



FY2014 Second-Quarter Results

October 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 2nd Quarter Account Results (Consolidated)
- FY2014 2nd Quarter Action plan and Results
- 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 2nd Quarter Account Results

(100 Million-yen)

	FY2014 Half-year Plan	FY2014 Half-year Results	FY2014 2Q Results	FY2014 1Q Results	Change
<u>Net Sales</u>	200.0	201.5	91.9	109.6	△16.1%
<u>COGS Ratio</u>	45.0%	46.5%	49.5%	44.0%	5.5pt
<u>Operating Income</u>	70.0	64.9	24.0	40.9	△41.3%
<u>Ordinary Income</u>	70.0	67.4	25.3	42.1	△39.9%
<u>Net Income</u>	52.0	52.2	20.2	32.0	△37.0%
<u>Comprehensive Income</u>	—	55.2	19.6	35.6	△44.8%
<u>Net Income Per Share</u>	360.35yen	361.26yen	139.25yen	222.20yen	△82.95yen

Quarterly Results Trend

(100 Million-yen)

	FY2014		FY2013		
	2Q	1Q	4Q	3Q	2Q
<u>Net Sales</u>	91.9	109.6	75.6	61.9	64.1
<u>COGS Ratio</u>	49.5%	44.0%	53.9%	56.1%	55.1%
<u>Operating Income</u>	24.0	40.9	15.0	9.4	12.6
<u>Ordinary Income</u>	25.3	42.1	16.9	11.5	12.7
<u>Net Income</u>	20.2	32.0	21.9	18.2	10.2
<u>Net Income Per Share</u>	139.25_{yen}	222.20_{yen}	153.08_{yen}	128.77_{yen}	72.59_{yen}

FY2014 2nd Quarter Results by Segments

(100 Million-yen)

	FY2014			Change
	Half-year	2Q	1Q	
<u>Engineering Plastic Business</u>	61.2	30.8	30.3	△1.7%
COGS Ratio	71.2%	72.9%	69.5%	3.4pt
Operating Income	0.4	△0.9	1.4	△167.5%
<u>Semiconductor Peripherals Business</u>	32.6	15.6	16.9	△8.0%
COGS Ratio	53.0%	54.5%	51.6%	2.9pt
Operating Income	5.5	2.0	3.4	△40.8%
<u>Plastic Optical Business</u>	107.6	45.4	62.2	△27.0%
COGS Ratio	30.5%	31.9%	29.5%	2.4pt
Operating Income	58.9	22.9	36.0	△36.2%
<u>Net Sales</u>	201.5	91.9	109.6	△16.1%
COGS Ratio	46.5%	49.5%	44.0%	5.5pt
Operating Income	64.9	24.0	40.9	△41.3%

Quarterly Results Trend by Segments

(100 Million-yen)

	FY2014		FY2013		
	2Q	1Q	4Q	3Q	2Q
<u>Engineering Plastic Business</u>	30.8	30.3	29.0	26.7	26.7
COGS Ratio	72.9%	69.5%	72.6%	72.7%	72.0%
Operating Income	△0.9	1.4	△0.3	△0.8	0.0
<u>Semiconductor Peripherals Business</u>	15.6	16.9	14.9	12.5	13.1
COGS Ratio	54.5%	51.6%	55.7%	61.0%	60.7%
Operating Income	2.0	3.4	2.0	0.6	1.3
<u>Plastic Optical Business</u>	45.4	62.2	31.7	22.6	24.2
COGS Ratio	31.9%	29.5%	36.0%	33.9%	33.5%
Operating Income	22.9	36.0	13.3	9.6	11.2
<u>Net Sales</u>	91.9	109.6	75.6	61.9	64.1
COGS Ratio	49.5%	44.0%	53.9%	56.1%	55.1%
Operating Income	24.0	40.9	15.0	9.4	12.6

