



2022.3 Second Quarter Results

October 29, 2021
Enplas Corporation

Agenda

2022.3 Management Policy

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

2022.3 Second Quarter Results

- **Financial Results**
- **Financial Results Overview**

2022.3 Financial Forecast

Business Trend and Strategy for Each Segment

»» 2022.3 Management Policy

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 weather

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

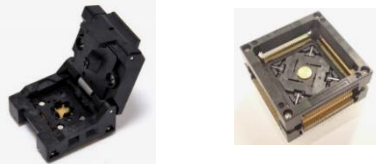
Engineering Plastic Business



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



»» 2022.3 Second Quarter Results

2022.3 Second Quarter Financial Results

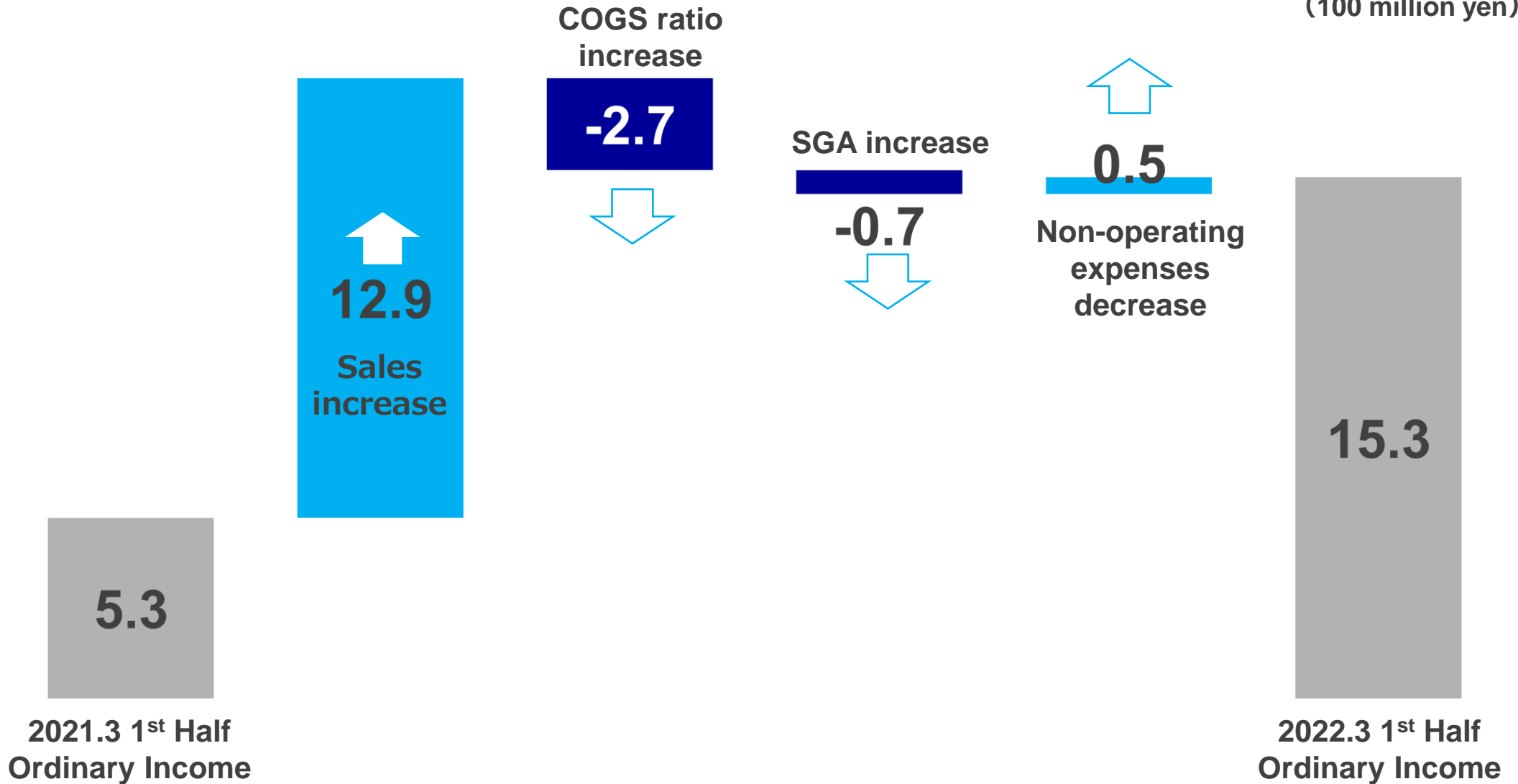
(100 million yen)

