



2021.3 Third-Quarter Results

January 27, 2021
Enplas Corporation

Agenda

- **2021.3 3rd Quarter Results**
- **2021.3 3rd Quarter Results Overview**
- **2021.3 Plan**
- **Business Trend and Strategy for Each Segment**

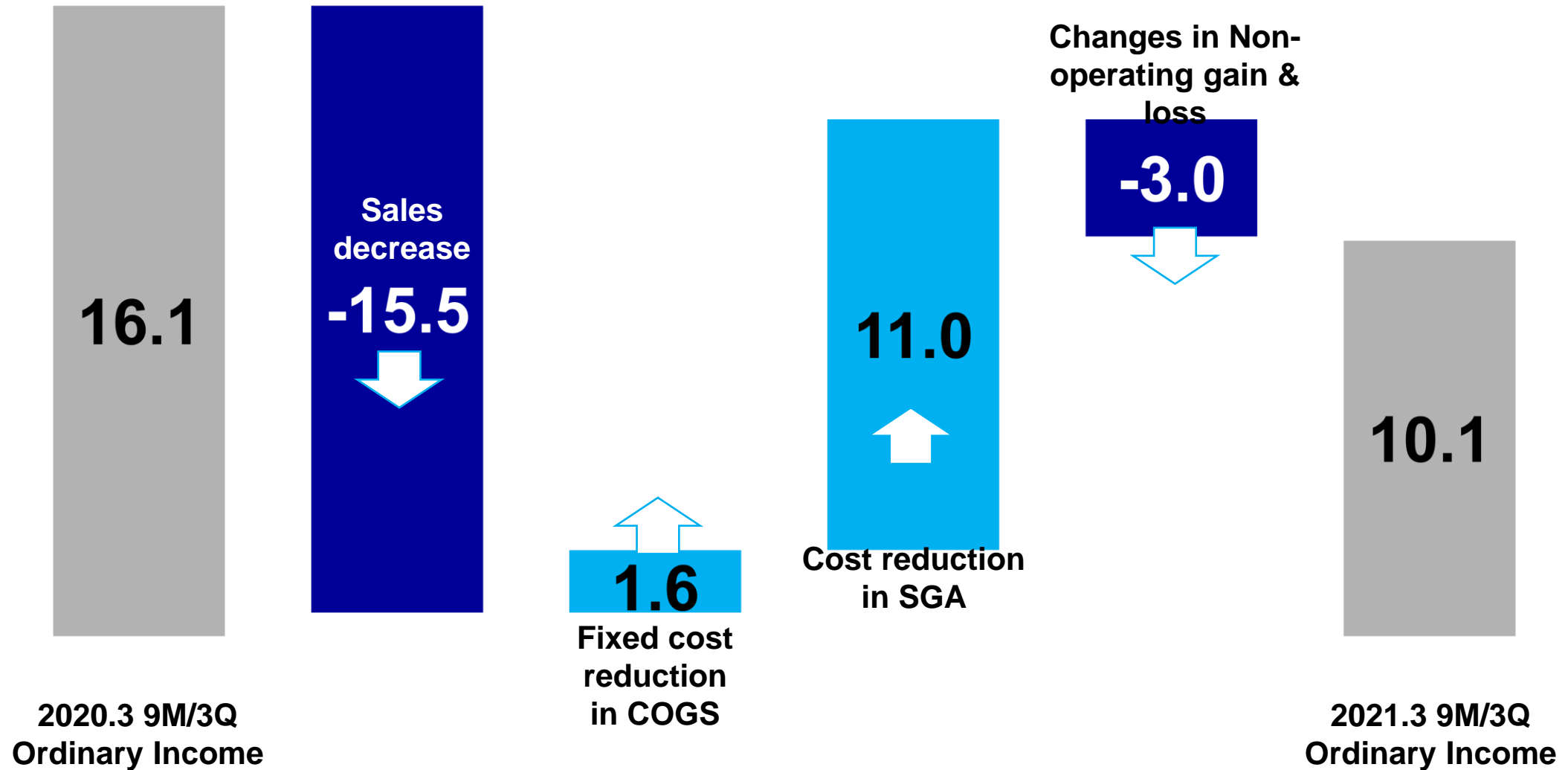
2021.3 Third Quarter Business Results

(100 million yen)

