



*Linking your dreams*  
LINTEC Corporation

# **Presentation for FY2016 Results and FY2017 Forecasts**

**May 16, 2016**

# Consolidated Financial Results for the Fiscal Year Ended March 2016

(unit: million yen)

FY2016 results	FY2015 results	Increase (decrease)
----------------	----------------	---------------------

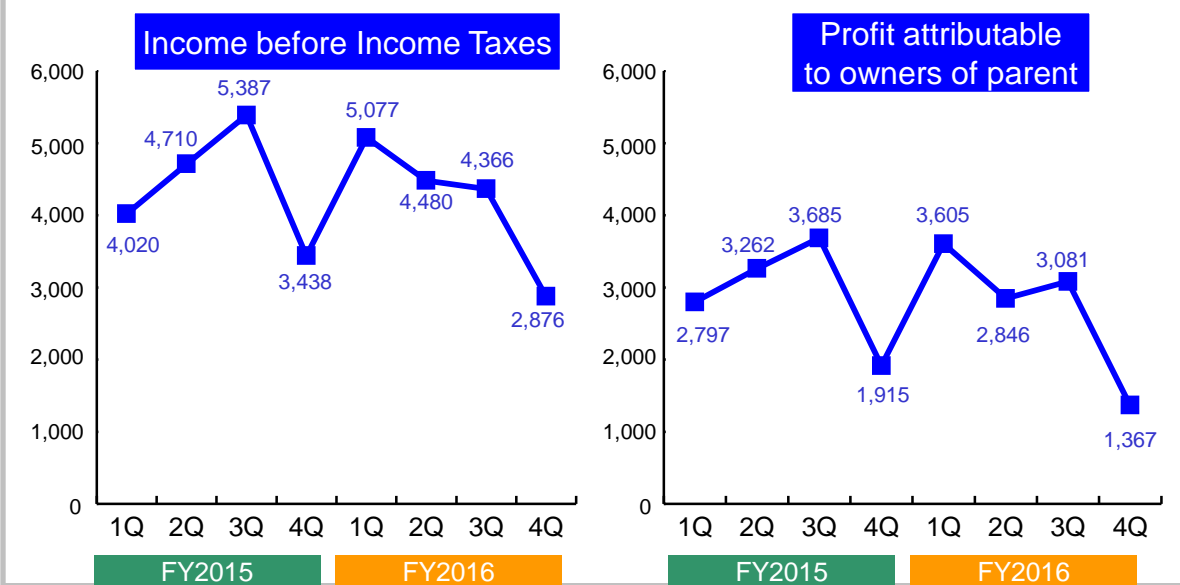
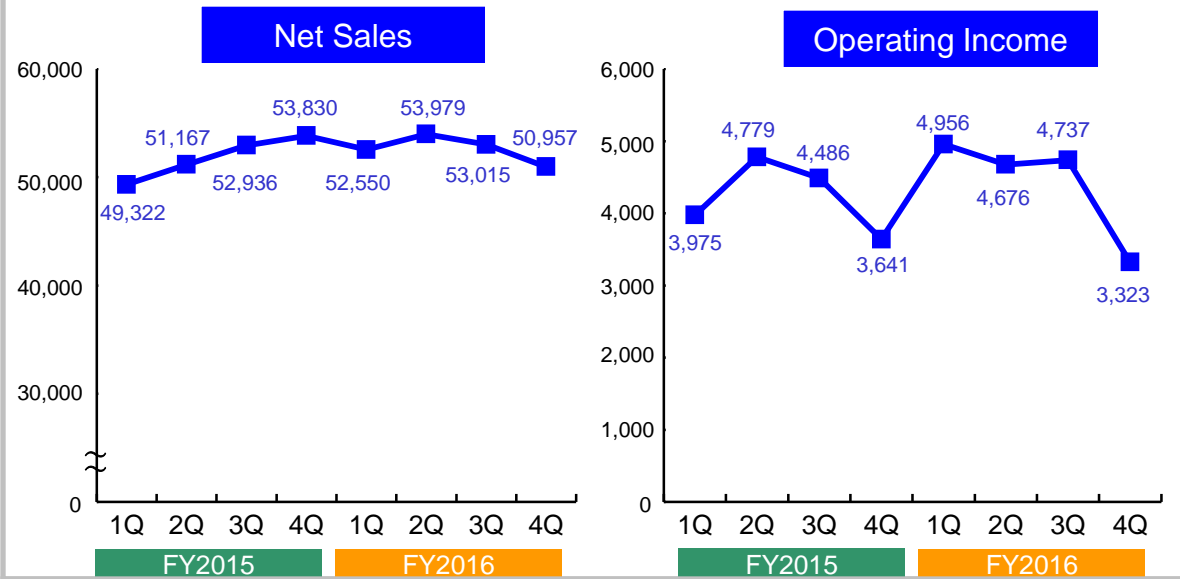
(unit: million yen)

Net Sales	210,501	207,255	3,246 1.6%
-----------	---------	---------	---------------

Operating Income	17,692	16,881	810 4.8%
------------------	--------	--------	-------------

Income before Income Taxes	16,799	17,555	(756) (4.3%)
----------------------------	--------	--------	-----------------

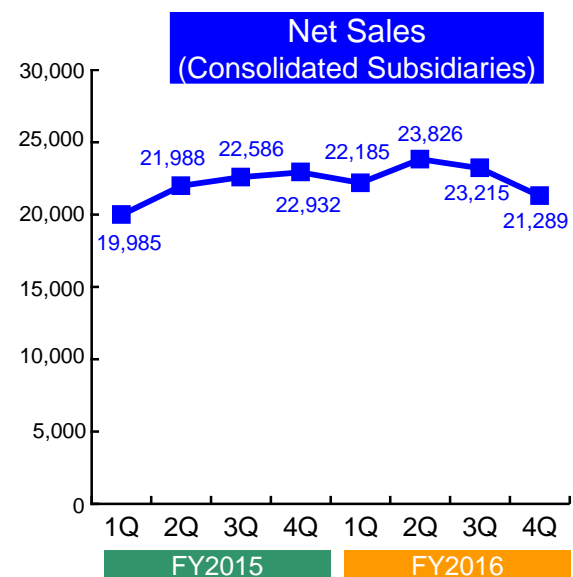
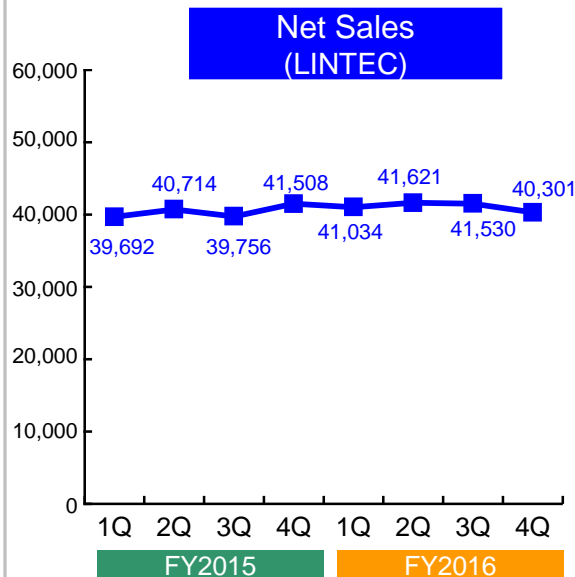
Profit attributable to owners of parent	10,899	11,659	(760) (6.5%)
---	--------	--------	-----------------



