Creating the Future with Adhesive Technologies

Linkage + Technology

LINTEC
Company information

- Head Office: Itabashi-ku, Tokyo, Japan
- Securities Code: 7966 (Tokyo Stock Exchange, 1st Section)
- Established: October 15, 1934
- Common Stock: 23.2 billion yen (as of March 31, 2016)
- Number of Employees: 4,246 (as of March 31, 2016)
- Net Sales: 210.5 billion yen (year ended March 31, 2016)
- 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: 3 companies (Japan)
  30 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 sales of adhesive papers and films for labels
   Subsequently expanded adhesive operations in industrial fields such as decorative materials for interiors and exteriors, motorcycle, automobile and others

1986: Developed UV curable dicing tape and made full-scale entry into the semiconductor-related product field

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 papers and films, specialty papers to the fields of adhesive paper and films, related equipment

1991: Made full-scale entry into LCD-related product field
Company history

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

2015: LINTEC ASIA PACIFIC REGIONAL HEADQUARTERS PRIVATE LIMITED was established
Performance trends / Net sales, Operating income

Unit: Billion yen
- **Net sales**
- **Operating income**

Highest results on record

<table>
<thead>
<tr>
<th>Year</th>
<th>Net sales</th>
<th>Operating income</th>
</tr>
</thead>
<tbody>
<tr>
<td>2006/3</td>
<td>180.3</td>
<td>13.6</td>
</tr>
<tr>
<td>2007/3</td>
<td>2010.3</td>
<td>17.7</td>
</tr>
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<td>2008/3</td>
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<td>20.9</td>
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<tr>
<td>2011/3</td>
<td>210.5</td>
<td></td>
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<tr>
<td>2012/3</td>
<td>17.7</td>
<td></td>
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<tr>
<td>2013/3</td>
<td>210.5</td>
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<tr>
<td>2014/3</td>
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<tr>
<td>2015/3</td>
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<td></td>
</tr>
<tr>
<td>2016/3</td>
<td></td>
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</tr>
</tbody>
</table>

Global recession

The impact of financial crisis in Europe and the Great East Japan Earthquake, etc.
Overseas sales have increased 46.8 billion over the last 10 years with average annual growth of 8.8%.

- FY2006/3
  - Net sales: 180.3 billion yen
  - Overseas: 35.5 billion yen

- FY2016/3
  - Net sales: 210.5 billion yen
  - Overseas: 82.3 billion yen

Japan: 19.7% ratio of overseas sales to net sales
Overseas: 39.1% ratio of overseas sales to net sales

Approx. 2.3 times
Basic composition of adhesive products

- **Surface improvement**: Printability, durability etc.
- **Facestock**: (Base paper / film)
- **Adhesive**
- **Release paper / film**
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 & Variable Information Products Operations
- Industrial & Material Operations

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

Paper and Converted Products
- Fine & 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.

[Images of various products and label printing machines]
Usage of adhesive papers and films for labels / Required properties

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

- For food products
  - Water resistance
  - Curved-surface adhesion
  - Cold resistance

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

- For distribution applications
  - Printability
  - Adequacy for affixing seals
  - Cold resistance

- For medical and pharmaceutical items
  - Printability
  - Chemical resistance
  - Tamper-evident

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

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

FY2016/3
Net sales
210.5 billion yen

33.5 billion yen
15.9%
Automobile-use adhesive products

- Paint replacement films for door sashes
  
  Original material design increases the passage of air and makes it simple to apply

- Protective films for aluminum wheels
  
- Marking films
  
- Window films
● Semiconductor-related adhesive tapes
● Semiconductor-related equipment
● Multilayer ceramic capacitor-related tapes
● Touch screen-related products, etc.

43.7 billion yen
20.8%
Manufacturing process for semiconductor chip

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

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

- Backside coating tape for Flip Chip
  - This tape protects and reinforces the die backside in applications such as Flip Chip, in which some bumps (electrodes) is formed on the circuit surface and mounted onto a substrate.
  - It blocks light to minimize effects on the circuit surface.
  - Unlike a coating of liquid mold material, this product is available as a tape, ensuring outstanding uniformity in thickness, and allowing the simplification of conventional processes.
  - We have broad lineups of the tapes including Infrared Transmission Type and Thermal Conductive Type.

