

# Enplas Corporation

April 28,2011

## 2011/3 Annual Results

Director  
Takashi Sakai

### 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

## 2011/3 Management Overview




- Sales Department and Engineering Department integrated and re-organized to Business Division
- Enplas Hy-cad Electronic(Shanghai)Co.,Ltd. made to a wholly owned subsidiary
  - Negative goodwill 100 Million-yen
  - New company name : Enplas Electronics(Shanghai)Co.,Ltd.
- Withdrawal from unprofitable Business
  - ◆ Large Light Guide Panels Business
  - ◆ AIS Business
  - Reorganization cost of 24 Million-yen
- Development of nucleus operation system to all global locations
- Withdrawal from Japan Mold Engineering of Employees' Pension Funds
  - Withdrawal cost of 453 Million-yen


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2011/3

Account Result  
(Consolidated)

<b>Annual Results</b>			
(100 Million Yen)			
	2011/3 Results	2010/3 Results	Change
<u>Net Sales</u>	<b>209.8</b>	<b>182.2</b>	<b>15.2%</b>
<u>COGS Ratio</u>	<b>63.0 %</b>	<b>65.8 %</b>	<b>2.8<sub>pt</sub></b>
<u>Operating Income</u>	<b>13.2</b>	<b>6.8</b>	<b>94.0%</b>
<u>Ordinary Income</u>	<b>12.4</b>	<b>6.5</b>	<b>89.7%</b>
<u>Net Income</u>	<b>3.0</b>	<b>2.5</b>	<b>19.3%</b>
<u>Comprehensive Income</u>	<b>2.8</b>	<b>3.7</b>	<b>650 (Million-Yen)</b>
<u>Net Income Per Share</u>	<b>20.00<sub>Yen</sub></b>	<b>16.62<sub>Yen</sub></b>	<b>3.38<sub>Yen</sub></b>
<u>Dividends Per Share</u>	<b>15.00<sub>Yen</sub></b>	<b>12.50<sub>Yen</sub></b>	<b>2.50<sub>Yen</sub></b>

<b>Sales by Business Segment</b>			
(100 Million Yen)			
	2011/3 Results	2010/3 Results	Change
<u>Engineering Plastic Products</u>	<b>119.9</b>	<b>104.9</b>	<b>14.3%</b>
COGS Ratio	<b>67.2%</b>	<b>—</b>	<b>—</b>
Operating Income	<b>6.4</b>	<b>—</b>	<b>—</b>
<u>Semiconductor Peripherals</u>	<b>49.2</b>	<b>34.9</b>	<b>41.2%</b>
COGS Ratio	<b>58.1%</b>	<b>—</b>	<b>—</b>
Operating Income	<b>6.1</b>	<b>—</b>	<b>—</b>
<u>Plastic Optics</u>	<b>40.5</b>	<b>42.3</b>	<b>4.1%</b>
COGS Ratio	<b>56.8%</b>	<b>—</b>	<b>—</b>
Operating Income	<b>0.5</b>	<b>—</b>	<b>—</b>
<u>Total Sales</u>	<b>209.8</b>	<b>182.2</b>	<b>15.2%</b>

## 2010/3 Account Results Overview



- Increased sales in Engineering Plastic Business and Semiconductor Peripherals Business ( 2,930 Million-yen)
- Sales declined a little (180 Million-yen) in Plastic Optics Business. Decline in sales resulting from withdrawal from Large Light Guide Panel Business, AIS Business and customer production adjustment in OPU Business is covered by large sales increase in OFC Business and LED Business.
- Net sales  
First half year term : Second half year term  
= 11,330 : 9,640 ( 100Million-yen )
- Improved COGS ratio ( Improved 2.8pt )

