



# **Presentation for 2Q Results and Full-year Forecasts, FY2024**

**Nov. 15, 2023**

# Consolidated Financial Results for the Six Months Ended Sep., 2023

(unit : million yen)

	FY2023 2Q results	FY2024 2Q results	Increase (decrease)
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(unit : million yen)

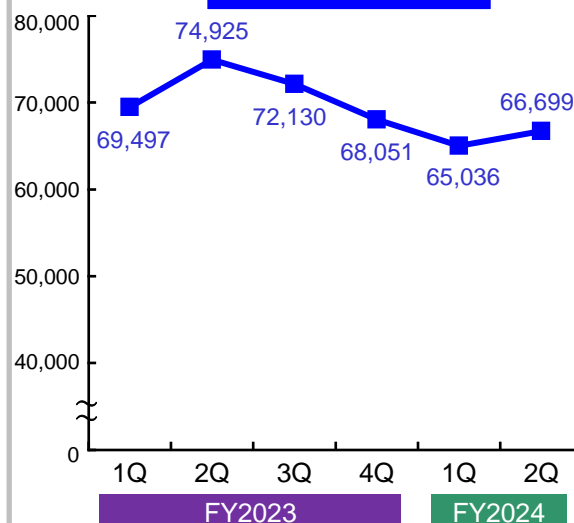
Net Sales	144,422	131,735	(12,686) (8.8%)
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Operating Income	9,776	3,190	(6,586) (67.4%)
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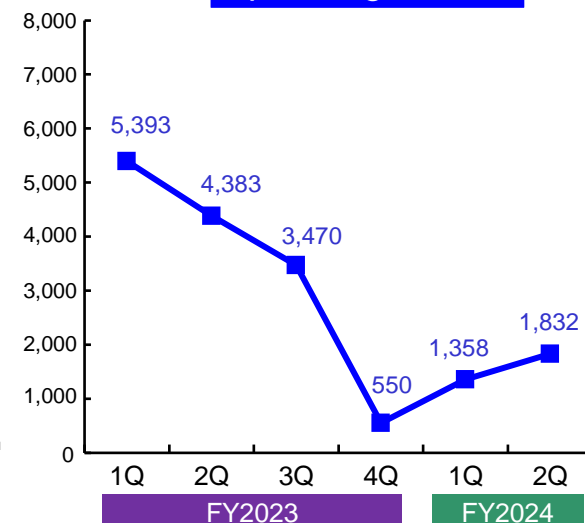
Profit before Income Taxes	12,114	4,328	(7,785) (64.3%)
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Profit attributable to owners of parent	8,791	1,966	(6,824) (77.6%)
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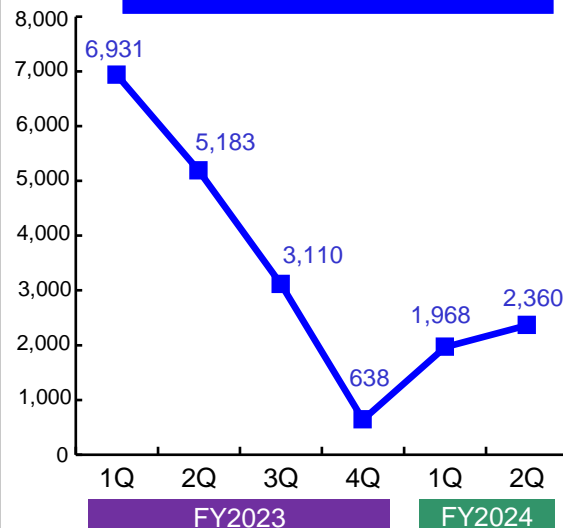
## Net Sales



