



# **Business Plan for the Fiscal Year Ending March 31, 2018**

**April 20, 2017**  
**Enplas Corporation**  
**Daisuke Yokota, President**

# Agenda

- 2017.3 Management Policy
- 2017.3 Business Results
- 2018.3 Management Policy
- Business Trend and Strategy by Segment
- 2018.3 Plan

**Operational Excellence**

**Specification Technology**

**Multiple Growth**



# 2017.3 Business Results

(100 million yen)

	2017.3	2016.3	
	Results	Results	Change
Net Sales	329.9	387.3	△14.8%
COGS Ratio	54.3%	46.1%	8.2pt
Operating Income	41.5	99.3	△58.2%
Ordinary Income	40.7	98.2	△58.5%
Profit attributable to owners of parent	51.5	55.9	△7.9%
Comprehensive Income	51.2	40.1	27.7%
Net Income Per Share	402.66 <sub>yen</sub>	427.64 <sub>yen</sub>	△24.98 <sub>yen</sub>
Average Exchange Rate (US\$)	108.98 <sub>yen</sub>	119.96 <sub>yen</sub>	△10.98 <sub>yen</sub>
Dividends Per Share	80.00 <sub>yen</sub>	80.00 <sub>yen</sub>	0.00 <sub>yen</sub>

# 2017.3 Segment Results

(100 million yen)

	2017.3 Results	2016.3 Results	Change
<b>Engineering Plastic Business</b>	<b>128.6</b>	<b>129.9</b>	<b>△1.0%</b>
COGS Ratio	66.9%	64.9%	2.0pt
Operating Income	△1.7	6.7	-
<b>Semiconductor Peripherals Business</b>	<b>102.9</b>	<b>89.0</b>	<b>15.6%</b>
COGS Ratio	54.6%	47.0%	7.6pt
Operating Income	12.9	17.6	△26.7%
<b>Plastic Optics Business</b>	<b>98.2</b>	<b>168.3</b>	<b>△41.6%</b>
COGS Ratio	37.5%	31.1%	6.4pt
Operating Income	30.2	74.9	△59.6%
<b>Net Sales</b>	<b>329.9</b>	<b>387.3</b>	<b>△14.8%</b>
COGS Ratio	54.3%	46.1%	8.2pt
Operating Income	41.5	99.3	△58.2%

# Quarterly Results

(100 million yen)

	2017.3				2016.3
	4Q	3Q	2Q	1Q	4Q
Net Sales	80.4	90.3	82.7	76.2	91.8
COGS Ratio	57.6%	54.5%	53.2%	51.7%	48.3%
Operating Income	6.3	14.2	11.1	9.6	17.7
Ordinary Income	4.8	16.8	10.8	8.1	15.2
Profit attributable to owners of parent	3.7	12.5	27.7	7.4	△2.1
Net Income Per Share	29.61yen	98.13yen	216.60yen	58.32yen	△16.63yen

