



2022.3 First-Quarter Results

July 28, 2021
Enplas Corporation

Agenda

2022.3 Business Plan

- **Corporate Philosophy and Management Policy**
- **Segment Change**
- **Topics**

2022.3 First-Quarter Results

- **Business Results**
- **Business Results Overview**

2022.3 Plan

Business Trend and Strategy for Each Segment

»» 2022.3 Business Plan

Corporate Philosophy and Management Policy

Corporate Philosophy

Enplas will continue pursuing cutting-edge technology and offering creative value to the global market, based on advanced expertise cultivated in the field of engineering plastics.

Management Policy

Achieve sustainable growth and contribute to the creation of social value

Our Approach

Mega Trend



The needs of the end user named Earth

Phenomena

Population Explosion



Aging Society



Global Environmental Problem



Issues

Poverty

Water shortage

Food shortage

Concentration in city population

Decrease in the working age population

Raising medical expenses

Global warming/Extreme whether

Marine plastic waste

Infectious disease

Concentrate the wisdom of mankind

Solutions

Healthy life expectancy

Personalized medicine

Effective use of water resources

Food safety

CASE

AI/IoT

Labor saving/Automation

Productivity improvement

CO₂ reduction

Recycle

Create bright future

Technology Trend

Core Competencies



(Total Engineering Plastic technology)

Fluid control technology

Luminous flux control technology

Contact solutions

Gear trains solutions

Global production system

Uniform quality in the world

Environmental solutions such as biodegradable plastics

Development of new materials

Ultra-fine processing technology

Corporate culture of "Creation" and "Challenge"



Solving social issues ⇒ Missions

Pursing of economic value ⇒ Opportunities

Segment Change

To 2021.3

Product basis

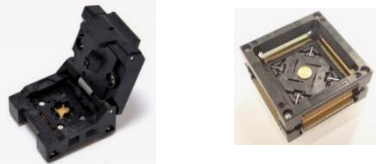
Engineering Plastic Business



Gears and other mechanical parts

- ※Engineering Plastic Business
- Automobile and printer parts → Energy Saving Solution
 - Bio related business and New business development → Life Science

Semiconductor Peripherals Business



Test Sockets

Plastic Optics Business



Optical Components

From 2022.3

Market/ Application basis

Energy Saving Solution	Motor actuators
	Fluid control
Life Science	Genetic test
	Support to drug development
	Food and agriculture
Semiconductor	Servers, autonomous driving and mobile
	Reliability assessment
Digital Communication	Communication (5G and 6G)
	Display



»» Topics

1. Governance Improvements in 2022.3

- Increase the number of outside directors
(from 3 to 4, ratio of independent outside directors: more than 50%)
- Establish the Nomination and Compensation Advisory Committee
(majority of outside directors, chaired by an outside director)
- Adopt transfer-restricted stock compensation as a long-term incentive
- Renewal of Anti-Takeover Measures
- Disclose more information on ESGs

2. New Market Category (Prime Market) of Tokyo Stock Exchange

- We have received a notification from Tokyo Stock Exchange that we have met the listing standards for the Prime Market of the Tokyo Stock Exchange based on the initial assessment of compliance with the listing requirements for the new market category.
- We will proceed with the application for the selection of the new market category through a resolution of the Board of Directors.

