2018.3 Third-Quarter Results

January 25, 2018

Enplas Corporation

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Agenda

- 2018.3 Management Policy
- 2018.3 3rd Quarter Results
- 2018.3 3rd Quarter Results Overview
- 2018.3 Plan（Consolidated）
- Business Trends and Strategies by Segment

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2018.3 Management Policy

Operational Excellence

Specification Technology

Multiple Growth

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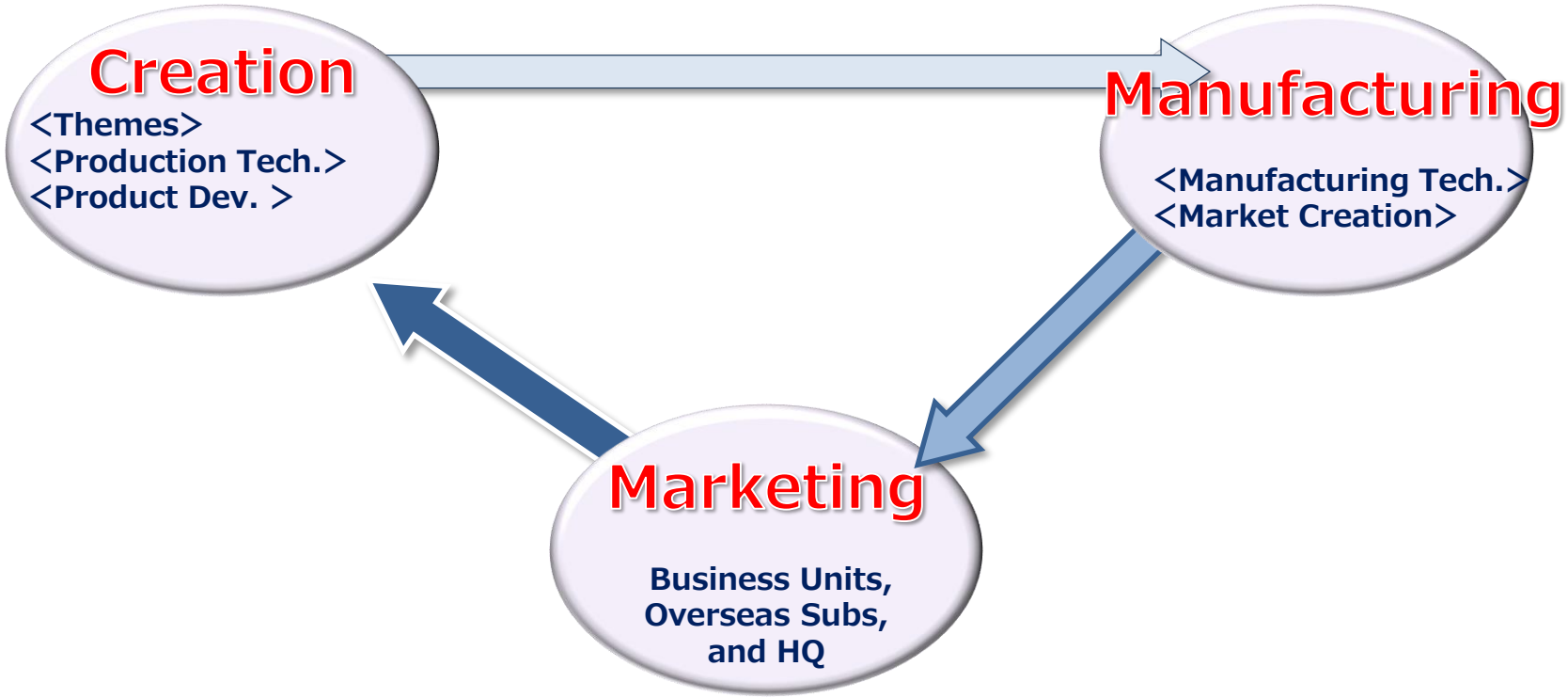
Areas of Focus

Business Operation



Continually monitoring progress from perspectives of Region, Business Unit, and Corporate

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Areas of Focus

Future Technologies

Water, Food, Bioscience , Health Care,

Semiconductors, Robotics, Sensors,

Communications

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2018.3 Third Quarter Business Results

(100 million yen)

	2018.3 9M/3Q Results	2017.3 9M/3Q Results	Change	2018.3 Full-year Plan
Sales	256.7	249.4	3.0%	340.0
COGS Ratio	52.8%	53.2%	-0.4pt	52.9%
Operating Income	37.7	35.1	7.4%	50.0
Ordinary Income	36.0	35.9	0.3%	50.0
Profit attributable to owners of parent	25.4	47.7	-46.7%	34.0
Comprehensive Income	31.3	51.4	-39.0%	—
Net Income Per Share	198.85yen	373.05yen	-174.20yen	265.69yen