➤➤➤ FY2014 2nd Quarter Action plan and Results

➤ **Established Enplas Semiconductor Peripherals Pte. Ltd.**

→ Headquarters function transfer to Singapore of Enplas Semiconductor Peripheral Corporation



➤ **Extension function of Enplas (Hong Kong) Limited.**

→ Reinforcement support to south area in China of significant optical business and semiconductor peripherals

»» FY2014 Plan (Consolidated)

FY2014 Plan (Consolidated)

(100 Million-yen)

	FY2014	
	Full-year Plan	Half-year Results
<u>Net Sales</u>	400.0	201.5
<u>COGS Ratio</u>	46.3%	46.5%
<u>Operating Income</u>	130.0	64.9
<u>Ordinary Income</u>	130.0	67.4
<u>Net Income</u>	95.0	52.2
<u>Net Income Per Share</u>	653.09円	361.26円

※ Except for “COGS Ratio” and “Net Income Per Share” of FY2014 Plan is not changed from First Quarter release

»»» FY2014 Plan by Segment

(100 Million-yen)

	FY2014	
	Full-year Plan	Half-year Results
<u>Engineering Plastic Business</u>	122.0	61.2
<u>Semiconductor Peripherals Business</u>	63.0	32.6
<u>Plastic Optical Business</u>	215.0	107.6

FY2014 Plan (Consolidated)

(100 Million-yen)

	FY2014			FY2013
	Full-year Plan	Half-year Results	2Q Results	Results
<u>Facility Investment</u>	28.0	10.8	3.2	25.1
<u>Depreciation</u>	28.0	15.5	8.8	19.5
<u>R&D</u>	10.0	4.3	2.3	6.5

Trend and Business Strategy for Each Segment

»»»FY2014 Business Strategy

Gain new customers by developing business in new domain

Establish elemental technology and technical theory

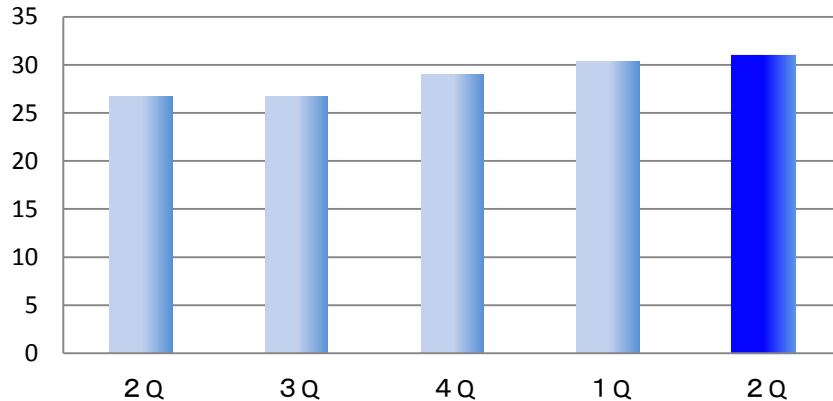
Establish manufacturing basis that can adjust to changes in business environment