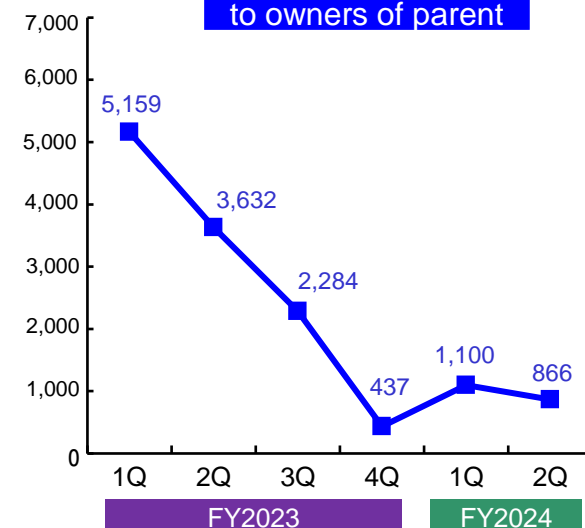
## Operating Income



## Profit before Income Taxes



## Profit attributable to owners of parent

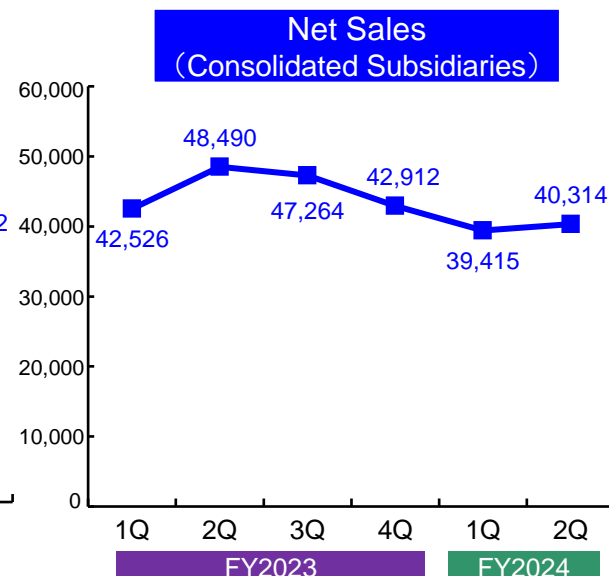
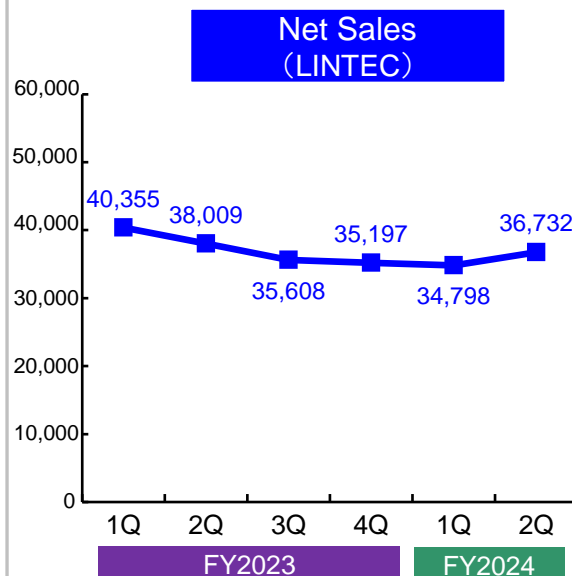


# Consolidated Financial Results for the Six Months Ended Sep., 2023

(unit : million yen)

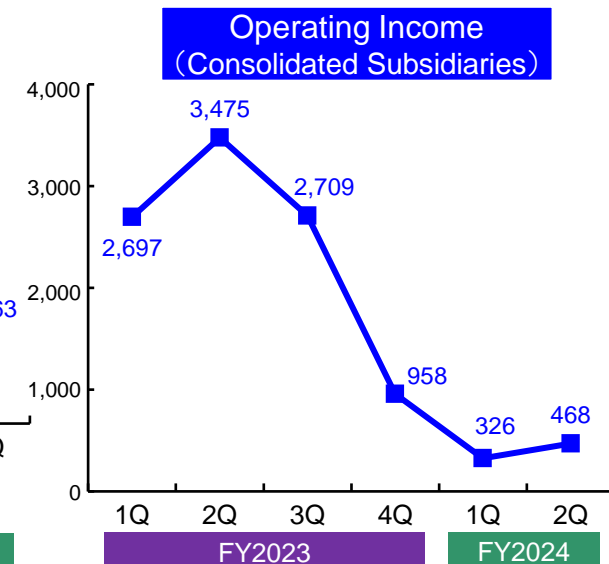
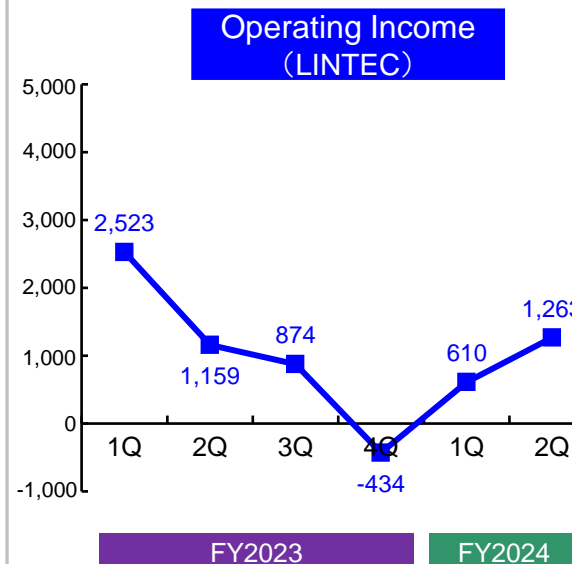
## Net Sales

	FY2023 2Q results	FY2024 2Q results	Increase (decrease)
(unit : million yen)			
LINTEC (non-consolidated)	78,364	71,530	(6,834) (8.7%)
Consolidated Subsidiaries	91,016	79,729	(11,287) (12.4%)
Eliminations	(24,958)	(19,524)	5,434
<b>Total</b>	<b>144,422</b>	<b>131,735</b>	<b>(12,686)</b> <b>(8.8%)</b>



## Operating Income

	FY2023 2Q results	FY2024 2Q results	Increase (decrease)
(unit : million yen)			
LINTEC (non-consolidated)	3,682	1,873	(1,809) (49.1%)
Consolidated Subsidiaries	6,172	794	(5,378) (87.1%)
Eliminations	(78)	523	601
<b>Total</b>	<b>9,776</b>	<b>3,190</b>	<b>(6,586)</b> <b>(67.4%)</b>



# Consolidated Financial Results for the Six Months Ended Sep., 2023

## ➤ Net Sales

### ● LINTEC(Non-consolidated)

Sluggish demand for semiconductor-related adhesive tape and semiconductor-related equipment, multilayer ceramic capacitor-related tape, optical display-related adhesive products despite the effect of price revisions.