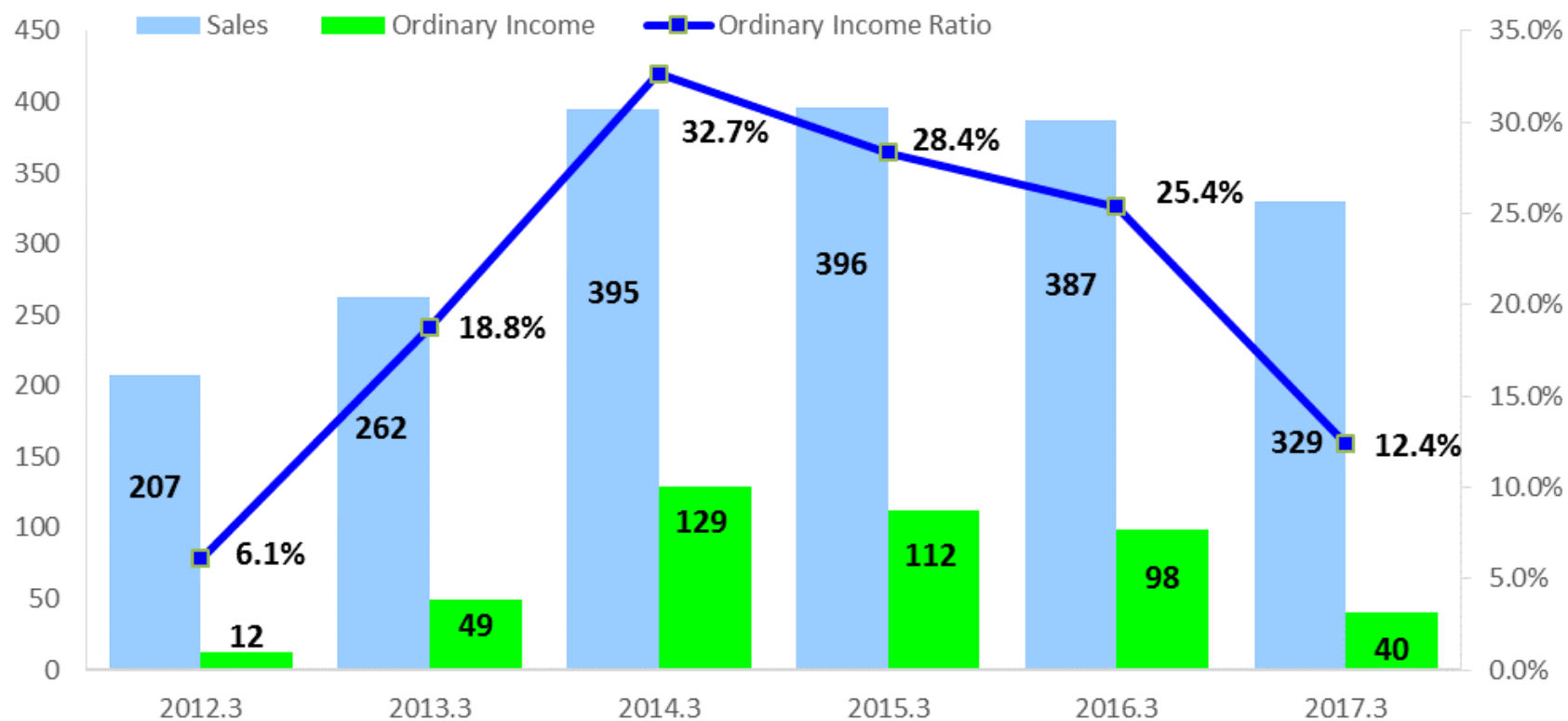
# Quarterly Segment Results

(100 million yen)

	2017.3				2016.3
	4Q	3Q	2Q	1Q	4Q
<b>Engineering Plastic Business</b>	<b>36.1</b>	<b>31.2</b>	<b>30.6</b>	<b>30.5</b>	<b>33.0</b>
COGS Ratio	66.1%	67.9%	67.3%	66.5%	65.8%
Operating Income	0.0	△1.0	△0.5	△0.1	1.7
<b>Semiconductor Peripherals Business</b>	<b>26.1</b>	<b>30.8</b>	<b>25.3</b>	<b>20.5</b>	<b>22.8</b>
COGS Ratio	57.3%	57.9%	51.5%	50.1%	48.7%
Operating Income	2.3	4.6	3.7	2.1	4.1
<b>Plastic Optics Business</b>	<b>18.1</b>	<b>28.2</b>	<b>26.7</b>	<b>25.1</b>	<b>35.9</b>
COGS Ratio	41.2%	36.0%	38.7%	35.1%	31.9%
Operating Income	3.9	10.6	7.9	7.6	11.8
<b>Net Sales</b>	<b>80.4</b>	<b>90.3</b>	<b>82.7</b>	<b>76.2</b>	<b>91.8</b>
COGS Ratio	57.6%	54.5%	53.2%	51.7%	48.3%
Operating Income	6.3	14.2	11.1	9.6	17.7

# 》》》 Sales and Ordinary Income

(100 million yen)

