



2022.3 Third Quarter Results

January 31, 2022
Enplas Corporation

Agenda

2022.3 Management Policy

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

2022.3 Third 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

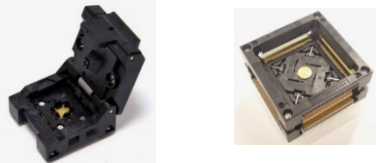
Engineering Plastic Business



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 Third Quarter Results

2022.3 Third Quarter Financial Results

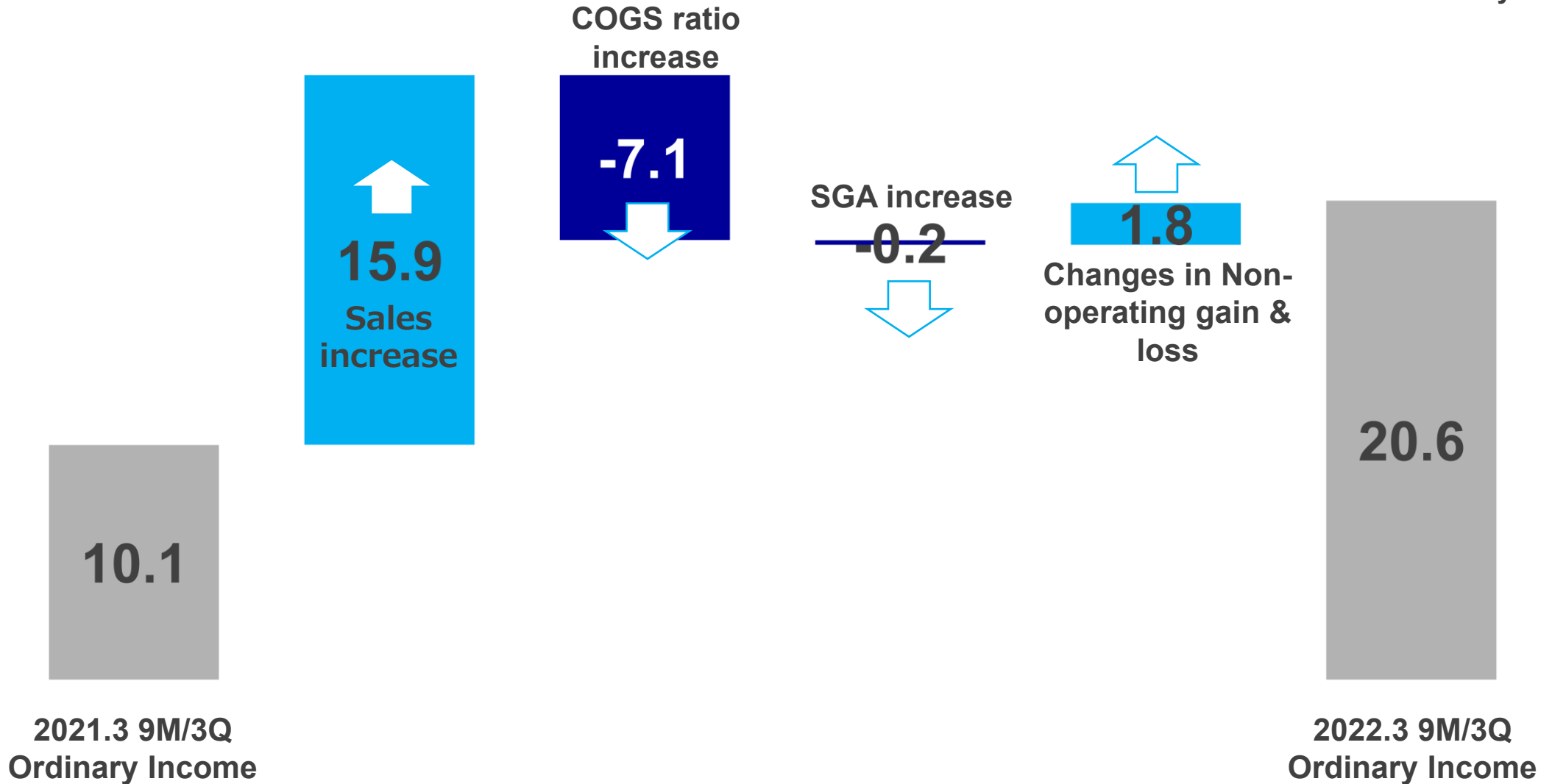
(100 million yen)

