

FACT BOOK FY2013

For the year ended March 31,2013

CONTENTS

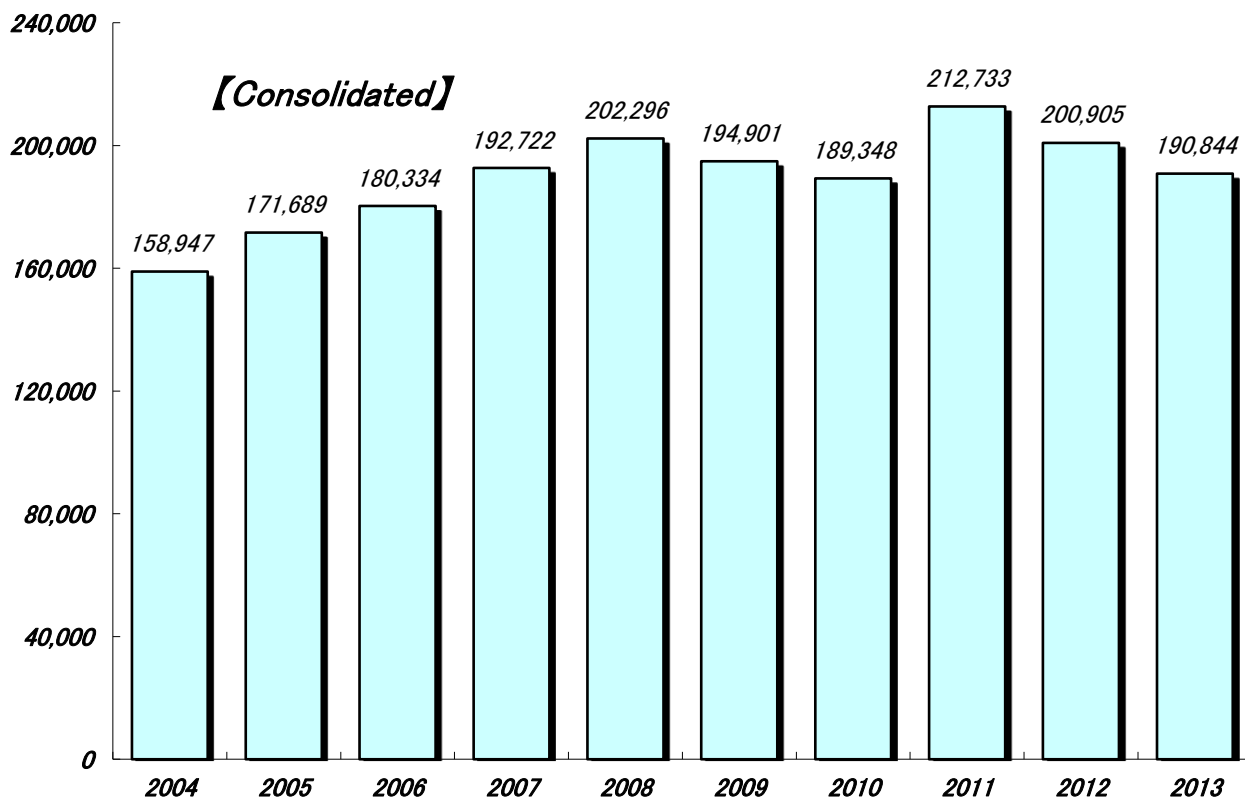
| | |
|--|------------|
| <i>History of change in scope of consolidation</i> | <i>1</i> |
| <i>Sales</i> | <i>2</i> |
| <i>Sales (Segment Information)</i> | <i>3~4</i> |
| <i>Operating Income and Operating Income Ratio</i> | <i>5</i> |
| <i>Operating Income and Operating Income Ratio (Segment Information)</i> | <i>6~7</i> |
| <i>Net Income and Net Income Ratio</i> | <i>8</i> |
| <i>Return on Equity</i> | <i>9</i> |
| <i>Return on Assets</i> | <i>10</i> |
| <i>Capital Expenditure</i> | <i>11</i> |
| <i>Depreciation and Amortization</i> | <i>12</i> |
| <i>R&D Expenses</i> | <i>13</i> |
| <i>Number of employees</i> | <i>14</i> |
| <i>Consolidated Balance Sheets</i> | <i>15</i> |
| <i>Consolidated Statements of Income</i> | <i>16</i> |
| <i>Consolidated Statements of Cash Flows</i> | <i>17</i> |

History of change in scope of consolidation

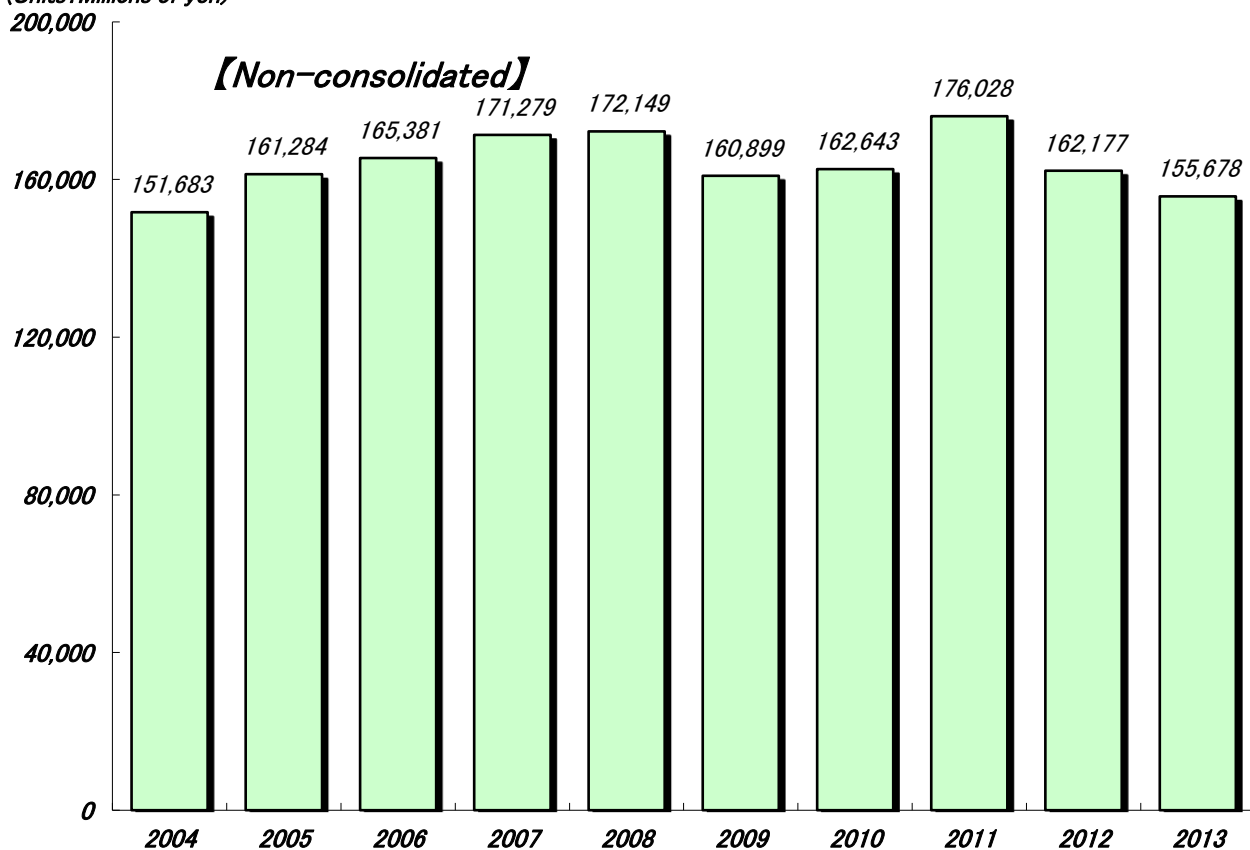
| <u>Companies consolidated</u> | | <u>Remarks</u> |
|-------------------------------|--------------|--|
| FY1990 | 3 Companies | Consolidated FSK OF AMERICA, INC. (currently LINTEC OF AMERICA, INC.), MADICO, INC. and MADCICO INTERNATIONAL, INC. |
| FY1995 | 4 Companies | MODERN PLASTIC INDUSTRIES CO., LTD. was acquired on January 10, 1995 and consolidated with the Company. |
| FY1996 | 3 Companies | MADICO INTERNATIONAL, INC. liquidated December 1995. |
| FY1997 | 2 Companies | MODERN PLASTIC INDUSTRIES CO., LTD was merged with the Company and excluded from consolidation. |
| FY1998 | 8 Companies | LINTEC RESEARCH BOSTON, INC., PT. LINTEC INDONESIA, LINTEC (TIANJIN) TECH CORPOTATION, LTD., L HOME CORPORATION (currently LINTEC COMMERCE, INC.), FUJI-LIGHT, INC. and RENRI, INC. were included. |
| FY1999 | 10 Companies | LINTEC SINGAPORE PTE. LTD. and LINTEC EUROPE B. V. were added. |
| FY2001 | 11 Companies | LINTEC RESEARCH BOSTON, INC. split its electronics-based businesses into its newly established subsidiary, LINTEC ADVANCED TECHNOLOGIES (USA) INC. and it was included in consolidation. |
| FY2002 | 12 Companies | LINTEC INDUSTRIES (MALAYSIA). SDN.BHD. was added. |
| FY2004 | 14 Companies | LINTEC ADVANCED TECHNOLOGIES (TAIWAN), INC., LINTEC ADVANCED TECHNOLOGIES (KOREA), INC. were added. |
| FY2005 | 18 Companies | TAIWAN LINTEC HOLDINGS, INC, LINTEC SPECIALITY FILMS (TAIWAN), INC. LINTEC SPECIALITY FILMS (KOREA), INC. LINTEC (SUZHOU) TECH CORPORATION, LTD. were added. |
| FY2006 | 19 Companies | LINTEC KOREA, INC. was included. |
| FY2008 | 20 Companies | LINTEC ADVANCED TECHNOLOGIES (EUROPE) GMBH was included. |
| FY2009 | 21 Companies | SEKISUI SIGN SYSTEM, INC. was acquired on November 28, 2008 and consolidated with the Company.* (*The trade name of the company has been changed to LINTEC SIGN SYSTEM, INC. on April 1, 2009.) |
| FY2010 | 19 Companies | TAIWAN LINTEC HOLDING, INC. was excluded from the consolidated company due to the completion of liquidation. Due to reorganization of the consolidated company in the United States, LINTEC RESEARCH BOSTON, INC. (LRB) and LINTEC ADVANCED TECHNOLOGIES (USA), INC. (LATU) was merged with LATU as the surviving company. The name of LATU was changed to LINTEC OF AMERICA, INC. |
| FY2011 | 22 Companies | LINTEC ADVANCED TECHNOLOGIES (SHANGHAI),INC., LINTEC INDUSTRIES (SARAWAK) SDN.BHD. were included. SOLAMATRIX, INC. (currently MADICO WINDOW FILMS, INC.) was acquired by MADICO, INC. and consolidated with the Company. |
| FY2012 | 23 Companies | LINTEC (THAILAND) CO., LTD. was added. |
| FY2013 | 24 Companies | LINTEC PRINTING & TECHNOLOGY(TIANJIN) CORPORATION was added. |

Sales

(Units: Millions of yen)