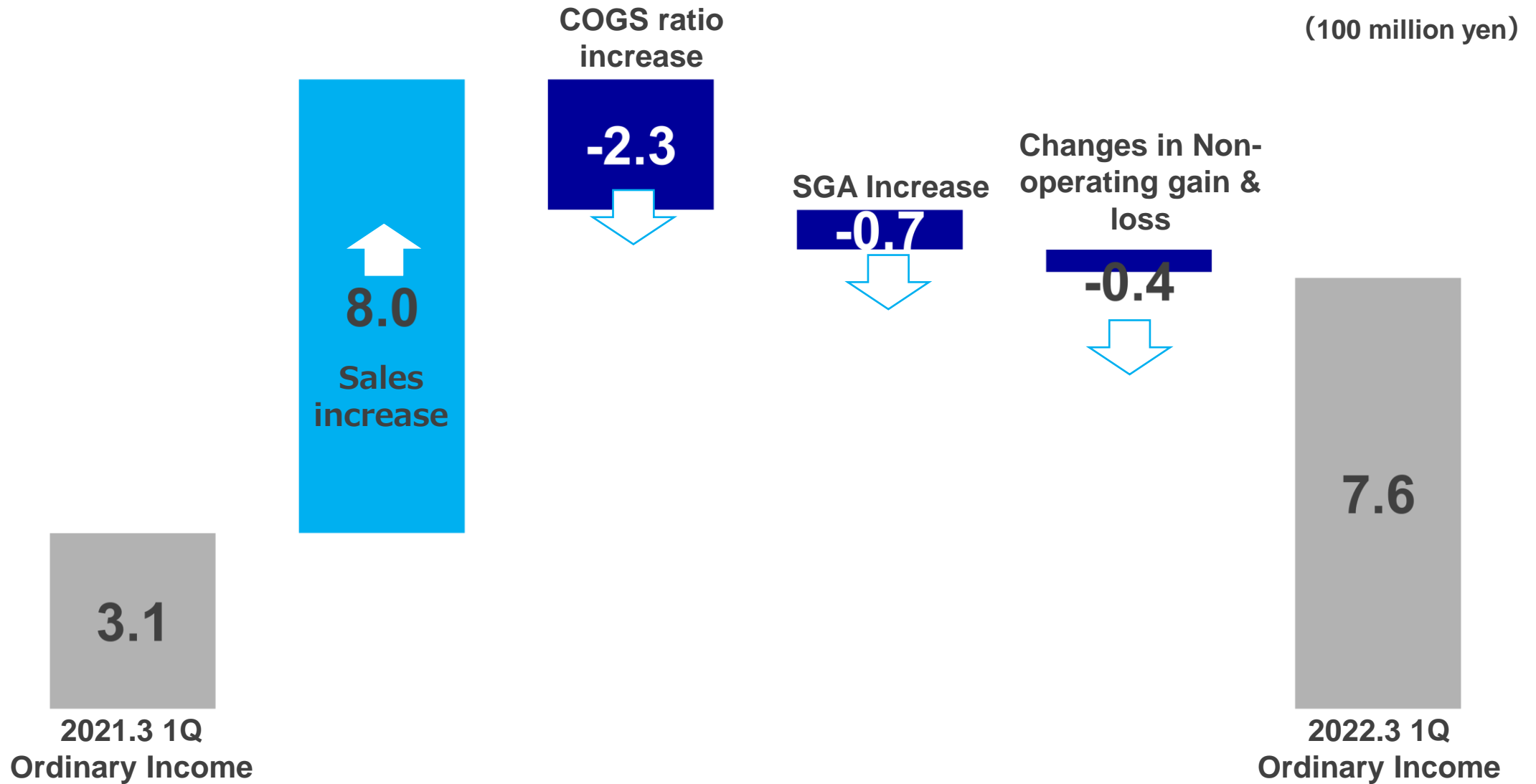
»» 2022.3 First-Quarter Results

2022.3 First Quarter Business Results

(100 million yen)

	2021.3	2022.3	
	1Q Results	1Q Results	Change
Sales	69.4	82.3	18.5%
COGS Ratio	60.1%	59.4%	△0.7 pt
Operating Income	3.7	8.7	130.8%
Ordinary Income	3.1	7.6	144.7%
Profit attributable to owners of parent	△0.9	4.5	-
Comprehensive Income	2.0	4.3	112.1%
Net Income Per Share	△7.35yen	51.49yen	58.84yen

Analysis of Consolidated Ordinary Income



2022.3 First Quarter Results by Segment

(100 million yen)

		2021.3	2022.3	
		1Q Results	1Q Results	Change
Energy Saving Solution	Sales	19.5	28.6	46.5%
	COGS Ratio	76.1%	66.2%	△9.9pt
	Operating Income	△1.0	3.1	-
Semiconductor	Sales	35.8	36.5	1.8%
	COGS Ratio	54.2%	56.9%	2.7pt
	Operating Income	5.9	5.4	△7.8%
Digital Communication	Sales	10.1	11.4	12.5%
	COGS Ratio	42.1%	40.0%	△2.1pt
	Operating Income	3.0	3.9	29.0%
Life Science	Sales	3.8	5.7	47.9%
	COGS Ratio	81.0%	80.2%	△0.8pt
	Operating Income	△4.0	△3.7	-

