



# **Presentation for 2Q Results and Full-year Forecasts, FY2023**

**Nov. 17, 2022**

# Consolidated Financial Results for the Six Months Ended Sep., 2022

(unit : million yen)

	FY2022 2Q results	FY2023 2Q results	Increase (decrease)
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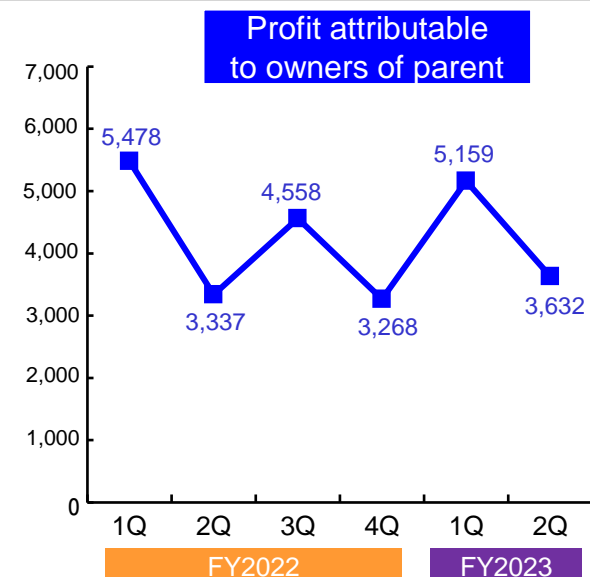
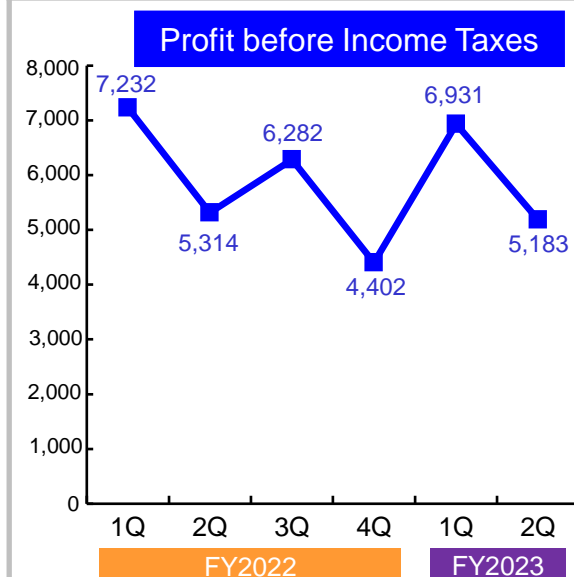
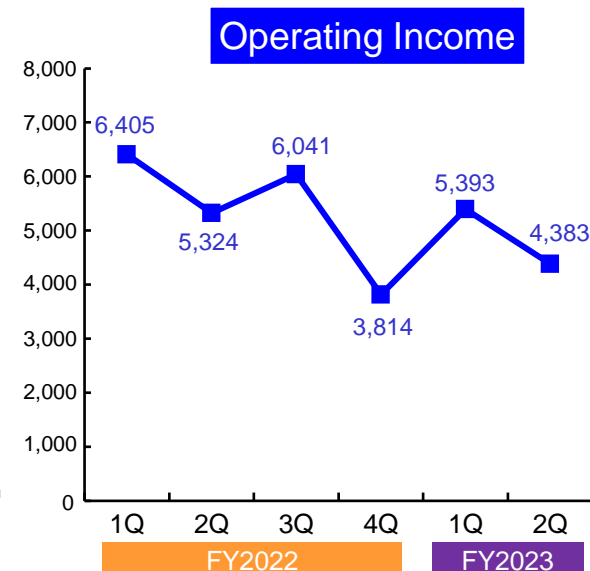
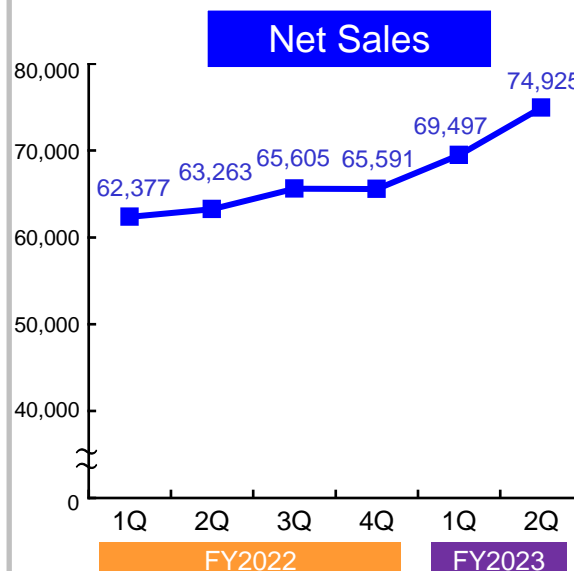
(unit : million yen)