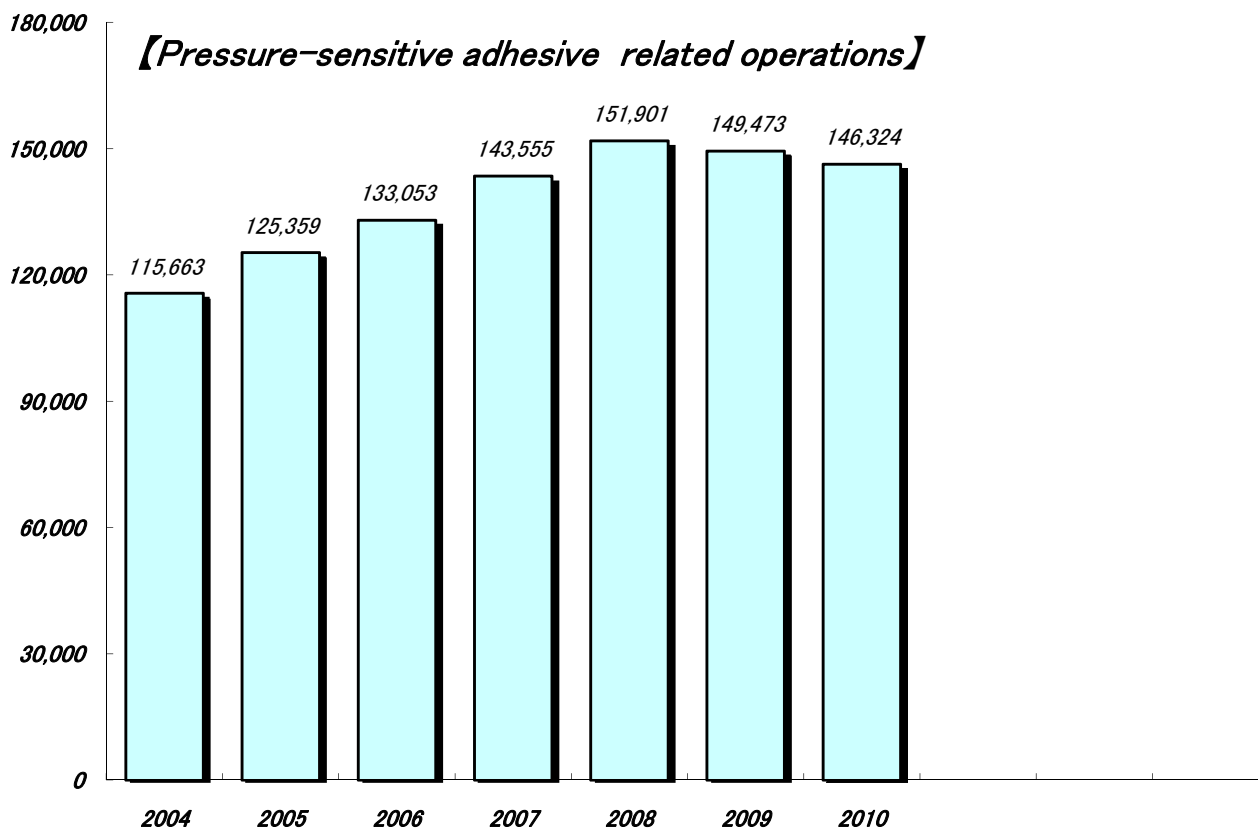


(Units: Millions of yen)

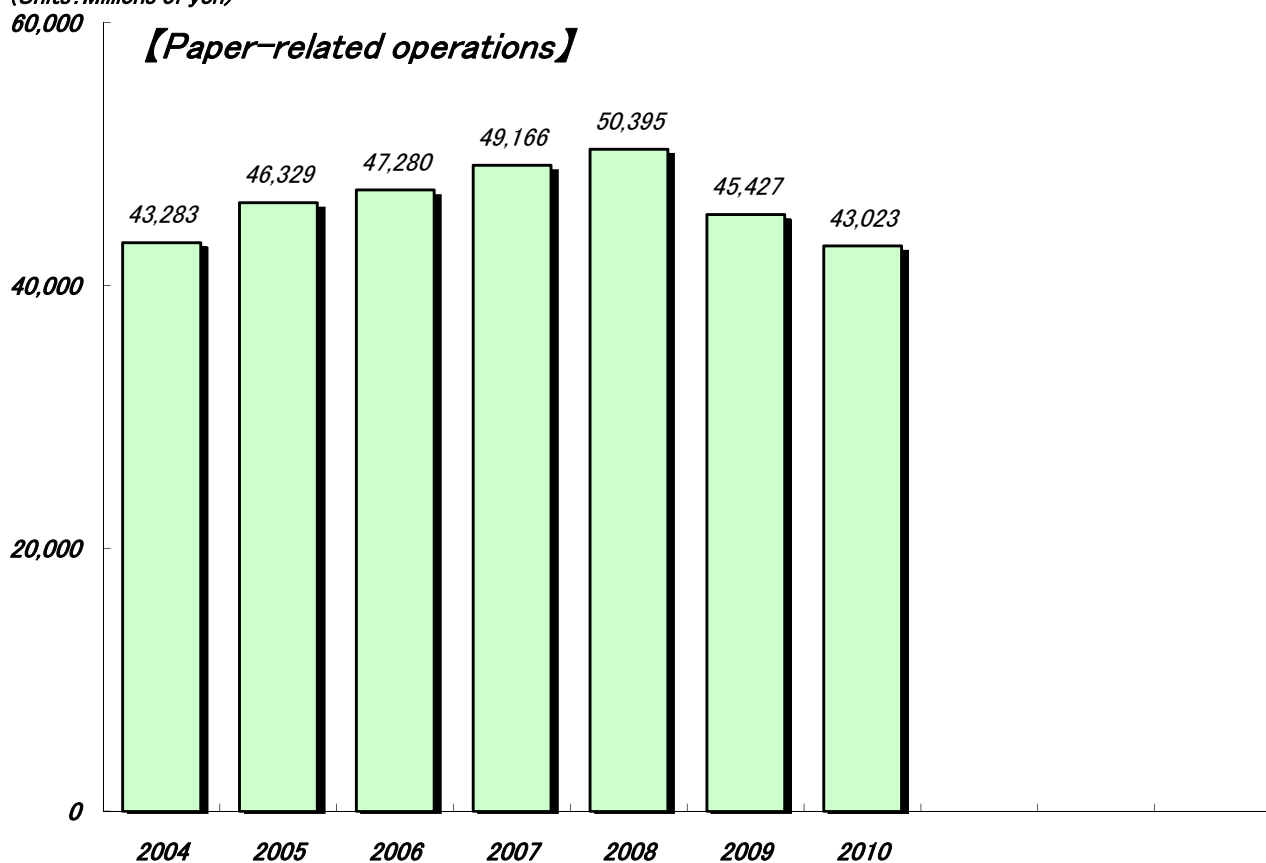


Sales (Segment Information)

(Units: Millions of yen)

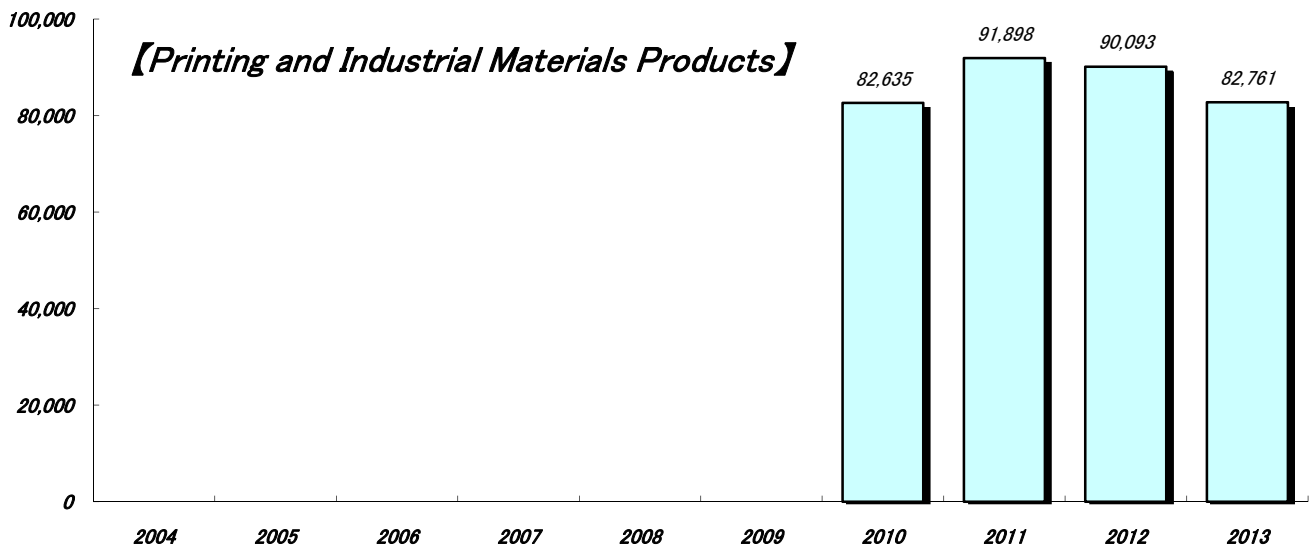


(Units: Millions of yen)

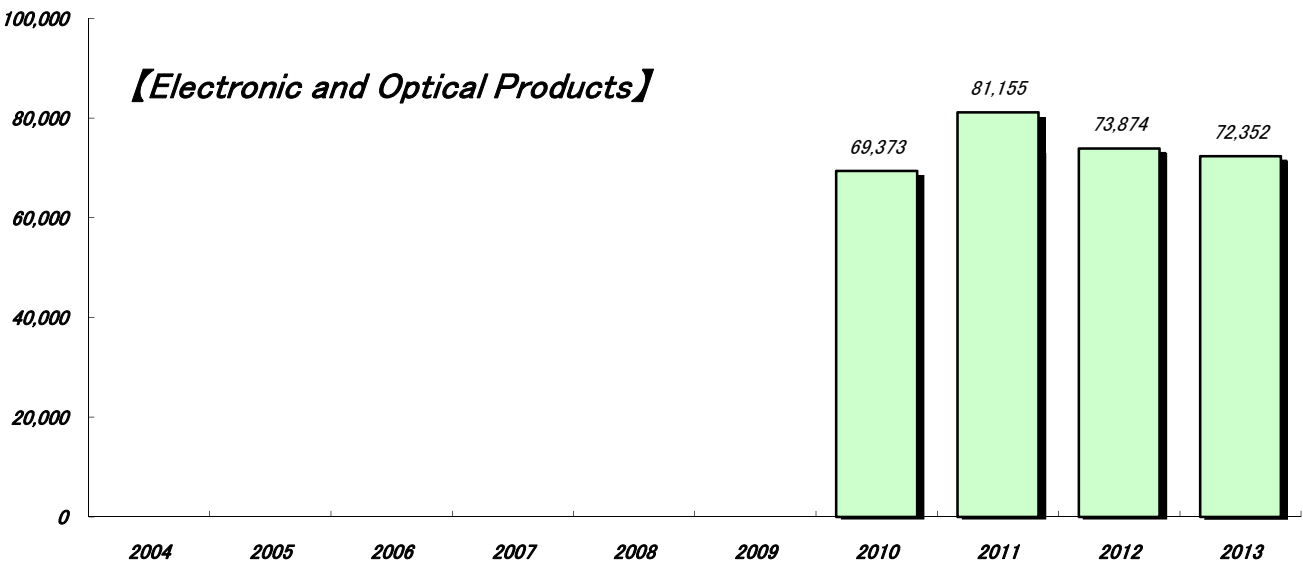


Sales (Segment Information)

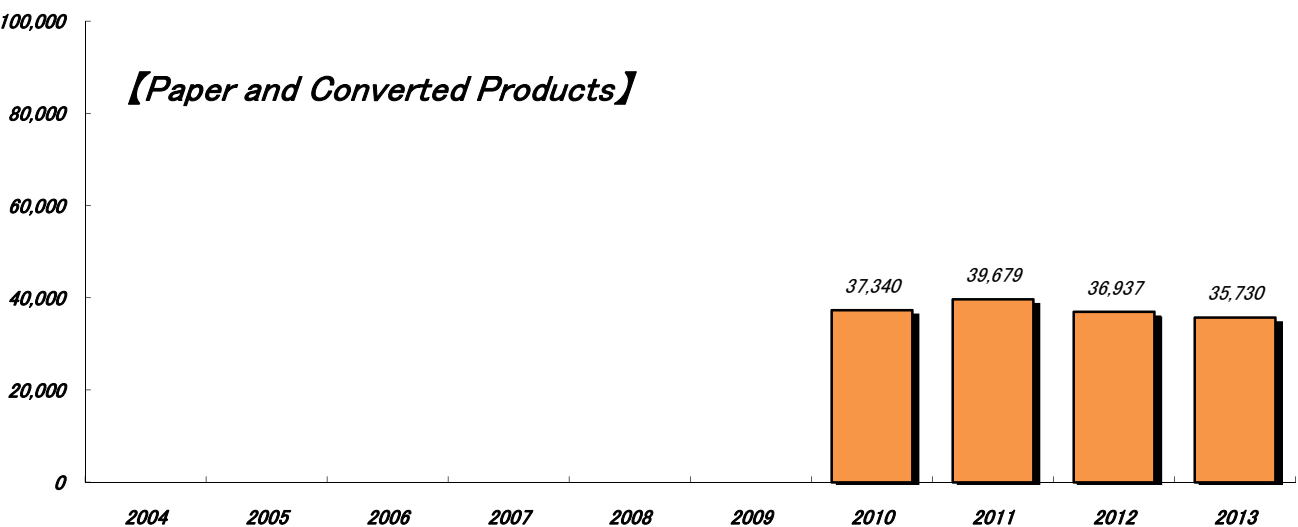
(Units: Millions of yen)



