

April 30, 2010

Enplas Corporation

2010/3 Annual Results & 2011/3 Business Plan

**President
Daisuke Yokota**



2010/3 Management Overview

- **Reorganization from Business Unit System to Functional Headquarter System**
- **Withdrawal from an unprofitable Business**
 - ◆ Light Guide Panels Business
 - ◆ Image Sensor Lens Business
- **Engineering Plastic Products Business :**
 - ◆ Started Tooling Production at Enplas Guangzhou
- **Semiconductor Peripherals Business :**
 - ◆ Launched products on Test Socket Market
- **Plastic Optics Business :**
 - ◆ Built up Overseas Manufacturing Capability of LE-Cap
 - ◆ Improved Overseas Manufacturing Capability of Pick-Up lens

2010/3 Management Overview

- Purchased Treasury Stock (140,000 shares)
- Gave employees of group Stock Options
- Stock Retirement (673,200 shares)

number of stocks held

4,910,813 shares 24.3%

**2010/3 Account Results
(consolidated)**

Annual Account Results

(100 Million Yen)

| | 2009/3 Results | | 2010/3 Results |
|----------------------------------|------------------------------|-------------------------|-----------------------------|
| Net Sales (COGS Ratio) | 207.9 (76.4%) | 12.4% → | 182.2 (65.8%) |
| Operating Income | 20.0 | - → | 6.8 |
| Ordinary profit | 17.2 | - → | 6.5 |
| Net Income | 71.8 | - → | 2.5 |
| Net Income Per Share | 435.52 _{Yen} | 452.14 _{Yen} → | 16.62 _{Yen} |
| Dividends Per Share | 10.00 _{Yen} | 2.50 _{Yen} → | 12.50 _{Yen} |

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Sales by Business Segment

(100 Million Yen)

| | 2009/3 Results | | 2010/3 Results |
|--|----------------------|---------|-----------------------|
| Engineering Plastic Products | 122.4 | 14.3% → | 104.9 |
| Semiconductor Peripherals | 45.4 | 23.2% → | 34.9 |
| Plastic Optics (LED Business) | 40.0 (8.2) | 5.7% → | 42.3 (12.6) |
| Total | 207.9 | 12.4% → | 182.2 |

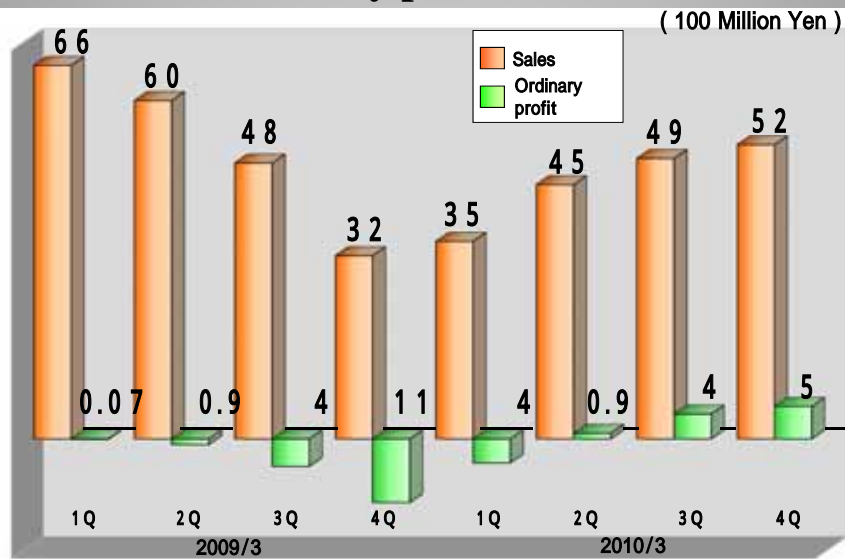
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2010/3 Account Results Overview