Net Sales	125,640	144,422	18,781 14.9%
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Operating Income	11,729	9,776	(1,952) (16.6%)
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Profit before Income Taxes	12,546	12,114	(431) (3.4%)
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Profit attributable to owners of parent	8,815	8,791	(24) (0.3%)
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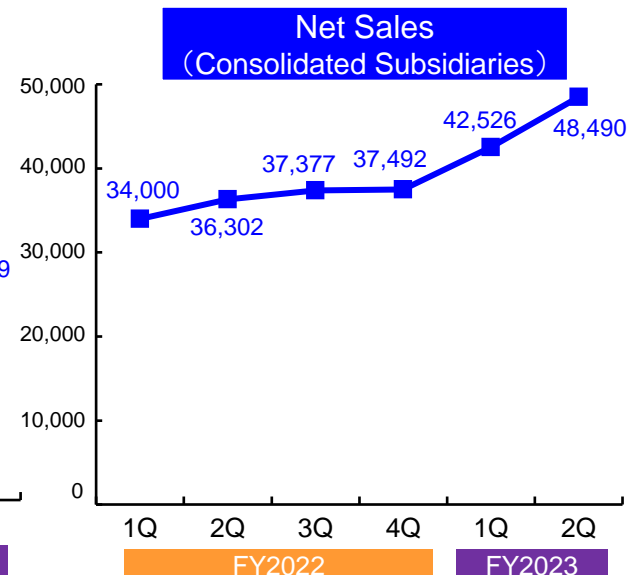
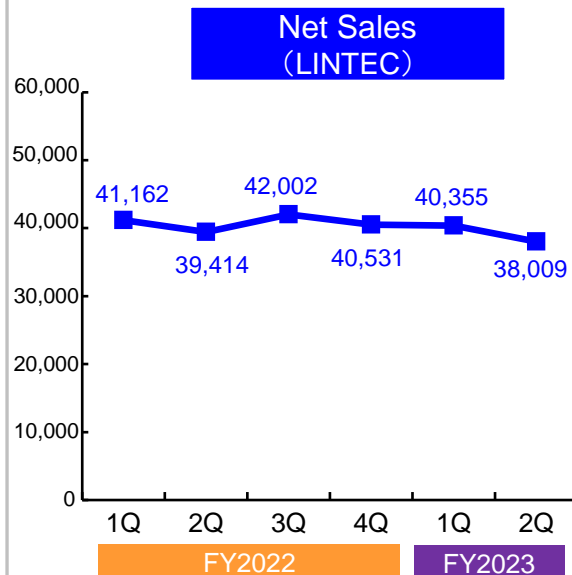
※ The above results for the second quarter of the fiscal year ended March 31, 2022 reflect the finalization of provisional accounting for business combinations in the fiscal year ended March 31, 2022.

# Consolidated Financial Results for the Six Months Ended Sep., 2022

(unit : million yen)

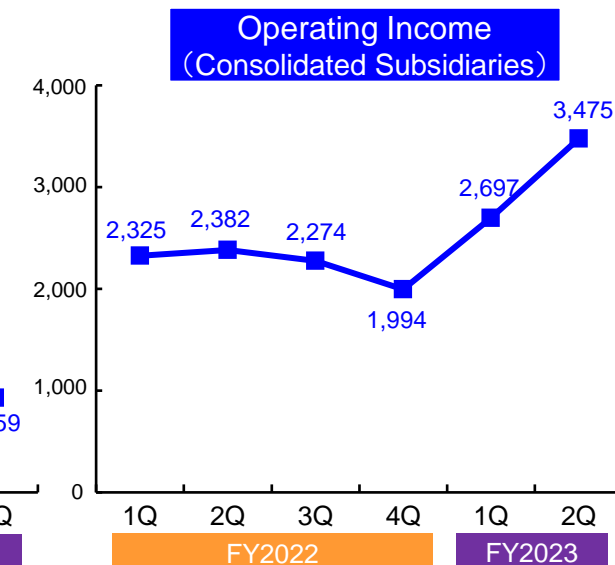
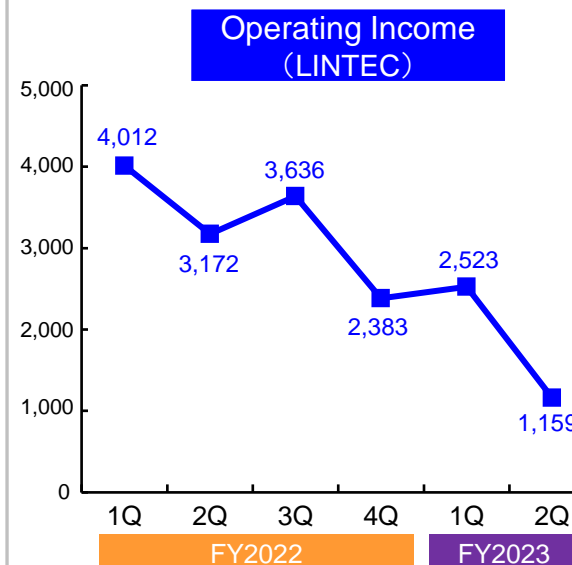
## Net Sales

