



FY2014 First-Quarter Results

July 30, 2013
Enplas Corporation



- *“fiscal 2013” or “FY2013” refers to the year ending March 31, 2013.*
- *“fiscal 2014” or “FY2014” refers to the year ending March 31, 2014.*

Agenda

- FY2014 Management Policy
- FY2014 1st Quarter Account Results
- FY2014 Account Results Overview
- FY2014 Plan (Consolidated)
- Trend and Business Strategy for Each Segment

FY2014 Management Policy

■ Growth by continuous challenges for new products and new business opportunity

■ Pursue the cutting-edge technology

■ Strengthen the global management foundation

FY2014 1st Quarter Account Results

(100 Million-yen)

	FY2014	FY2013	Change	FY2014	
	1Q Results	1Q Results		Full-year plan	Half-year Plan
<u>Net Sales</u>	109.6	60.6	80.6%	300.0	150.0
<u>COGS Ratio</u>	44.0%	59.0%	△15.0 _{pt}	56.7%	56.7%
<u>Operating Income</u>	40.9	8.3	389.6%	60.0	30.0
<u>Ordinary Income</u>	42.1	8.0	421.2%	60.0	30.0
<u>Net Income</u>	32.0	5.9	440.4%	45.0	27.5
<u>Comprehensive Income</u>	35.6	1.7	1,972.3%	—	—
<u>Net Income Per Share</u>	222.20 _{yen}	42.16 _{yen}	180.04 _{yen}	312.85 _{yen}	156.42 _{yen}

Quarterly Results Trend

(100 Million-yen)

	FY2014	FY2013			
	1Q	4Q	3Q	2Q	1Q
<u>Net Sales</u>	109.6	75.6	61.9	64.1	60.6
<u>COGS Ratio</u>	44.0%	53.9%	56.1%	55.1%	59.0%
<u>Operating Income</u>	40.9	15.0	9.4	12.6	8.3
<u>Ordinary Income</u>	42.1	16.9	11.5	12.7	8.0
<u>Net Income</u>	32.0	21.9	18.2	10.2	5.9
<u>Net Income Per Share</u>	222.20yen	153.08yen	128.77yen	72.59yen	42.16yen

FY2014 1Q Results by Segments

(100 Million-yen)

		FY2014	FY2013			
		1Q	4Q	3Q	2Q	1Q
<u>Engineering Plastic Business</u>		30.3	29.0	26.7	26.7	28.0
	COGS Ratio	69.5%	72.6%	72.7%	72.0%	75.8%
	Operating Income	1.4	△0.3	△0.8	0.0	△0.8
<u>Semiconductor Peripherals Business</u>		16.9	14.9	12.5	13.1	13.3
	COGS Ratio	51.6%	55.7%	61.0%	60.7%	59.0%
	Operating Income	3.4	2.0	0.6	1.3	1.3
<u>Plastic Optical Business</u>		62.2	31.7	22.6	24.2	19.2
	COGS Ratio	29.5%	36.0%	33.9%	33.5%	34.6%
	Operating Income	36.0	13.3	9.6	11.2	7.8
<u>Net Sales</u>		109.6	75.6	61.9	64.1	60.6
	COGS Ratio	44.0%	53.9%	56.1%	55.1%	59.0%
	Operating Income	40.9	15.0	9.4	12.6	8.3

Account Results Overview ①

◆ Sales

(100 Million-yen)

FY2014 1Q	FY2013 4Q	change
109.6	75.6	+34.0

Engineering Plastic Business

OA, Automobile are steadily increasing

Semiconductor Peripherals Business

Increase of BI-socket for automobile and CPU

Plastic Optics Business

Increased production of main LE-Cap model

The whole business

Increase sales by weak yen

◆ COGS Ratio

FY2014 1Q	FY2013 4Q	change
44.0%	53.9%	Δ9.9pt

- Increase sales of Plastic Optics Business
- Increase of sales ratio of high added value LE-Cap lenses

Account Results Overview ②

◆SGA

(100 Million-yen)