- Surface protective tape for thin & high-bump wafers
  - This tape is specially designed to prevent thin wafers from bowing after back grinding.
  - It protects the surface of wafers from contamination by attaching to bumps formed on the circuit surface.
  - It prevents wafer damage by dispersing the stress placed upon wafers during back grinding.
Multilayer ceramic capacitor (MLCC) –related tapes

Manufacturing process for MLCC

1. LINTEC’s release film
2. Dielectric paste (Slurry)
3. Ceramic sheet
4. Coating
5. Heat drying
6. Internal electrode printing
7. Die cutting and releasing
8. Stacking, compression bonding and cutting
9. Firing and external electrode forming
10. 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 (OCA)
This is a double-sided adhesive sheet has excellent gap filling ability, and prevents the recurrence of air voids caused by outgas.

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
- Protective films for polarizing films, etc.

FY2016/3
Net sales 210.5 billion yen
41.7 billion yen 19.8%
Structure of LCD

Surface improvement
- Anti-reflection / Anti-glare / Abrasion-resistance properties

Polarizing film
Adhesive
Retardation film
Adhesive
Liquid crystal cell
Adhesive
Polarizing film
Light source

Protective films for polarizing films
- Dirt-resistance / Water-resistance / Anti-static

Adhesive
Substrate (film)
Color papers for envelopes
Colored construction papers
Special function papers (Lint-free papers and Oil resistant papers, etc.)
High-grade printing papers
High-grade papers for paper products, etc.

17.0 billion yen
8.1%

FY2016/3
Net sales
210.5 billion yen
Converted Products Operations

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

*FPC: Flexible Printed Circuit

20.5 billion yen
9.7%

FY2016/3
Net sales
210.5 billion yen
Casting papers for carbon fiber composite materials

- The casting paper is used as a base sheet for manufacturing "carbon fiber prepreg", which is a composite material composed of a sheeted form of carbon fiber fixed with resin.

- Carbon fiber prepreg has been used for goods for sports and leisure, such as tennis racket, golf shaft, and fishing rod, as well as for aircraft, and the demand has been expanding.

Features
- Suitability for resin coating
- Heat resistance
- Strength
- Most appropriate difference in release strength between the front and the back etc.

Manufacturing process for Casting papers for carbon fiber composite materials
Consolidated financial results for first quarter FY2017/3

<table>
<thead>
<tr>
<th></th>
<th>2017/3 1Q results</th>
<th>2016/3 1Q results</th>
<th>Increase (decrease)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net sales</td>
<td>48.4</td>
<td>52.6</td>
<td>(4.1) (7.9%)</td>
</tr>
<tr>
<td>Operating income</td>
<td>3.7</td>
<td>5.0</td>
<td>(1.2) (24.9%)</td>
</tr>
<tr>
<td>Profit before income taxes</td>
<td>2.9</td>
<td>5.1</td>
<td>(2.1) (42.1%)</td>
</tr>
<tr>
<td>Profit attributable to owners of parent</td>
<td>2.1</td>
<td>3.6</td>
<td>(1.5) (41.4%)</td>
</tr>
</tbody>
</table>

Net sales

Operating income

Profit before income taxes

Profit attributable to owners of parent

(Billion yen)
### Printing and Industrial Materials Products

<table>
<thead>
<tr>
<th>Segment</th>
<th>2017/3 1Q results</th>
<th>2016/3 1Q results</th>
<th>Increase (decrease)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Printing and Variable Information Products Operations</td>
<td>12.9</td>
<td>13.6</td>
<td>(0.7) (5.1%)</td>
</tr>
<tr>
<td>Industrial and Material Operations</td>
<td>7.6</td>
<td>8.1</td>
<td>(0.5) (5.8%)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Segment net sales</th>
<th>2017/3 1Q results</th>
<th>2016/3 1Q results</th>
<th>Increase (decrease)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Segment operating income</td>
<td>0.6</td>
<td>0.7</td>
<td>(0.0) (4.8%)</td>
</tr>
</tbody>
</table>
### Electronic and Optical Products

#### 2017/3 1Q results vs. 2016/3 1Q results

<table>
<thead>
<tr>
<th>Segment</th>
<th>Net Sales</th>
<th>Operating Income</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Electronic and Optical Products</strong></td>
<td>18.9</td>
<td>2.0</td>
</tr>
<tr>
<td><strong>Advanced Materials Operations</strong></td>
<td>11.2</td>
<td>3.0</td>
</tr>
<tr>
<td><strong>Optical Products Operations</strong></td>
<td>22.1</td>
<td>3.0</td>
</tr>
</tbody>
</table>