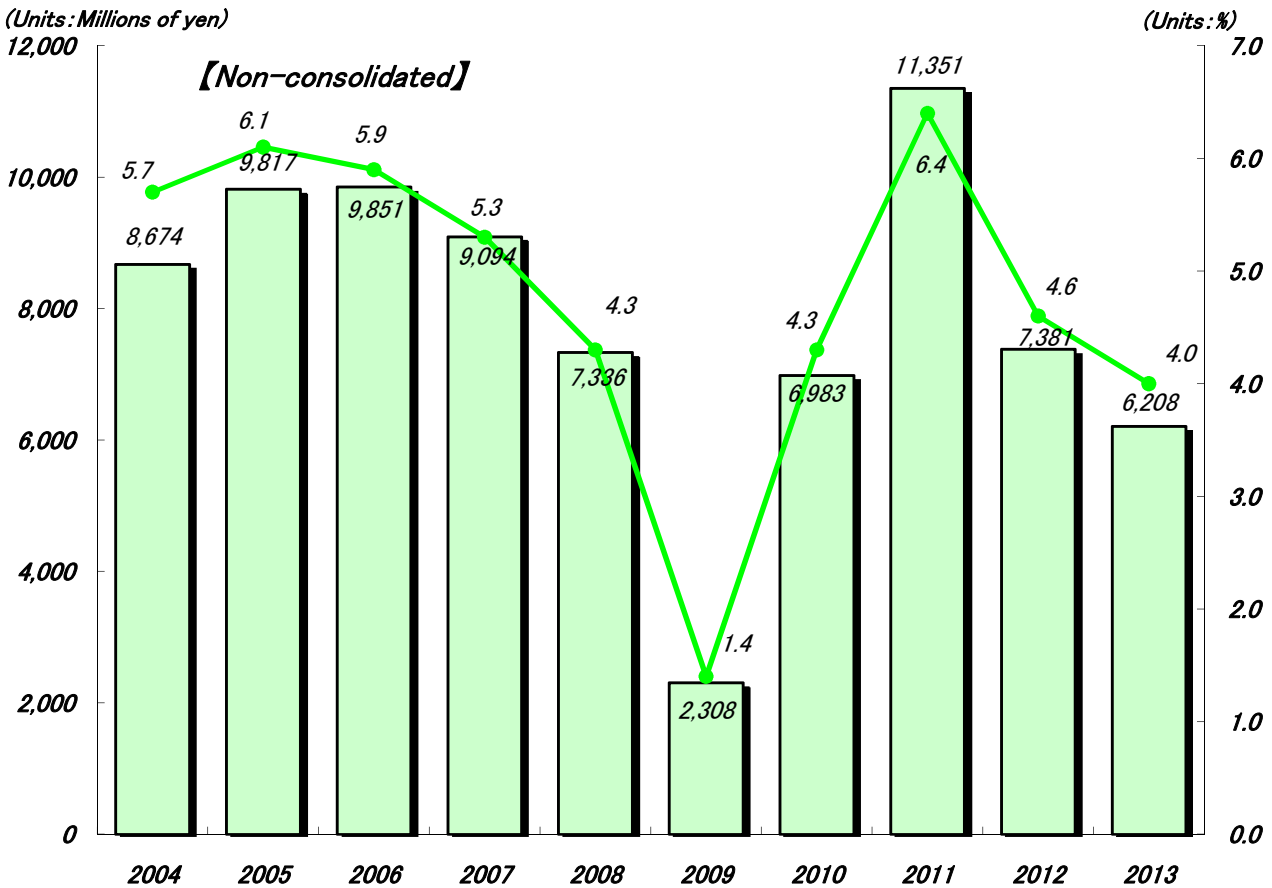
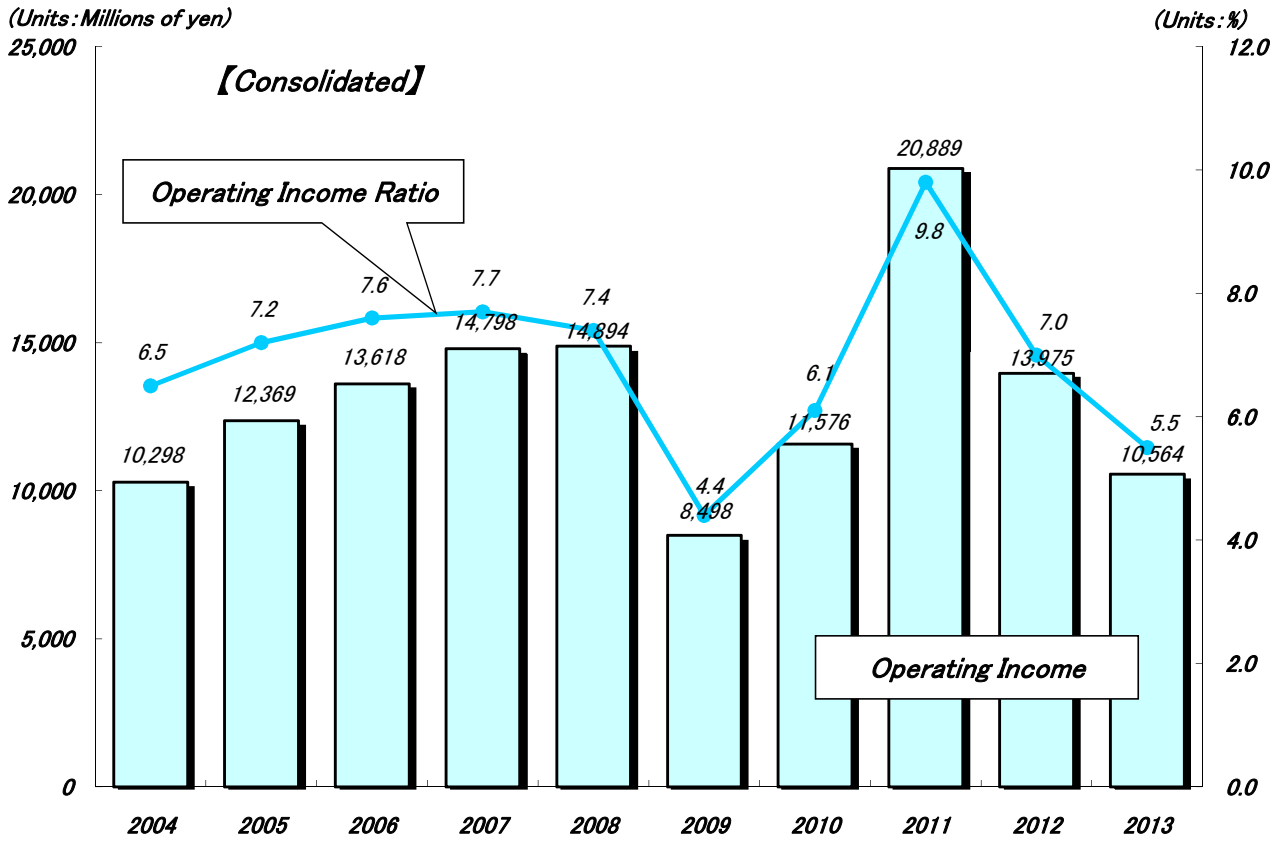
(Units: Millions of yen)



(Units: Millions of yen)

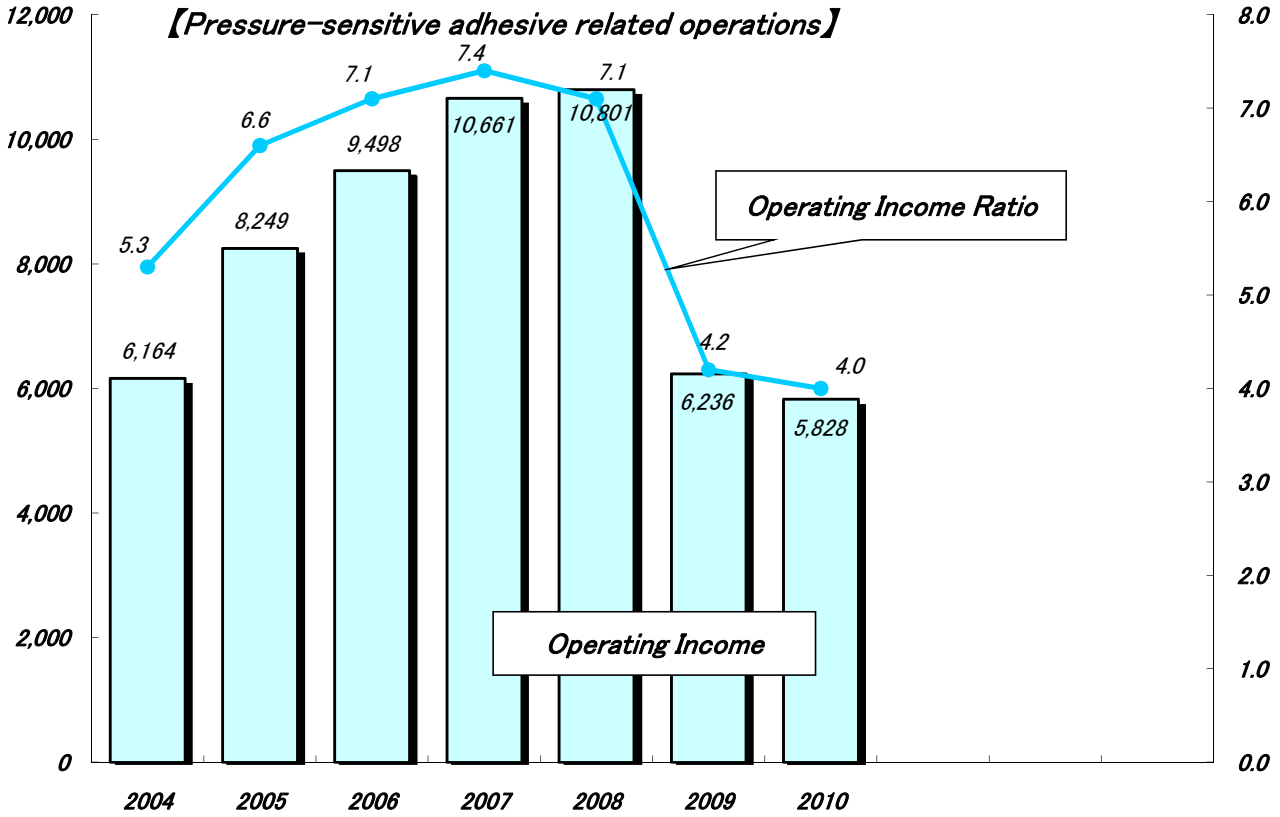


Operating Income and Operating Income Ratio

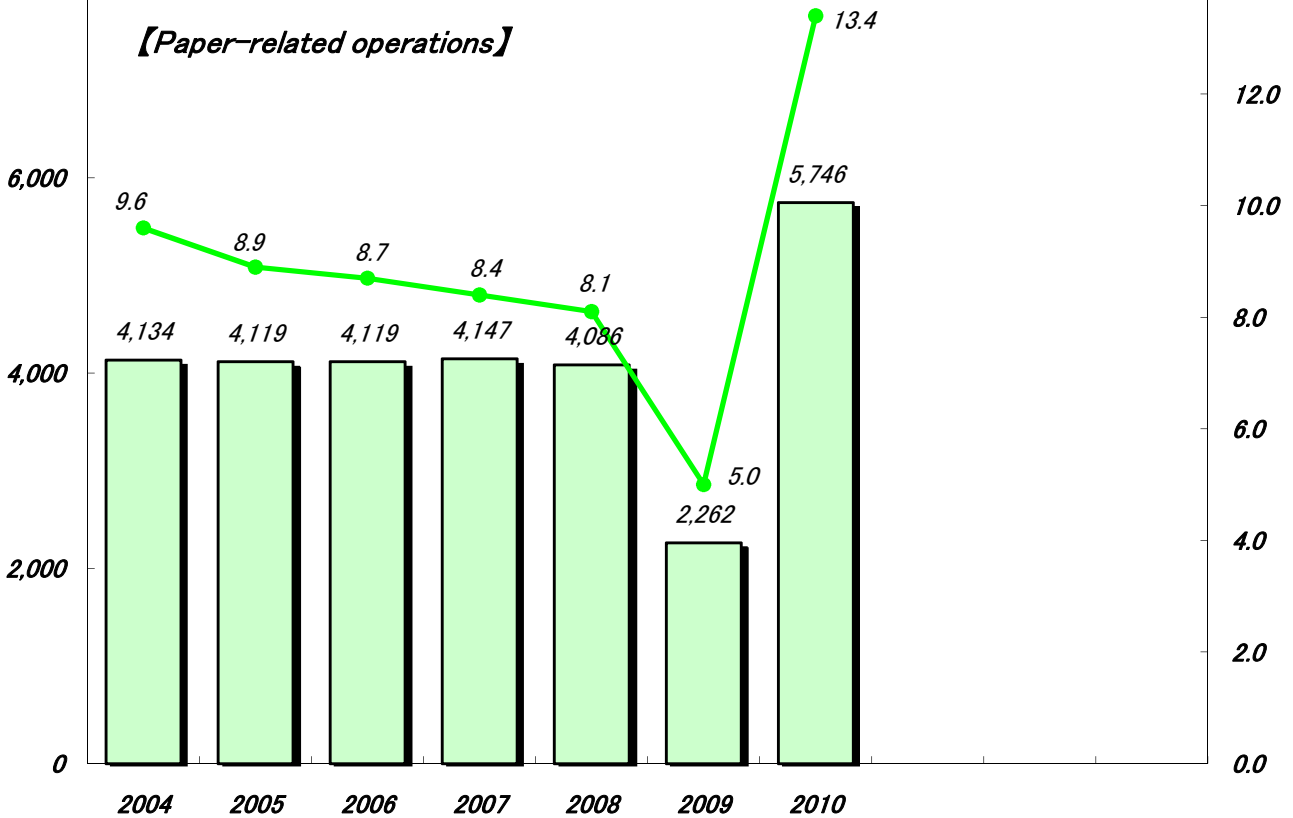


Operating Income and Operating Income Ratio (Segment Information)

