### Annual Select® 2020

# ENOMOTO Co., Ltd.

8154-19, Uenohara, Uenohara-shi, Yamanashi (Securities Code: 6928) +81-554-62-5111

#### **Corporate Profile**

The ENOMOTO Group (the "Group") has been contributing to Japanese manufacturing since its founding in 1962, underpinned by its Management Philosophy of "recognizing that people are at the heart of business management, ENOMOTO (the "Company") is committed to healthy manufacturing as its contribution to the development of an affluent society." Achievements in this regard have involved developing numerous new technologies related to press processing, establishing die technologies encompassing a wide range of processes such as blanking, bending, drawing and resin molding, and coming up with ultrafine composite machining technologies for metal and plastic geared to addressing fast-evolving market needs for miniaturization, higher performance and more functions.

By swiftly responding to prevailing market needs in a manner that fully leverages ENOMOTO's proprietary technological strengths, we have been able to successively expand our fields of business thus far into areas extending from lead frames for integrated circuits and transistors to relay components, lead frames for opto-electronic devices, and components for micro pitch connectors.

### I. Summary of Selected Financial Data (Consolidated)

|                                                                         | 50th term                           | 51st term                           | 52nd term                           | 53rd term                           | 54th term                           |
|-------------------------------------------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|
|                                                                         | Fiscal year ended<br>March 31, 2016 | Fiscal year ended<br>March 31, 2017 | Fiscal year ended<br>March 31, 2018 | Fiscal year ended<br>March 31, 2019 | Fiscal year ended<br>March 31, 2020 |
| Net sales (Thousands of yen)                                            | 19,135,159                          | 19,366,575                          | 22,103,762                          | 21,047,885                          | 22,647,295                          |
| Ordinary profit (Thousands of yen)                                      | 799,628                             | 1,314,034                           | 1,601,535                           | 1,260,245                           | 1,394,403                           |
| Profit attributable to owners<br>of parent<br>(Thousands of yen)        | 480,894                             | 936,593                             | 1,246,124                           | 912,597                             | 912,732                             |
| Comprehensive income (Thousands of yen)                                 | 89,937                              | 640,368                             | 1,205,953                           | 624,604                             | 778,981                             |
| Net assets (Thousands of yen)                                           | 11,983,917                          | 12,377,988                          | 14,761,555                          | 15,069,747                          | 15,610,219                          |
| Total assets (Thousands of yen)                                         | 19,944,770                          | 20,491,920                          | 23,479,123                          | 23,497,834                          | 24,211,063                          |
| Net assets per share (Yen)                                              | 7,820.95                            | 2,061.63                            | 2,169.16                            | 2,240.94                            | 2,321.46                            |
| Basic earnings per share (Yen)                                          | 313.84                              | 153.33                              | 199.29                              | 134.37                              | 135.86                              |
| Diluted earnings per share (Yen)                                        | _                                   | 152.86                              | 198.32                              | 133.98                              | 135.46                              |
| Equity-to-asset ratio (%)                                               | 60.0                                | 60.4                                | 62.7                                | 64.0                                | 64.4                                |
| Rate of return on equity (ROE)                                          | 4.0                                 | 7.6                                 | 9.1                                 | 6.1                                 | 5.9                                 |
| (%) Price-earnings ratio (PER) (Times)                                  | 7.7                                 | 8.5                                 | 8.0                                 | 6.3                                 | 6.0                                 |
| Net cash provided by (used in) operating activities  (Thousands of yen) | 667,727                             | 2,203,308                           | 2,012,025                           | 592,341                             | 2,357,654                           |
| Net cash provided by (used in) investing activities  (Thousands of yen) | (1,150,085)                         | (769,269)                           | (1,557,564)                         | (1,238,704)                         | (1,501,619)                         |
| Net cash provided by (used in) financing activities  (Thousands of yen) | (640,727)                           | (901,464)                           | 1,175,516                           | (536,363)                           | (333,609)                           |
| Cash and cash equivalents at end of period  (Thousands of yen)          | 1,972,901                           | 2,422,017                           | 4,085,503                           | 2,858,477                           | 3,346,332                           |
| Number of employees                                                     | 1,008                               | 1,055                               | 1,126                               | 1,253                               | 1,243                               |
| [Separately, average number of temporary workers]  (Persons)            | [504]                               | [633]                               | [586]                               | [637]                               | [457]                               |

Notes: 1. Consumption taxes (refers to consumption and local consumption taxes. The same shall apply hereinafter) are not included in net sales.

<sup>2.</sup> Diluted earnings per share for the 50th term is not presented because there are no potential shares.

<sup>3.</sup> The Company conducted a share consolidation of ordinary shares at a ratio of 1 share for each 10 shares with the effective date of October 1, 2016. Net assets per share, basic earnings per share and diluted earnings per share are calculated assuming that the shares were consolidated at the beginning of the 50th term.

<sup>4.</sup> The Company conducted a share split of ordinary shares at a ratio of 4 shares for 1 share with the effective date of October 1, 2017. Net assets per share, basic earnings per share and diluted earnings per share are calculated assuming that the share split was conducted at the beginning of the 51st term.

<sup>5.</sup> The "Partial Amendments to Accounting Standard for Tax Effect Accounting" (ASBJ Statement No. 28, February 16, 2018) and relevant Guidances have been applied from the beginning of the 53rd term. Accordingly, the figures for the key management indicators, etc. for the 52nd term have been adjusted retroactively.

### II. President's Message



I would like to express my sincere gratitude to you, our shareholders, for your continued support. I would also like to express my sincere condolences to those who have passed away due to the novel coronavirus disease (COVID-19), and I pray for a quick recovery of those who contracted the disease.