	2020.3	2021.3	2022.3	Change ※2022.3 vs. 2021.3
	1 st Half Results	1 st Half Results	1 st Half Results	
Sales	162.0	140.1	161.1	15.0%
COGS Ratio	57.1%	60.8%	59.6%	△1.2pt
Operating Income	13.6	7.0	16.5	135.1%
Ordinary Income	13.7	5.3	15.3	188.8%
Profit attributable to owners of parent	14.3	1.2	9.1	601.5%
Comprehensive Income	8.1	2.1	10.7	405.0%
Net Income Per Share	114.66yen	10.61yen	103.44yen	92.83yen

2022.3 Second Quarter Ordinary Income Analysis

<2022.3 1st Half vs. 2021.3 1st Half>

(100 million yen)



2022.3 Second Quarter Results by Segment (100 million yen)

		2020.3	2021.3	2022.3	Change
		1 st Half Results	1 st Half Results	1 st Half Results	※2022.3 vs. 2021.3
Energy Saving Solution	Sales	60.1	46.9	55.3	18.1%
	COGS Ratio	65.1%	73.1%	65.5%	△7.6pt
	Operating Income	6.9	0.5	6.5	1124.8%
Semiconductor	Sales	72.4	64.1	73.2	14.2%
	COGS Ratio	52.8%	55.8%	58.1%	2.3pt
	Operating Income	12.1	8.0	9.9	23.9%
Digital Communication	Sales	22.4	20.7	20.4	△1.5%
	COGS Ratio	44.8%	41.0%	40.6%	△0.4pt
	Operating Income	4.9	6.2	6.6	6.0%
Life Science	Sales	6.9	8.2	12.0	45.8%
	COGS Ratio	73.2%	79.0%	73.7%	△5.3pt
	Operating Income	△10.3	△7.8	△6.6	-

Quarterly Results

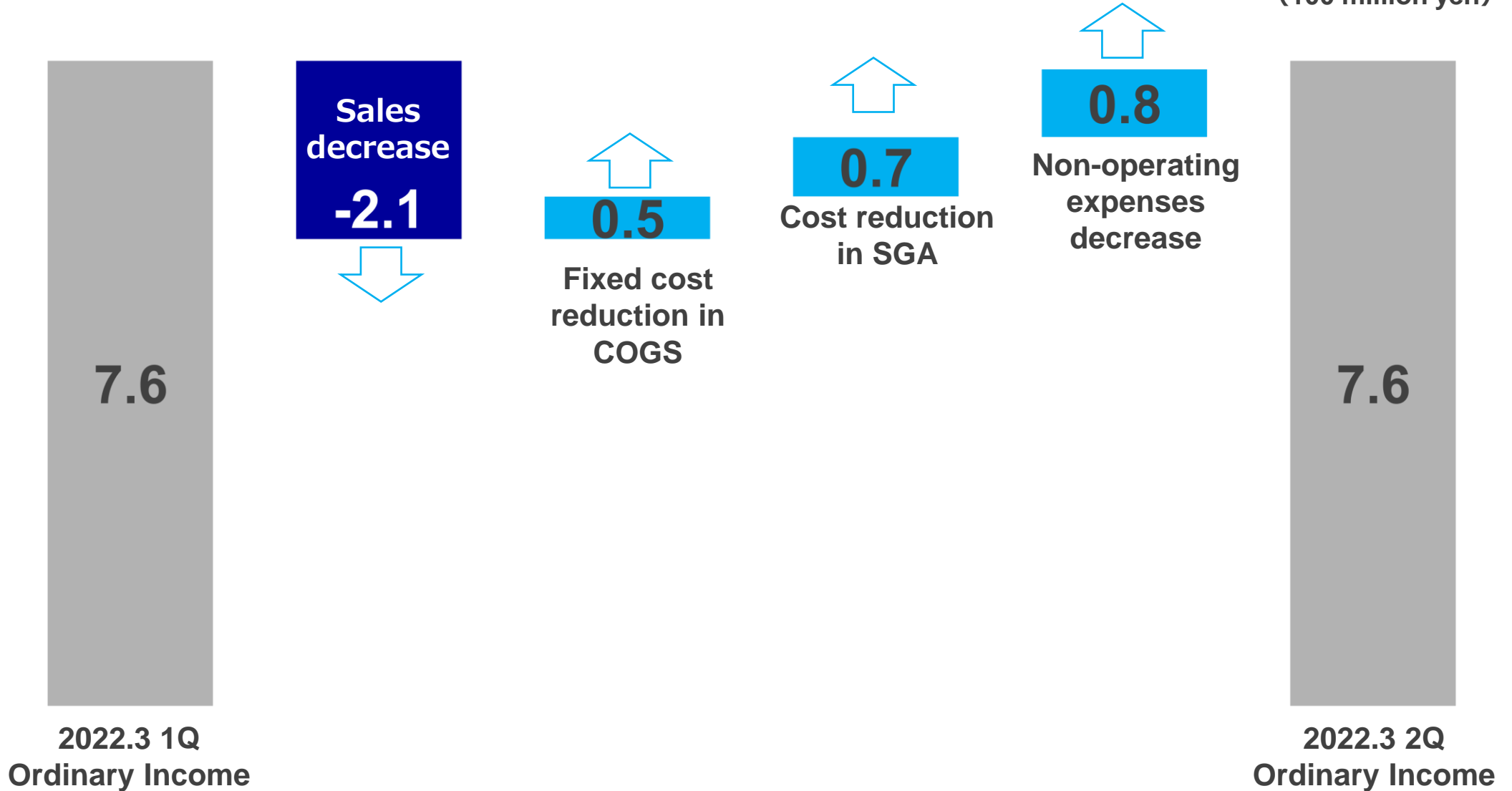
(100 million yen)