### ● Consolidated Subsidiaries

Sales volume at MACtac declined sharply despite the effect of foreign currency conversion following the weakening of the yen.

Demand at subsidiaries operating under the control of Advanced Materials Operations and Optical products Operations decreased.

## ➤ Operating Income

### ● LINTEC(Non-consolidated)

(Main income-raising factors)

- Pass on higher costs to sales prices :  
Approx. 3.7 billion yen

(Main income-lowering factors)

- Decrease in sales quantity and an increase in the operation loss : Approx. 3.8 billion yen
- Increase in prices for pulp, petrochemical raw materials, fuel expenses, etc. :  
Approx. 1.7 billion yen

### ● Consolidated Subsidiaries

Profit decreased at MACtac and subsidiaries operating under the control of Advanced Materials Operations and Optical products Operations due to a decline in sales quantity.

【Average exchange rate during the period (Results)】

	(FY2023 2Q)		(FY2024 2Q)
JPY/USD	124.52	→	136.54
JPY/EUR	135.16	→	147.93
JPY/KRW	0.1006	→	0.1049
JPY/CNY	19.13	→	19.55
JPY/TWD	4.33	→	4.46

# Overview of Printing and Industrial Materials Products

(unit : million yen)

FY2023 2Q results	FY2024 2Q results	Increase (decrease)
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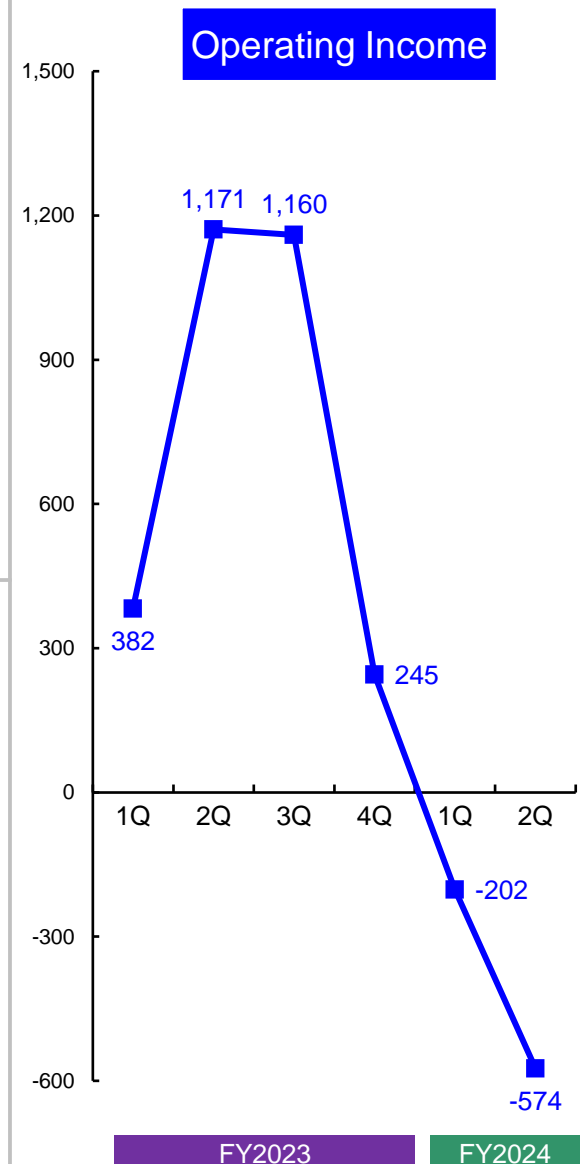
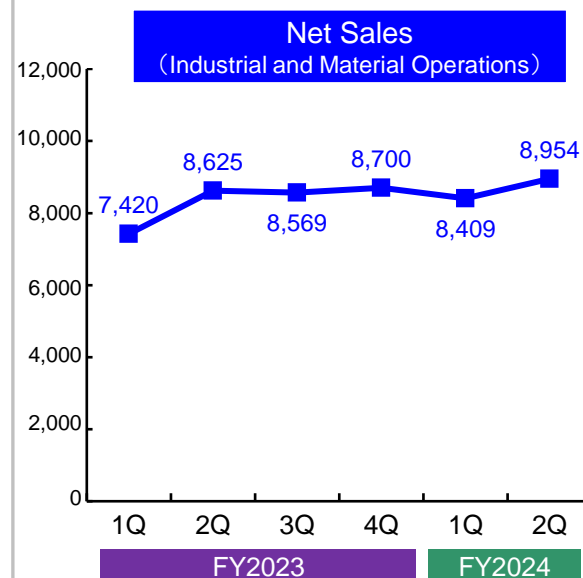
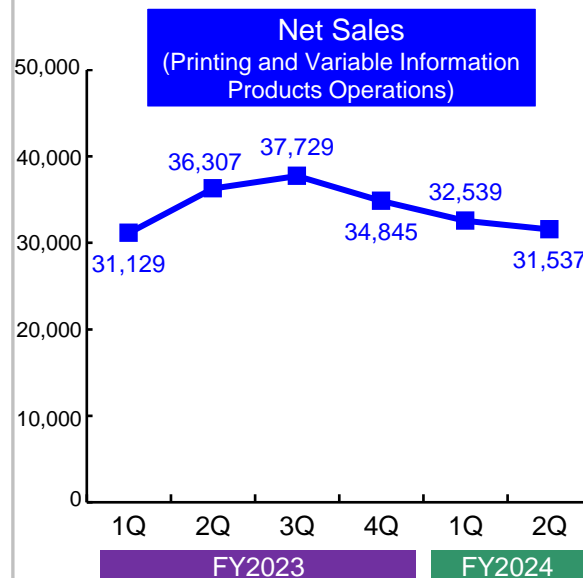
(unit : million yen)