	FY2022 2Q results	FY2023 2Q results	Increase (decrease)
(unit : million yen)			
LINTEC (non-consolidated)	80,576	78,364	(2,212) (2.7%)
Consolidated Subsidiaries	70,302	91,016	20,714 29.5%
Eliminations	(25,238)	(24,958)	279
<b>Total</b>	<b>125,640</b>	<b>144,422</b>	<b>18,781</b> <b>14.9%</b>



## Operating Income

	FY2022 2Q results	FY2023 2Q results	Increase (decrease)
(unit : million yen)			
LINTEC (non-consolidated)	7,184	3,682	(3,502) (48.7%)
Consolidated Subsidiaries	4,707	6,172	1,465 31.1%
Eliminations	(162)	(78)	85
<b>Total</b>	<b>11,729</b>	<b>9,776</b>	<b>(1,952)</b> <b>(16.6%)</b>



# Consolidated Financial Results for the Six Months Ended Sep., 2022

## ➤ Net Sales

### ● LINTEC(Non-consolidated)

Sluggish demand for multilayer ceramic capacitor-related tape and optical display-related adhesive products, etc.

### ● Consolidated Subsidiaries

Sales grew significantly thanks to the effect of acquisitions of the MACtac Group in the U.S. and the effect of foreign currency conversion following the weakening of the yen.

Sales of semiconductor-related adhesive tape and related devices were solid for sales subsidiaries operating under the control of Advanced Materials Operations.

## ➤ Operating Income

### ● LINTEC(Non-consolidated)

(Main income-raising factors)