	2020.3	2021.3	
	9M/3Q Results	9M/3Q Results	Change
Sales	237.8	213.3	△10.3%
COGS Ratio	58.1%	59.8%	1.7 pt
Operating Income	16.4	13.5	△17.8%
Ordinary Income	16.1	10.1	△37.1%
Profit attributable to owners of parent	14.6	4.1	△71.6%
Comprehensive Income	13.4	4.2	△68.8%
Net Income Per Share	117.66_{yen}	34.93_{yen}	△82.73 _{yen}

Analysis of Consolidated Ordinary Income

(100 million yen)



2021.3 Third Quarter Results by Segment (100 million yen)

		2020.3	2021.3	
		9M/3Q Results	9M/3Q Results	Change
Engineering Plastic Business	Sales	99.3	88.2	△11.2%
	COGS Ratio	66.3%	70.6%	4.3pt
	Operating Income	△5.9	△7.4	-
Semiconductor Peripherals Business	Sales	107.3	95.0	△11.4%
	COGS Ratio	53.4%	56.0%	2.6pt
	Operating Income	17.1	11.8	△30.9%
Plastic Optics Business	Sales	31.2	30.0	△3.8%
	COGS Ratio	48.0%	40.0%	△8.0pt
	Operating Income	5.2	9.1	72.7%
Total	Sales	237.8	213.3	△10.3%
	COGS Ratio	58.1%	59.8%	1.7pt
	Operating Income	16.4	13.5	△17.8%

Quarterly Results

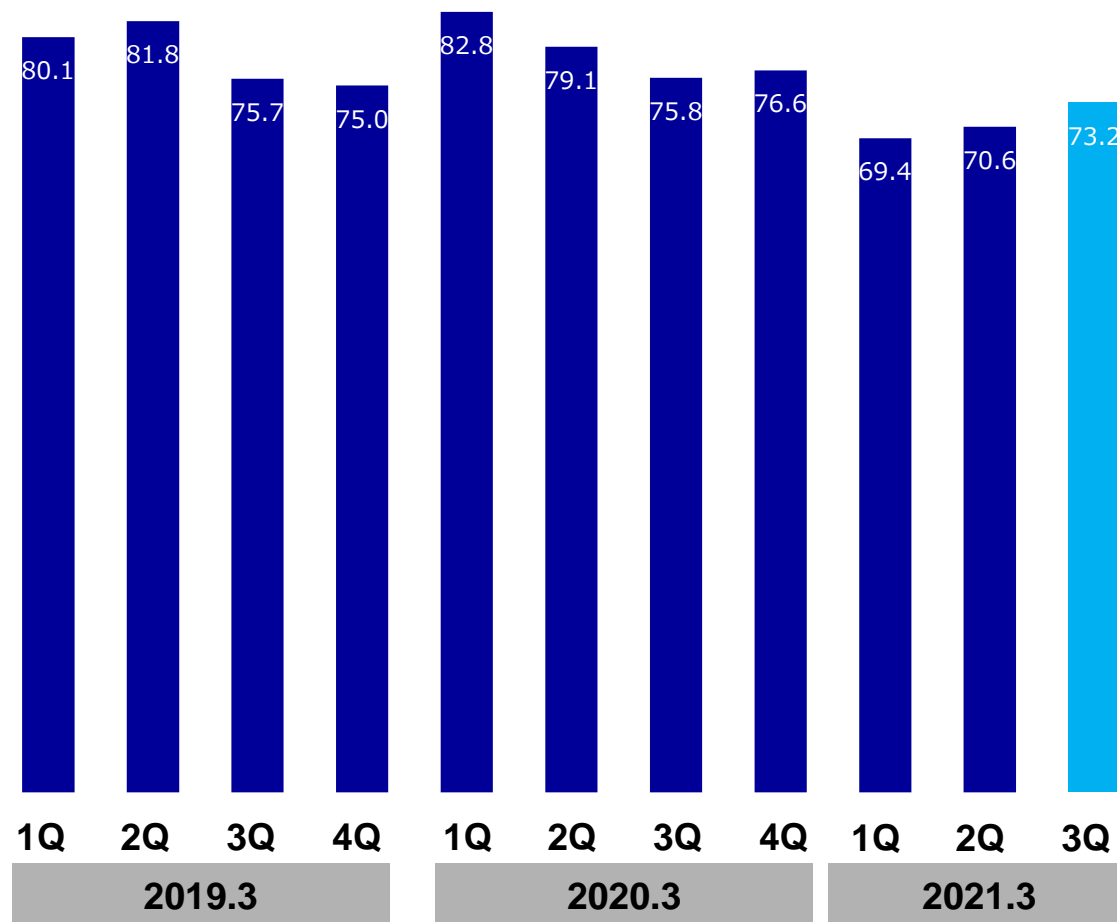
(100 million yen)