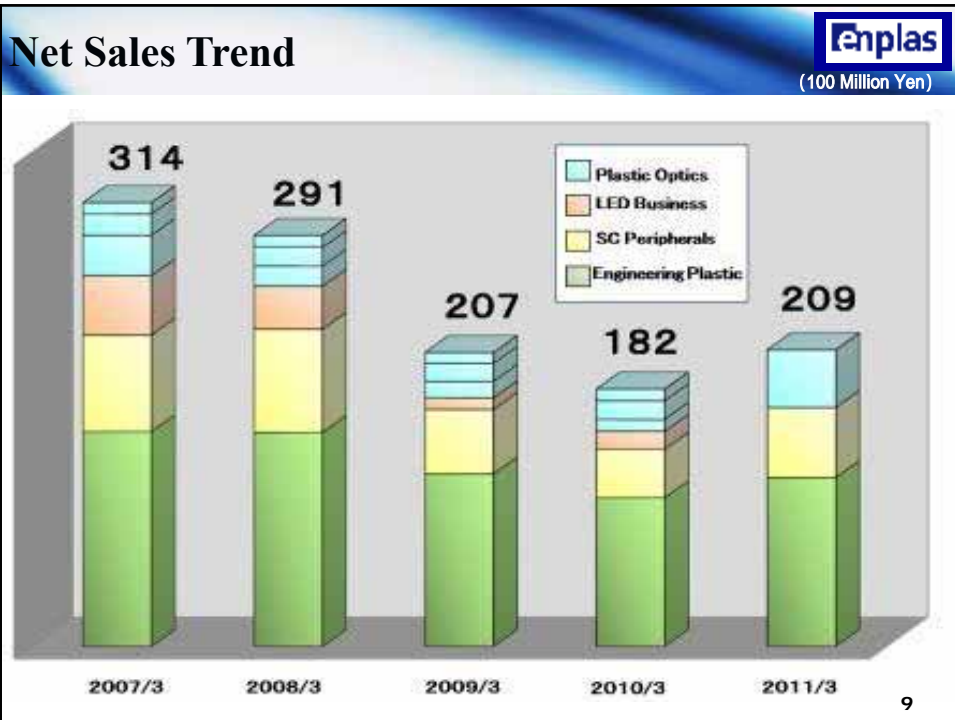
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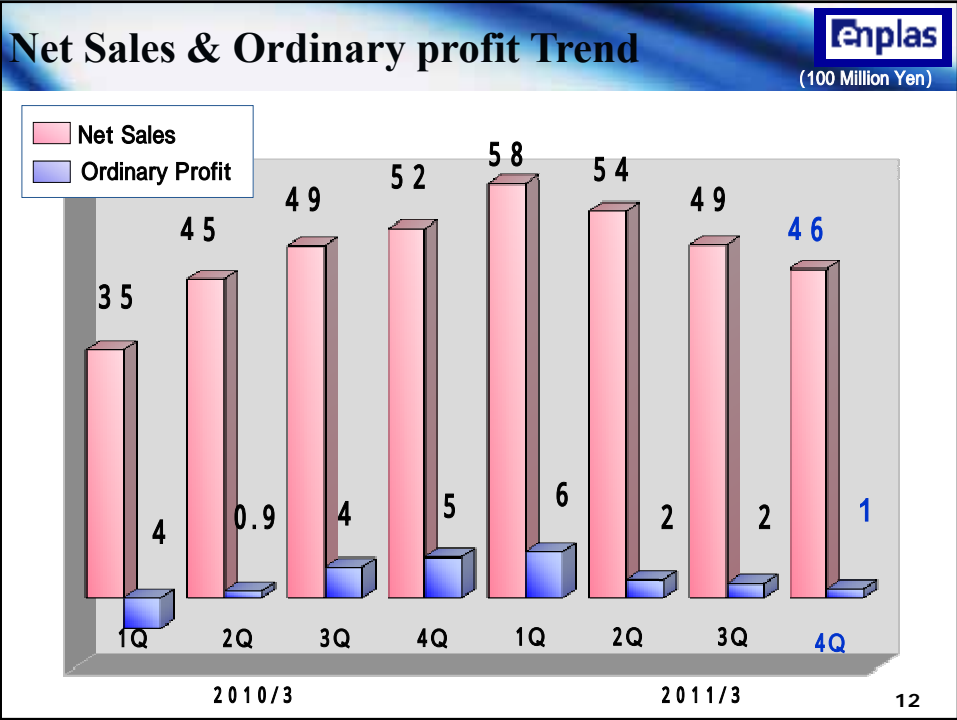
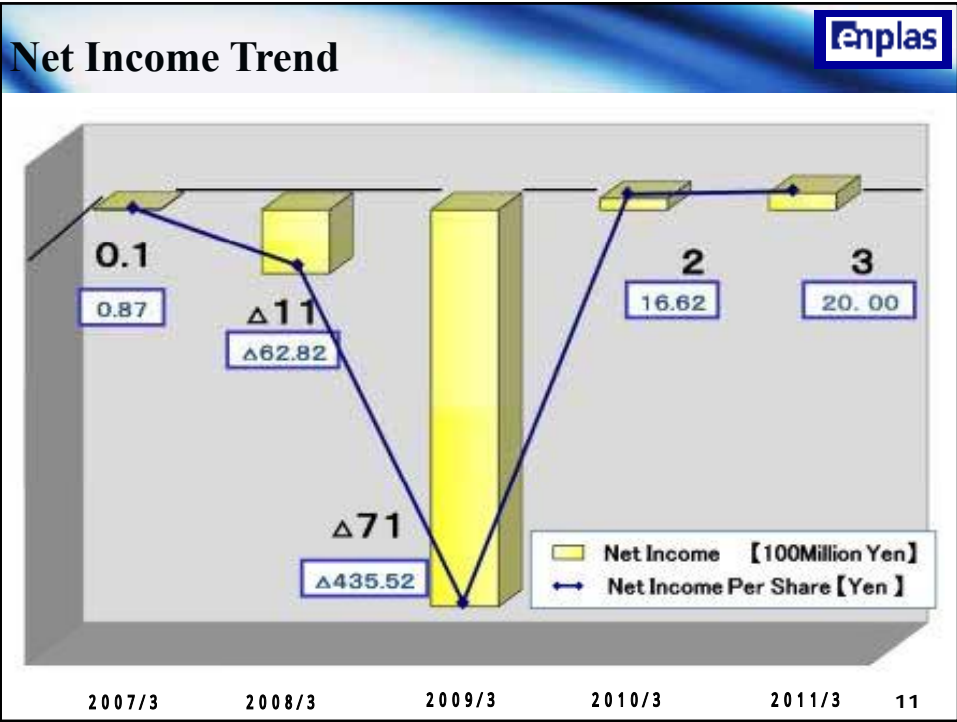
## 2010/3 Account Results Overview