- Pass on higher costs to sales prices :  
Approx. 1.8 billion yen
- Improvement of sales mix : Approx. 0.9 billion yen

(Main income-lowering factors)

- Decrease in sales quantity : Approx. 1.6 billion yen
- Increase in prices for pulp, petrochemical raw materials, fuel expenses, etc. :  
Approx. 3.9 billion yen
- Increase in fixed cost : Approx. 0.7 billion yen

### ● Consolidated Subsidiaries

The MACtac Group, which had been posting continued operating losses, returned to profit of approximately 500 million yen partially thanks to the effect of acquisitions.

Income increased thanks to the effect of sales expansion of semiconductor-related adhesive tape and related equipment achieved by subsidiaries operating under the control of Advanced Materials Operations.

【Average exchange rate during the period (Results)】

	(FY2022 2Q)	→	(FY2023 2Q)
JPY/USD	108.45	→	124.52
JPY/EUR	130.46	→	135.16
JPY/KRW	0.0969	→	0.1006
JPY/CNY	16.76	→	19.13
JPY/TWD	3.88	→	4.33

(unit : million yen)

	FY2022 2Q results	FY2023 2Q results	Increase (decrease)
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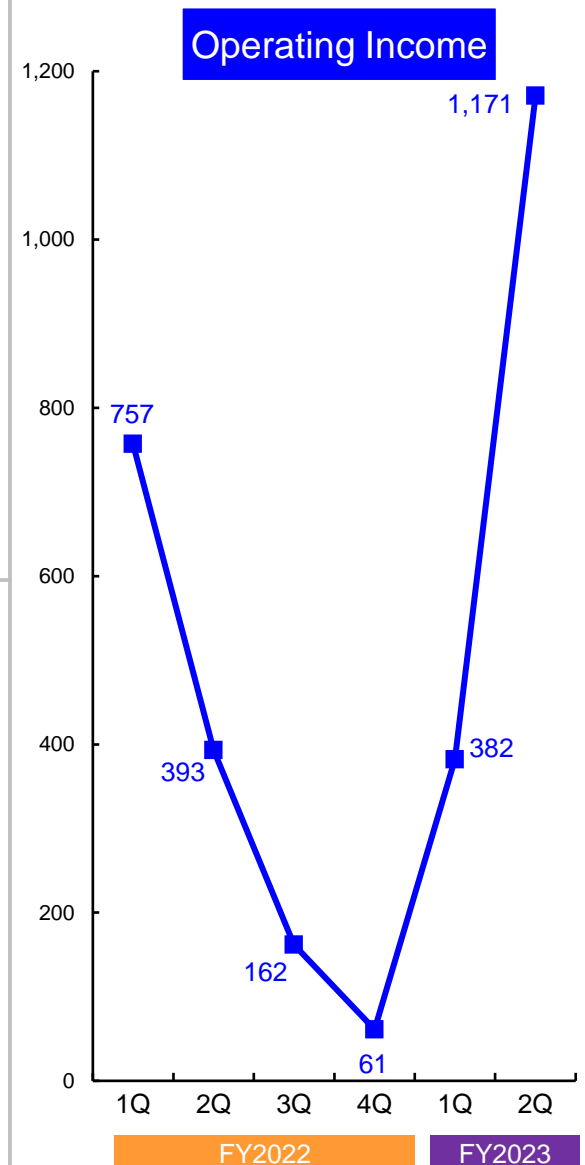
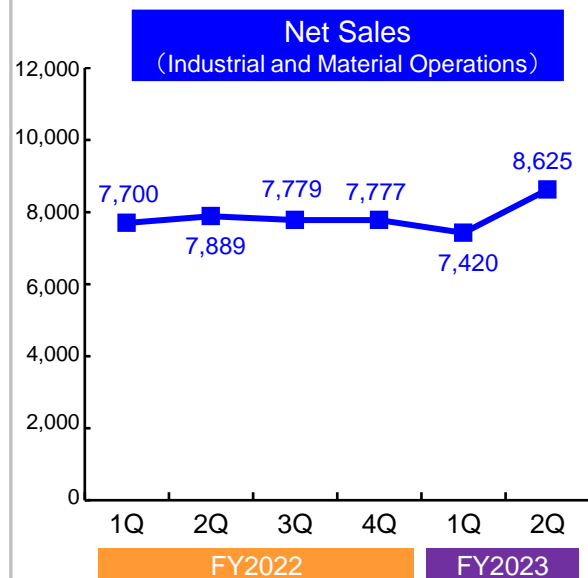
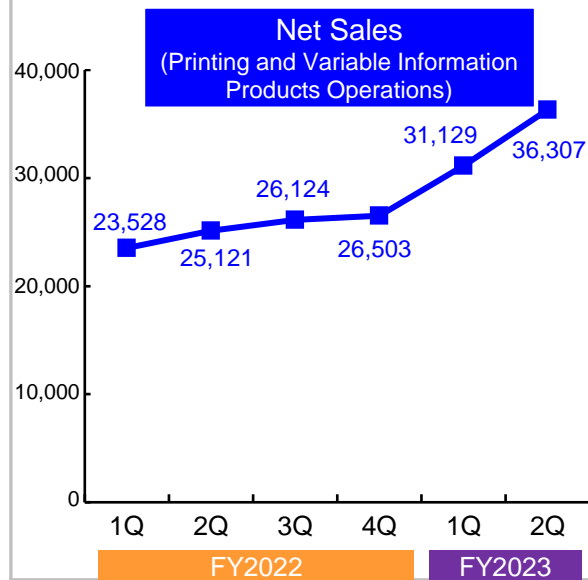
(unit : million yen)