The ENOMOTO Group has been contributing to Japanese manufacturing since its founding in 1962, underpinned by its Management Philosophy of "recognizing that people are at the

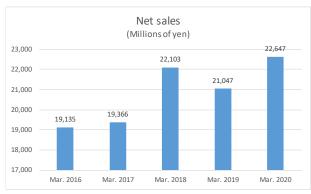
heart of business management, ENOMOTO is committed to healthy manufacturing as its contribution to the development of an affluent society." Achievements in this regard have involved developing numerous new technologies related to press processing, establishing die technologies encompassing a wide range of processes such as blanking, bending, drawing and resin molding, and coming up with ultrafine composite machining technologies for metal and plastic geared to addressing fast-evolving market needs for miniaturization, higher performance and more functions.

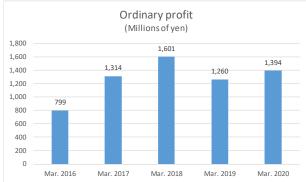
Our products in particular include lead frames for opto-electronic devices typified by light-emitting diodes (LEDs) which constitute an energy-saving product that helps combat global warming, components for micro pitch connectors installed in smartphones and other IT devices and various types of semiconductor lead frames essential for facilitating the spread of self-driving vehicles and IoT. We take pride in these products, which are key technological elements poised to help bring about advances in society going forward. Also, we believe that supplying these products to major manufacturers worldwide will enable the Group to continue playing an indispensable role with respect to helping in bringing about a prosperous society in the future.

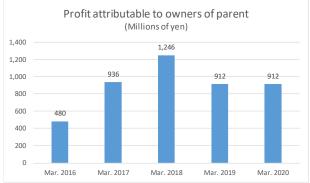
Not content with the status quo, the Group has been striving to enhance its competitiveness in the market by actively building an optimal production system geared to addressing future user needs and regional demand. To such ends, we have established a firm position as one of Asia's leading manufacturers in precision composite machining of metals and resins capable of working with global supply frameworks through our operations in Japan and overseas. Presently in Japan, this includes four factory sites of Headquarters Factory Enzan Site, Headquarters Factory Uenohara Site, Tsugaru Factory and Iwate Factory, while overseas, this includes two factory sites, one in the Philippines and the other in China.

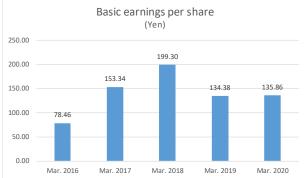
In the previous fiscal year, Japan's economy was on a sustained path of recovery with a high level of corporate earnings and improving employment and income environments. However, due to the global spread of COVID-19, which became more pronounced at the beginning of the year, the outlook for the global economy is extremely uncertain. In the electronic components industry to which the Group belongs, while growth for automotive components was sluggish due to a decline in global automobile sales, high-performance cameras and other products were highly valued in the market even though mobile-related components were in a transitional period to fifth generation (5G) wireless technology, and demand levels remained high.

The Group consistently provides customers with reliable products, develops new products and aims for both the prosperity of the Company and the development of society through this business. Based on the trust and understanding of our business partners, employees and other stakeholders, we will foster a spirit of cooperation and unite our efforts while focusing on increasing our corporate stability, growth and profitability. As we intend to make every effort to establish a solid management base capable of responding quickly to any situation given this intensifying fierce global competition and maximize our corporate value, we look forward to your further support in the future.









#### III. Medium-term Management Policy

The Group has drawn up its Medium-term Business Plan which is to serve as a guideline for the Group's business operations over the five-year period extending from fiscal 2016 to fiscal 2020. Our Medium-term Management Policy stated as, "we will create new value while pursuing the notion of quality manufacturing unrivaled by other companies," inspires us to reach even higher in a manner whereby we make the most of the technological strengths developed by the Group.

Meanwhile, we recognize that the Group must now address the four challenges listed below.

#### (i) Securing and developing human resources

We must pass down and develop our accumulated technological strengths, premised on the notion that "people are at the heart of business management," as stated in the Group's Management Philosophy. As such, we perpetually face challenges of securing and developing young technical professionals in particular. Both in Japan and overseas, we have been securing an even wider range of human resources while developing our employees through education and training on the basis of taking a medium- to long-term perspective. In addition, we aim to achieve the best work-life balance by accurately understanding the skills and needs of our employees, and are striving to create a workplace in which each individual can maximize their abilities.

#### (ii) Taking action in new fields of business

Irrespective of its categories of business thus far, the Group will advance into fields of business for leveraging its technological strengths and production capacity, and actively set the stage for such initiatives.

#### (iii) Heightening production efficiency

We will persist with our efforts to innovate our manufacturing processes, building on efforts taken thus far. In particular, by focusing on streamlining and automating operations, and achieving labor savings, we will implement initiatives such as those for automating the processing of components in mold manufacturing and promote improvement activities throughout the Company aimed at increasing efficiency of the work processes in mass production, and aim to further reduce production costs.

#### (iv) Expanding production overseas

While shifting production bases to overseas locations, we aim to increase the corporate value of the entire Group by raising the level of interaction between technical professionals and managers in Japan and overseas, and further streamline production and upgrade our customer service.

Moreover, we have designated the task of "accomplishment" as our key managerial theme for fiscal 2020, the fifth year of our Management Policy. This plainly embodies our goal of achieving further growth as an organization where each person maximizes their abilities and is responsible and proud to fulfill their duties and accomplish their goals. We will also focus on initiatives geared to making the Company's business operations and related efforts more widely known in order to boost awareness of the Company.