	2020.3	2021.3	2022.3	Change ※2022.3 vs. 2021.3
	9M/3Q Results	9M/3Q Results	9M/3Q Results	
Sales	237.8	213.3	238.7	11.9%
COGS Ratio	58.1%	59.8%	60.3%	0.5pt
Operating Income	16.4	13.5	22.1	64.1%
Ordinary Income	16.1	10.1	20.6	103.4%
Profit attributable to owners of parent	14.6	4.1	14.3	245.4%
Comprehensive Income	13.4	4.2	21.8	421.0%
Net Income Per Share	117.66yen	34.93yen	163.42yen	128.49yen

2022.3 Third Quarter Ordinary Income Analysis

<2022.3 9M/3Q vs. 2021.3 9M/3Q>

(100 million yen)



2022.3 Third Quarter Results by Segment

(100 million yen)

		2020.3	2021.3	2022.3	Change
		9M/3Q Results	9M/3Q Results	9M/3Q Results	※2022.3 vs. 2021.3
Energy Saving Solution	Sales	88.1	74.8	82.2	9.9%
	COGS Ratio	65.4%	69.9%	67.0%	△2.9pt
	Operating Income	9.3	3.7	8.5	126.4%
Semiconductor	Sales	107.3	95.0	110.5	16.3%
	COGS Ratio	53.4%	56.0%	58.4%	2.4pt
	Operating Income	17.1	11.8	14.6	23.7%
Digital Communication	Sales	31.2	30.0	28.0	△6.9%
	COGS Ratio	48.0%	40.0%	42.0%	2.0pt
	Operating Income	5.2	9.1	8.5	△5.8%
Life Science	Sales	11.1	13.3	18.0	34.5%
	COGS Ratio	73.1%	74.4%	70.2%	△4.2pt
	Operating Income	△15.3	△11.2	△9.6	-

Quarterly Results

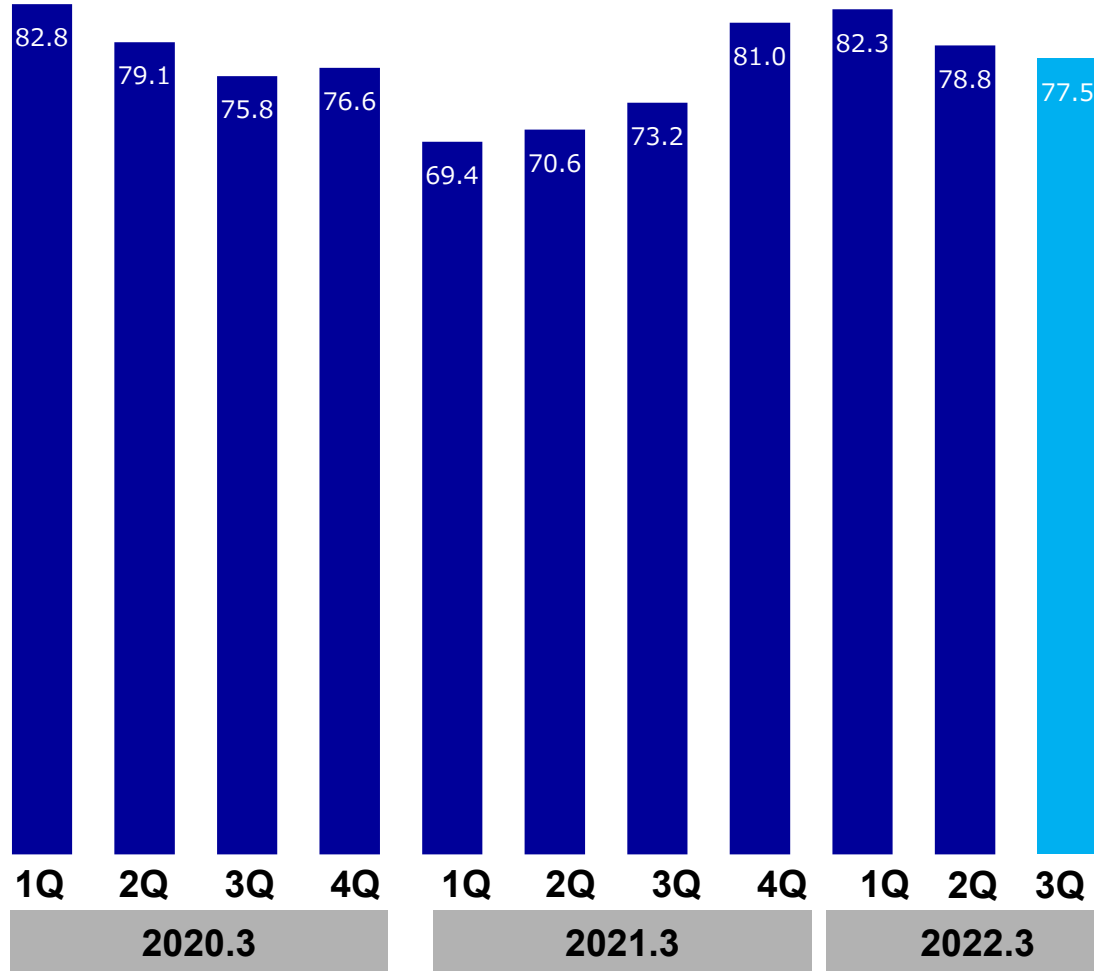
(100 million yen)