	2021.3			2022.3	
	2Q	3Q	4Q	1Q	2Q
Sales	70.6	73.2	81.0	82.3	78.8
COGS Ratio	61.5%	57.9%	59.3%	59.4%	59.7%
Operating Income	3.2	6.4	7.6	8.7	7.8
Ordinary Income	2.1	4.8	8.8	7.6	7.6
Profit attributable to owners of parent	2.2	2.8	4.7	4.5	4.5
Net Income Per Share	18.13yen	25.07yen	51.15yen	51.49yen	51.96yen

2022.3 Second Quarter Ordinary Income Analysis

<2022.3 2Q vs. 2022.3 1Q>

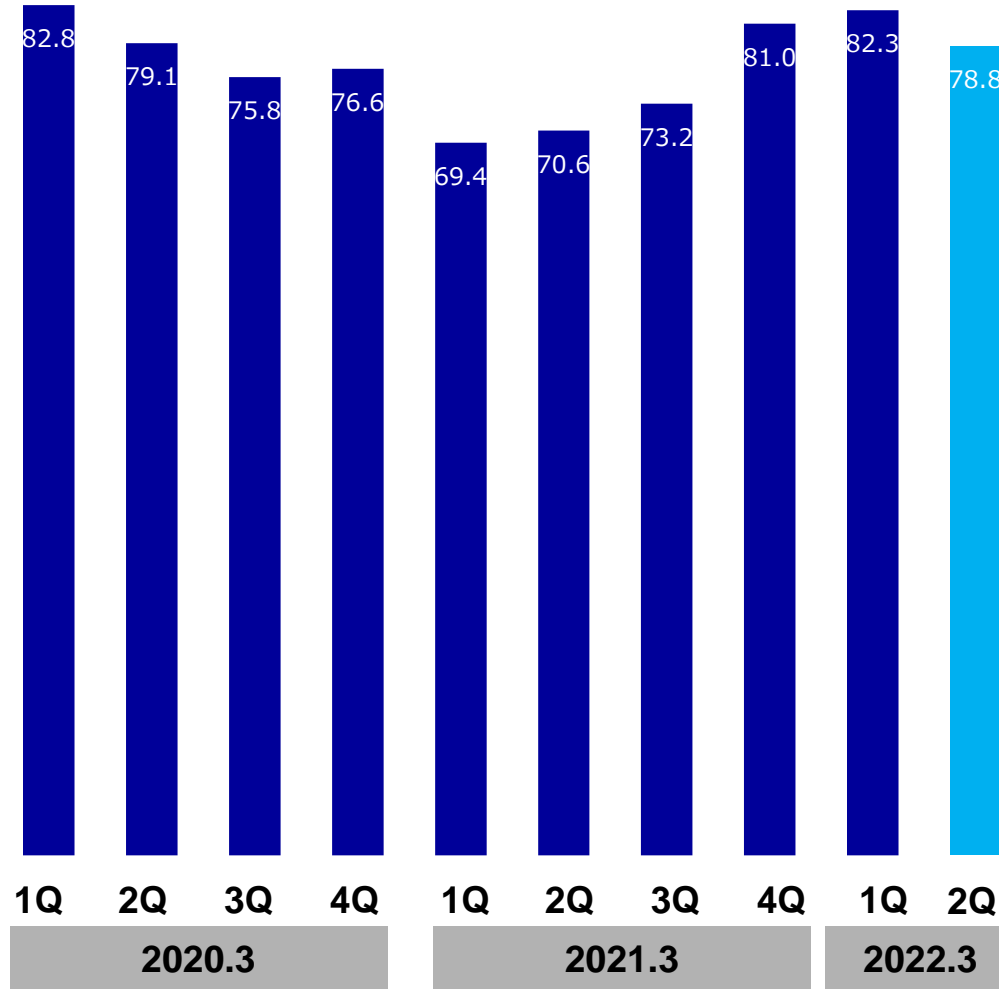
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Quarterly Results

