



2019.3 Second-Quarter Results

October 19, 2018
Enplas Corporation

Agenda

- 2019.3 Management Policy
- 2019.3 2nd Quarter Results
- 2019.3 2nd Quarter Results Overview
- 2019.3 Plan (Consolidated)
- Trend and Business Strategy by Segment

Organic Growth

Implementation of Management Policy

Action Plan

Organic Growth

Develop new products (by Engineering group)
Develop new customers (by Sales group)
Create new business and market (by Business Leader)

Operational Excellence

【Corporate Division】Support business growth with strong management base
【Each BU】QCDSS
“Quality, Cost, Delivery, Service, Speed”

Innovation

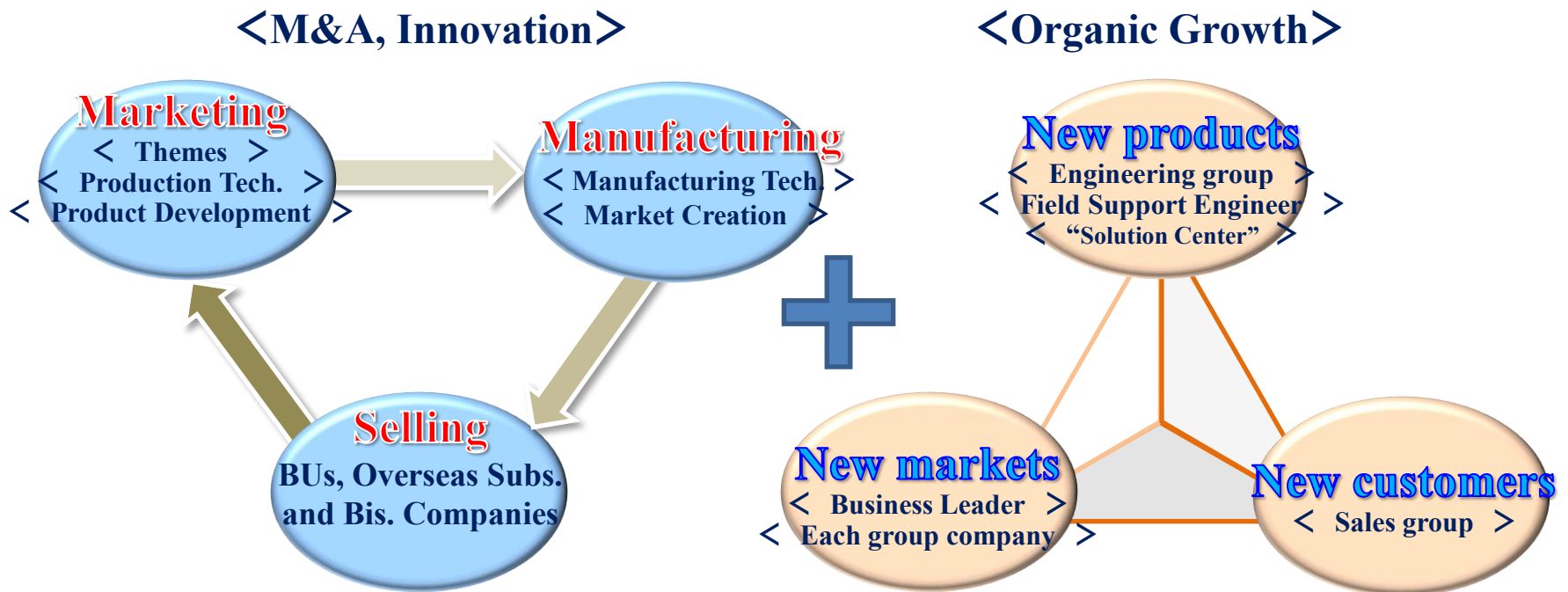
Expand sales by creating values for customers

M&A

Proactive support for post merger integration

Focus Area

Business Operation



Rotate effectively
Marketing-Manufacturing-Selling cycle
in a growing market.