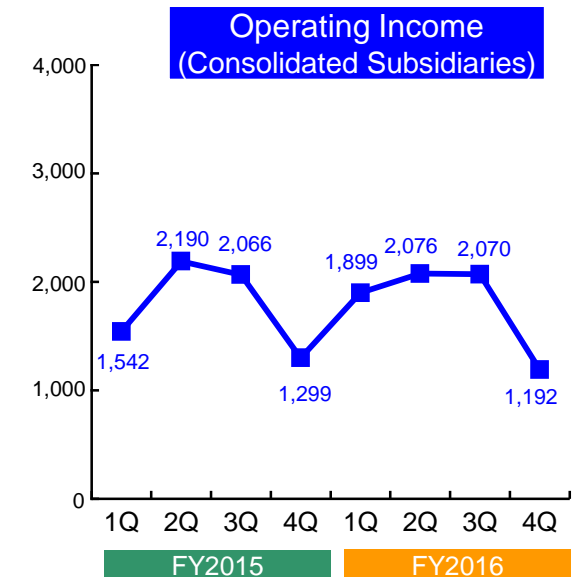
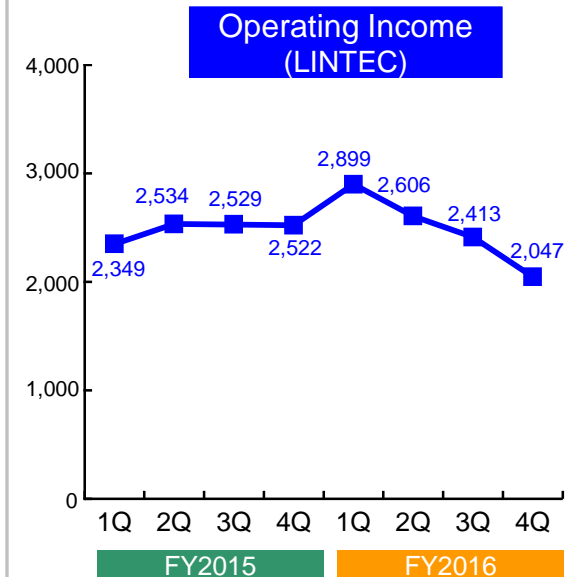
# Consolidated Financial Results for the Fiscal Year Ended March 2016

(unit: million yen)

	FY2016 results	FY2015 results	Increase (decrease)
<b>Net Sales</b>			
	(unit: million yen)		
LINTEC (non-consolidated)	164,486	161,670	2,816 1.7%
Consolidated Subsidiaries	90,515	87,491	3,024 3.5%
Eliminations	(44,500)	(41,906)	(2,594)
<b>Total</b>	<b>210,501</b>	<b>207,255</b>	<b>3,246</b> 1.6%



	FY2016 results	FY2015 results	Increase (decrease)
<b>Operating Income</b>			
	(unit: million yen)		
LINTEC (non-consolidated)	9,965	9,934	31 0.3%
Consolidated Subsidiaries	7,237	7,097	140 2.0%
Eliminations	490	(150)	640
<b>Total</b>	<b>17,692</b>	<b>16,881</b>	<b>810</b> 4.8%



# Consolidated Financial Results for the Fiscal Year Ended March 2016

➤ **Net Sales** / Effect of increase on a consolidated basis due to the weak yen: Approx. 4.8 billion yen

## ● LINTEC (Non-consolidated)

Sales of semiconductor-related adhesive tapes and multilayer ceramic capacitor-related tapes grew backed by effects of demand for smartphones and other products. Sales of adhesive products for seals and labels remained solid focusing on those for beverages, medical and cosmetic use.

## ● Consolidated Subsidiaries

Sales of adhesive products for seals and labels lacked growth reflecting effects of a business downturn in China and the ASEAN region. Sales of semiconductor-related adhesive tapes increased in Taiwan, South Korea and China. Sales of multilayer ceramic capacitor-related tapes increased in China.

➤ **Operating Income** / Effect of increase on a consolidated basis due to the weak yen: Approx. 1.7 billion yen

## ● LINTEC (Non-consolidated)

(Income-raising factors)

- Increase in sales quantity and improved sales mix:  
Approx. 1.1 billion yen
- Rising of costs of procuring of pulps but decline of procurement costs of petrochemical raw materials and fuels:  
Approx. 0.9 billion yen
- Others (Cost reduction effect, etc.) : Approx. 0.4 billion yen

(Income-lowering factors)

- Decline in unit sales price : Approx. 0.4 billion yen
- Increasing of fixed expenses due primarily to construction of new building of Research Center : Approx. 2.0 billion yen

## ● Consolidated Subsidiaries

- Overseas sales subsidiaries of the semiconductor-related products performed well.
- The performance of MADICO, INC. and PT. LINTEC INDONESIA deteriorated.

【Average exchange rate during the period (Results)】

	(FY2015)		(FY2016)
JPY/USD	106.46	→	121.03
JPY/EUR	140.35	→	133.69
JPY/KRW	0.1013	→	0.1070
JPY/CNY	17.26	→	19.19
JPY/TWD	3.50	→	3.82

# Overview of Printing and Industrial Materials Products

(unit : million yen)

FY2016 results	FY2015 results	Increase (decrease)
-------------------	-------------------	------------------------

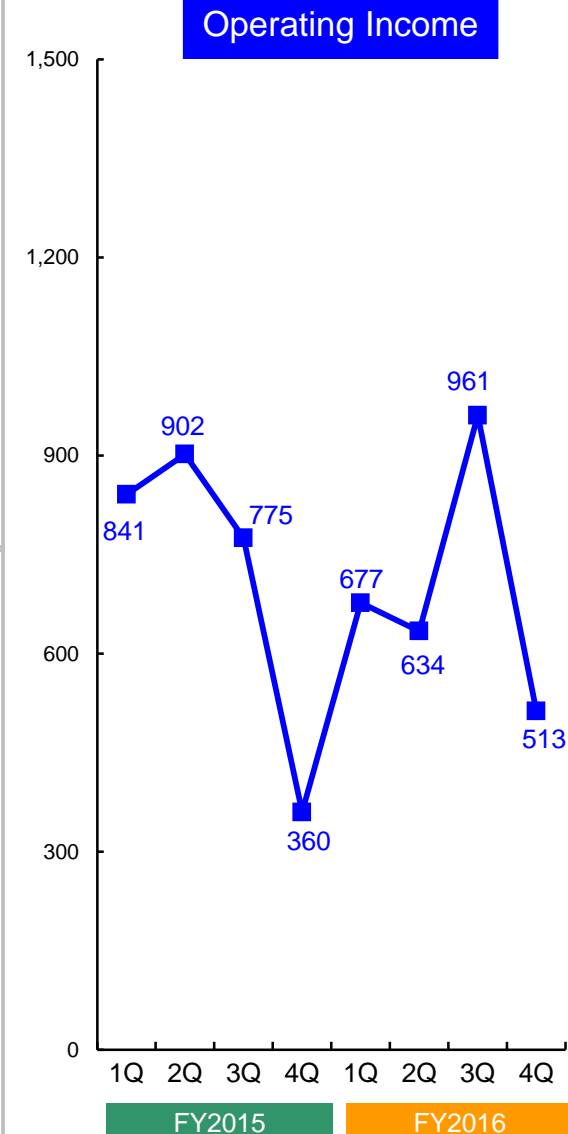
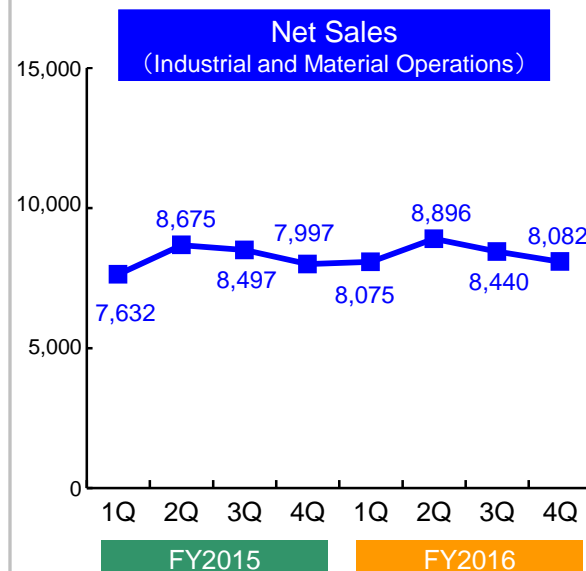
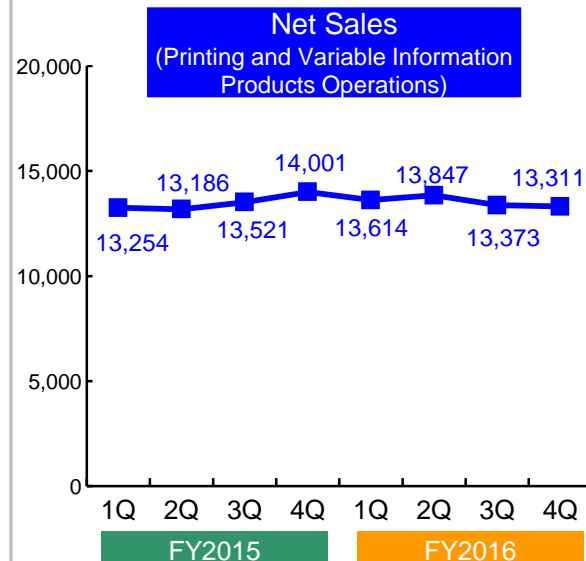
(unit : million yen)

Printing and Variable Information Products Operations	54,145	53,962	182 0.3%
---	--------	--------	-------------

Industrial and Material Operations	33,493	32,801	691 2.1%
------------------------------------	--------	--------	-------------

Net Sales	87,638	86,764	874 1.0%
-----------	--------	--------	-------------

Operating Income	2,785	2,878	(92) (3.2%)
------------------	-------	-------	----------------



## ➤ Printing and Variable Information Products Operations

Overseas : Sales lacked growth reflecting effects of a business downturn in China and the ASEAN region.