Printing and Variable Information Products Operations	48,649	67,436	18,786 38.6%
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Industrial and Material Operations	15,589	16,045	455 2.9%
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Net Sales	64,239	83,481	19,242 30.0%
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Operating Income	1,150	1,553	402 35.0%
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## ➤ Printing and Variable Information Products Operations

Japan : Demand for adhesive products for seals and labels used in food and beverage campaigns, etc. was weak.

Demand in the home delivery and logistics industries remained firm, in addition to the adoption of new environmentally friendly adhesive products including products using forest-certified paper as well as plastic-free and solvent-free products.

Overseas : Sales grew significantly thanks largely to the effect of acquisitions in the U.S..

## ➤ Industrial and Material Operations

Japan : Demand for automobile-use adhesive products remained weak due to automobile production cuts.

Overseas : Demand for window film and automobile-use adhesive products remained firm in particularly the ASEAN region.

# Overview of Electronic and Optical Products

(unit : million yen)

	FY2022 2Q results	FY2023 2Q results	Increase (decrease)
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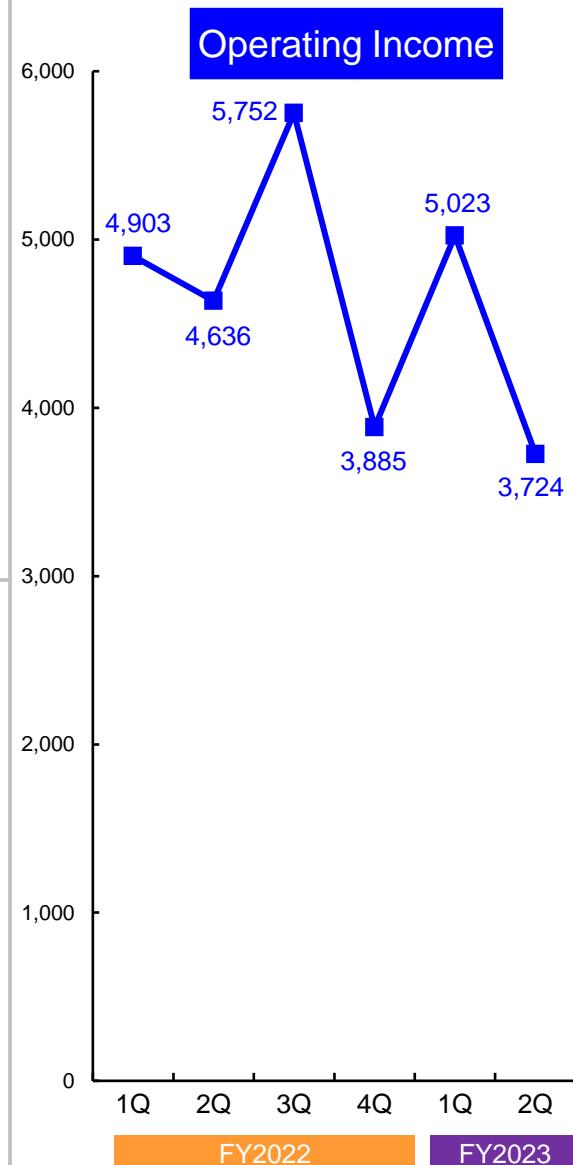
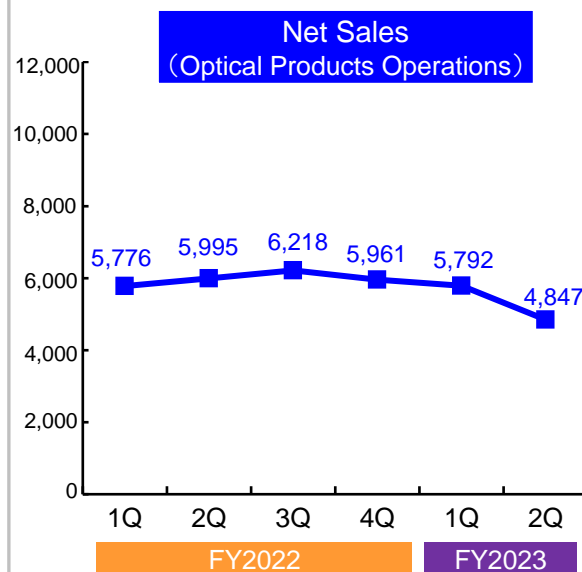
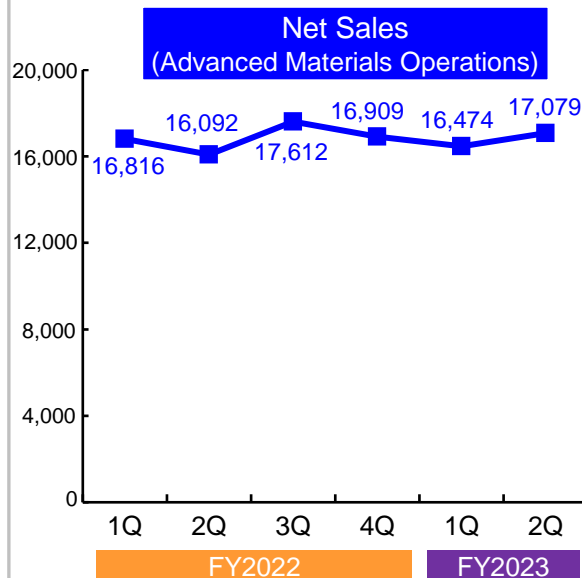
(unit : million yen)

Advanced Materials Operations	32,908	33,553	644 2.0%
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Optical Products Operations	11,771	10,639	(1,132) (9.6%)
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Net Sales	44,680	44,192	(487) (1.1%)
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Operating Income	9,539	8,747	(792) (8.3%)
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➤ **Advanced Materials Operations**

Sales of multilayer ceramic capacitor-related tape were weak, reflecting sluggish demand for smartphones.

Sales of semiconductor-related adhesive tape and semiconductor-related equipment remained firm.

➤ **Optical Products Operations**

Sales of automotive touch screen related products grew.

