



2019.3 Third-Quarter Results

January 25, 2019
Enplas Corporation

Agenda

- 2019.3 Management Policy
- 2019.3 3rd Quarter Results
- 2019.3 3rd Quarter Results Overview
- 2019.3 Plan (Consolidated)
- Business Trends and Strategies 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

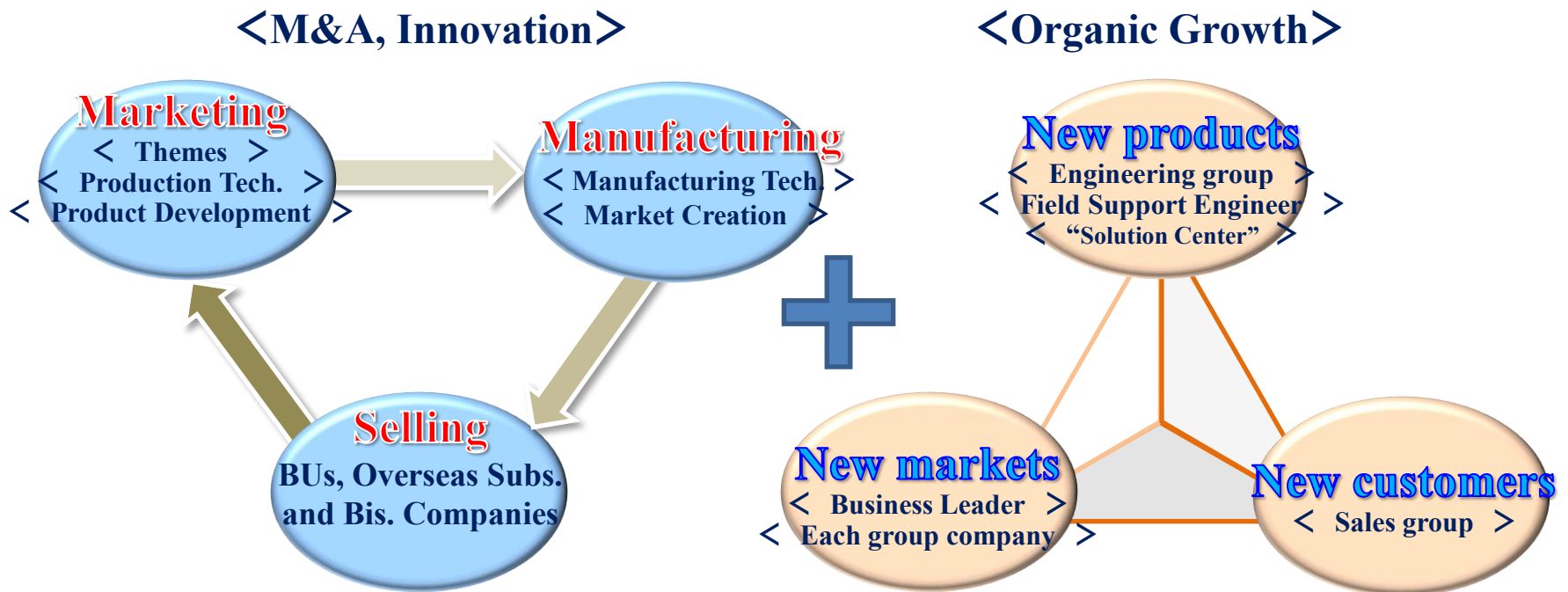
Expand sales by creating values for customers

M&A

Proactive support for post merger integration

Focus Area

Business Operation



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

2019.3 Third Quarter Business Results

(100 million yen)

	2019.3	2018.3	Change	2019.3
	9M/3Q Results	9M/3Q Results		Full-year Plan
Sales	237.8	256.7	-7.4%	340.0
COGS Ratio	57.1%	52.8%	4.3pt	55.5%
Operating Income	15.4	37.7	-59.1%	33.0
Ordinary Income	18.4	36.0	-48.8%	33.0
Profit attributable to owners of parent	10.9	25.4	-56.9%	23.0
Comprehensive Income	11.1	31.3	-64.6%	—
Net Income Per Share	85.67_{yen}	198.85_{yen}	-113.18 _{yen}	179.76_{yen}

