



# 2021.3 First-Quarter Results

July 28, 2020  
Enplas Corporation

# Agenda

- **2021.3 1st Quarter Results**
- **2021.3 1st Quarter Results Overview**
- **Business Trend and Strategy for Each Segment**

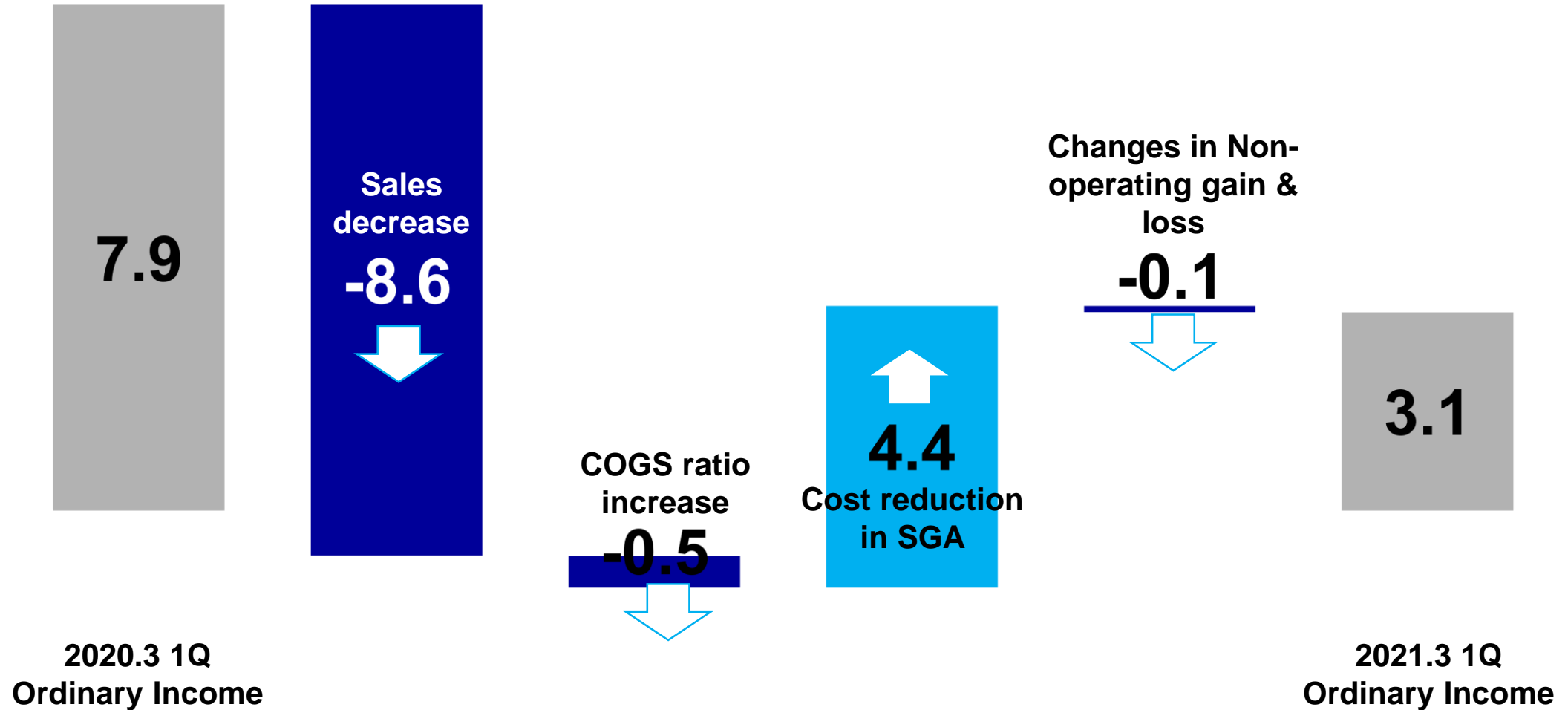
# 2021.3 First Quarter Business Results

(100 million yen)