# IV. Helping to Achieve the Sustainable Development Goals (SDGs) through Our Business Activities











#### SDGs Green Loan Project

# Flat Metal Separator Integrating the Gas-diffusion Layer

Progress Report on Initiatives for Establishing Research and Development and the Production Line

#### **Fiscal 2019 Topics**

Progress is managed according to a road map, and although one item is behind schedule, all of the other items, except those with goals continuing until the next fiscal year, have been achieved. We plan to bring the delayed item back on schedule in the next fiscal year. (A: Continuing, slightly ahead of schedule; O: Continuing, on schedule)

|                                      | Total<br>metric<br>number | *  | ☆ | 0 |   |   | × |
|--------------------------------------|---------------------------|----|---|---|---|---|---|
| Achieved items (By the end of March) | 27                        | 17 | 2 | 7 | 0 | 0 | 1 |

| * | Target achieved                                         |
|---|---------------------------------------------------------|
| ☆ | One step remaining until achieving target               |
| 0 | Target expected to be achieved                          |
|   | Currently making progress, but slightly behind schedule |
|   | Activities suspended                                    |
| × | Target difficult to achieve                             |

| (i)   | Result of power-<br>generation evaluation                                           | Achieved fiscal year target of 3.7A/cm² for maximum current density (Key metric for fiscal 2019)                                                                                | Corrections to manufacturing conditions                                | 発験性(R込み) 1.0 0.9 1.1 0.0 0.9 1.1 0.0 0.0 1.1 0.0 0.0 0.0 0.0 0.0 0.0 |
|-------|-------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------|----------------------------------------------------------------------|
| (ii)  | Establishment of manufacturing technology for gas diffusion layer with flow channel | Introduced automation equipment that uses core manufacturing technology (Key metric for fiscal 2019)                                                                            | Manufacturing of automation equipment                                  |                                                                      |
| (iii) | Customer-related                                                                    | <ul> <li>(i) Started consignment of research work (one company for fuel cell vehicles)</li> <li>(ii) Number of companies that have concluded an NDA: Seven companies</li> </ul> |                                                                        |                                                                      |
| (iv)  | Intellectual-property-<br>related                                                   | Submitted two patent applications                                                                                                                                               | Patent Application<br>2019-171644<br>Patent Application<br>2020-029063 |                                                                      |

#### **Fiscal 2020 Metrics**

In fiscal 2019, the Company carried out the following related to research and development.

- (i) Established core manufacturing technology and started the manufacturing and installment of massproduction equipment.
- (ii) Increased the number of companies that have concluded an NDA to seven companies, of which four companies conduct joint evaluations.
- (iii) Submitted two applications for related patents.

#### Key metrics for fiscal 2020

We will manufacture products using the automation equipment introduced in fiscal 2019, and ensure the quality that is equivalent to or higher than that of products manufactured using single-product manufacturing equipment. Later, we will increase the manufacturing capacity while maintaining the level of quality. In order to enhance the Company's activities to secure contracts for using those products, we will increase the target number of companies conducting joint evaluations from the current four companies to six companies.

- (i) Ensure the quality of using the automation equipment. (Characteristics equivalent to or better than those when using single-product manufacturing equipment)
- (ii) Increase the number of companies conducting joint evaluations to six companies.

#### Revision of goal metrics

Newly add "Reduce costs and complete an automated line for increasing quality" as a target for commercialization. Targets have already been established for production takt times and costs.

# V. Consolidated Financial Statements

# (1) Consolidated Balance Sheets

|                                        |                      | (Thousands of yer    |
|----------------------------------------|----------------------|----------------------|
|                                        | As of March 31, 2019 | As of March 31, 2020 |
| Assets                                 |                      |                      |
| Current assets                         |                      |                      |
| Cash and deposits                      | 2,858,477            | 3,346,332            |
| Notes and accounts receivable - trade  | 5,831,028            | 6,680,785            |
| Merchandise and finished goods         | 850,644              | 876,144              |
| Work in process                        | 1,259,834            | 1,106,834            |
| Raw materials and supplies             | 1,507,148            | 1,074,395            |
| Accounts receivable - other            | 98,029               | 145,778              |
| Other                                  | 81,881               | 77,524               |
| Allowance for doubtful accounts        | (2,896)              | (3,812)              |
| Total current assets                   | 12,484,148           | 13,303,982           |
| Non-current assets                     |                      |                      |
| Property, plant and equipment          |                      |                      |
| Buildings and structures               | 8,982,009            | 9,031,181            |
| Accumulated depreciation               | (6,032,054)          | (6,211,415)          |
| Buildings and structures, net          | 2,949,954            | 2,819,765            |
| Machinery, equipment and vehicles      | 12,678,935           | 12,597,567           |
| Accumulated depreciation               | (9,103,685)          | (9,071,387)          |
| Machinery, equipment and vehicles, net | 3,575,249            | 3,526,180            |
| Tools, furniture and fixtures          | 3,381,660            | 3,337,403            |
| Accumulated depreciation               | (3,024,230)          | (2,908,577)          |
| Tools, furniture and fixtures, net     | 357,429              | 428,825              |
| Land                                   | 2,851,834            | 2,770,234            |
| Construction in progress               | 258,722              | 286,442              |
| Total property, plant and equipment    | 9,993,191            | 9,831,448            |
| Intangible assets                      | 83,071               | 177,610              |
| Investments and other assets           |                      |                      |
| Investment securities                  | 578,061              | 531,990              |
| Retirement benefit asset               | 146,349              | 147,638              |
| Deferred tax assets                    | 40,554               | 48,997               |
| Other                                  | 205,156              | 196,396              |
| Allowance for doubtful accounts        | (32,700)             | (27,000)             |
| Total investments and other assets     | 937,422              | 898,022              |
| Total non-current assets               | 11,013,685           | 10,907,080           |
| Total assets                           | 23,497,834           | 24,211,063           |