	2020.3		2021.3		
	3Q	4Q	1Q	2Q	3Q
Sales	75.8	76.6	69.4	70.6	73.2
COGS Ratio	60.1%	59.8%	60.1%	61.5%	57.9%
Operating Income	2.8	5.1	3.7	3.2	6.4
Ordinary Income	2.4	5.3	3.1	2.1	4.8
Profit attributable to owners of parent	0.3	△9.7	△0.9	2.2	2.8
Net Income Per Share	2.55yen	△79.04yen	△7.35yen	18.13yen	25.07yen

Quarterly Results

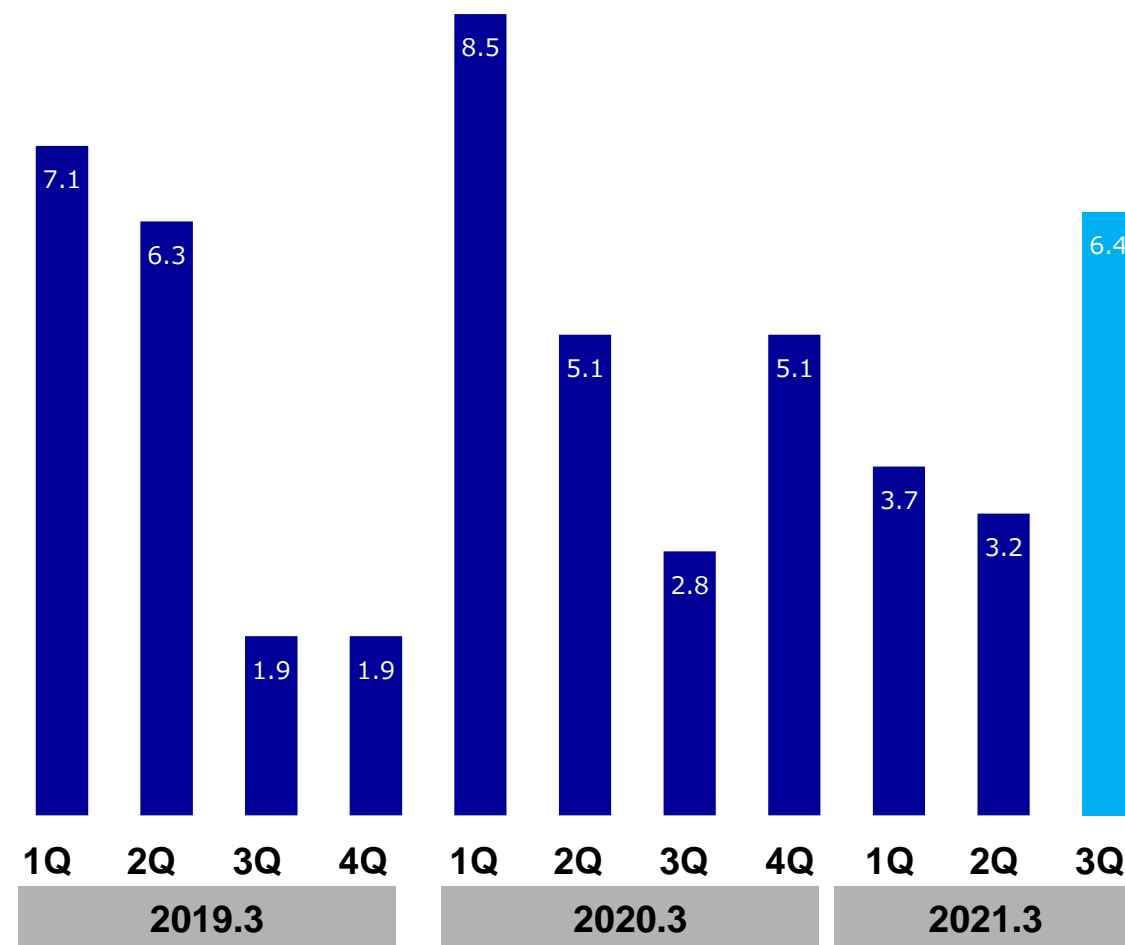
<Sales>

(100 million yen)