Printing and Variable Information Products Operations	67,436	64,076	(3,359) (5.0%)
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Industrial and Material Operations	16,045	17,363	1,317 8.2%
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Net Sales	83,481	81,439	(2,042) (2.4%)
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Operating Income	1,553	(776)	(2,330) —%
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## ➤ **Printing and Variable Information Products Operations**

Japan : Sales to the logistics and on-line sales industries remained solid.

Sales volume declined due in part to decline in demand for these products for use in beverage campaigns and food which was influenced by consumers reluctance for purchase due to price increase.

Overseas : Sales volume declined in the U.S. and China.

## ➤ **Industrial and Material Operations**

Japan : Sales of automobile-use adhesive products and devices for on-line sales, window film for buildings remained solid.

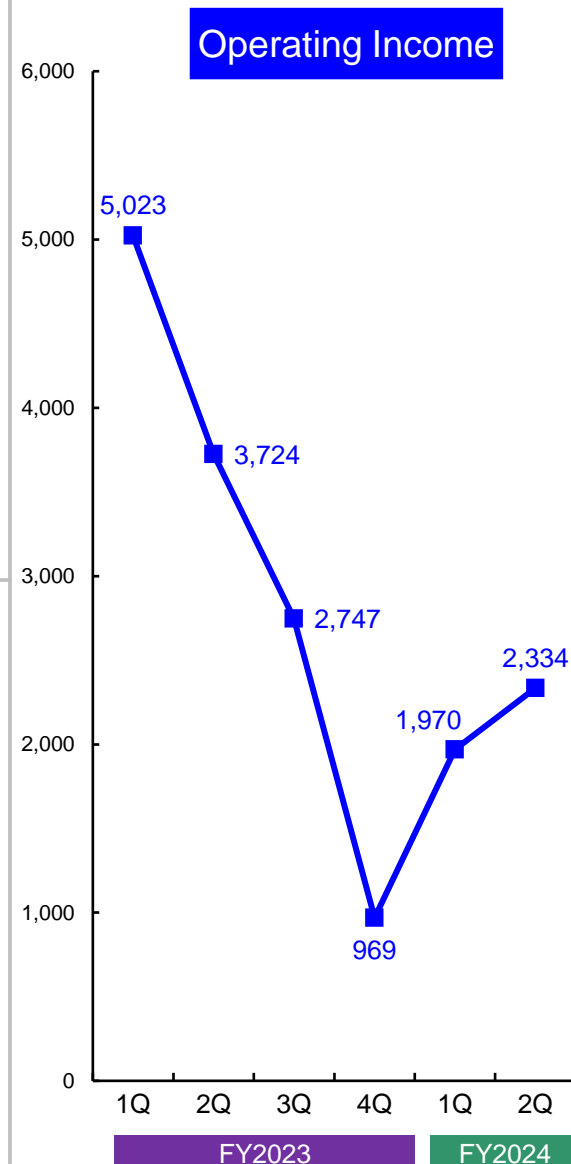
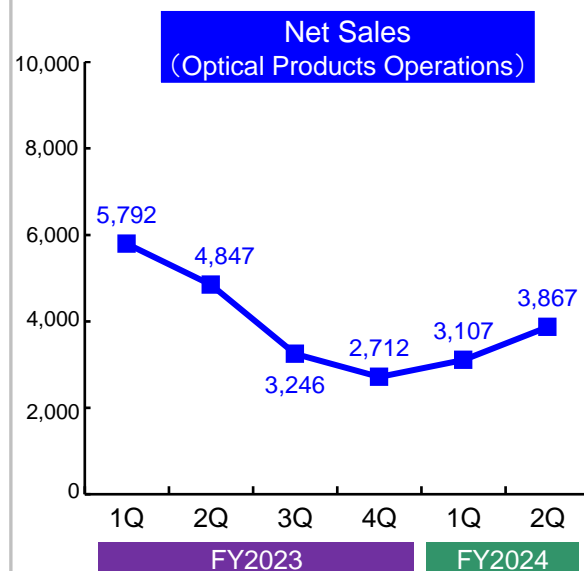
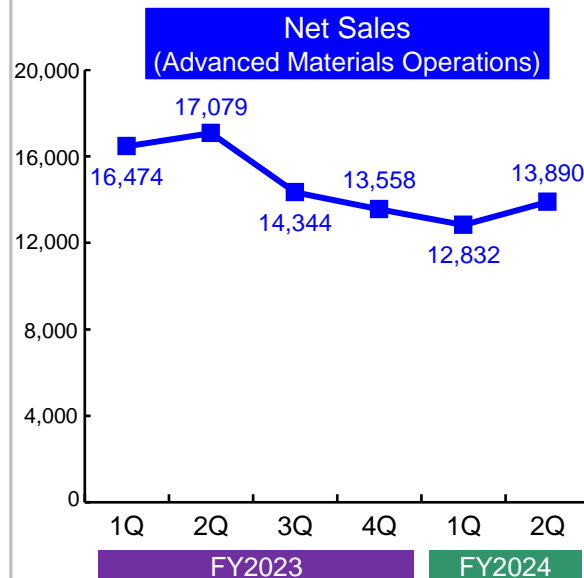
Overseas : Sales of automobile-use window film and automobile-use adhesive products remained solid in the U.S., India and ASEAN.

