



*Linking your dreams*  
LINTEC Corporation

**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, 2017)
- Number of Employees: 4,760 (as of March 31, 2017)
- Net Sales: 206.0 billion yen (year ended March 31, 2017)
- 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)  
38 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

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

2016: MACTAC AMERICAS, LLC, became a subsidiary

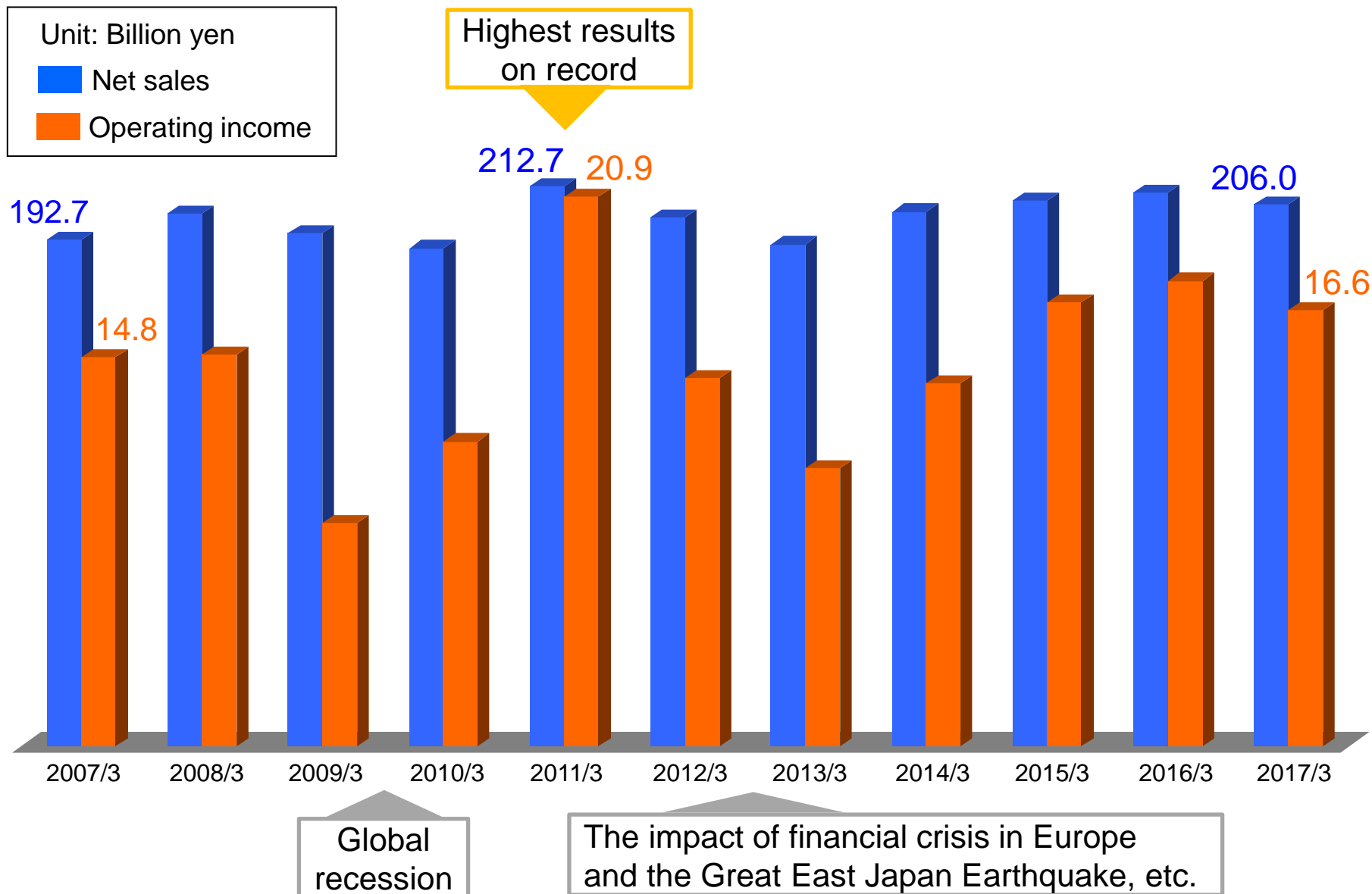


LINTEC (SUZHOU) TECH  
CORPORATION



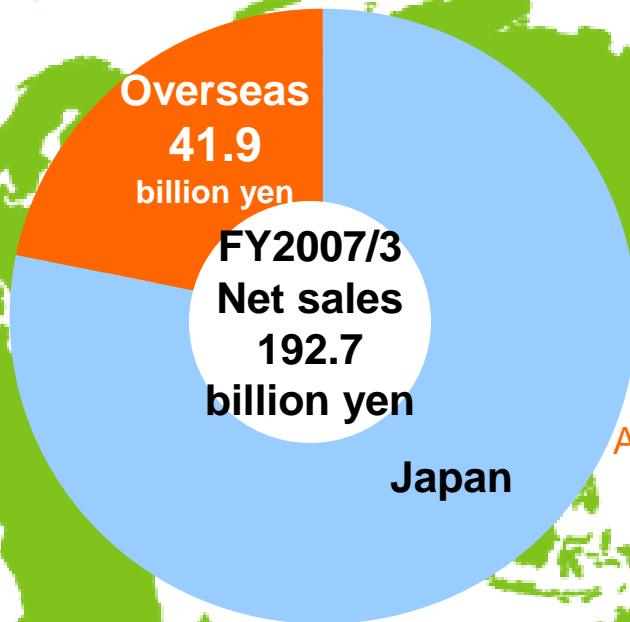
LINTEC (THAILAND) CO., LTD.

# Performance trends / Net sales, Operating income

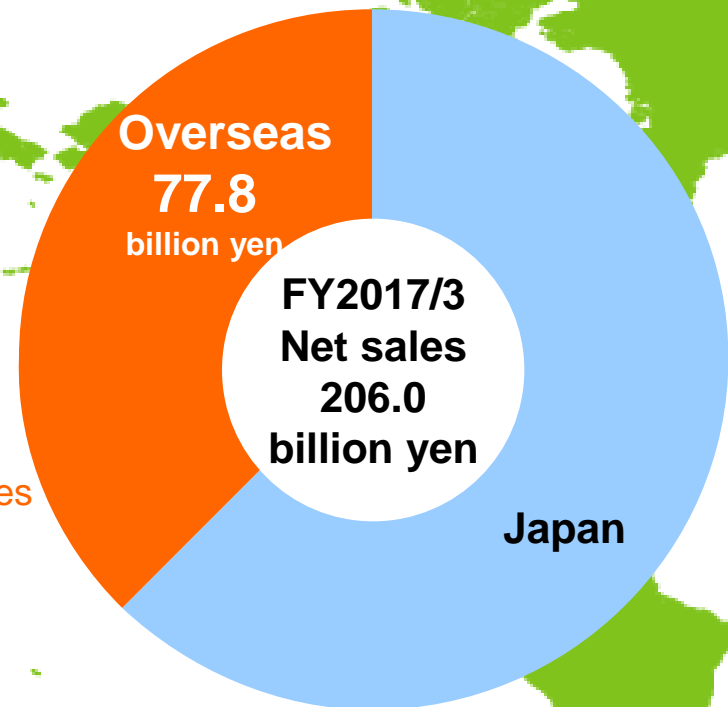


# Performance trends / Overseas sales

Overseas sales have increased 35.8 billion yen over the last 10 years with average annual growth of 6.4%.