<Operating Income>

(100 million yen)



Quarter Results by Segment

(100 million yen)

		2020.3		2021.3		
		3Q	4Q	1Q	2Q	3Q
Engineering Plastic Business	Sales	32.1	32.0	23.4	31.7	33.0
	COGS Ratio	67.1%	69.4%	76.9%	71.9%	65.0%
	Operating Income	△ 2.4	△ 2.1	△ 5.1	△ 2.1	△ 0.1
Semiconductor Peripherals Business	Sales	34.8	34.4	35.8	28.3	30.8
	COGS Ratio	54.5%	56.3%	54.2%	57.9%	56.4%
	Operating Income	4.9	4.4	5.9	2.1	3.8
Plastic Optics Business	Sales	8.8	10.1	10.1	10.6	9.3
	COGS Ratio	56.3%	41.6%	42.1%	40.0%	37.7%
	Operating Income	0.3	2.9	3.0	3.2	2.8
Total	Sales	75.8	76.6	69.4	70.6	73.2
	COGS Ratio	60.1%	59.8%	60.1%	61.5%	57.9%
	Operating Income	2.8	5.1	3.7	3.2	6.4

2021.3 Business Results Overview

◆SGA

(100 million yen)

2020.3 9M/3Q	2021.3 9M/3Q	Change
83.2	72.2	△11.0

- Traveling and transportation expenses: △2.8
- Amortization of Goodwill: △1.7
- Professional fees, Market research expenses: △1.5

◆Non-operating profit and loss

(100 million yen)

2020.3 9M/3Q	2021.3 9M/3Q	Change
△0.2	△3.3	△3.1

- Interest income: 0.4 (2020.3 9M/3Q: 1.4)
- Exchange rate at the end of December/2020 : 103.50yen (Exchange rate at the end of December/2019 : 109.54yen)
- Foreign exchange loss: 2.1 (2020.3 9M/3Q: 1.5)
- Loss on investment in affiliates: 2.4 (2020.3 9M/3Q:1.4)

◆Extra-ordinary profit and loss

(100 million yen)

2020.3 9M/3Q	2021.3 9M/3Q	Change
3.7	△0.2	△3.9

- Gain on sales of investment securities: 1.5
- Business restructuring expenses: 0.6
- Provision for loss on rents: 0.9

➤➤➤ 2021.3 Actions Implemented

➤ Cancellation of Treasury Stock (November 30, 2020)

- **Number of shares to be cancelled: 5,000,000 shares**
(27.42% of total number of issued shares before the cancellation)

➤ 2021.3 Acquisition of Own Shares

- **Total cost of acquisition: 8,914 million yen**
- **Period of acquisition: From June 1st, 2020 to January 20, 2021**
- **Total number of shares acquired: 2,541,800 shares**

➤➤➤ 2021.3 Actions Implemented

- **Acquisition of Own Shares (Resolved at the Board of Directors Meeting held on January 27, 2021)**
 - **Total cost of acquisition: Up to 5,000 million yen**
 - **Total number of shares to be acquired: Up to 1,250,000 shares**
(Equivalent to 12.75 % of outstanding shares [Excluding treasury stock])
 - **Period of acquisition: From January 28, 2021 to March 31, 2021**

2021.3 Plan

2021.3 Plan

(100 million yen)

	2021.3	2021.3	2021.3
	9M/3Q Results	Plan	Revised Plan
Net Sales	213.3	280.0	285.0
COGS Ratio	59.8%	61.0%	60.0%
Operating Income	13.5	13.0	16.5
Ordinary Income	10.1	10.0	13.0
Profit attributable to owners of parent	4.1	4.0	6.0
Net Income Per Share	34.93_{yen}	33.14_{yen}	58.44_{yen}
Dividends Per Share	15.00_{yen}	30.00_{yen}	30.00_{yen}

2021.3 Plan by Segment

(100 million yen)

	2021.3	2021.3	2021.3
	9M/3Q Results	Plan	Revised Plan
Engineering Plastic Business	88.2	118.0	121.0
Semiconductor Peripherals Business	95.0	120.0	124.0
Plastic Optics Business	30.0	42.0	40.0