	2020.3	2021.3	
	1Q Results	1Q Results	Change
Sales	<b>82.8</b>	<b>69.4</b>	△16.2%
COGS Ratio	<b>55.4%</b>	<b>60.1%</b>	4.7 pt
Operating Income	<b>8.5</b>	<b>3.7</b>	△55.7%
Ordinary Income	<b>7.9</b>	<b>3.1</b>	△60.7%
Profit attributable to owners of parent	<b>6.3</b>	△ <b>0.9</b>	-
Comprehensive Income	△ <b>0.0</b>	<b>2.0</b>	-
Net Income Per Share	<b>49.91</b> yen	△ <b>7.35</b> yen	△ <b>57.26</b> yen

# Analysis of Consolidated Ordinary Income

(100 million yen)



# 2021.3 First Quarter Results by Segment (100 million yen)

		2020.3	2021.3	
		1Q Results	1Q Results	Change
<b>Engineering Plastic Business</b>	Sales	<b>33.3</b>	<b>23.4</b>	△29.8%
	COGS Ratio	65.1%	76.9%	11.8pt
	Operating Income	△2.1	△5.1	-
<b>Semiconductor Peripherals Business</b>	Sales	<b>38.0</b>	<b>35.8</b>	△5.6%
	COGS Ratio	50.8%	54.2%	3.4pt
	Operating Income	<b>7.5</b>	<b>5.9</b>	△21.8%
<b>Plastic Optics Business</b>	Sales	<b>11.4</b>	<b>10.1</b>	△11.4%
	COGS Ratio	42.5%	42.1%	△0.4pt
	Operating Income	<b>3.1</b>	<b>3.0</b>	△4.0%
<b>Total</b>	Sales	<b>82.8</b>	<b>69.4</b>	△16.2%
	COGS Ratio	55.4%	60.1%	4.7pt
	Operating Income	<b>8.5</b>	<b>3.7</b>	△55.7%

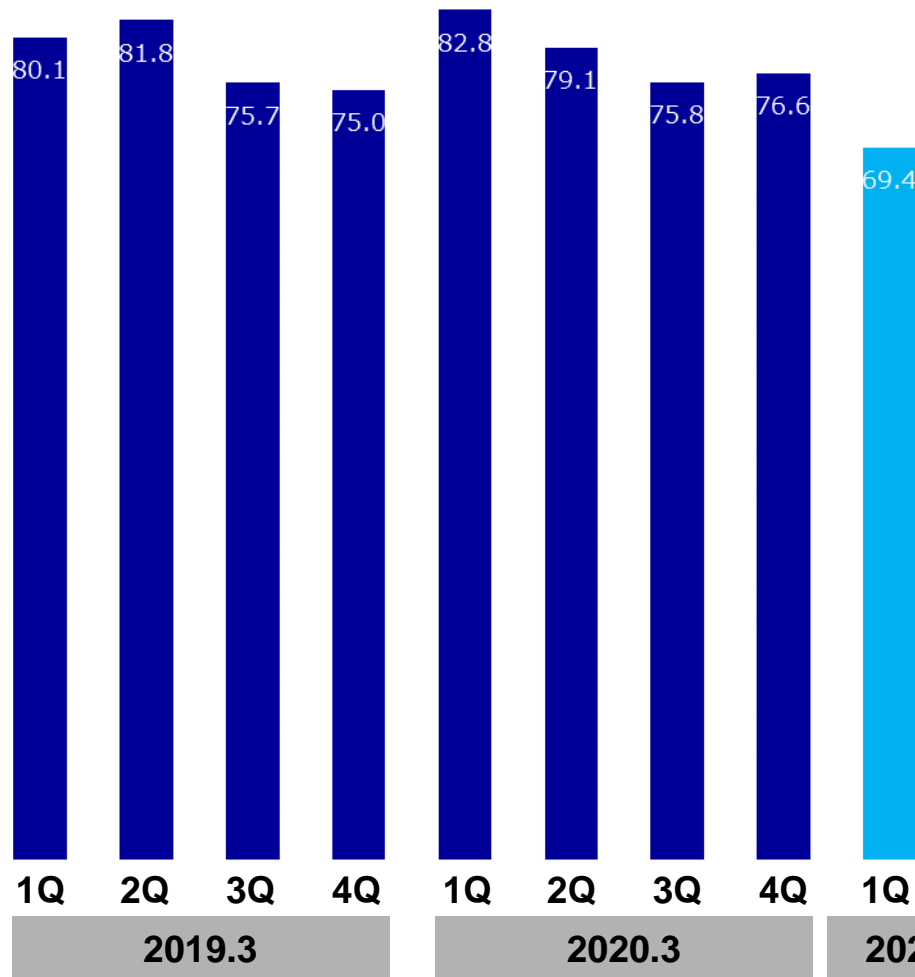
# Quarterly Results

(100 million yen)