Approx. 1.9 times



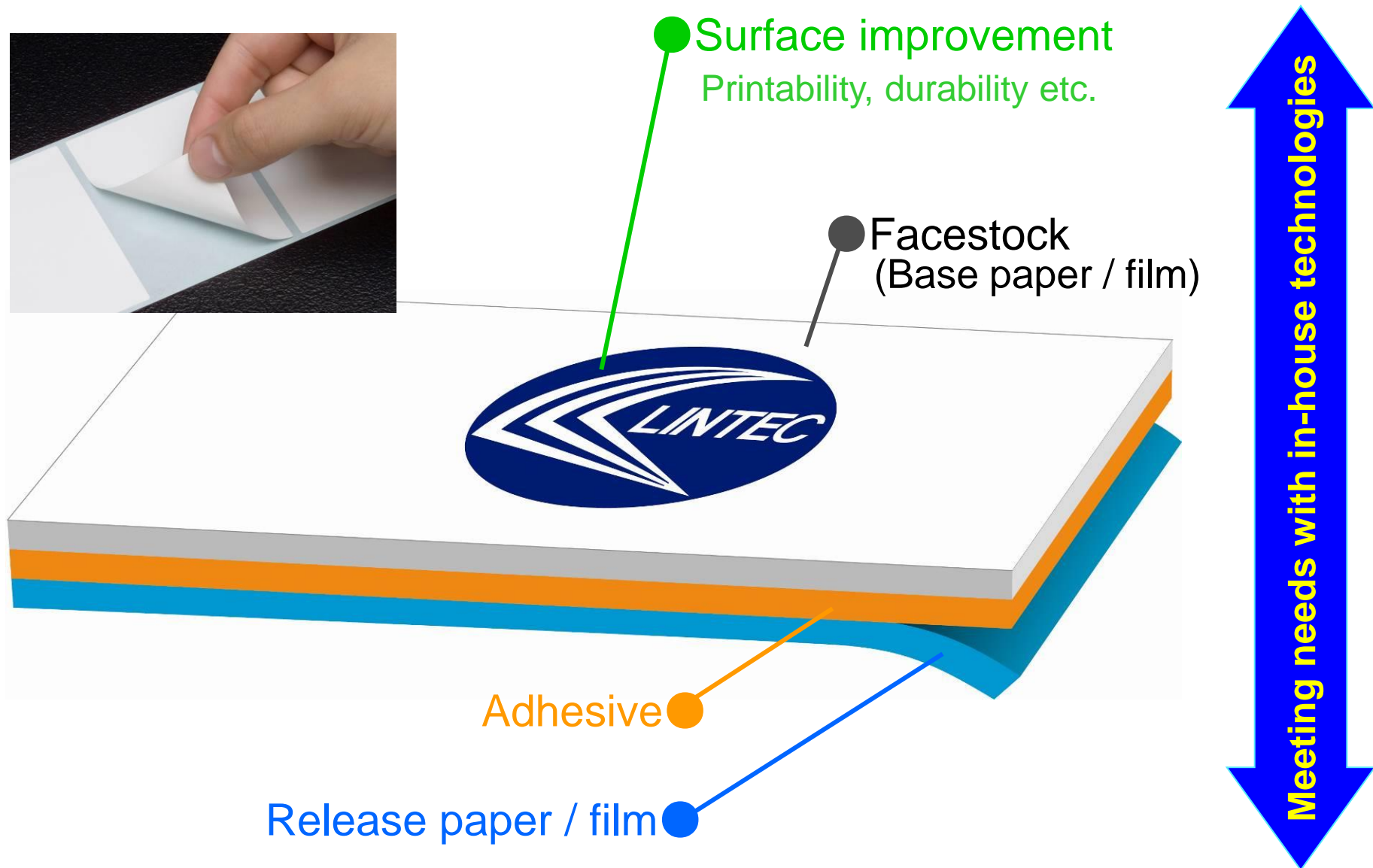
21.8%

Ratio of overseas  
sales to net sales

37.8%



# Basic composition of adhesive products



# Four core technologies and operational segments

## Core technologies

1

Adhesive applications

2

Surface improvement

3

System development

4

Specialty papers and  
Release materials production

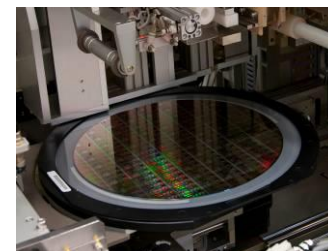
## Printing and Industrial Materials Products

- Printing & Variable Information Products Operations
- Industrial & Material Operations



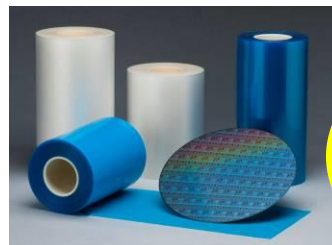
## Electronic and Optical Products

- Advanced Materials Operations
- Optical Products Operations



## Paper and Converted Products

- Fine & Specialty Paper Products Operations
- Converted Products Operations



Adhesive  
materials  
+  
Equipment

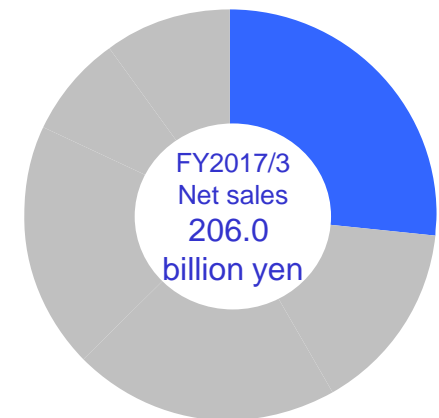




## ● Adhesive papers and films for labels

- Main types : Permanent, Removable, Restickable
- Properties : Printability, Durability, Heat resistance, Water resistance, Cold resistance, Curved-surface adhesion, Dimensional stability, Design and others.

Sales in this operation  
55.1 billion yen  
26.7%



## ■ 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

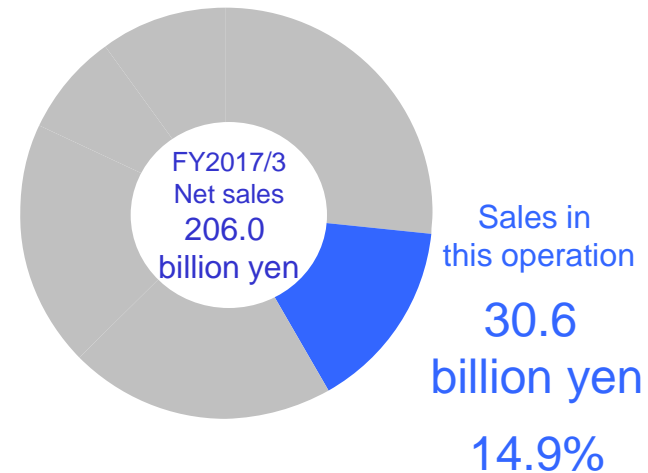


- For medical and pharmaceutical items
  - Printability
  - Chemical resistance
  - Tamper-evident



- For industrial applications
  - Oil- and water-resistance
  - Durability
  - Heat resistance

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



## ● Automobile-use adhesive products

### ● Paint replacement films for door sashes



Original material design increases the passage of air and makes it simple to apply



With air bubbles



With no air bubbles

### ● Protective films for aluminum wheels



### ● Marking films

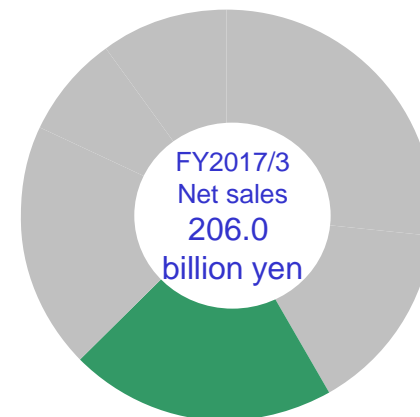


### ● Window films

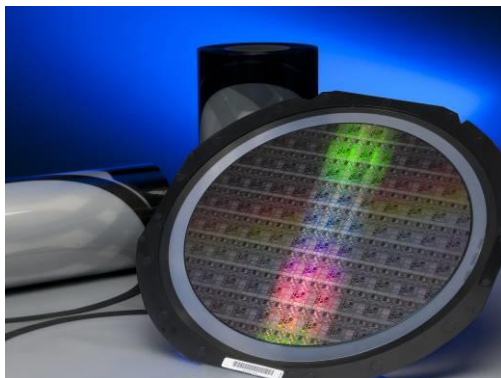




- Semiconductor-related adhesive tapes
- Semiconductor-related equipment
- Multilayer ceramic capacitor-related tapes, etc.