2019.3 Third Quarter Results by Segment

(100 million yen)

	2019.3 9M/3Q Results	2018.3 9M/3Q Results	Change	2019.3 Full-year Plan
Engineering Plastic Business	110.2	99.9	10.3%	150.0
COGS Ratio	64.1%	63.0%	1.1pt	-
Operating Income	1.4	0.6	134.2%	-
Semiconductor Peripherals Business	88.3	93.5	-5.6%	130.0
COGS Ratio	55.3%	52.5%	2.8pt	-
Operating Income	6.5	16.2	-59.6%	-
Plastic Optics Business	39.2	63.2	-37.9%	60.0
COGS Ratio	41.5%	37.1%	4.4pt	-
Operating Income	7.3	20.8	-64.6%	-
Net Sales	237.8	256.7	-7.4%	340.0
COGS Ratio	57.1%	52.8%	4.3pt	55.5%
Operating Income	15.4	37.7	-59.1%	33.0

Quarterly Results

(100 million yen)

	2019.3			2018.3	
	3Q	2Q	1Q	4Q	3Q
Sales	75.7	81.8	80.1	76.1	85.3
COGS Ratio	59.2%	57.1%	55.2%	56.7%	53.1%
Operating Income	1.9	6.3	7.1	5.9	11.3
Ordinary Income	1.4	7.8	9.1	2.4	10.5
Profit attributable to owners of parent	0.6	5.2	5.0	-0.0	6.7
Net Income Per Share	5.18_{yen}	40.96_{yen}	39.53_{yen}	-0.60_{yen}	52.86_{yen}