(Units: Millions of yen)

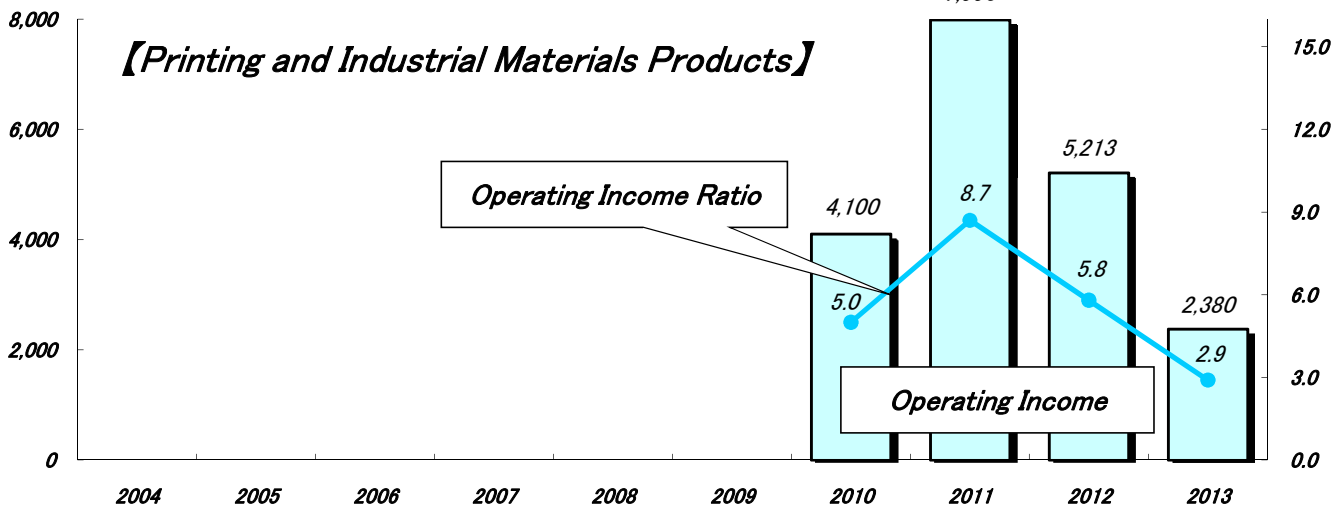


(Units: Millions of yen)

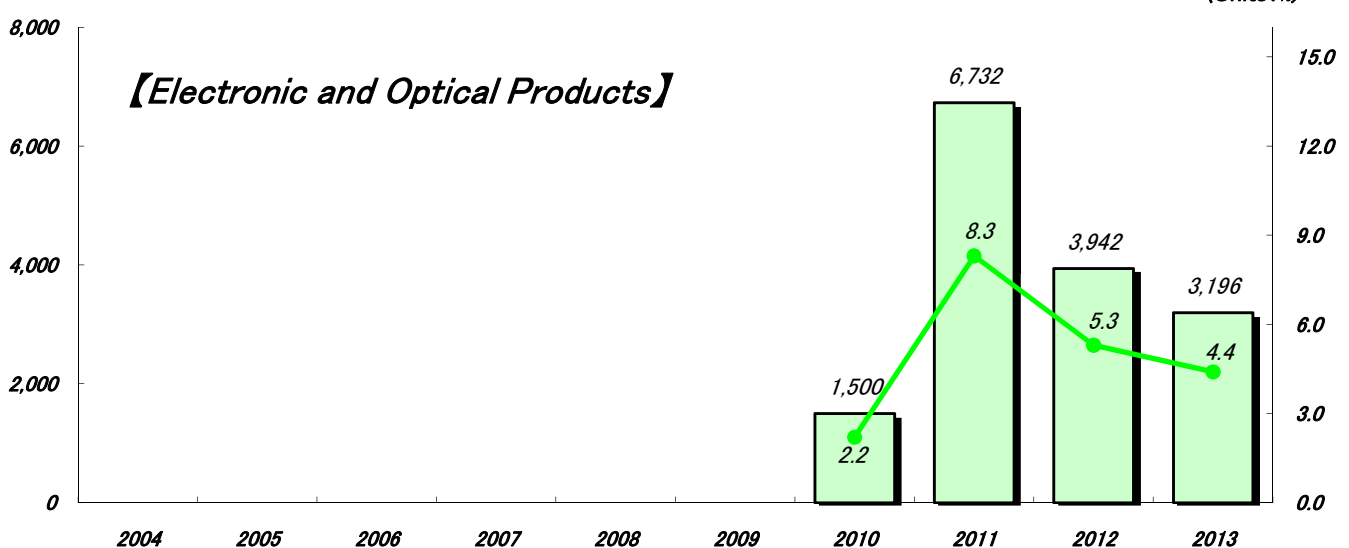


Operating Income and Operating Income Ratio (Segment Information)

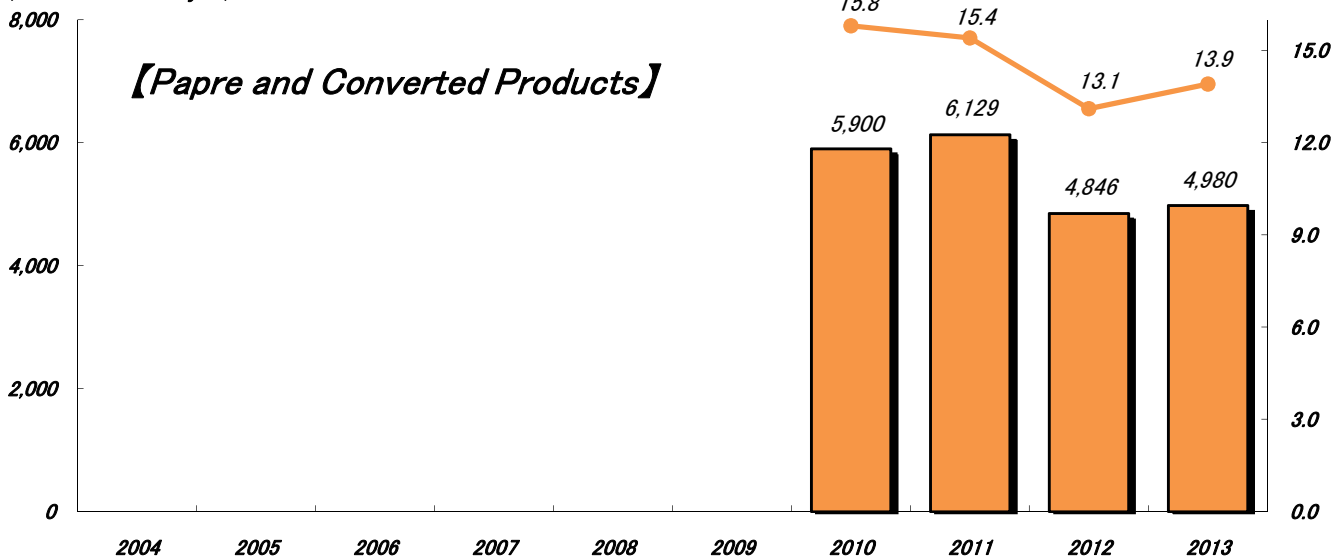
(Units: Millions of yen)



(Units: Millions of yen)

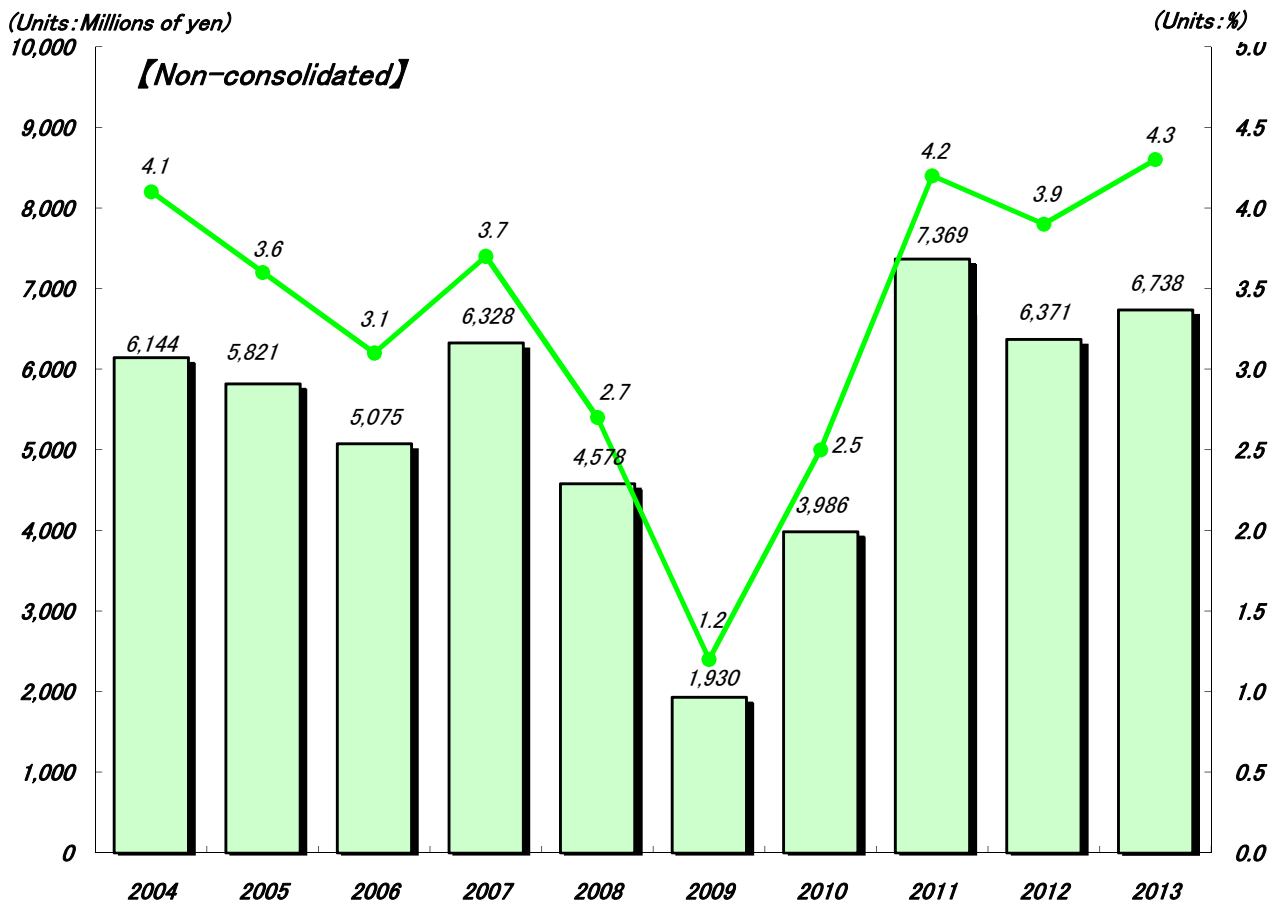
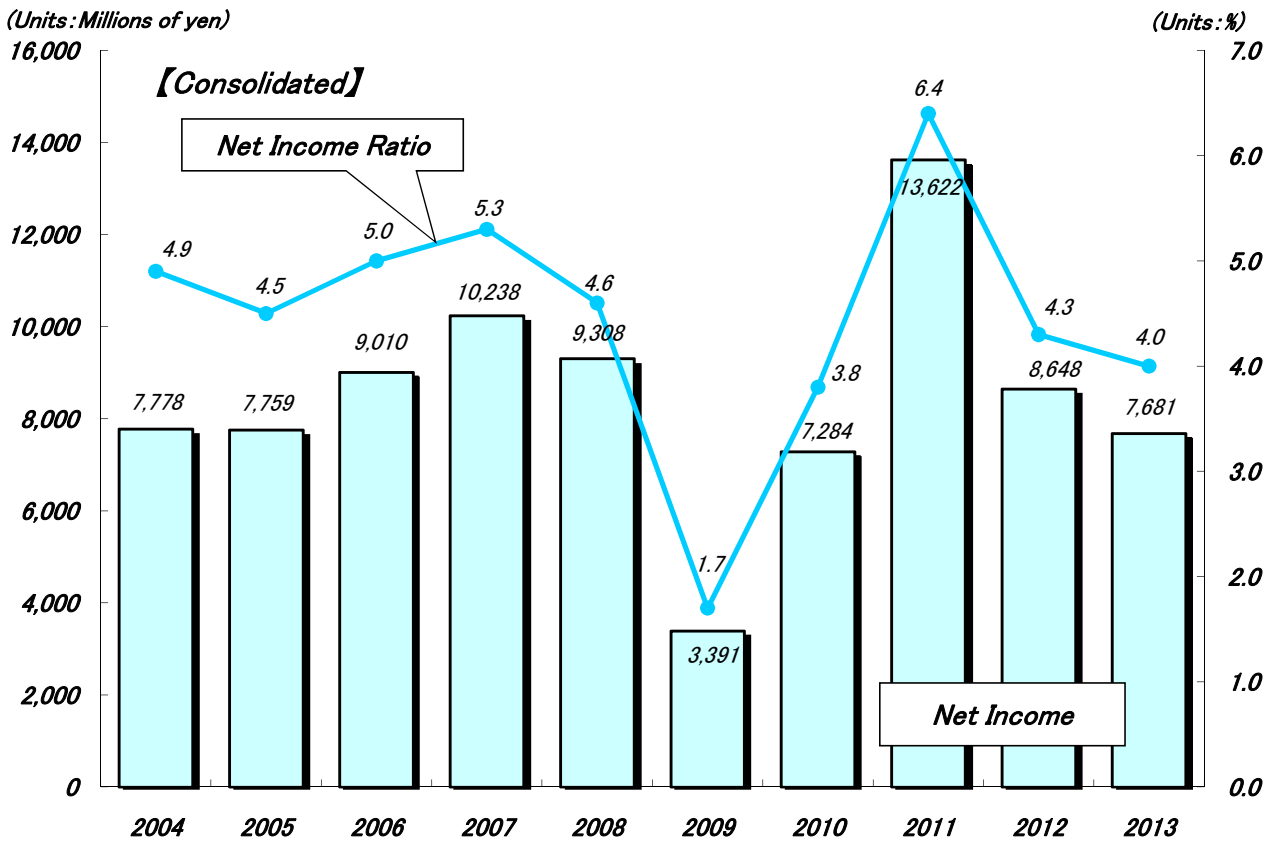