Japan : Sales remained solid in Japan focusing on products for beverages, medical and cosmetic use.

## ➤ Industrial and Material Operations

Window films : Sales remained weak partly reflecting economic slowdown in China.

Motorcycle- and automobile-use adhesive products : Sales were steady, particularly in India.

# Overview of Electronic and Optical Products

(unit: million yen)

	FY2016 results	FY2015 results	Increase (decrease)
--	-------------------	-------------------	------------------------

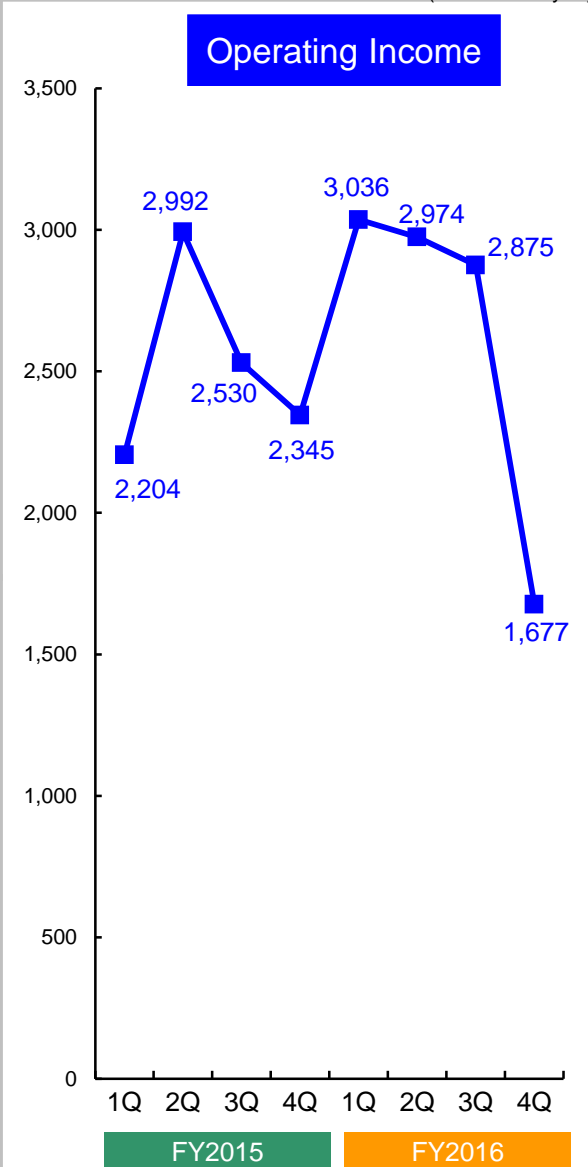
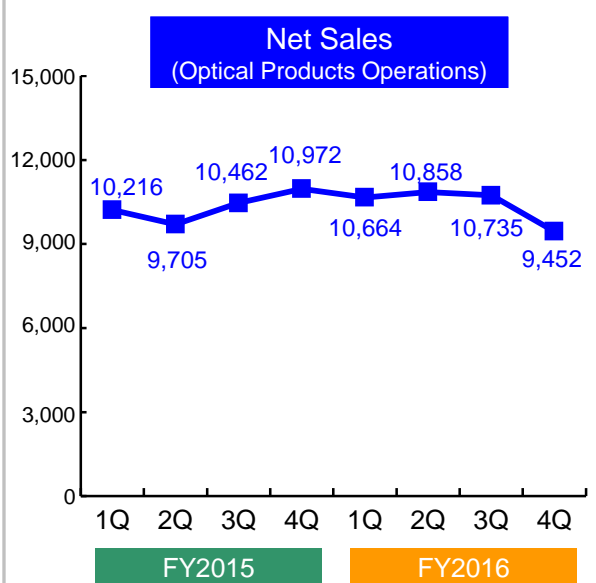
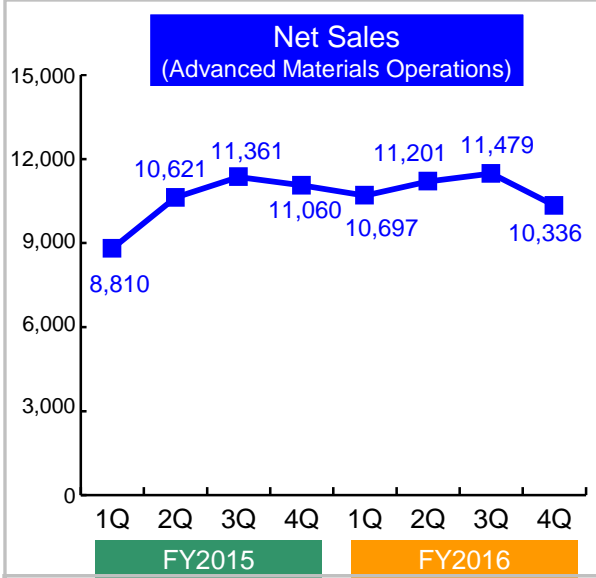
(unit: million yen)

Advanced Materials Operations	43,713	41,852	1,860 4.4%
-------------------------------	--------	--------	---------------

Optical Products Operations	41,709	41,355	353 0.9%
-----------------------------	--------	--------	-------------

Net Sales	85,422	83,207	2,214 2.7%
-----------	--------	--------	---------------

Operating Income	10,562	10,071	490 4.9%
------------------	--------	--------	-------------



## ➤ Advanced Materials Operations

Semiconductor-related adhesive tapes : Sales significantly grew thanks to the demand effect of smartphones, etc.

Semiconductor-related equipment : Sales decreased in Taiwan market.

Multilayer ceramic capacitor-related tapes : Sales significantly grew reflecting the effect of demand for multilayer ceramic capacitors for smartphones and automobiles.