#### Increase (decrease)

- **Advanced Materials Operations sales**: 1.2% decrease (10.7 billion yen to 9.5 billion yen)
- **Optical Products Operations sales**: 1.1% decrease (10.7 billion yen to 9.5 billion yen)
- **Segment net sales**: 2.5% decrease (21.4 billion yen to 18.9 billion yen)
- **Segment operating income**: 1.1% decrease (22.2 billion yen to 18.9 billion yen)

### Charts

**Advanced Materials Operations sales**
- 1Q: 10.7 billion yen
- 2Q: 11.2 billion yen
- 3Q: 11.5 billion yen
- 4Q: 10.3 billion yen
- 1Q: 9.3 billion yen

**Optical Products Operations sales**
- 1Q: 10.7 billion yen
- 2Q: 10.9 billion yen
- 3Q: 10.7 billion yen
- 4Q: 9.5 billion yen
- 1Q: 9.5 billion yen

**Segment net sales**
- 1Q: 21.4 billion yen
- 2Q: 22.1 billion yen
- 3Q: 22.2 billion yen
- 4Q: 19.8 billion yen
- 1Q: 18.9 billion yen

**Segment operating income**
- 1Q: 3.0 billion yen
- 2Q: 3.0 billion yen
- 3Q: 2.9 billion yen
- 4Q: 1.7 billion yen
- 1Q: 2.0 billion yen
### Paper and Converted Products

<table>
<thead>
<tr>
<th></th>
<th>2017/3 1Q results</th>
<th>2016/3 1Q results</th>
<th>Increase (decrease)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fine and Specialty Paper Products Operations</td>
<td>4.0</td>
<td>4.2</td>
<td>(0.2) (4.4%)</td>
</tr>
<tr>
<td>Converted Products Operations</td>
<td>5.0</td>
<td>5.3</td>
<td>(0.3) (5.4%)</td>
</tr>
<tr>
<td>Segment net sales</td>
<td>9.0</td>
<td>9.5</td>
<td>(0.5) (4.9%)</td>
</tr>
<tr>
<td>Segment operating income</td>
<td>1.1</td>
<td>1.2</td>
<td>(0.1) (9.0%)</td>
</tr>
</tbody>
</table>

#### Fine and Specialty Paper Products Operations sales

- **2016/3 1Q**: 4.2 Billion yen
- **2017/3 1Q**: 4.6 Billion yen
- Increase: 0.4 Billion yen (9.5%)

#### Converted Products Operations sales

- **2016/3 1Q**: 5.3 Billion yen
- **2017/3 1Q**: 5.1 Billion yen
- Increase: 0.2 Billion yen (3.8%)

#### Segment net sales

- **2016/3 1Q**: 9.5 Billion yen
- **2017/3 1Q**: 9.0 Billion yen
- Increase: 0.5 Billion yen (5.3%)

#### Segment operating income

- **2016/3 1Q**: 1.2 Billion yen
- **2017/3 1Q**: 1.1 Billion yen
- Increase: 0.1 Billion yen (8.3%)
Forecasts of consolidated financial results for FY2017/3

<table>
<thead>
<tr>
<th></th>
<th>2017/3 full year forecasts</th>
<th>2016/3 full year results</th>
<th>Increase (decrease)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net sales</strong></td>
<td>215.0</td>
<td>210.5</td>
<td>4.5 2.1%</td>
</tr>
<tr>
<td><strong>Operating income</strong></td>
<td>20.0</td>
<td>17.7</td>
<td>2.3 13.0%</td>
</tr>
<tr>
<td><strong>Profit before income taxes</strong></td>
<td>19.5</td>
<td>16.8</td>
<td>2.7 16.1%</td>
</tr>
<tr>
<td><strong>Profit attributable to owners of parent</strong></td>
<td>13.5</td>
<td>10.9</td>
<td>2.6 23.9%</td>
</tr>
</tbody>
</table>