2019.3 Second Quarter Business Results

(100 million yen)

	2019.3	2018.3		2019.3
	1 st Half Results	1 st Half Results	Change	Half-year Plan
Sales	162.0	171.4	△5.5%	167.0
COGS Ratio	56.1%	52.6%	3.5pt	55.3%
Operating Income	13.4	26.3	△48.9%	15.0
Ordinary Income	16.9	25.4	△33.2%	15.0
Profit attributable to owners of parent	10.2	18.6	△44.9%	10.0
Comprehensive Income	17.5	21.9	△20.0%	—
Net Income Per Share	80.49_{yen}	145.98_{yen}	△65.49 _{yen}	78.15_{yen}

2019.3 Second Quarter Results by Segment

(100 million yen)

	2019.3 1st Half	2018.3 1st Half	Change	2019.3 Half-year Plan
Engineering Plastic Business	74.4	66.0	12.8%	72.0
COGS Ratio	63.1%	62.2%	0.9pt	-
Operating Income	2.0	1.6	25.0%	-
Semiconductor Peripherals Business	59.9	61.8	△3.1%	66.0
COGS Ratio	54.7%	52.9%	1.8pt	-
Operating Income	5.3	10.3	△48.2%	-
Plastic Optics Business	27.6	43.5	△36.4%	29.0
COGS Ratio	40.5%	37.5%	3.0pt	-
Operating Income	6.1	14.4	△57.8%	-
Net Sales	162.0	171.4	△5.5%	167.0
COGS Ratio	56.1%	52.6%	3.5pt	55.3%
Operating Income	13.4	26.3	△48.9%	15.0

Quarterly Results

(100 million yen)

	2019.3		2018.3		
	2Q	1Q	4Q	3Q	2Q
Sales	81.8	80.1	76.1	85.3	86.7
COGS Ratio	57.1%	55.2%	56.7%	53.1%	54.0%
Operating Income	6.3	7.1	5.9	11.3	13.2
Ordinary Income	7.8	9.1	2.4	10.5	12.5
Profit attributable to owners of parent	5.2	5.0	△0.0	6.7	8.6
Net Income Per Share	40.96yen	39.53yen	△0.60yen	52.86yen	67.60yen