Sales in this operation  
**43.0 billion yen**  
**20.9%**



## ■ Manufacturing process for semiconductor chip

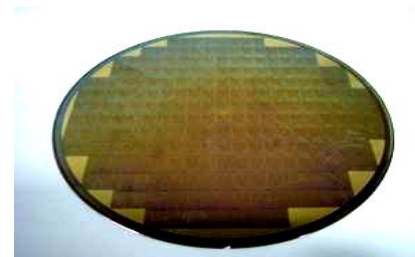
### 【Fabrication】



Single crystal silicon ingot



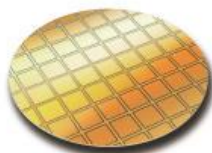
Wafer



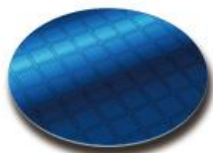
Wafer following  
circuit formation

### 【Back-end process】

\*Uses of our tapes and equipment



Wafer following  
circuit formation



Lamination of surface  
protective tape\*



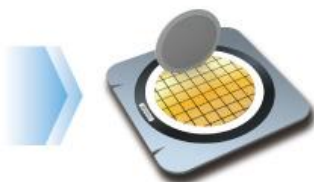
Back grinding  
(wafer thinning)



Lamination of  
dicing tape\*



Removal of surface  
protective tape\*



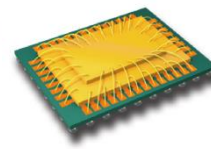
Dicing  
(wafer cutting)



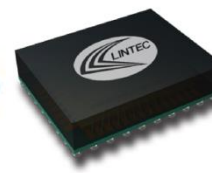
UV irradiation of tape\*



Picking up



Mounting / Stacking



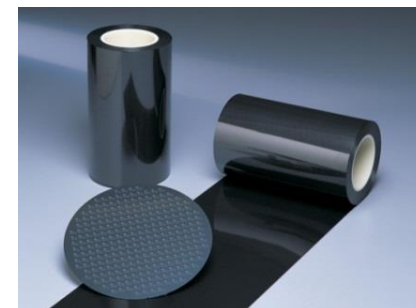
Molding



## ■ Key tape products related to semiconductors

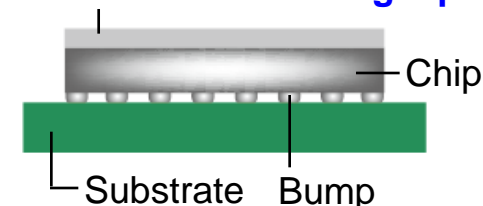
### ● Backside coating tape for Flip Chip

- 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



Flip Chip

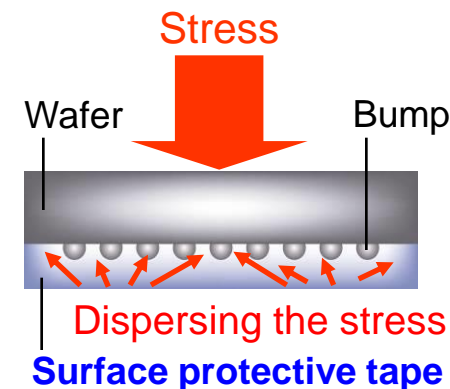
Backside Coating tape



### ● Surface protective tape for thin & high-bump wafers

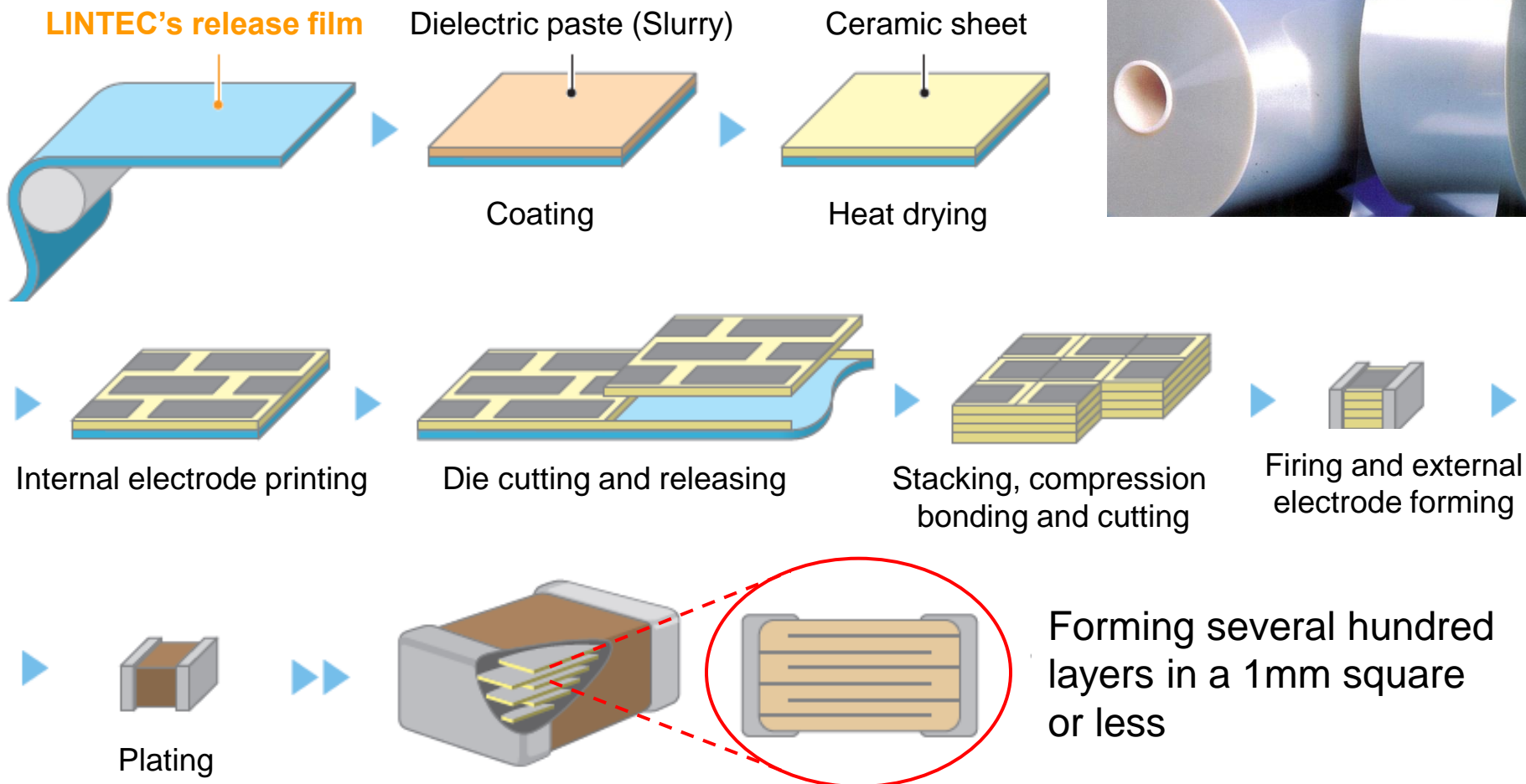
- This tape is specially designed to prevent thin wafers from bowing after back grinding.
- It protects the surface of wafers from contamination by attaching to bumps formed on the circuit surface.
- It prevents wafer damage by dispersing the stress placed upon wafers during back grinding.

Back grinding process



## ● Multilayer ceramic capacitor (MLCC) –related tapes

### ■ Manufacturing process for MLCC



- Polarizing films and retardation films for LCDs  
/ Adhesive processing

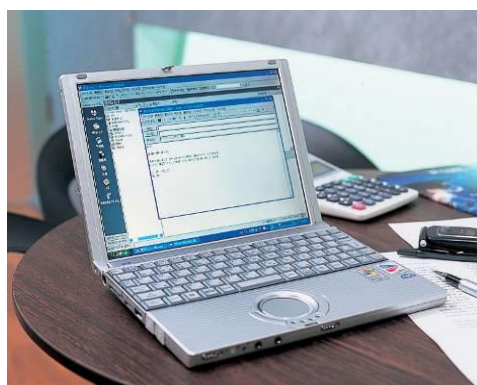
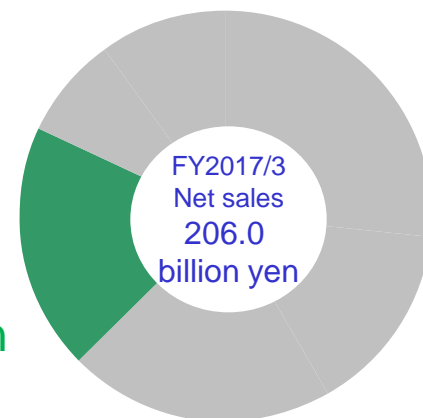
- Polarizing films for LCDs  
/ Surface improvement processing

- Protective films for polarizing films, etc.