# Overview of Electronic and Optical Products

(unit : million yen)

	FY2023 2Q results	FY2024 2Q results	Increase (decrease)
Advanced Materials Operations	33,553	26,722	(6,831) (20.4%)
Optical Products Operations	10,639	6,974	(3,664) (34.4%)
Net Sales	44,192	33,696	(10,495) (23.7%)
Operating Income	8,747	4,304	(4,442) (50.8%)

(unit : million yen)



➤ **Advanced Materials Operations**

Sales of Semiconductor-related adhesive tape and semiconductor-related equipment, multilayer ceramic capacitor-related tape were weak, reflecting sluggish demand for smartphones and personal computers .

➤ **Optical Products Operations**

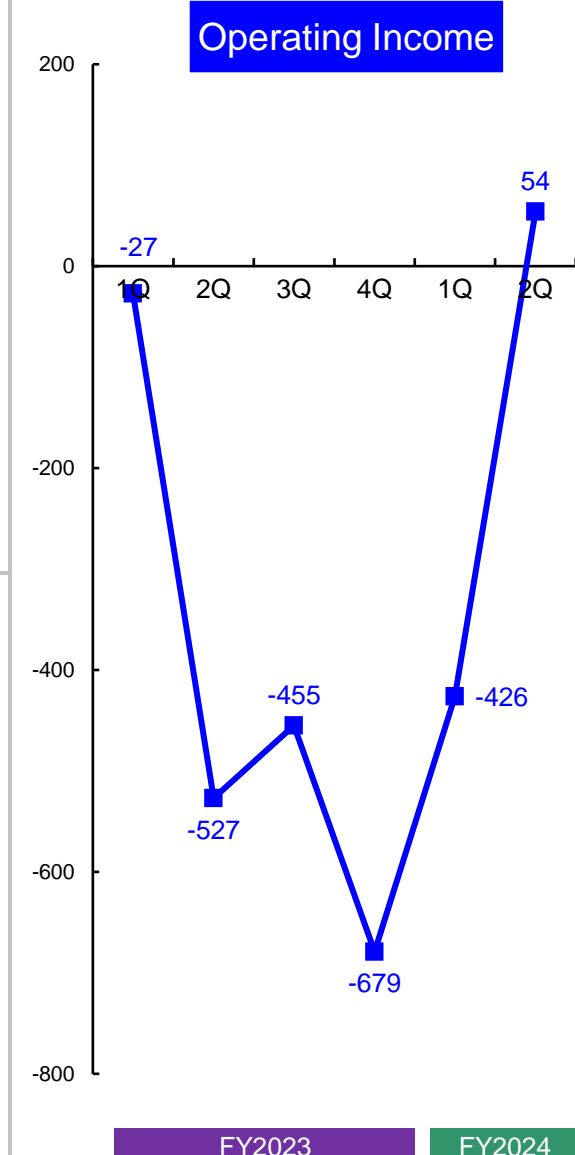
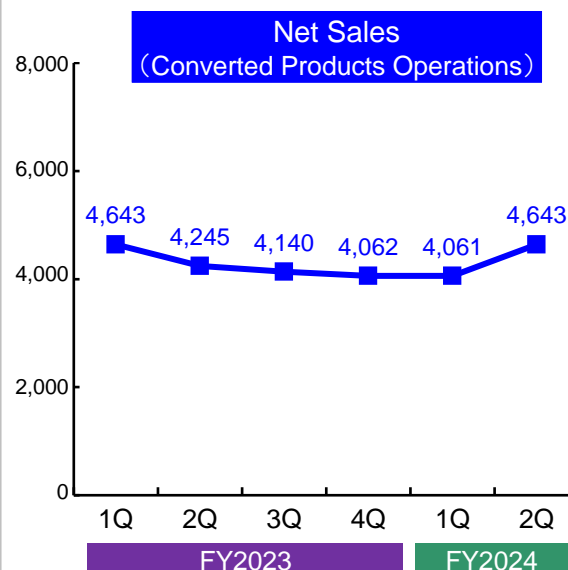
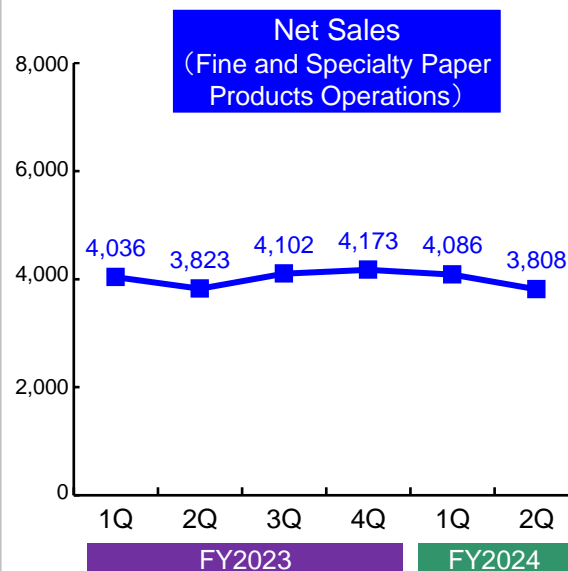
Sales of optical display-related adhesive products remained weak, largely affected by sluggish demand for products used for large-screen TV units and smartphones.