	2021.3		2022.3		
	3Q	4Q	1Q	2Q	3Q
Sales	73.2	81.0	82.3	78.8	77.5
COGS Ratio	57.9%	59.3%	59.4%	59.7%	62.0%
Operating Income	6.4	7.6	8.7	7.8	5.6
Ordinary Income	4.8	8.8	7.6	7.6	5.3
Profit attributable to owners of parent	2.8	4.7	4.5	4.5	5.2
Net Income Per Share	25.07yen	51.15yen	51.49yen	51.96yen	59.97yen

Quarterly Results

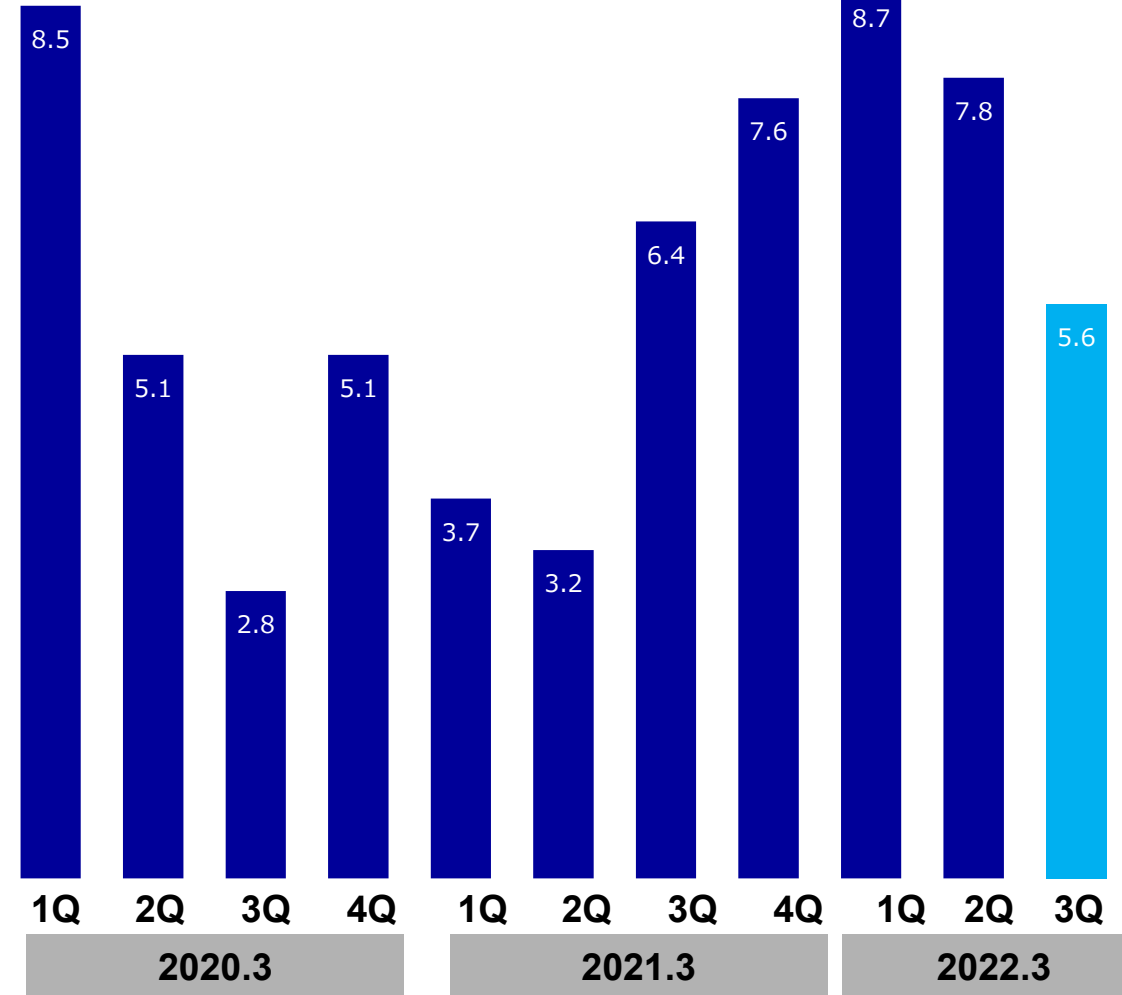
<Sales>

(100 million yen)



<Operating Income>

(100 million yen)



Quarter Results by Segment

(100 million yen)

		2021.3		2022.3		
		3Q	4Q	1Q	2Q	2Q
Energy Saving Solution	Sales	27.9	29.8	28.6	26.7	26.8
	COGS Ratio	64.6%	63.7%	66.2%	64.6%	70.3%
	Operating Income	3.2	3.9	3.1	3.4	1.9
Semiconductor	Sales	30.8	34.1	36.5	36.7	37.2
	COGS Ratio	56.4%	57.7%	56.9%	59.2%	59.0%
	Operating Income	3.8	3.9	5.4	4.5	4.6
Digital Communication	Sales	9.3	10.2	11.4	9.0	7.5
	COGS Ratio	37.7%	46.1%	40.0%	41.2%	46.0%
	Operating Income	2.8	2.5	3.9	2.7	1.8
Life Science	Sales	5.1	6.7	5.7	6.2	5.9
	COGS Ratio	67.1%	68.9%	80.2%	67.8%	63.4%
	Operating Income	△3.3	△2.8	△3.7	△2.9	△2.9

Financial Results Overview

■ 2022.3 Third Quarter Financial Results

Summary : YoY sales and profit increase due to recovery in demand for semiconductors and automotive applications (Sales + 11.9%、Operating Income + 64.1%、Profit attributable to owners of parent + 245.4%)

Segment : YoY sales and profit increase in Energy Saving Solution and Semiconductor business, supported by strong actual demand