(Units: Millions of yen)

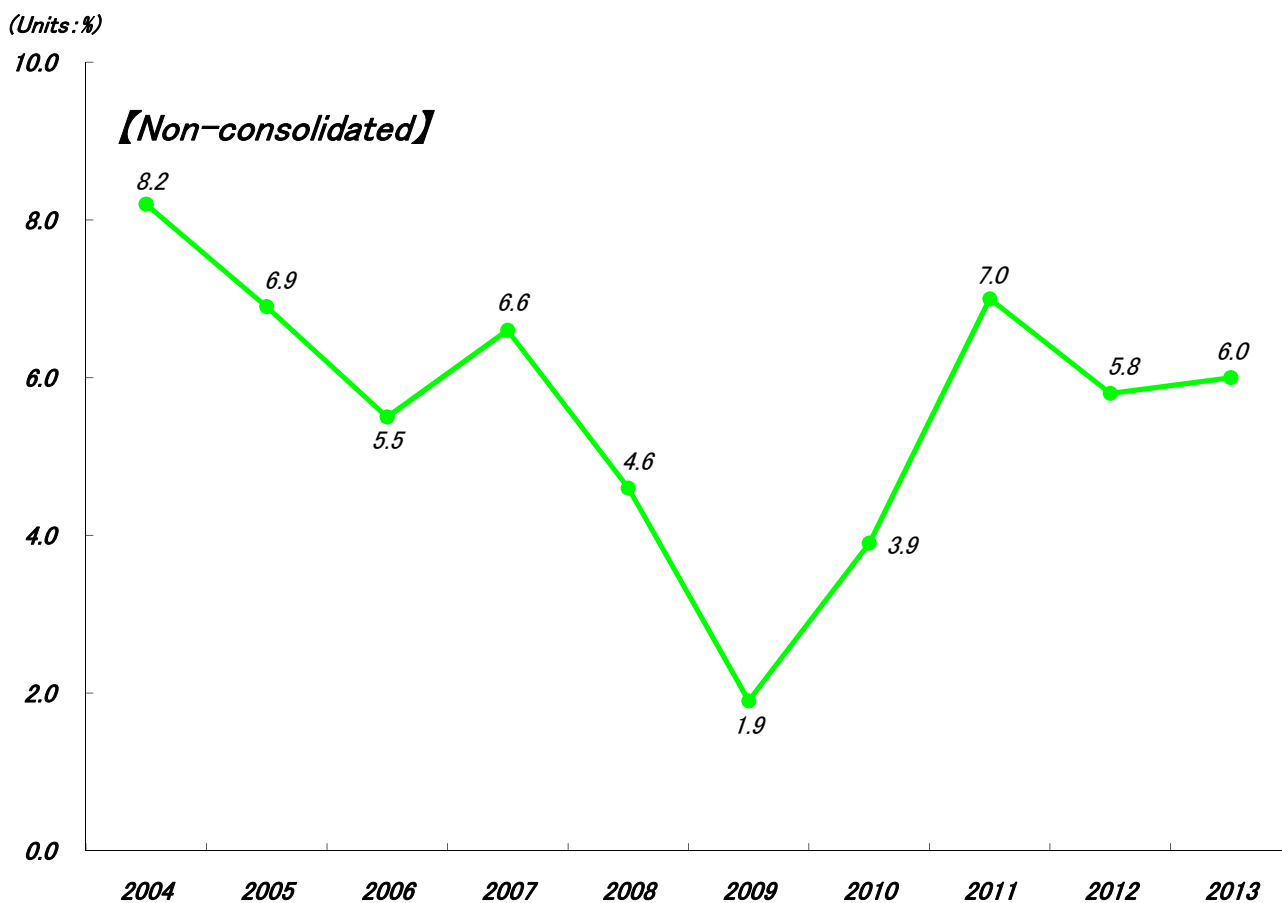


※Operating income of each segment at the year ended FY2010 are rough estimate rearranged to new reportable segment.

Net Income and Net Income Ratio

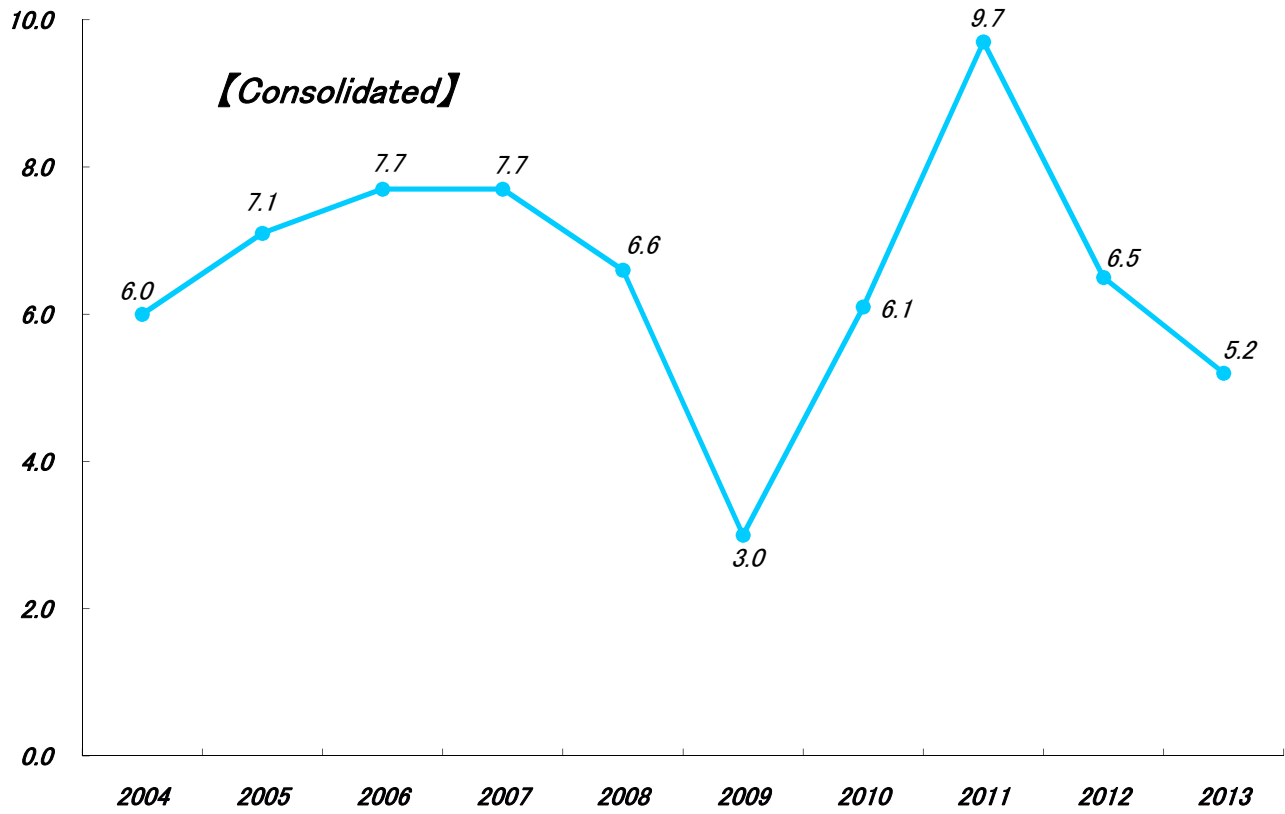


Return on Equity

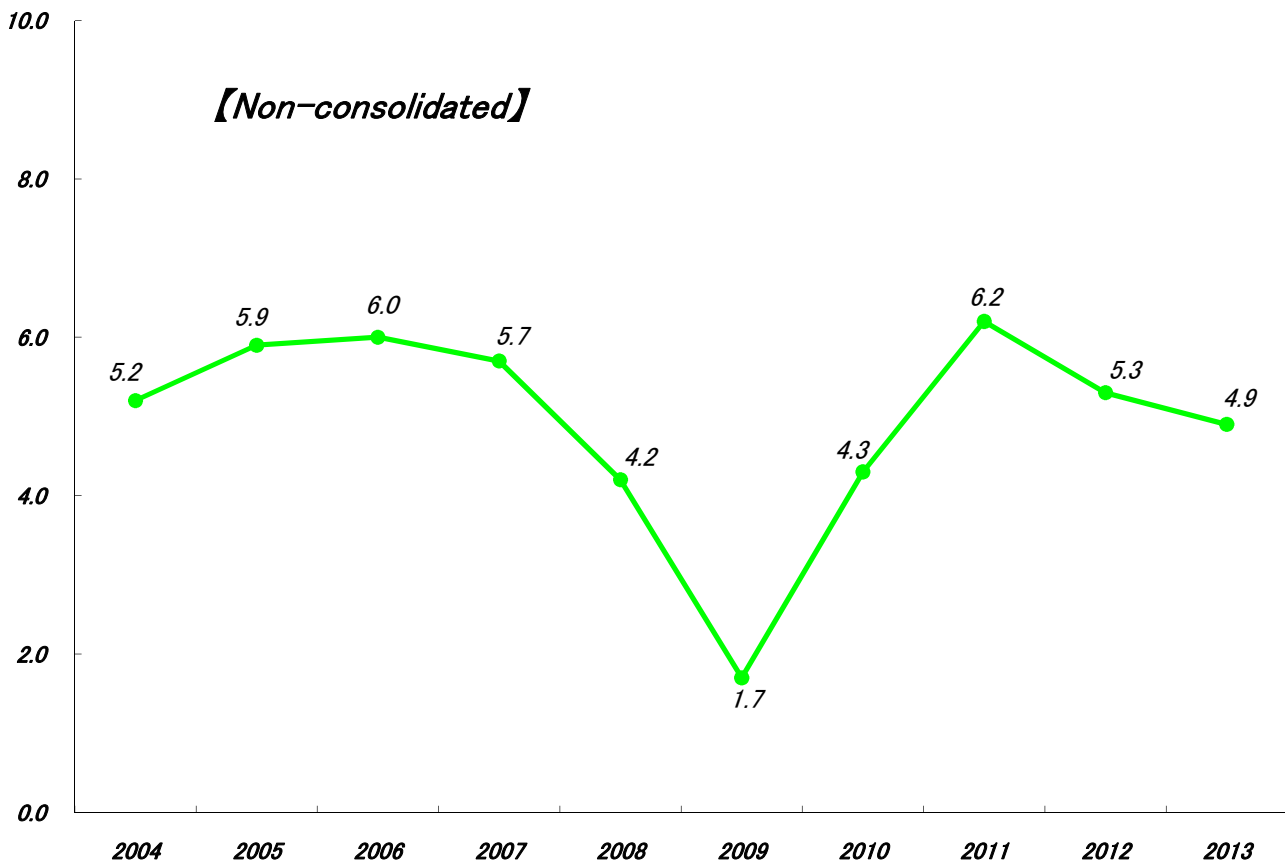


Return on Assets

(Units: %)

