Creating the Future
with Adhesive Technologies

Linkage + Technology
LINTEC
Head Office:
Itabashi-ku, Tokyo, Japan

Security Code:
7966 (Tokyo Stock Exchange, 1st Section)

Established: October 15, 1934

Common Stock: 23.2 billion yen (as of March 31, 2013)

Number of Employees: 4,270 (as of March 31, 2013)

Net Sales: 190.8 billion yen (as of March 31, 2013)

Fiscal Year-End: March 31

Business Activities: Development, manufacture, and marketing of adhesive products and related equipment, specialty papers, release papers and films, etc.

Consolidated Subsidiary: 4 companies (Japan)
20 companies (Overseas)
Company history

1934: Establishment of FUJI SHIKO CORPORATION, manufacturer of gummed tape (Itabashi, Tokyo)
*The name was changed to FSK CORPORATION in 1984

1960: Started production and marketing of adhesive papers and films for labels

Subsequently expanded adhesive operations to such areas as decorative materials for interior and exterior, motorcycle, automobile and others.

1984: Developed UV curable dicing tape and made full-scale entry into field of semiconductor-related products

1987: MADICO, INC. became a subsidiary

1990: Merged with SHIKOKU PAPER CO., LTD., and SOHKEN KAKO CO., LTD.
Name was changed to LINTEC CORPORATION

Expanded business activities from release paper, specialty papers to the fields of adhesive paper and films, related equipment
1991: Made full-scale entry into LCD-related operations

1993: LINTEC (TIANJIN) INDUSTRY CO., LTD. was established

1994: PT. LINTEC INDONESIA was established

2000: LINTEC INDUSTRIES (MALAYSIA) SDN. BHD. was established

2002: LINTEC (SUZHOU) TECH CORPORATION was established

LINTEC SPECIALITY FILMS (KOREA), INC., was established

2003: LINTEC SPECIALITY FILMS (TAIWAN), INC., was established

2004: LINTEC KOREA, INC., was established

2011: LINTEC (THAILAND) CO., LTD., was established
Performance trends / Net sales, Operating income

Unit: Billion yen
- Net sales
- Operating income

Highest Results on Record
- Global recession: 212.7
- 20.9

The impact of financial crisis in Europe and the Great East Japan Earthquake, etc.

Net sales
- 2013/3: 150.8
- 2012/3: 7.3

Operating income
- 2013/3: 10.6
- 2012/3: 190.8
Overseas sales have increased 43.5 billion over the last 10 years with average annual growth of 12.0%. (Sales in Asia have shown average annual growth of 15.1%).

- FY2003: Net sales 149.0 billion yen (Overseas 20.8 billion yen, Japan 128.2 billion yen)
- FY2013: Net sales 190.8 billion yen (Overseas 64.3 billion yen, Japan 126.5 billion yen)

Ratio of overseas sales to net sales: 14.0% → 33.7%

Approx. 3.1 times
Basic composition of adhesive products

- Adhesive
- Release paper / film
- Surface improvement
  Printability / imprintability, Durability, etc.
- Substrate
  (Base paper / film)

Meeting needs with in-house technologies

Linking your dreams  LINTEC Corporation
Four core technologies and operational segments

Core technologies

1. Adhesive applications
2. Surface improvement
3. System development
4. Specialty papers and Release materials production

Printing and Industrial Materials Products
- Printing and Variable Information Products Operations
- Industrial and Material Operations

Electronic and Optical Products
- Advanced Materials Operations
- Optical Products Operations

Paper and Converted Products
- Fine and Specialty Paper Products Operations
- Converted Products Operations

Adhesive materials + Equipment
Adhesive papers and films for labels

- Main types: Permanent, Removable, Restickable

Label printing machines, etc.
### Usage of LINTEC Label Materials / Required properties

- **For commodity items**
  - Water resistance
  - Curved-surface adhesion
  - Design

- **For food packaging**
  - Water resistance
  - Curved-surface adhesion
  - Cold resistance

- **For stationery**
  - Durability
  - Dimensional stability
  - Design etc.