Semiconductor business expects further growth from 2022.3 4Q as market conditions continue to be favorable

In Life Science business, prototype business in the U.S. was weak, but new orders for genetic testing continued to be strong

YoY sales and profit decrease in Digital Communication business due to customers' production adjustments caused by semiconductor shortages, but are expected to recover in 2022.3 4Q

■ Financial Forecast : No changes

■ Dividend Forecast : Total 45.00yen (No changes)

»» 2022.3 Financial Forecast

2022.3 Financial Forecast

(100 million yen)

	2022.3	2022.3	
	9M/3Q Results	Full-year	Progress Ratio
Net Sales	238.7	325.0	73.4%
COGS Ratio	60.3%	58.8%	—
Operating Income	22.1	32.0	69.1%
Ordinary Income	20.6	30.0	68.7%
Profit attributable to owners of parent	14.3	21.0	68.1%
Net Income Per Share	163.42_{yen}	238.90_{yen}	68.4%
Dividends Per Share	22.50_{yen}	45.00_{yen}	—

※No changes

2022.3 Financial Forecast by Segment

(100 million yen)

	2022.3	2022.3	
	9M/3Q Results	October Forecast	January Forecast
Energy Saving Solution	82.2	110.0	110.0
Semiconductor	110.5	148.0	152.0
Digital Communication	28.0	42.0	38.0
Life Science	18.0	25.0	25.0

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

(100 million yen)

	2021.3	2022.3	2022.3
	Results	9M/3Q Results	Full-year
Capital expenditures	22.2	13.9	24.0
Depreciation	23.7	17.3	24.0
R&D	9.9	4.9	8.0