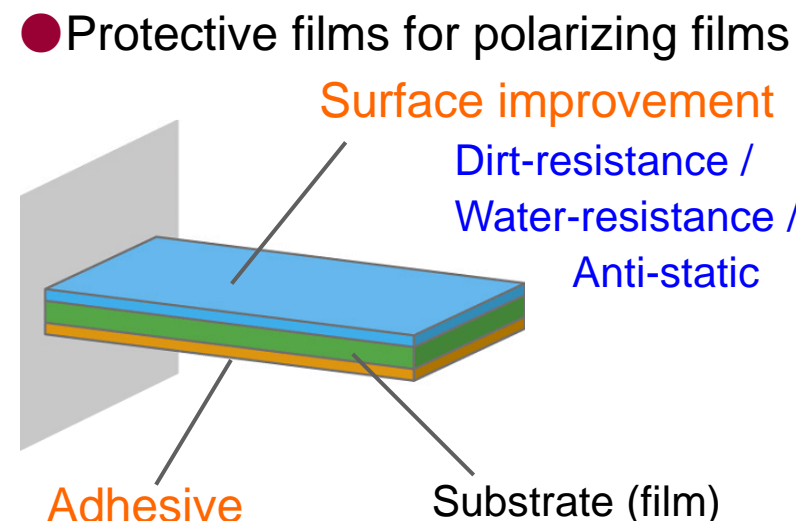
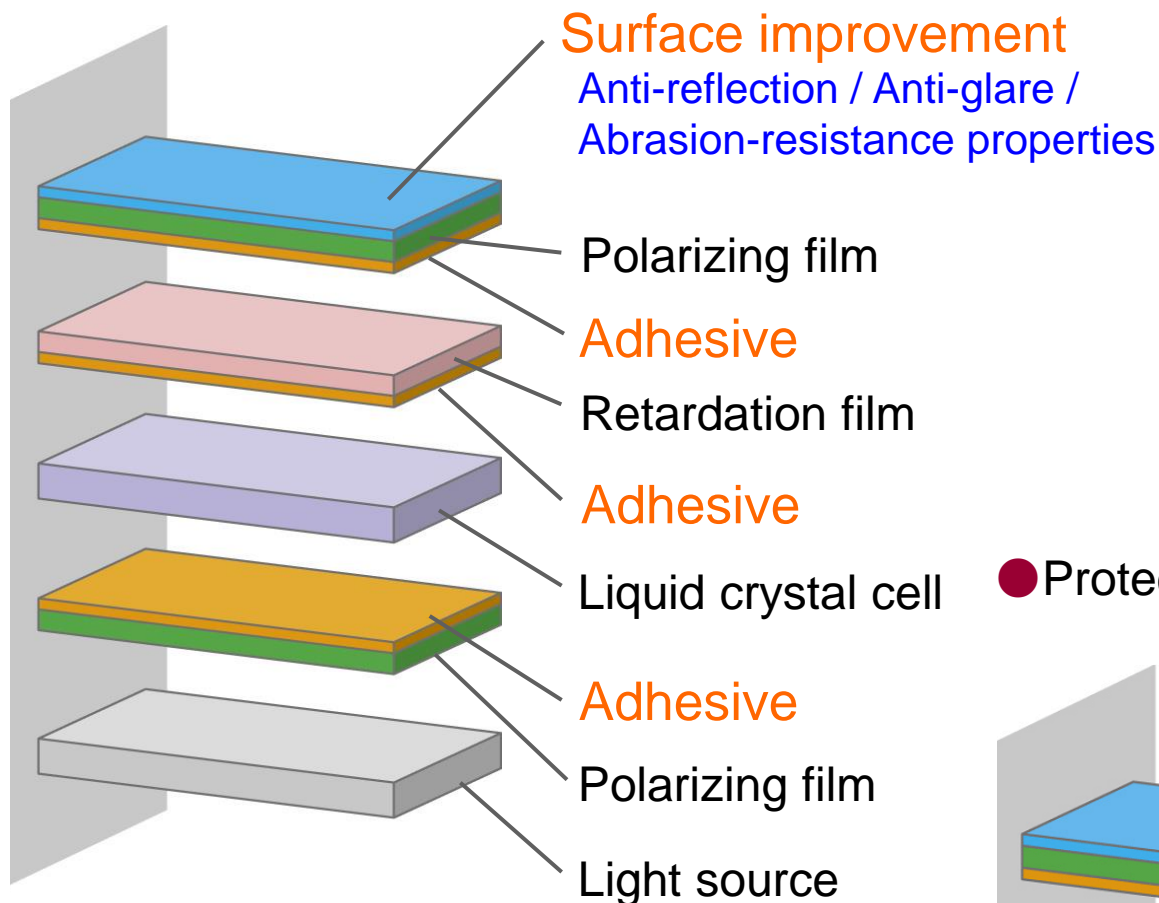
Sales in  
this operation

40.2  
billion yen

19.5%

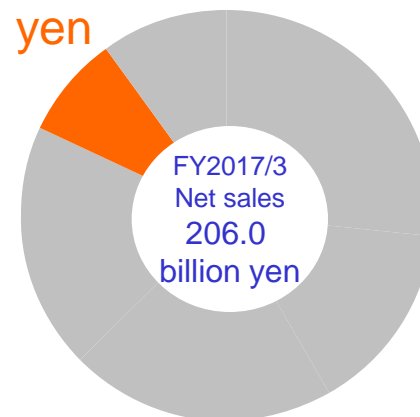


## ■ Structure of LCD



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

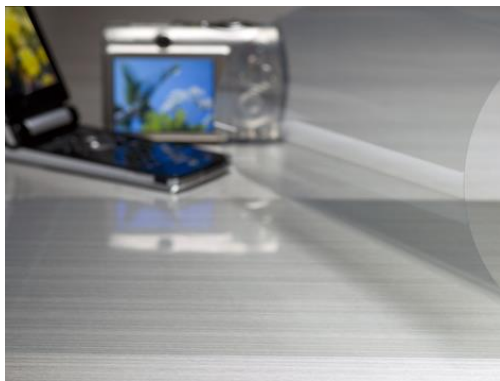
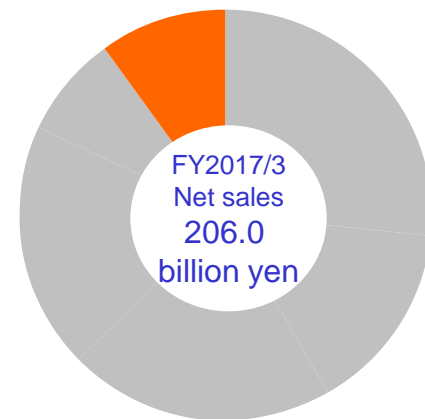
Sales in this operation  
16.5 billion yen  
8.0%





- 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.

Sales in this operation  
20.6 billion yen  
10.0%



\*FPC:Flexible Printed Circuit





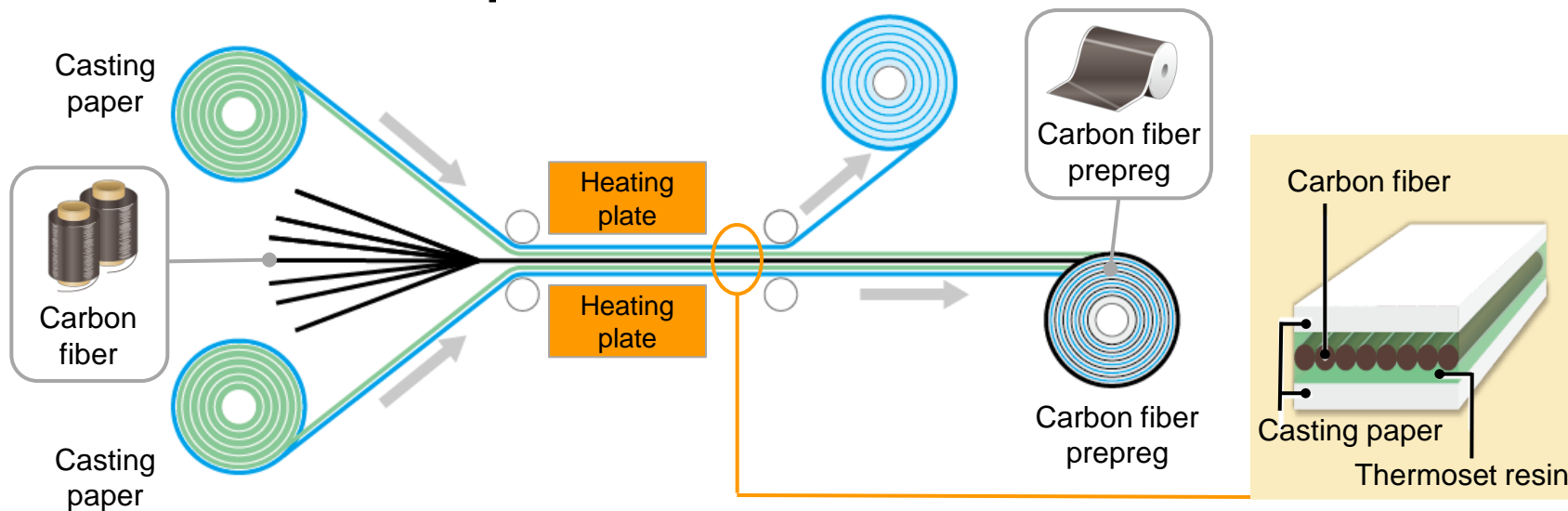
## ● Casting papers for carbon fiber composite materials