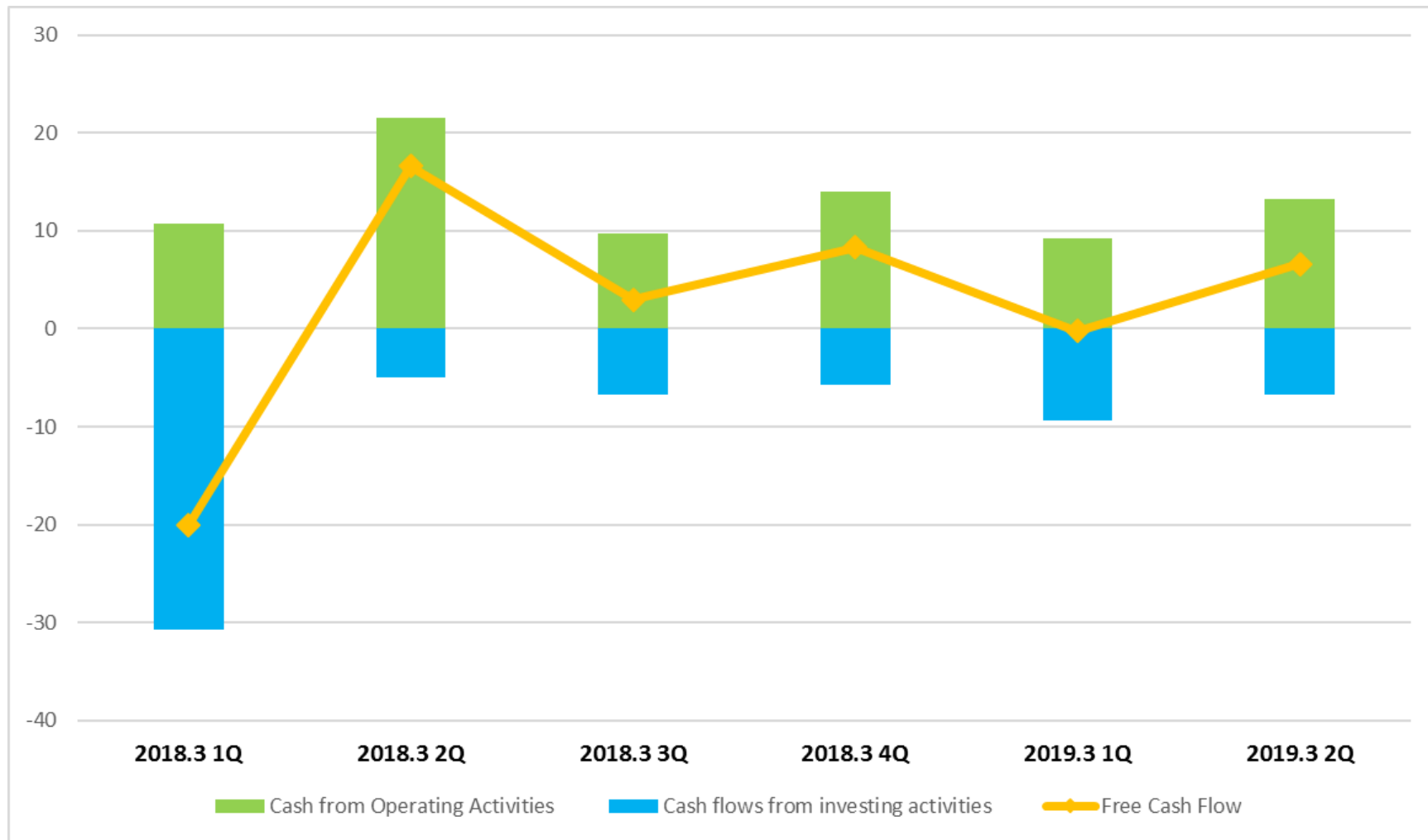
Quarterly Results by Segment

(100 million yen)

	2019.3		2018.3		
	2Q	1Q	4Q	3Q	2Q
Engineering Plastic Business	38.7	35.6	35.3	33.9	33.1
COGS Ratio	64.0%	62.1%	63.3%	64.6%	62.2%
Operating Income	1.2	0.8	0.9	△0.9	1.2
Semiconductor Peripherals Business	28.6	31.2	26.1	31.7	29.9
COGS Ratio	57.0%	52.7%	55.6%	51.5%	58.6%
Operating Income	1.3	4.0	2.8	5.9	3.3
Plastic Optics Business	14.4	13.2	14.5	19.6	23.7
COGS Ratio	38.9%	42.3%	42.8%	36.1%	36.7%
Operating Income	3.8	2.2	2.1	6.3	8.6
Net Sales	81.8	80.1	76.1	85.3	86.7
COGS Ratio	57.1%	55.2%	56.7%	53.1%	54.0%
Operating Income	6.3	7.1	5.9	11.3	13.2

»»» Cash Flow

(100 million yen)



Second Quarter Overview

◆ SGA

(100 million yen)

2019.3 1 st Half	2018.3 1 st Half	Change
57.6	54.9	2.7

- Amortization of Goodwill: 1.6 (2018.3 1st Half: Amortization of Goodwill: 0.2)
- Amortization of intangible assets: 0.6

◆ Average Exchange Rate (US\$)

2019.3 1 st Half	2018.3 1 st Half	Change
110.01 _{yen}	111.39 _{yen}	Δ1.38 _{yen}

◆ Non-operating profit and loss

(100 million yen)

2019.3 1 st Half	2018.3 1 st Half	Change
3.5	Δ0.9	4.4

- Foreign exchange gain: 3.8 (2018.3 1st Half: Foreign exchange loss: 0.6)

»» 2019.3 Plan (Consolidated)

2019.3 Plan

(100 million yen)

	2019.3	2019.3
	Full-year	1 st Half Results
Sales	340.0	162.0
COGS Ratio	55.5%	56.1%
Operating Income	33.0	13.4
Ordinary Income	33.0	16.9
Profit attributable to owners of parent	23.0	10.2
Net Income Per Share	179.76円	80.49円

※COGS Ratio and Net Income Per Share plan changed

2019.3 Plan by Segment

(100 million yen)

