



2020.3 First-Quarter Results

July 19, 2019
Enplas Corporation

Agenda

- 2020.3 Management Policy
- 2020.3 1st Quarter Results
- 2020.3 1st Quarter Results Overview
- 2020.3 Plan (Consolidated)
- Trend and Business Strategy by Segment

Focus Area

Market change

Promote technological innovation

Collaborations crossover industry boundaries

Being aware of customer needs



Enplas's core competencies

Customer network

Global quality standard

Comprehensive technologies

Design optimization

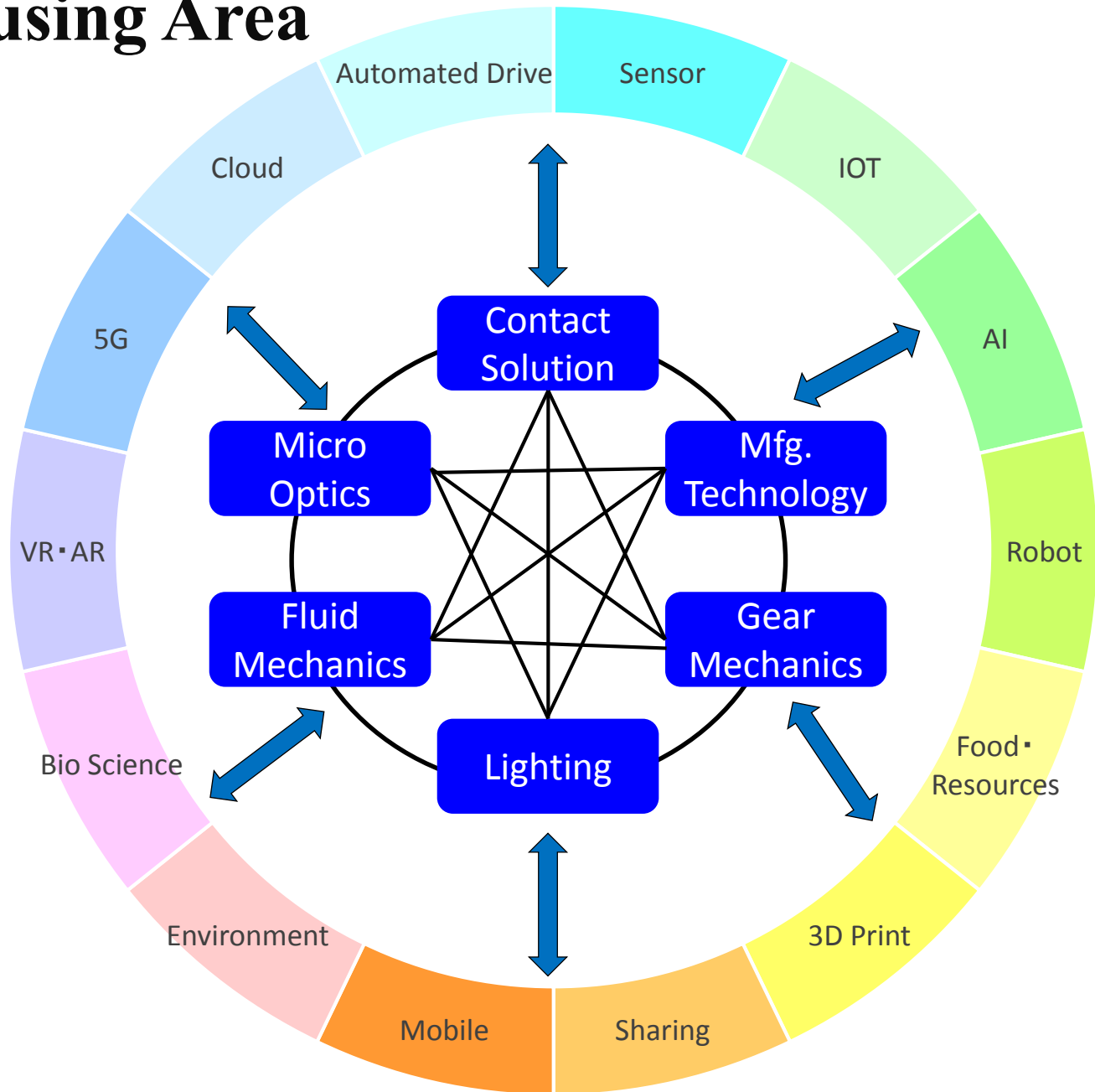
Manufacturing

Business creation



Expand Business Portfolios

Focus Area



2020.3 First Quarter Business Results

(100 million yen)