- 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

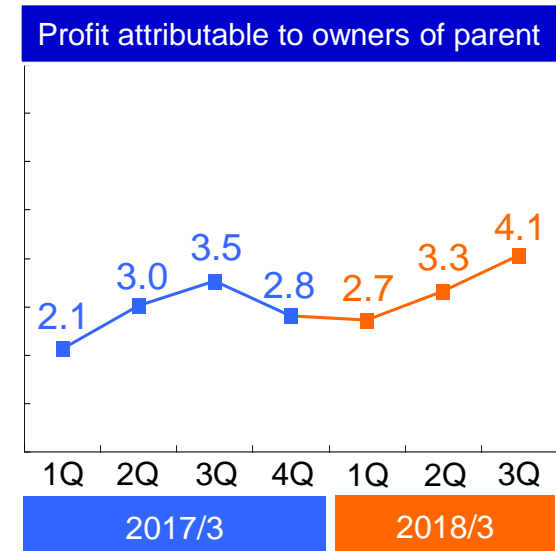
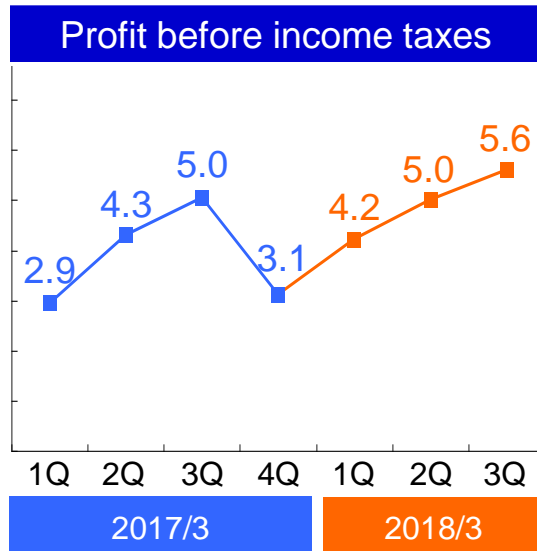
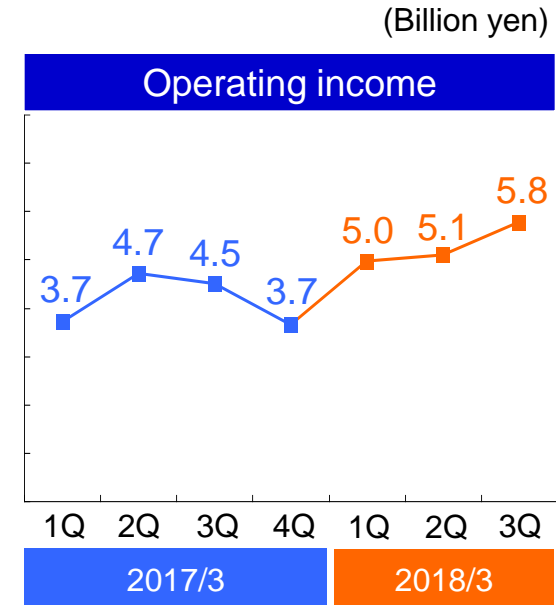
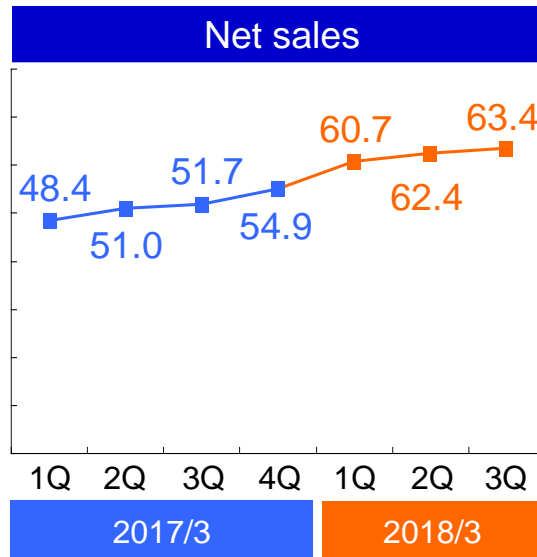
- Suitability for resin coating
- Heat resistance
- Strength
- Most appropriate difference in release strength between the front and the back etc.

## ■ Manufacturing process for Casting papers for carbon fiber composite materials

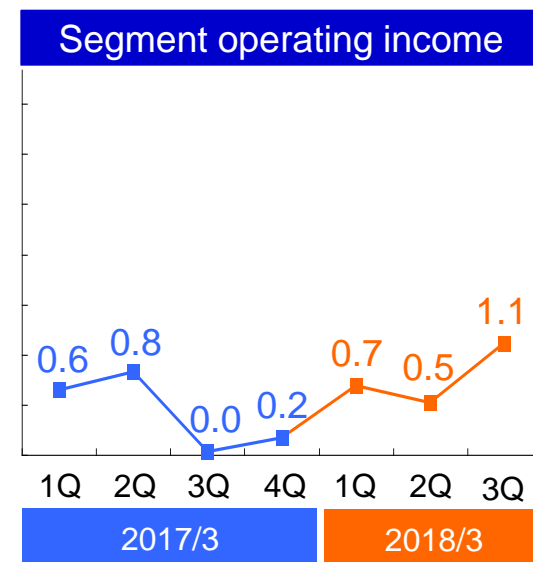
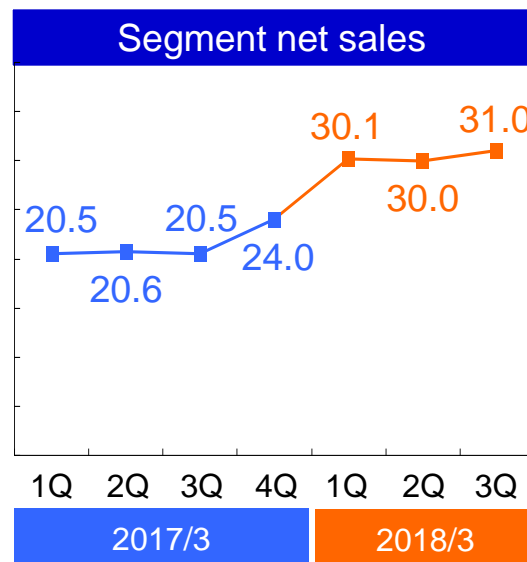
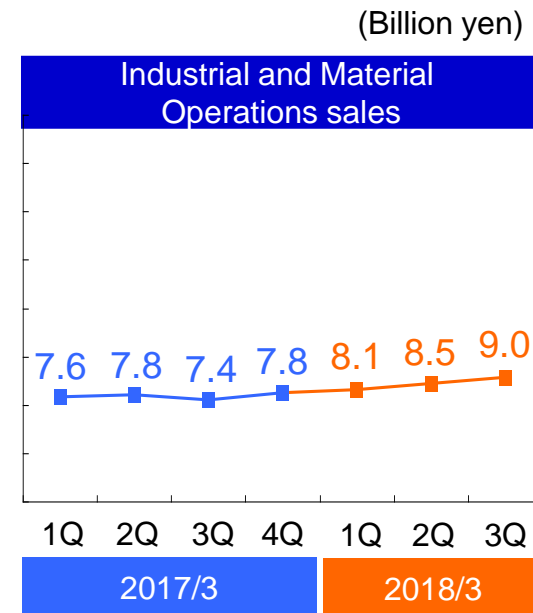
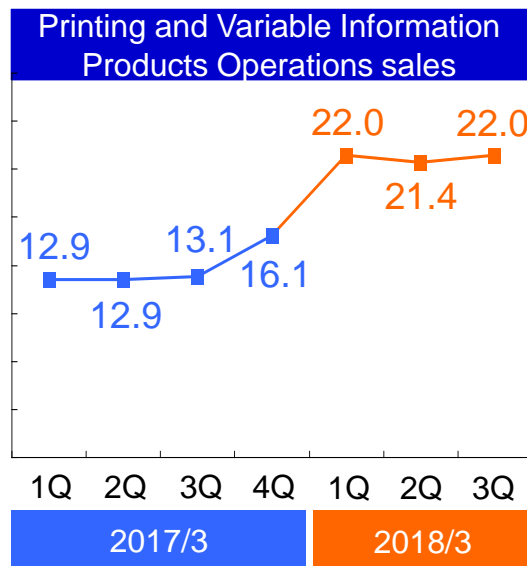