# Overview of Paper and Converted Products

(unit : million yen)

	FY2023 2Q results	FY2024 2Q results	Increase (decrease)
(unit : million yen)			
Fine and Specialty Paper Products Operations	7,859	7,894	35 0.5%
Converted Products Operations	8,888	8,704	(184) (2.1%)
Net Sales	16,747	16,598	(148) (0.9%)
Operating Income	(554)	(372)	182 —%



## ➤ Fine and Specialty Paper Products Operations

Sales of industrial paper including dust-free paper remained weak.

The performance of mainstay color paper for envelopes, colored construction paper for schoolchildren and oil- and water-resistant paper for the fast food industry was solid.

## ➤ Converted Products Operations

Demand for release paper for electronic materials has recovered.

Release paper for general adhesive products, casting paper for synthetic leather, and release film for optical-related products remained sluggish due to decline in demand.

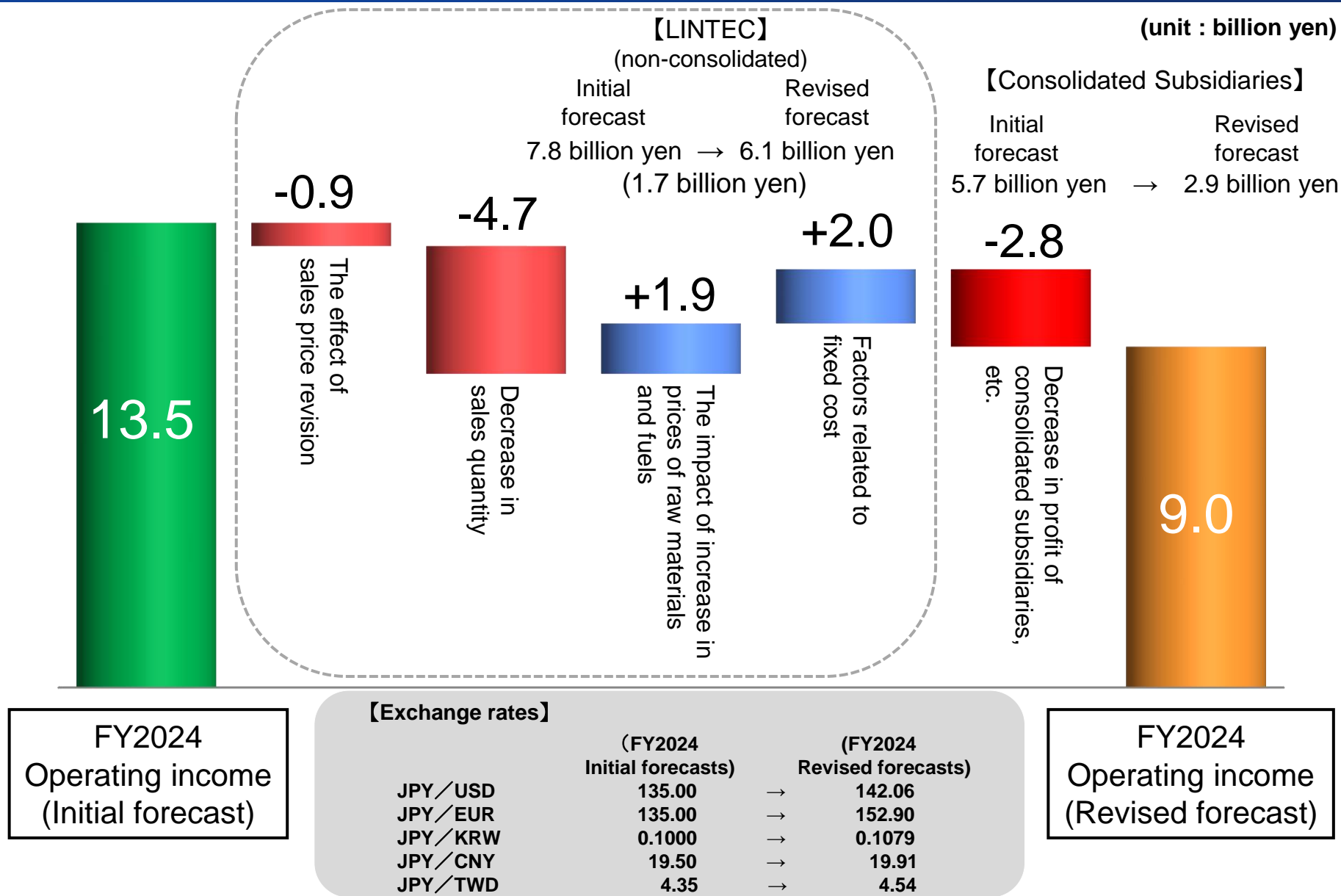
# Forecasts for Consolidated Financial Results for the FY2024

(unit : billion yen)

	FY2024 first half results	FY2024 second half results	FY2024 revised forecasts	FY2024 initial forecasts	Increase (decrease)	FY2023 results
Net Sales	131.7	143.3	275.0	290.0	(15.0)	284.6
Operating Income	3.2	5.8	9.0	13.5	(4.5)	13.8
Profit before Income Taxes	4.3	5.7	10.0	13.5	(3.5)	15.9
Profit attributable to owners of parent	2.0	3.5	5.5	9.5	(4.0)	11.5

【Average exchange rate during the period】	FY2024 first half results	FY2024 second half forecasts	FY2024 revised forecasts	FY2024 initial forecasts	FY2023 results
JPY/USD	136.54	147.58	142.06	135.00	132.08
JPY/EUR	147.93	157.87	152.90	135.00	138.52
JPY/KRW	0.1049	0.1110	0.1079	0.1000	0.1022
JPY/CNY	19.55	20.27	19.91	19.50	19.50
JPY/TWD	4.46	4.62	4.54	4.35	4.42

# Factors for Increases / Decreases of Operating Income



(unit : billion yen)

