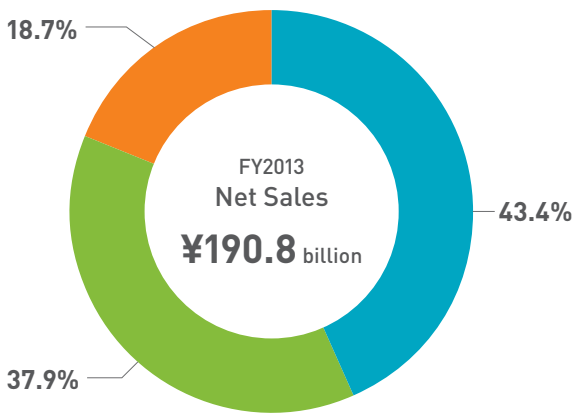
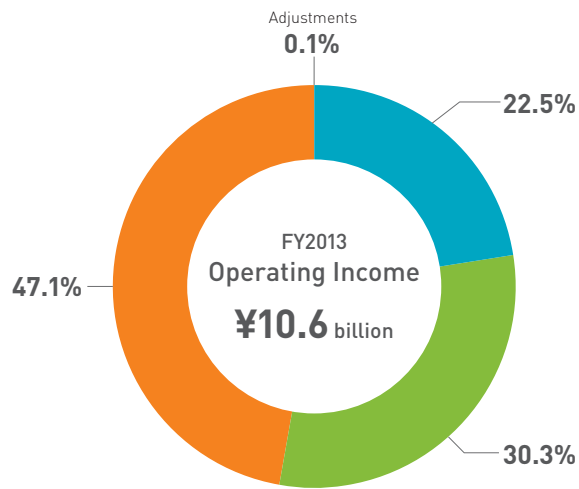


# Business Overview

Share of Net Sales



Share of Operating Income



■ Printing and Industrial Materials Products   ■ Electronic and Optical Products   ■ Paper and Converted Products

## Printing and Industrial Materials Products



This segment consists of Printing and variable information products operations and Industrial and material operations.

In our Printing and variable information products operations, we conduct the production and sales of adhesive papers and films for seals and labels, which are the LINTEC Group's mainstay products. Our adhesive films perform particularly well, boasting a share of over 50% of the domestic market. We are also targeting the expansion of our share in such overseas markets as China and Southeast Asia through the enhancement of production and sales bases in these markets.

In our Industrial and material operations, we deal in a wide variety of products, including specialty adhesive products for use in automobiles and mobile devices, PV backsheets, label system-related equipment, materials for outdoor signs and interior finishing, and even window films for saving electricity and glass shatter-proofing purposes for which demand has been growing in recent years.

### Printing and Variable Information Products Operations

#### Main Products

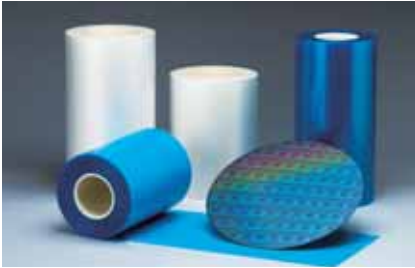
- Adhesive papers and films for seals and labels
- Label printing machines

### Industrial and Material Operations

#### Main Products

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

## Electronic and Optical Products



This segment consists of Advanced materials operations and Optical products operations.

In our Advanced materials operations, we develop and provide such products as specialized adhesive tapes and related equipment essential in semiconductor manufacturing and mounting processes as well as coated films for multilayer ceramic capacitor (MLCC) production and various materials for touch screens.

In our Optical products operations, we conduct adhesive processing for optical functional films, including polarizing films and retardation films used to make LCDs; surface improvement processing for polarizing films, such as antiglare hard coat processing, which protects films from scratches and reduces reflectivity; and the manufacturing of protection films for polarizing films.

### Advanced Materials Operations

#### Main Products

- Semiconductor-related tapes and equipment
- Coated films for MLCC production
- Touch screen-related products

### Optical Products Operations

#### Main Products

- Polarizing films and retardation films (adhesive processing)
- Polarizing films (surface improvement processing)
- Protection films for polarizing films

## Paper and Converted Products



This segment consists of Fine and specialty paper products operations and Converted products operations.

In our Fine and specialty paper products operations, we produce and sell color papers for envelopes and colored construction papers, products for which LINTEC holds the leading share in domestic markets; lint-free papers for use in cleanroom environments that almost completely prevent the occurrence of dust; oil-resistant papers for food packaging; high-grade printing papers with special textures; and high-grade papers for paper products used for business cards and postcards.

In our Converted products operations, we provide release papers and films that protect the adhesive surfaces of a variety of adhesive products. Additionally, we produce casting papers that are used as patterning papers for placing designs on synthetic leather. We also manufacture casting papers for carbon fiber composite materials, essential for the process of hardening the fine carbon fiber into sheet form. Demand is expected to rise for carbon fiber with increased usage, such as in the bodies of aircraft.