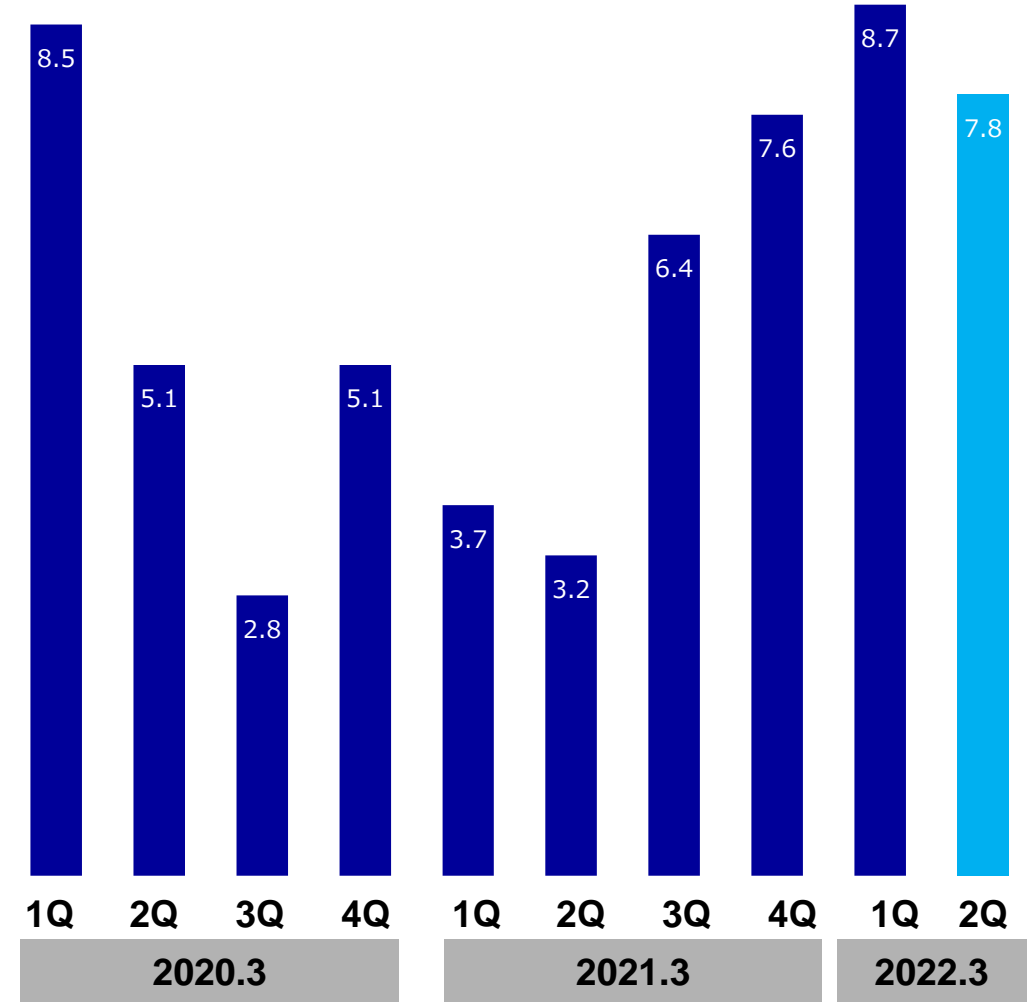
<Sales>

(100 million yen)



<Operating Income>

(100 million yen)



Quarter Results by Segment

(100 million yen)

		2021.3			2022.3	
		2Q	3Q	4Q	1Q	2Q
Energy Saving Solution	Sales	27.3	27.9	29.8	28.6	26.7
	COGS Ratio	71.0%	64.6%	63.7%	66.2%	64.6%
	Operating Income	1.5	3.2	3.9	3.1	3.4
Semiconductor	Sales	28.3	30.8	34.1	36.5	36.7
	COGS Ratio	57.9%	56.4%	57.7%	56.9%	59.2%
	Operating Income	2.1	3.8	3.9	5.4	4.5
Digital Communication	Sales	10.6	9.3	10.2	11.4	9.0
	COGS Ratio	40.0%	37.7%	46.1%	40.0%	41.2%
	Operating Income	3.2	2.8	2.5	3.9	2.7
Life Science	Sales	4.3	5.1	6.7	5.7	6.2
	COGS Ratio	77.2%	67.1%	68.9%	80.2%	67.8%
	Operating Income	△3.7	△3.3	△2.8	△3.7	△2.9

Financial Results Overview

◆ SGA

(100 million yen)

