FY2016 First-Quarter Results

July 27, 2015

Enplas Corporation

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Notes

▪ "fiscal 2015" or "FY2015" refers to the year ending March 31, 2015.

▪ "fiscal 2016" or "FY2016" refers to the year ending March 31, 2016.

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Agenda

- FY2016 Management Policy
- FY2016 1st Quarter Results
- FY2016 1st Quarter Results Overview
- FY2016 Plan（Consolidated）
- Trend and Business Strategy by Segment

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FY2016 Management Policy

Growth Oriented

Global Optimization

Cost Reduction

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FY2016 First Quarter Business Results

(100 Million-yen)	FY2016 1Q Results	FY2015 1Q Results	Change	FY2016 Half-year Plan	FY2016 Full-year Plan
Net Sales	**96.7**	**100.1**	△3.4%	200.0	400.0
COGS Ratio	**45.0%**	**44.3%**	0.7pt	46.5%	46.5%
Operating Income	**27.3**	**30.8**	△11.3%	55.0	110.0
Ordinary Income	**27.9**	**30.8**	△9.4%	55.0	110.0
Net Income	**19.3**	**20.6**	△6.3%	38.0	76.0
Comprehensive Income	**22.5**	**19.3**	16.5%	—	—
Net Income Per Share	**142.31yen**	**140.64yen**	△0yen	**275.42yen**	**550.84yen**

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Quarterly Results

(100 Million-yen)	FY2016 1Q	FY2015 4Q	FY2015 3Q	FY2015 2Q	FY2015 1Q
Net Sales	96.7	100.0	96.4	99.8	100.1
COGS Ratio	45.0%	47.2%	47.4%	48.2%	44.3%
Operating Income	27.3	27.2	24.0	25.5	30.8
Ordinary Income	27.9	26.6	26.9	27.9	30.8
Net Income	19.3	19.6	19.7	19.1	20.6
Net Income Per Share	142.31yen	139.58yen	134.94yen	129.88yen	140.64yen

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FY2016 First Quarter Results by Segment

(100 Million-yen)	FY2016 1Q	FY2015 4Q	FY2015 3Q	FY2015 2Q	FY2015 1Q
Engineering Plastic Business	**32.6**	**34.6**	**31.6**	**31.2**	**28.9**
COGS Ratio	64.9%	66.9%	68.8%	70.8%	70.6%
Operating Income	1.9	2.2	△0.0	△0.2	△0.6
Semiconductor Peripherals Business	**20.3**	**21.8**	**22.4**	**20.0**	**19.0**
COGS Ratio	45.0%	50.2%	47.8%	56.3%	47.5%
Operating Income	4.3	3.5	4.5	1.8	3.4
Plastic Optical Business	**43.6**	**43.5**	**42.3**	**48.5**	**52.1**
COGS Ratio	30.1%	30.0%	31.3%	30.3%	28.5%
Operating Income	21.1	21.3	19.5	23.9	28.1
Net Sales	**96.7**	**100.0**	**96.4**	**99.8**	**100.1**
COGS Ratio	45.0%	47.2%	47.4%	48.2%	44.3%
Operating Income	27.3	27.2	24.0	25.5	30.8

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First Quarter Overview ①

◆Sales

（100 Million-yen）

FY2016 1Q	FY2014 4Q	Change
96.7	100.0	△3.3

◆COGS Ratio

FY2015 1Q	FY2014 4Q	Change
45.0%	47.2%	△2.2pt

Engineering Plastic Business	**Promote structural reform**
Semiconductor Peripherals Business	**Sales are postponed to 2Q**
Plastic Optics Business	**Sales of main product were steady at the FY2015 4Q level**

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First Quarter Overview ②

◆SGA

（100 Million-yen）

FY2015 1Q	FY2014 4Q	Change
25.7	25.6	+0.1

- Developed global management foundation
- Increased labor cost
- Focused on cost reduction