2021.3 Plan (Reference)

(100 million yen)

	2020.3	2021.3	2021.3
	Results	9M/3Q Results	Full-year
Capital expenditures	20.4	14.1	20.0
Depreciation	24.3	17.6	24.0
R&D	11.1	7.5	10.0

※R&D plan changed

Business Trend and Strategy for Each Segment

Engineering Plastic Business

Environment

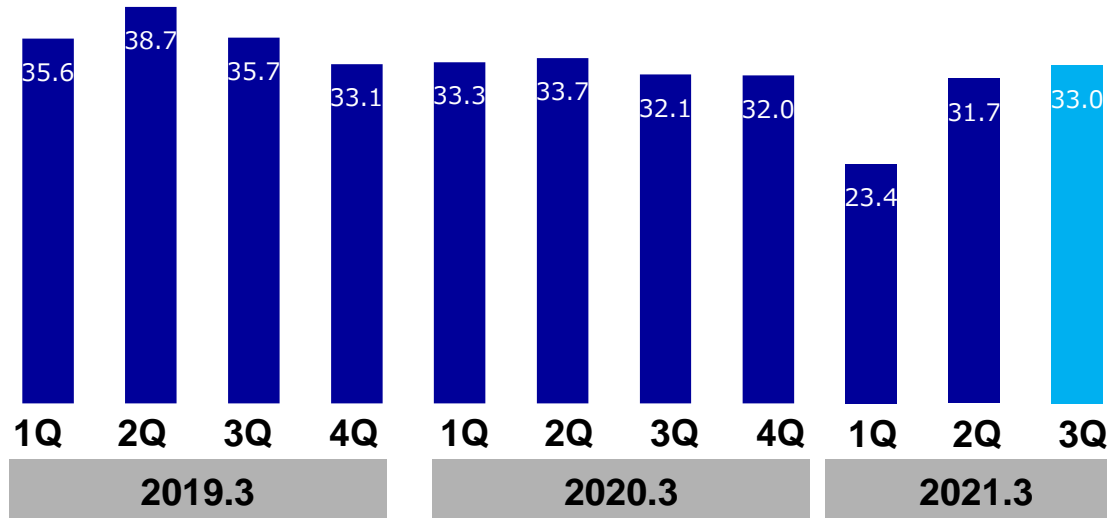
- Automotive market is on the recovery trend. Demand in OA market is still weak.
- Expect growth of the genetic testing market in Bio related business

Strategy

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

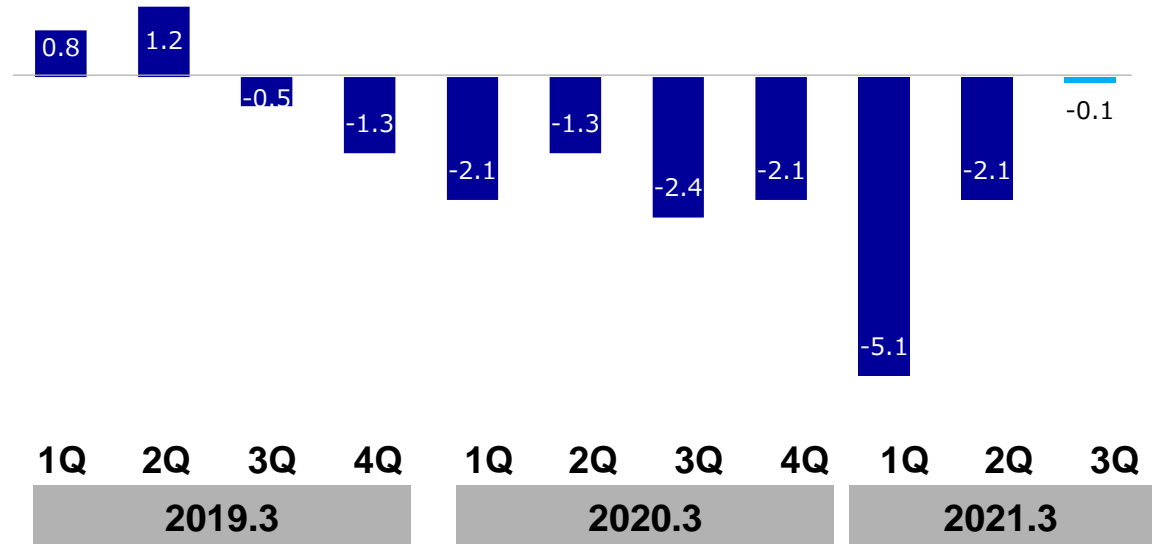
<Sales>

(100 million yen)