FY2014 1Q	FY2013 4Q	change
20.3	19.8	+0.5

SGA ratio decrease by cost reduction activities

◆Non - operating income or expense

Exchange gain

(100 Million-yen)

FY2014 1Q	FY2013 4Q	change
0.5	1.3	△0.8

◆Income taxes-deferred

(100 Million-yen)

FY2014 1Q	FY2013 4Q	change
3.8	△8.9	+12.7

»» FY2014 Plan (Consolidated)

FY2014 Revised Plan (Consolidated)

(100 Million-yen)

	Revised Plan		Original Plan	
	Full-year	Half-year	Full-year	Half-year
<u>Net Sales</u>	400.0	200.0	300.0	150.0
<u>COGS Ratio</u>	47.5%	45.0%	56.7%	56.7%
<u>Operating Income</u>	130.0	70.0	60.0	30.0
<u>Ordinary Income</u>	130.0	70.0	60.0	30.0
<u>Net Income</u>	95.0	52.0	45.0	27.5
<u>Net Income Per Share</u>	658.33_{yen}	360.35_{yen}	312.85_{yen}	156.42_{yen}

FY2014 Revised Plan by Segment

(100 Million-yen)

	Revised Plan		Original Plan	
	Full-year	Half-year	Full-year	Half-year
<u>Engineering Plastic Business</u>	120.0	58.0	110.0	55.0
<u>Semiconductor Peripherals Business</u>	60.0	32.0	60.0	30.0
<u>Plastic Optical Business</u>	220.0	110.0	130.0	65.0

▶▶▶FY2014 Revised Plan (Consolidated)

(100 Million-yen)

	FY2014 Full-year Plan	FY2014 1Q Results	FY2013 Results
<u>Facility Investment</u>	28.0	7.1	25.1
<u>Depreciation</u>	26.0	6.6	19.5
<u>R&D</u>	7.0	1.9	6.5

»»»FY2014 Business Strategy

Gain new customers by developing business in new domain

Establish elemental technology and technical theory

Establish manufacturing basis that can adjust to changes in business environment

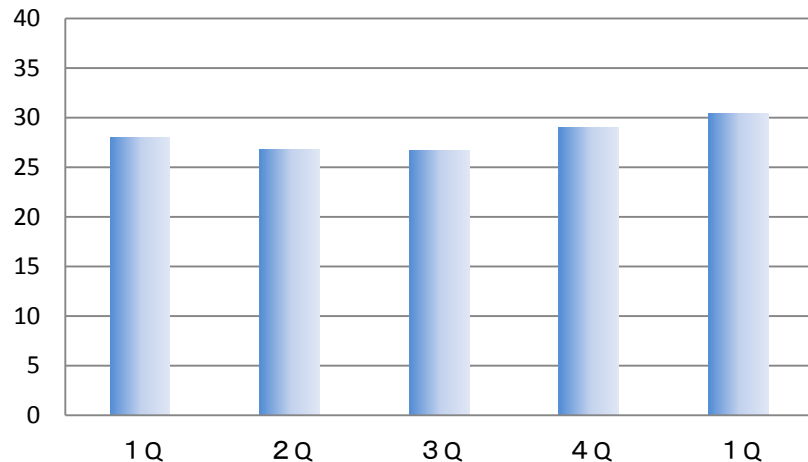
Strengthen the headquarters function and global network

Trend and Business Strategy for Each Segment

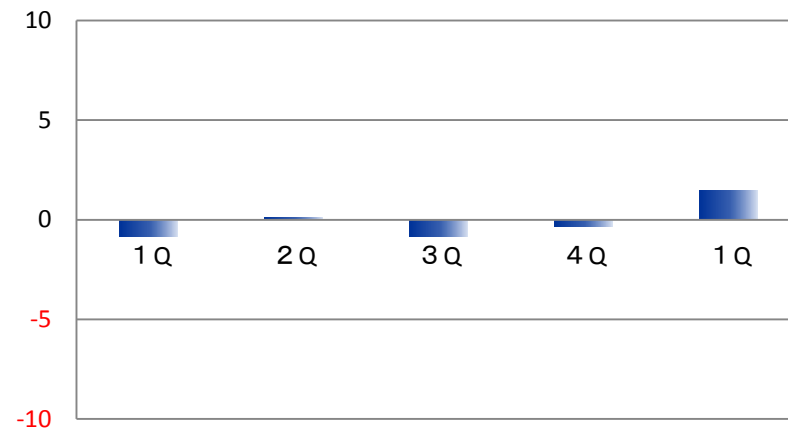
Engineering Plastic Business

(100 Million-yen)