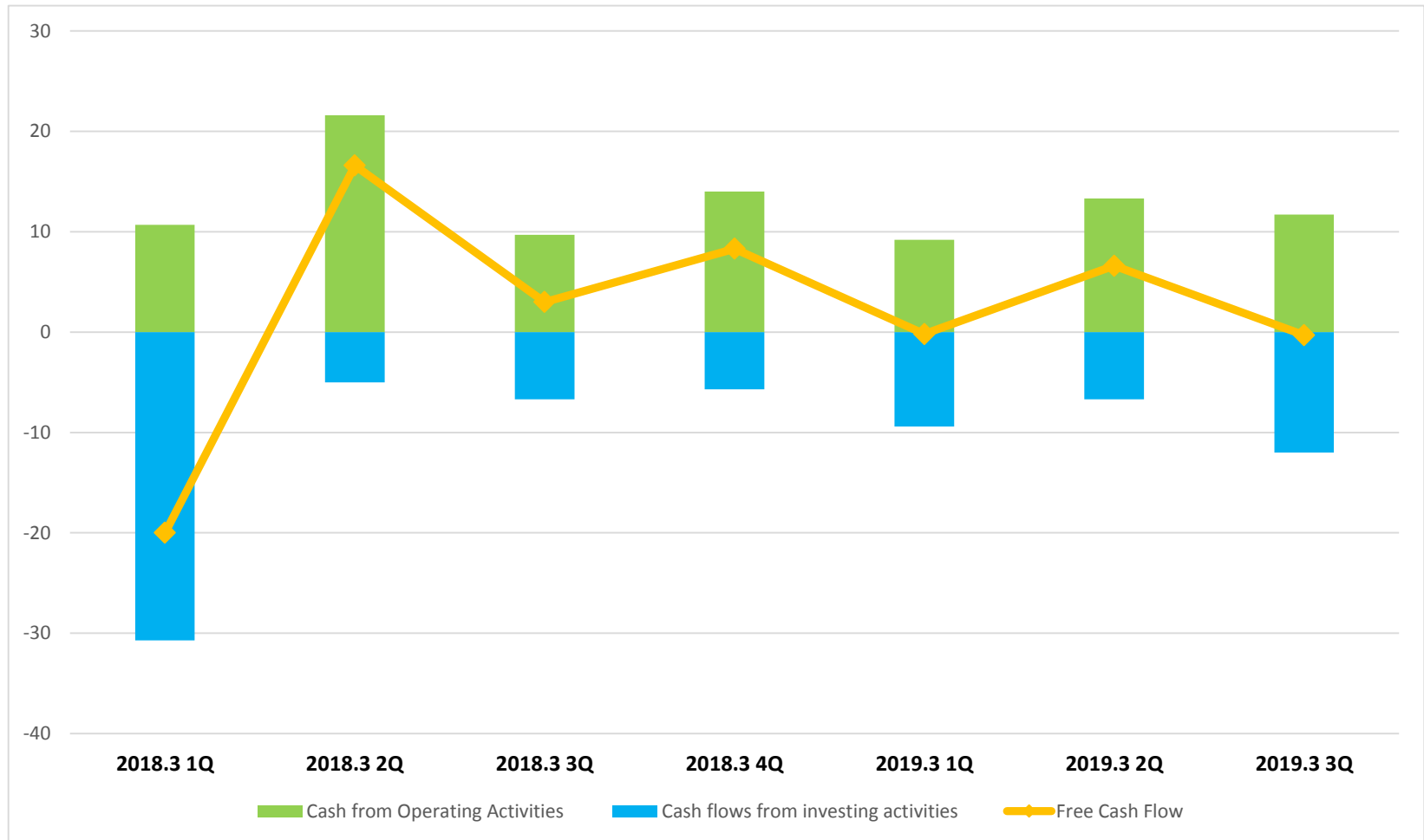
Quarterly Results by Segment

(100 million yen)

	2019.3			2018.3	
	3Q	2Q	1Q	4Q	3Q
Engineering Plastic Business	35.7	38.7	35.6	35.3	33.9
COGS Ratio	66.4%	64.0%	62.1%	63.3%	64.6%
Operating Income	-0.5	1.2	0.8	0.9	△0.9
Semiconductor Peripherals Business	28.4	28.6	31.2	26.1	31.7
COGS Ratio	56.4%	57.0%	52.7%	55.6%	51.5%
Operating Income	1.2	1.3	4.0	2.8	5.9
Plastic Optics Business	11.5	14.4	13.2	14.5	19.6
COGS Ratio	44.0%	38.9%	42.3%	42.8%	36.1%
Operating Income	1.2	3.8	2.2	2.1	6.3
Net Sales	75.7	81.8	80.1	76.1	85.3
COGS Ratio	59.2%	57.1%	55.2%	56.7%	53.1%
Operating Income	1.9	6.3	7.1	5.9	11.3

»»» Cash Flow

(100 million yen)



Third Quarter Overview

◆ Average Exchange Rate (US\$)

2019.3 9M/3Q	2018.3 9M/3Q	Change
110.78 _{yen}	111.78 _{yen}	-1.00 _{yen}

Exchange Rate
End of December/2018
111.02yen

Exchange Rate
End of March/2018
106.25yen

◆ SGA

(100 Million yen)

2019.3 9M/3Q	2018.3 9M/3Q	Change
86.5	83.5	3.0

➤ Amortization of Goodwill: 2.4 (2018.3 9M/3Q: Amortization of Goodwill: 1.2)

➤ Amortization of intangible assets: 0.9

◆ Non-operating profit and loss

(100 Million yen)

2019.3 9M/3Q	2018.3 9M/3Q	Change
3.0	-1.6	4.6

➤ Foreign exchange gain: 3.2 (2018.3 9M/3Q: Foreign exchange loss: 1.1)

»» 2019.3 Plan (Consolidated)

2019.3 Plan

(100 million yen)