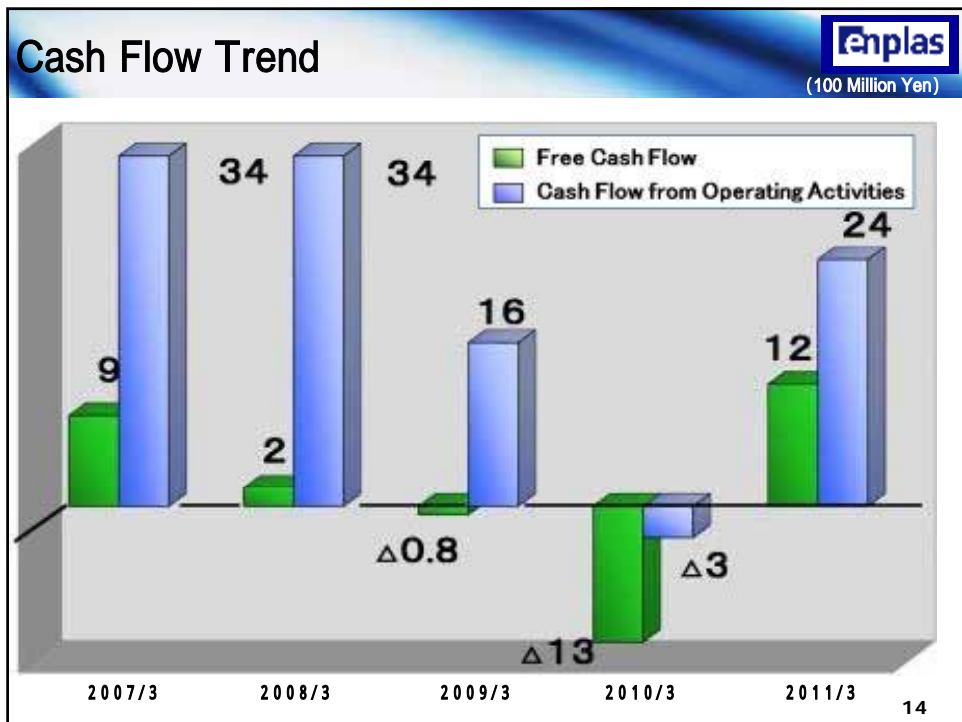
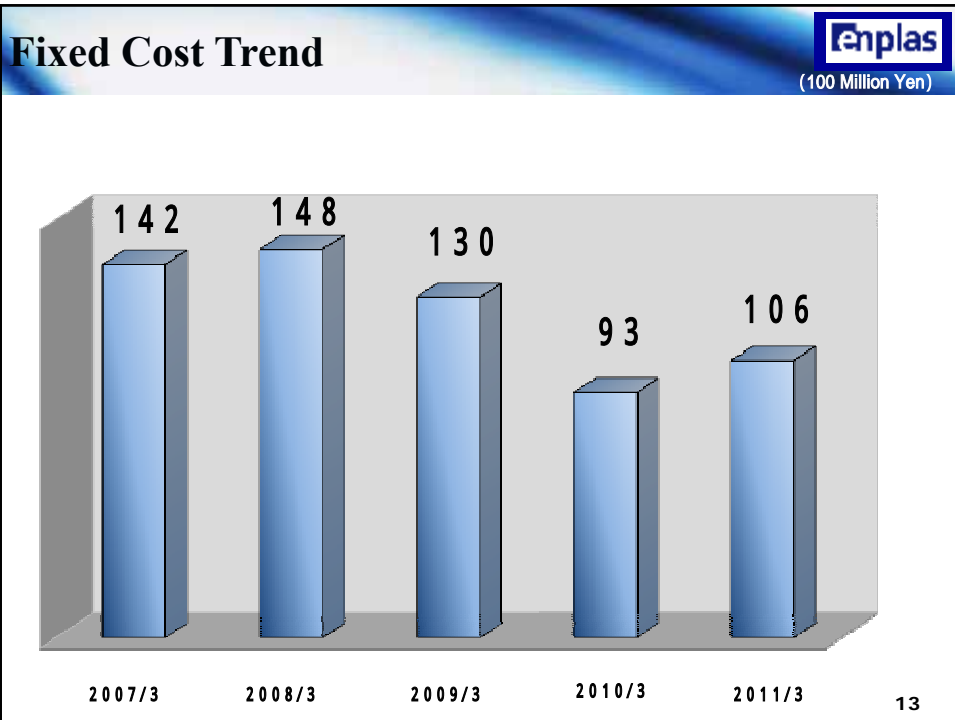