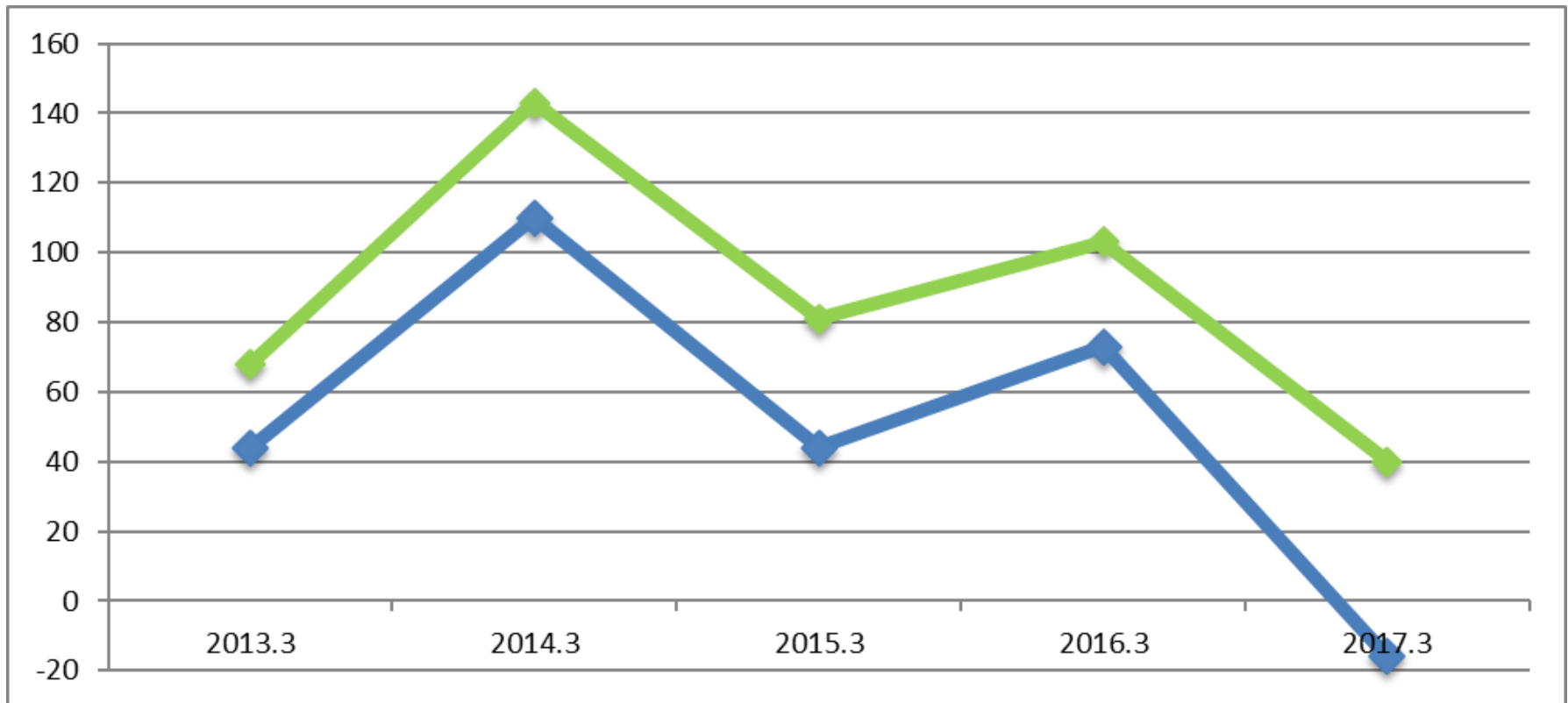




# »»» Cash flow

Free Cash Flow  
Cash from Operating Activities

(100 million yen)