## ➤ Optical Products Operations

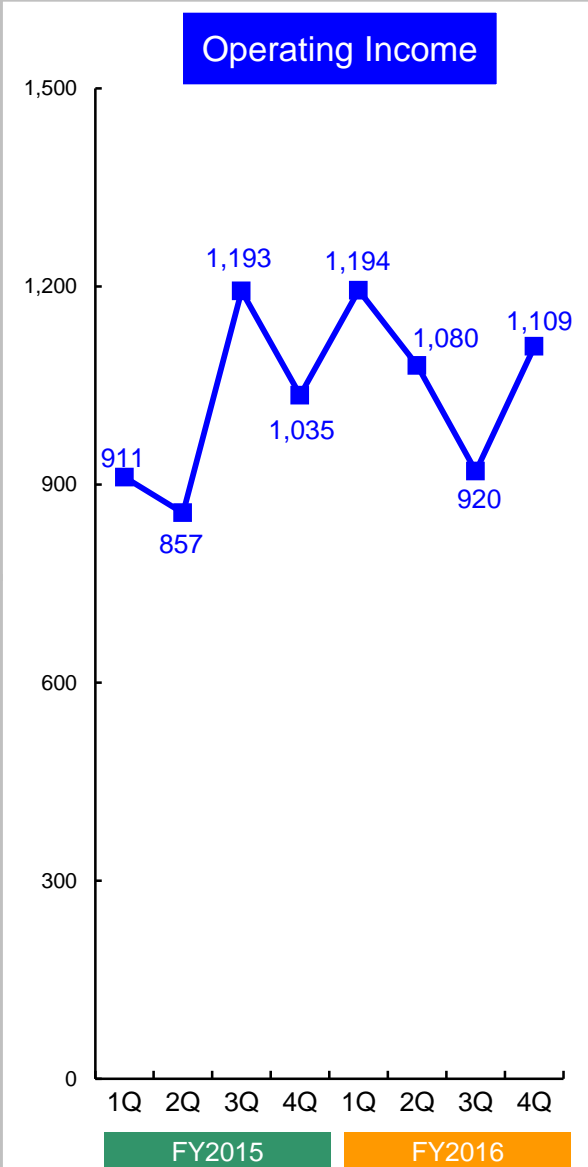
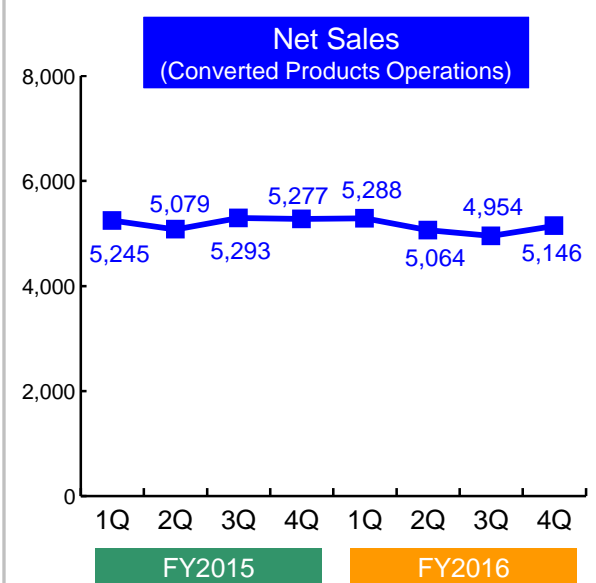
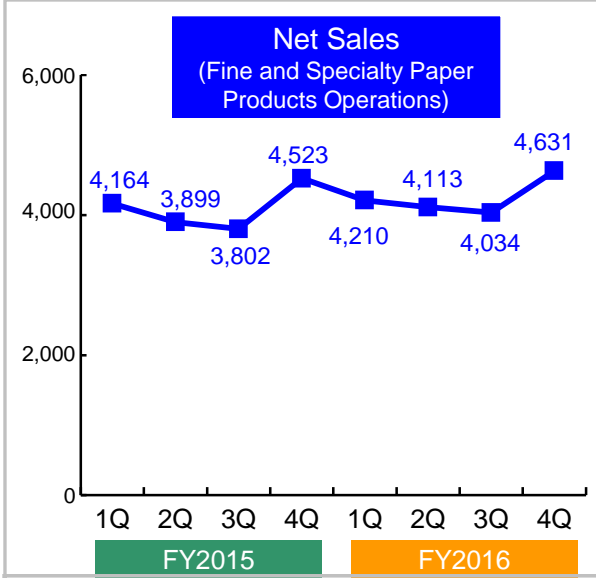
LCD-related adhesive products : Sales were steady due to effects of demand for medium and small sized applications for smartphones.



# Overview of Paper and Converted Products

(unit : million yen)

	FY2016 results	FY2015 results	Increase (decrease)
(unit : million yen)			
Fine and Specialty Paper Products Operations	16,988	16,388	599 3.7%
Converted Products Operations	20,452	20,894	(442) (2.1%)
Net Sales	37,440	37,283	157 0.4%
Operating Income	4,303	3,996	306 7.7%



➤ **Fine and Specialty Paper Products Operations**

Color papers for envelopes : Sales were steady.

Oil resistant papers : Sales grew backed by effects of demand for convenience stores  
and fast food restaurants.

➤ **Converted Products Operations**

Casting papers for carbon fiber composite materials : Sales were solid centering on the use  
for aircrafts.

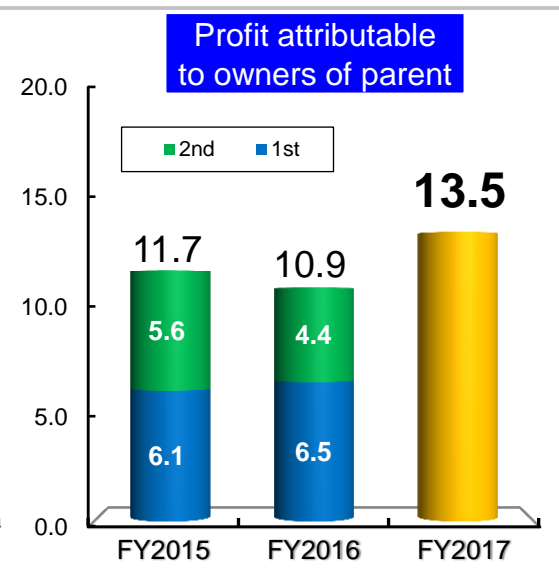
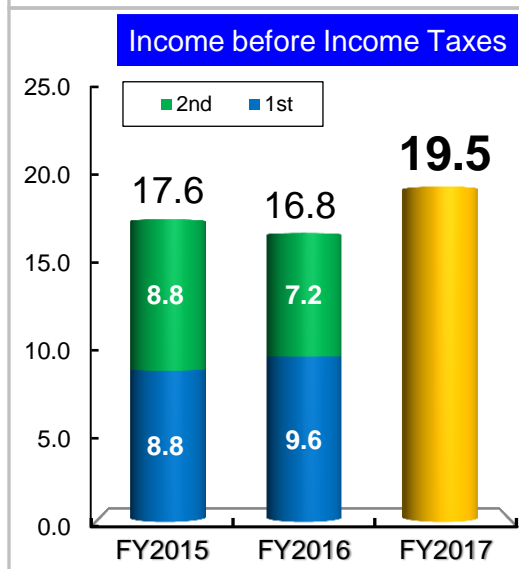
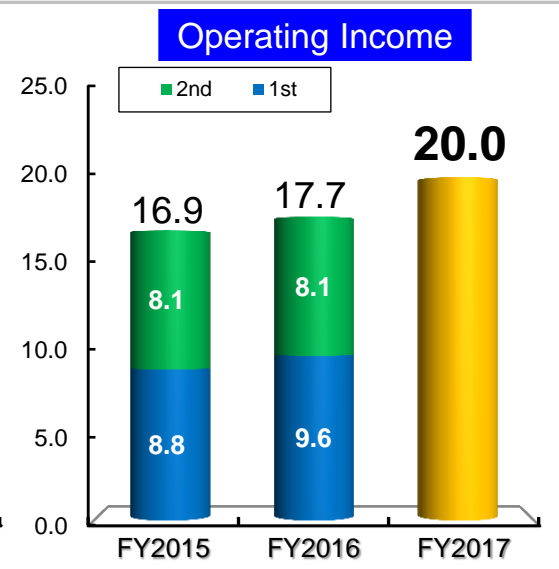
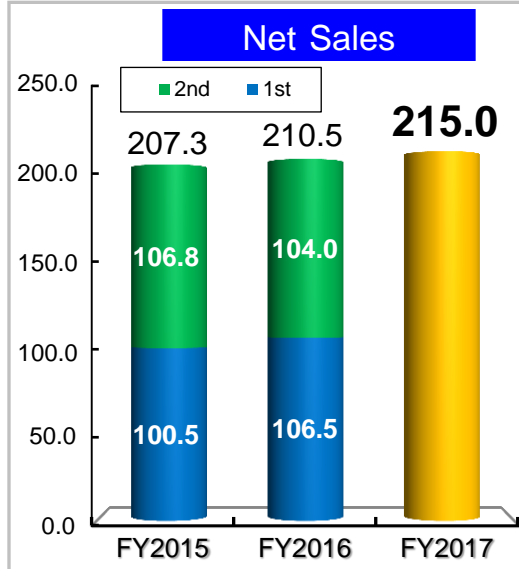
Release papers and films : The demand mainly for adhesive products, FPC cover lay films and  
optical products was sluggish.