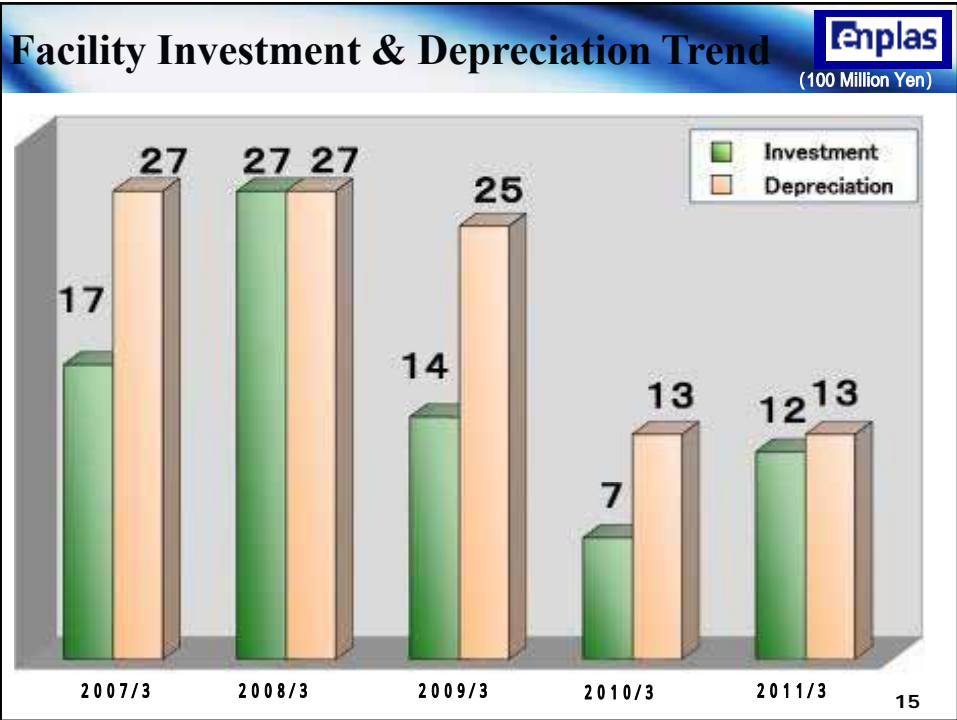
- Increased in SGA. Caused by increased sales, expansion of Basic System to all locations and change of Personnel System ( 880 Million-yen )
- Currency exchange loss ( 198Million-yen )
- Increased in Cash Flow ( 829 Million-yen )
- Comprehensive Income ( 282 Million-yen )
  - ◆ Re-evaluation of security investment  
128 Million-yen
  - ◆ Foreign currency translation adjustments  
483 Million-yen

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2012/3  
Plan  
(Consolidated)

## **Our Business Environment and Action**



### **➤ Growing Emerging Markets**

**Further management resources input to Developing nations' Market including China and Asian area**

**→ Specification of growing market and strategy intensification**

**Strengthening promotion of global account management**

**Innovation of production and management system**

### **➤ Cost and Speed pressure from Growing Market**

**Strengthening identification of competitive field**

**Strengthening global quality assurance system**

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## **Our Business Environment and Action**