# Consolidated financial results for third quarter FY2018/3

	(Billion yen)		
	2018/3 3Q results	2017/3 3Q results	Increase (decrease)
Net sales	186.5	151.1	35.4 23.4%
Operating income	15.8	12.9	2.9 22.2%
Profit before income taxes	14.8	12.3	2.5 20.4%
Profit attributable to owners of parent	10.1	8.7	1.4 16.3%



	(Billion yen)		
Printing and Industrial Materials Products	2018/3 3Q results	2017/3 3Q results	Increase (decrease)
Printing and Variable Information Products Operations	65.4	39.0	26.5 68.0%
Industrial and Material Operations	25.7	22.7	3.0 13.0%
Segment net sales	91.1	61.7	29.5 47.8%
Segment operating income	2.3	1.5	0.8 54.1%

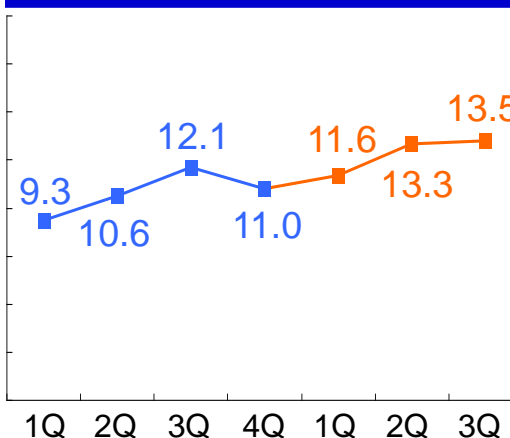


(Billion yen)

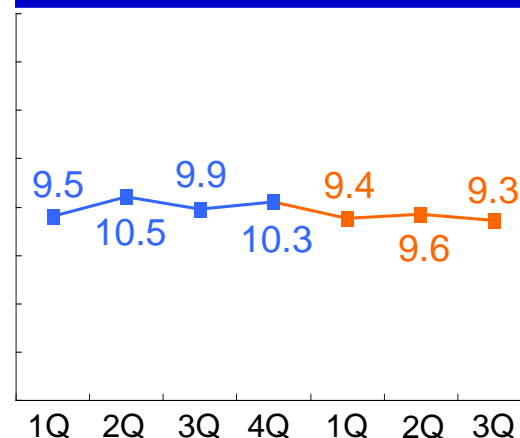
(Billion yen)

Electronic and Optical Products	2018/3 3Q results	2017/3 3Q results	Increase (decrease)
Advanced Materials Operations	38.4	32.1	6.4 19.9%
Optical Products Operations	28.3	29.9	(1.6) (5.4%)
Segment net sales	66.7	62.0	4.8 7.7%
Segment operating income	9.5	7.3	2.1 29.3%

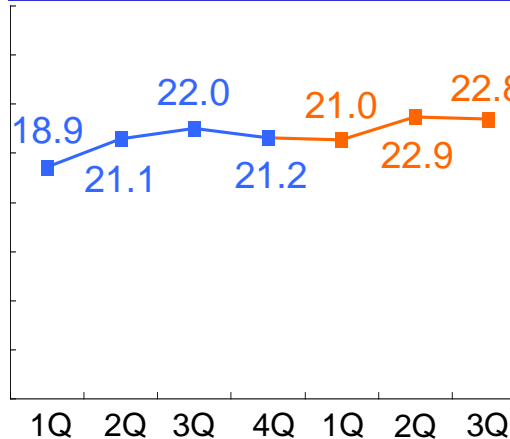
Advanced Materials Operations sales



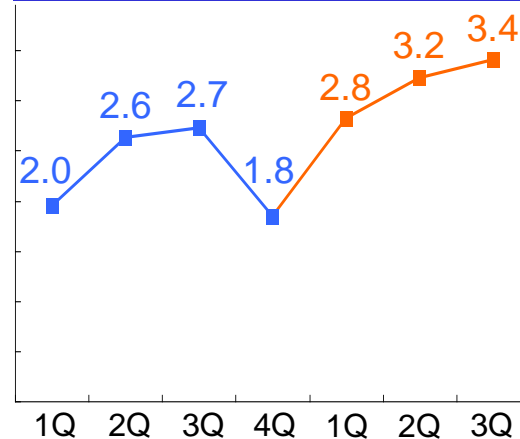
Optical Products Operations sales



Segment net sales

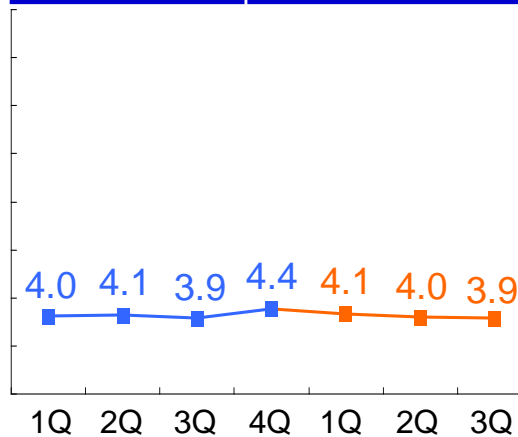


Segment operating income



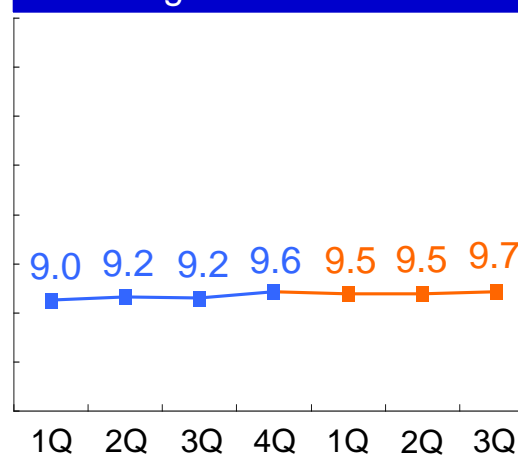
(Billion yen)

Paper and Converted Products	2018/3 3Q results	2017/3 3Q results	Increase (decrease)
Fine and Specialty Paper Products Operations	12.1	12.0	0.1 0.5%
Converted Products Operations	16.6	15.4	1.1 7.4%
Segment net sales	28.7	27.5	1.2 4.4%
Segment operating income	4.0	4.0	(0.1) (2.2%)

Fine and Specialty Paper  
Products Operations sales


2017/3 2018/3

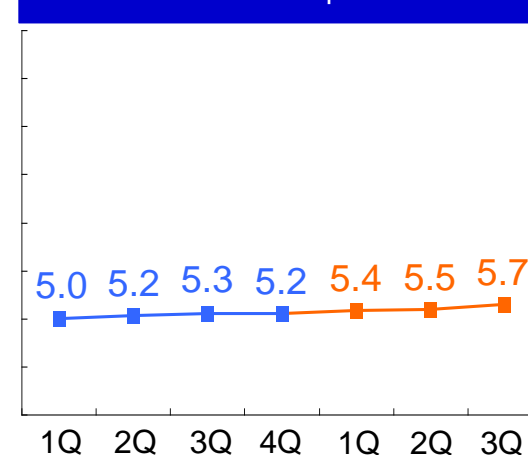
Segment net sales



2017/3 2018/3

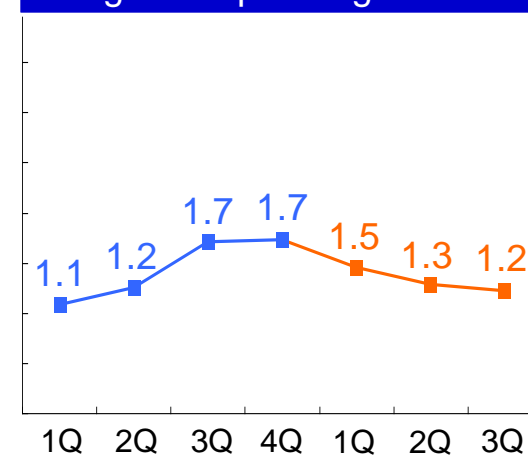
(Billion yen)

