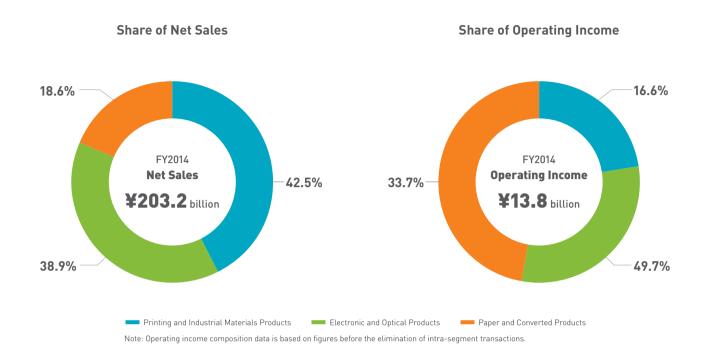
# **Business Overview**



# **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 manufacture and sale 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 approximately 60% 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 automobile-use adhesive products, tapes for bonding components in mobile devices and others, label system-related equipment, adhesive sheets 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
- Barcode printers
- Labeling machines
- Window films
- Films for outdoor signs and advertising
- Interior finishing mounting sheets

# **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 components 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 protective films for polarizing films.

#### **Advanced Materials Operations**

#### Main Products

- Semiconductor-related adhesive 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)
- Protective 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 manufacture and sell color papers for envelopes and colored construction papers, products for which LINTEC holds the leading share in domestic markets; lint-free papers that are used in places such as clean rooms that cause hardly any dust even when torn; 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 for general-use
- Release films for optical-related products
- Casting papers for synthetic leather
- Casting papers for carbon fiber composite materials

# **Our Performance**

# **Performance Highlights**

LINTEC Corporation and its consolidated subsidiaries Years ended March 31

Financial Data			Millions of yen	Thousands of U.S. dollars*	% change
	2014	2013	2012	2014	2014 / 2013
Net sales	¥203,242	¥190,844	¥200,905	\$1,974,758	6.5
Operating income	13,766	10,564	13,975	133,761	30.3
Income before income taxes	12,883	10,836	13,382	125,183	18.9
Net income	8,501	7,681	8,648	82,602	10.7
Return on equity (ROE)	5.8%	5.6%	6.6%	_	_
Per share data (yen and dollars)					
Net income	¥ 114.22	¥ 102.83	¥ 115.26	\$ 1.11	11.1
Net assets	2,100.87	1,909.57	1,766.60	20.41	10.0
Cash dividends	42.00	34.00	40.00	0.40	23.5
Depreciation and amortization	¥ 10,055	¥ 10,141	¥ 10,079	\$ 97,700	(0.8)
Capital expenditures	4,874	12,293	11,684	47,358	(60.4)
Net cash provided by operating activities	16,309	19,619	18,910	158,466	[16.9]
Net cash used in investing activities	(6,952)	(13,966)	(12,262)	(67,549)	50.2
Net cash used in financing activities	(8,020)	(2,877)	(5,099)	(77,929)	(178.8)
Cash and cash equivalents	44,992	40,739	36,036	437,157	10.4
Total assets	225,073	216,048	210,203	2,186,874	4.2
Net assets	152,610	143,569	132,847	1,482,805	6.3

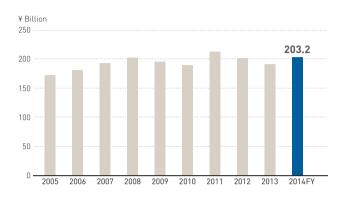
## **Non-Financial Data**

	2014	2013	2012	2014	2014 / 2013
CO <sub>2</sub> Emissions (1,000 tons of CO <sub>2</sub> )	203	184	169	_	10.3
Number of employees	4,223	4,270	4,286	_	(0.4)
Disabled employee employment ratio [%]	1.79	1.74	1.71	_	-

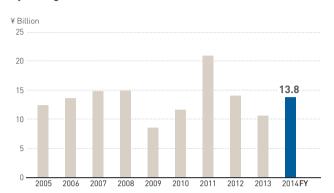
<sup>\*</sup> The U.S. dollar amounts are translated, for convenience only, at the rate of ¥102.92 to U.S.\$1, the exchange rate prevailing on March 31, 2014.



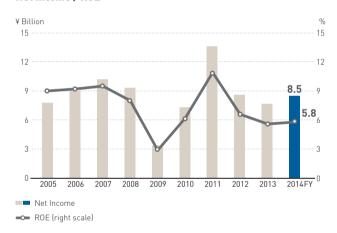
## **Net Sales**



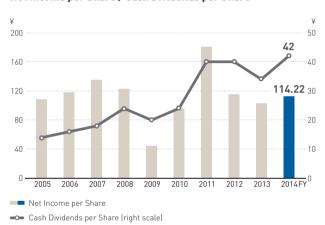
# Operating Income



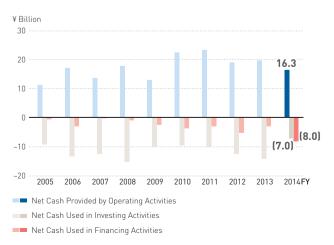
## Net Income / ROE



# Net Income per Share / Cash Dividends per Share



#### **Cash Flows**



#### **Total Assets / Net Assets**