Quarterly Results

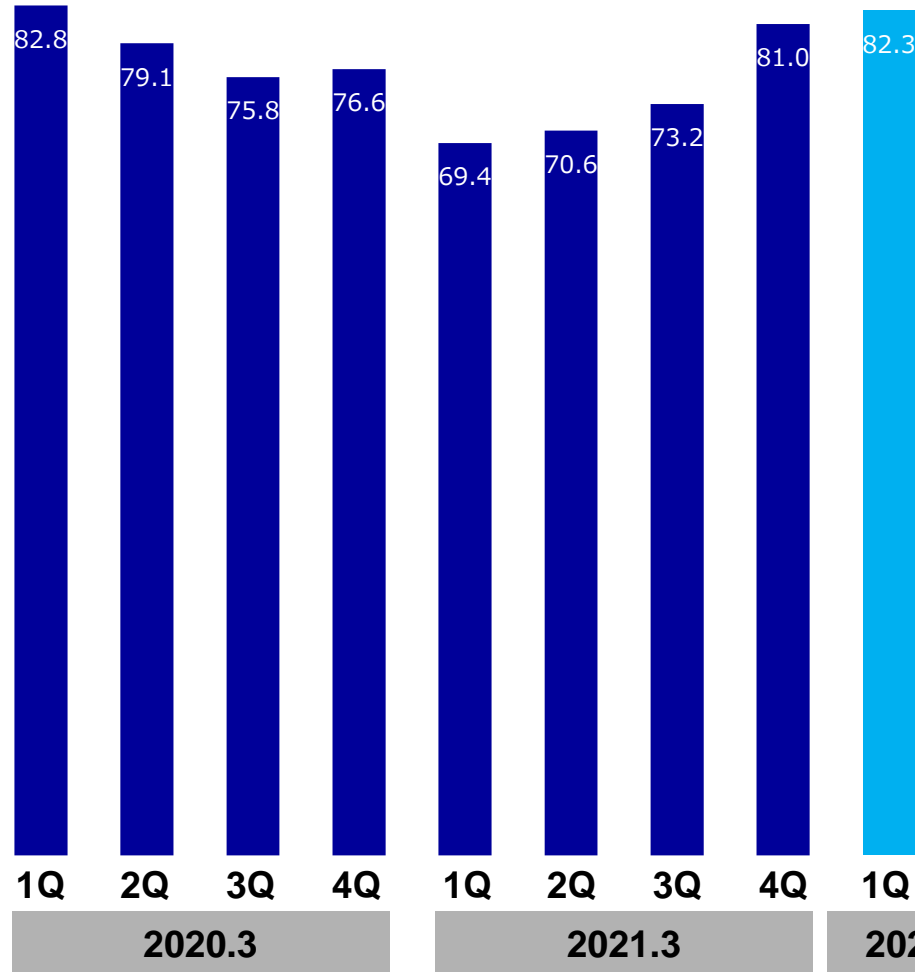
(100 million yen)

	2021.3				2022.3
	1Q	2Q	3Q	4Q	1Q
Sales	69.4	70.6	73.2	81.0	82.3
COGS Ratio	60.1%	61.5%	57.9%	59.3%	59.4%
Operating Income	3.7	3.2	6.4	7.6	8.7
Ordinary Income	3.1	2.1	4.8	8.8	7.6
Profit attributable to owners of parent	△0.9	2.2	2.8	4.7	4.5
Net Income Per Share	△7.35yen	18.13yen	25.07yen	51.15yen	51.49yen