Decreased Sales and Increased Profit

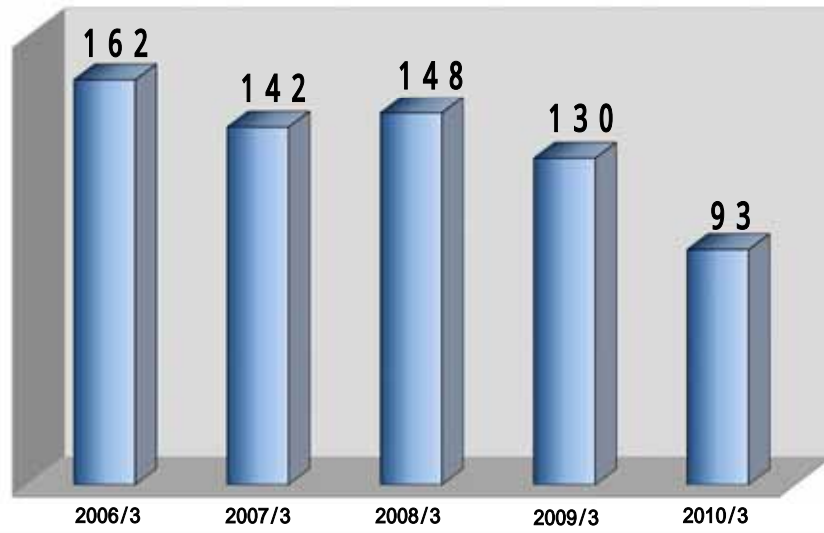
- **Decreased Sales in Engineering Plastic Business and Semiconductor Peripherals Business**
 - ◆ Engineering P. Business Down 14.3% from FY09/3FY
 - ◆ Semiconductor Business Down 23.2% from FY09/3FY
 - **Improved COGS ratio** Down 10.6points from FY09/3FY
 - **Increased profit by SGA reduction**
 - ◆ Held down SGA Down 19.9% from FY09/3FY
- | | | | |
|--|--------------|----------|--------------|
| Operating Income to sales ratio | 9.7 % | → | 3.7 % |
| Ordinary profit to sales ratio | 8.3 % | → | 3.6 % |

Net Sales & Ordinary profit Trend



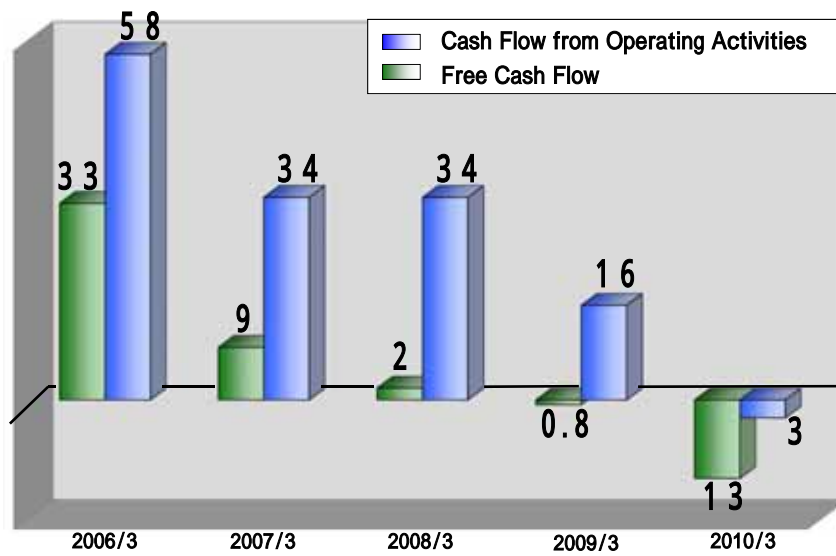
Fixed Cost Trend

(100 Million Yen)



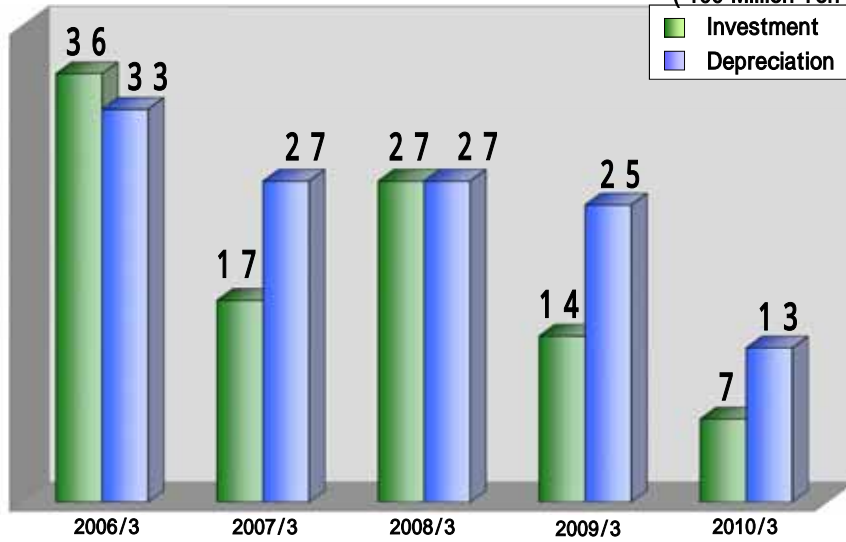
Cash Flow Trend

(100 Million Yen)



Facility Investment & Depreciation Trend

(100 Million Yen)