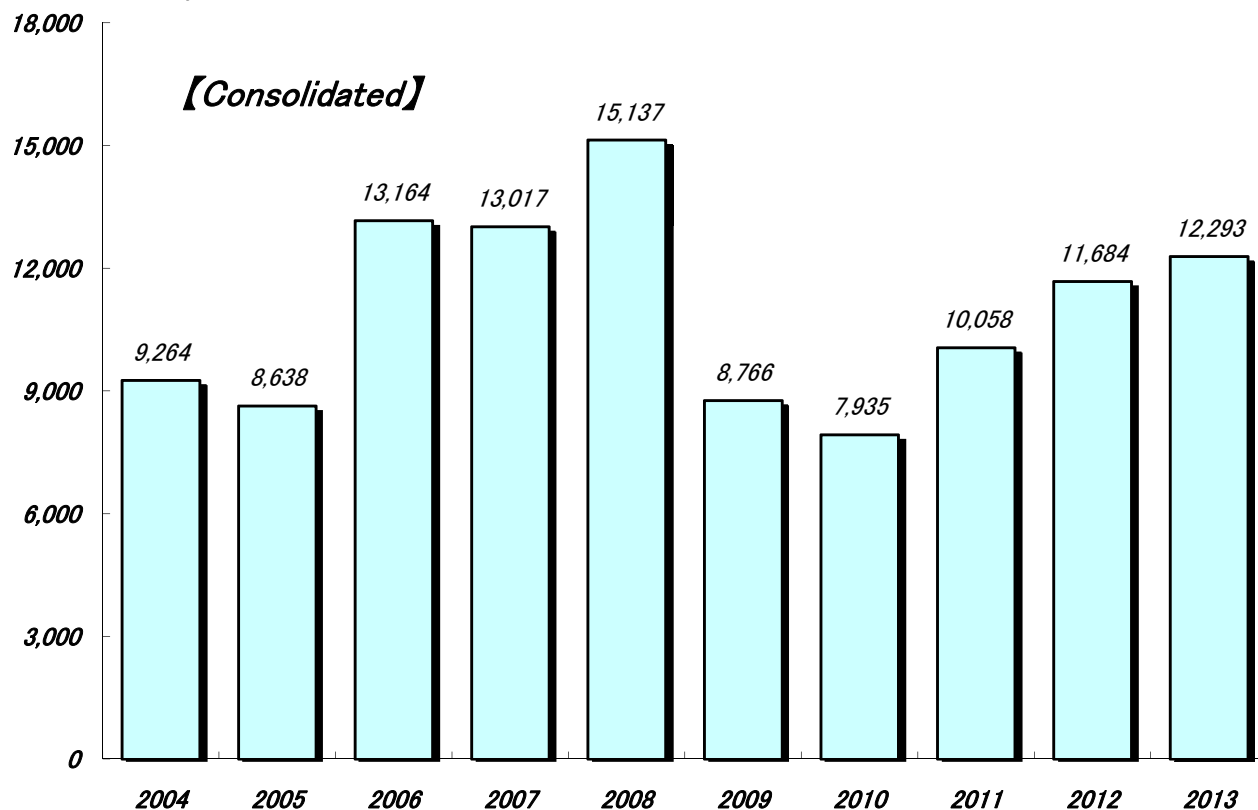


(Units: %)



Capital Expenditure

(Units: Millions of yen)

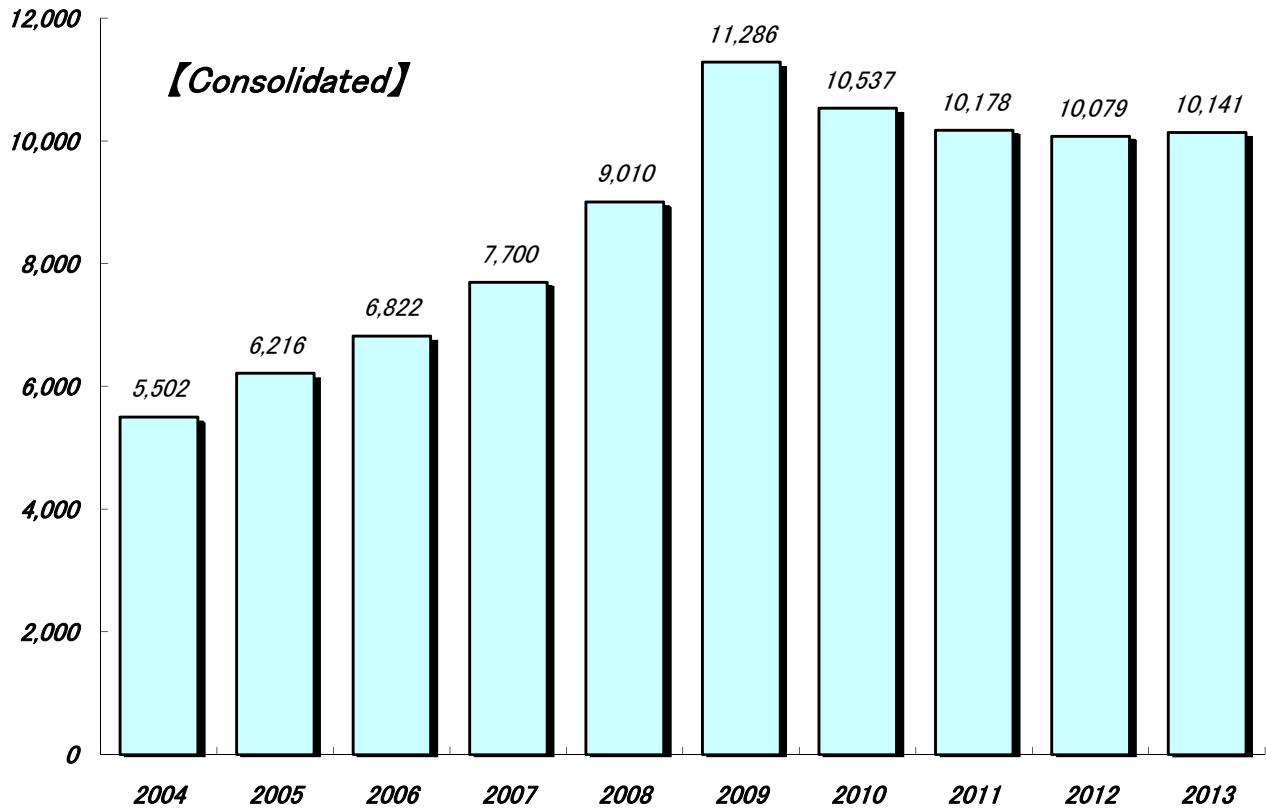


(Units: Millions of yen)

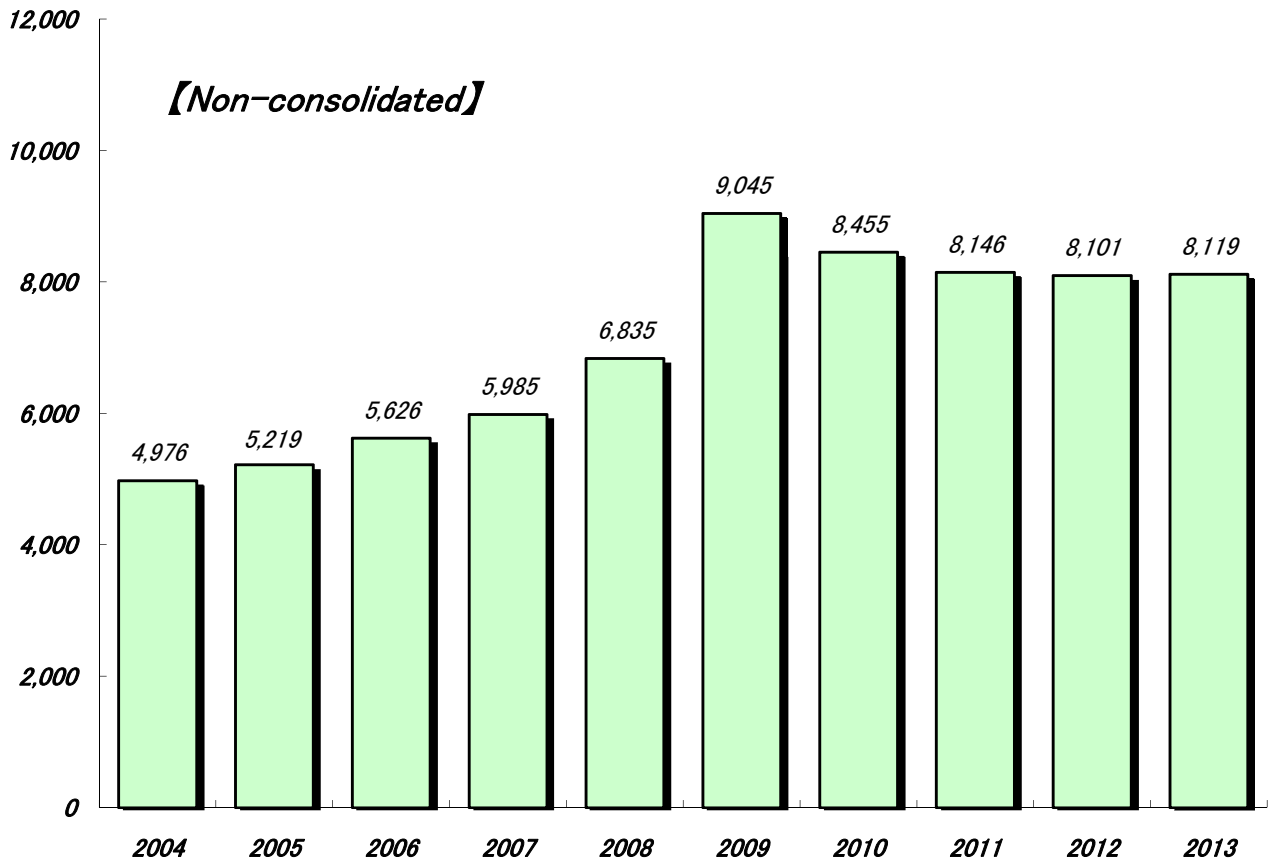


Depreciation and Amortization

(Units: Millions of yen)

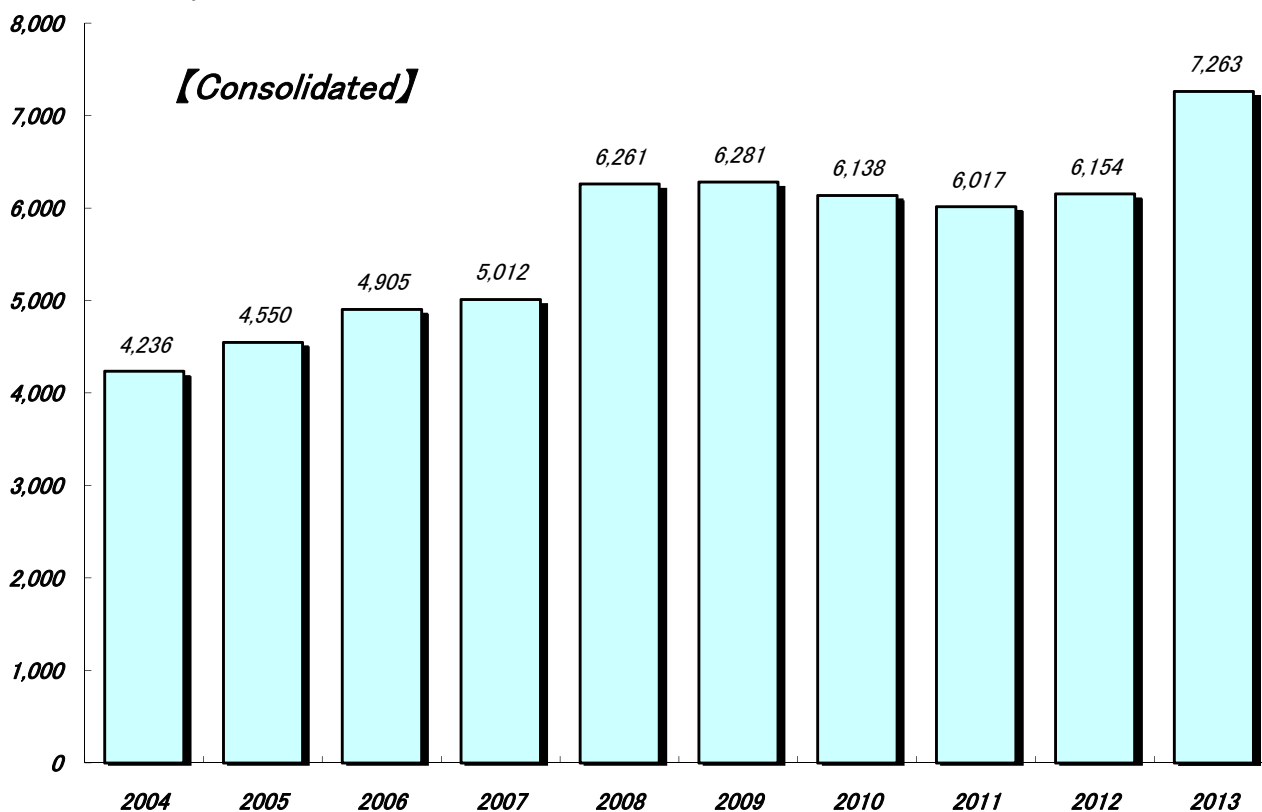


(Units: Millions of yen)