Quarterly Results

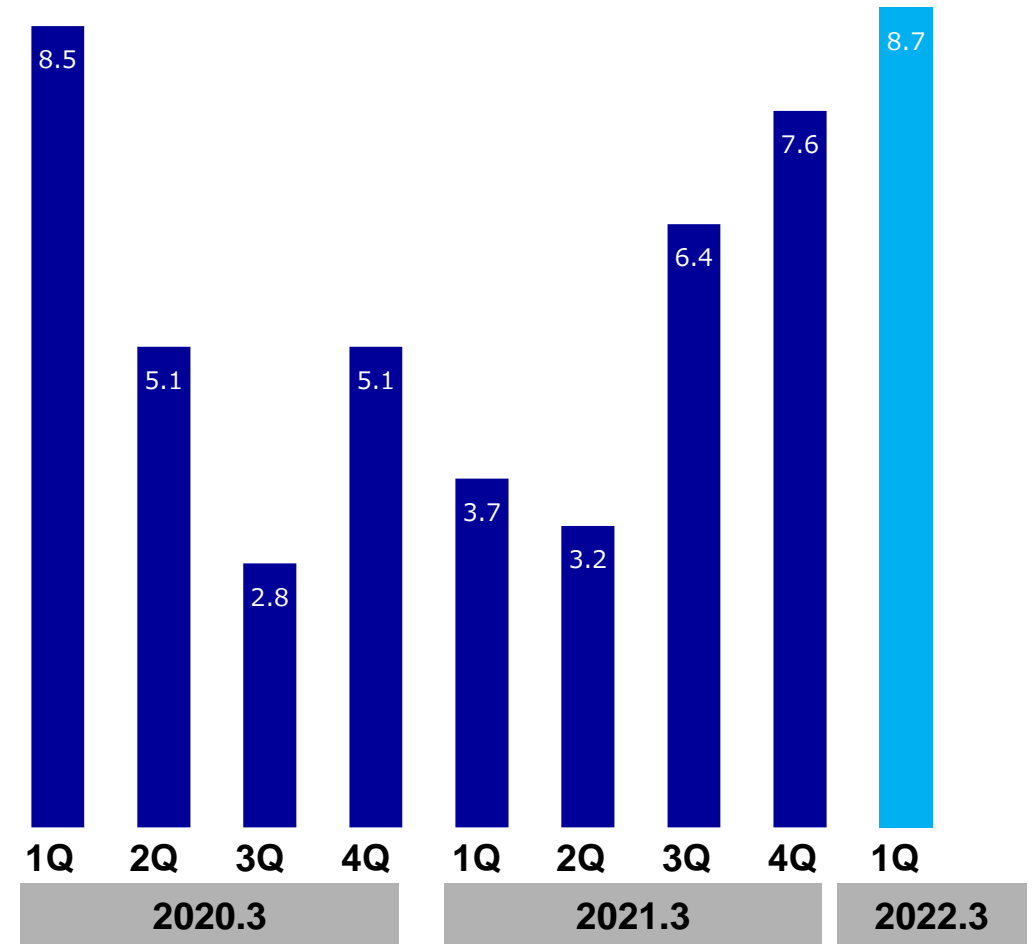
<Sales>

(100 million yen)



<Operating Income>

(100 million yen)



Quarter Results by Segment

(100 million yen)

		2021.3				2022.3
		1Q	2Q	3Q	4Q	1Q
Energy Saving Solution	Sales	19.5	27.3	27.9	29.8	28.6
	COGS Ratio	76.1%	71.0%	64.6%	63.7%	66.2%
	Operating Income	△ 1.0	1.5	3.2	3.9	3.1
Semiconductor	Sales	35.8	28.3	30.8	34.1	36.5
	COGS Ratio	54.2%	57.9%	56.4%	57.7%	56.9%
	Operating Income	5.9	2.1	3.8	3.9	5.4
Digital Communication	Sales	10.1	10.6	9.3	10.2	11.4
	COGS Ratio	42.1%	40.0%	37.7%	46.1%	40.0%
	Operating Income	3.0	3.2	2.8	2.5	3.9
Life Science	Sales	3.8	4.3	5.1	6.7	5.7
	COGS Ratio	81.0%	77.2%	67.1%	68.9%	80.2%
	Operating Income	△ 4.0	△ 3.7	△ 3.3	△ 2.8	△ 3.7

Business Results Overview

◆ SGA

(100 million yen)

2021.3 1Q	2022.3 1Q	Change
23.9	24.6	0.7

- Research & development expense: Δ 0.9
- Professional fees, Research study expenses: 0.9

◆ Non-operating profit and loss

(100 million yen)

2021.3 1Q	2022.3 1Q	Change
Δ 0.6	Δ 1.0	Δ 0.4

- Exchange rate at the end of June/2021: 110.61yen (Exchange rate at the end of June/2020: 107.71yen)
- Foreign exchange loss: 0.5 (2021.3 1Q: 0.4)
- Loss on investment in affiliates: 0.9 (2021.3 1Q: 0.7)

»» 2022.3 Plan

2022.3 Plan

(100 million yen)

	2022.3 1Q Results	2022.3 1 st Half	Progress Ratio	2022.3 Full-year
Net Sales	82.3	160.0	51.4%	325.0
COGS Ratio	59.4%	59.4%	—	58.8%
Operating Income	8.7	15.0	58.0%	32.0
Ordinary Income	7.6	14.0	54.3%	30.0
Profit attributable to owners of parent	4.5	9.8	45.9%	21.0
Net Income Per Share	51.49 _{yen}	111.49 _{yen}	46.2%	238.90 _{yen}
Dividends Per Share	—	15.00 _{yen}	—	30.00 _{yen}

2022.3 Plan by Segment

(100 million yen)

	2022.3	2022.3	
	1Q Results	1 st Half	Full-year
Energy Saving Solution	28.6	58.0	116.0
Semiconductor	36.5	68.0	140.0
Digital Communication	11.4	22.0	45.0
Life Science	5.7	12.0	24.0