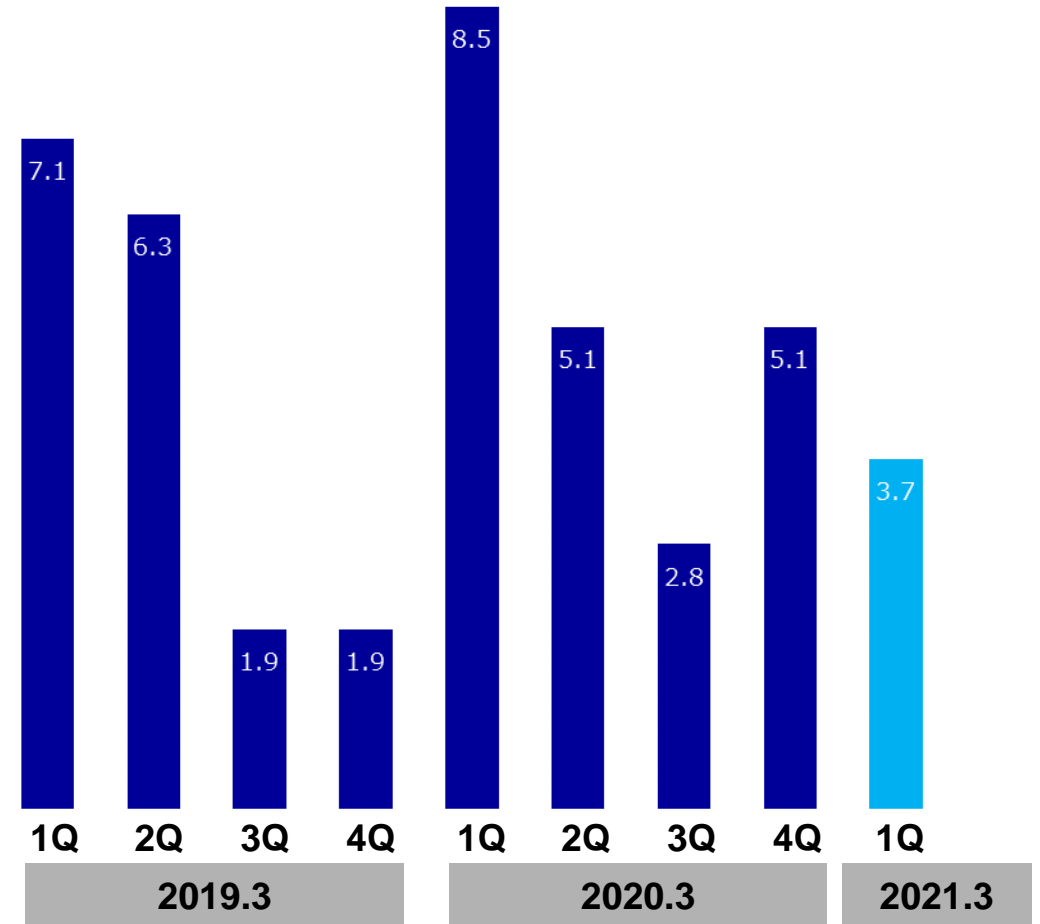
	2020.3				2021.3
	1Q	2Q	3Q	4Q	1Q
Sales	<b>82.8</b>	<b>79.1</b>	<b>75.8</b>	<b>76.6</b>	<b>69.4</b>
COGS Ratio	<b>55.4%</b>	<b>59.0%</b>	<b>60.1%</b>	<b>59.8%</b>	<b>60.1%</b>
Operating Income	<b>8.5</b>	<b>5.1</b>	<b>2.8</b>	<b>5.1</b>	<b>3.7</b>
Ordinary Income	<b>7.9</b>	<b>5.7</b>	<b>2.4</b>	<b>5.3</b>	<b>3.1</b>
Profit attributable to owners of parent	<b>6.3</b>	<b>8.0</b>	<b>0.3</b>	<b>△9.7</b>	<b>△0.9</b>
Net Income Per Share	<b>49.91</b> yen	<b>64.97</b> yen	<b>2.55</b> yen	<b>△79.04</b> yen	<b>△7.35</b> yen