<Operating Income>

(100 million yen)



Semiconductor Peripherals Business

Environment

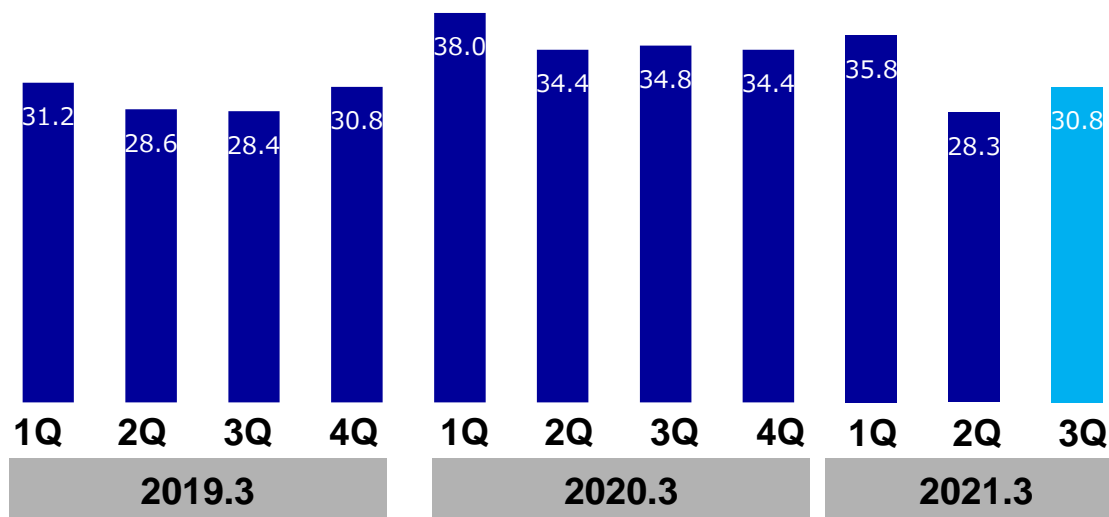
- Server related market has slowed down in the short term, but it is expected to glow in the mid-to-long term.
- Uncertainty continues due to intensifying U.S.-China trade friction

Strategy

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

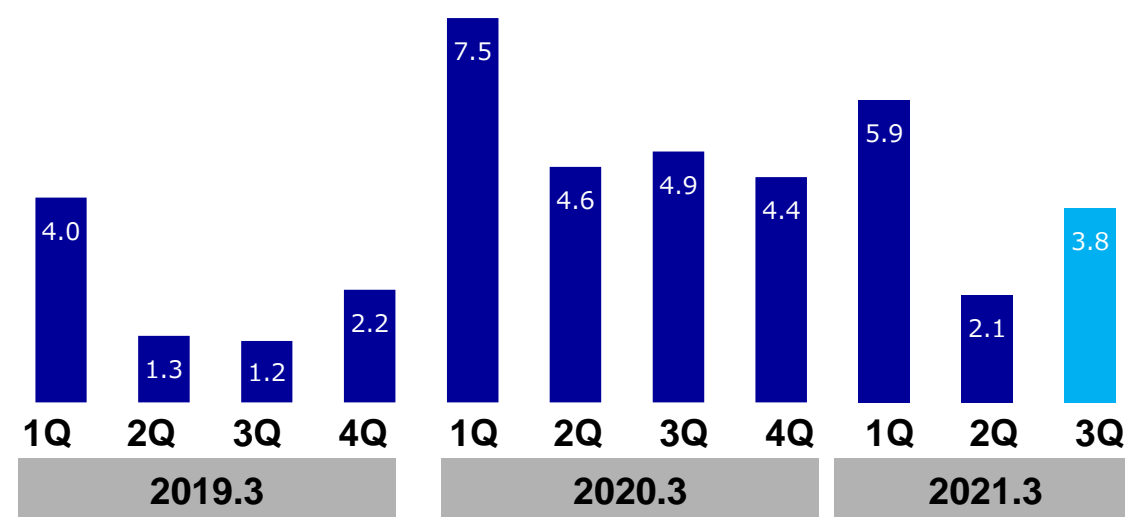
<Sales>

(100 million yen)