|                                                                           |                      | •                    |
|---------------------------------------------------------------------------|----------------------|----------------------|
|                                                                           | As of March 31, 2019 | As of March 31, 2020 |
| Liabilities                                                               |                      |                      |
| Current liabilities                                                       |                      |                      |
| Notes and accounts payable - trade                                        | 4,746,766            | 4,435,758            |
| Short-term borrowings                                                     | 1,015,315            | 651,951              |
| Income taxes payable                                                      | 78,912               | 191,764              |
| Provision for bonuses for directors (and other officers)                  | -                    | 20,000               |
| Provision for bonuses                                                     | 278,000              | 331,000              |
| Other                                                                     | 1,306,506            | 1,596,393            |
| Total current liabilities                                                 | 7,425,500            | 7,226,867            |
| Non-current liabilities                                                   | . , . ,              | ., ., ., ., ., .,    |
| Long-term borrowings                                                      | 25,134               | 350,006              |
| Deferred tax liabilities                                                  | 245,132              | 203,010              |
| Retirement benefit liability                                              | 224,830              | 262,220              |
| Provision for retirement benefits for directors (and other officers)      | 68,992               | 67,792               |
| Provision for share-based remuneration for directors (and other officers) | 23,103               | 52,482               |
| Deferred tax liabilities for land revaluation                             | 288,517              | 288,346              |
| Other                                                                     | 126,876              | 150,117              |
| Total non-current liabilities                                             | 1,002,586            | 1,373,975            |
| Total liabilities                                                         | 8,428,086            | 8,600,843            |
| Net assets                                                                | 0,120,000            | 0,000,013            |
| Shareholders' equity                                                      |                      |                      |
| Share capital                                                             | 4,749,333            | 4,749,333            |
| Capital surplus                                                           | 5,082,571            | 5,082,571            |
| Retained earnings                                                         | 5,585,980            | 6,213,621            |
| Treasury shares                                                           | (152,950)            | (153,180)            |
| Total shareholders' equity                                                | 15,264,934           | 15,892,345           |
| Accumulated other comprehensive income                                    | - 7 - 7              | - , ,                |
| Valuation difference on available-for-sale securities                     | 8,498                | 5,594                |
| Revaluation reserve for land                                              | (404,302)            | (357,490)            |
| Foreign currency translation adjustment                                   | 218,114              | 112,744              |
| Remeasurements of defined benefit plans                                   | (32,605)             | (58,082)             |
| Total accumulated other comprehensive income                              | (210,295)            | (297,234)            |
| Share acquisition rights                                                  | 15,109               | 15,109               |
| Total net assets                                                          | 15,069,747           | 15,610,219           |
| Total liabilities and net assets                                          | 23,497,834           | 24,211,063           |

### (2) Consolidated Statements of Income and Consolidated Statements of Comprehensive Income

## (Consolidated Statements of Income)

| March 31, 2019                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | scal year ended<br>farch 31, 2020 |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------|
| Cost of sales         17,660,149           Gross profit         3,387,736           Selling, general and administrative expenses         2,256,169           Operating profit         1,131,566           Non-operating income         13,806           Dividend income         66,478           Rental income         -           Foreign exchange gains         25,218           Other         37,438           Total non-operating income         201,165           Non-operating expenses         11,2314           Interest expenses         23,807           Loss on transfer of receivables         12,314           Taxes and dues         8,240           Depreciation         19,966           Foreign exchange losses         -           Other         8,157     |                                   |
| Gross profit         3,387,736           Selling, general and administrative expenses         2,256,169           Operating profit         1,131,566           Non-operating income         13,806           Interest income         66,478           Rental income         58,223           Insurance claim income         -           Foreign exchange gains         25,218           Other         37,438           Total non-operating income         201,165           Non-operating expenses         11,314           Interest expenses         23,807           Loss on transfer of receivables         12,314           Taxes and dues         8,240           Depreciation         19,966           Foreign exchange losses         -           Other         8,157 | 22,647,295                        |
| Selling, general and administrative expenses         2,256,169           Operating profit         1,131,566           Non-operating income         13,806           Dividend income         66,478           Rental income         58,223           Insurance claim income         -           Foreign exchange gains         25,218           Other         37,438           Total non-operating income         201,165           Non-operating expenses         112,314           Loss on transfer of receivables         12,314           Taxes and dues         8,240           Depreciation         19,966           Foreign exchange losses         -           Other         8,157                                                                                    | 19,053,742                        |
| Operating profit         1,131,566           Non-operating income         13,806           Interest income         66,478           Rental income         58,223           Insurance claim income         -           Foreign exchange gains         25,218           Other         37,438           Total non-operating income         201,165           Non-operating expenses         23,807           Loss on transfer of receivables         12,314           Taxes and dues         8,240           Depreciation         19,966           Foreign exchange losses         -           Other         8,157                                                                                                                                                              | 3,593,552                         |
| Operating profit         1,131,566           Non-operating income         13,806           Interest income         66,478           Rental income         58,223           Insurance claim income         -           Foreign exchange gains         25,218           Other         37,438           Total non-operating income         201,165           Non-operating expenses         23,807           Loss on transfer of receivables         12,314           Taxes and dues         8,240           Depreciation         19,966           Foreign exchange losses         -           Other         8,157                                                                                                                                                              | 2,234,807                         |
| Non-operating income         13,806           Dividend income         66,478           Rental income         58,223           Insurance claim income         -           Foreign exchange gains         25,218           Other         37,438           Total non-operating income         201,165           Non-operating expenses         23,807           Loss on transfer of receivables         12,314           Taxes and dues         8,240           Depreciation         19,966           Foreign exchange losses         -           Other         8,157                                                                                                                                                                                                           | 1,358,745                         |
| Interest income         13,806           Dividend income         66,478           Rental income         58,223           Insurance claim income         -           Foreign exchange gains         25,218           Other         37,438           Total non-operating income         201,165           Non-operating expenses         23,807           Loss on transfer of receivables         12,314           Taxes and dues         8,240           Depreciation         19,966           Foreign exchange losses         -           Other         8,157                                                                                                                                                                                                                |                                   |
| Dividend income         66,478           Rental income         58,223           Insurance claim income         -           Foreign exchange gains         25,218           Other         37,438           Total non-operating income         201,165           Non-operating expenses         23,807           Loss on transfer of receivables         12,314           Taxes and dues         8,240           Depreciation         19,966           Foreign exchange losses         -           Other         8,157                                                                                                                                                                                                                                                         | 24,099                            |
| Rental income         58,223           Insurance claim income         -           Foreign exchange gains         25,218           Other         37,438           Total non-operating income         201,165           Non-operating expenses         23,807           Loss on transfer of receivables         12,314           Taxes and dues         8,240           Depreciation         19,966           Foreign exchange losses         -           Other         8,157                                                                                                                                                                                                                                                                                                  | 3,936                             |
| Foreign exchange gains         25,218           Other         37,438           Total non-operating income         201,165           Non-operating expenses         23,807           Loss on transfer of receivables         12,314           Taxes and dues         8,240           Depreciation         19,966           Foreign exchange losses         -           Other         8,157                                                                                                                                                                                                                                                                                                                                                                                    | 57,922                            |
| Other         37,438           Total non-operating income         201,165           Non-operating expenses         23,807           Loss on transfer of receivables         12,314           Taxes and dues         8,240           Depreciation         19,966           Foreign exchange losses         -           Other         8,157                                                                                                                                                                                                                                                                                                                                                                                                                                    | 22,779                            |
| Other         37,438           Total non-operating income         201,165           Non-operating expenses         23,807           Loss on transfer of receivables         12,314           Taxes and dues         8,240           Depreciation         19,966           Foreign exchange losses         -           Other         8,157                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                   |
| Non-operating expenses         23,807           Loss on transfer of receivables         12,314           Taxes and dues         8,240           Depreciation         19,966           Foreign exchange losses         -           Other         8,157                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 33,136                            |
| Non-operating expenses         23,807           Loss on transfer of receivables         12,314           Taxes and dues         8,240           Depreciation         19,966           Foreign exchange losses         -           Other         8,157                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 141,874                           |
| Interest expenses         23,807           Loss on transfer of receivables         12,314           Taxes and dues         8,240           Depreciation         19,966           Foreign exchange losses         -           Other         8,157                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                                   |
| Taxes and dues         8,240           Depreciation         19,966           Foreign exchange losses         -           Other         8,157                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 23,472                            |
| Depreciation 19,966 Foreign exchange losses – Other 8,157                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 6,358                             |
| Foreign exchange losses – Other 8,157                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 9,199                             |
| Other 8,157                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 18,105                            |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 34,761                            |
| T . 1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 14,318                            |
| Total non-operating expenses 72,486                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 106,216                           |
| Ordinary profit 1,260,245                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 1,394,403                         |
| Extraordinary income                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                   |
| Gain on sales of non-current assets 21,932                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 7,200                             |
| Insurance claim income –                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 95,510                            |
| Gain on sales of investment securities 95,343                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | -                                 |
| Total extraordinary income 117,276                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 102,711                           |
| Extraordinary losses                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                   |
| Loss on sales of non-current assets 13,867                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 5,896                             |
| Loss on retirement of non-current assets 16,248                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 54,664                            |
| Impairment loss 25,774                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 193,600                           |
| Loss on disaster –                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 39,350                            |
| Loss on valuation of investment securities 41,610                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 43,053                            |
| Total extraordinary losses 97,501                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 336,563                           |
| Profit before income taxes 1,280,020                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 1,160,550                         |
| Income taxes - current 255,493                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | 291,582                           |
| Income taxes - deferred 111,930                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | (43,764                           |
| Total income taxes 367,423                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 247,818                           |
| Profit 912,597                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                                   |
| Profit attributable to owners of parent 912,597                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 912,732                           |