## »» 2018.3 Management Policy

# ➤➤➤ Actions Implemented

## Actions

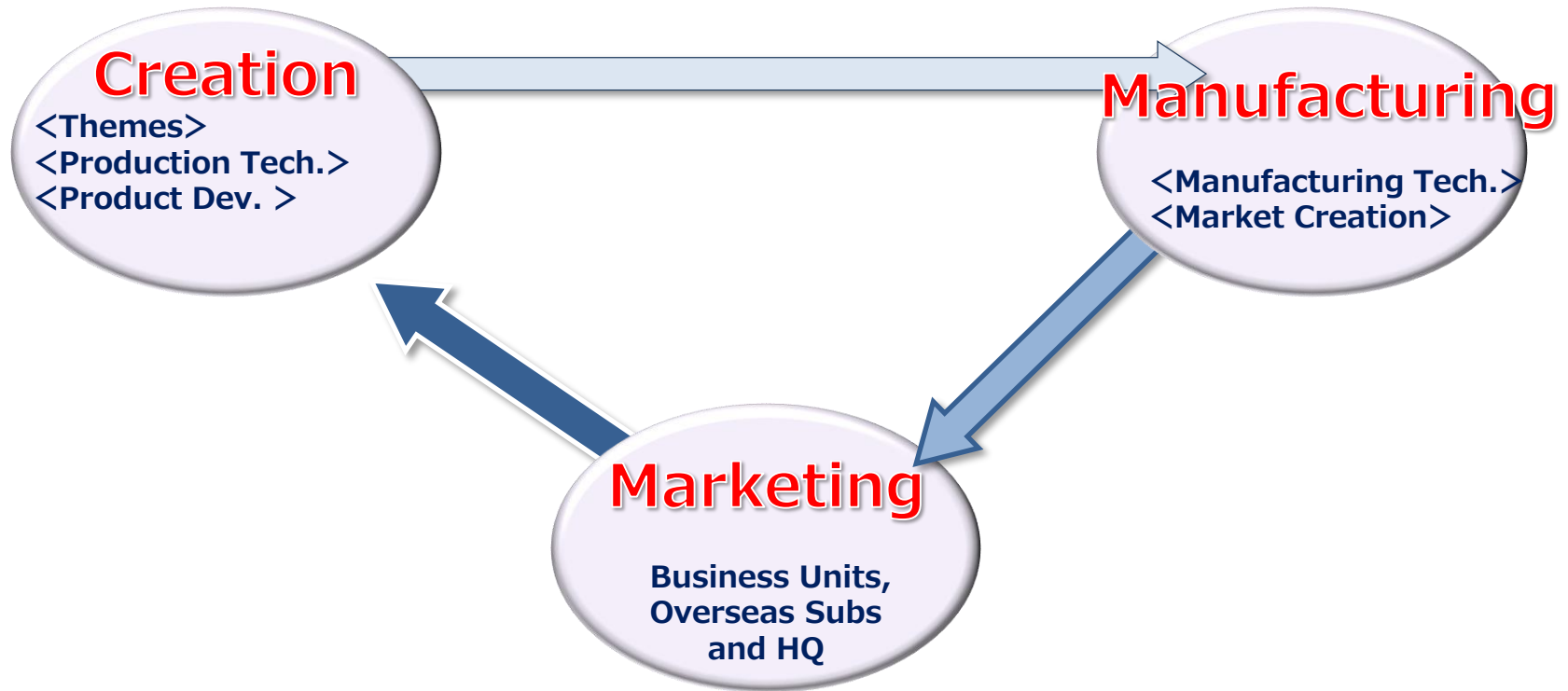
- ◆ Promote Global Optimization
  - Established US headquarters
  - Established European headquarters
- ◆ Aggressive investment in business development
- ◆ Implemented stock option plan
- ◆ Restructured and optimized manufacturing

**Operational Excellence**

**Specification Technology**

**Multiple Growth**

## Business Operation



Continually monitoring progress from perspectives of  
Region, Business Unit and Corporate