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2018.3 Third Quarter Results by Segment

(100 million yen)

	2018.3 9M/3Q Results	2017.3 9M/3Q Results	Change	2018.3 Full-year Plan
Engineering Plastic Business	**99.9**	**92.4**	8.1%	**132.0**
COGS Ratio	63.0%	67.3%	-4.3pt	-
Operating Income	**0.6**	**-1.7**	-	**-**
Semiconductor Peripherals Business	**93.5**	**76.8**	21.8%	**120.0**
COGS Ratio	52.5%	53.7%	-1.2pt	-
Operating Income	**16.2**	**10.5**	53.4%	**-**
Plastic Optics Business	**63.2**	**80.1**	-21.1%	**88.0**
COGS Ratio	37.1%	36.6%	0.5pt	-
Operating Income	**20.8**	**26.3**	-20.8%	**-**
Net Sales	**256.7**	**249.4**	3.0%	**340.0**
COGS Ratio	52.8%	53.2%	-0.4pt	52.9%
Operating Income	**37.7**	**35.1**	7.4%	**50.0**

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Quarterly Results

（100 million yen）

	2018.3			2017.3	
	3Q	2Q	1Q	4Q	3Q
Sales	85.3	86.7	84.6	80.4	90.3
COGS Ratio	53.1%	54.0%	51.2%	57.6%	54.5%
Operating Income	11.3	13.2	13.0	6.3	14.2
Ordinary Income	10.5	12.5	12.8	4.8	16.8
Profit attributable to owners of parent	6.7	8.6	10.0	3.7	12.5
Net Income Per Share	52.86yen	67.60yen	78.38yen	29.61yen	98.13yen

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Quarterly Results by Segment

（100 million yen）

	2018.3			2017.3	
	3Q	2Q	1Q	4Q	3Q
Engineering Plastic Business	**33.9**	**33.1**	**32.8**	**36.1**	**31.2**
COGS Ratio	**64.6%**	**62.2%**	**62.3%**	**66.1%**	**67.9%**
Operating Income	**-0.9**	**1.2**	**0.3**	**0.0**	**-1.0**
Semiconductor Peripherals Business	**31.7**	**29.9**	**31.9**	**26.1**	**30.8**
COGS Ratio	**51.5%**	**58.6%**	**47.7%**	**57.3%**	**57.9%**
Operating Income	**5.9**	**3.3**	**6.9**	**2.3**	**4.6**
Plastic Optics Business	**19.6**	**23.7**	**19.8**	**18.1**	**28.2**
COGS Ratio	**36.1%**	**36.7%**	**38.5%**	**41.2%**	**36.0%**
Operating Income	**6.3**	**8.6**	**5.8**	**3.9**	**10.6**
Net Sales	**85.3**	**86.7**	**84.6**	**80.4**	**90.3**
COGS Ratio	**53.1%**	**54.0%**	**51.2%**	**57.6%**	**54.5%**
Operating Income	**11.3**	**13.2**	**13.0**	**6.3**	**14.2**

