# **Global Network**

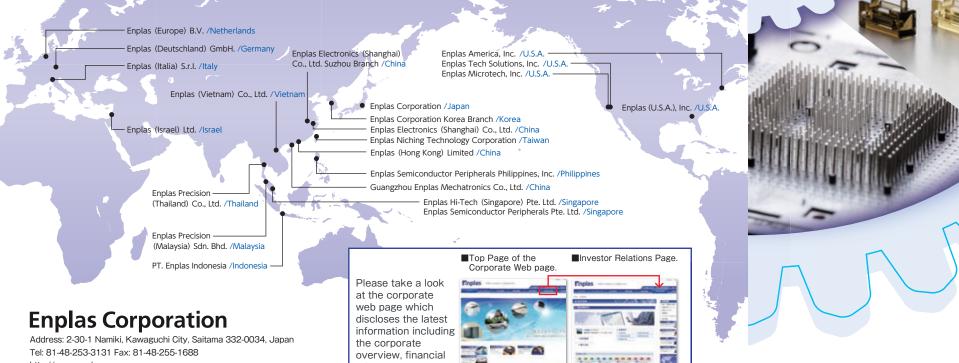
# Overseas Network

# Global network based on client trust and superior technology.

The" Enplas" group is in business 24 hours a day through our global network with locations in Asia, North America and Europe. Through our global network, we build partnerships based on trust with top manufacturers in various industrial arenas from planning and development stages.

> information. business operations,

and press releases.



▷enplas.co.jp/english/

▷enplas.co.jp/english/ir/

http://www.enplas.com







(Securities code:6961)

# Working for a Better Tomorrow

# Business Report 2016 April 1, 2015 to March 31, 2016



# **Enplas Enplas Corporation**

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# **Business Domain** Corporate Mission

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### Corporate Mission

Management **Philosophy** 

Based on ties of trust, and keeping our solid management footing that allows us to respond to any changes with confidence, we strive to: 1. Offer products and services that satisfy our customers.

- 2. Nurture and maintain a high level of motivation among employees through appraisal and recognition of capabilities and achievements, and
- 3. Enhance the value of our business to meet the expectations of shareholders.

By fulfilling the ideals set forth in our mission statement, we are confident that our contributions to society will help build a better, more prosperous world for all.

### **Business Domain**

Enplas will continue pursuing cutting-edge technology and offering creative value to the global market, based on advanced expertise cultivated in the field of engineering plastics.

### Management Philosophy

- 1. We pursue greater competitive and growth capabilities by providing outstanding technology and reliable products.
- 2. We ensure steady corporate development by maintaining a sound financial position.
- 3. We aim to provide consistent guality in all our corporate activities.

### Guiding Principles for Our Employees

- 1. We seek to challenge ourselves by setting creative goals and pursuing them enthusiastically.
- 2. We value a sense of gratitude and an attitude to learn from others.
- 3. We make a clear distinction between public and private affairs and act in a fair and direct manner.



# **Business environment and management** policies for the 55th term

While economic conditions remained steady in North America due to continuing improvements in employment and income, a look at the global economy during this consolidated fiscal year shows strengthening perceptions of economic slowing in China. Weaknesses in both domestic and foreign demand came into sharper focus, alongside developments such as rapid declines in equities markets, starting in Shanghai, and renminbi devaluation, factors that sent major ripples through the global economy. Other emerging markets were also significantly affected by changing external conditions, which included the economic slowing in China, low oil prices, and the withdrawal of investment funds due to interest rate hikes in the US. For these reasons, the future outlook remains uncertain.

Japan's economy during this consolidated fiscal year exhibited gentle recovery, with improving business performance and employment. However, due to the uncertain outlook for the global economy generated by the slowing Chinese economy and interest rate risks, future economic prospects remain difficult to foresee. Under these conditions, with the goal of achieving continuing growth,

# To Our Shareholders

We have advanced and utilized the overall technology of engineering plastics since the establishment of our company, and constantly strive for higher precision, higher functionality, and higher quality. We w contribute to the advancement of our society by providing our customers with high quality products and services that they appreciate.