Converted Products Operations sales



2017/3 2018/3

Segment operating income



2017/3 2018/3

# Forecasts of consolidated financial results for FY2018/3

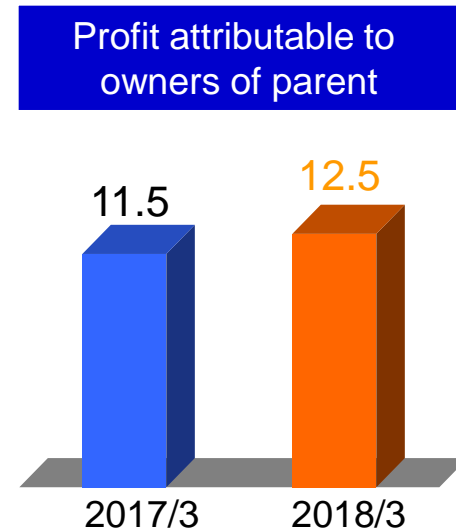
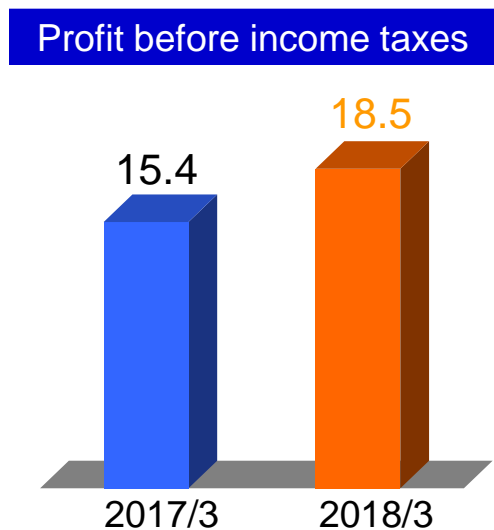
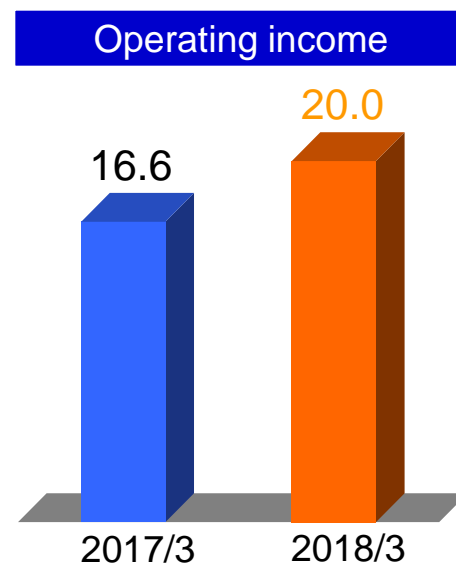
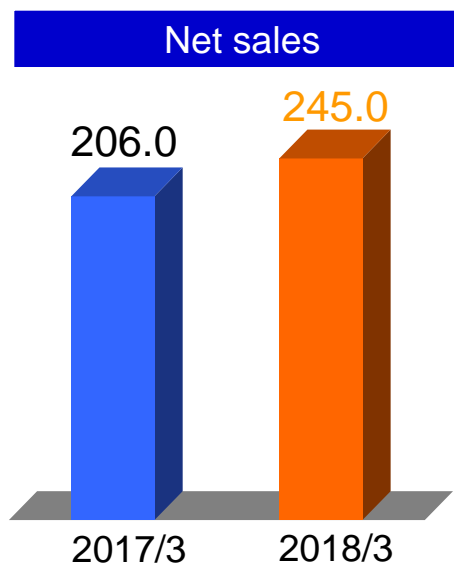
(Billion yen)

	2018/3 full year forecasts	2017/3 full year results	Increase (decrease)
Net sales	245.0	206.0	39.0 18.9%
Operating income	20.0	16.6	3.4 20.5%
Profit before income taxes	18.5	15.4	3.1 20.1%
Profit attributable to owners of parent	12.5	11.5	1.0 9.2%

Unit: Billion yen

Result

Forecast





# Forecasts of net sales and operating income for FY2018/3 by operational segment

(Billion yen)				(Billion yen)				(Billion yen)			
Printing and Industrial Materials Products	2018/3 forecasts	2017/3 results	Increase (decrease)	Electronic and Optical Products	2018/3 forecasts	2017/3 results	Increase (decrease)	Paper and Converted Products	2018/3 forecasts	2017/3 results	Increase (decrease)
Printing and Variable Information Products Operations	87.7	55.1	32.6 59.2%	Advanced Materials Operations	49.1	43.0	6.1 14.1%	Fine and Specialty Paper Products Operations	16.5	16.5	0.0 0.2%
Industrial and Material Operations	34.4	30.6	3.8 12.5%	Optical Products Operations	36.2	40.2	(4.0) (9.9%)	Converted Products Operations	21.1	20.6	0.5 2.2%
Segment net sales	122.1	85.7	36.4 42.5%	Segment net sales	85.3	83.2	2.1 2.5%	Segment net sales	37.6	37.1	0.5 1.3%
Segment operating income	3.5	1.7	1.8 109.3%	Segment operating income	11.4	9.2	2.2 24.5%	Segment operating income	5.1	5.8	(0.7) (11.6%)

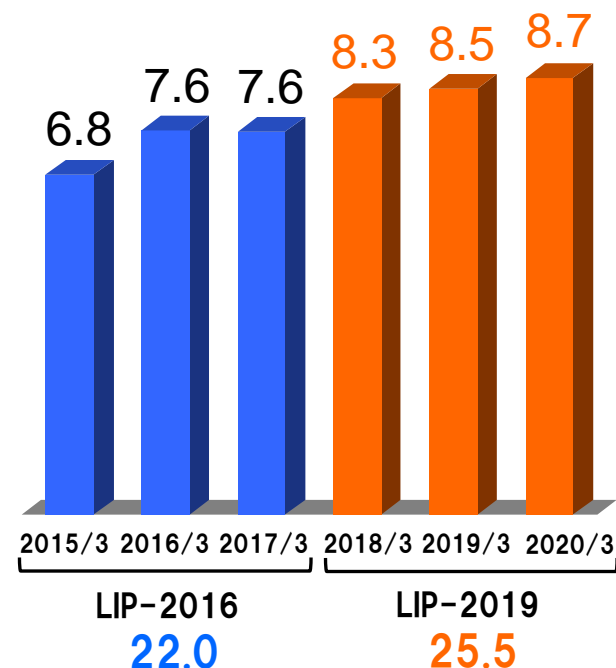
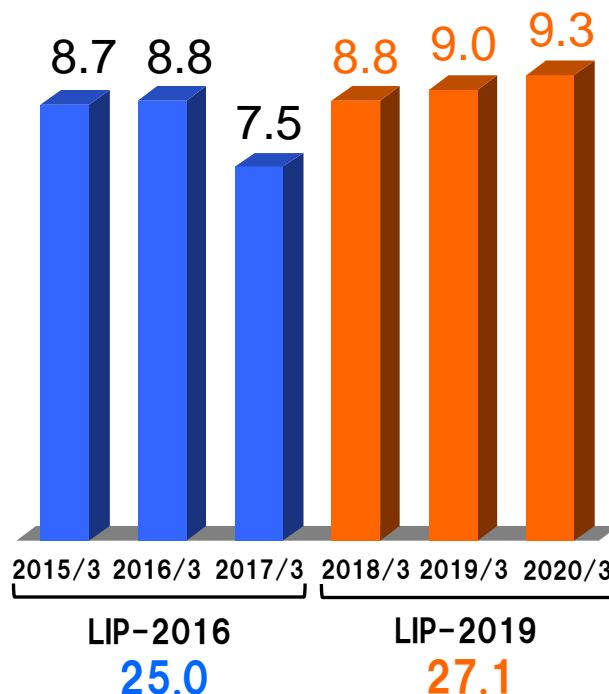
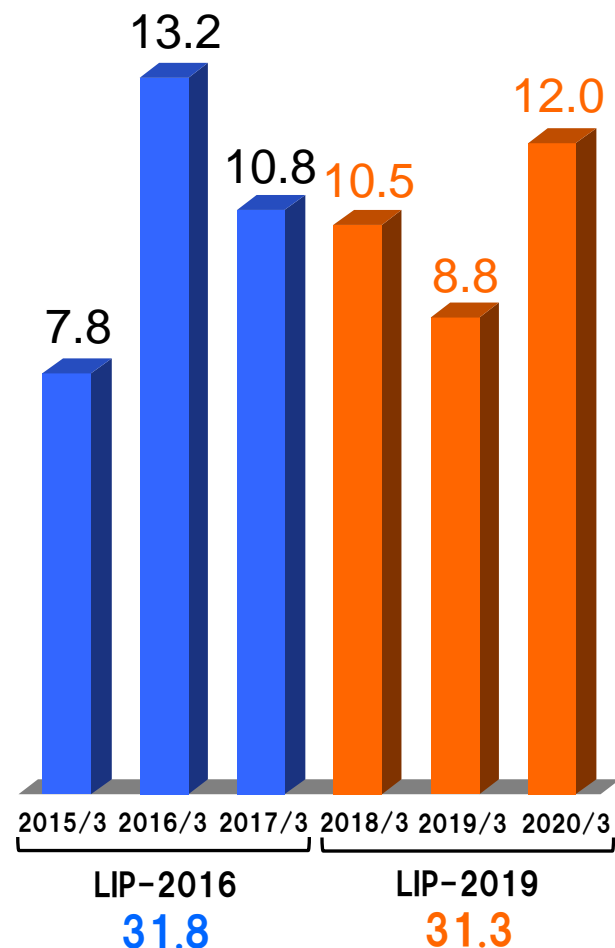
# Capital expenditure, Depreciation & Amortization, R&D expenses