◆ Foreign exchange loss

（100 Million-yen）

FY2015 1Q	FY2014 4Q	Change
0.3	△0.5	+0.8

◆Effective corporate income tax rate

FY2015 1Q	FY2014 4Q	Change
30.7%	25.9%	4.8pt

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FY2016 First Quarter Actions Implemented

◆ Strengthened corporate governance

- ➢Transitioned to company with an audit committee
- ➢Appointed 3 audit committee directors on June 26, 2015

◆Acquisition of Own Shares

Total cost of acquisition: Up to 9,000 million yen

Total number of shares to be acquired: Up to 2,000,000 shares

(Equivalent to 13.6% of outstanding shares(excluding treasury stock))

Total number of shares acquired and total cost of acquisition

(As of June 30, 2015)

Total cost of acquisition: 5,790,636,000 yen

Total number of shares acquired: 1,271,800 shares

Period of repurchase: December 12, 2014 to September 30, 2015

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FY2016 First Quarter Actions Implemented

◆ Notice Concerning Establishment of Global Head Office in Tokyo

Through opening the global head office in Tokyo, Enplas will strengthen global management, strengthen human resources, and accelerate the development of the global business.

Name : Enplas Corporation Global Head Office
Address : Shin-Marunouchi Center Bldg. 9F
1-6-2 Marunouchi, Chiyoda-ku, Tokyo 100-0005, Japan
First day of operations : July 27, 2015

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FY2016 Plan (Consolidated)

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FY2016 Revised Plan by Segment

（100 Million-yen）

	Revised Plan		Original Plan	
	Half-year	Full-year	Half-year	Full-year
Engineering Plastic Business	**65.0**	**130.0**	**62.0**	**123.0**
Semiconductor Peripherals Business	**43.0**	**90.0**	**43.0**	**90.0**
Plastic Optics Business	**92.0**	**180.0**	**95.0**	**187.0**

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FY2016 Plan（Reference）

（100 Million-yen）

	FY2016		FY2015
	Full-year	1Q Results	Results
Capital expenditures	**18.0**	**4.0**	**22.2**
Depreciation	**28.0**	**6.3**	**29.6**
R&D	**10.0**	**2.3**	**10.4**

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FY2016 Business Strategy

- **Broaden Business Base**
  - ◆End situation of overreliance on a single business
  - ◆Develop new businesses
  - ◆Complete structural reform

- **Enhance Technology**
  - ◆Develop solutions from the customer's point of view
  - ◆Develop elemental technology based on technical theory
  - ◆Improve technology for evaluating components at the system level

- **Enhance Global Customer Support**
  - ◆Work with leading companies who are creating the market.
  - ◆Propose added value functionality
  - ◆Establish global network

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Business Trends and Strategies by Segment

