishi Gas Chemical</li> </ul>	

# **Consolidated Performance By Product Segments**

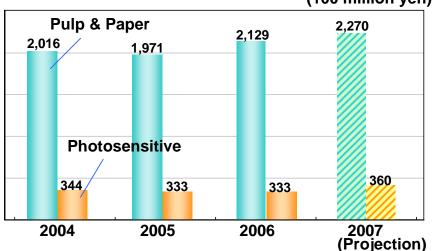


(Projection)

(100 million yen)

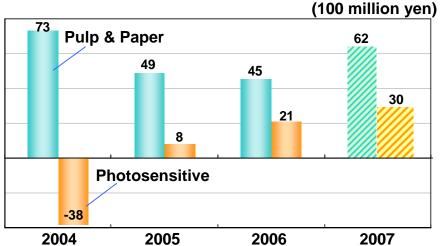
#### **Revenue by Product Segments**

(100 million yen)



Revenue	2004	2005	2006	2007
Pulp & Paper	2,016	1,971	2,129	2,270
Photosensitive	344	333	333	360
Others	188	201	214	220
Internal Transfer	-201	- 220	- 233	- 270
Consolidated	2,347	2,285	2,443	2,580

## **Operating Profit by Product Segments**

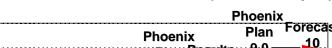


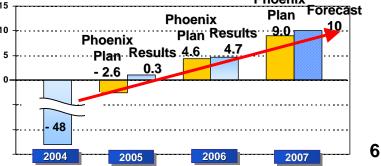
Operating Profit	2004	2005	2006	2007
Pulp & Paper	73	49	45	62
Photosensitive	- 38	8	21	30
Others	8	7	7	8
Internal Transfer	0	1	0	0
Consolidated	43	65	73	100

**Break out from a slump of Photosensitive Material Business** 

(→ Changed by product mix)

- Reference -Kitakami High-Tech Paper mill **Performance for the Ordinary Income** 



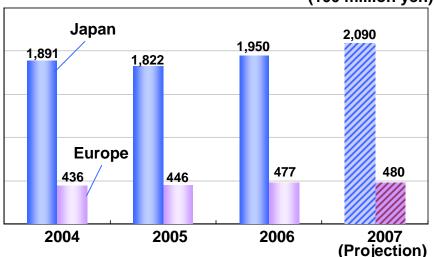


# Consolidated Performance By Regions



#### Revenue by Region

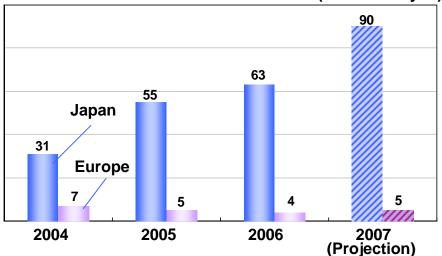
(100 million yen)



Revenue	2004	2005	2006	2007
Japan	1,891	1,822	1,950	2,090
Europe	436	446	477	480
USA	109	100	100	100
Internal Transfer	- 89	- 83	<b>-</b> 84	- 90
Consolidated	2,347	2,285	2,443	2,580

#### **Operating Profit by Region**

(100 million yen)



Operating Profit	2004	2005	2006	2007
Japan	31	55	63	90
Europe	7	5	4	5
USA	1	1	2	2
Internal Transfer	4	4	4	3
Consolidated	43	65	73	100



### **Restructuring European Business**

### German business... Implement Mid-Term Plan (2007 - 2010 Improvement of profit structure)

#### ■ Severe Management Environment

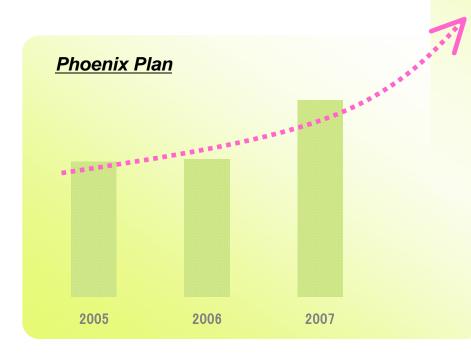
- High energy costs (natural gas, etc.)
- High pulp and chemical prices
- Increasingly intense sales competition
- Strong Euro exchange rate (Reduced profitability of export)

#### ■ Profit improvement strategies

- Further improvement for Product mix
- Thorough execution of Cost reductions
- Investment for productivity enhancement

## From Revival to Growth





#### Post Phoenix Plan

- Early Realization of 10 billion yen consolidated ordinary profit
- Further sales increase
- Strengthen financial structures

**Develop & Expand Businesses** 

Post Phoenix Plan will be presented at Management large meeting on 11/27/07

**Strengthen Management Foundation** 

## **Cautionary Statement**



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