	2019.3		2019.3	2018.3
	Revised Plan	Plan	1 st Half Results	Full Year
Engineering Plastic Business	150.0	144.0	74.4	135.3
Semiconductor Peripherals Business	130.0	136.0	59.9	119.7
Plastic Optics Business	60.0	60.0	27.6	77.8

2019.3 Plan (Reference)

(100 million yen)

	2019.3		2018.3
	Plan	1 st Half Results	Full Year
<u>Capital expenditures</u>	20.0	9.3	20.6
<u>Depreciation</u>	20.0	10.0	20.2
<u>R&D</u>	12.0	6.1	11.9

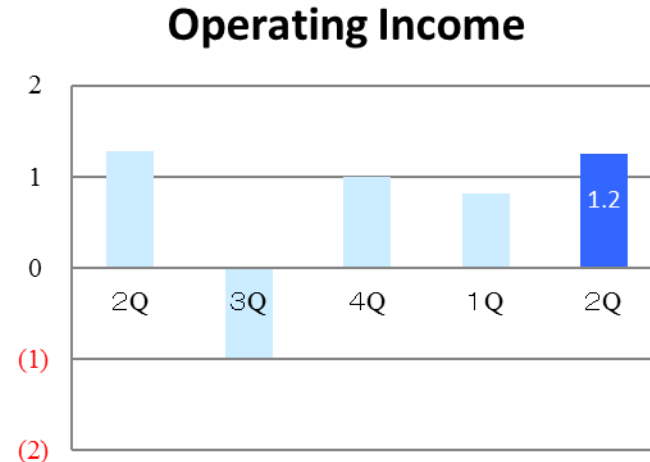
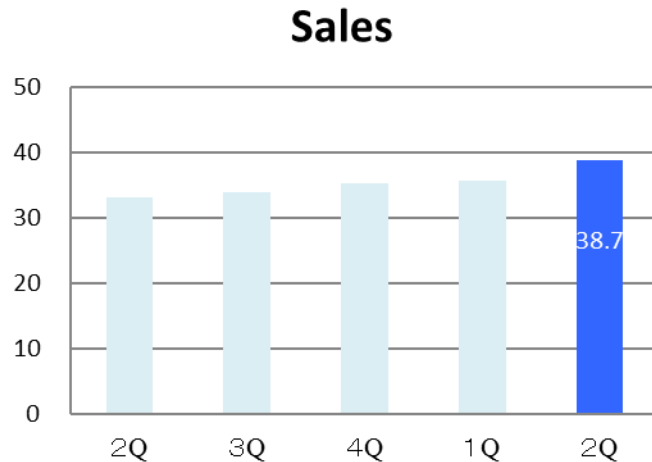
※No change



Business Trend and Strategy for Each Segment

Engineering Plastic Business

(100 million yen)



- **New customers / New products / Create new market**
- **Promote “Solutions Business”**
- **Take quick actions for customer needs**
- **Continue to develop bio related business**

2019.3

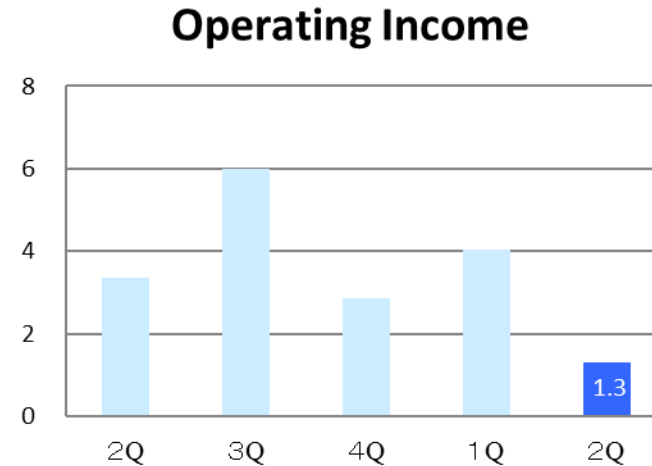
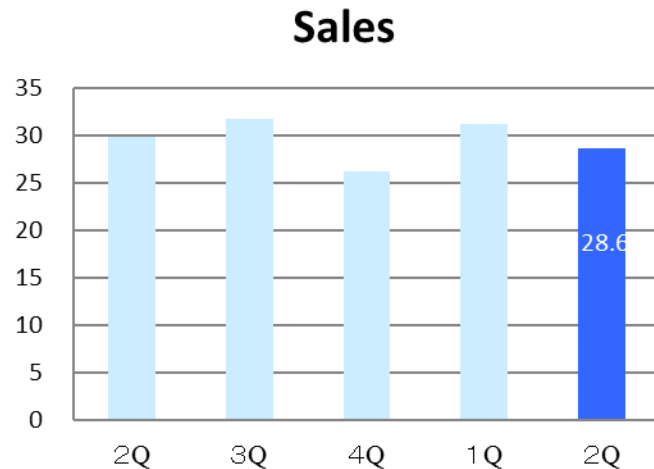
Sales Plan: 15.0 billion yen