	2019.3	2019.3
	Full-year	9M/3Q Results
Sales	340.0	237.8
COGS Ratio	55.5%	57.1%
Operating Income	33.0	15.4
Ordinary Income	33.0	18.4
Profit attributable to owners of parent	23.0	10.9
Net Income Per Share	179.76 _{yen}	85.67 _{yen}

2019.3 Plan by Segment

(100 million yen)

	2019.3	2019.3
	Full-year	9M/3Q Result
Engineering Plastic Business	150.0	110.2
Semiconductor Peripherals Business	130.0	88.3
Plastic Optics Business	60.0	39.2

2019.3 Plan (Reference)

(100 million yen)

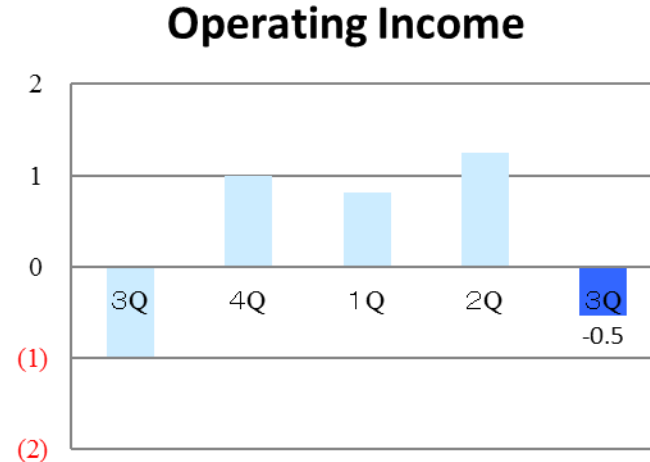
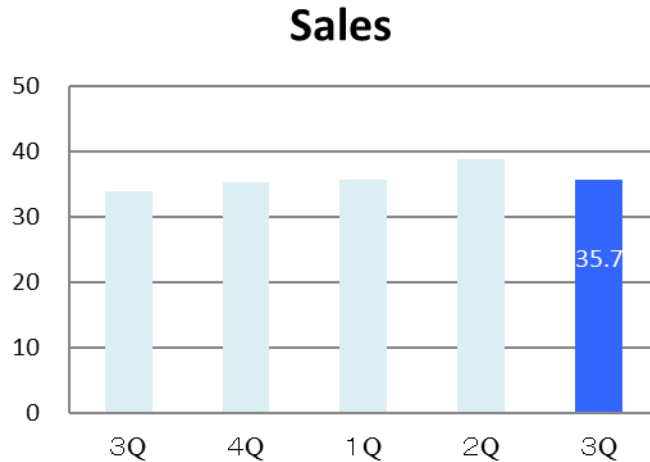
	2019.3		2018.3
	Full-year	9M/3Q Results	Results
Capital expenditures	18.0	13.3	20.6
Depreciation	20.0	15.3	20.2
R&D	12.0	9.3	11.9

Capital expenditures plan changed

»» Business Trends and Strategies by 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

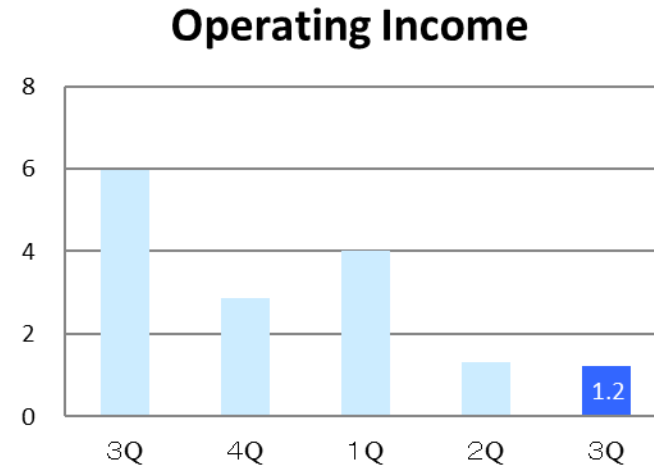
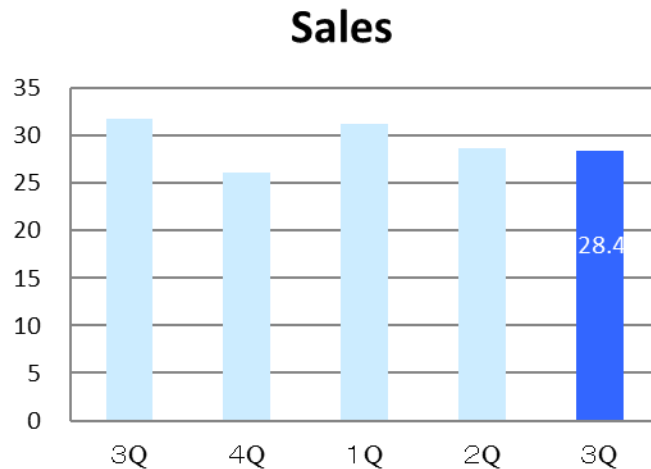
Sales Plan: 15.0 billion yen