»» Business Trend and Strategy for Each Segment

Energy Saving Solution Business

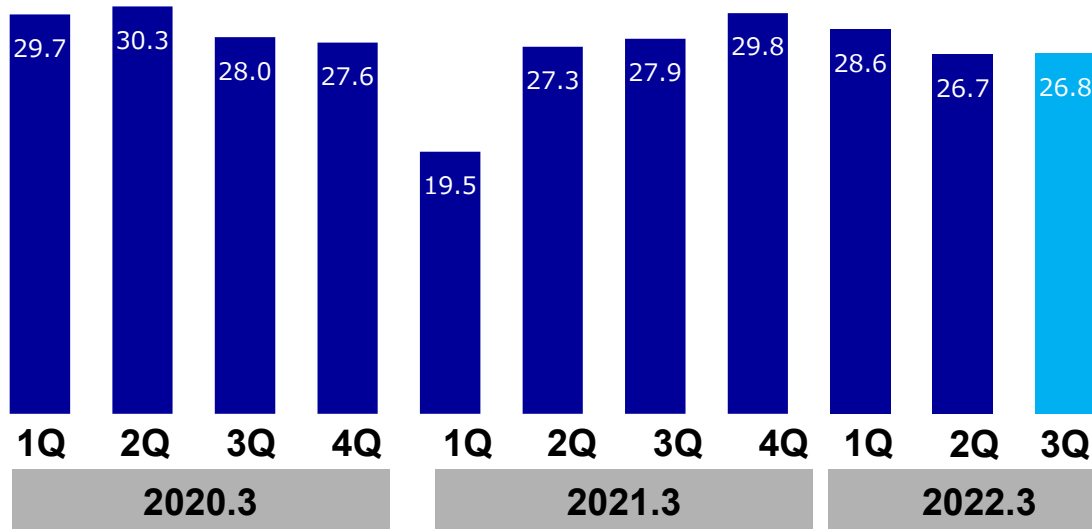
Environment

Strategy

- Demand is growing in the automotive market as economic activity resumes and the trend toward EVs accelerates
- Decrease in the automotive sales due to customers' production adjustments caused by semiconductor shortages and the spread of COVID-19 in Southeast Asia
- Decrease in the OA sales due to customers' production adjustments caused by semiconductor and shipping container shortages
- 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

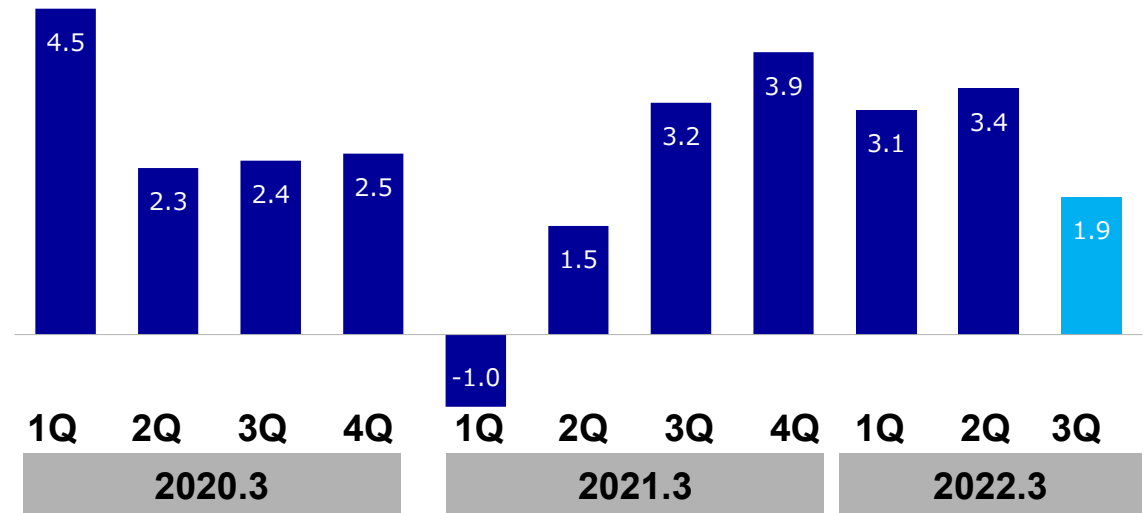
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(100 million yen)



<Operating Income>

(100 million yen)