### **➤ Increasing the Consciousness for Environment**

**Further development of LED peripherals Products**

### **➤ The Occurrence of The Great East Japan Earthquake**

**Human Damage :No casualties of our employees**

**Facility Damage: Costs included in last year account**

**(Allowance of Loss due to disaster 29Million-yen )**

**Reorganization of global management system**

**Liquidation of Enplas Seiki Corporation**

**(Impairment loss etc 71million-yen )**

**Establish PT. Enplas Indonesia**

**Expansion of Enplas Electronics(Shanghai)Co.,Ltd.**

**Speedy action to change in demand**

**Optimization of Fixed Cost Trend**

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- 1 . Business growth by outstanding competitiveness**
- 2 . New business creation through 3 N  
( New Technology / New Market /  
New Application )**

**Business Strategy for  
Each Segment**

## Engineering Plastic Products Business



(100 Million Yen)

2009/3  
Results

2010/3  
Results

2011/3  
Results

2012/3  
Sales Plan

**122.4    104.9    119.9    —**

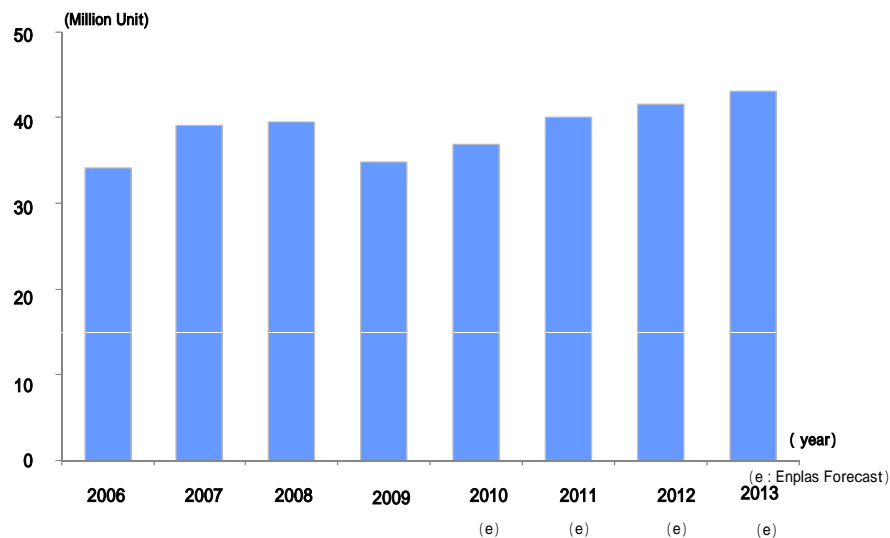
- **Strengthening Orders activity of OA Business •  
AU Business in China, Asian area**
- **Strengthen and Expand Motorcycle related Business**
- **Reorganize Domestic Production System  
→ Promote Production Standardization**
- **Mold production cost  
and Cut down Global Lead Time**