# Quarterly Results

<Sales> (100 million yen)



<Operating Income> (100 million yen)



# Quarter Results by Segment

(100 million yen)

		2020.3				2021.3
		1Q	2Q	3Q	4Q	1Q
Engineering Plastic Business	Sales	<b>33.3</b>	<b>33.7</b>	<b>32.1</b>	<b>32.0</b>	<b>23.4</b>
	COGS Ratio	65.1%	66.8%	67.1%	69.4%	76.9%
	Operating Income	△ <b>2.1</b>	△ <b>1.3</b>	△ <b>2.4</b>	△ <b>2.1</b>	△ <b>5.1</b>
Semiconductor Peripherals Business	Sales	<b>38.0</b>	<b>34.4</b>	<b>34.8</b>	<b>34.4</b>	<b>35.8</b>
	COGS Ratio	50.8%	55.1%	54.5%	56.3%	54.2%
	Operating Income	<b>7.5</b>	<b>4.6</b>	<b>4.9</b>	<b>4.4</b>	<b>5.9</b>
Plastic Optics Business	Sales	<b>11.4</b>	<b>10.9</b>	<b>8.8</b>	<b>10.1</b>	<b>10.1</b>
	COGS Ratio	42.5%	47.2%	56.3%	41.6%	42.1%
	Operating Income	<b>3.1</b>	<b>1.8</b>	<b>0.3</b>	<b>2.9</b>	<b>3.0</b>
Total	Sales	<b>82.8</b>	<b>79.1</b>	<b>75.8</b>	<b>76.6</b>	<b>69.4</b>
	COGS Ratio	55.4%	59.0%	60.1%	59.8%	60.1%
	Operating Income	<b>8.5</b>	<b>5.1</b>	<b>2.8</b>	<b>5.1</b>	<b>3.7</b>



# 2021.3 Business Results Overview

## ◆SGA

(100 million yen)

2020.3 1Q	2021.3 1Q	Change
28.4	23.9	△4.4

- Traveling and transportation expenses: △0.9
- Amortization of Goodwill: △0.5
- Commission expenses, Research study expenses: △0.7

## ◆Non-operating profit and loss

(100 million yen)

2020.3 1Q	2021.3 1Q	Change
△0.5	△0.6	△0.1

- Exchange rate at the end of June/2020: 107.71yen (Exchange rate at the end of June/2019: 107.75yen)
- Foreign exchange loss: 0.4 (2020.3 1Q: 0.8)
- Loss on investment in affiliates: 0.7 (2020.3 1Q: 0.5)

## ◆Extra-ordinary profit and loss

(100 million yen)

2020.3 1Q	2021.3 1Q	Change
0.0	△1.5	△1.5

- Gain on sales of investment securities: 0.3
- Restructuring loss: 0.6
- Provision for loss on sublease: 0.9

## ➤➤➤ 2021.3 First Quarter Actions Implemented

### ➤ **Dissolution of capital and business alliance with DNA Chip Research Inc.**

#### ➤ **Results**

- ① Gather trends in the genetic testing market and the needs of end users.
- ② Develop applications for single cell genetic analysis.
- ③ Build evaluation technologies for genetic testing chip which Enplas has developed by using inspection equipment and know-how that DNA Chip Research has.