## Future Technologies

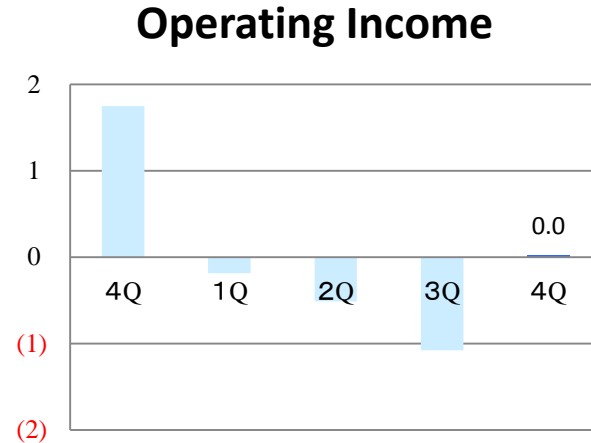
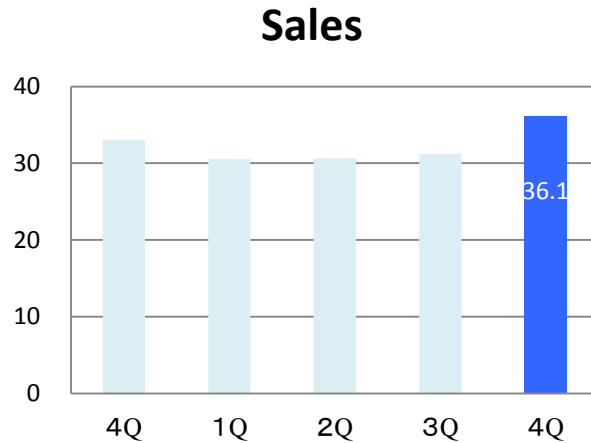
**Water, Food, BIO, Health Care,  
Semiconductors, Robotics, Sensors,  
Communications**



## Business Trend and Strategy by Segment

# Engineering Plastic Business

(100 million yen)



2017.3

- “Solution Center” made progress on proposing solutions to customers based on product application
- Mature printer market
- Strengthen productive investment in growth areas

2018.3

- Optimization of the global business base
- Clarify technology / product development strategy
- Improve the marketing function and accelerate system for accepting prototype orders

2018.3

**Sales Plan: 12.6 billion yen**

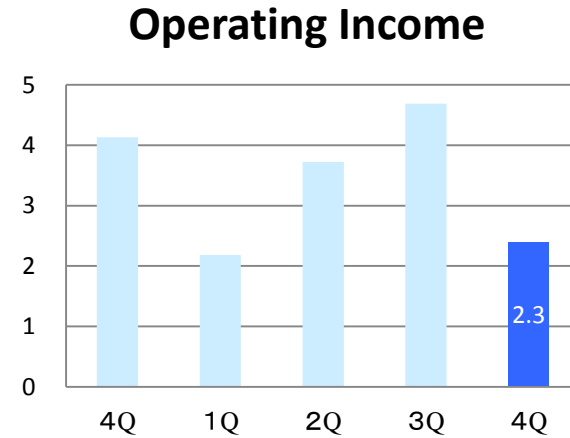
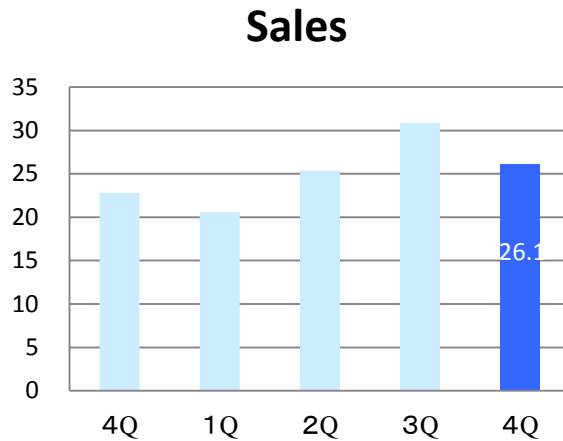
(2017.3 Total: 12.86 billion yen)





# »»»Semiconductor Peripherals Business

(100 million yen)