**2011/3 Plan
(Consolidated)**

Our Business Environment and Action

- **Shift acceleration to Developing Nations Market**
 - ◆ Invest Management Resources to China and Asia area
- **Intense price Competition by Deflation**
 - ◆ Develop cost competitive products by technical advantage
- **Importance of trust relationship with customers learning from quality issues**
 - ◆ Continue existing business based on customer confidence and trust
- **Carry out Environment protection in line with global environmental protection consciousness**
 - ◆ Enter into the Eco-business Focus on LED
- **Accelerate speed of market change**
 - ◆ Respond rapidly to speed of market change

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2011/3 Management Policy

- 1. Provide services and value appreciated by customer**
- 2. Strengthen the foundation of global business**
- 3. Confirm and Build up Enplas' corporate DNA**

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2011/3 Plan

(100 Million Yen)

| | 2010/3 Results | | 2011/3 Plan | 2011/3 First-Half plan |
|-------------------------|-------------------|-------------|----------------|---------------------------|
| Net Sales | 182.2 | 15.2% → | 210.0 | (100.0) |
| (COGS Ratio) | (65.8%) | (5.8%↑↑↑) | (60.0%) | (61.5%) |
| Operating Income | 6.8 | 178.1% → | 19.0 | (6.5) |
| Ordinary profit | 6.5 | 205.7% → | 20.0 | (7.0) |
| Net Income | 2.5 | 328.2% → | 11.0 | (4.0) |
| Net Income Per Share | 16.62円 | 55.17円 → | 71.79円 | (26.11円) |
| Dividends Per Share | 12.50円 | 2.50円 → | 15.00円 | (7.50円) |

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2011/3 Sales Plan by Segment

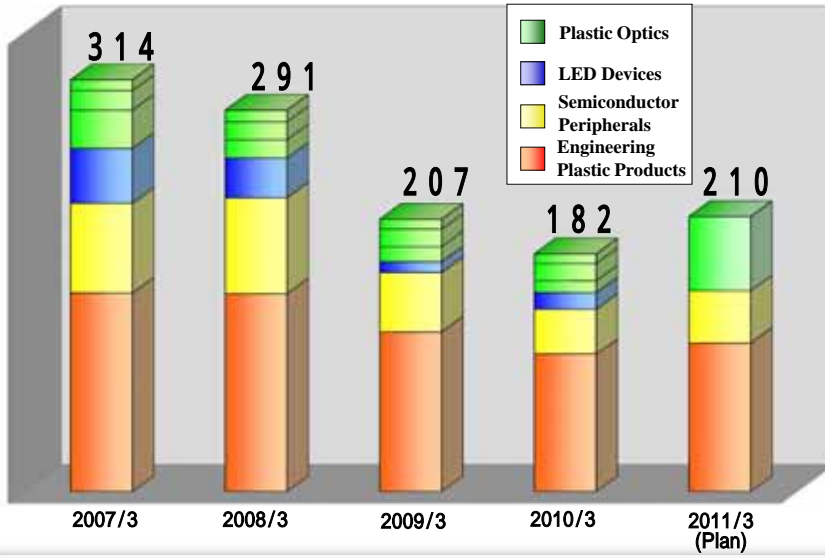
(100 Million Yen)

| | 2010/3 Results | | 2011/3 Plan | 2011/3 First-Half plan |
|--|-------------------|---------|----------------|---------------------------|
| Engineering Plastic Products | 104.9 | 8.6% → | 114.0 | (57.0) |
| Semiconductor Peripherals | 34.9 | 14.6% → | 40.0 | (19.0) |
| Plastic Optics (LED Business) | 42.3 | 32.3% → | 56.0 | (24.0) |
| Total | 182.2 | 15.2% → | 210.0 | (100.0) |

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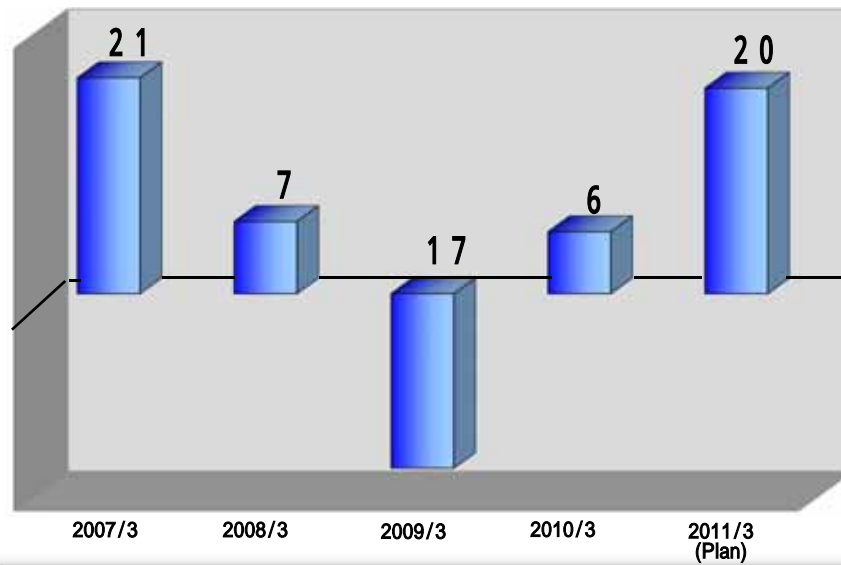
Net Sales Trend