	2020.3	2019.3	Change	2020.3	
	1Q Results	4Q Results		Half-year Plan	Full-year Plan
Sales	82.8	75.0	10.4%	152.0	320.0
COGS Ratio	55.4%	60.6%	△5.2pt	58.0%	57.0%
Operating Income	8.5	1.9	341.7%	8.0	20.0
Ordinary Income	7.9	0.3	2316.1%	8.0	20.0
Profit attributable to owners of parent	6.3	△7.6	-	5.6	14.0
Comprehensive Income	△0.0	△6.3	-	—	—
Net Income Per Share	49.91yen	△59.64yen	109.55yen	44.99yen	112.47yen

Quarterly Results

(100 million yen)

	2020.3	2019.3			
	1Q	4Q	3Q	2Q	1Q
Sales	82.8	75.0	75.7	81.8	80.1
COGS Ratio	55.4%	60.6%	59.2%	57.1%	55.2%
Operating Income	8.5	1.9	1.9	6.3	7.1
Ordinary Income	7.9	0.3	1.4	7.8	9.1
Profit attributable to owners of parent	6.3	△7.6	0.6	5.2	5.0
Net Income Per Share	49.91yen	△59.64yen	5.18yen	40.96yen	39.53yen

2020.3 First Quarter Results by Segment

(100 million yen)

	2020.3		2019.3		
	1Q	4Q	3Q	2Q	1Q
Engineering Plastic Business	33.3	33.1	35.7	38.7	35.6
COGS Ratio	65.1%	69.5%	66.4%	64.0%	62.1%
Operating Income	△2.1	△1.3	△0.5	1.2	0.8
Semiconductor Peripherals Business	38.0	30.8	28.4	28.6	31.2
COGS Ratio	50.8%	56.1%	56.4%	57.0%	52.7%
Operating Income	7.5	2.2	1.2	1.3	4.0
Plastic Optics Business	11.4	10.9	11.5	14.4	13.2
COGS Ratio	42.5%	46.5%	44.0%	38.9%	42.3%
Operating Income	3.1	1.0	1.2	3.8	2.2
Net Sales	82.8	75.0	75.7	81.8	80.1
COGS Ratio	55.4%	60.6%	59.2%	57.1%	55.2%
Operating Income	8.5	1.9	1.9	6.3	7.1

2020.3 Business Results Overview

◆ COGS Ratio

2020.3 1Q	2019.3 4Q	Change
55.4%	60.6%	Δ5.2pt

- Decrease of fixed cost ratio due to sales increase
- Sales increase of High-margin products
(Engineering Plastic Business and Semiconductor Peripherals Business)
- Cost reduction (Reorganization of production system, Review of parts supply)

◆ Non-operating profit and loss

(100 million yen)

2020.3 1Q	2019.3 4Q	Change
Δ0.5	Δ1.5	1.0

- Loss on investment in affiliates: 0.5 (2019.3 4Q: 1.9)
- Foreign exchange loss: 0.8 (2019.3 4Q: 0.6)

◆ Average Exchange Rate (US\$)