# Forecasts for Consolidated Financial Results for the FY2017

# Forecasts for Consolidated Financial Results for the FY2017

(unit: billion yen)

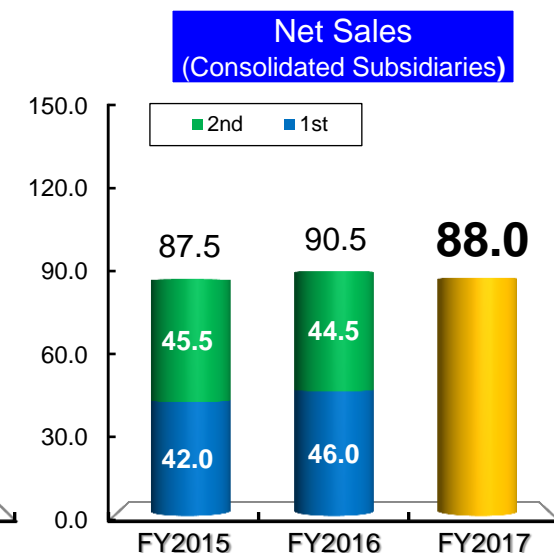
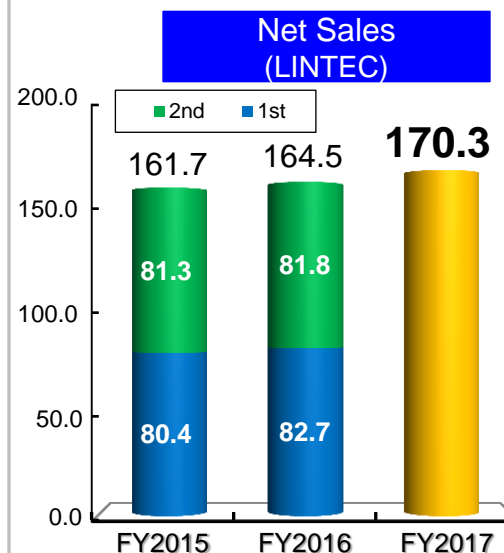
	FY2017 forecasts	FY2016 results	Increase (decrease)	Change
(unit: billion yen)				
Net Sales	215.0	210.5	4.5	2.1%
Operating Income	20.0	17.7	2.3	13.0%
Income before Income Taxes	19.5	16.8	2.7	16.1%
Profit attributable to owners of parent	13.5	10.9	2.6	23.9%



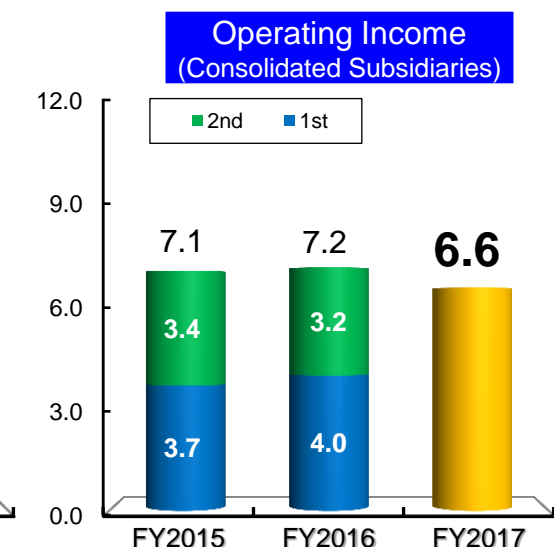
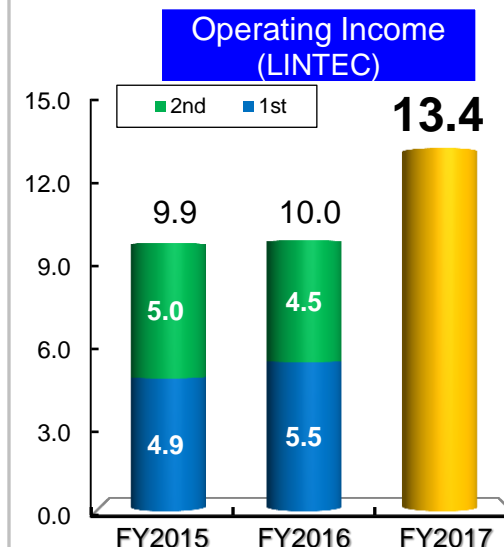
# Forecasts for Consolidated Financial Results for the FY2017

(unit: billion yen)

	FY2017 forecasts	FY2016 results	Increase (decrease)	Change
<b>Net Sales</b>				
	(unit: billion yen)			
LINTEC (non-consolidated)	170.3	164.5	5.8	3.5%
Consolidated Subsidiaries	88.0	90.5	(2.5)	(2.8%)
Eliminations	(43.3)	(44.5)	1.2	—
<b>Total</b>	<b>215.0</b>	<b>210.5</b>	<b>4.5</b>	<b>2.1%</b>

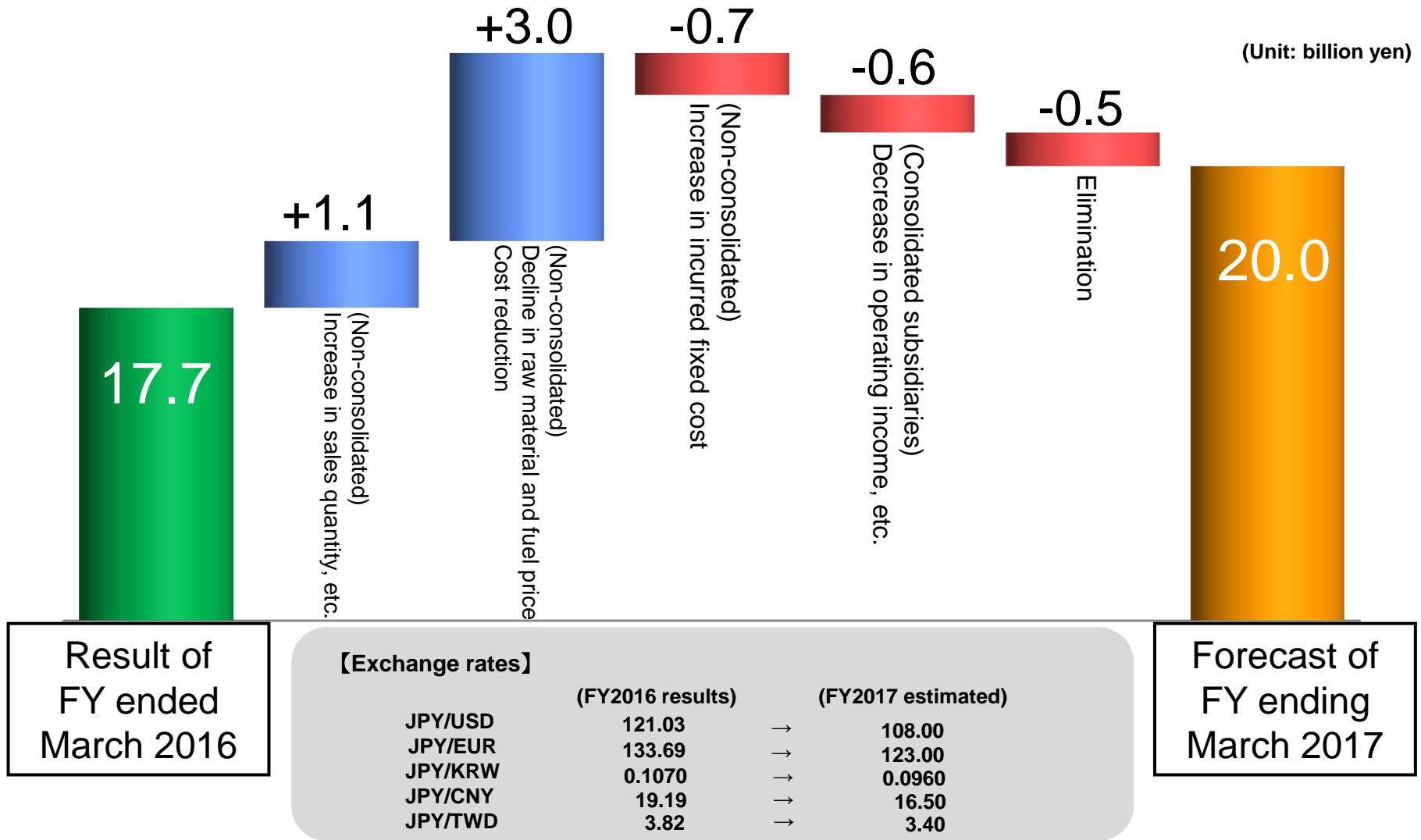


	FY2017 forecasts	FY2016 results	Increase (decrease)	Change
<b>Operating Income</b>				
	(unit: billion yen)			
LINTEC (non-consolidated)	13.4	10.0	3.4	34.0%
Consolidated Subsidiaries	6.6	7.2	(0.6)	(8.3%)
Eliminations	—	0.5	(0.5)	—
<b>Total</b>	<b>20.0</b>	<b>17.7</b>	<b>2.3</b>	<b>13.0%</b>