	FY2024 first half results	FY2024 second half forecasts	FY2024 revised forecasts	FY2024 initial forecasts	Increase (decrease)	FY2023 results
<b>Net Sales</b>						
Printing and Variable Information Products Operations	64.1	71.1	135.2	141.7	(6.5)	140.0
Industrial and Material Operations	17.3	18.0	35.3	37.0	(1.7)	33.3
Printing and Industrial Materials Products	81.4	89.1	170.5	178.7	(8.2)	173.3
<b>Operating Income</b>						
Printing and Industrial Materials Products	(0.7)	(0.1)	(0.8)	2.4	(3.2)	3.0

## ➤ **Net Sales**

### ● Printing and Variable Information Products Operations

Japan : The recovery in demand from inbound travelers and private consumption will be expected.

Restraint buying mainly of food-related products due to rising prices will be a concern.

Overseas : Sales at MACtac Americas, LLC will be significantly lower than the initial forecast due to the delayed recovery in demand.

Demand in China will decrease.

### ● Industrial and Material Operations

In Japan, demand for mainly automobile-use adhesive products will be solid. However, sales volume will not reach the initial forecast.

(unit : billion yen)

	FY2024 first half results	FY2024 second half forecasts	FY2024 revised forecasts	FY2024 initial forecasts	Increase (decrease)	FY2023 results
<b>Net Sales</b>						
Advanced Materials Operations	26.7	31.3	58.0	61.2	(3.2)	61.5
Optical Products Operations	7.0	6.4	13.4	14.4	(1.0)	16.6
Electronic and Optical Products	33.7	37.7	71.4	75.6	(4.2)	78.1
<b>Operating Income</b>						
Electronic and Optical Products	4.3	6.2	10.5	10.9	(0.4)	12.5

➤ **Net Sales**

● **Advanced Materials Operations**

Sales of semiconductor-related adhesive tapes and semiconductor-related equipment as well as multilayer ceramic capacitor-related tapes will recover in the second half. However, this recovery will not be as strong as initially anticipated.