### ➤ **Acquisition of Own Shares**

➤ **Total cost of acquisition: Up to 500 million yen**

➤ **Total number of shares to be acquired: Up to 200,000 shares**  
(Equivalent to 1.62% of outstanding shares [Excluding treasury stock])

➤ **Total number of shares acquired and total cost of acquisition**  
**(As of June 30, 2020)**

-Total cost of acquisition: 197,211,400 yen

-Total number of shares acquired: 77,600 shares

# ▶▶▶ (Reference) Capital Expenditures, Depreciation and R&D

(100 million yen)

	2020.3	2021.3
	Results	1Q Results
Capital expenditures	20.4	4.0
Depreciation	24.3	5.7
R&D	11.1	2.5

## **Business Trend and Strategy for Each Segment**

# Engineering Plastic Business

## Environment

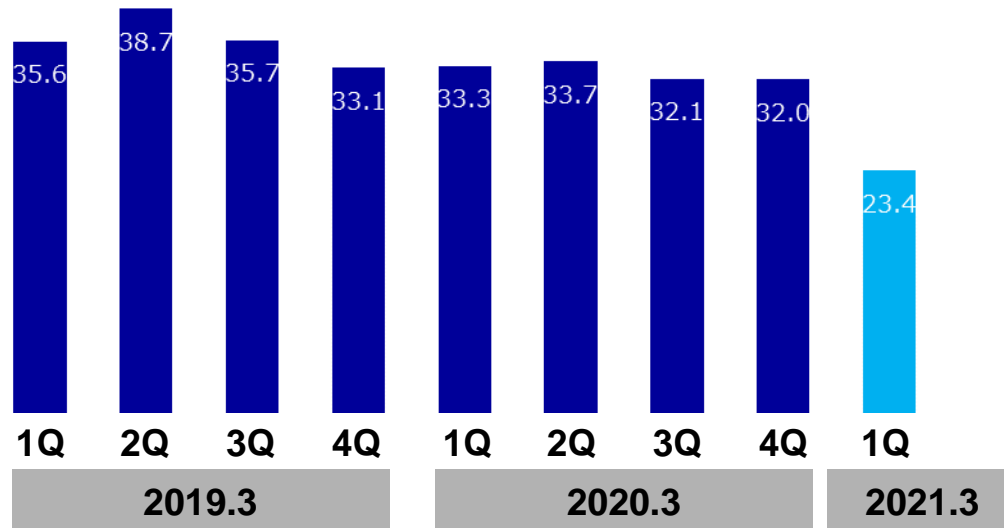
- Rapidly decrease in Automotive and OA market due to COVID-19
- Expectation for growth of the genetic testing market in Bio related business

## Strategy

- Promote “Solutions Business” and increase profitability through productivity improvement in Automotive and OA Business
- Continue to invest in Bio related business

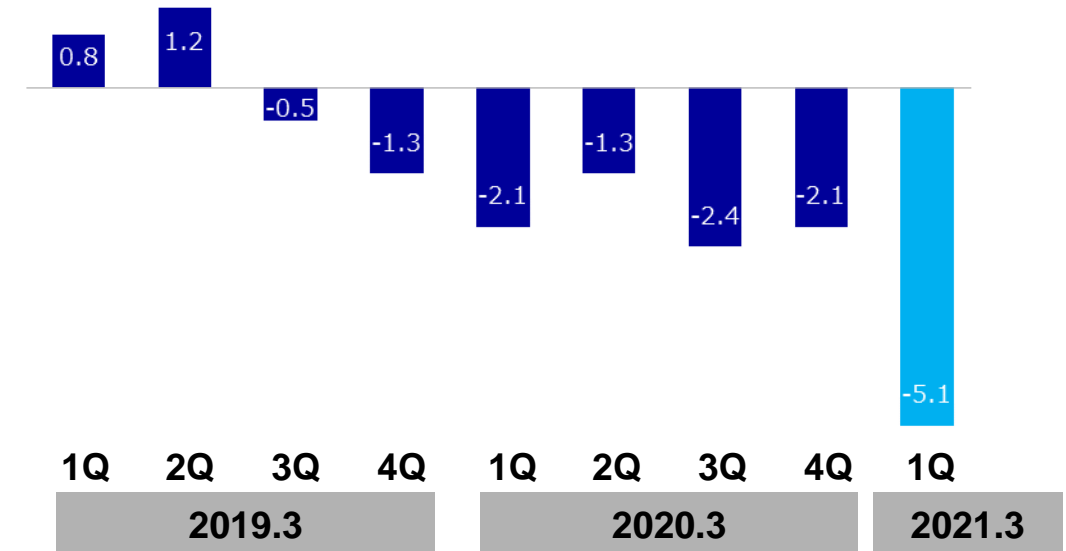
### <Sales>

(100 million yen)