# (Consolidated Statements of Comprehensive Income)

|                                                                    |                                     | (Thousands of yen)                  |
|--------------------------------------------------------------------|-------------------------------------|-------------------------------------|
|                                                                    | Fiscal year ended<br>March 31, 2019 | Fiscal year ended<br>March 31, 2020 |
| Profit                                                             | 912,597                             | 912,732                             |
| Other comprehensive income                                         |                                     |                                     |
| Valuation difference on available-for-sale securities              | (96,434)                            | (2,904)                             |
| Foreign currency translation adjustment                            | (194,340)                           | (105,370)                           |
| Remeasurements of defined benefit plans, net of tax                | 2,781                               | (25,477)                            |
| Total other comprehensive income                                   | (287,992)                           | (133,751)                           |
| Comprehensive income                                               | 624,604                             | 778,981                             |
| Comprehensive income attributable to                               |                                     |                                     |
| Comprehensive income attributable to owners of parent              | 624,604                             | 778,981                             |
| Comprehensive income attributable to non-<br>controlling interests | _                                   | _                                   |

## (3) Consolidated Statements of Changes in Equity

Fiscal year ended March 31, 2019

(Thousands of yen)

|                                                      |               |                 | Shareholders' equity |                 | (Thousands of yen)         |
|------------------------------------------------------|---------------|-----------------|----------------------|-----------------|----------------------------|
|                                                      | Share capital | Capital surplus | Retained earnings    | Treasury shares | Total shareholders' equity |
| Balance at beginning of period                       | 4,749,333     | 5,088,699       | 4,913,988            | (86,773)        | 14,665,248                 |
| Changes during the period                            |               |                 |                      |                 |                            |
| Dividends of surplus                                 |               |                 | (237,836)            |                 | (237,836)                  |
| Profit attributable to owners of parent              |               |                 | 912,597              |                 | 912,597                    |
| Purchase of treasury shares                          |               |                 |                      | (81,987)        | (81,987)                   |
| Disposal of treasury shares                          |               | (6,128)         |                      | 15,809          | 9,680                      |
| Reversal of revaluation reserve for land             |               |                 | (2,769)              |                 | (2,769)                    |
| Net changes in items other than shareholders' equity |               |                 |                      |                 |                            |
| Total changes during the period                      | _             | (6,128)         | 671,992              | (66,177)        | 599,685                    |
| Balance at end of period                             | 4,749,333     | 5,082,571       | 5,585,980            | (152,950)       | 15,264,934                 |