3. Cost Reduction

# **Enplas**

- the Enplas Group adopted the following fundamental management policies during this fiscal year:
- 1. Growth Orientation
- 2. Global Optimization
- Based on the fundamental management policies above, we also
- advanced the following priority measures to adapt swiftly to
- intensifying global competition and other changes in the business
- climate, increase corporate value, and grow shareholder value:
- 1. Broaden Business Base
- 2. Enhance Technology
- 3. Enhance Global Customer Support

### Priority measures in the 55th term

The primary measure implemented during this consolidated fiscal year involves the opening of our global headquarters in Marunouchi, Chiyoda Ward, Tokyo. The new headquarters and the transfer of certain headquarters functions to that facility will accelerate our global expansion in strategic response to the accelerating pace of globalization. Furthermore, we established a new subsidiary in New

# To Our Shareholders

York to coordinate our North American operations, seeking to promote business development with a focus on Europe and North America and to build broader business foundations. We enhanced our business structure by relocating our biosciences businesses to a site in Hamamatsucho, Minato Ward, Tokyo, and by strengthening our alliance with DNA Chip Research, in keeping with plans to develop these further as viable businesses. In the semiconductor peripherals business, our Shanghai subsidiary opened a new branch in Suzhou, China, as part of efforts to build a customer support structure in the China market. To increase corporate value and enhance governance, we also shifted to the structure of a company with an audit committee; established a corporate governance policy; and carried out various other measures, including purchasing treasury stock. As a result, during this consolidated fiscal year, consolidated sales

totaled 38,737 million ven (down 2.3% YOY): consolidated operating income was 9,933 million yen (down 7.8% YOY); consolidated ordinary income stood at 9,823 million yen (down 12.6% YOY); and net income attributable to owners of the parent stood at 5.592 million ven (down 29.4% YOY).

### Topics and steps taken this term (56th term)

The Group's business areas of engineering plastics, semiconductor peripherals, and plastic optics are industries subject to dramatic changes in market conditions as new technologies are introduced day after day. Given these conditions, outlined below are some of the issues the Company must address.

### (i) Implementing diverse growth strategies

The Company's earnings structure is weighted toward the plastic optics business. We have identified as a pressing issue the need to stabilize and diversify earnings by increasing the earnings potential of the engineering plastics and semiconductor peripherals businesses and by promoting the development of new businesses. Thus, we plan to cultivate new global customers in the engineering plastics business

and differentiate the semiconductor peripherals business from the competition by achieving overwhelming advantages in speed, while at the same time moving forward with companywide initiatives to firmly establish business improvement processes, advance strategic product development, and create diverse business opportunities through mergers and acquisitions (M&A) and investments in new technologies. (ii) Progress in the spec business

The Enplas Group operates in the electronic components industry, an industry characterized by ever-increasing competition in technological development, globalization, and the diversification and advancement of customer needs. To respond to these developments, we believe it is essential to generate data based on the customer's point of view and to propose solutions related to functional assurance. To realize these goals, we plan to draw on innovative technologies developed from our powerful intellectual property (IP) holdings, state-of-the-art evaluation technologies, and proactive investment in innovation to deliver products with high levels of value added.

### (iii) Responding to business risks

We expect the progress of globalization to present ever-growing business risks for the Group. Having identified as risks capable of impacting our business the risks associated with intellectual property rights, risks arising from intensifying price competition in the market and inventory adjustments, risks of fluctuations in exchange rates, country risks, and risks arising from natural disasters and similar events, we will review and determine suitable countermeasures. We also see the task of minimizing risks related to IP rights in the products and technologies we develop to be an issue of the utmost importance. We are striving to protect the intellectual property rights we hold and working to secure even stronger IP.

We will seek to realize sustainable growth by proactively advancing these measures.

Moving forward, we look forward to continuing support and encouragement from all our shareholders.

# Consolidated Performance



Note: "Consolidated Net Income" refers to consolidated net income attributable to owners of the parent.





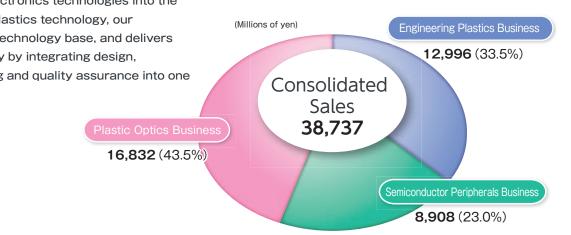


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# Outline by Businesses

# Breakdown of Sales by Business Segment The term ended March 2016 (from April 1, 2015 to March 31, 2016)

Each of our businesses merges cutting-edge optics and electronics technologies into the engineering plastics technology, our fundamental technology base, and delivers reliable quality by integrating design, manufacturing and quality assurance into one system.