- **For distribution**
  - Imprintability
  - Adequacy for affixing seals
  - Cold resistance

- **For medical and pharmaceutical**
  - Printability / imprintability
  - Chemical resistance
  - Tamper-evident

- **For industrial**
  - Oil- and water-resistance
  - Durability
  - Heat resistance
Industrial and Material Operations

- Window films
- Films for outdoor signs and advertising
- Interior finishing mounting sheets
- Automobile-use adhesive products
- Industrial-use adhesive tapes
- PV backsheets
- Labeling machines, etc.

FY2013 Net sales 190.8 billion yen
33.2 billion yen 17.4%
PV backsheets

- The sheet protects the back-side of photovoltaic module
- Desirable features include outside durability, efficient electricity generation through high-reflectivity, and high dielectronic performance

Our Strategy

- Strengthen competitiveness to launch next generation backsheets by new manufacturing method

Structure of PV module

- Glass
- Encapsulant (EVA*)
- Cell (Silicon)
- Backsheet

*EVA = Ethylene-Vinyl Acetate

Realizing to raise durability and reduce the cost by adopting non-adhesive structure
Industrial and Material Operations

● Automobile-use adhesive products

● Paint replacement films for door sashes

   Original material design increases the passage of air and makes it simple to apply

With air bubbles

With no air bubbles

● Protection films for aluminum wheels

● Marking films

● Window films
Advanced Materials Operations

- Semiconductor-related tapes
- Semiconductor-related equipment
- Coated films for multilayer ceramic capacitor production
- Touch screen-related products, etc.

FY2013
Net sales
190.8 billion yen

34.0 billion yen
17.8%
Manufacturing process for semiconductor chip

【Fabrication】
- Single crystal silicon ingot
- Wafer following circuit formation
- Wafer

【Back-end process】
*Uses of our tapes and equipment
- Wafer following circuit formation
- Lamination of surface protection tape*
- Back grinding (wafer thinning)
- Lamination of dicing tape*
- Removal of surface protection tape*
- Dicing (wafer cutting)
- UV irradiation of tape*
- Picking up
- Mounting
- Molding
Key tape products related to semiconductors

- Surface protection tape for thin & high-bump wafers
  - Specially designed to prevent thin wafers from bowing after back grinding.
  - Protects the surface of wafers from contamination by attaching to bumps formed on the surface of the circuitry.
  - Prevents wafer damage by dispersing the stress placed upon wafers during back grinding.

- Dicing die bonding tape

  Dicing process
  - Chips are firmly fixed

  Adhesive
  - Base film

  Picking up process
  - Adhesive is transcribed to the reverse side of chips

  Die bonding process
  - No need for paste application during the mounting process
Coated films for multilayer ceramic capacitor (MLCC) production

Manufacturing process for MLCC

- LINTEC’s coated film
- Dielectric paste (Slurry)
- Ceramic sheet
- Coating
- Heat drying
- Internal electrode printing
- Die cutting and releasing
- Stacking, compression bonding and cutting
- Firing and external electrode forming
- Forming several hundred layers in a 1mm square or less
**Touch screen-related products**

- **Anti-shatter film (ASF)**
  This is a hard coated adhesive film designed to prevent the shattering of glass type touch screen.

- **Optically clear adhesive sheet**

- **Hard coat film for ITO**
  This is a hard coated film ideal for the base material of ITO film.
Optical Products Operations

- Polarizing films and retardation films for LCDs
  / Adhesive processing
- Polarizing films for LCDs
  / Surface improvement processing
- Protection films for polarizing films, etc.