# Factors for Increases / Decreases of Operating Income

【Effect of decrease on a consolidated basis due to the appreciation of the yen】 LINTEC (Non-consolidated) : Approx. 0.4 billion yen  
Consolidated Subsidiaries : Approx. 2.0 billion yen



# Forecasts for Printing and Industrial Materials Products for the FY2017

(unit: billion yen)

FY2017 forecasts	FY2016 results	Increase (decrease)	Change
------------------	----------------	---------------------	--------

(unit: billion yen)

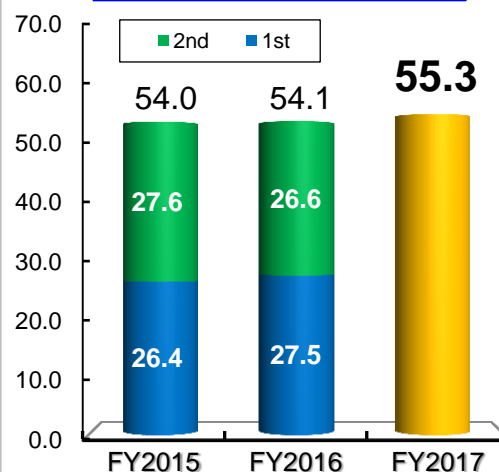
Printing and Variable Information Products Operations	55.3	54.1	1.2	2.1%
---	------	------	-----	------

Industrial and Material Operations	33.1	33.5	(0.4)	(1.2%)
------------------------------------	------	------	-------	--------

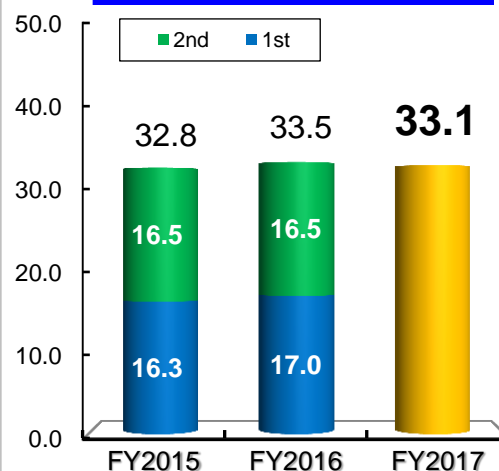
Net Sales	88.4	87.6	0.8	0.9%
-----------	------	------	-----	------

Operating Income	4.1	2.8	1.3	47.2%
------------------	-----	-----	-----	-------

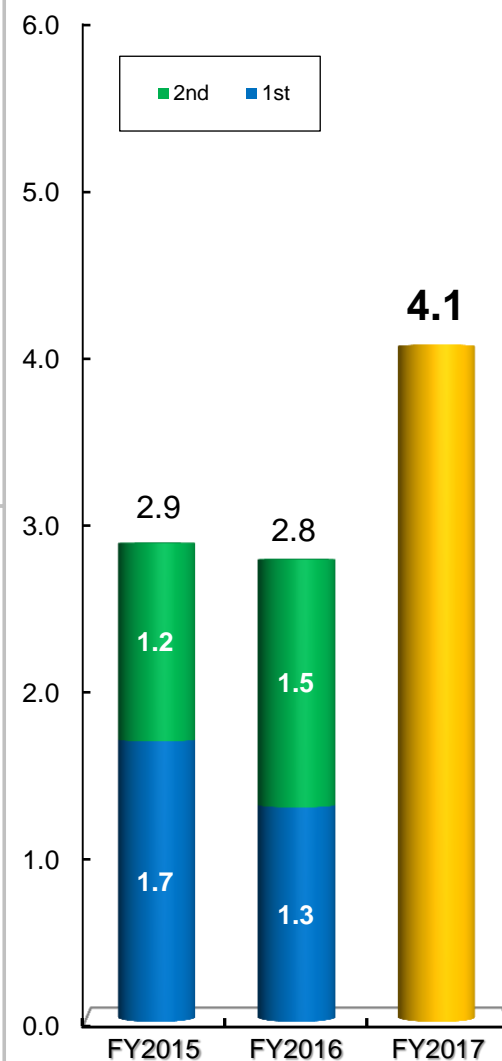
Net Sales(Printing and Variable Information Products Operations)



Net Sales (Industrial and Material Operations)



Operating Income



## ➤ Printing and Variable Information Products Operations

Japan : Enhance our competitiveness in both cost and quality to increase market share.

Develop new demand and markets aggressively and seek to expand sales.

Overseas : Take advantage of the sales network that we have built to increase sales.

## ➤ Industrial and Material Operations

- Window films : Strengthen the collaboration and alliance with MADICO, INC. to expand the market share in Japan, the United States, and Asia.
- Motorcycle- and automobile-use adhesive products : Further focus on sales activities and new orders to increase sales.



# Forecasts for Electronic and Optical Products for the FY2017

(unit: billion yen)

	FY2017 forecasts	FY2016 results	Increase (decrease)	Change
--	------------------	----------------	---------------------	--------

(unit: billion yen)

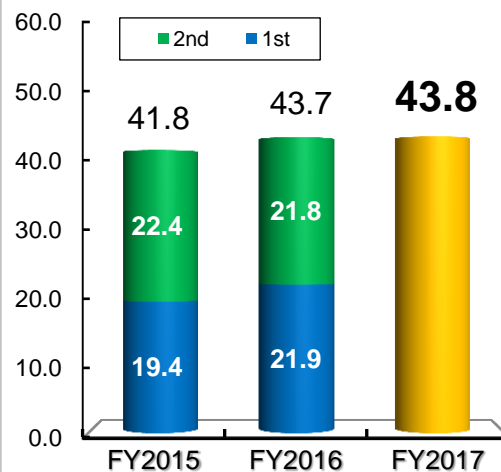
Advanced Materials Operations	43.8	43.7	0.1	0.2%
-------------------------------	------	------	-----	------

Optical Products Operations	43.5	41.7	1.8	4.3%
-----------------------------	------	------	-----	------

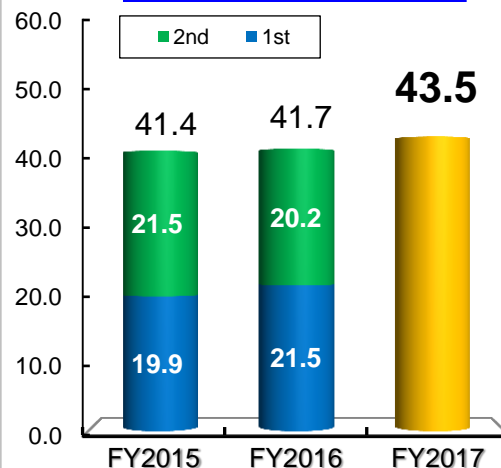
Net Sales	87.3	85.4	1.9	2.2%
-----------	------	------	-----	------

Operating Income	10.2	10.6	(0.4)	(3.4%)
------------------	------	------	-------	--------