Semiconductor Business

Environment

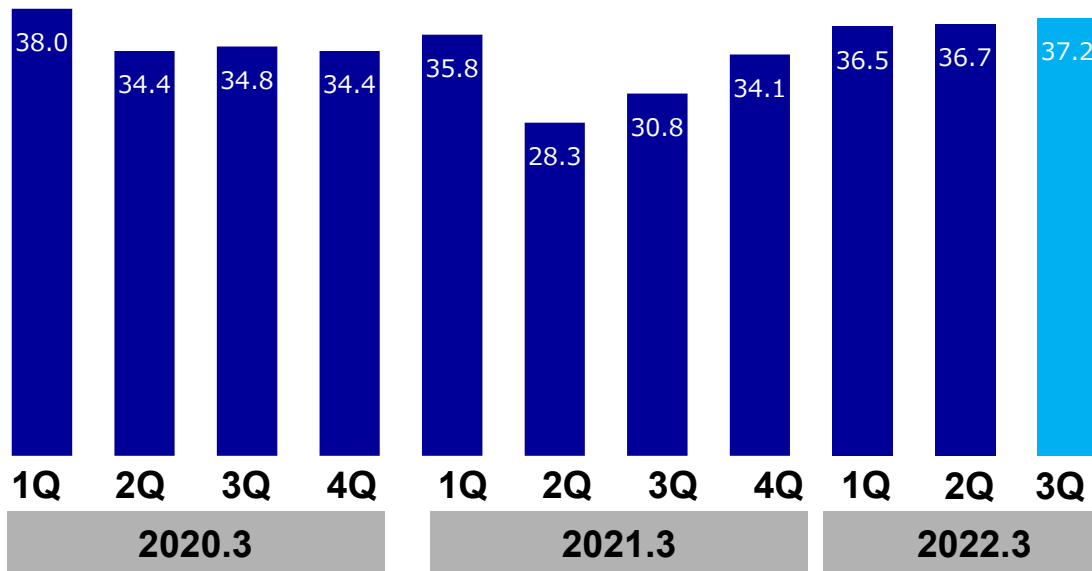
- Demand for server, PC, and automobile applications remains high due to the spread of next-generation high-speed communications
- Demand for semiconductors will continue to increase due to the resumption of economic activity in many countries and the transformation of industrial structures toward the realization of DX and CASE

Strategy

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

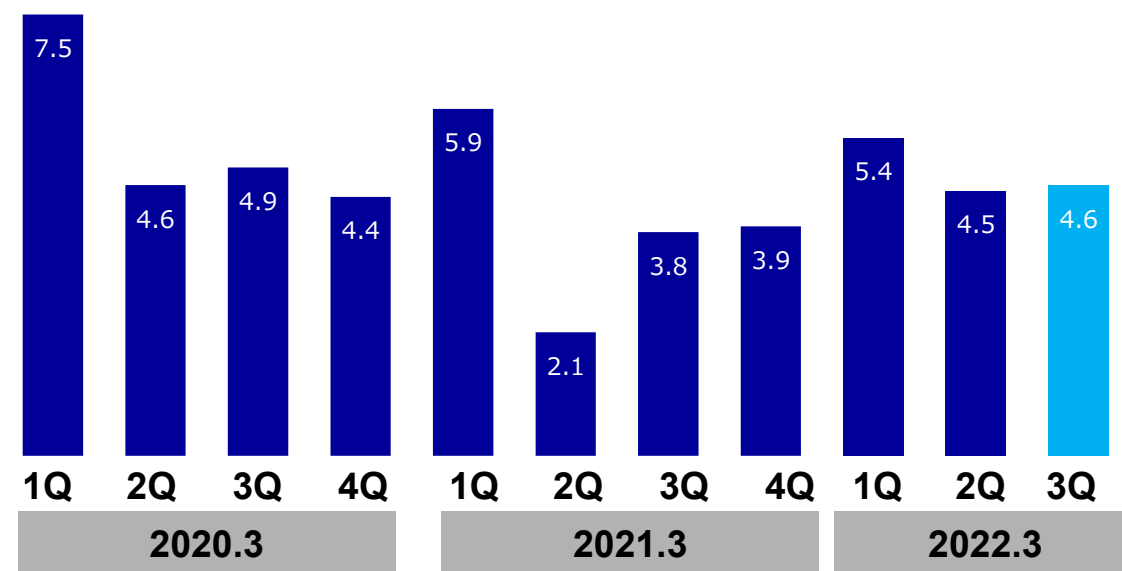
<Sales>

(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 adjustments caused by semiconductor shortages
- TV market declined due to market downturn caused by completion of stay-at-home demand and supply chain disruptions in Southeast Asia, and customers' production adjustments caused by switching to next year's model