FY2013 Net sales
190.8 billion yen
38.4 billion yen
20.1%
- **Protection films for polarizing films**
  - Surface improvement
    - Dirt-resistance / Water-resistance / Anti-static

- **Structure of LCD**
  - Surface improvement
    - Anti-reflection / Anti-glare / Abrasion-resistance properties
  - Polarizing film
  - Adhesive
  - Retardation film
  - Adhesive
  - Liquid crystal cell
  - Adhesive
  - Polarizing film
  - Adhesive
  - Light source
  - Adhesive
  - Substrate (film)
Fine and Specialty Paper Products Operations

- Color papers for envelopes
- Colored construction papers
- Lint-free paper
- High-grade printing papers
- High-grade papers for paper products, etc.

FY2013
Net sales
190.8 billion yen

15.9 billion yen
8.3%
Converted Products Operations

- Release papers and films for adhesive labels
- Release films for optical-related products
- Release papers for FPC* cover layers
- Casting papers for synthetic leather (release paper)
- Casting papers for carbon fiber composite materials (release paper), etc.

19.8 billion yen
10.4%

FY2013 Net sales 190.8 billion yen

*FPC = Flexible Print Circuit
<table>
<thead>
<tr>
<th></th>
<th>FY2013 results</th>
<th>FY2012 results</th>
<th>Increase (decrease)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net sales</strong></td>
<td>190.8</td>
<td>200.9</td>
<td>(10.1) (5.0%)</td>
</tr>
<tr>
<td><strong>Operating income</strong></td>
<td>10.6</td>
<td>14.0</td>
<td>(3.4) (24.3%)</td>
</tr>
<tr>
<td><strong>Income before income taxes</strong></td>
<td>10.8</td>
<td>13.4</td>
<td>(2.6) (19.4%)</td>
</tr>
<tr>
<td><strong>Net income</strong></td>
<td>7.7</td>
<td>8.6</td>
<td>(0.9) (10.5%)</td>
</tr>
</tbody>
</table>

**Net sales**
- FY2013: 190.8 Billion yen
- FY2012: 200.9 Billion yen
- Increase: (10.1) Billion yen (5.0%)

**Operating income**
- FY2013: 10.6 Billion yen
- FY2012: 14.0 Billion yen
- Increase: (3.4) Billion yen (24.3%)

**Income before income taxes**
- FY2013: 10.8 Billion yen
- FY2012: 13.4 Billion yen
- Increase: (2.6) Billion yen (19.4%)

**Net income**
- FY2013: 7.7 Billion yen
- FY2012: 8.6 Billion yen
- Increase: (0.9) Billion yen (10.5%)
<table>
<thead>
<tr>
<th></th>
<th>FY2013 results</th>
<th>FY2012 results</th>
<th>Increase (decrease)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Printing and Industrial Materials Products</strong></td>
<td>49.6</td>
<td>53.0</td>
<td>(3.4) (6.4%)</td>
</tr>
<tr>
<td><strong>Printing and Variable Information Products Operations</strong></td>
<td>33.2</td>
<td>37.1</td>
<td>(3.9) (10.5%)</td>
</tr>
<tr>
<td><strong>Net sales</strong></td>
<td>82.8</td>
<td>90.1</td>
<td>(7.3) (8.1%)</td>
</tr>
<tr>
<td><strong>Operating income</strong></td>
<td>2.4</td>
<td>5.2</td>
<td>(2.8) (53.8%)</td>
</tr>
</tbody>
</table>
### Electronic and Optical Products

<table>
<thead>
<tr>
<th></th>
<th>FY2013 results</th>
<th>FY2012 results</th>
<th>Increase (decrease)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advanced Materials Operations</td>
<td>34.0 (Billion yen)</td>
<td>31.8 (Billion yen)</td>
<td>2.2 (6.9%)</td>
</tr>
<tr>
<td>Optical Products Operations</td>
<td>38.4 (Billion yen)</td>
<td>42.0 (Billion yen)</td>
<td>-3.6 (8.6%)</td>
</tr>
<tr>
<td>Net sales</td>
<td>72.4 (Billion yen)</td>
<td>73.9 (Billion yen)</td>
<td>-1.5 (2.0%)</td>
</tr>
<tr>
<td>Operating income</td>
<td>3.2 (Billion yen)</td>
<td>3.9 (Billion yen)</td>
<td>-0.7 (17.9%)</td>
</tr>
</tbody>
</table>