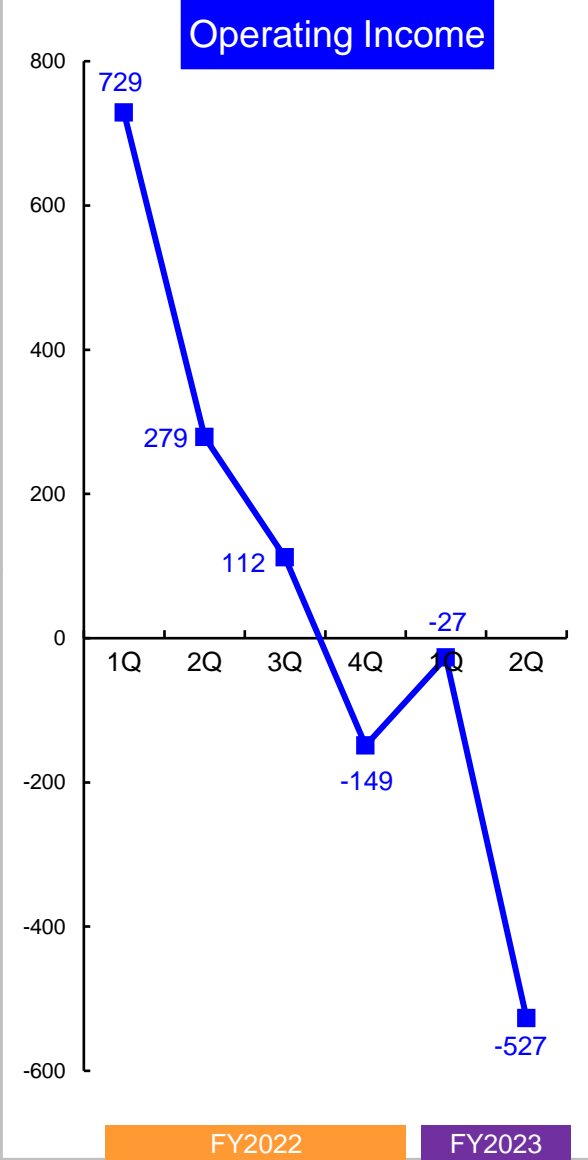
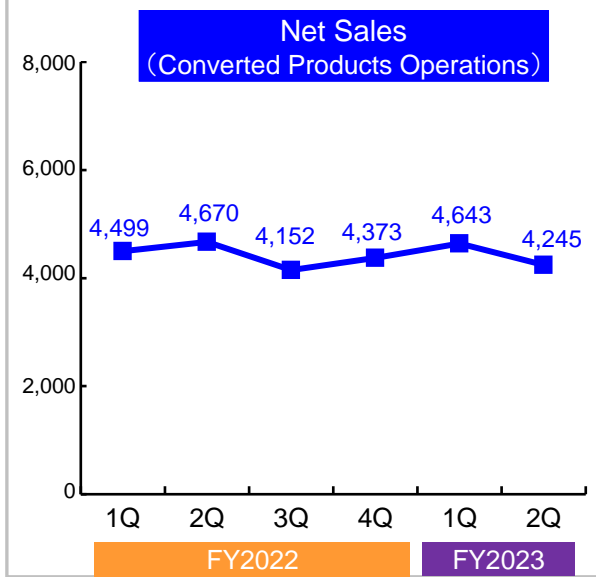
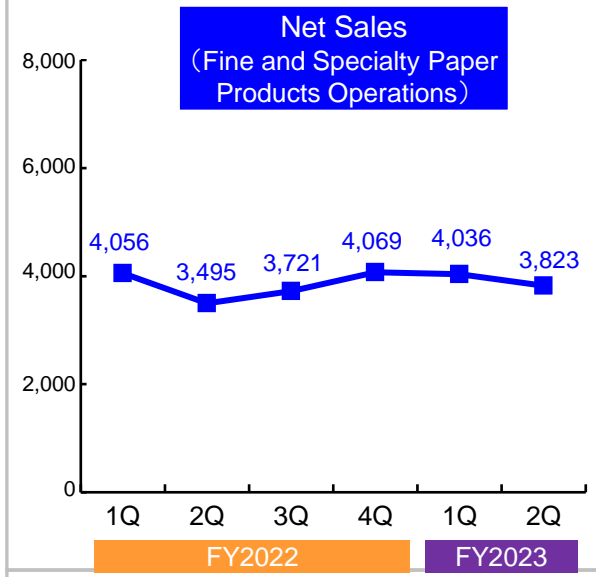
Sales of optical display-related adhesive products remained weak, affected by sluggish demand for products used for large-screen TV units and smartphones.



# Overview of Paper and Converted Products

(unit : million yen)

	FY2022 2Q results	FY2023 2Q results	Increase (decrease)
(unit : million yen)			
Fine and Specialty Paper Products Operations	7,551	7,859	307 4.1%
Converted Products Operations	9,169	8,888	(280) (3.1%)
Net Sales	16,720	16,747	26 0.2%
Operating Income	1,008	(554)	(1,563) -%



➤ **Fine and Specialty Paper Products Operations**

Sales of color paper for envelopes remained flat from a year ago.

Sales of oil- and water-resistant paper were firm chiefly due to an increase in demand for takeout.

➤ **Converted Products Operations**

In casting paper for carbon fiber composite materials, demand for use in sports and leisure was firm.

Sales of release paper for electronic materials and release film for optical-related products were weak due to sluggish demand.