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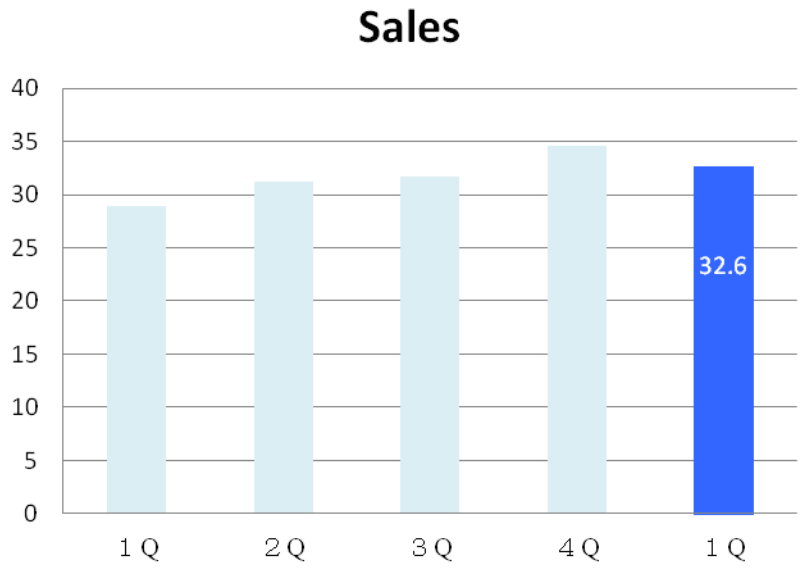
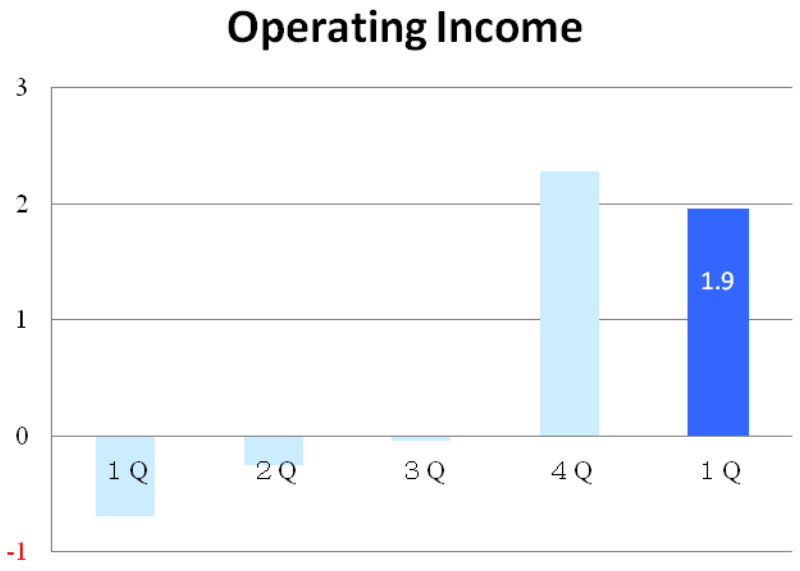
Engineering Plastic Business

（100 Million-yen）





- **Promote structural reform**
- **Expand marketing and development of high added-value products**
- **Develop new global customers**

FY2016

Sales Plan：13.0 billion-yen

（FY2016 Total: 3.26 billion-yen）

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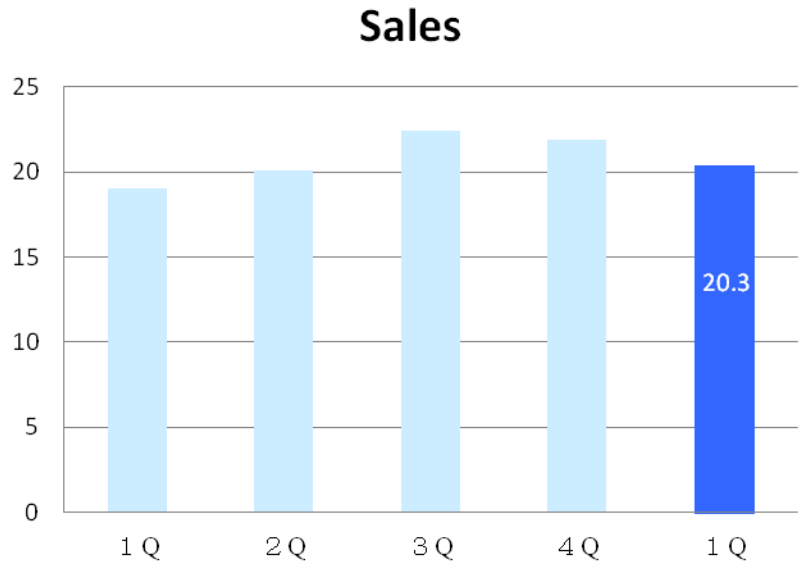
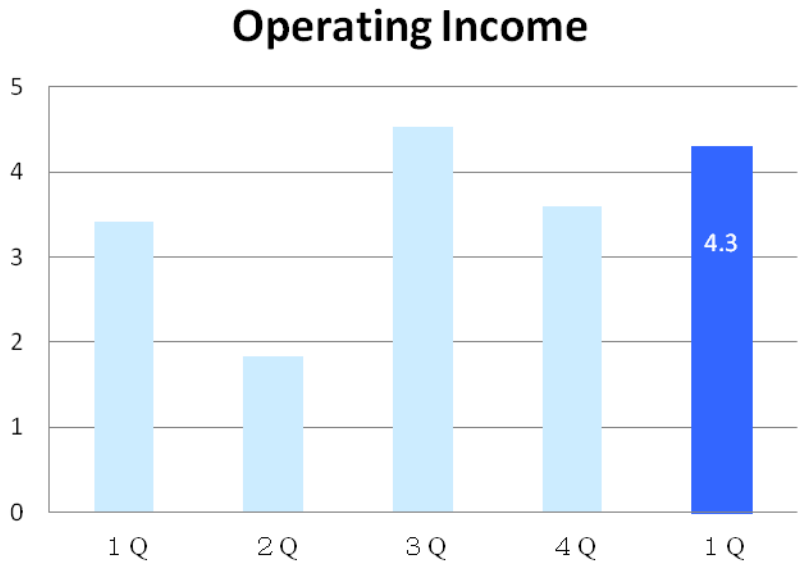
Semiconductor Peripherals Business