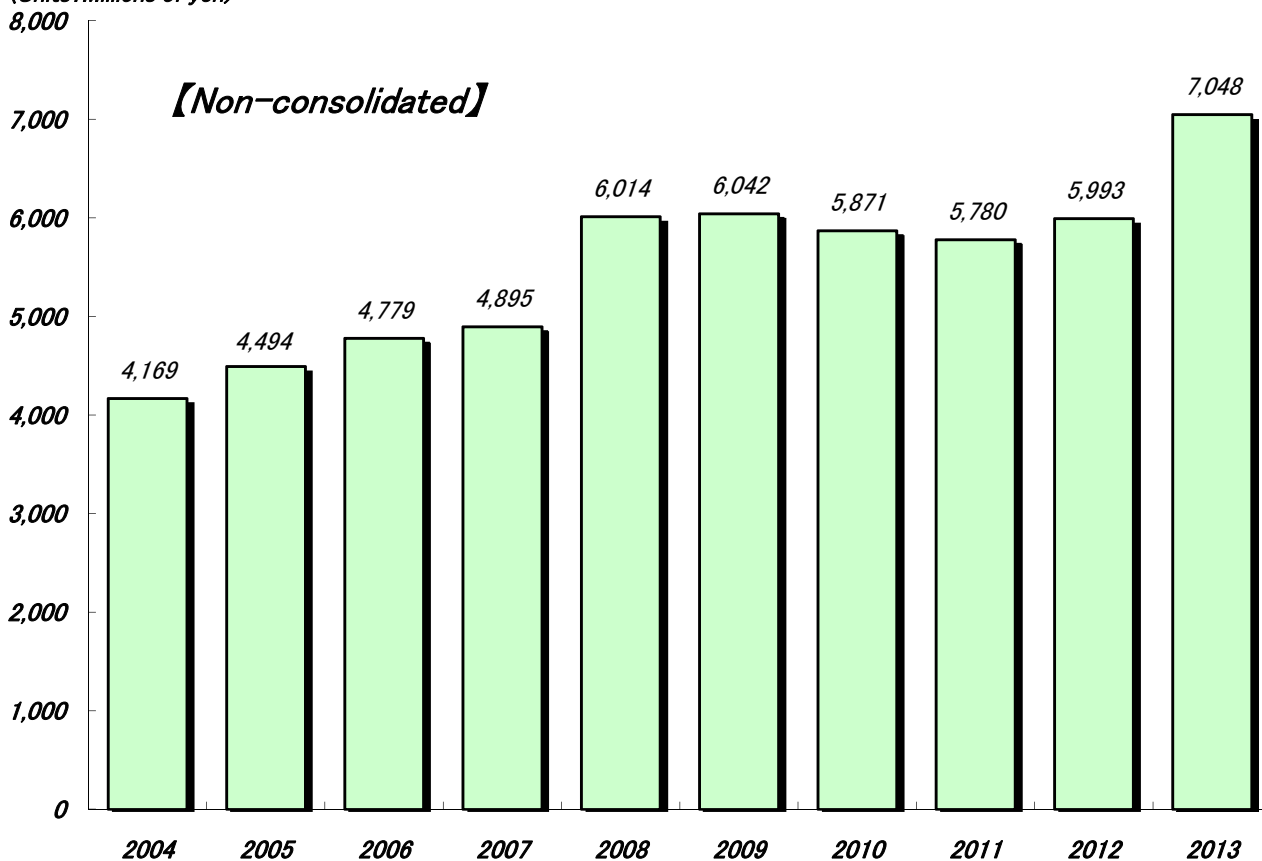


R&D Expenses

(Units: Millions of yen)

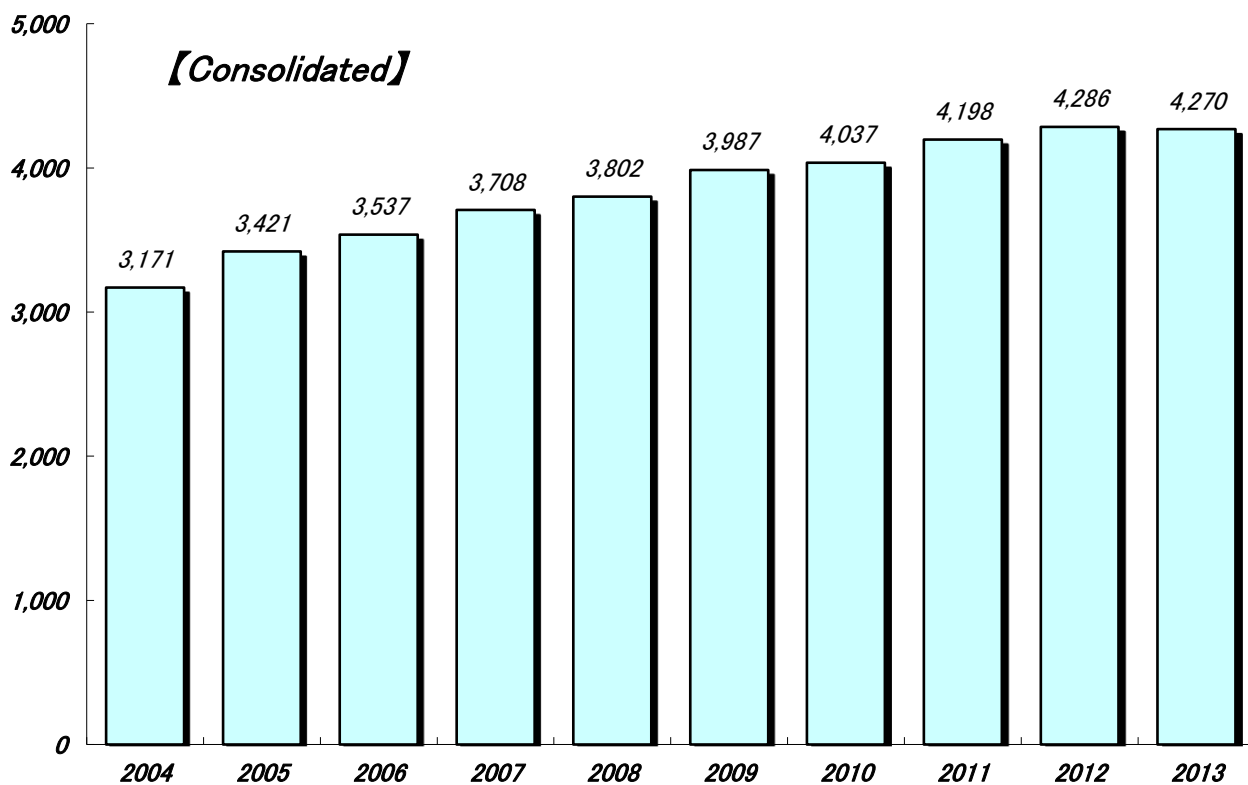


(Units: Millions of yen)

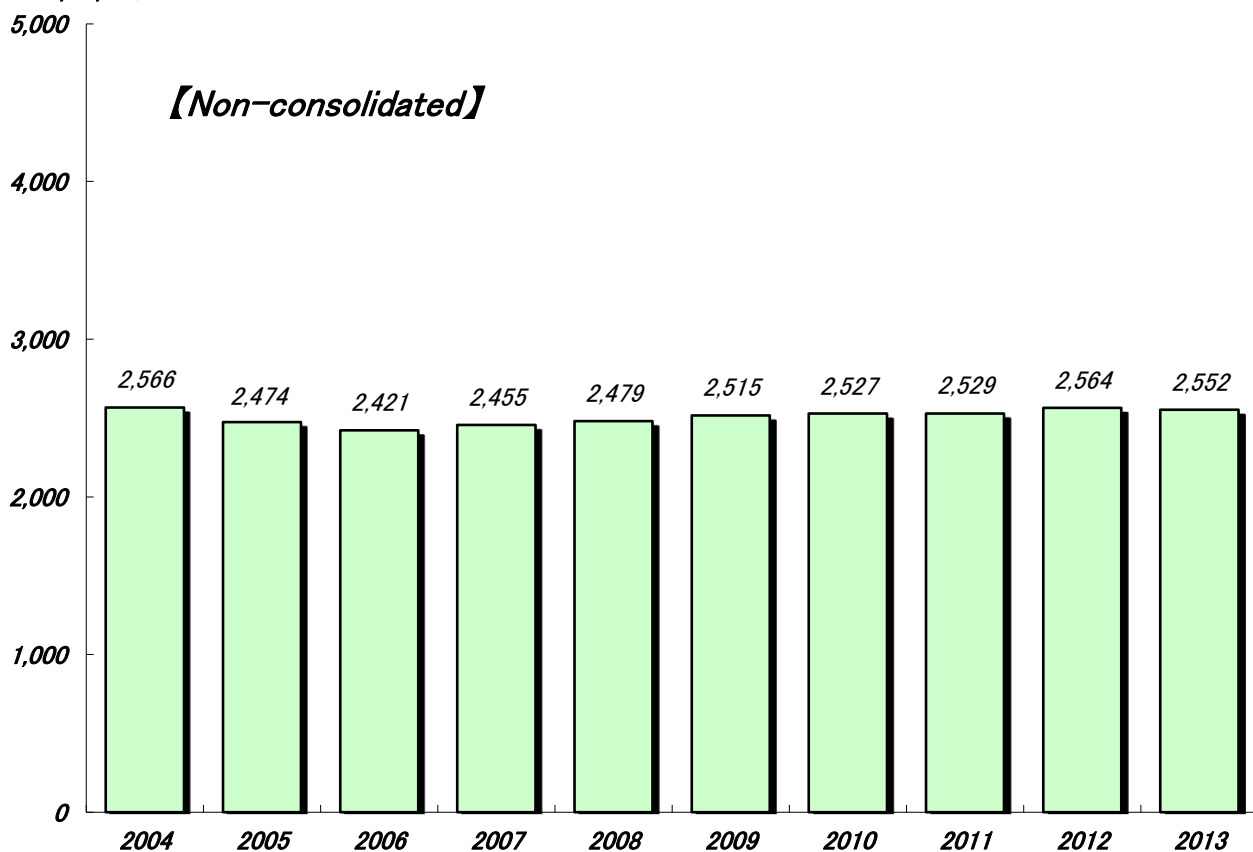


Number of employees

(Units: peoples)



(Units: peoples)