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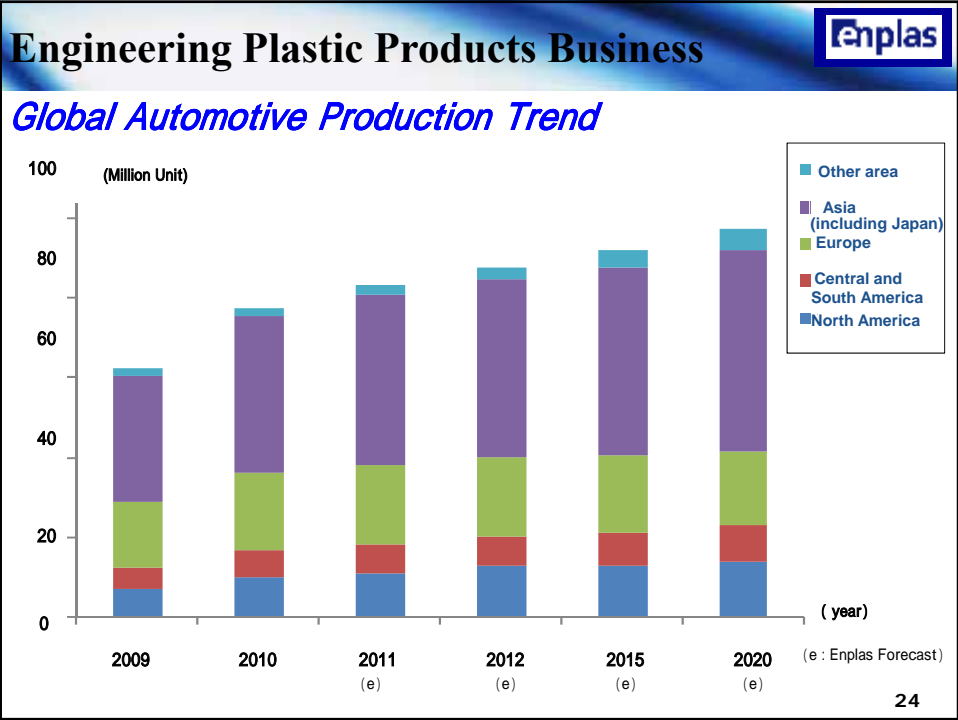
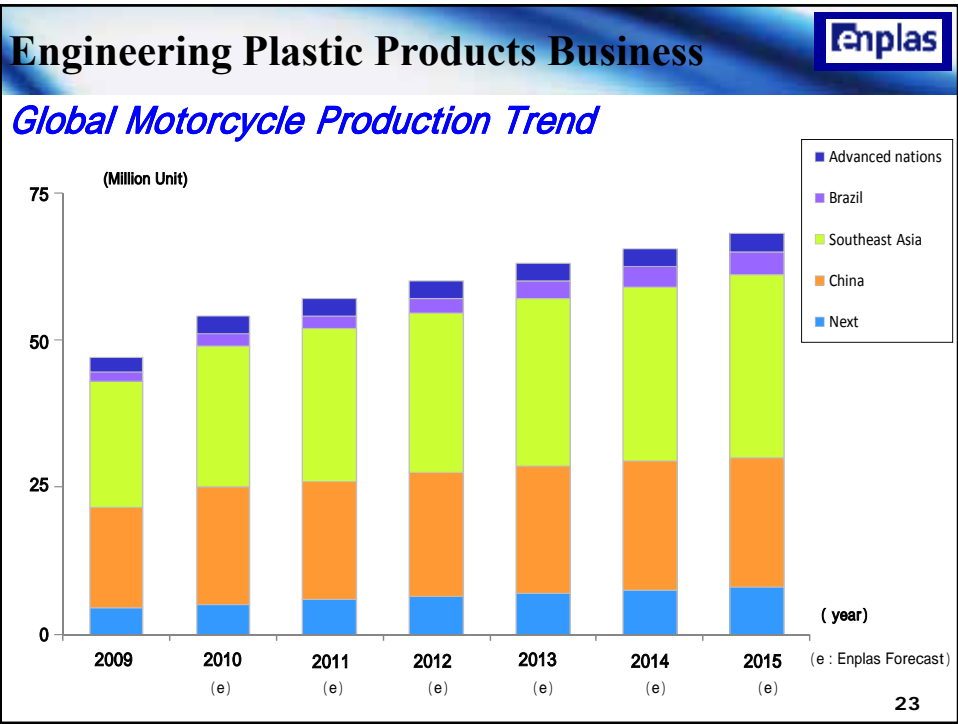
## Engineering Plastic Products Business




### Optical Printer Production Trend



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## Semiconductor Peripherals Business



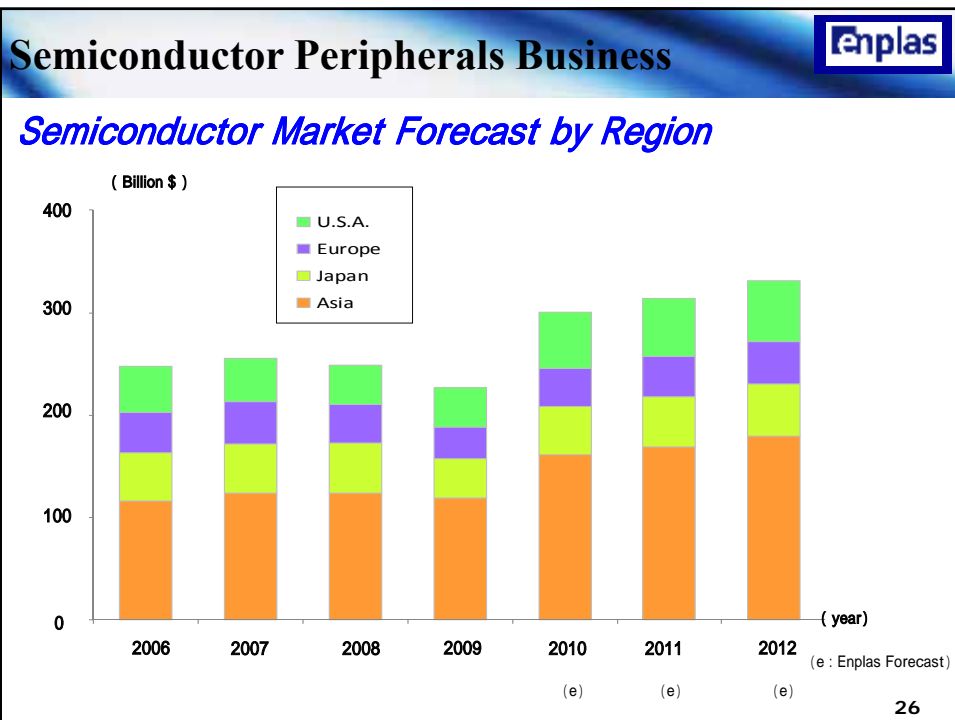
(100 Million Yen)