▶▶▶ 2022.3 Plan (Reference)

(100 million yen)

	2021.3	2022.3	2022.3
	Results	1Q Results	Full-year
Capital expenditures	22.2	5.4	24.0
Depreciation	23.7	5.5	24.0
R&D	9.9	1.5	12.0

»» Business Trend and Strategy for Each Segment

Energy Saving Solution Business

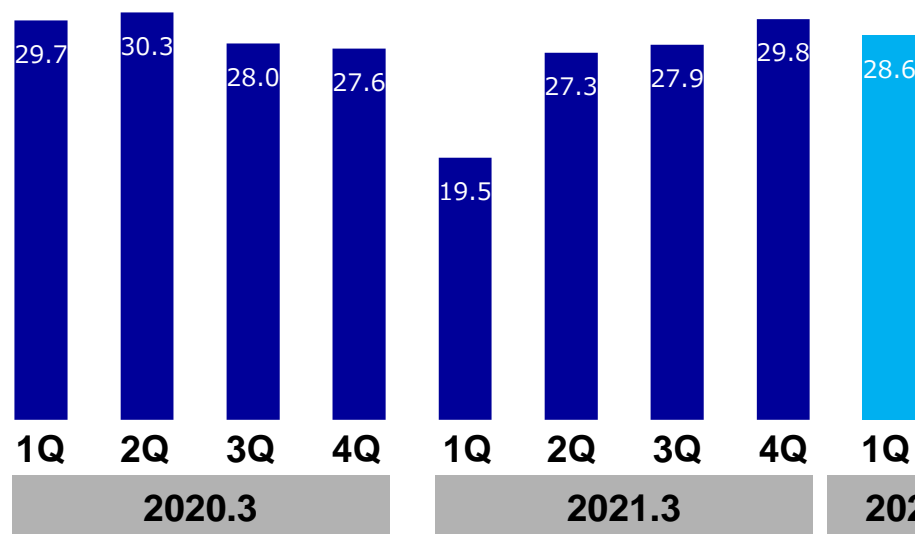
Environment

Strategy

- Demand is growing in the automotive market as economic activity resumes and the trend toward EVs accelerates
- Concerns about the impact on customer production due to shortage of semiconductors and the spread of COVID-19 in Southeast Asia
- OA market demand of office demand is slow to recover, but home demand is increasing due to the spread of telework
- Provide solutions to improve quietness and efficiency, which will be further demanded by the shift to EVs
- Increase profitability through productivity improvement in existing areas

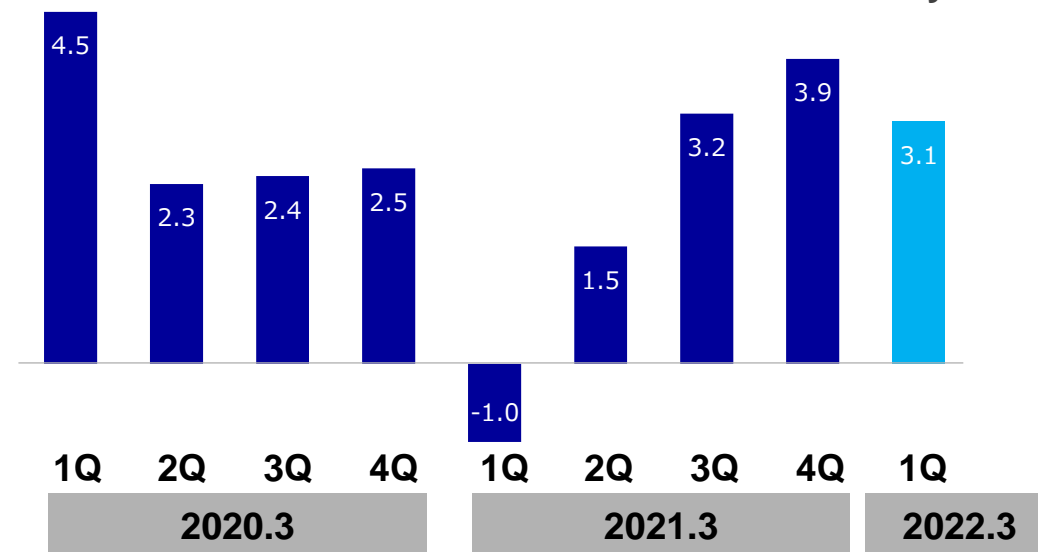
<Sales>

(100 million yen)