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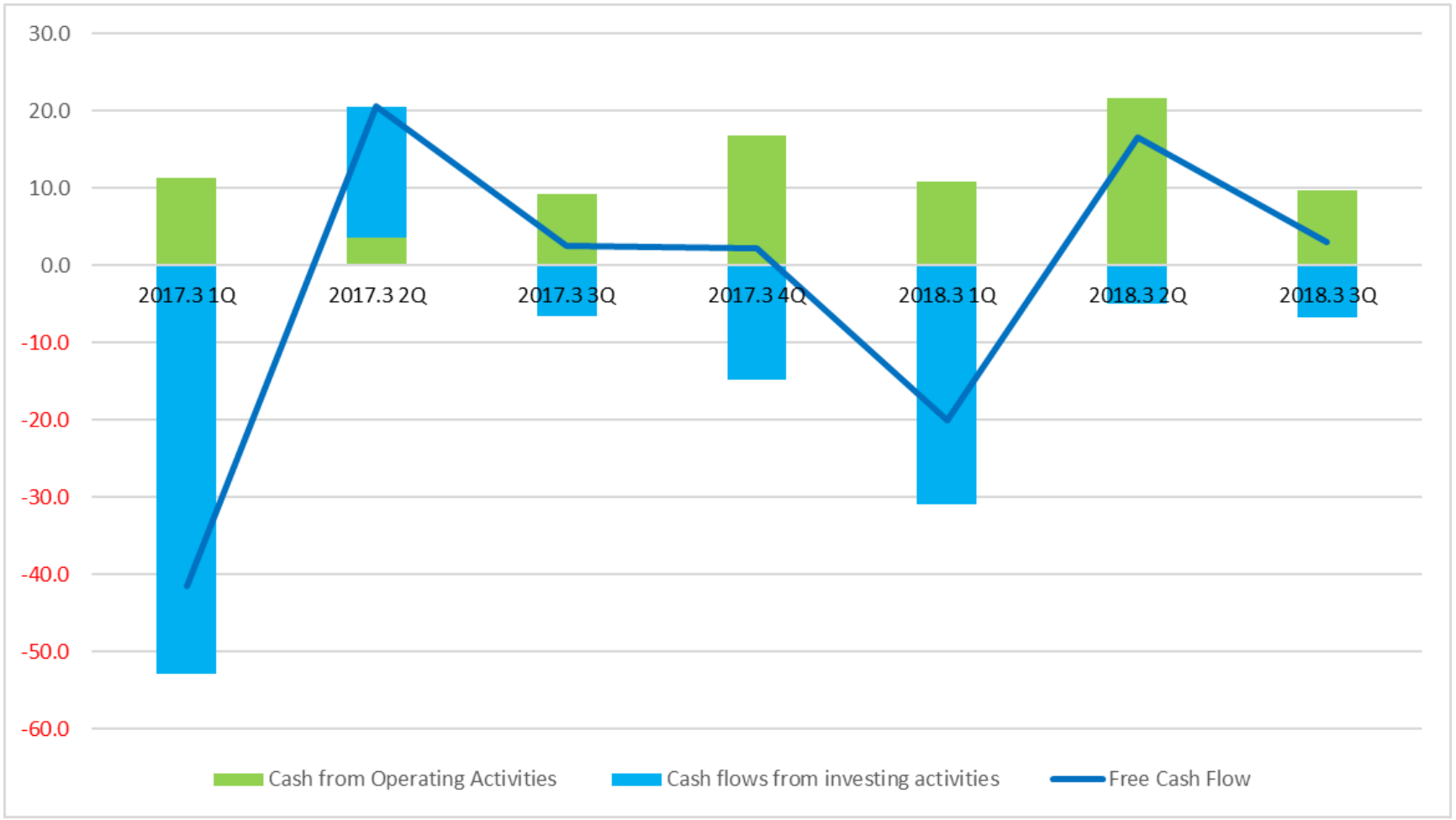
Cash Flow

（100 million yen）



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Third Quarter Overview

◆Average Exchange Rate (US$)

2018.3 9M/3Q	2017.3 9M/3Q	Change
111.78yen	107.84yen	3.94yen

◆Non-operating profit and loss

（100 Million yen）

2018.3 9M/3Q	2017.3 9M/3Q	Change
-1.6	0.7	-2.3

- Foreign exchange loss of 110 million yen (2017.3 9M/3Q: Foreign exchange gain of 210 million yen)
- 180 million yen loss on equity method investments (2017.3 9M/3Q: 260 million yen)

◆Goodwill

（100 Million yen）

2017.12.31	2017.3.31	Change
24.7	1.0	23.7

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2018.3 Plan (Consolidated)

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2018.3 Plan

（100 million yen）

	2018.3 Full-year	2018.3 9M/3Q Results
Sales	340.0	256.7
COGS Ratio	52.9%	52.8%
Operating Income	50.0	37.7
Ordinary Income	50.0	36.0
Profit attributable to owners of parent	34.0	25.4
Net Income Per Share	265.69yen	198.85yen

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2018.3 Plan by Segment

（100 million yen）

	2018.3		2018.3
	Revised Plan	Original Plan	9M/3Q Result
Engineering Plastic Business	**135.0**	**132.0**	**99.9**
Semiconductor Peripherals Business	**125.0**	**120.0**	**93.5**
Plastic Optics Business	**80.0**	**88.0**	**63.2**

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2018.3 Plan（Reference）

（100 million yen）

	2018.3		2017.3
	Full-year	9M/3Q Results	Results
Capital expenditures	20.0	15.2	61.2
Depreciation	20.0	14.6	23.2
R&D	12.0	8.8	11.3

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Business Trends and Strategies by Segment