Strengthen the headquarters function and global network

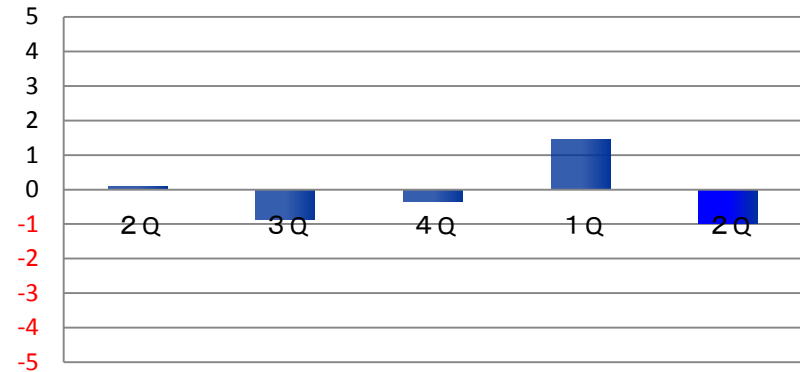
Engineering Plastic Business

(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

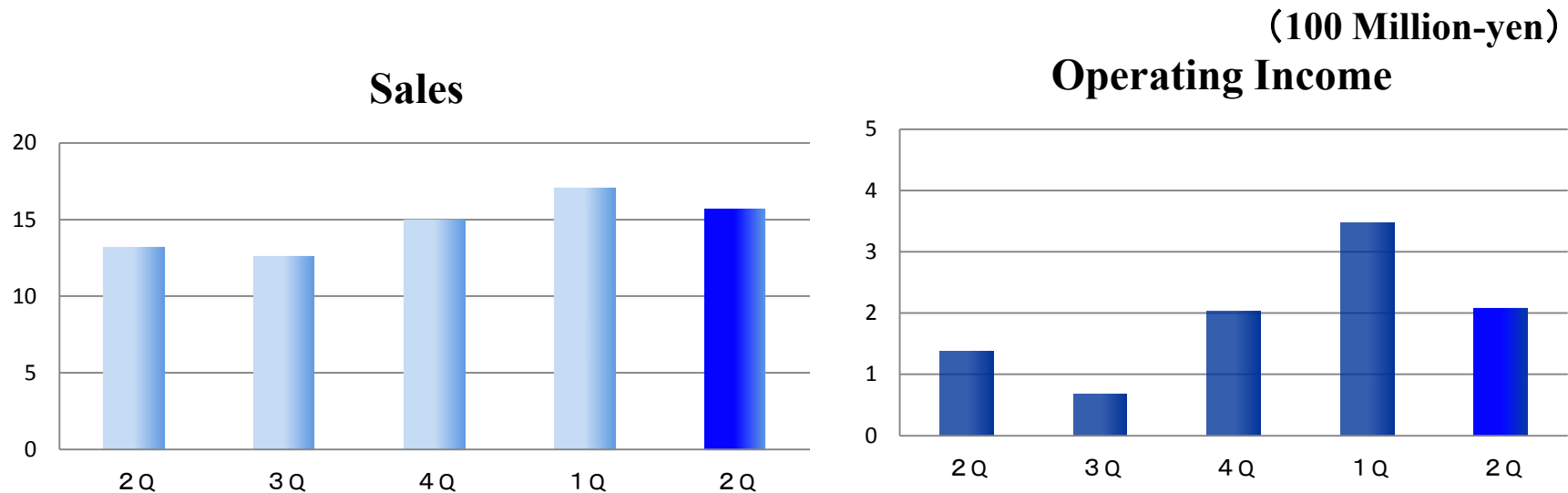
FY2014

Sales Plan: 122 Billion yen

(FY2014 Hal-year Sales Results: 61.2 Billion yen)



Semiconductor Peripherals Business

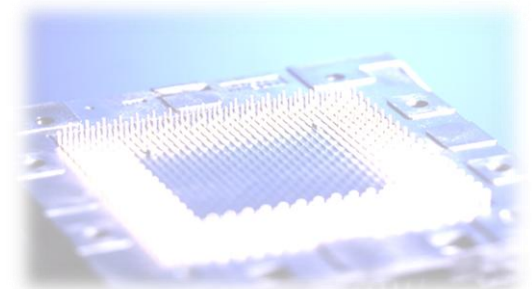


- Promote solution business that improves customers' production process
- Establish manufacturing basis that can adjust to changes in business environment
- Develop of cutting-edge technology and new products