Consolidated Balance Sheets

| (Units:Millions of Yen) | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
|---|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Current assets | 90,437 | 97,509 | 104,432 | 117,530 | 120,027 | 95,937 | 121,451 | 132,991 | 137,229 | 138,505 |
| Cash and time deposits | 5,659 | 8,717 | 13,814 | 15,784 | 18,636 | 16,271 | 27,474 | 37,403 | 40,907 | 44,603 |
| Trade notes and accounts receivable | 57,574 | 58,295 | 63,174 | 70,537 | 68,615 | 47,750 | 64,089 | 63,107 | 64,765 | 61,791 |
| Marketable securities | 943 | 815 | 708 | 673 | — | 0 | 0 | — | — | — |
| Inventories | 21,853 | 22,343 | 24,031 | 26,115 | 28,463 | 26,992 | 24,686 | 27,571 | 27,217 | 27,531 |
| Deferred tax assets | 1,488 | 1,222 | 1,371 | 1,476 | 1,864 | 1,924 | 2,202 | 2,473 | 2,189 | 2,307 |
| Other | 3,104 | 6,282 | 1,479 | 3,023 | 2,507 | 3,223 | 3,225 | 2,539 | 2,395 | 2,530 |
| Allowance for doubtful accounts | (186) | (167) | (147) | (80) | (59) | (226) | (226) | (203) | (246) | (259) |
| Fixed assets | 72,270 | 72,079 | 76,725 | 80,994 | 84,824 | 76,917 | 74,204 | 73,296 | 72,973 | 77,543 |
| Tangible assets | 53,878 | 56,411 | 63,176 | 68,376 | 73,710 | 67,010 | 63,337 | 61,888 | 62,273 | 64,915 |
| Buildings and structures | 18,518 | 18,694 | 18,839 | 21,956 | 25,451 | 23,887 | 24,748 | 24,528 | 25,159 | 27,369 |
| Machinery and vehicles | 22,486 | 25,997 | 26,883 | 31,622 | 34,146 | 30,359 | 27,183 | 25,109 | 23,348 | 24,405 |
| Land | 9,176 | 7,833 | 7,915 | 8,044 | 8,670 | 8,655 | 8,681 | 8,709 | 9,238 | 10,382 |
| Construction in progress | 2,499 | 2,231 | 7,675 | 4,801 | 3,375 | 1,728 | 480 | 1,446 | 2,716 | 1,023 |
| Other | 1,197 | 1,654 | 1,862 | 1,952 | 2,066 | 2,379 | 2,242 | 2,095 | 1,810 | 1,734 |
| Intangible assets | 190 | 198 | 385 | 421 | 317 | 381 | 1,334 | 2,072 | 2,345 | 3,047 |
| Investments and other assets | 18,201 | 15,470 | 13,163 | 12,196 | 10,796 | 9,525 | 9,532 | 9,334 | 8,354 | 9,580 |
| Deferred tax assets | 9,225 | 7,468 | 6,226 | 6,550 | 5,859 | 5,807 | 5,501 | 5,426 | 4,894 | 5,047 |
| Other | 9,135 | 8,143 | 7,091 | 5,801 | 5,104 | 3,880 | 4,202 | 4,103 | 3,635 | 4,704 |
| Allowance for doubtful accounts | (159) | (141) | (155) | (155) | (168) | (162) | (170) | (195) | (175) | (171) |
| Deferred assets | — | — | — | — | — | — | — | — | — | — |
| Bond issue cost | — | — | — | — | — | — | — | — | — | — |
| Total assets | 162,707 | 169,589 | 181,157 | 198,525 | 204,851 | 172,854 | 195,656 | 206,188 | 210,203 | 216,048 |
| Current liabilities | 58,108 | 54,815 | 57,748 | 67,950 | 67,630 | 43,655 | 58,654 | 60,465 | 62,075 | 56,911 |
| Trade notes and accounts payable | 38,905 | 38,868 | 45,497 | 53,454 | 49,988 | 29,514 | 44,071 | 44,506 | 45,612 | 43,124 |
| Short-term borrowings | 1,993 | 6,487 | 1,291 | 2,603 | 3,536 | 3,430 | 1,424 | 1,467 | 1,320 | 1,430 |
| Bond / Notes due within one year | 5,801 | — | — | — | — | — | — | — | — | — |
| Accrued income taxes | 2,346 | 875 | 2,513 | 2,074 | 1,632 | 267 | 3,555 | 3,557 | 1,223 | 1,931 |
| Other | 9,061 | 8,584 | 8,445 | 9,816 | 12,473 | 10,442 | 9,603 | 10,933 | 13,919 | 10,425 |
| Fixed liabilities | 23,462 | 21,241 | 19,047 | 17,178 | 15,586 | 15,269 | 15,499 | 15,146 | 15,279 | 15,566 |
| Bonds | — | — | — | — | — | — | — | — | — | — |
| Convertible bonds | — | — | — | — | — | — | — | — | — | — |
| Long-term borrowings | 622 | 428 | 347 | 280 | 201 | 107 | 54 | — | — | — |
| Accrued pension and severance costs | 22,838 | 20,810 | 18,605 | 16,624 | 15,115 | 14,398 | 14,032 | 13,802 | 13,914 | 14,136 |
| Consolidation adjustments accounts | 1 | 0 | — | — | — | — | — | — | — | — |
| Other | — | — | 94 | 273 | 269 | 764 | 1,412 | 1,344 | 1,365 | 1,430 |
| Total liabilities | 81,571 | 76,057 | 76,795 | 85,128 | 83,217 | 58,924 | 74,153 | 75,611 | 77,355 | 72,478 |
| Minority interests | 788 | 764 | 670 | — | — | — | — | — | — | — |
| Common stock | 20,299 | 23,201 | 23,201 | 23,201 | 23,201 | 23,201 | 23,201 | 23,201 | 23,201 | 23,201 |
| Capital surplus | 23,921 | 26,818 | 26,818 | 26,818 | 26,818 | 26,830 | 26,830 | 26,830 | 26,830 | 26,830 |
| Retained earnings | 38,159 | 44,960 | 52,723 | 61,726 | 69,488 | 70,707 | 76,916 | 88,638 | 94,281 | 99,198 |
| Treasury stock, at cost | (996) | (1,018) | (1,027) | (1,033) | (1,037) | (1,032) | (1,034) | (1,035) | (2,750) | (2,752) |
| Net unrealized holding gain/loss on securities | 228 | 765 | 1,606 | 689 | 292 | (87) | 96 | 102 | 117 | 213 |
| Foreign currency translation adjustments | (1,264) | (1,958) | 369 | 1,217 | 2,050 | (6,408) | (5,334) | (7,894) | (9,561) | (3,843) |
| Pensionplan liability adjustment | — | — | — | — | — | — | — | (141) | (160) | (213) |
| Share subscription rights | — | — | — | 29 | 47 | 41 | 67 | 88 | 94 | 113 |
| Minority interests | — | — | — | 747 | 773 | 679 | 759 | 786 | 796 | 822 |
| Shareholders' equity | 80,347 | 92,767 | 103,691 | 113,396 | 121,634 | 113,930 | 121,502 | 130,576 | 132,847 | 143,569 |
| Total liabilities, minority interests & shareholder's equity | 162,707 | 169,589 | 181,157 | 198,525 | 204,851 | 172,854 | 195,656 | 206,188 | 210,203 | 216,048 |

Consolidated Statements of Income

| (Units:Millions of yen) | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Net sales | 158,947 | 171,689 | 180,334 | 192,722 | 202,296 | 194,901 | 189,348 | 212,733 | 200,905 | 190,844 |
| Cost of goods sold | 125,623 | 135,708 | 141,727 | 152,282 | 159,603 | 158,874 | 151,702 | 164,188 | 158,738 | 150,432 |
| Gross profit | 33,324 | 35,980 | 38,607 | 40,440 | 42,693 | 36,026 | 37,645 | 48,544 | 42,167 | 40,411 |
| Selling, general and administrative expense | 23,025 | 23,611 | 24,988 | 25,642 | 27,799 | 27,528 | 26,068 | 27,655 | 28,192 | 29,847 |
| Operating income | 10,298 | 12,369 | 13,618 | 14,798 | 14,894 | 8,498 | 11,576 | 20,889 | 13,975 | 10,564 |
| Non-operating income | 505 | 351 | 721 | 1,061 | 672 | 760 | 791 | 659 | 625 | 1,304 |
| Interest income | 39 | 34 | 114 | 146 | 196 | 197 | 103 | 161 | 233 | 251 |
| Dividend income | 25 | 39 | 48 | 227 | 86 | 83 | 74 | 65 | 53 | 228 |
| other | 440 | 277 | 557 | 688 | 388 | 479 | 614 | 431 | 338 | 825 |
| Non-operating expense | 1,179 | 1,005 | 778 | 1,159 | 2,287 | 3,605 | 1,068 | 2,028 | 986 | 887 |
| Interest expense | 78 | 62 | 80 | 92 | 75 | 91 | 21 | 19 | 24 | 57 |
| other | 1,101 | 942 | 698 | 1,067 | 2,212 | 3,513 | 1,046 | 2,009 | 962 | 830 |
| Ordinary income | 9,624 | 11,715 | 13,561 | 14,700 | 13,279 | 5,654 | 11,300 | 19,520 | 13,613 | 10,981 |
| Extraordinary gain | 3,915 | 317 | 48 | 123 | 99 | — | 395 | 104 | 22 | 44 |
| Extraordinary loss | 1,357 | 195 | 396 | 524 | 187 | 439 | 295 | 58 | 253 | 189 |
| Income/(loss) before income tax | 12,182 | 11,837 | 13,213 | 14,298 | 13,191 | 5,215 | 11,399 | 19,565 | 13,382 | 10,836 |
| Income tax - Current | 3,712 | 2,436 | 3,709 | 3,803 | 3,255 | 1,539 | 4,083 | 6,104 | 3,689 | 3,419 |
| Income tax - Deferred | 670 | 1,655 | 632 | 180 | 585 | 290 | (46) | (235) | 987 | (256) |
| Income before minority interests | — | — | — | — | — | — | — | 13,696 | 8,704 | 7,673 |
| Minority interests | (20) | 13 | 139 | (76) | (40) | 5 | (78) | (73) | (56) | 7 |
| Net income/(loss) | 7,778 | 7,759 | 9,010 | 10,238 | 9,308 | 3,391 | 7,284 | 13,622 | 8,648 | 7,681 |
| Income before minority interests | — | — | — | — | — | — | — | 13,696 | 8,704 | 7,673 |
| Other comprehensive income / (loss) | — | — | — | — | — | — | — | (2,511) | (1,718) | 5,794 |
| Net unrealized holding gain/loss on securities | — | — | — | — | — | — | — | 6 | 14 | 95 |
| Foreign currency translation adjustments | — | — | — | — | — | — | — | (2,536) | (1,713) | 5,750 |
| Pensionplan liability adjustment | — | — | — | — | — | — | — | 18 | (19) | (52) |
| Comprehensive income / (loss) | — | — | — | — | — | — | — | 11,184 | 6,986 | 13,468 |

Consolidated Statements of Cash Flows

| <i>(Units:Millions of yen)</i> | <u>2004</u> | <u>2005</u> | <u>2006</u> | <u>2007</u> | <u>2008</u> | <u>2009</u> | <u>2010</u> | <u>2011</u> | <u>2012</u> | <u>2013</u> |
|--|----------------|----------------|-----------------|-----------------|-----------------|----------------|----------------|----------------|-----------------|-----------------|
| <i>Cash flows from operating activities</i> | 9,474 | 11,163 | 17,004 | 13,733 | 17,739 | 12,979 | 22,259 | 23,307 | 18,910 | 19,619 |
| <i>Income/(loss) before income tax</i> | 12,182 | 11,837 | 13,213 | 14,298 | 13,191 | 5,215 | 11,399 | 19,565 | 13,382 | 10,836 |
| <i>Depreciation and amortization</i> | 5,502 | 6,216 | 6,822 | 7,700 | 9,010 | 11,286 | 10,537 | 10,178 | 10,079 | 10,141 |
| <i>other</i> | (8,211) | (6,890) | (3,031) | (8,265) | (4,462) | (3,522) | 322 | (6,436) | (4,550) | (1,358) |
| <i>Cash flows from investing activities</i> | (8,496) | (8,963) | (13,198) | (12,200) | (15,071) | (9,752) | (9,253) | (9,926) | (12,262) | (13,966) |
| <i>Purchases of property, plant and equipment</i> | (8,699) | (8,699) | (12,715) | (11,646) | (14,700) | (9,584) | (7,777) | (8,237) | (8,760) | (13,823) |
| <i>other</i> | 203 | (264) | (483) | (553) | (371) | (168) | (1,475) | (1,689) | (3,502) | (143) |
| <i>Cash flows from financing activities</i> | (1,671) | (410) | (2,788) | (67) | (768) | (2,300) | (3,454) | (2,820) | (5,099) | (2,877) |
| <i>Effect of exchange rate changes on cash and cash equivalents</i> | (143) | (68) | 1,088 | 318 | (324) | (2,870) | 465 | (1,250) | (700) | 1,927 |
| <i>Net increase(decrease) in cash and cash equivalents</i> | (836) | 1,719 | 2,106 | 1,784 | 1,574 | (1,943) | 10,016 | 9,310 | 848 | 4,703 |
| <i>cash and cash equivalents at beginning of year</i> | 6,920 | 6,254 | 9,190 | 13,765 | 15,549 | 17,314 | 15,370 | 25,387 | 35,188 | 36,036 |
| <i>Increase in cash and cash equivalents resulting from initial consolidation of subsidiaries</i> | 170 | 1,216 | 2,469 | — | 189 | — | — | 490 | — | — |
| <i>cash and cash equivalents at end of year</i> | 6,254 | 9,190 | 13,765 | 15,549 | 17,314 | 15,370 | 25,387 | 35,188 | 36,036 | 40,739 |