<Operating Income>

(100 million yen)



Semiconductor Business

Environment

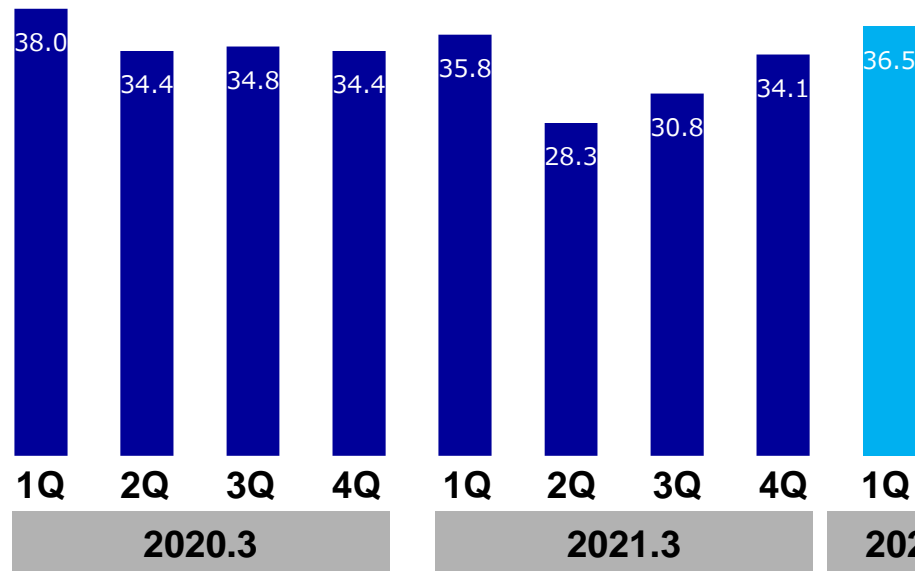
- Uncertainty continues due to the global semiconductor shortage
- Semiconductors demand is increasing in many areas, including automotive demand, server and mobile demand due to the spread of next-generation high-speed communications, and PC demand

Strategy

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

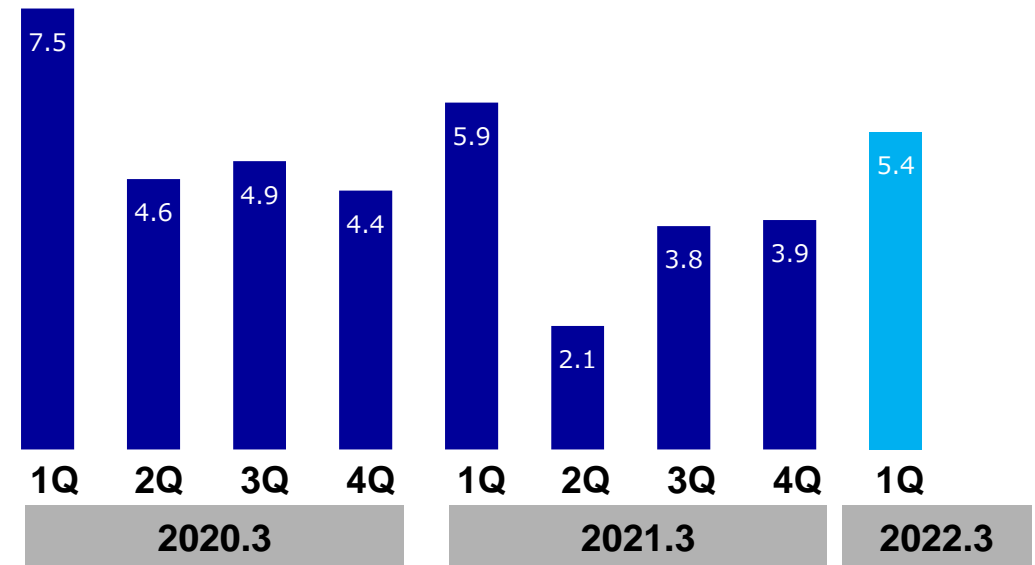
<Sales>

(100 million yen)



<Operating Income>

(100 million yen)