FY2014

Sales Plan: 63 Billion yen

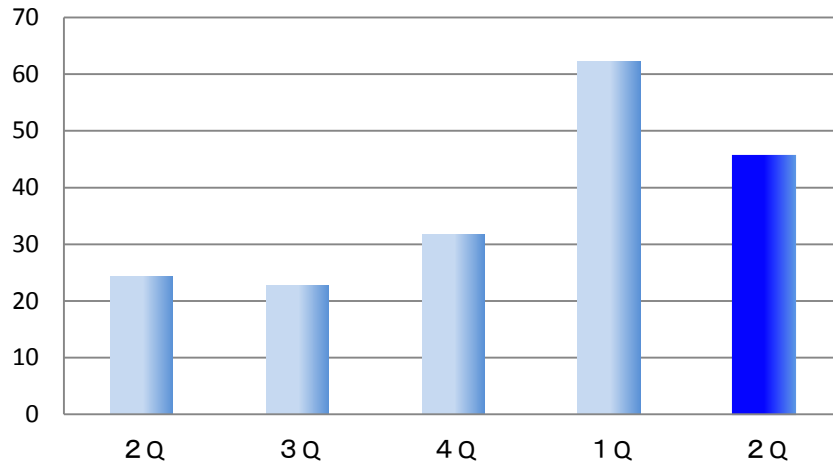
(FY2014 Hal-year Sales Results : 32.6 Billion yen)



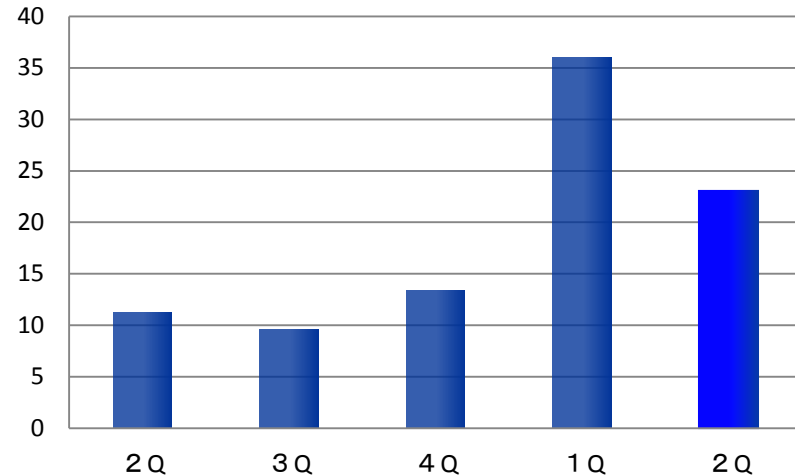
Plastic Optics Business

(100 Million-yen)