Strategy

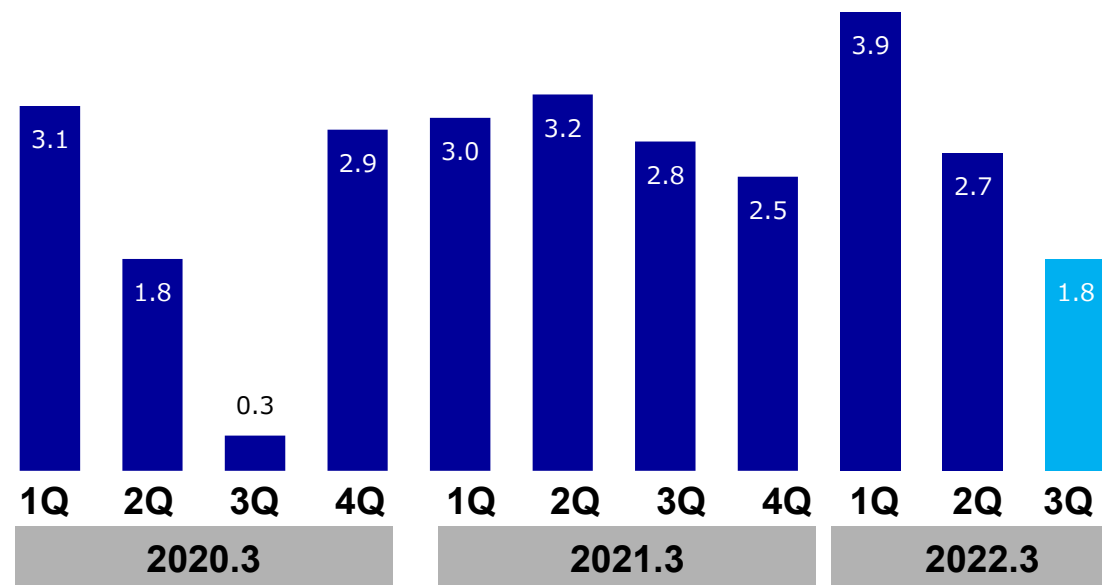
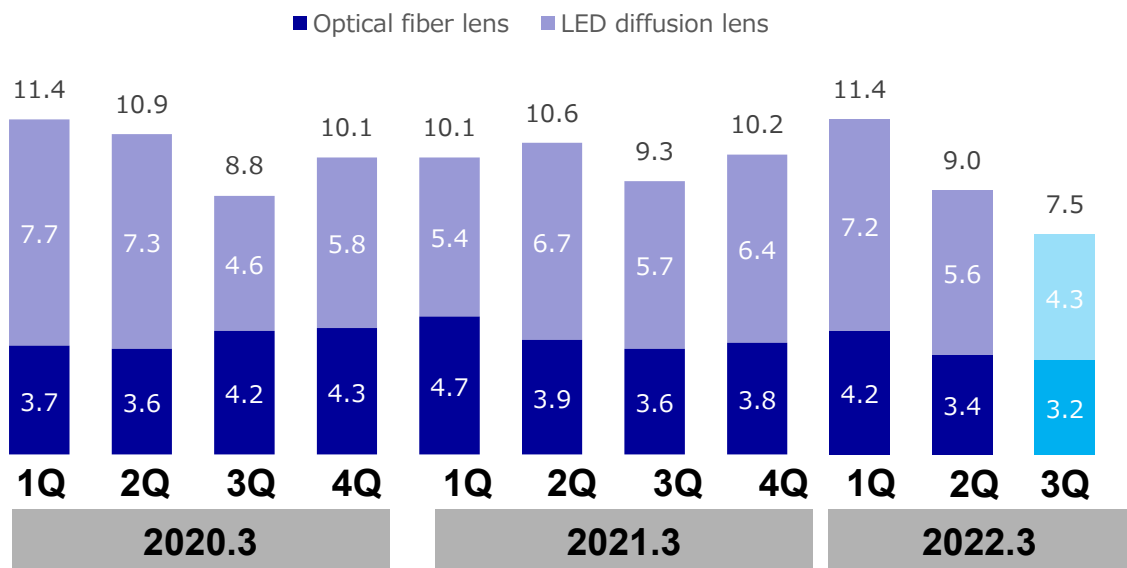
- In the optical fiber lenses, expand new products in the high-end area and expand business areas other than data centers.
- Development of solutions for LED diffusion lens in response to changes in the market

<Sales>

(100 million yen)

<Operating Income>

(100 million yen)