2021.3 1 st Half	2022.3 1 st Half	Change
47.9	48.6	0.7

- Traveling and transportation expenses: 0.2
- Research & development expense: △1.9
- Professional fees, Research study expenses: 0.8

◆ Non-operating profit and loss

(100 million yen)

2021.3 1 st Half	2022.3 1 st Half	Change
△1.7	△1.2	0.5

- Exchange rate at the end of September/2021: 111.95yen (Exchange rate at the end of September/2020: 105.78yen)
- Foreign exchange loss: 0.1 (2021.3 1st Half: 0.9)
- Loss on investment in affiliates: 1.9 (2021.3 1st Half: 1.6)

▶▶ 2022.3 Second Quarter Actions Implemented

1. New Market Segment of Tokyo Stock Exchange (TSE)

Resolved to select the "Prime Market", a new market segment of the reorganized TSE.

2. Interim Dividend and Revision of Dividend Forecast

Resolved to increase the interim dividend of 22.5 yen per share, and to revise the year-end dividend forecast to 22.5 yen per share.

»» 2022.3 Financial Forecast

2022.3 Financial Forecast

(100 million yen)

	2022.3	2022.3	Progress Ratio
	1 st Half Results	Full-year	
Net Sales	161.1	325.0	49.6%
COGS Ratio	59.6%	58.8%	—
Operating Income	16.5	32.0	51.6%
Ordinary Income	15.3	30.0	51.0%
Profit attributable to owners of parent	9.1	21.0	43.3%
Net Income Per Share	103.44_{yen}	238.90_{yen}	43.3%
Dividends Per Share	22.50_{yen}	45.00_{yen}	—

※Dividends Per Share Financial Forecast changed

2022.3 Financial Forecast by Segment

(100 million yen)

	2022.3	2022.3	
	1 st Half Results	July Forecast	October Forecast
Energy Saving Solution	55.3	116.0	110.0
Semiconductor	73.2	140.0	148.0
Digital Communication	20.4	45.0	42.0
Life Science	12.0	24.0	25.0

2022.3 Capital Expenditures, Depreciation, R&D (Reference)

	2021.3	2022.3	(100 million yen)
	Results	1 st Half Results	2022.3 Full-year
Capital expenditures	22.2	9.7	24.0
Depreciation	23.7	11.2	24.0
R&D	9.9	3.2	8.0

※R&D Forecast changed

»» Business Trend and Strategy for Each Segment

Energy Saving Solution Business

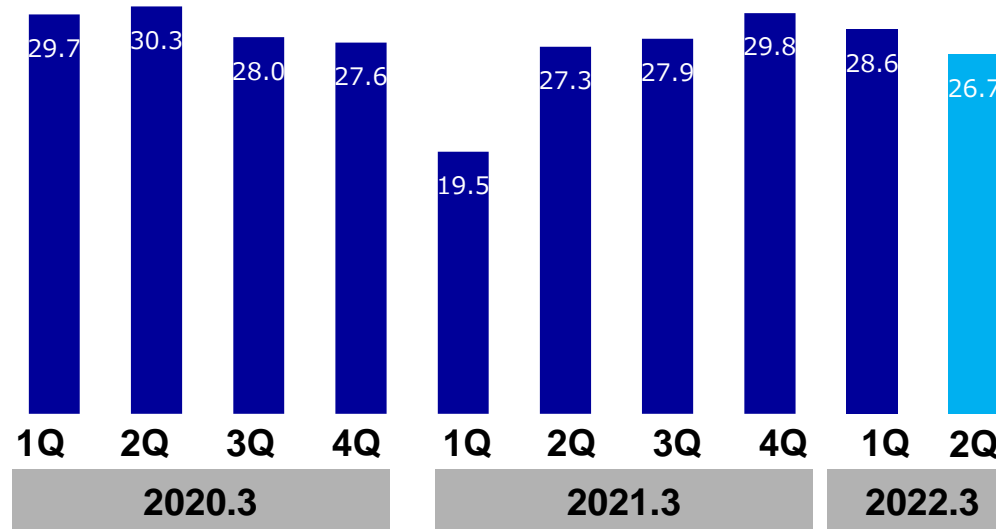
Environment

Strategy

- Demand is growing in the automotive market as economic activity resumes and the trend toward EVs accelerates
- Decreased sales due to customers' production adjustments caused by semiconductor shortages 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