Sales



Operating Income



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

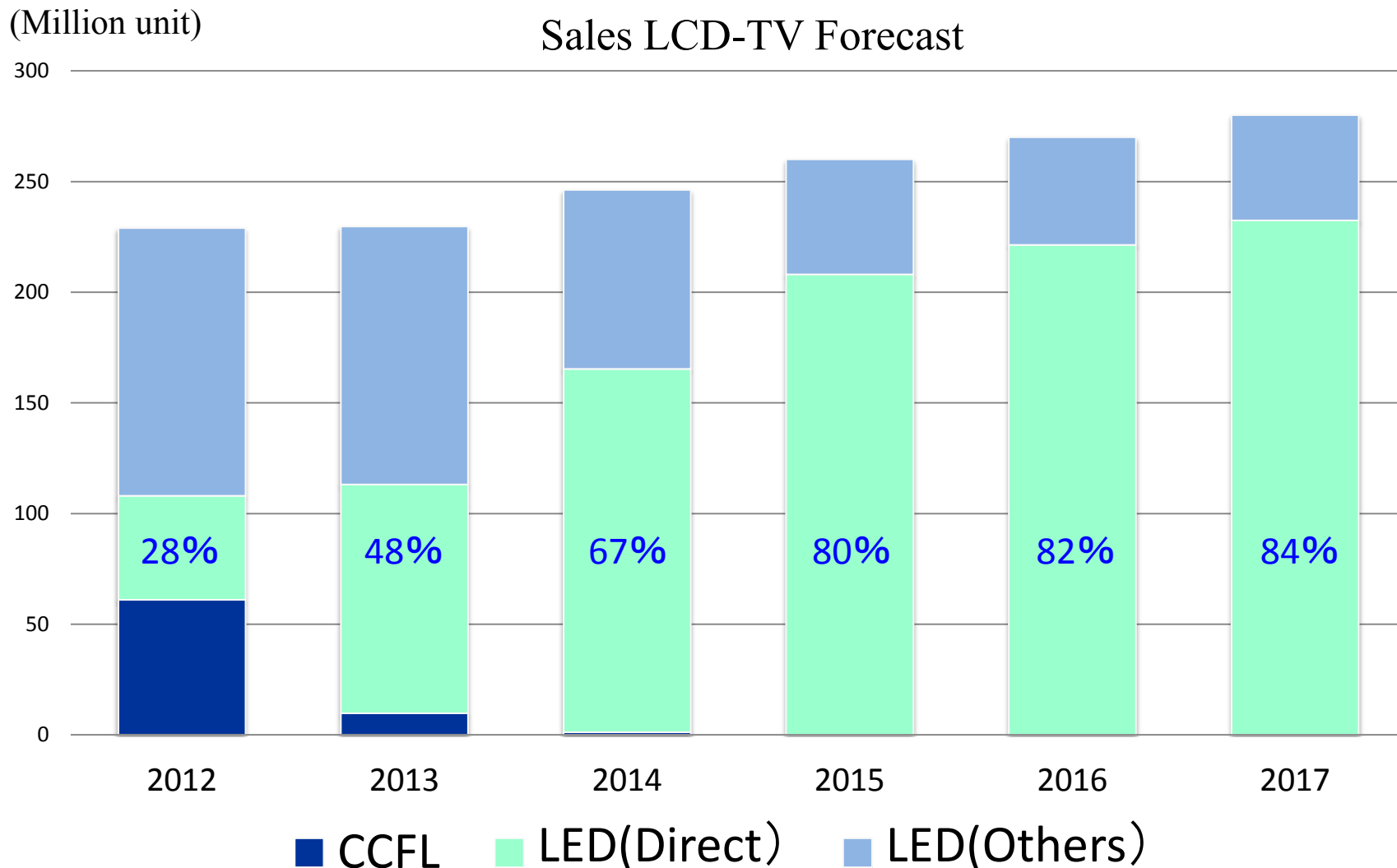
FY2014

Sales Plan: 215 Billion yen

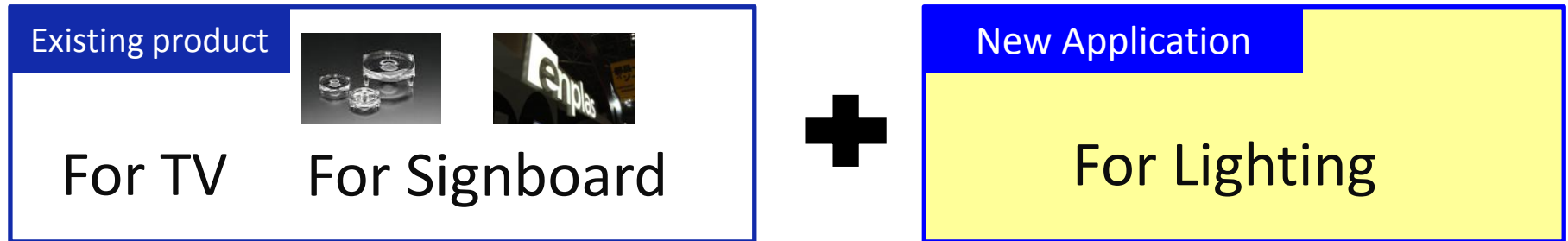
(FY2014 Hal-year Sales Results : 107.6 Billion yen)