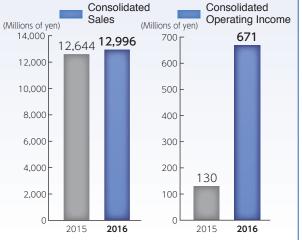


### **Engineering Plastics Business**

While prices of printer parts (our key product line) continued to fall due to market competition, the effects of global auto sales led to strong sales of our automotive parts. These developments, combined with the effects of a strong US dollar compared to other currencies, resulted in consolidated sales for this term of 12,996

million yen (up 2.8% YOY) and segment operating income of 671 million yen (up 413.7% YOY).





## **Semiconductor Peripherals Business**

In addition to steady sales in the Taiwan market, which we have identified as a strategic target, sales to Europe were strong, with increasing sales chiefly for our IC test sockets and burn-in sockets,

as well as products for automotive and industria uses. This resulted in consolidated sales for this term of 8,908 million ven (up 6.8% YOY) and segment operating income of 1,767 million yen (up 32.4% YOY).



# Plastic Optics Business

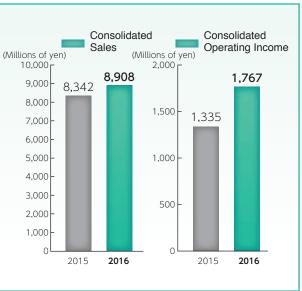
Despite efforts to expand the customer base by moving up the schedule for new product development in the category of LED diffusing lenses (one of our core products), the increase in market share achieved through our regional strategy for China proved insufficient to offset lower sales to our main customers. Sales were sluggish. The strength of the cloud and server markets, backed by growing demand for smartphones, particularly in emerging markets, boosted orders for optical

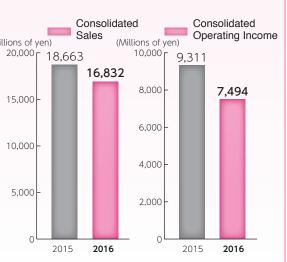
communication lenses. Consolidated sales for this term were 16,832 million yen (down 9.8% YOY). Segment operating income was 7,494 million yen (down 19.5% YOY).

(Millions of yen)

10.000

5,000





### Special Toward further progress of the "Global Enplas" vision Report

In November 2015, Enplas established Enplas America, Inc. in New York, Intended to bring together world-leading technologies, human resources, and information as the Group coordinating company for North America, this subsidiary will increase the value of the entire Enplas Group by both advancing new businesses, centered on the biosciences, and securing growth opportunities in the territories of Europe and North America. We will approach firms holding state-of-the-art technologies in those territories, strive to identify new alliance partners, and gather the information needed to promote further growth.



One of Enplas's fundamental management policies for the fiscal year ending March 2017:

Multiple Growth: Implementing diverse growth strategies Priorities for global business promotion Enhancing the ability to serve global customers

- Joint efforts with top market-creating firms
- Developing data and proposing functions from the
- customer's point of view
- 🔵 Building a global network

# **Consolidated Financial Outline**

### Outline of the Consolidated Balance Sheet Liabilities and Assets At the end of At the end of (Millions of yen) previous term current term Net Assets (March 31, 2015) (March 31, 2016) (Millions of ven) Cash and Cash and deposits deposits Total assets Total assets 25,357 23,525 53.899 52,838

Property, plant Current Current and equipment 9.778 assets assets 39,905 39,688 Accumulated other Intangible comprehensive fixed assets 751 Investments and Fixed other assets assets 2,619 13.993

Major factors driving the decrease in total assets included decreases of ¥1.000 million in securities. ¥776 million in notes and accounts receivable trade, and ¥678 million in other assets, despite increases of ¥1.832 million in cash and deposits and ¥384 million in raw materials and supplies.

Property, plant

and equipment

10,573

Intangible

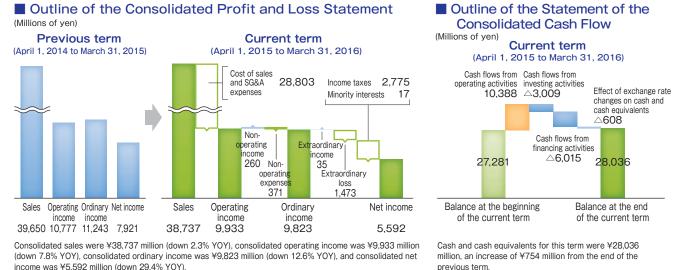
875

2,545

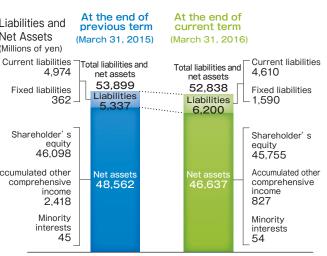
fixed assets

other assets

Investments and



income was ¥5.592 million (down 29.4% YOY).