➤➤➤ Digital Communication Business

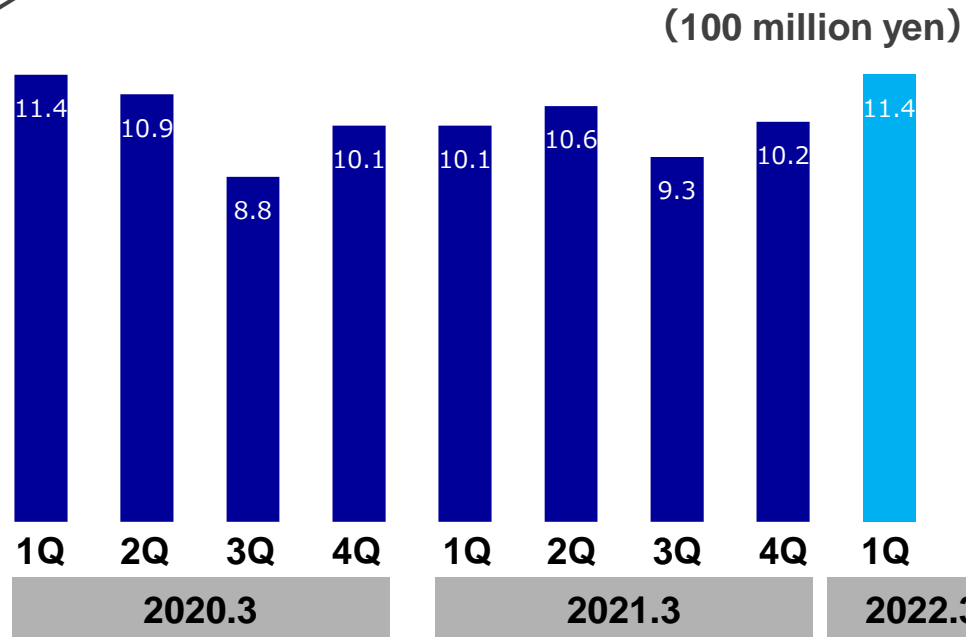
Environment

- Demand for data centers is on the rise as data traffic increases
- The TV market recovering, especially in North America

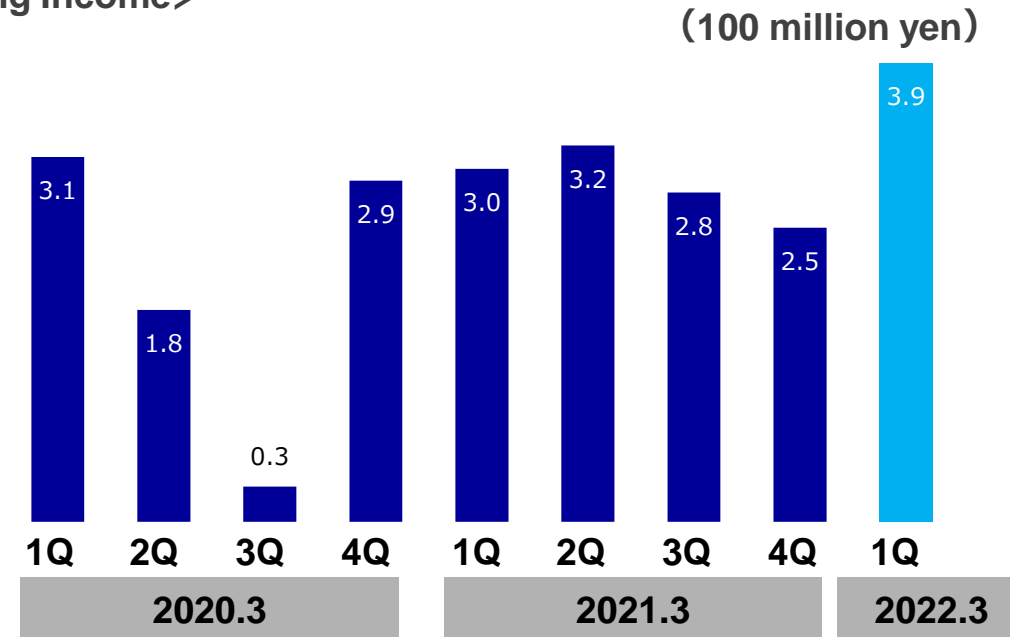
Strategy

- In the optical fiber lenses, expand new products in the high-end area and expand business areas other than data centers.
- Development of solutions for LED diffusion lens in response to changes in the market