(100 Million Yen)

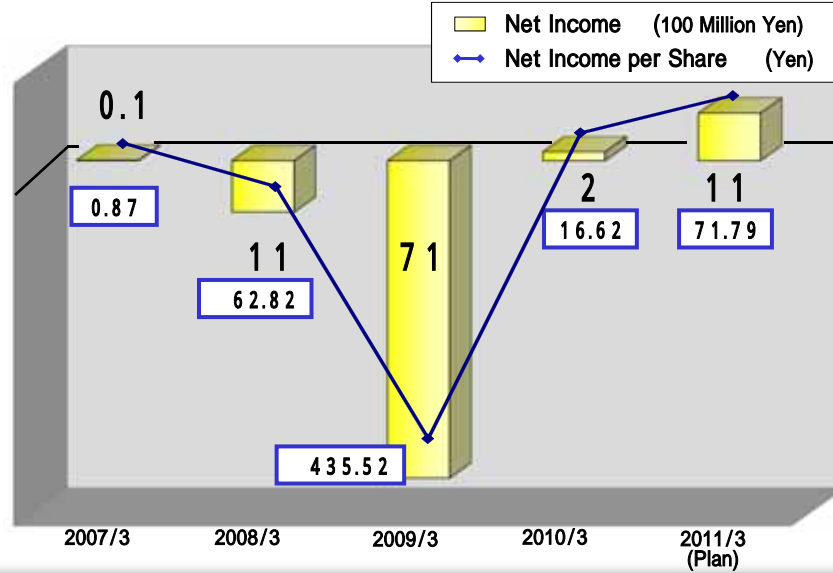


Ordinary Profit Trend

(100 Million Yen)



Net Income Trend



Other Significant Indices

(100 Million Yen)

| | 2009/3 Results | 2010/3 Plan |
|--|-------------------|----------------|
| <u>Facility Investment</u> | 7.4 | 12.0 |
| <u>Depreciation</u> | 13.7 | 15.0 |
| <u>Research and Development Expenses</u> | 4.5 | 5.0 |
| <u>(Ratio to sales)</u> | (2.5%) | (2.4%) |

2010/3

**Business strategy for
Each Segment**



Engineering Plastic Products Business

2009/3
Results

122.4

2010/3
Results

104.9

2011/3
Plan

114.0

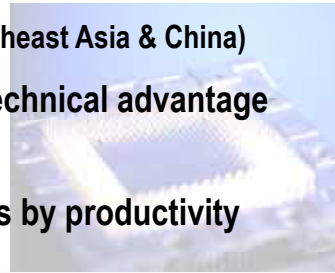
(100 Million Yen)

- **Strengthen sales activities to customer's global bases**
 - ◆ Expand business in China & Asia region Develop New Customers
 - ◆ Promote proposals to customers by differentiated technology
- **Strengthen relationship with domestic customer**
 - ◆ Continue existing business based on customer confidence and trust

Semiconductor Peripherals Business

| 2009/3 Results | 2010/3 Results | 2011/3 Plan |
|---------------------|-------------------|----------------|
| 45.4 | 34.9 | 40.0 |
| (100 Million Yen) | | |

- Respond with speed by Global Account Management
 - ◆ Customer R&D center (U.S.A.)
 - Customer production base (Southeast Asia & China)
- Expand Test Socket business by technical advantage
 - ◆ Respond to Customer needs
- Strengthen market competitiveness by productivity improvement

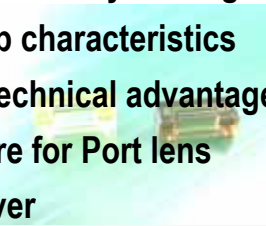


Plastic Optics Business

(100 Million Yen)

| 2009/3 Results | 2010/3 Results | 2011/3 Plan |
|-------------------|-------------------|----------------|
| 40.0 | 42.3 | 56.0 |

- LE-Cap for TV : Getting new customer and next-generation products development
- LE-Cap for Sign Board : Market development by making the best use of LE-Cap characteristics
- OPU : Strengthen competitiveness by technical advantage
- OFC : Further expansion of market share for Port lens and Lens for transceiver



Thank you for your attention.

Enplas Corporation