2020.3 1Q	2019.3 Full-year	Change
109.99yen	110.67yen	Δ0.68yen

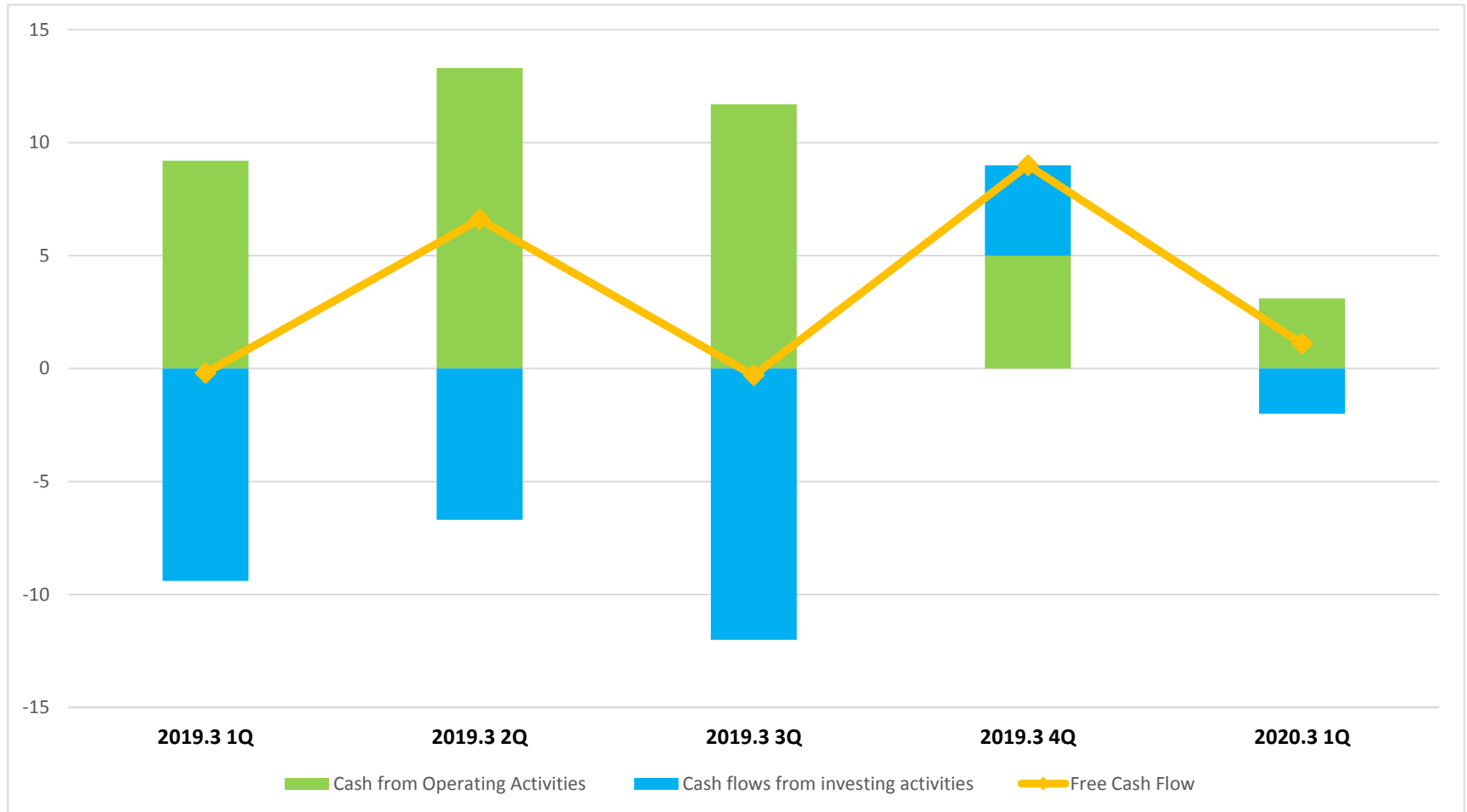
Exchange Rate End of
June/2019 : 107.75yen

Exchange Rate End of
March/2019 : 111.00yen

Change : 3.25yen

▶▶▶ Cash flow

(100 million yen)



2020.3 First Quarter Actions Implemented

➤ Acquisition of Own Shares

- **Total cost of acquisition: Up to 1,500 million yen**
- **Total number of shares to be acquired: Up to 500,000 shares**
(Equivalent to 3.91% of outstanding shares [Excluding treasury stock])
- **Total number of shares acquired and total cost of acquisition**
(As of June 30, 2019)
 - Total cost of acquisition: 1,049,480,000 yen**
 - Total number of shares acquired: 347,000 shares**

»» 2020.3 Plan (Consolidated)

2020.3 Plan

(100 million yen)

	2020.3	
	Full-year	1 st Half
Net Sales	320.0	152.0
COGS Ratio	57.0%	58.0%
Operating Income	20.0	8.0
Ordinary Income	20.0	8.0
Profit attributable to owners of parent	14.0	5.6
Net Income Per Share	112.47 _{yen}	44.99 _{yen}
Dividends Per Share	30.00 _{yen}	15.00 _{yen}

※No change

2020.3 Plan by Segment

(100 million yen)