Unit: Billion yen

**Net sales**

- 2016/3: 210.5 Billion yen
- 2017/3: 215.0 Billion yen

**Operating income**

- 2016/3: 17.7 Billion yen
- 2017/3: 20.0 Billion yen

**Profit before income taxes**

- 2016/3: 16.8 Billion yen
- 2017/3: 19.5 Billion yen

**Profit attributable to owners of parent**

- 2016/3: 10.9 Billion yen
- 2017/3: 13.5 Billion yen

Linking your dreams  LINTEC Corporation
### Forecasts of net sales and operating income for FY2017/3 by operational segment

<table>
<thead>
<tr>
<th>Segment</th>
<th>Net Sales 2017/3 forecasts (Billion yen)</th>
<th>Net Sales 2016/3 results (Billion yen)</th>
<th>Increase/Decrease (2017/3 over 2016/3)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Printing and Industrial Materials Products</strong></td>
<td>55.3</td>
<td>54.1</td>
<td>1.2 (1.2%)</td>
</tr>
<tr>
<td><strong>Printing and Variable Information Products Operations</strong></td>
<td>33.1</td>
<td>33.5</td>
<td>(0.4) (1.2%)</td>
</tr>
<tr>
<td><strong>Industrial and Material Operations</strong></td>
<td>88.4</td>
<td>87.6</td>
<td>0.8 (0.9%)</td>
</tr>
<tr>
<td><strong>Segment net sales</strong></td>
<td>4.1</td>
<td>2.8</td>
<td>1.3 (47.2%)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Segment</th>
<th>Operating Income 2017/3 forecasts (Billion yen)</th>
<th>Operating Income 2016/3 results (Billion yen)</th>
<th>Increase/Decrease (2017/3 over 2016/3)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Electronic and Optical Products</strong></td>
<td>43.8</td>
<td>43.7</td>
<td>0.1 (0.2%)</td>
</tr>
<tr>
<td><strong>Advanced Materials Operations</strong></td>
<td>43.5</td>
<td>41.7</td>
<td>1.8 (4.3%)</td>
</tr>
<tr>
<td><strong>Optical Products Operations</strong></td>
<td>87.3</td>
<td>85.4</td>
<td>1.9 (2.2%)</td>
</tr>
<tr>
<td><strong>Segment operating income</strong></td>
<td>10.2</td>
<td>10.6</td>
<td>(0.4) (3.4%)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Segment</th>
<th>Net Sales 2017/3 forecasts (Billion yen)</th>
<th>Net Sales 2016/3 results (Billion yen)</th>
<th>Increase/Decrease (2017/3 over 2016/3)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Paper and Converted Products</strong></td>
<td>17.4</td>
<td>17.0</td>
<td>0.4 (2.4%)</td>
</tr>
<tr>
<td><strong>Fine and Specialty Paper Products Operations</strong></td>
<td>17.4</td>
<td>17.0</td>
<td>0.4 (2.4%)</td>
</tr>
<tr>
<td><strong>Converted Products Operations</strong></td>
<td>21.9</td>
<td>20.5</td>
<td>1.4 (7.1%)</td>
</tr>
<tr>
<td><strong>Segment net sales</strong></td>
<td>39.3</td>
<td>37.4</td>
<td>1.9 (5.0%)</td>
</tr>
<tr>
<td><strong>Segment operating income</strong></td>
<td>5.7</td>
<td>4.3</td>
<td>1.4 (32.5%)</td>
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</table>
## Dividend

### 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>2007/3</td>
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<tr>
<td>2017/3</td>
<td>66</td>
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</tbody>
</table>

(35.3% Forecast)
Medium-term business plan

Title LIP-2016 (LINTEC INNOVATION PLAN 2016)

Period From April 2014 to March 2017

Basic Policy Return to a growth path through active management and continuous innovation

Key initiatives

1. Further promote global development
2. Create innovative new products that will support the next generation
3. Transform into a robust corporate structure
4. Promote strategic M&A
5. Foster human resources

Major numerical targets (first planning)

- Net sales: ¥240.0 billion
- Operating profit margin: More than 8%
- Operating income: ¥20.0 billion
- ROE (Return on equity): More than 8%
This material includes forward-looking statements, such as forecasts of business results, based on information currently held and assumptions that have been judged as reasonable by the Company.

The Company cannot guarantee the accuracy of these statements or definitively assure the realization of future numerical targets and policies. Actual business results, etc., may vary due to various factors and circumstances.