<Operating Income>

(100 million yen)



Plastic Optics Business

Environment

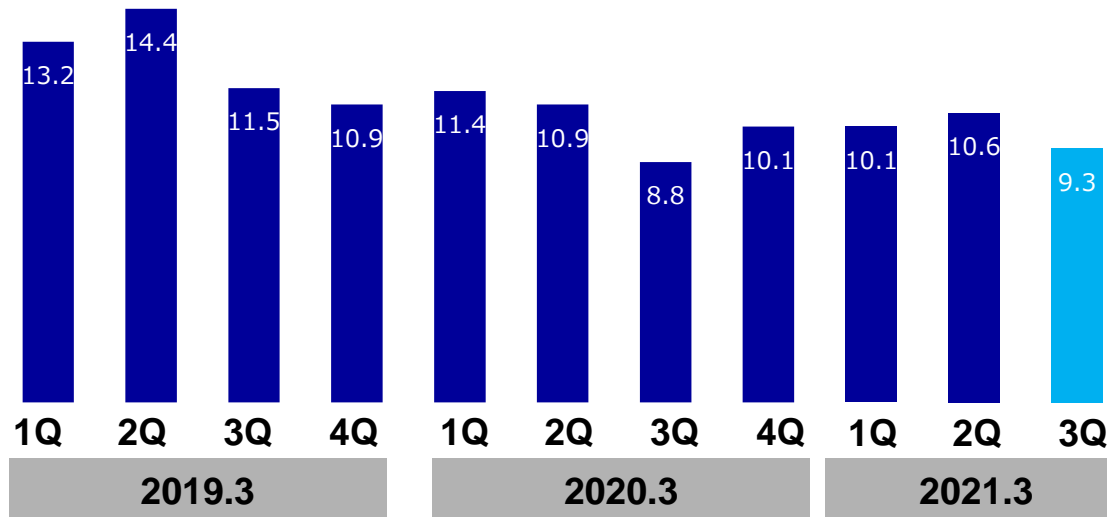
- Demand of high and middle-end products for optical fiber lenses is strong.
- LCD TV market is getting better than initially expected because of increasing demand by staying at home and by government subsidy.

Strategy

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

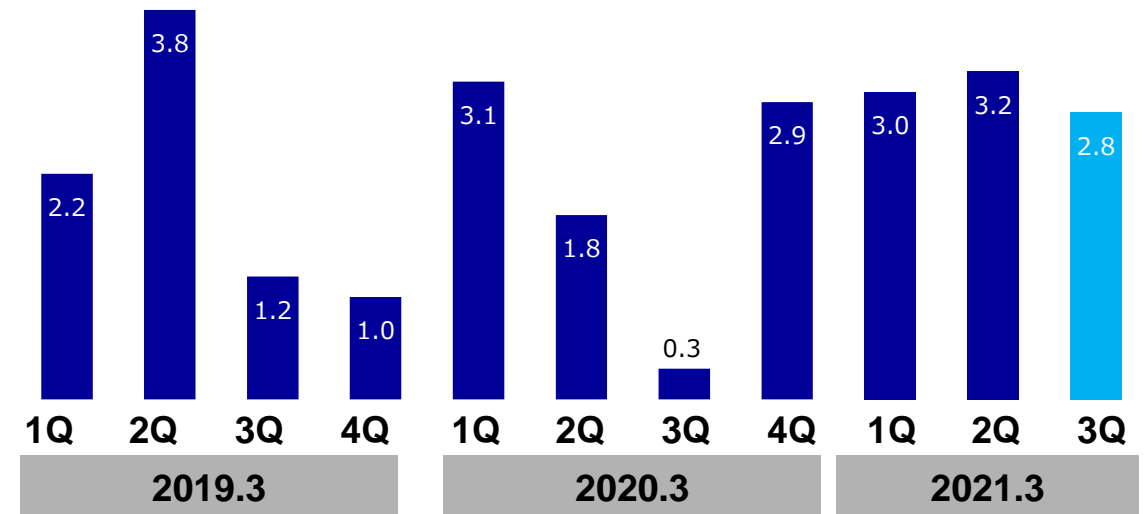
<Sales>

(100 million yen)



<Operating Income>

(100 million yen)





Enplas Corporation

Financial Results for the Third 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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