**Advanced Materials Operations sales**

<table>
<thead>
<tr>
<th>Quarter</th>
<th>FY2012</th>
<th>FY2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>1Q</td>
<td>7.7</td>
<td>8.6</td>
</tr>
<tr>
<td>2Q</td>
<td>7.5</td>
<td>8.0</td>
</tr>
<tr>
<td>3Q</td>
<td>8.1</td>
<td>9.1</td>
</tr>
<tr>
<td>4Q</td>
<td>8.4</td>
<td>8.3</td>
</tr>
</tbody>
</table>

**Optical Products Operations sales**

<table>
<thead>
<tr>
<th>Quarter</th>
<th>FY2012</th>
<th>FY2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>1Q</td>
<td>10.0</td>
<td>12.1</td>
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<tr>
<td>2Q</td>
<td>8.6</td>
<td>8.3</td>
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<tr>
<td>3Q</td>
<td>10.3</td>
<td>10.7</td>
</tr>
<tr>
<td>4Q</td>
<td>10.7</td>
<td>10.7</td>
</tr>
</tbody>
</table>

**Segment net sales**

<table>
<thead>
<tr>
<th>Quarter</th>
<th>FY2012</th>
<th>FY2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>1Q</td>
<td>18.8</td>
<td>20.7</td>
</tr>
<tr>
<td>2Q</td>
<td>18.3</td>
<td>19.8</td>
</tr>
<tr>
<td>3Q</td>
<td>19.1</td>
<td>16.7</td>
</tr>
</tbody>
</table>

**Segment operating income**

<table>
<thead>
<tr>
<th>Quarter</th>
<th>FY2012</th>
<th>FY2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>1Q</td>
<td>1.3</td>
<td>1.3</td>
</tr>
<tr>
<td>2Q</td>
<td>1.6</td>
<td>1.3</td>
</tr>
<tr>
<td>3Q</td>
<td>0.4</td>
<td>0.6</td>
</tr>
<tr>
<td>4Q</td>
<td>1.1</td>
<td>1.0</td>
</tr>
</tbody>
</table>
### Net sales / Operating income by Operational segment

#### Paper and Converted Products

<table>
<thead>
<tr>
<th></th>
<th>FY2013 results</th>
<th>FY2012 results</th>
<th>Increase (decrease)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fine and Specialty Paper Products Operations</td>
<td>15.9</td>
<td>16.9</td>
<td>(1.0) (5.9%)</td>
</tr>
<tr>
<td>Converted Products Operations</td>
<td>19.8</td>
<td>20.1</td>
<td>(0.3) (1.5%)</td>
</tr>
<tr>
<td>Net sales</td>
<td>35.7</td>
<td>36.9</td>
<td>(1.2) (3.3%)</td>
</tr>
<tr>
<td>Operating income</td>
<td>5.0</td>
<td>4.8</td>
<td>0.2 4.2%</td>
</tr>
</tbody>
</table>

#### Fine and Specialty Paper Products Operations sales

<table>
<thead>
<tr>
<th></th>
<th>FY2012</th>
<th>FY2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>1Q</td>
<td>4.4</td>
<td>4.8</td>
</tr>
<tr>
<td>2Q</td>
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<td>3.9</td>
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#### Converted Products Operations sales

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<tr>
<th></th>
<th>FY2012</th>
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<tbody>
<tr>
<td>1Q</td>
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<td>4.9</td>
</tr>
<tr>
<td>4Q</td>
<td>4.9</td>
<td>4.9</td>
</tr>
<tr>
<td>1Q</td>
<td>5.0</td>
<td>5.1</td>
</tr>
<tr>
<td>2Q</td>
<td>5.1</td>
<td>5.0</td>
</tr>
</tbody>
</table>