（100 Million-yen）



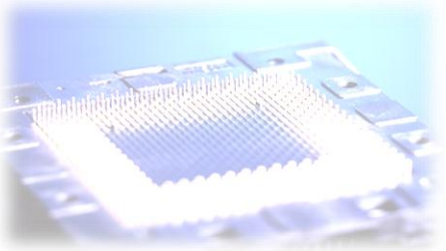


- **Promote differentiation through technological development**
- **Build customer support system through HQ operation in Singapore**
- **Promote European and Taiwanese strategies**

FY2016

Sales Plan：9.0 billion-yen

（FY2016 Total: 2.03 billion-yen）



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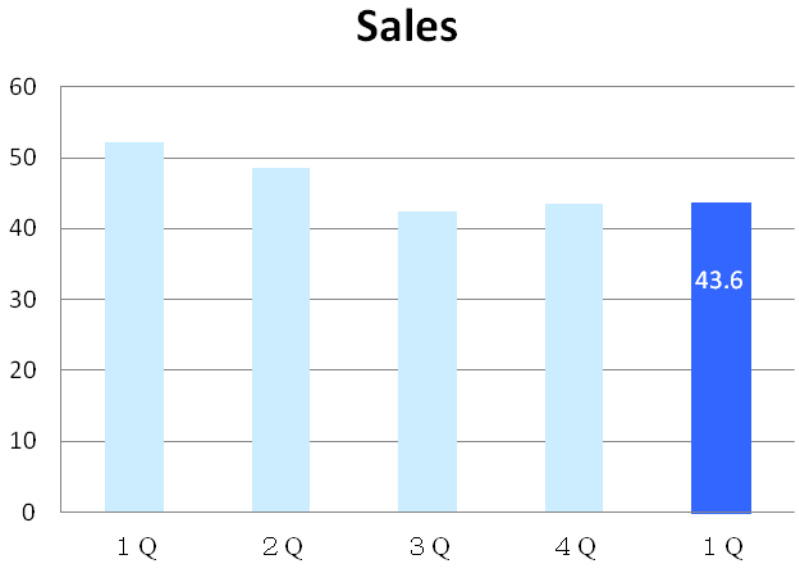
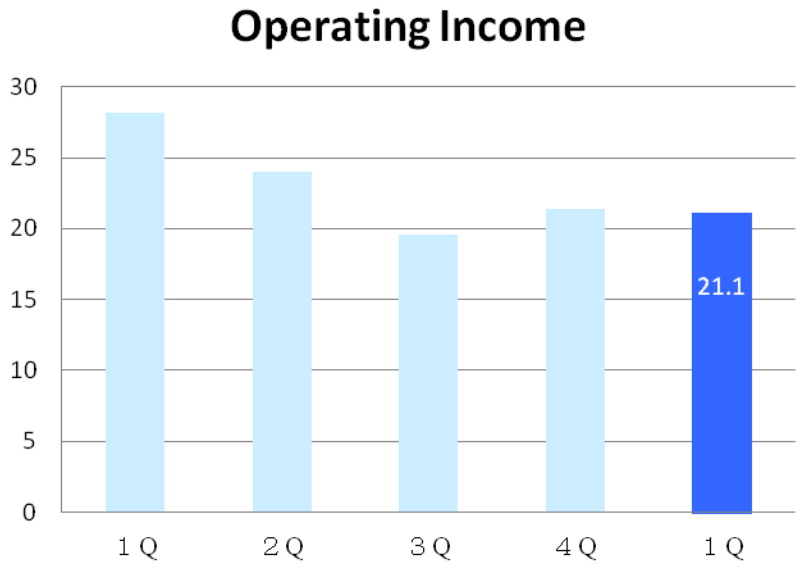
Plastic Optics Business