● **Optical Products Operations**

Sales volume of optical display-related adhesive products will decrease.

# Paper and Converted Products

(unit : billion yen)

	FY2024 first half results	FY2024 second half forecasts	FY2024 revised forecasts	FY2024 initial forecasts	Increase (decrease)	FY2023 results
<b>Net Sales</b>						
Fine and Specialty Paper Products Operations	7.9	7.7	15.6	17.0	(1.4)	16.1
Converted Products Operations	8.7	8.8	17.5	18.7	(1.2)	17.1
Paper and Converted Products	16.6	16.5	33.1	35.7	(2.6)	33.2
<b>Operating Income</b>						
Paper and Converted Products	(0.4)	(0.3)	(0.7)	0.2	(0.9)	(1.7)

## ➤ **Net Sales**

### ● Fine and Specialty Paper Products Operations

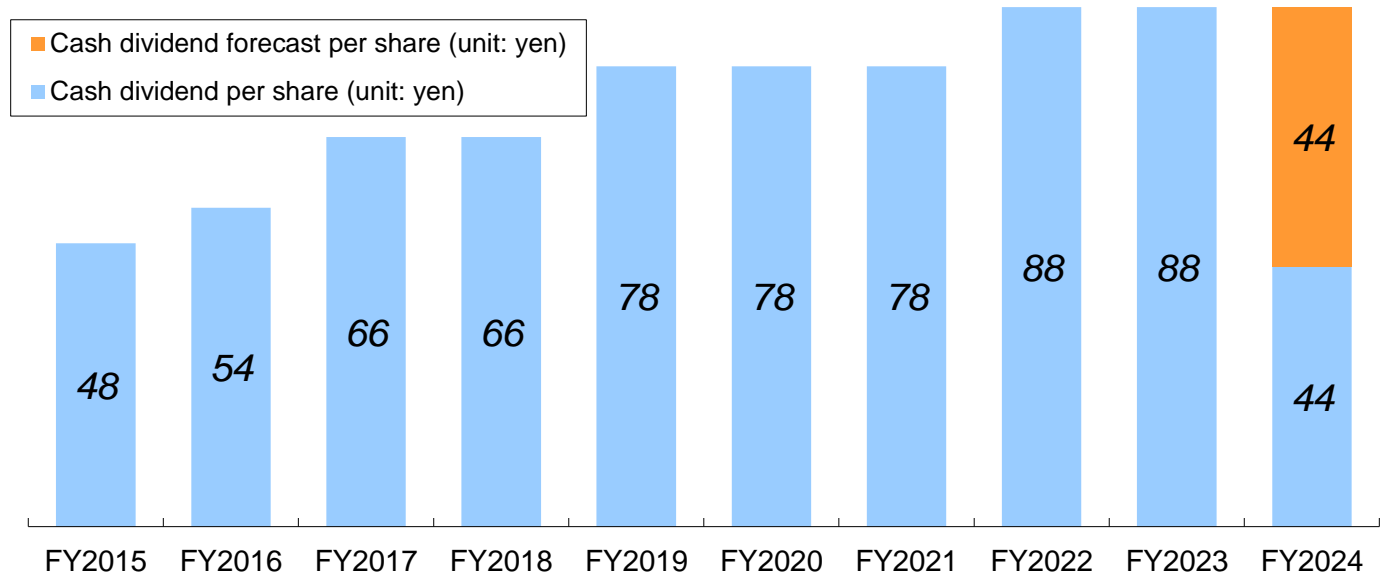
Sales volume will decrease, centered on mainstay color paper for envelopes.

### ● Converted Products Operations

Orders of casting paper for carbon fiber composite materials and casting paper for synthetic leather will slowly recover.

# Dividend forecast

(Basic Policy) We position the enhancement of shareholder returns as one of its most important management issues and strives to realize a distribution profits while also strengthening its management foundations. With this in mind, we have decided, in principle, not to reduce dividends for the four-year period from the fiscal year ending March 31, 2024, namely, the final year of the ongoing medium-term business plan LSV 2030 - Stage 1, to the fiscal year ending March 31, 2027, or the final year of the next medium-term business plan LSV 2030 - Stage 2 (April 2024 to March 2027). It will pay dividends with a view to achieving a payout ratio of at least 40% or a DOE (dividend on equity ratio) of approximately 3%. Internal reserves are used effectively to reinforce our financial base and provide increased future corporate value through investment in production facilities and R&D.



Profit attributable to owners of parent (billion yen)	11.7	10.9	11.5	11.3	12.9	9.6	11.4	16.6	11.5	5.5
Net income per share (yen)	161.63	151.07	158.69	156.02	179.24	133.20	157.81	232.12	167.85	80.40
Consolidated payout ratio (%)	29.7	35.7	41.6	42.3	43.5	58.6	49.4	37.9	52.4	109.4



## 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.