Life Science Business

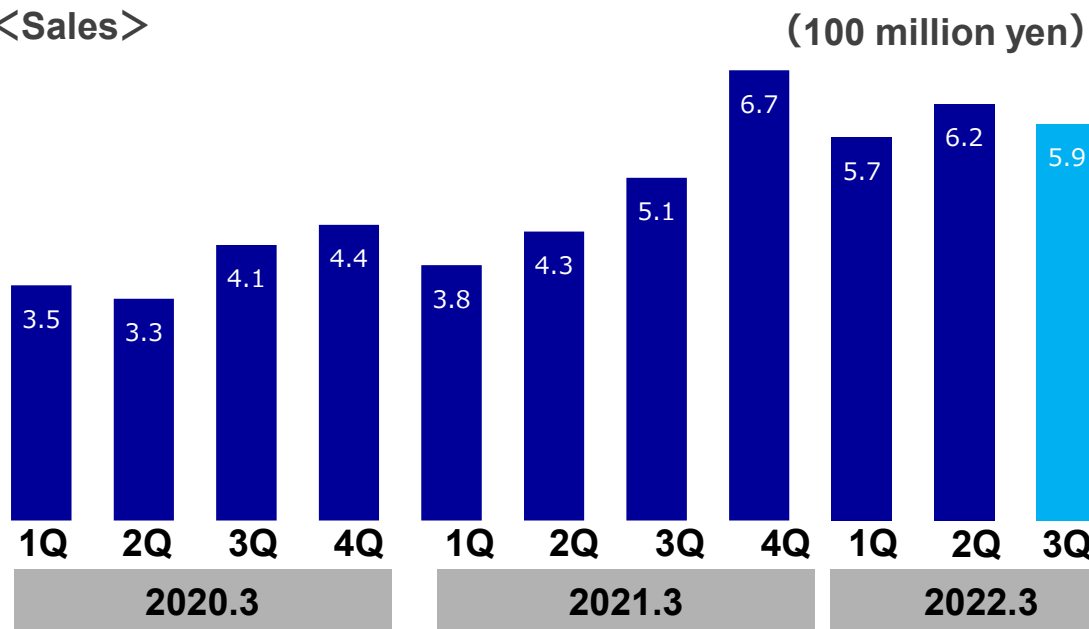
Environment

- 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

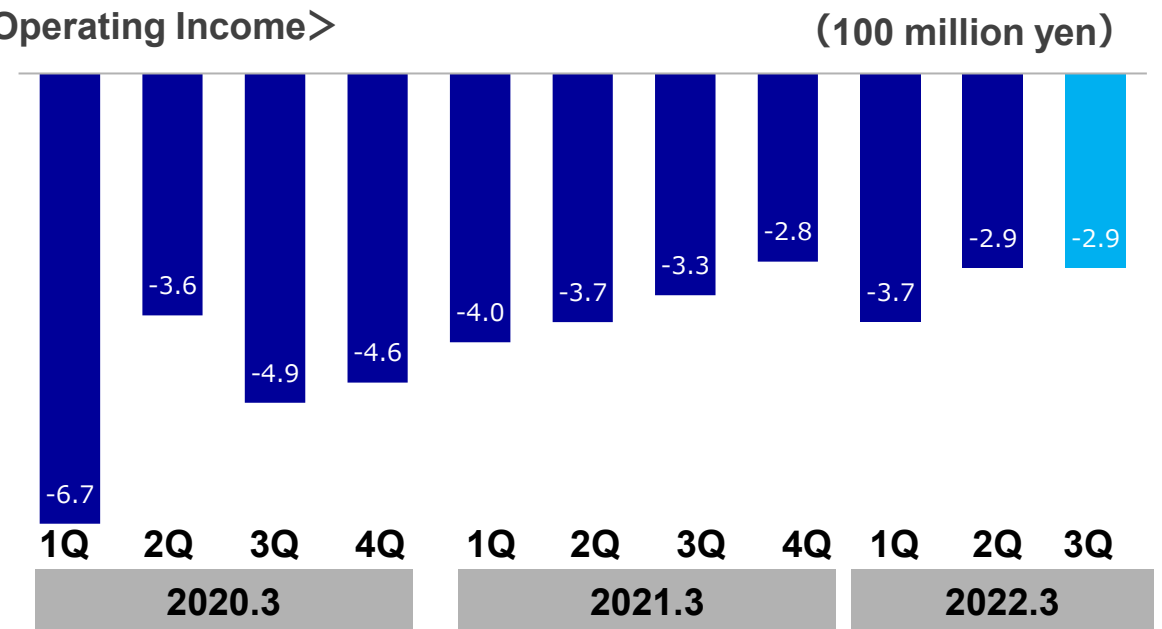
Strategy

- 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 Third 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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