2009/3 Results	2010/3 Results	2011/3 Results	2012/3 Sales Plan
45.4	34.9	49.2	—

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- **Promote Global supports System with close coverage of customers. Strengthening strategy to rapidly expanding China market.**
- **Organize Product System to realize QCD+S+D**
- **Securing market share overwhelming by differentiation of Technology and Products Development**

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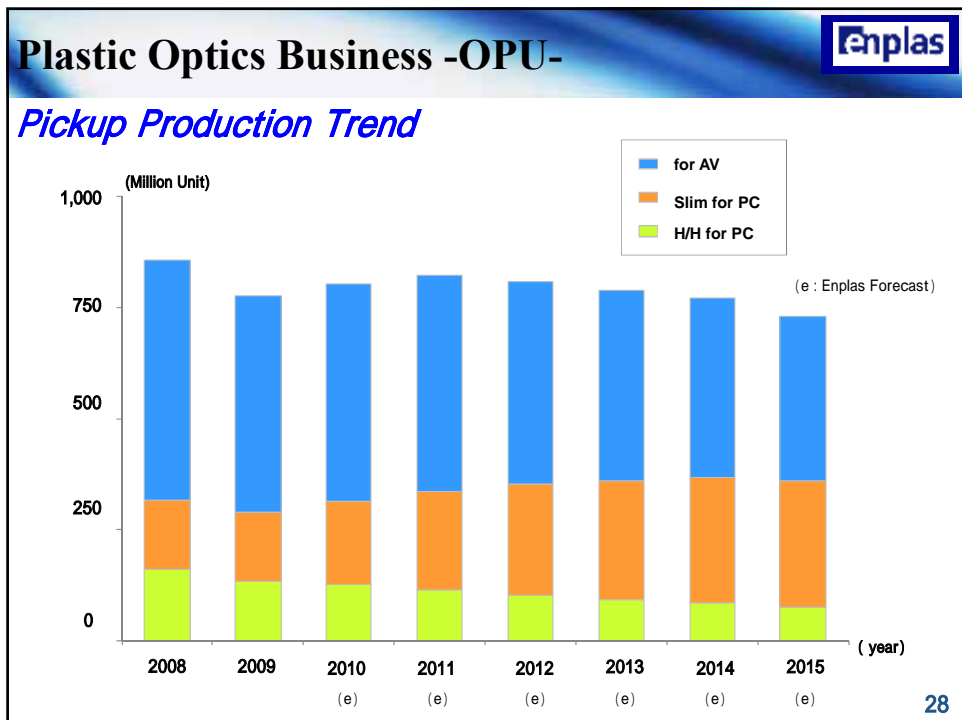