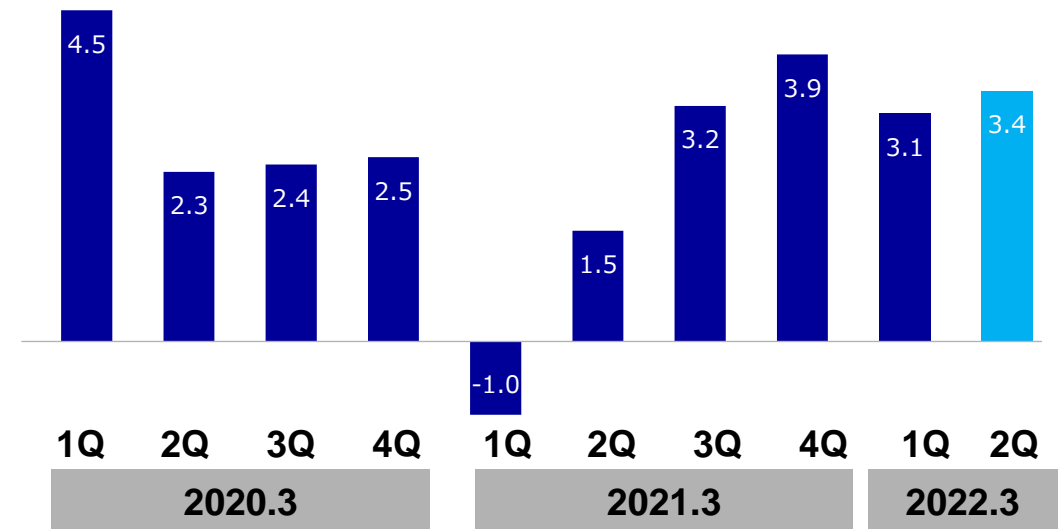
<Sales>

(100 million yen)



<Operating Income>

(100 million yen)



Semiconductor Business

Environment

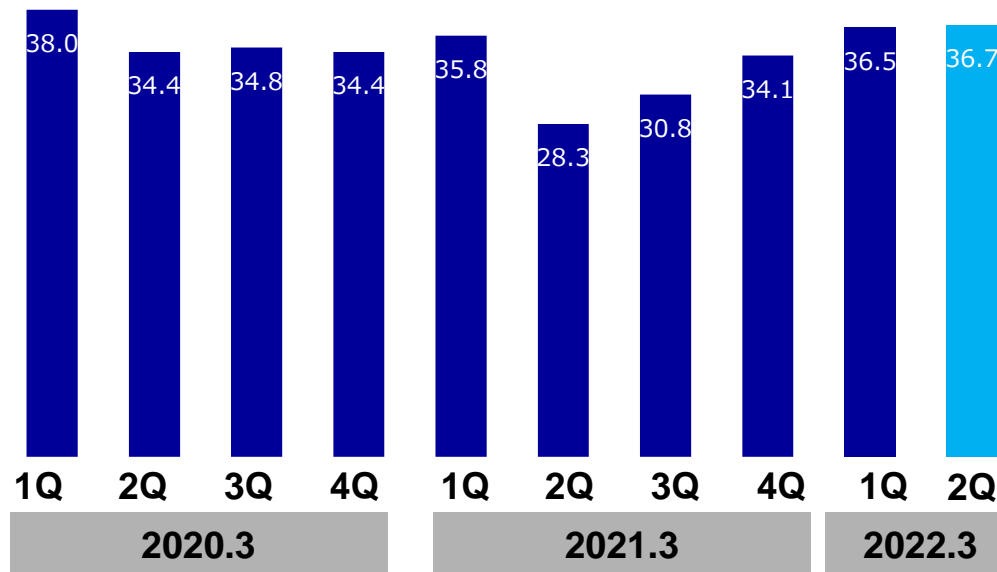
- Semiconductors demand is increasing in many areas, including automotive applications, server and mobile applications due to the spread of next-generation high-speed communications, and PC applications
- Uncertainty continues due to the global semiconductor shortage