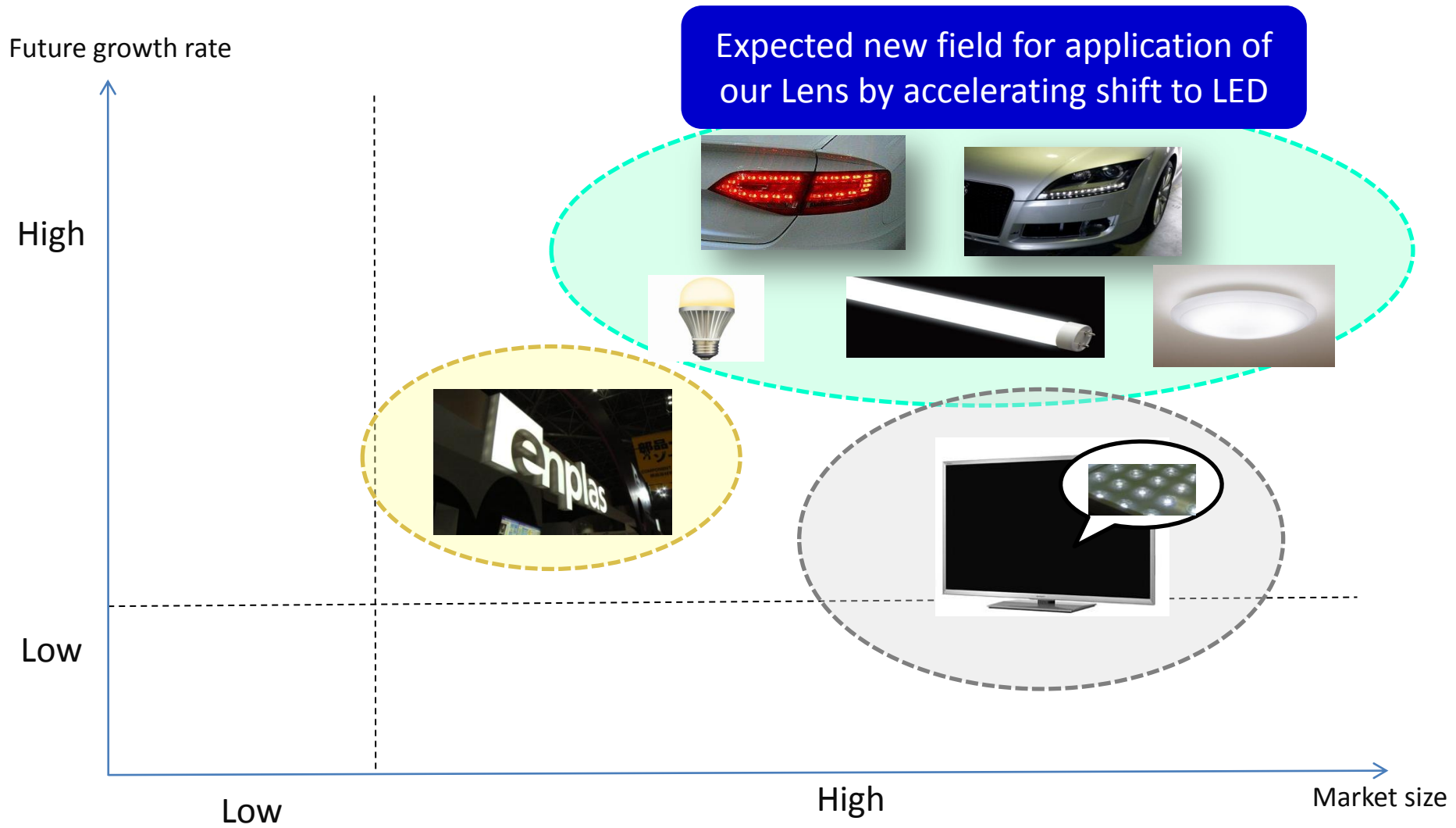
Reference - LCD-TV Forecast-



Reference -New Application of Diffusion Lens for LED ①-



Reference-New Application of Diffusion Lens for LED ②-





Enplas Corporation

Financial Results for the Second 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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