Unit: Billion yen    ■ Result    ■ Forecast

## Capital expenditure

## Depreciation & Amortization

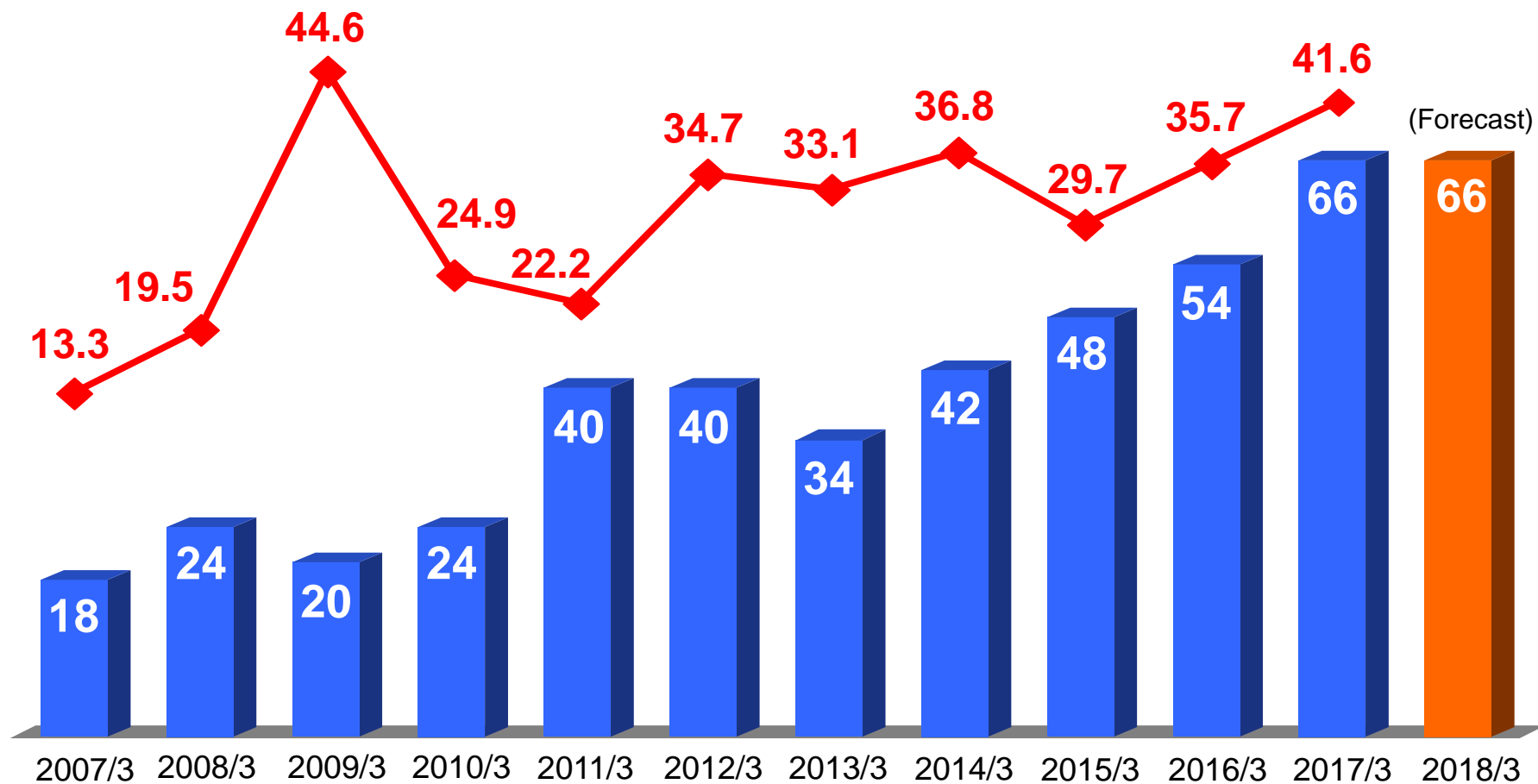
## R&D expenses



# Dividend

● Trend in dividends per share (yen)

Result Forecast Payout ratio (%)



Title **LIP (LINTEC INNOVATION PLAN) -2019**

Period From April 2017 to March 2020

Basic Policy **Deepening innovation aimed at driving new growth**

Key initiatives

- 1. Strengthening of regional strategy**
- 2. Creation of new value**
- 3. Bolstering the corporate structure**
- 4. Activities for realizing a sustainable society**

Major numerical targets

■ Net sales: ¥270.0 billion	■ Operating profit margin: More than 9%
■ Operating income: ¥25.0 billion	■ ROE(Return on equity): More than 9%

### ● MACTAC AMERICAS, LLC

Establishment : 1959

Registered Office : Ohio, the United States

Number of Employees : 496 (as of the end of December, 2016)

Business Description : Manufacture and sales of label materials

for printing, VIP label materials, graphic sheets, industrial and medical tapes, etc.

Net Sales : 34.2 billion yen (Fiscal year ended December 31, 2016)

Operating Income : 3.6 billion yen (Fiscal year ended December 31, 2016)

Acquisition Price : Approx. USD 270 million\* \* Debt assumption is not included

Ratio of Membership Interests to be Acquired : 100%

Closing Date : December 1, 2016

- Full-scale entry into the North American market of adhesive papers and films for labels
- Expansion of sales of LINTEC products using MACTAC AMERICAS' sales channels



Graphic sheets  
11%

Industrial and medical tapes, etc.  
9%



Share of net sales

Label materials for printing, VIP label materials  
80%

#### ● VDI, LLC

Establishment : 1971

Registered Office : Kentucky, the United States

Number of Employees : 36  
(as of the end of December, 2016)

Business Description :

Manufacture and sales of functional films

Net Sales : 1,070 million yen  
(Fiscal year ended December 31, 2016)

Operating Income : 20 million yen  
(Fiscal year ended December 31, 2016)

Acquisition Price : USD 26 million\*  
\* Debt assumption is not included

Ratio of Membership Interests to be Acquired : 100%

Closing Date : October 31, 2016

- Use of metallizing technologies, including metal deposition and sputtering, which LINTEC did not have
- Development of operations in a new field

#### ● LINTEC EUROPE (UK) LIMITED (Changed from LINTEC GRAPHIC FILMS LIMITED)

Establishment : 1993

Registered Office : Buckinghamshire, the United Kingdom

Number of Employees : 18 (as of the end of October, 2016)

Business Description : Processing and sales of label materials  
for printing, graphic sheets, etc.

Net Sales : 850 million yen  
(Fiscal year ended October 31, 2016)

Operating Income : 130 million yen  
(Fiscal year ended October 31, 2016)

Acquisition Price : GBP 7.3 million

Ratio of Shares to be Acquired : 100%

Closing Date : November 30, 2016

- LINTEC GRAPHIC FILMS sells LINTEC products in European market under a licensing agreement concluded in 2010.
- Acceleration of customer acquisition using the company's marketing capability and sales network



# Company motto and Mission statement

## ● Company motto



Sincerity and Creativity

## ● Mission statement

The company name LINTEC derives from “linkage” and “technology,” two key components of our business philosophy, which emphasizes the importance of close relations, inside and outside the company, and leading-edge R&D programs. By bringing these together to develop innovative solutions, we have established a reputation in Japan and overseas as a dynamic and reliable company that contributes to the prosperity of our stakeholders, to the growth of our industry, and to a brighter future for society as a whole. And underpinning all of our business activities is an unwavering emphasis on “Sincerity and Creativity,” the twin values enshrined in our company motto.

For tomorrow we build today

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.