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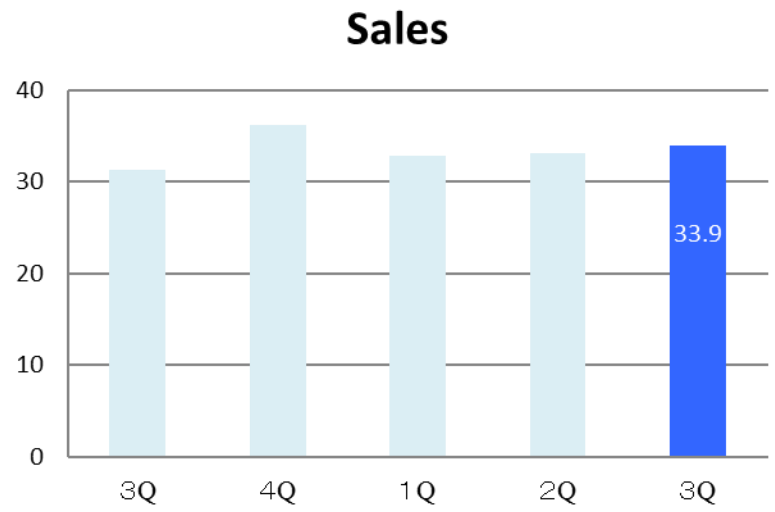
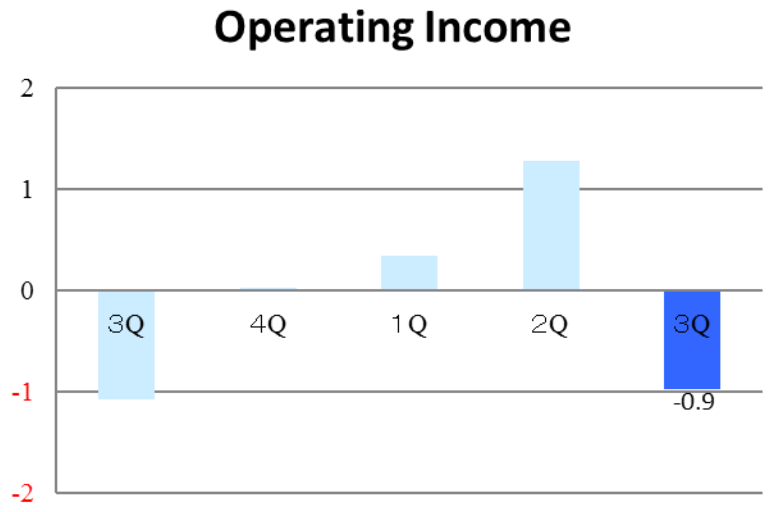
Engineering Plastic Business

（100 million yen）





- **Optimization of the global business base**
- **Clarify technology / product development strategy**
- **Improve the marketing function and accelerate system for accepting prototype orders**

2018.3

Sales Plan：13.5 billion yen

（2018.3 9M/3Q: 9.99 billion yen）

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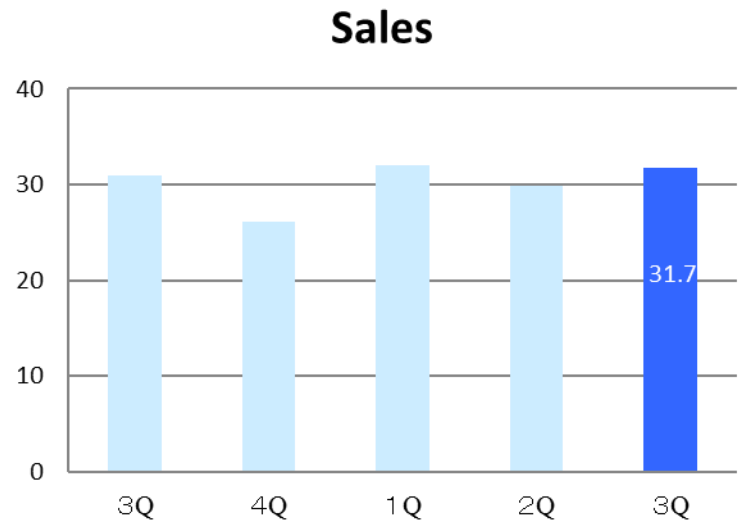
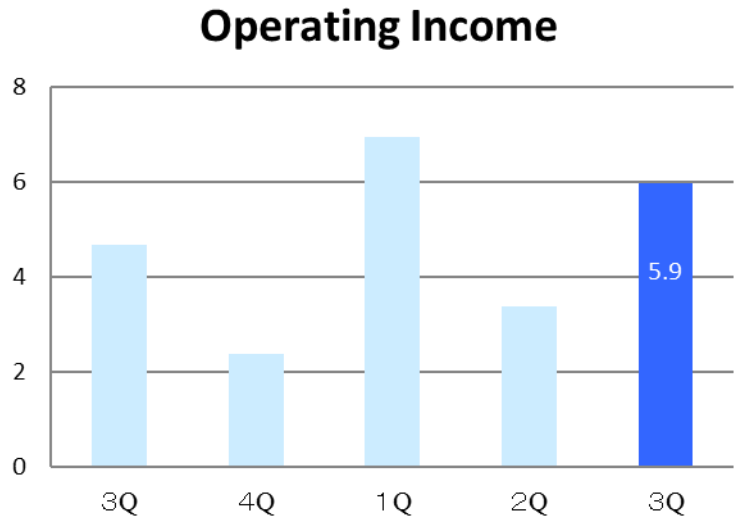
Semiconductor Peripherals Business