Strategy

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

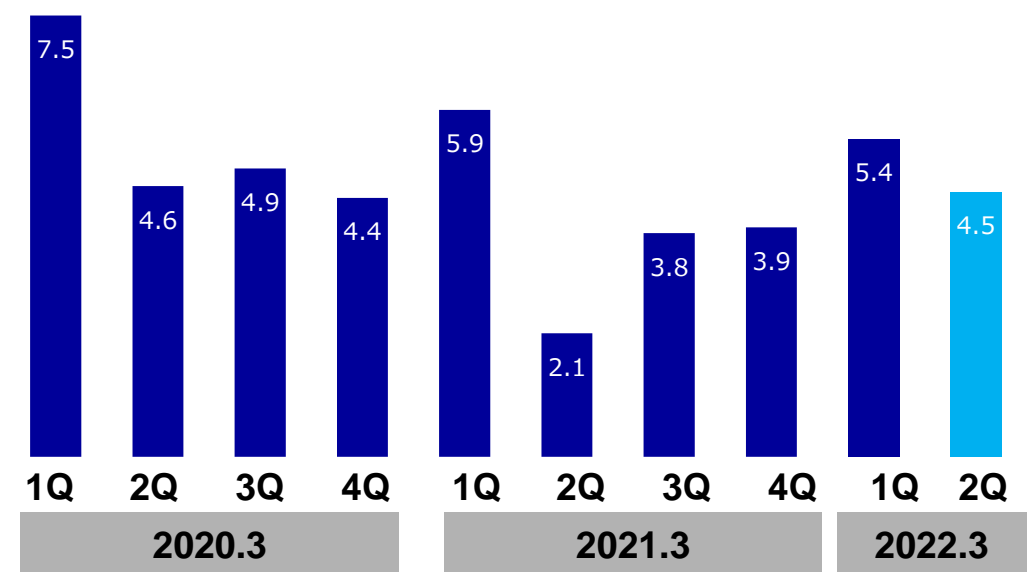
<Sales>

(100 million yen)



<Operating Income>

(100 million yen)



▶▶▶ Digital Communication Business

Environment

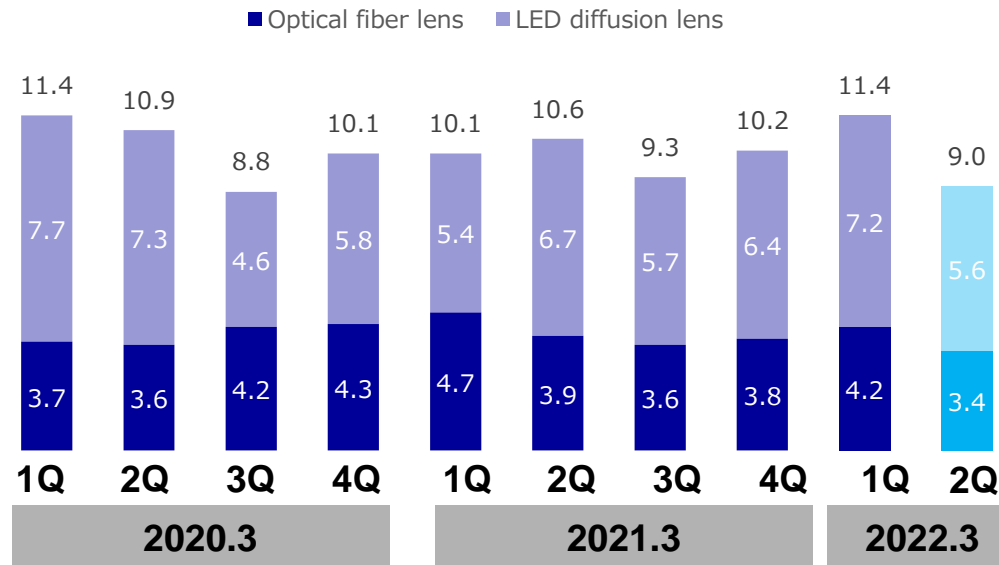
- In the optical fiber lenses, demand for data centers is on the rise as data traffic increases, but sales decrease due to customers' production adjustment caused by semiconductor shortages
- TV market declined due to the completion of stay-at-home demand and market downturn caused by lockdown and supply chain disruptions in Southeast Asia

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

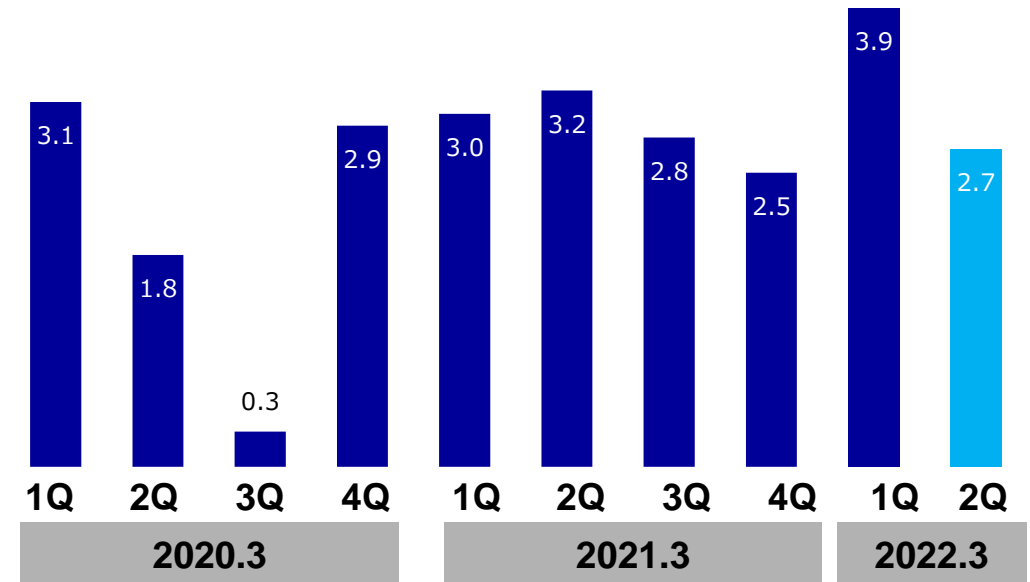
<Sales>

(100 million yen)