|                                                      |                                                        | Accumulated                  | d other comprehe                                 | nsive income                                       |                                                          |                                | Total net assets |
|------------------------------------------------------|--------------------------------------------------------|------------------------------|--------------------------------------------------|----------------------------------------------------|----------------------------------------------------------|--------------------------------|------------------|
|                                                      | Valuation difference on available- for-sale securities | Revaluation reserve for land | Foreign<br>currency<br>translation<br>adjustment | Remeasure-<br>ments of<br>defined benefit<br>plans | Total<br>accumulated<br>other<br>comprehensive<br>income | Share<br>acquisition<br>rights |                  |
| Balance at beginning of period                       | 104,932                                                | (407,071)                    | 412,454                                          | (35,387)                                           | 74,928                                                   | 21,379                         | 14,761,555       |
| Changes during the period                            |                                                        |                              |                                                  |                                                    |                                                          |                                |                  |
| Dividends of surplus                                 |                                                        |                              |                                                  |                                                    |                                                          |                                | (237,836)        |
| Profit attributable to owners of parent              |                                                        |                              |                                                  |                                                    |                                                          |                                | 912,597          |
| Purchase of treasury shares                          |                                                        |                              |                                                  |                                                    |                                                          |                                | (81,987)         |
| Disposal of treasury shares                          |                                                        |                              |                                                  |                                                    |                                                          |                                | 9,680            |
| Reversal of revaluation reserve for land             |                                                        |                              |                                                  |                                                    |                                                          |                                | (2,769)          |
| Net changes in items other than shareholders' equity | (96,434)                                               | 2,769                        | (194,340)                                        | 2,781                                              | (285,223)                                                | (6,269)                        | (291,493)        |
| Total changes during the period                      | (96,434)                                               | 2,769                        | (194,340)                                        | 2,781                                              | (285,223)                                                | (6,269)                        | 308,192          |
| Balance at end of period                             | 8,498                                                  | (404,302)                    | 218,114                                          | (32,605)                                           | (210,295)                                                | 15,109                         | 15,069,747       |

### Fiscal year ended March 31, 2020

(Thousands of yen)

|                                                      |               |                 | Shareholders' equity |                 | (                          |
|------------------------------------------------------|---------------|-----------------|----------------------|-----------------|----------------------------|
|                                                      | Share capital | Capital surplus | Retained earnings    | Treasury shares | Total shareholders' equity |
| Balance at beginning of period                       | 4,749,333     | 5,082,571       | 5,585,980            | (152,950)       | 15,264,934                 |
| Changes during the period                            |               |                 |                      |                 |                            |
| Dividends of surplus                                 |               |                 | (238,279)            |                 | (238,279)                  |
| Profit attributable to owners of parent              |               |                 | 912,732              |                 | 912,732                    |
| Purchase of treasury shares                          |               |                 |                      | (229)           | (229)                      |
| Disposal of treasury shares                          |               |                 |                      |                 | _                          |
| Reversal of revaluation reserve for land             |               |                 | (46,812)             |                 | (46,812)                   |
| Net changes in items other than shareholders' equity |               |                 |                      |                 |                            |
| Total changes during the period                      | _             | _               | 627,640              | (229)           | 627,411                    |
| Balance at end of period                             | 4,749,333     | 5,082,571       | 6,213,621            | (153,180)       | 15,892,345                 |

|                                                      |                                                                    | Accumulated                  | d other comprehen                                | nsive income                                       |                                                          |                                |                  |
|------------------------------------------------------|--------------------------------------------------------------------|------------------------------|--------------------------------------------------|----------------------------------------------------|----------------------------------------------------------|--------------------------------|------------------|
|                                                      | Valuation<br>difference on<br>available-<br>for-sale<br>securities | Revaluation reserve for land | Foreign<br>currency<br>translation<br>adjustment | Remeasure-<br>ments of<br>defined benefit<br>plans | Total<br>accumulated<br>other<br>comprehensive<br>income | Share<br>acquisition<br>rights | Total net assets |
| Balance at beginning of period                       | 8,498                                                              | (404,302)                    | 218,114                                          | (32,605)                                           | (210,295)                                                | 15,109                         | 15,069,747       |
| Changes during the period                            |                                                                    |                              |                                                  |                                                    |                                                          |                                |                  |
| Dividends of surplus                                 |                                                                    |                              |                                                  |                                                    |                                                          |                                | (238,279)        |
| Profit attributable to owners of parent              |                                                                    |                              |                                                  |                                                    |                                                          |                                | 912,732          |
| Purchase of treasury shares                          |                                                                    |                              |                                                  |                                                    |                                                          |                                | (229)            |
| Disposal of treasury shares                          |                                                                    |                              |                                                  |                                                    |                                                          |                                | -                |
| Reversal of revaluation reserve for land             |                                                                    |                              |                                                  |                                                    |                                                          |                                | (46,812)         |
| Net changes in items other than shareholders' equity | (2,904)                                                            | 46,812                       | (105,370)                                        | (25,477)                                           | (86,939)                                                 | _                              | (86,939)         |
| Total changes during the period                      | (2,904)                                                            | 46,812                       | (105,370)                                        | (25,477)                                           | (86,939)                                                 | -                              | 540,471          |
| Balance at end of period                             | 5,594                                                              | (357,490)                    | 112,744                                          | (58,082)                                           | (297,234)                                                | 15,109                         | 15,610,219       |