（100 million yen）



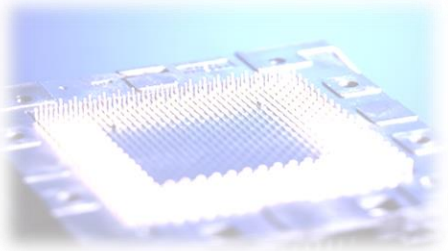


- **Enhancement of business base**
- **Enhance customers' satisfaction**
- **Develop automotive solutions**
- **Create new technologies**

2018.3

Sales Plan： 12.5 billion yen

（2018.3 9M/3Q: 9.35 billion yen）



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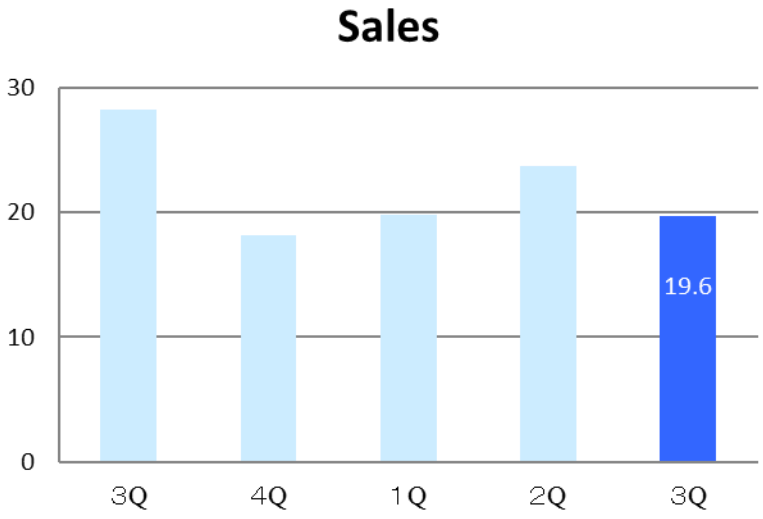
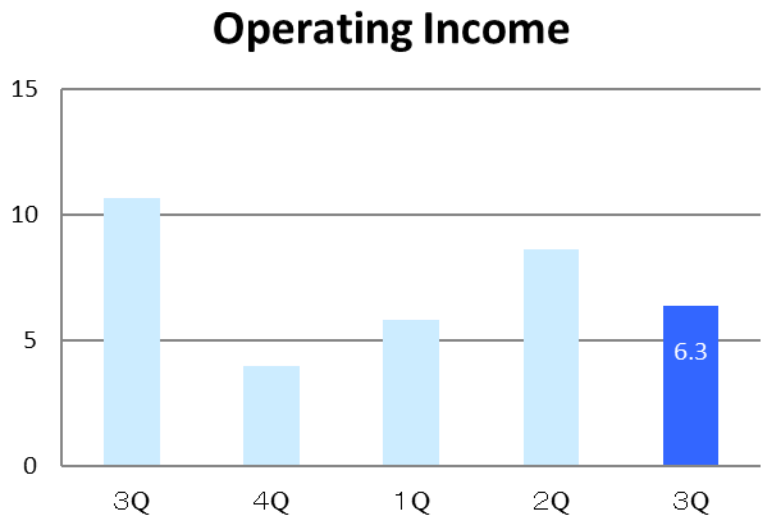
Plastic Optics Business

（100 million yen）





- **Promote production optimization strategy**
- **Development of next-generation products**
- **Shift to more balanced business mix**

2018.3

Sales Plan： 8.0 billion yen

（2018.3 9M/3Q: 6.32 billion yen）

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Enplas Corporation

Financial Results for the Third Quarter of the Year Ending March 31, 2018

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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