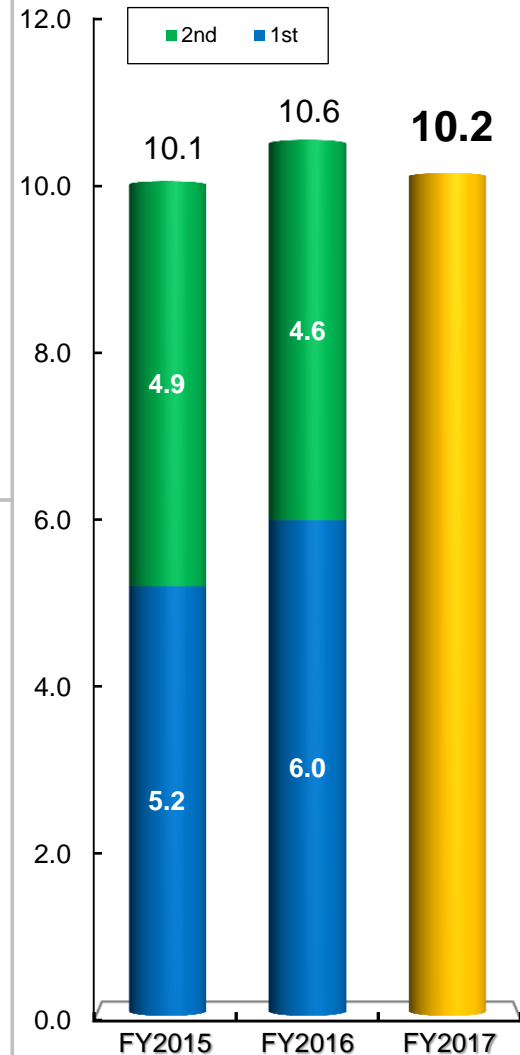
**Net Sales**  
(Advanced Materials Operations)



**Net Sales**  
(Optical Products Operations)



**Operating Income**



## ➤ Advanced Materials Operations

Semiconductor-related adhesive tapes, Multilayer ceramic capacitor-related tapes  
: Promote the sale of high-end products.  
Semiconductor-related equipment : Sales are expected to decrease.

## ➤ Optical Products Operations

Enhance our competitiveness in performance, cost and quality to capture the demand generated by the increasing size of TV screens, as well as demand for medium and small sized applications for smartphones.

# Forecasts for Paper and Converted Products for the FY2017

(unit: billion yen)

FY2017 forecasts	FY2016 results	Increase (decrease)	Change
------------------	----------------	---------------------	--------

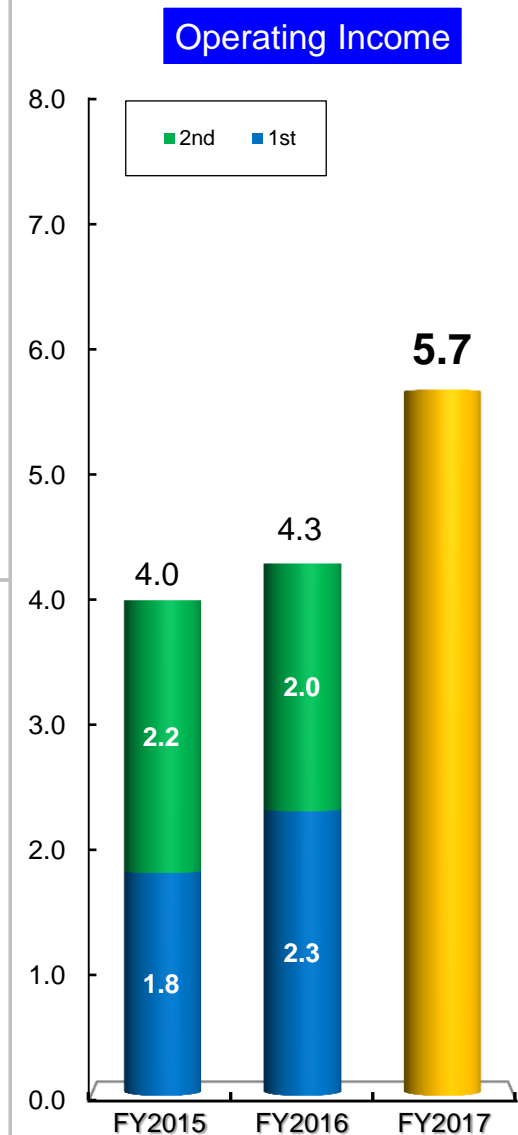
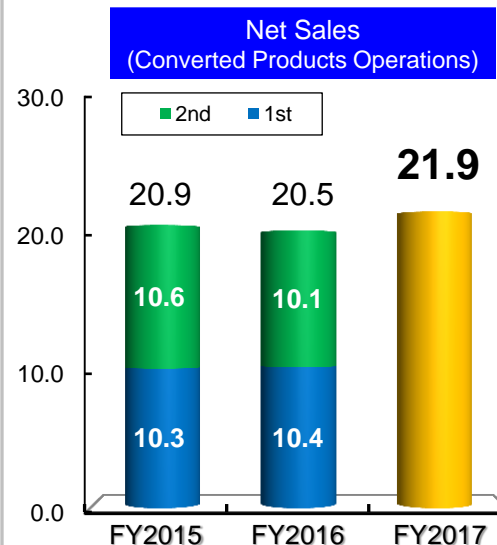
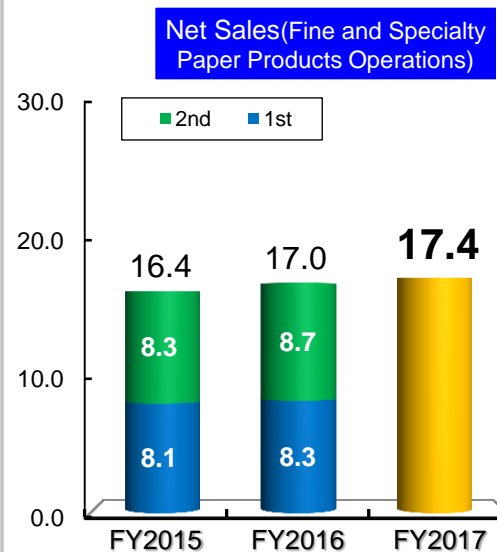
(unit: billion yen)

Fine and Specialty Paper Products Operations	17.4	17.0	0.4	2.4%
--	------	------	-----	------

Converted Products Operations	21.9	20.5	1.4	7.1%
-------------------------------	------	------	-----	------

Net Sales	39.3	37.5	1.8	5.0%
-----------	------	------	-----	------

Operating Income	5.7	4.3	1.4	32.5%
------------------	-----	-----	-----	-------



## ➤ Fine and Specialty Paper Products Operations

Net sales of existing products are expected to remain flat, compared to the same period in the previous year. Growth will be attained by expanding sales of new products and developing overseas markets.

## ➤ Converted Products Operations

Casting papers for carbon fiber composite materials

: The use for aircrafts is expected to see a solid growth.

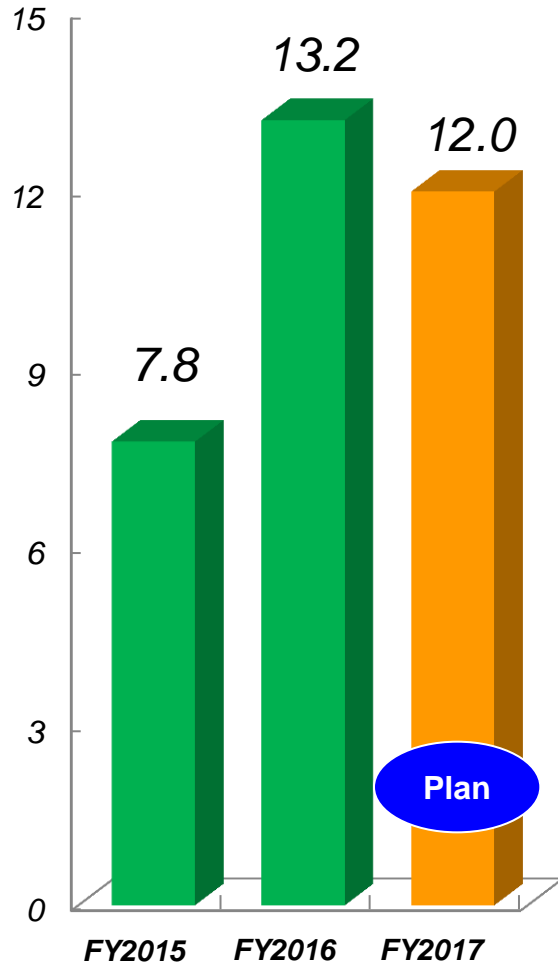
Release papers for FPC cover lay films, Casting papers for synthetic leather

: Enhance our cost competitiveness and promote differentiation to increase sales.