2017.3

- Accelerated growth by relocating head quarters functions to Singapore
- Taiwanese market experienced growth
- Increased order by offering solutions

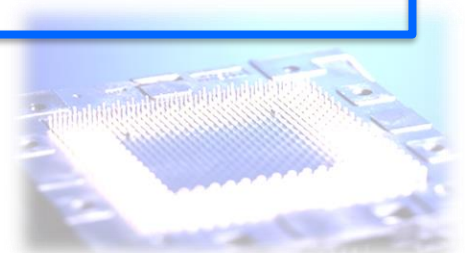
2018.3

- Enhancement of business base
- Enhance customers' satisfaction
- Develop automotive solutions
- Create new technology

**2018.3**

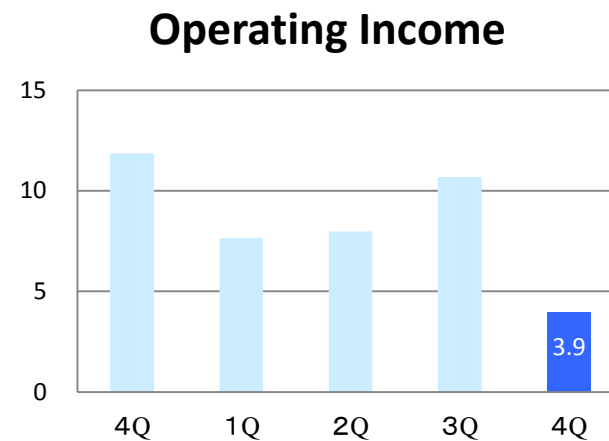
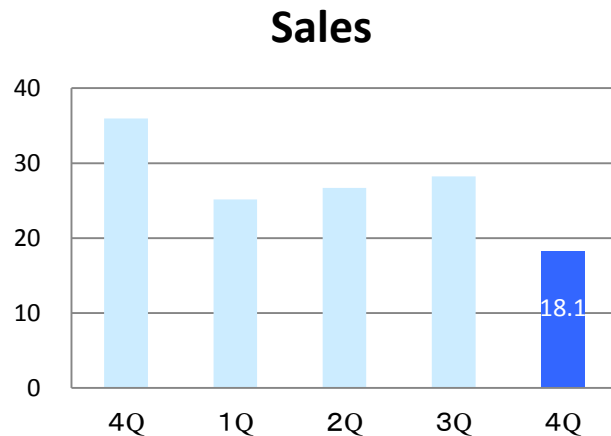
**Sales Plan: 11.0 billion yen**

(2017.3 Total: 10.29 billion yen)



# Plastic Optics Business

(100 million yen)



2017.3

- Maintained share within main customers
- Developed strategic relationships with main customers
- Optical Fiber Communications Business continues to grow

2018.3

- Promote production optimization strategy
- Development of next-generation products
- Shift to more balanced business mix

2018.3

**Sales Plan: 8.4 billion yen**

(2017.3 Total: 9.82 billion yen)



## »» 2018.3 Plan

## 2018.3 Plan

(100 million yen)

	2018.3	
	Full-year	1 <sup>st</sup> Half
Net Sales	320.0	155.0
COGS Ratio	53.8%	54.8%
Operating Income	40.0	17.0
Ordinary Income	40.0	17.0
Profit attributable to owners of parent	28.0	12.0
Net Income Per Share	218.80 <sub>yen</sub>	93.77 <sub>yen</sub>

## 2018.3 Plan by Segment

(100 million yen)

	2018.3	
	Full-year	1 <sup>st</sup> Half
Engineering Plastic Business	126.0	63.0
Semiconductor Peripherals Business	110.0	52.0
Plastic Optics Business	84.0	40.0