The major factor underlying the increase in liabilities was a decrease of ¥456 million in accounts payable-trade despite an increase of ¥143 million in other liabilities. The primary factor driving the decrease in net assets was a decrease of ¥1,402 million in foreign currency translation adjustments, despite increases of ¥4,881 million in treasury shares and ¥4,528 million in retained earnings.

# Corporate Profile/Stock Information /Memorandum for Shareholders

(As of June 29, 2016)

# Global Network

# **Corporate Profile**

Corporation Name	: Enplas Corporation
Address	: 2-30-1, Namiki, Kawaguchi City, Saitama 332-0034, Japan
Established	: February 21, 1962
Capital	: 8,080,450,000 yen

# **Directors and Executive Officers**

President	: Daisuke Yokota
Member of the Board	
Senior Managing Executive Officer	: Takashi Sakai
Member of the Board (Audit Committee)	: Yoong Yoon Liong
Member of the Board (Audit Committee)	: Masanori Kazamaki
Member of the Board (Audit Committee)	: Ichiro Hasegawa
Managing Director, Executive Officer	: Yutaka Kikuchi
Executive Officer	: Shigeo Kutsuzawa
Executive Officer	: Kiyotaka Hoshino
Executive Officer	: Genichi Kimiduka
Executive Officer	: Shoji Miyasaka
Executive Officer	: Shigeya Fujita

# Stock Information

Total Number of Authorized Shares	: 6	2,400,000
Shares of Common Stock Issued : 18,232,		8,232,897
Number of Shareholders	:	5,127

# Distribution of Shares by Shareholders



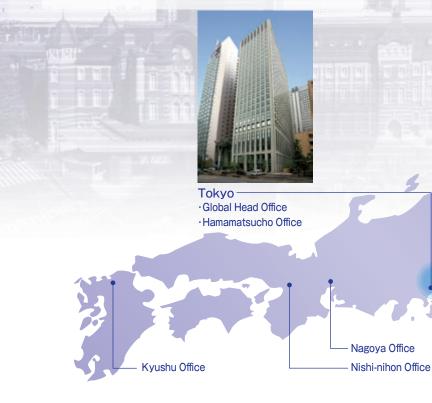
(As of March 31, 2016)

( 6.2%)

(29.8%)

# Domestic Network

### **Global Head Office** 9F, Shin-Marunouchi Center Building, 1-6-2 Marunouchi, Chiyoda-ku, Tokyo **Headquarters** 2-30-1 Namiki, Kawaguchi City, Saitama



# Memorandum for Shareholders

Fiscal year	: April 1 to March 31 of the year following
Annual general meeting of shareholders	: June of each year
Shareholder registry administrator	: Tokyo Securities Transfer Agent Co., Ltd. Agency services are available at the head office and branches within Japan of the Mitsui-Sumitomo Trust Bank Ltd.
Mailing address/contact information	: Address inquiries to: Administrative Center, Tokyo Securities Transfer Agent Co., Ltd., 8-4 Izumi 2-chome, Suginami, Tokyo 168-8522, Japan Toll-free: <b>0120-49-7009</b>
Record date	: March 31 for voting at annual general meeting of shareholders
Method of public notice	: Electronic notification (http://www.enplas.com)
	If public notification by this method is not possible, the public notification will appear in the Nikkei newspaper.
	The balance sheet and the profit and loss statement are disclosed to the public in place of the mandatory financial statements via EDINET (http://info.edinet-fsa.go.jp/).
Stock Listing	: Tokyo Stock Exchange, Inc., First section





Kanuma Plant Headquarters Enplas Display Device Corporation

Enplas Semiconductor Peripheral Corporation

### Kanuma Plant

### Kawaguchi City, Saitama

- Headquarters
- Enplas Display Device Corporation
- ·Enplas Laboratories, Inc.
- ·QMS Co., Ltd.
- ·Enplas Semiconductor Peripheral Corporation



QMS Co., Ltd.



Enplas Laboratories, Inc.