<Operating Income>

(100 million yen)



Life Science Business

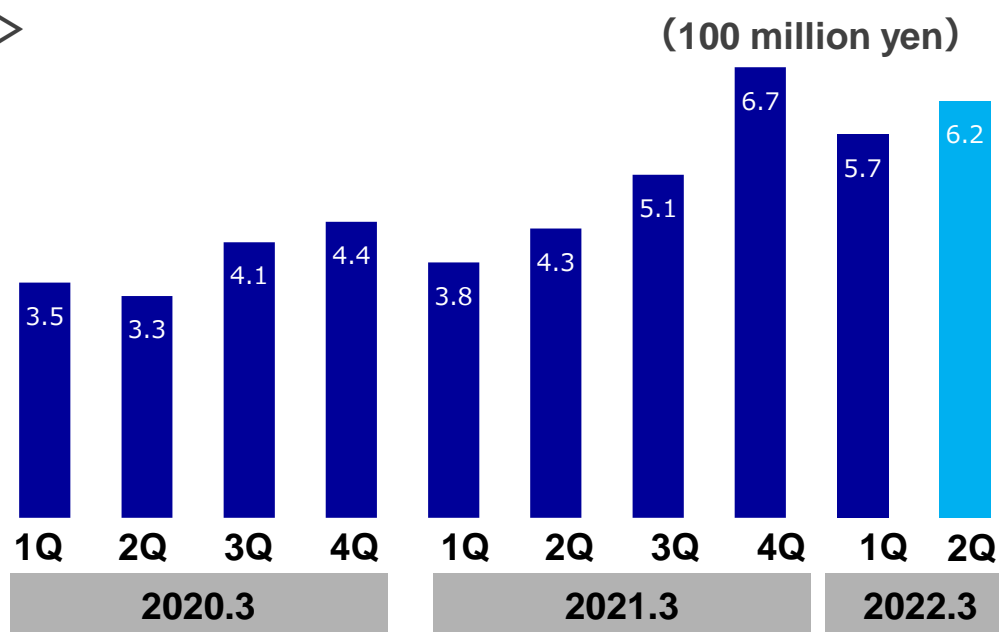
Environment

- 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

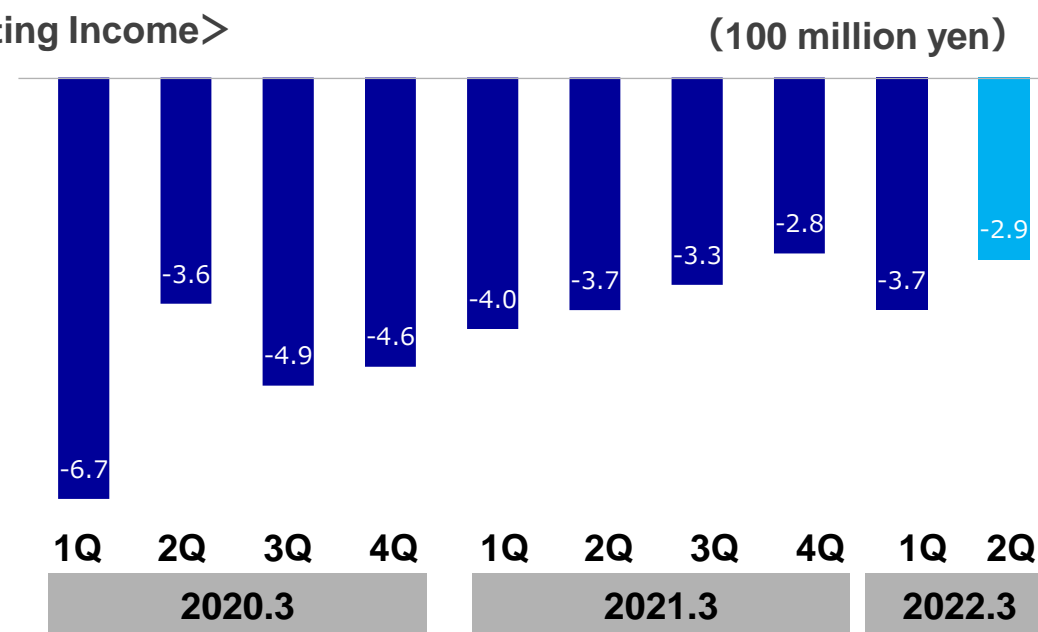
Strategy

- 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 Second 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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