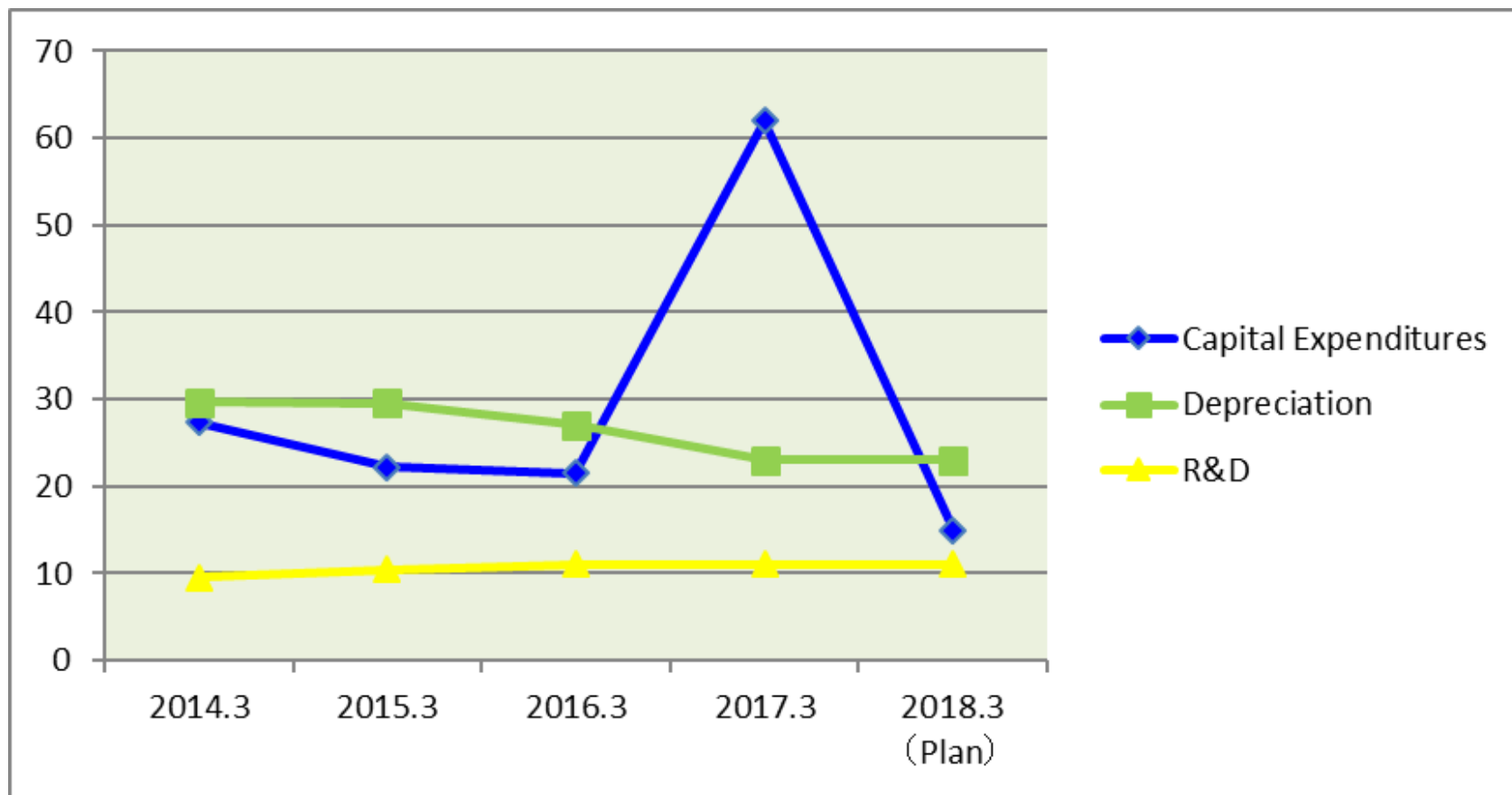
## 2018.3 Plan (Reference)

(100 million yen)

	2018.3	2017.3
	Full-year	Results
Capital expenditures	15.0	61.2
Depreciation	23.0	23.2
R&D	11.0	11.3

## Capital Expenditures, Depreciation, and R&D

(100 million yen)





# Enplas Corporation

## Financial Results for the Fourth Quarter of the Year Ending March 31, 2017

**<http://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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