(2019.3 1st Half : 7.44 billion yen)



▶▶▶ Semiconductor Peripherals Business

(100 million yen)

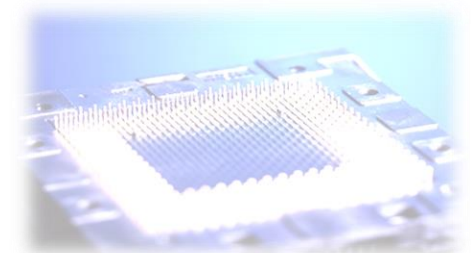


- ▶ Promote to develop new customers
- ▶ Promote to develop new solutions
- ▶ Enhance customers' satisfaction

2019.3

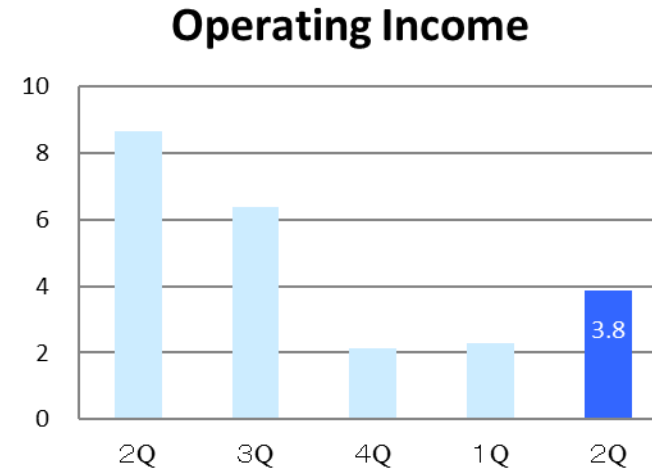
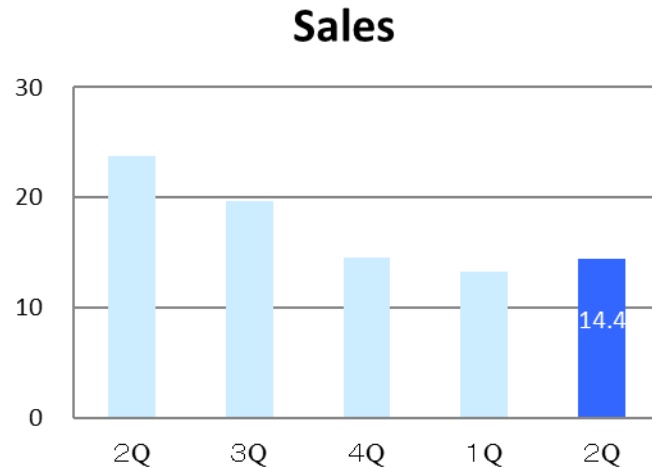
Sales Plan: 13.0 billion yen

(2019.3 1st Half : 5.99 billion yen)



Plastic Optics Business

(100 million yen)



- Develop new customers and products
- Promote production optimization strategy
- Develop new products for the next-generation high-speed communications market such as 5G

2019.3

Sales Plan: 6.0 billion yen

(2019.3 1st Half : 2.76 billion yen)





Enplas Corporation

Financial Results for the Second Quarter of
the Year Ending March 31, 2019

<https://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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