### <Operating Income>

(100 million yen)



# Semiconductor Peripherals Business

Environment

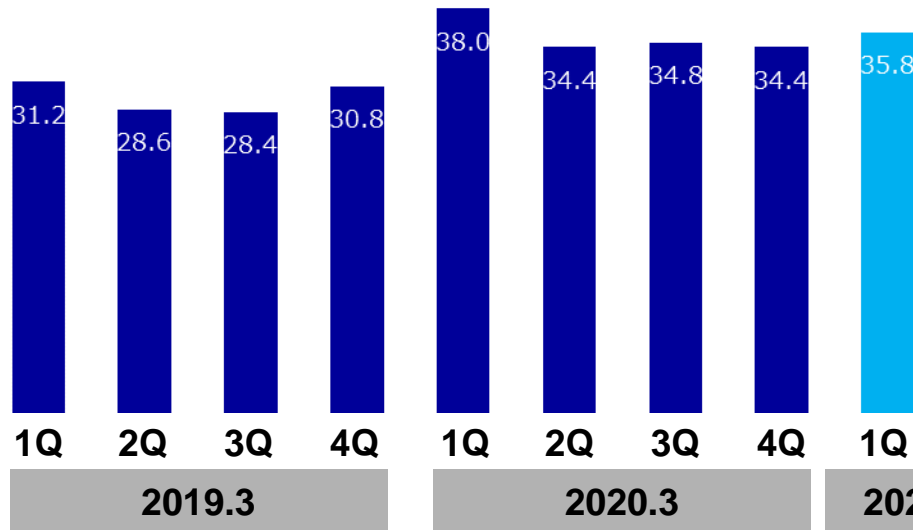
- Expand business opportunities with Servers and 5G related market growth
- Increase uncertainty due to the spread of COVID-19 and intensifying U.S.-China trade war

Strategy

- Expand business in growing segment
- Promote to develop new solutions
- Continue to strengthen production system

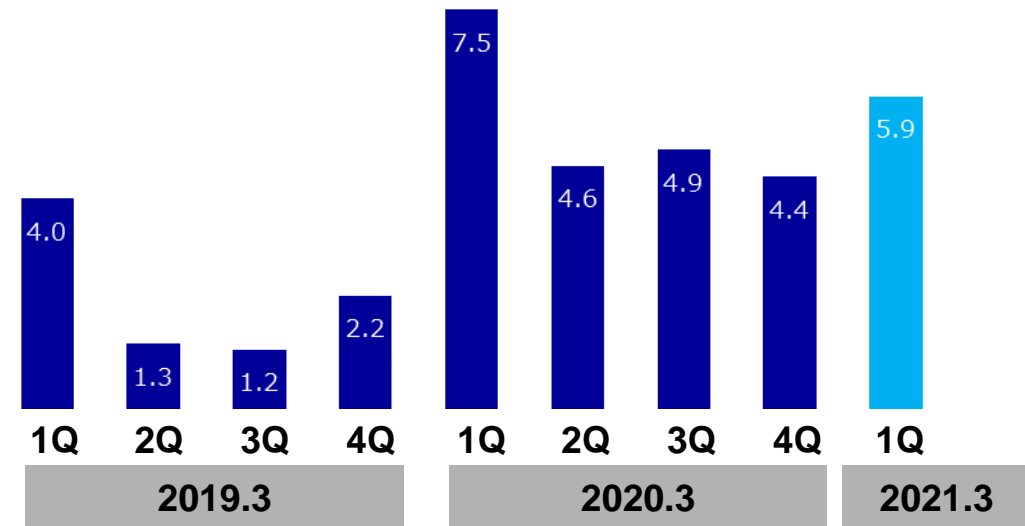
<Sales>

(100 million yen)