Sales



Operating Income



- Create new products and introduce to the market
- Create value on customers by providing technical solutions
- Develop global marketing and manufacturing system for growing market

FY2014

Sales Plan: 12 Billion yen

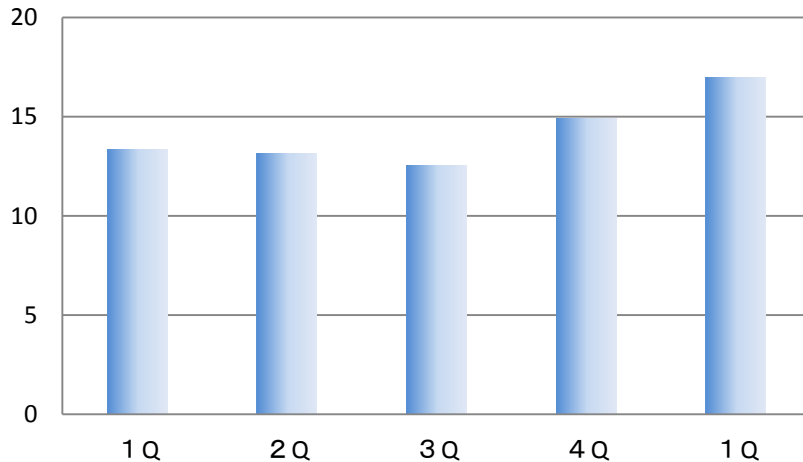
(FY2014 1Q Sales Results: 3.0 Billion yen)



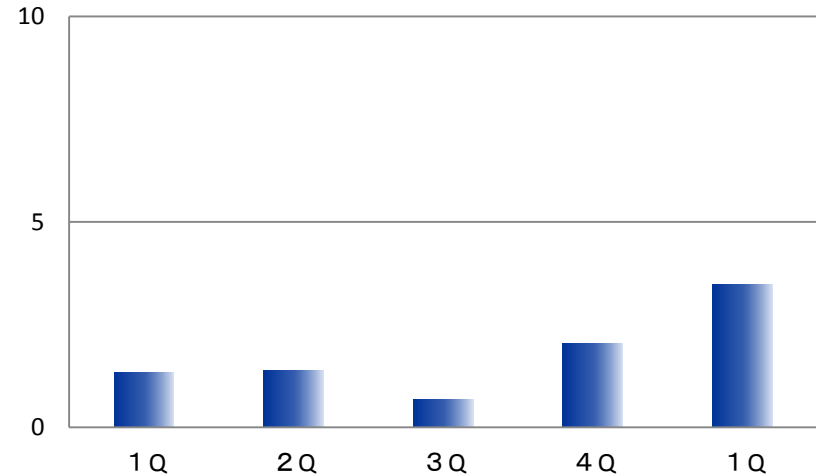
Semiconductor Peripherals Business

(100 Million-yen)

Sales



Operating Income

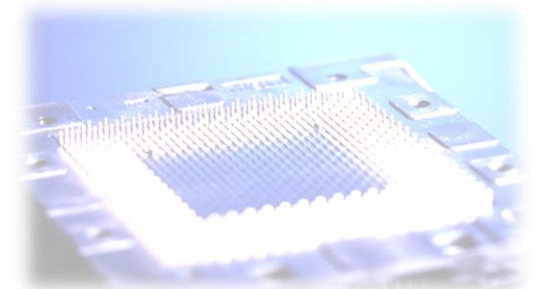


- Promote solution business that improves customers' production process
- Establish manufacturing basis that can adjust to changes in business environment
- Develop of cutting-edge technology and new products