	2020.3	
	Full-year	1 st Half
Engineering Plastic Business	146.0	70.0
Semiconductor Peripherals Business	128.0	60.0
Plastic Optics Business	46.0	22.0

※No change

2020.3 Plan (Reference)

(100 million yen)

	2020.3		2019.3
	Full-year	1Q Results	Results
<u>Capital expenditures</u>	20.0	4.7	18.3
<u>Depreciation</u>	22.0	5.5	22.5
<u>R&D</u>	12.0	2.7	12.6

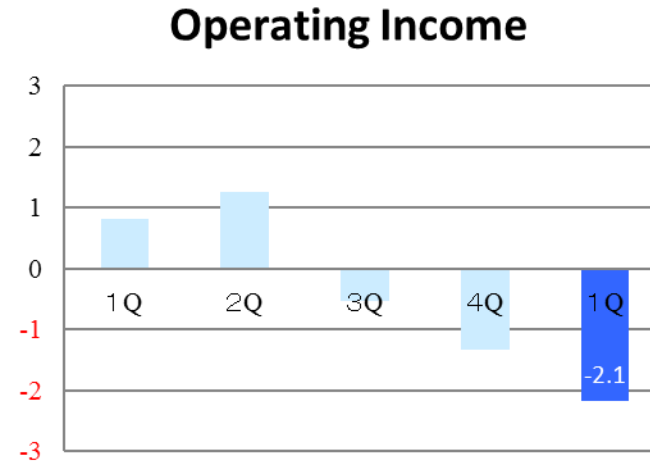
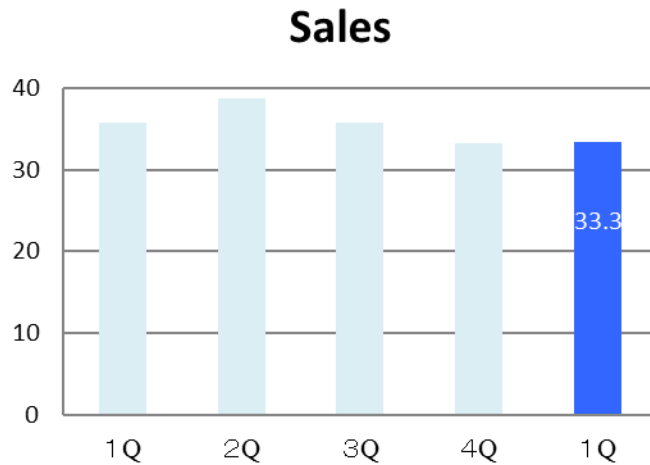
※No change



Business Trend and Strategy for Each Segment

Engineering Plastic Business

(100 million yen)



- Promote to develop new customers globally
- Promote “Gear Solutions Business”
- Accelerate the expansion of bio related business

2020.3

Sales Plan: 14.6 billion yen

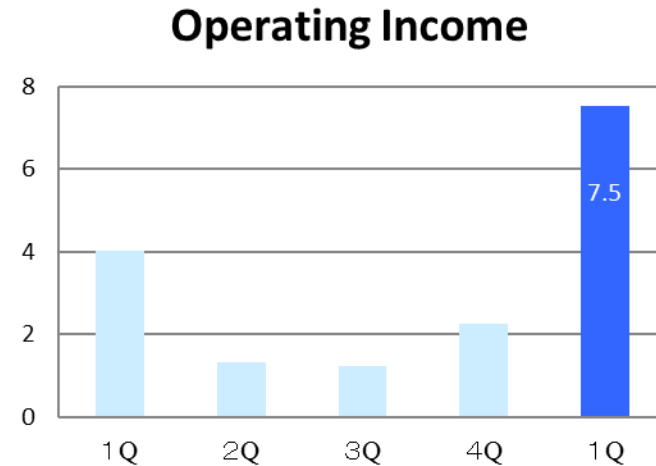
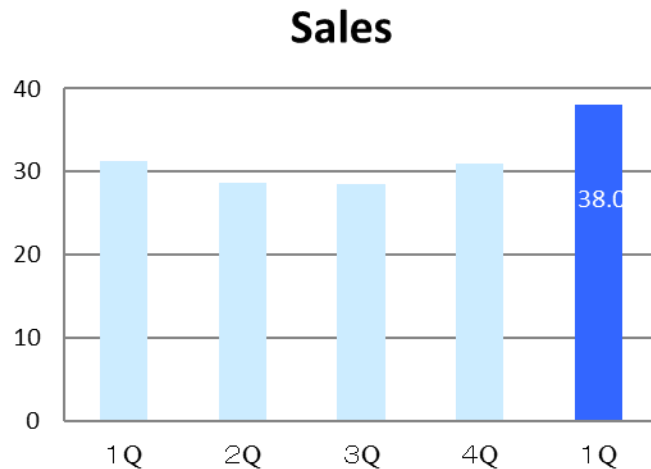
(1st Half Plan: 7.0 billion yen)