#### Segment net sales

<table>
<thead>
<tr>
<th></th>
<th>FY2012</th>
<th>FY2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>1Q</td>
<td>10.1</td>
<td>8.9</td>
</tr>
<tr>
<td>2Q</td>
<td>8.9</td>
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<td>9.4</td>
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<td>1Q</td>
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</table>

#### Segment operating income

<table>
<thead>
<tr>
<th></th>
<th>FY2012</th>
<th>FY2013</th>
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<tbody>
<tr>
<td>1Q</td>
<td>1.7</td>
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<tr>
<td>2Q</td>
<td>1.0</td>
<td>0.9</td>
</tr>
<tr>
<td>3Q</td>
<td>1.2</td>
<td>1.2</td>
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<tr>
<td>4Q</td>
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<td>1.3</td>
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<tr>
<td>1Q</td>
<td>1.3</td>
<td>1.2</td>
</tr>
<tr>
<td>2Q</td>
<td>1.2</td>
<td>1.3</td>
</tr>
<tr>
<td>3Q</td>
<td>1.3</td>
<td>1.3</td>
</tr>
</tbody>
</table>

\(\text{(Billion yen)}\)
## Forecasts of consolidated financial results for FY2014

<table>
<thead>
<tr>
<th></th>
<th>FY2014 forecasts</th>
<th>FY2013 results</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net sales</strong></td>
<td>210.0</td>
<td>190.8</td>
</tr>
<tr>
<td><strong>Operating income</strong></td>
<td>15.0</td>
<td>10.6</td>
</tr>
<tr>
<td><strong>Income before income taxes</strong></td>
<td>15.0</td>
<td>10.8</td>
</tr>
<tr>
<td><strong>Net income</strong></td>
<td>10.5</td>
<td>7.7</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>FY 2013</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net sales</strong></td>
<td>190.8</td>
<td>210.0</td>
</tr>
<tr>
<td><strong>Operating income</strong></td>
<td>10.6</td>
<td>15.0</td>
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<tr>
<td><strong>Income before income taxes</strong></td>
<td>10.8</td>
<td>15.0</td>
</tr>
<tr>
<td><strong>Net income</strong></td>
<td>7.7</td>
<td>10.5</td>
</tr>
</tbody>
</table>
Capital expenditure, Depreciation & Amortization, R&D expenses

<table>
<thead>
<tr>
<th></th>
<th>FY 2012</th>
<th>2013</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capital expenditure</td>
<td>11.7</td>
<td>12.3</td>
<td>10.0</td>
</tr>
<tr>
<td>Depreciation &amp; Amortization</td>
<td>10.1</td>
<td>10.1</td>
<td>10.0</td>
</tr>
<tr>
<td>R&amp;D expenses</td>
<td>6.2</td>
<td>7.3</td>
<td>7.2</td>
</tr>
</tbody>
</table>
## Trend in dividends per share (yen)

<table>
<thead>
<tr>
<th>Year</th>
<th>Result</th>
<th>Forecast</th>
<th>Payout ratio (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>18</td>
<td></td>
<td>13.3</td>
</tr>
<tr>
<td>2008</td>
<td>24</td>
<td></td>
<td>19.5</td>
</tr>
<tr>
<td>2009</td>
<td>20</td>
<td></td>
<td>24.9</td>
</tr>
<tr>
<td>2010</td>
<td>24</td>
<td></td>
<td>22.2</td>
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<tr>
<td>2011</td>
<td>40</td>
<td></td>
<td>34.7</td>
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<td>40</td>
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<td>2013</td>
<td>34</td>
<td></td>
<td>34.7</td>
</tr>
<tr>
<td>2014</td>
<td>42</td>
<td></td>
<td>29.9 (Forecast)</td>
</tr>
</tbody>
</table>
All statements contained in this material, such as projected operating results are based on assumptions regarding economic conditions, market trends and plans as of the date of this material.

For various reasons, it is possible that the Company’s future results, performance, or achievements will differ from the contents of these forward-looking statements.