# Forecasts for Consolidated Financial Results for the FY2023

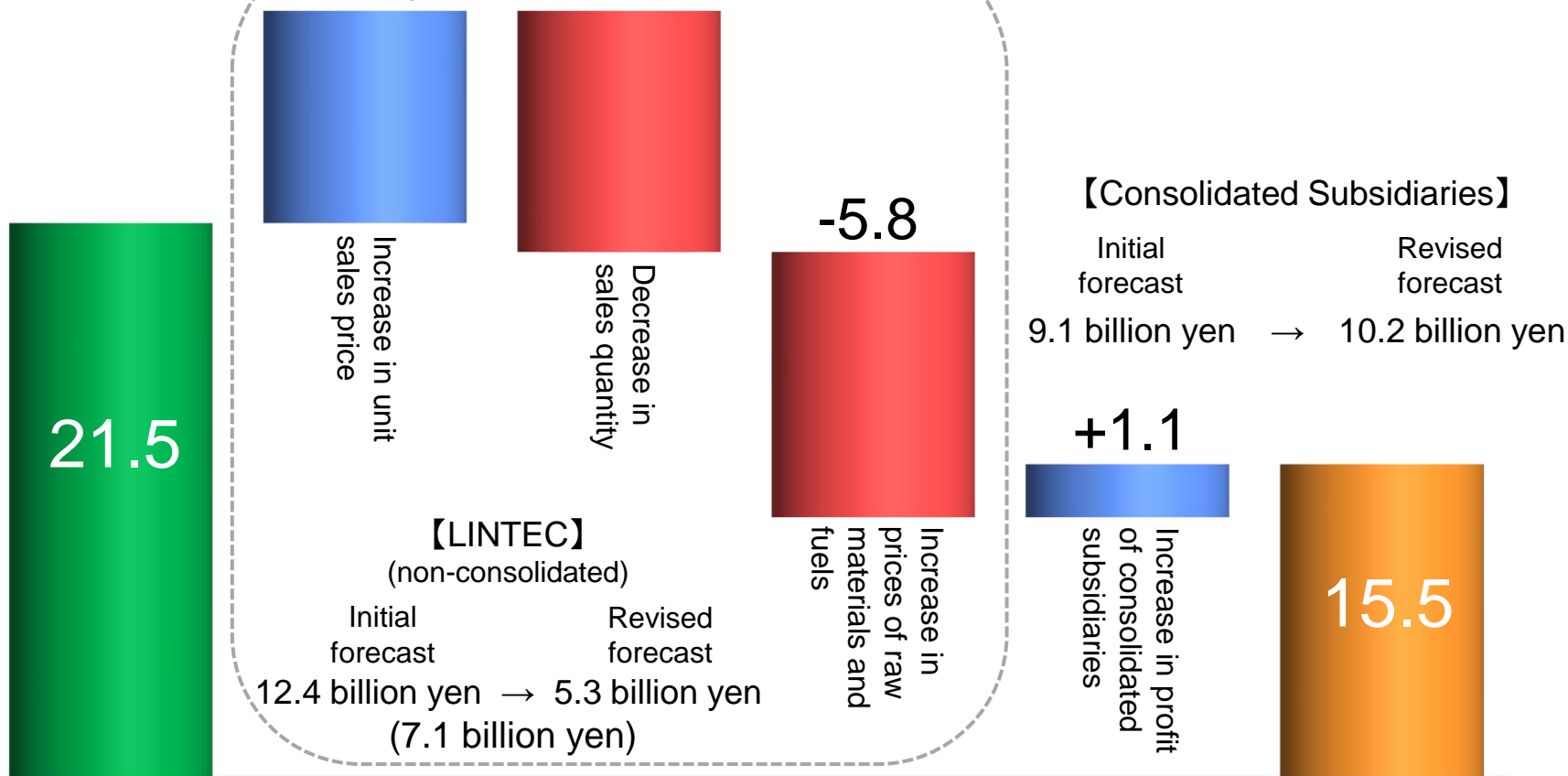
(unit : billion yen)

	FY2023 first half results	FY2023 second half results	FY2023 revised forecasts	FY2023 initial forecasts	Increase (decrease)	FY2022 results
Net Sales	144.4	147.6	292.0	285.0	7.0	256.8
Operating Income	9.8	5.7	15.5	21.5	(6.0)	21.6
Profit before Income Taxes	12.1	6.4	18.5	21.5	(3.0)	23.2
Profit attributable to owners of parent	8.8	4.7	13.5	15.5	(2.0)	16.6

【Average exchange rate during the period】	FY2023 first half results	FY2023 second half forecasts	FY2023 revised forecasts	FY2023 initial forecasts	FY2022 results
JPY/USD	124.52	142.08	133.30	115.00	110.37
JPY/EUR	135.16	140.93	138.04	136.30	130.34
JPY/KRW	0.1006	0.1019	0.1013	0.1012	0.0964
JPY/CNY	19.13	20.25	19.69	18.10	17.12
JPY/TWD	4.33	4.56	4.44	4.15	3.96

# Factors for Increases / Decreases of Operating Income

(unit : billion yen)



**FY2023**  
Operating income  
(Initial forecast)

**【Exchange rates】**

	(FY2023 Initial forecasts)		(FY2023 Revised forecasts)
JPY/USD	115.00	→	133.30
JPY/EUR	136.30	→	138.04
JPY/KRW	0.1012	→	0.1013
JPY/CNY	18.10	→	19.69
JPY/TWD	4.15	→	4.44

**FY2023**  
Operating income  
(Revised forecast)

(unit : billion yen)

	FY2023 first half results	FY2023 second half forecasts	FY2023 revised forecasts	FY2023 initial forecasts	Increase (decrease)	FY2022 results
<b>Net Sales</b>						
Printing and Variable Information Products Operations	67.4	76.6	144.0	121.5	22.5	101.3
Industrial and Material Operations	16.0	17.5	33.5	33.5	0.0	31.1
Printing and Industrial Materials Products	83.4	94.1	177.5	155.0	22.5	132.4
<b>Operating Income</b>						
Printing and Industrial Materials Products	1.6	2.5	4.1	2.5	1.6	1.4

## ➤ Net Sales

### ● Printing and Variable Information Products Operations

Japan : Although adhesive products for seals and labels are facing concerns of restrained buying mainly of food-related products due to rising prices, demand will increase because COVID border control measures and other restrictions have been relaxed, enabling people and objects to be more mobile.

Overseas : Sales at MACtac Americas, LLC are expected to be higher than the initial forecast partially due to the effect of foreign currency conversion following the weakening of the yen.

### ● Industrial and Material Operations

Demands for automobile-use adhesive products and window film remain firm in India and the ASEAN region.