# (4) Consolidated Statements of Cash Flows

|                                                      |                                     | (Thousands of y                  |  |
|------------------------------------------------------|-------------------------------------|----------------------------------|--|
|                                                      | Fiscal year ended<br>March 31, 2019 | Fiscal year ended March 31, 2020 |  |
| Cash flows from operating activities                 |                                     |                                  |  |
| Profit before income taxes                           | 1,280,020                           | 1,160,550                        |  |
| Depreciation                                         | 1,145,532                           | 1,472,525                        |  |
| Increase (decrease) in retirement benefit liability  | 34,704                              | 39,209                           |  |
| Decrease (increase) in retirement benefit asset      | (7,314)                             | (34,793)                         |  |
| Increase (decrease) in provision for retirement      | (41.084)                            | (1.200)                          |  |
| benefits for directors (and other officers)          | (41,084)                            | (1,200)                          |  |
| Increase (decrease) in provision for share-based     | 22 102                              | 20.270                           |  |
| remuneration for directors (and other officers)      | 23,103                              | 29,379                           |  |
| Increase (decrease) in provision for bonuses         | (40,000)                            | 53,000                           |  |
| Increase (decrease) in provision for bonuses to      |                                     | 20,000                           |  |
| directors (and other officers)                       | _                                   | 20,000                           |  |
| Increase (decrease) in allowance for doubtful        | 274                                 | 916                              |  |
| accounts                                             | 2/4                                 | 910                              |  |
| Interest and dividend income                         | (80,284)                            | (28,036)                         |  |
| Insurance claim income                               | -                                   | (95,510)                         |  |
| Interest expenses                                    | 23,807                              | 23,472                           |  |
| Gain on sales of property, plant and equipment       | (21,932)                            | (7,200)                          |  |
| Loss on sales of property, plant and equipment       | 13,867                              | 5,896                            |  |
| Loss on retirement of property, plant and equipment  | 16,248                              | 54,664                           |  |
| Impairment loss                                      | 25,774                              | 193,600                          |  |
| Loss (gain) on sales of investment securities        | (95,343)                            | -                                |  |
| Loss (gain) on valuation of investment securities    | 41,610                              | 43,053                           |  |
| Decrease (increase) in trade receivables             | (529,990)                           | (870,844)                        |  |
| Decrease (increase) in inventories                   | (817,836)                           | 547,829                          |  |
| Decrease (increase) in other current assets          | (3,648)                             | (46,582)                         |  |
| Increase (decrease) in trade payables                | (333,625)                           | (293,910)                        |  |
| Increase (decrease) in other current liabilities     | 240,486                             | 162,336                          |  |
| Other, net                                           | (1,941)                             | 10,524                           |  |
| Subtotal                                             | 872,428                             | 2,438,878                        |  |
| Interest and dividends received                      | 80,284                              | 28,036                           |  |
| Proceeds from insurance income                       | _                                   | 95,510                           |  |
| Interest paid                                        | (23,798)                            | (23,861)                         |  |
| Income taxes paid                                    | (336,573)                           | (180,910)                        |  |
| Net cash provided by (used in) operating activities  | 592,341                             | 2,357,654                        |  |
| ash flows from investing activities                  |                                     |                                  |  |
| Purchase of property, plant and equipment            | (1,727,600)                         | (1,471,575)                      |  |
| Proceeds from sales of property, plant and equipment | 245,605                             | 29,783                           |  |
| Purchase of intangible assets                        | (9,796)                             | (47,279)                         |  |
| Proceeds from sales of investment securities         | 180,814                             | _                                |  |
| Purchase of investment securities                    | (7,439)                             | (1,130)                          |  |
| Decrease (increase) in other investments             | 53,903                              | (13,244)                         |  |
| Other, net                                           | 25,808                              | 1,826                            |  |
| Net cash provided by (used in) investing activities  | (1,238,704)                         | (1,501,619)                      |  |

|                                                                                      |                                     | (Thousands of yell)                 |
|--------------------------------------------------------------------------------------|-------------------------------------|-------------------------------------|
|                                                                                      | Fiscal year ended<br>March 31, 2019 | Fiscal year ended<br>March 31, 2020 |
| Cash flows from financing activities                                                 |                                     |                                     |
| Net increase (decrease) in short-term borrowings                                     | 34,097                              | (372,741)                           |
| Proceeds from long-term borrowings                                                   | _                                   | 500,000                             |
| Repayments of long-term borrowings                                                   | (194,662)                           | (156,808)                           |
| Proceeds from issuance of shares resulting from exercise of share acquisition rights | 12                                  | -                                   |
| Repayments of finance lease obligations                                              | (55,988)                            | (65,550)                            |
| Purchase of treasury shares                                                          | (81,987)                            | (229)                               |
| Dividends paid                                                                       | (237,836)                           | (238,279)                           |
| Net cash provided by (used in) financing activities                                  | (536,363)                           | (333,609)                           |
| Effect of exchange rate change on cash and cash equivalents                          | (44,300)                            | (34,569)                            |
| Net increase (decrease) in cash and cash equivalents                                 | (1,227,026)                         | 487,855                             |
| Cash and cash equivalents at beginning of period                                     | 4,085,503                           | 2,858,477                           |
| Cash and cash equivalents at end of period                                           | 2,858,477                           | 3,346,332                           |