<Sales>



<Operating Income>



Life Science Business

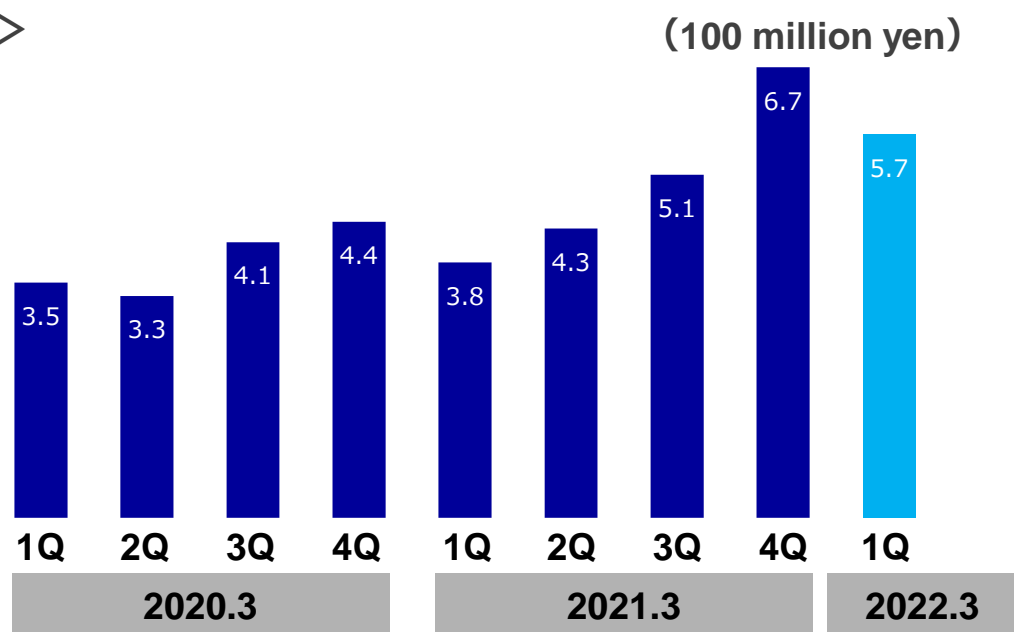
Environment

- Expect growth of the genetic testing market in Bio related business
- Increasing demand for immediate clinical field testing and home-use clinical testing devices due to the spread of COVID-19

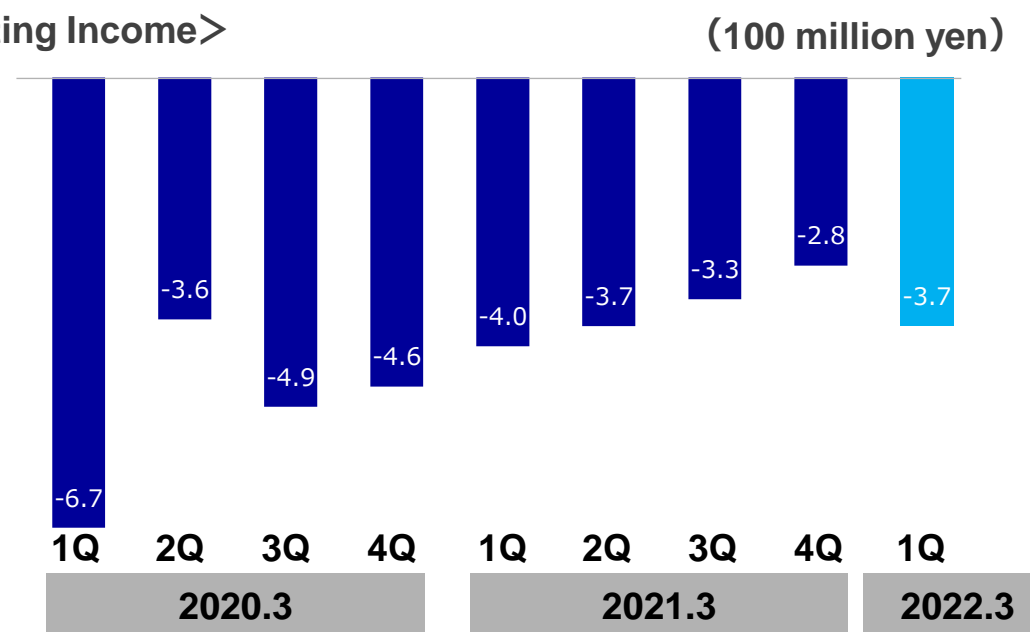
Strategy

- From business domain expansion through M&A to the stage of "To be recouped" for sustainable growth through selection and concentration
- Provide solutions that integrate the technologies and services of each site (North America, Europe and Japan) into a global customer network
- Create a new device business by integrating the Enplas group's management resources

<Sales>



<Operating Income>





Enplas Corporation

Financial Results for the First Quarter of the Year Ending March 31, 2022

<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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