(1Q Results: 3.33 billion yen)



▶▶▶ Semiconductor Peripherals Business

(100 million yen)



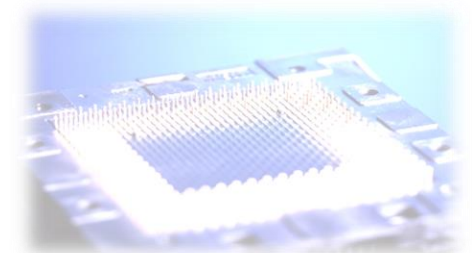
- ▶ **Promote to develop new solutions**
- ▶ **Expand business opportunities**
- ▶ **Enhance flexibility to changes in the business environment**

2020.3

Sales Plan: 12.8 billion yen

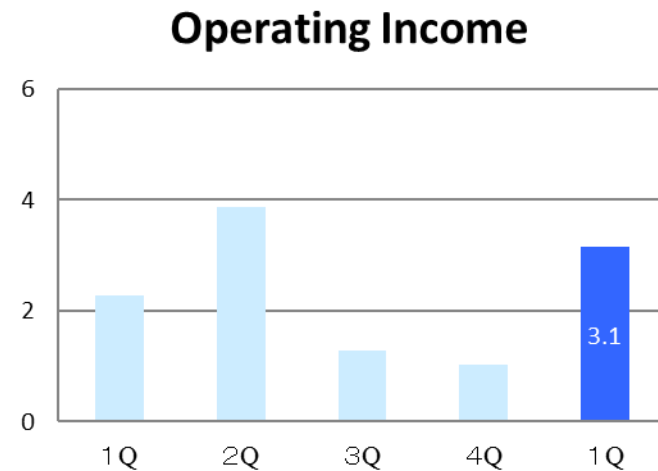
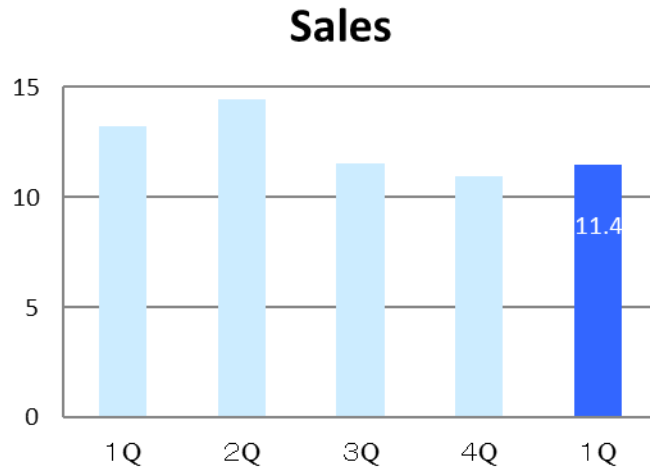
(1st Half Plan: 6.0 billion yen)

(1Q Results: 3.80 billion yen)



Plastic Optics Business

(100 million yen)



- **Strengthen ability to offer solutions to customers**
- **Place a new model on the market**
- **Develop new products for the new markets and the next-generation high-speed communications**

2020.3

Sales Plan: 4.6 billion yen
(1st Half Plan: 2.2 billion yen)

(1Q Results: 1.14 billion yen)





Enplas Corporation

Financial Results for the First Quarter of
the Year Ending March 31, 2020

<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.

All the information in this document is the property of Enplas Corporation. All parties are prohibited, for whatever purpose, to copy, modify, reproduce, transmit, etc. this information regardless of ways and means without prior written permission of Enplas Corporation.