<Operating Income>

(100 million yen)



# Plastic Optics Business

## Environment

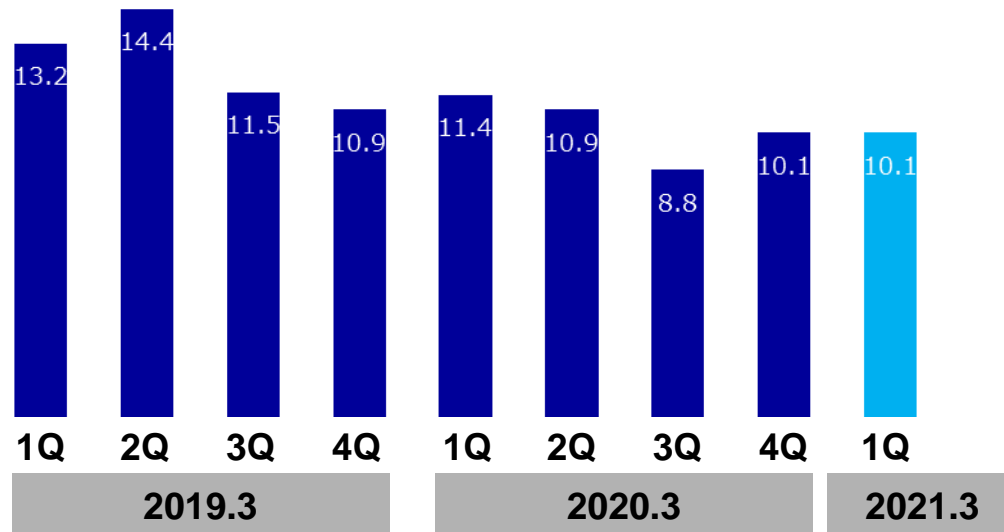
- Expand servers demand due to increased telecommunications volumes
- Increase uncertainty in TV market due to the spread of COVID-19

## Strategy

- Develop new products for the new markets and the next-generation high-speed communications

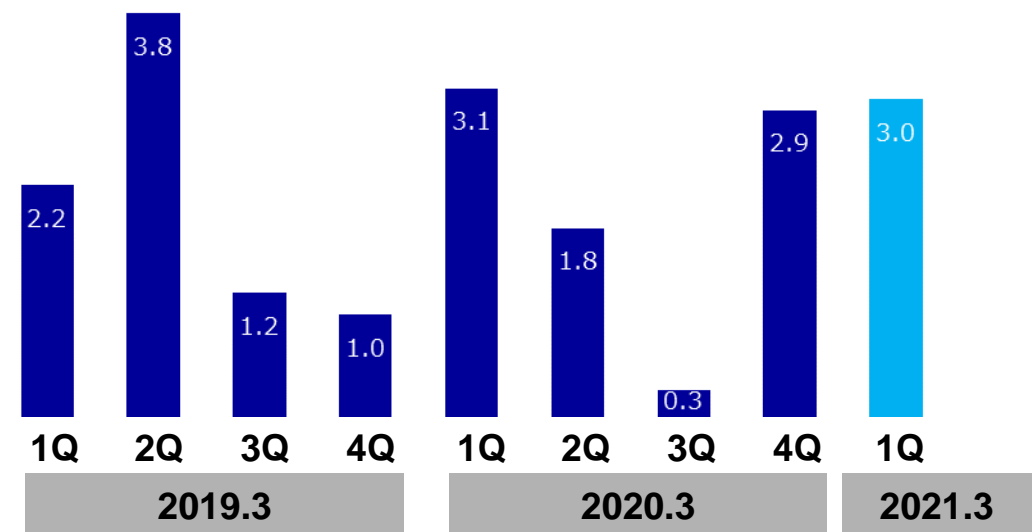
### <Sales>

(100 million yen)



### <Operating Income>

(100 million yen)





# Enplas Corporation

## Financial Results for the First Quarter of the Year Ending March 31, 2021

<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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The official version of this announcement was published in Japanese. An unofficial English translation is provided for the convenience of overseas investors. For any discrepancies between the Japanese and English versions, the Japanese version shall prevail.