(2019.3 9M/3Q: 11.02 billion yen)



▶▶▶ Semiconductor Peripherals Business

(100 million yen)

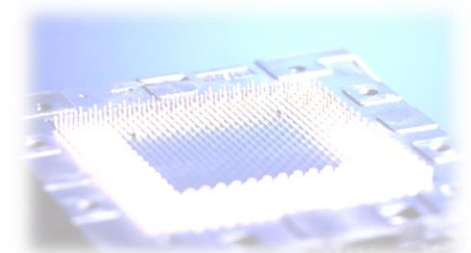


- ▶ Promote to develop new customers
- ▶ Promote to develop new solutions
- ▶ Enhance customers' satisfaction

2019.3

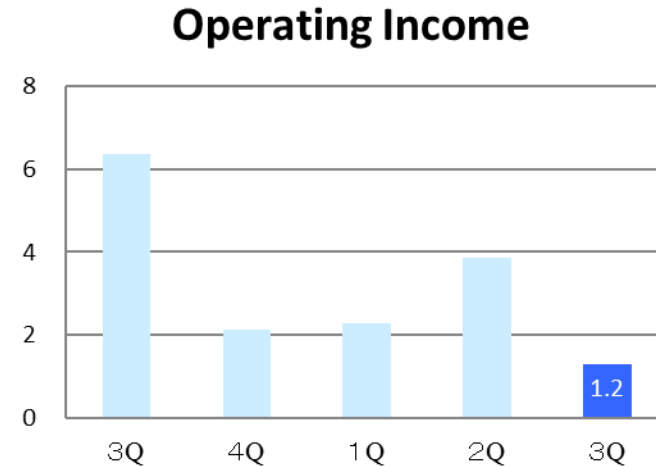
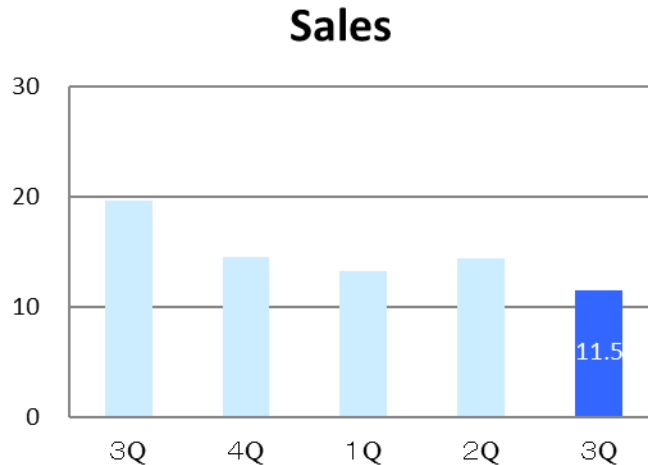
Sales Plan: 13.0 billion yen

(2019.3 9M/3Q: 8.83 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 9M/3Q: 3.92 billion yen)





Enplas Corporation

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

<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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