# VI. Company History

| Date          | Event                                                                                                                                                                                                                                                                                  |
|---------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| April 1967    | ENOMOTO MANUFACTURING Co., Ltd. established in Sagamiko-machi, Tsukui-gun, Kanagawa (present day, Midori-ku, Sagamihara-shi, Kanagawa), for the purpose of manufacturing precision molds and processing pressed components including electronic components fabricated using such molds |
| December 1969 | Uenohara Factory built in Uenohara-cho, Kitatsuru-gun, Yamanashi (present day, Uenohara-shi, Yamanashi), in order to expand operations                                                                                                                                                 |
| March 1973    | Headquarters relocated to Uenohara-cho, Kitatsuru-gun, Yamanashi, from Sagamiko-machi, Tsukui-gun, Kanagawa                                                                                                                                                                            |
| April 1987    | Enzan Factory (present day, Headquarters Factory) built in Enzan-shi, Yamanashi (present day, Koshu-shi, Yamanashi), for the purpose of increasing sales of LED lead frames and streamlining processing of molded components                                                           |
| July 1990     | ENOMOTO MANUFACTURING Co., Ltd. renamed ENOMOTO Co., Ltd.                                                                                                                                                                                                                              |
| November 1990 | Shares registered for over-the-counter trading with the Japan Securities Dealers Association (JSDA)                                                                                                                                                                                    |
| June 1991     | Tsugaru Enomoto Co., Ltd. (present day, Tsugaru Factory) established in Goshogawara-shi, Aomori                                                                                                                                                                                        |
| March 1995    | Iwate Factory built in Otsuchi-cho, Kamihei-gun, Iwate                                                                                                                                                                                                                                 |
| August 1995   | Uenohara Factory (present day, Headquarters Factory) relocated to the Uenohara industrial estate                                                                                                                                                                                       |
| October 1995  | ENOMOTO PHILIPPINE MANUFACTURING Inc. established in Cavite Province, Republic of the Philippines (currently a consolidated subsidiary)                                                                                                                                                |
| August 1997   | Iwate Enomoto Co., Ltd. (present day, Iwate Factory) established, undertakes business of Iwate Factory                                                                                                                                                                                 |
| November 2000 | ENOMOTO HONG KONG Co., Ltd. established in Hong Kong, PRC (currently a consolidated subsidiary)                                                                                                                                                                                        |
| January 2001  | ZHONGSHAN ENOMOTO Co., Ltd. established in Zhongshan City, Guangdong Province, PRC (currently a consolidated subsidiary)                                                                                                                                                               |
| April 2003    | Headquarters relocated to 8154-19 Uenohara, Uenohara-cho, Kitatsuru-gun, Yamanashi (present day, 8154-19 Uenohara, Uenohara-shi, Yamanashi)                                                                                                                                            |
| April 2004    | Subsidiaries Tsugaru Enomoto Co., Ltd. and Iwate Enomoto Co., Ltd. merged into the Company, and Tsugaru Factory and Iwate Factory established                                                                                                                                          |
| December 2004 | Over-the-counter trading registration with JSDA canceled and shares listed on Jasdaq Securities Exchange                                                                                                                                                                               |
| April 2010    | Shares listed on the JASDAQ of the Osaka Securities Exchange upon merger of Jasdaq Securities Exchange and Osaka Securities Exchange                                                                                                                                                   |
| July 2013     | Shares listed on the JASDAQ Standard of the Tokyo Stock Exchange upon integration of the Tokyo Stock Exchange and Osaka Securities Exchange                                                                                                                                            |
| October 2015  | Headquarters Factory established upon integration of Enzan Factory and Uenohara Factory                                                                                                                                                                                                |
| December 2015 | Cavite No. 2 Factory of ENOMOTO PHILIPPINE MANUFACTURING Inc. established in Cavite Province, Republic of the Philippines                                                                                                                                                              |
| December 2017 | Listing changed to Second Section of the Tokyo Stock Exchange, from the JASDAQ Standard of the Tokyo Stock Exchange previously                                                                                                                                                         |
| November 2018 | Shares registered on the First Section of the Tokyo Stock Exchange                                                                                                                                                                                                                     |

### VII. Corporate Data

#### Basic Information (as of March 31, 2020)

Trade name: ENOMOTO Co., Ltd.

Established: April 1967

Listed market: The First Section of the Tokyo Stock Exchange

(Securities Code: 6928)

Listed: November 2018

Business year: From April 1 to March 31
Share capital: ¥4,749,333 thousand

Number of employees: 1,700 persons (on a consolidated basis; including

temporary employees)

Head office: 8154-19, Uenohara, Uenohara-shi, Yamanashi

Telephone: +81-554-62-5111

Consolidated subsidiaries: ENOMOTO PHILIPPINE MANUFACTURING Inc.

ENOMOTO HONG KONG Co., Ltd. ZHONGSHAN ENOMOTO Co., Ltd.

#### Directors and Audits Committee Members (as of July 14, 2020)

President Nobuyuki Takeuchi
Managing Director Homare Shiratori
Managing Director Mitsuhiro Kushima
Director Nobuo Sakurai
Fulltime Audits Committee Member\* Tadashi Kato
Audits Committee Member\* Sachiko Yamaki
Audits Committee Member\* Michiyo Ujiie

<sup>\*</sup> Outside Director

#### Stock Status (as of March 31, 2020)

Total number of authorized shares: 15,000,000 shares
Total number of issued shares: 6,865,360 shares

Number of shareholders: 2,778

Major shareholders (Top 10)

| Name                                                 | Number of shares held<br>(Shares) | Shareholding ratio (excluding treasury shares) (%) |
|------------------------------------------------------|-----------------------------------|----------------------------------------------------|
| Enomoto Kosan Ltd.                                   | 630,260                           | 9.25                                               |
| MN Kikaku Ltd.                                       | 420,328                           | 6.17                                               |
| Japan Trustee Services Bank, Ltd. (Trust account)    | 399,600                           | 5.86                                               |
| The Master Trust Bank of Japan, Ltd. (Trust account) | 278,300                           | 4.08                                               |
| ENOMOTO Employee Stock Ownership Association         | 137,292                           | 2.01                                               |
| Hisako Enomoto                                       | 128,104                           | 1.88                                               |
| Taeko Sakurai                                        | 128,060                           | 1.88                                               |
| Japan Trustee Services Bank, Ltd. (Trust account 5)  | 116,700                           | 1.71                                               |
| Kenichi Matsuoka                                     | 96,400                            | 1.41                                               |
| Nobuo Sakurai                                        | 93,660                            | 1.37                                               |

<sup>\*</sup> In addition to shares described above, the Company holds 57,583 shares as treasury shares.

<sup>\*</sup> Annual Select is an English-language disclosure format developed by ZAIHON, INC. to increase the level of convenience of investors outside Japan based on Japanese-language statutory disclosure material, timely disclosure material prescribed by securities exchanges and voluntarily disclosed IR material. Annual Select is a registered trademark of ZAIHON, INC. Reproduction or copying without prior permission is prohibited.

<sup>\*</sup> While every best effort has been made to provide a translation meeting the quality standards required of professionals, the Company does not guarantee it is 100% accurate. Therefore, please verify the original Japanese text for any final judgments made based on this information.