FY2014

Sales Plan: 6 Billion yen

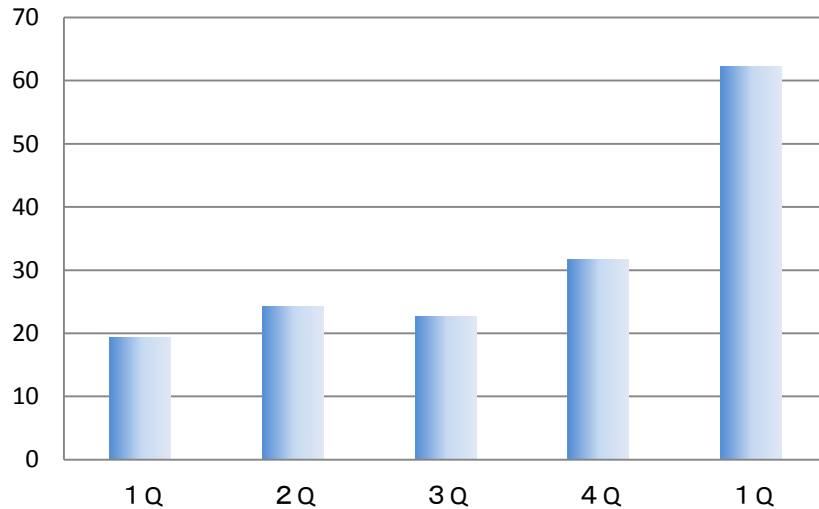
(FY2014 1Q Sales Results: 1.6 Billion yen)



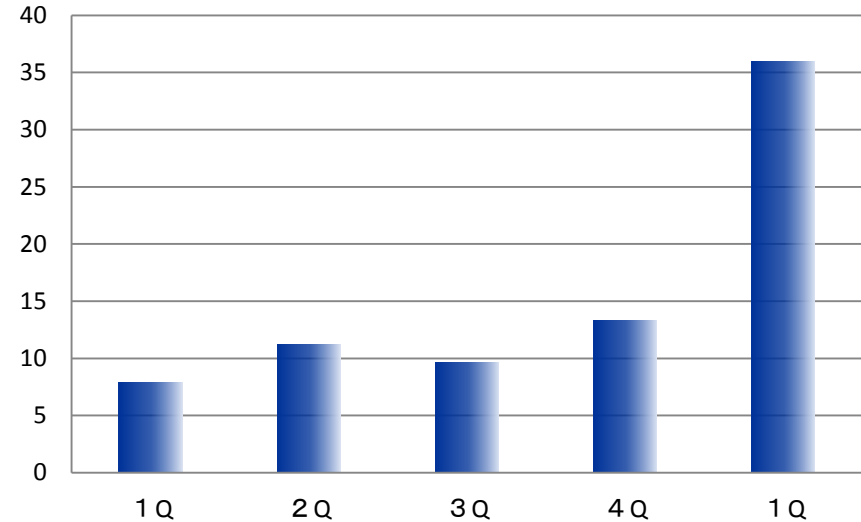
Plastic Optics Business

(100 Million-yen)

Sales



Operating Income



- Insatiate pursuit of the customer value
- Steady supply to existing customers (Quantity, Quality)
- Strengthen unrivaled manufacturing engineering

FY2014

Sales Plan: 22 Billion yen

(FY2014 1Q Sales Results: 6.2 Billion yen)





Enplas Corporation

**Financial Results for the First Quarter of
the Year Ending March 31, 2014**

<http://www.enplas.co.jp/>

Any statements in this presentation which are not historical are future projections based on certain assumptions and executive judgments drawn from currently available information. Please note that actual performance may vary significantly from any particular projection due to various factors.

Factors affecting our actual performance include but are not limited to: (i) changes in economic conditions or demand trends related to Enplas's business operations; (ii) fluctuation of foreign exchange rates or interest rates; and (iii) our ability to continue R&D, manufacturing and marketing in a timely manner in the electronics business sector, where technological innovations are rapid and new products are launched continuously.

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