### Fine and Specialty Paper Products Operations

#### Main Products

- Color papers for envelopes
- Colored construction papers
- Special function papers
- High-grade printing papers
- High-grade papers for paper products

### Converted Products Operations

#### Main Products

- Release papers and films for adhesive products
- Casting papers for synthetic leather
- Casting papers for carbon fiber composite materials

# Performance Highlights

LINTEC Corporation and its consolidated subsidiaries  
Years ended March 31

## Financial Data

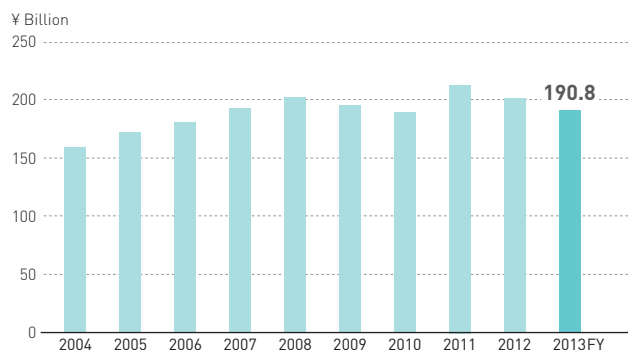
		Millions of yen		Thousands of U.S. dollars*	% change
	2013	2012	2011	2013	2013 / 2012
Net sales	<b>¥190,844</b>	¥200,905	¥212,733	<b>\$2,029,179</b>	(5.0)
Operating income	<b>10,564</b>	13,975	20,889	<b>112,329</b>	(24.4)
Income before income taxes	<b>10,836</b>	13,382	19,565	<b>115,219</b>	(19.0)
Net income	<b>7,681</b>	8,648	13,622	<b>81,671</b>	(11.2)
Return on equity (ROE)	<b>5.6%</b>	6.6%	10.9%	—	—
Per share data (yen and dollars)					
Net income	<b>¥ 102.83</b>	¥ 115.26	¥ 180.21	<b>\$ 1.09</b>	(10.8)
Net assets	<b>1,909.57</b>	1,766.60	1,715.78	<b>20.30</b>	8.1
Cash dividends	<b>34.00</b>	40.00	40.00	<b>0.36</b>	(15.0)
Depreciation and amortization	<b>¥ 10,141</b>	¥ 10,079	¥ 10,178	<b>\$ 107,833</b>	0.6
Capital expenditures	<b>12,293</b>	11,684	10,058	<b>130,715</b>	5.2
Net cash provided by operating activities	<b>19,619</b>	18,910	23,307	<b>208,606</b>	3.7
Net cash used in investing activities	<b>(13,966)</b>	(12,262)	(9,926)	<b>(148,499)</b>	13.9
Net cash used in financing activities	<b>(2,877)</b>	(5,099)	(2,820)	<b>(30,593)</b>	(43.6)
Cash and cash equivalents	<b>40,739</b>	36,036	35,188	<b>433,172</b>	13.1
Total assets	<b>216,048</b>	210,203	206,188	<b>2,297,163</b>	2.8
Net assets	<b>143,569</b>	132,847	130,576	<b>1,526,526</b>	8.1

## Non-Financial Data

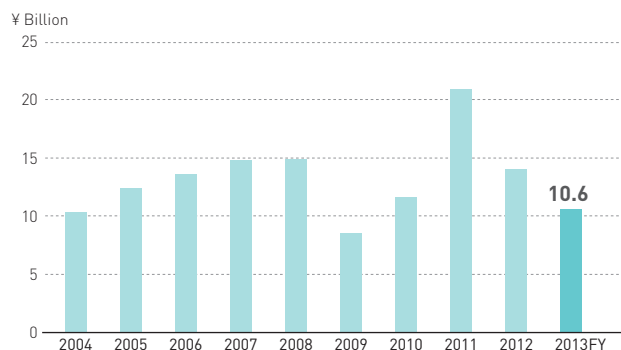
	2013	2012	2011	2013	2013 / 2012
CO <sub>2</sub> Emissions (1,000 tons of CO <sub>2</sub> )	<b>184</b>	169	183	—	8.9
Number of employees	<b>4,270</b>	4,286	4,198	—	(0.4)
Disabled employee employment ratio (%)	<b>1.74</b>	1.71	1.73	—	—

\* The U.S. dollar amounts are translated, for convenience only, at the rate of ¥94.05 to U.S.\$1, the exchange rate prevailing on March 31, 2013.

### Net Sales



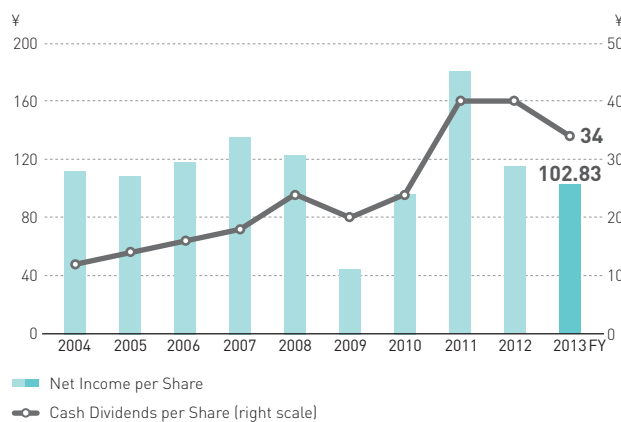
### Operating Income



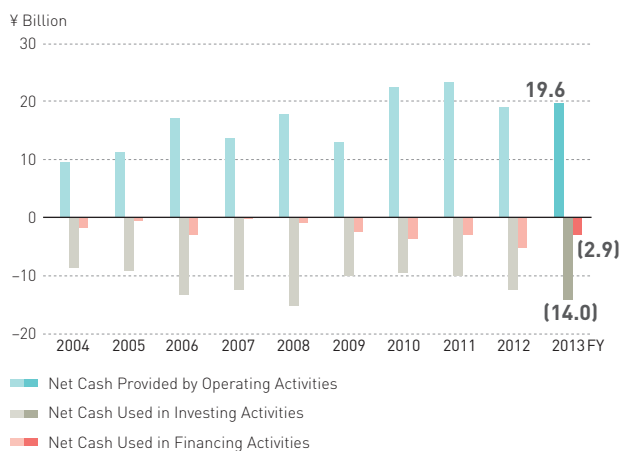
### Net Income / ROE



### Net Income per Share / Cash Dividends per Share



### Cash Flows



### Total Assets / Net Assets