（100 Million-yen）





- Gain new customers by promoting China strategy
- Rapidly build global production system（speed / quality / cost)
- Promote new strategic product development

FY2016

Sales Plan：18.0 billion-yen

（FY2016 Total: 4.36 billion-yen）

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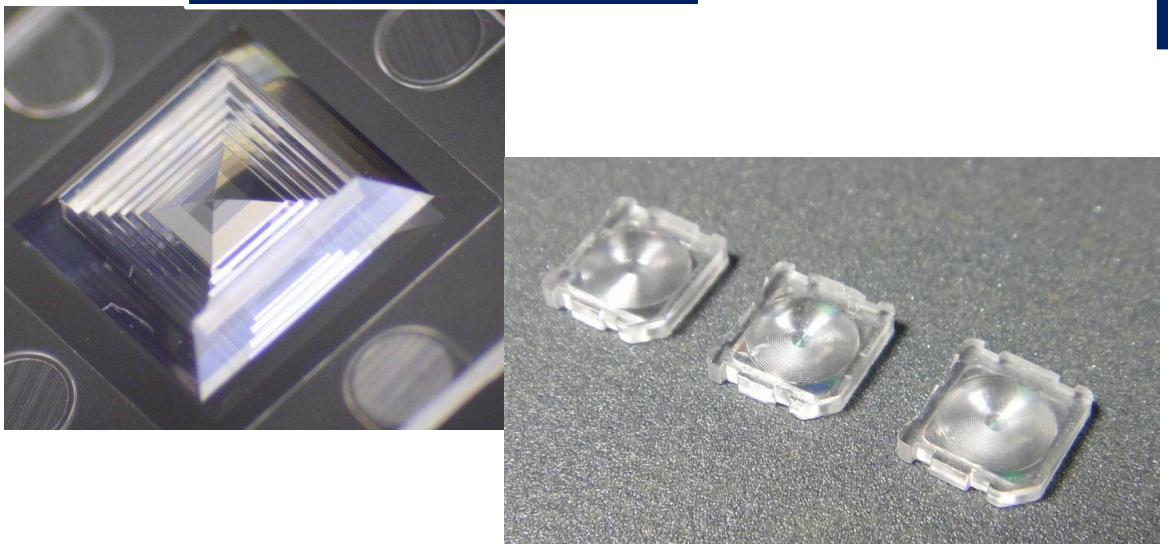
New Business development

Head Mounted Display

Head-Up Display

Flash Lens



Optical Fiber Communication Business

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Enplas Corporation

Financial Results for the First Quarter of the Year Ending March 31, 2016

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

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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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