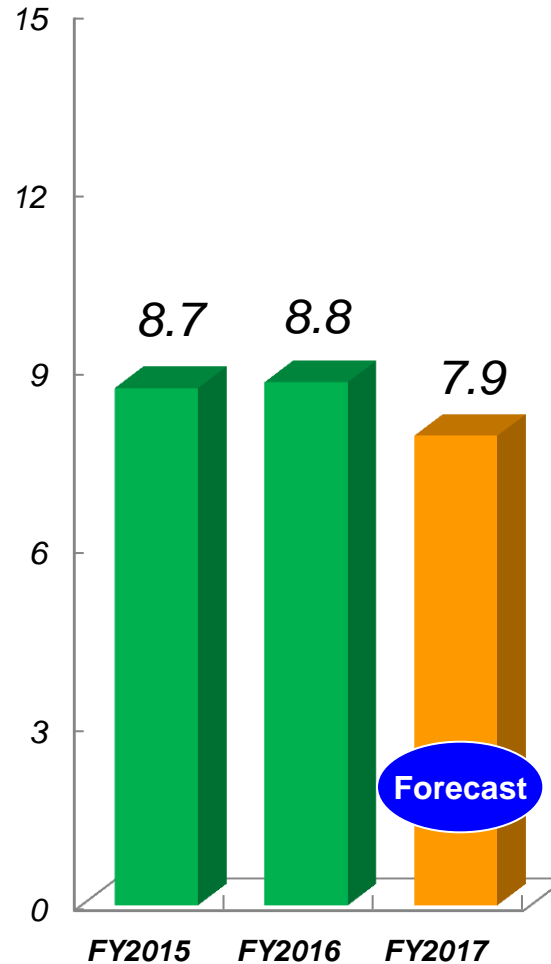
# Forecasts for Capital Expenditure / Depreciation & amortization / R&D Expenses

(unit: billion yen)

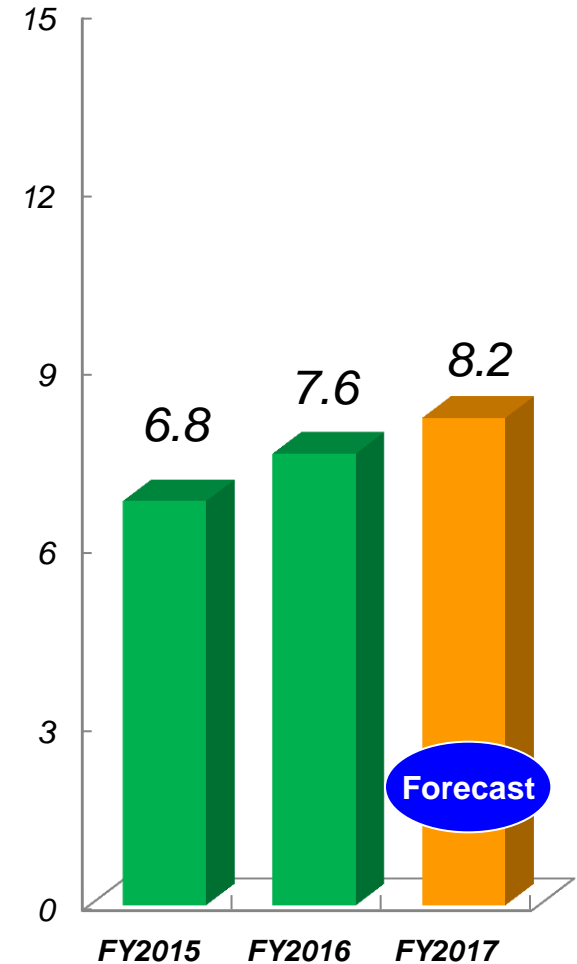
### Capital Expenditure



### Depreciation & amortization



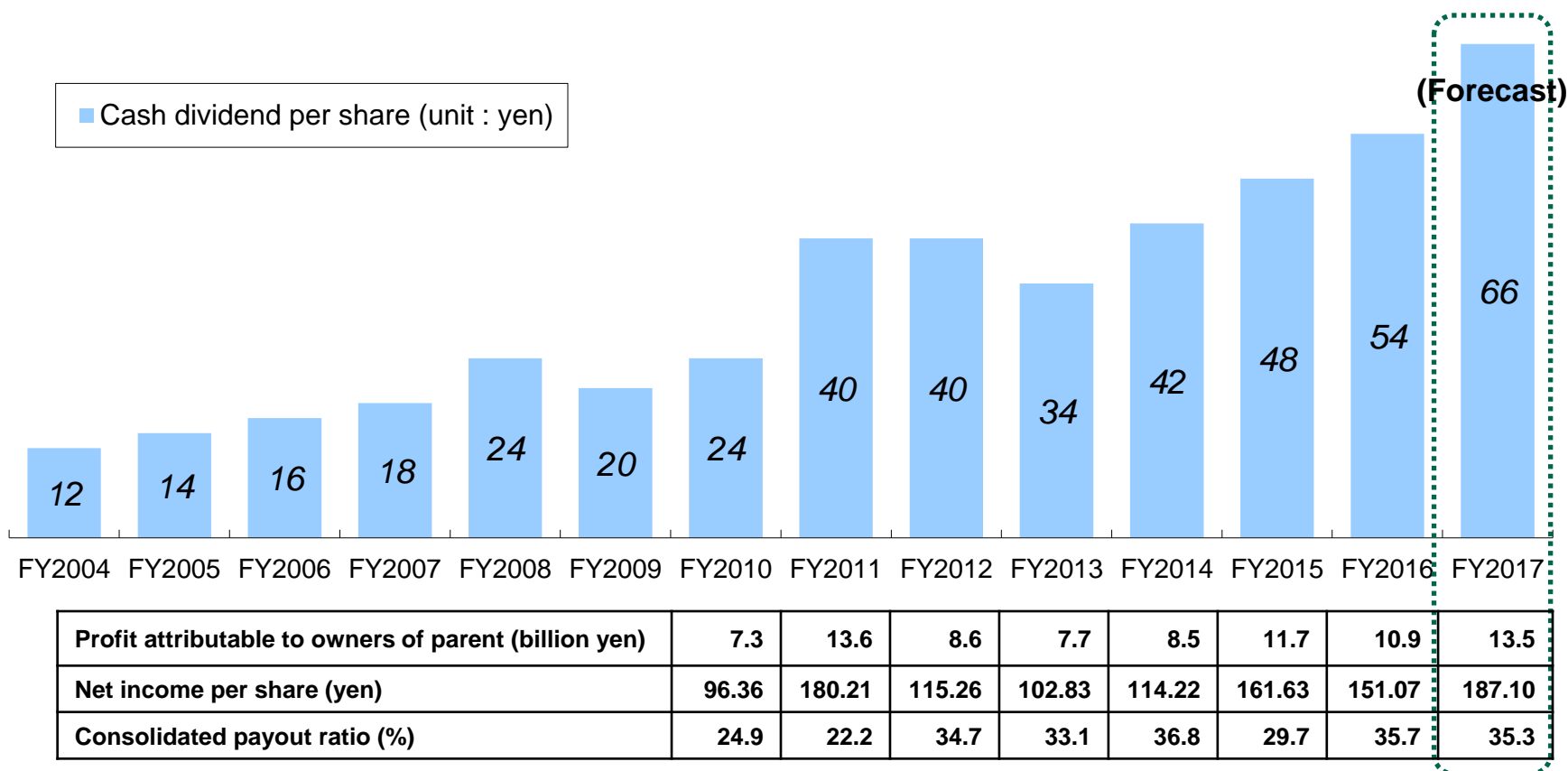
### R&D Expenses



# Dividend forecast

## (Basic Policy)

We regard the enhancement of return in profit to shareholders as one of the most important issue for our management purpose. Regarding distribution of profit, while strengthening management bases and considering consolidated results for each fiscal year, our base is to distribute stable and continued dividends. For internal reserves, we will effectively use these to reinforce our financial bases as well as to establish and reconstruct production facilities and make research and development investment with the intention of improving our corporate value in the future.



## Cautionary Statement with Respect to Forward-Looking Statements

This presentation contains forward-looking statements that reflect Lintec's plans. These forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors that may cause Lintec's actual results, performance, achievements or financial position to be materially different from any future results, performance, achievements of financial position expressed or implied by these forward-looking statements.