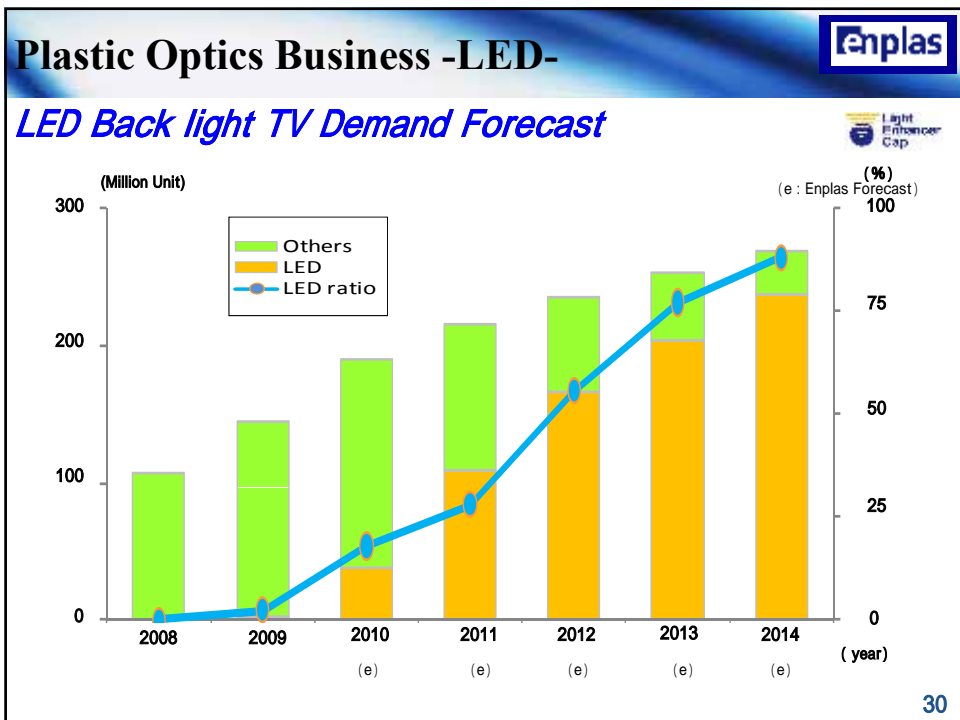
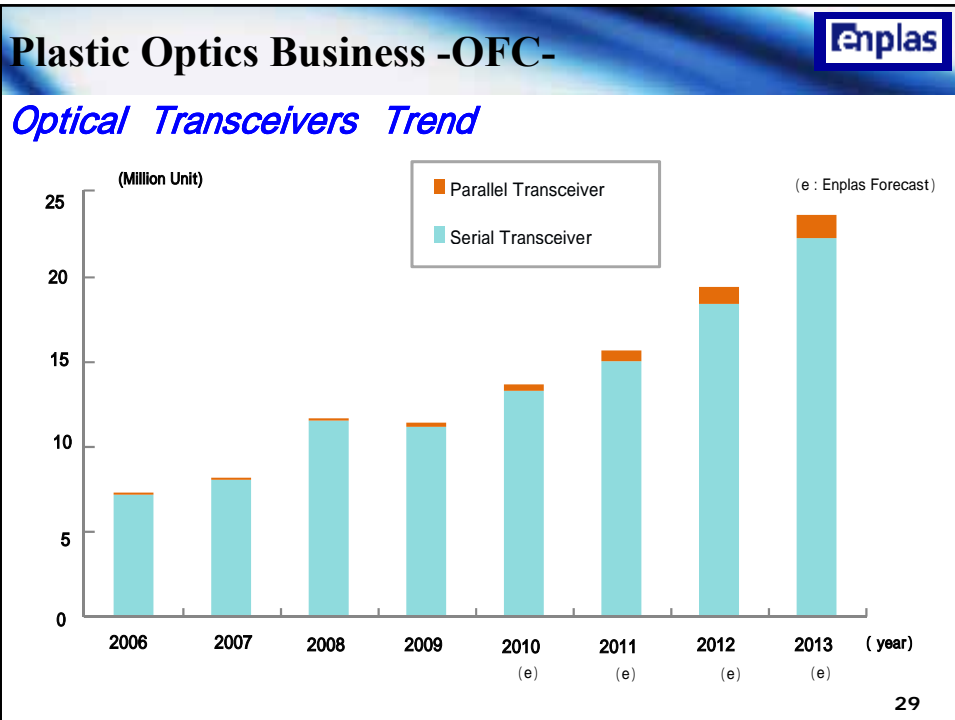
## Plastic Optics Business (100 Million Yen)

2009/3 Results	2010/3 Results	2011/3 Results	2012/3 Sales Plan
40.0	42.3	40.5	—

- **O P U : Securing overwhelming competitiveness by Increasing Market share**
- **O F C : Promote differentiation by Product Performance and Technical Proposition**
- **LED for TV:**  
  - Create Market by Overseas Customer Development**
  - Expand Sales in Next Generation Products**
- **LED for illumination : Illumination related Product promotion (Increasing the environmental needs)**

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**New Product –LED-**



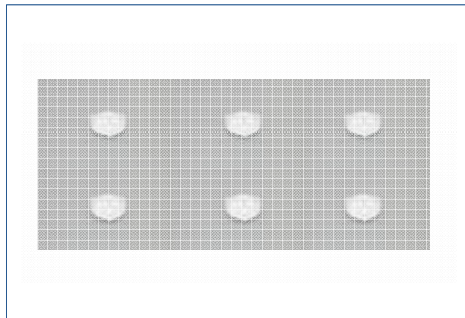
***LED Backlight Lens for TV ( High Diffusion Type )***

**Diffusion spread 30% more than a conventional Lens**

Illuminate evenly illumination area by less LED than Conventional Lens



**Cut down Cost and Power Consumption largely expected**



Flexible response to number of LED, Light of source, size of the Backlight and the position of LED

**Thank you for your attention.**

**Enplas Corporation**