(unit : billion yen)

	FY2023 first half results	FY2023 second half forecasts	FY2023 revised forecasts	FY2023 initial forecasts	Increase (decrease)	FY2022 results
<b>Net Sales</b>						
Advanced Materials Operations	33.6	30.4	64.0	72.5	(8.5)	67.4
Optical Products Operations	10.6	5.9	16.5	22.0	(5.5)	24.0
Electronic and Optical Products	44.2	36.3	80.5	94.5	(14.0)	91.4
<b>Operating Income</b>						
Electronic and Optical Products	8.8	4.0	12.8	18.0	(5.2)	19.2

➤ **Net Sales**

● **Advanced Materials Operations**

Sales of semiconductor-related adhesive tape and related equipment as well as multilayer ceramic capacitor-related tape are likely to fall, reflecting sluggish demand.

● **Optical Products Operations**

Sales of optical display-related adhesive products will decrease, affected by sluggish demand for products used for large-screen TV units and smartphones.

## Paper and Converted Products

(unit : billion yen)

	FY2023 first half results	FY2023 second half forecasts	FY2023 revised forecasts	FY2023 initial forecasts	Increase (decrease)	FY2022 results
<b>Net Sales</b>						
Fine and Specialty Paper Products Operations	7.9	8.1	16.0	16.0	0.0	15.3
Converted Products Operations	8.9	9.1	18.0	19.5	(1.5)	17.7
Paper and Converted Products	16.8	17.2	34.0	35.5	(1.5)	33.0
<b>Operating Income</b>						
Paper and Converted Products	(0.6)	(0.8)	(1.4)	1.0	(2.4)	1.0

### ➤ **Net Sales**

#### ● Fine and Specialty Paper Products Operations

Sales are expected to remain at the same level as the first half, centered on mainstay color paper for envelopes.

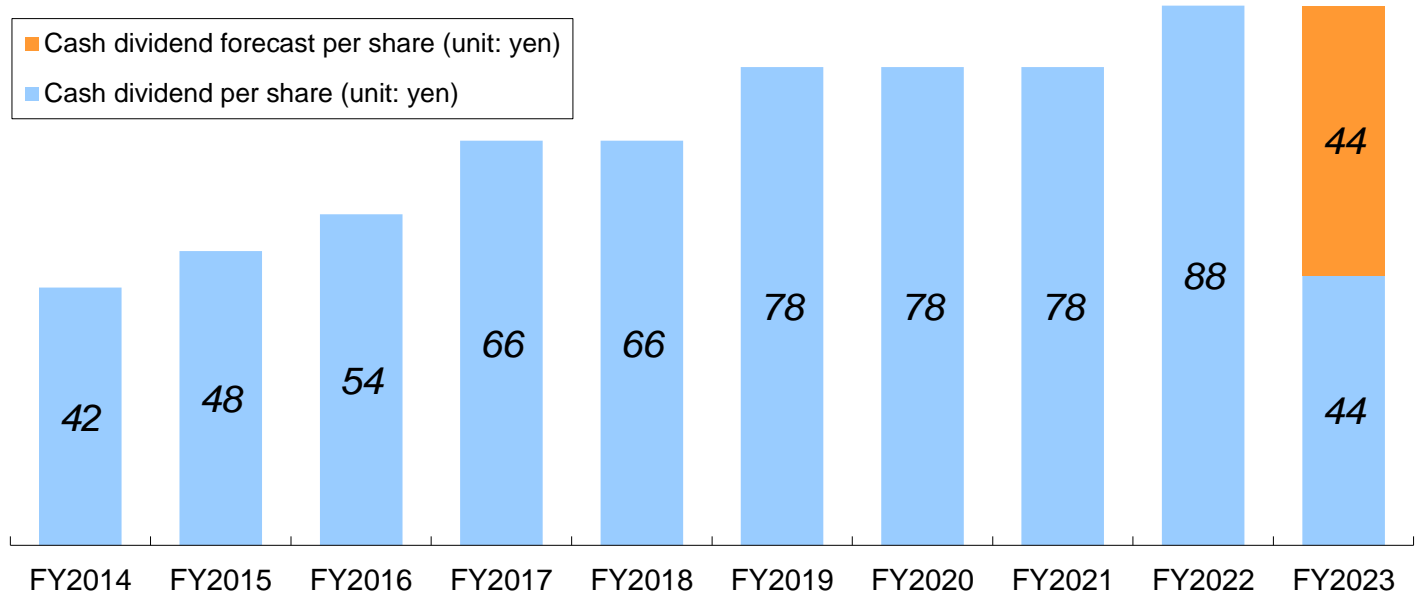
#### ● Converted Products Operations

Demand for release paper for electronic materials and release film for optical-related products will decrease.

# 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.



Profit attributable to owners of parent (billion yen)	8.5	11.7	10.9	11.5	11.3	12.9	9.6	11.4	16.6	13.5
Net income per share (yen)	114.22	161.63	151.07	158.69	156.02	179.24	133.20	157.81	232.12	197.49
Consolidated payout ratio (%)	36.8	29.7	35.7	41.6	42.3	43.5	58.6	49.4	37.9	44.6



## 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.