

MARUBUN CORPORATION

Financial Information Meeting For the First Half of Fiscal Year Ending March 31, 2013

November 5, 2012

Within the presentation, information on the future performance such as results forecasts is based on the data available at the time this presentation was prepared that the Company assumes reasonable. Actual performance depends on various important factors and may differ significantly from the estimates contained herein.

1

1st Half FY2012 Consolidated Financial Results

(Million yen)

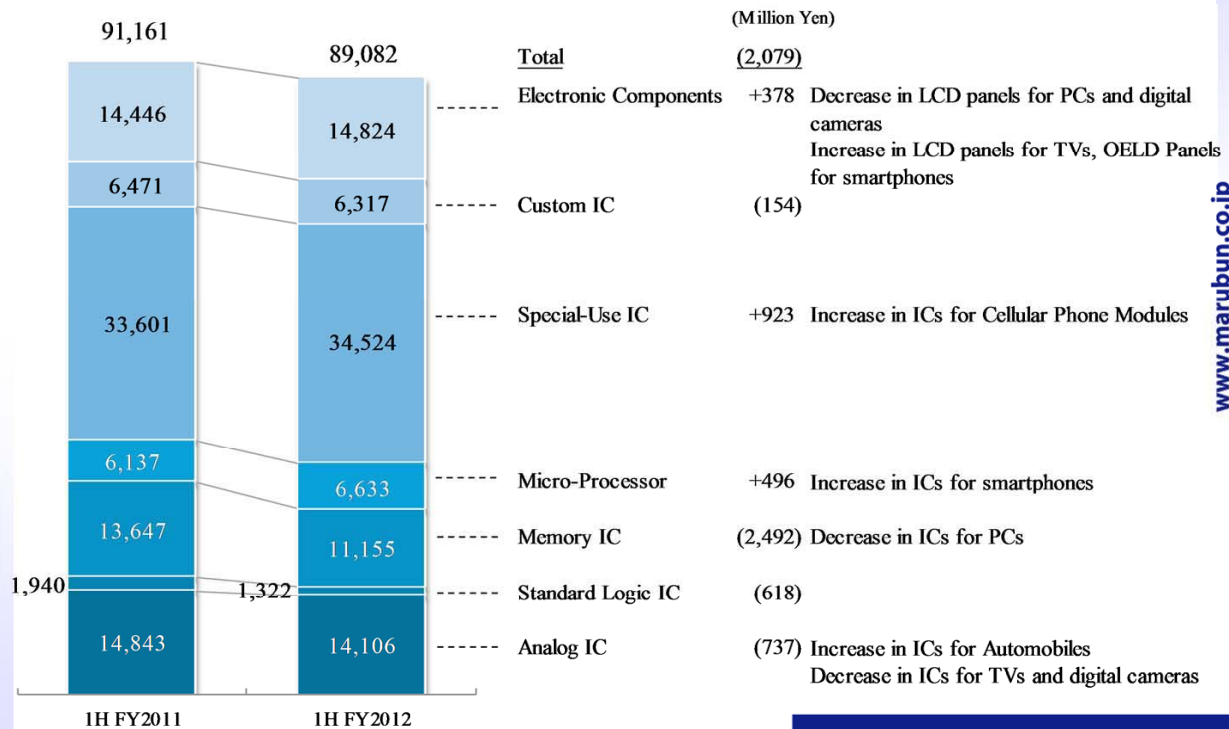
	1H FY2012 Results	1H FY2011 Results	Change
Net Sales	103,038	103,703	(0.6%)
Electronic Devices	89,082	91,161	(2.3%)
Electronic Systems	13,955	12,541	+11.3%
Gross Profit	8,005	8,082	(1.0%)
SG & A	7,487	7,488	(0.0%)
Operating Income	517	593	(12.8%)
Ordinary Income	377	347	+8.6%
Net Income	(106)	131	-

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2

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Electronic Devices - Sales by Product

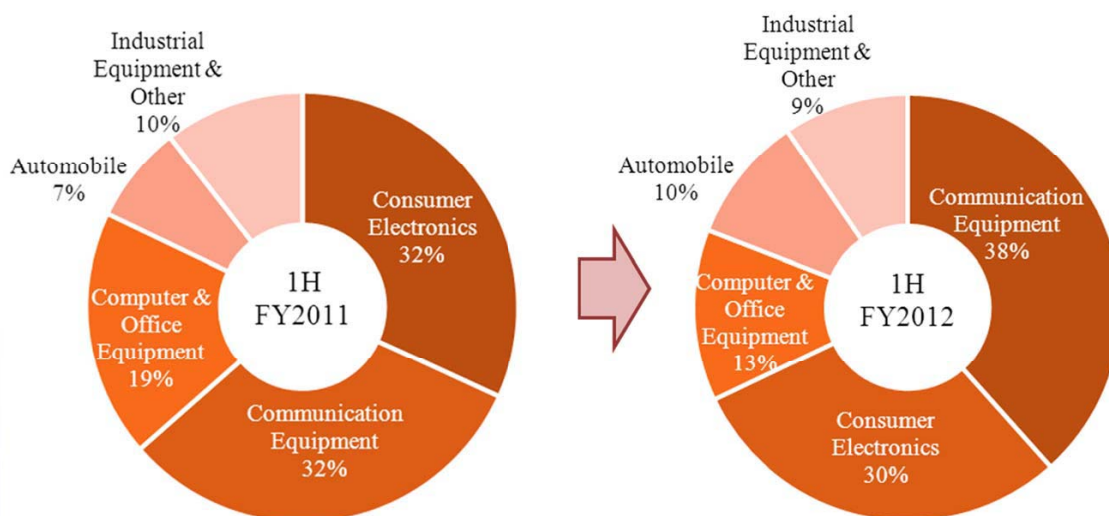


3

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Electronic Devices Sales by Application



Communication Equipment
Consumer Electronics
Computer & Office Equipment
Automobile

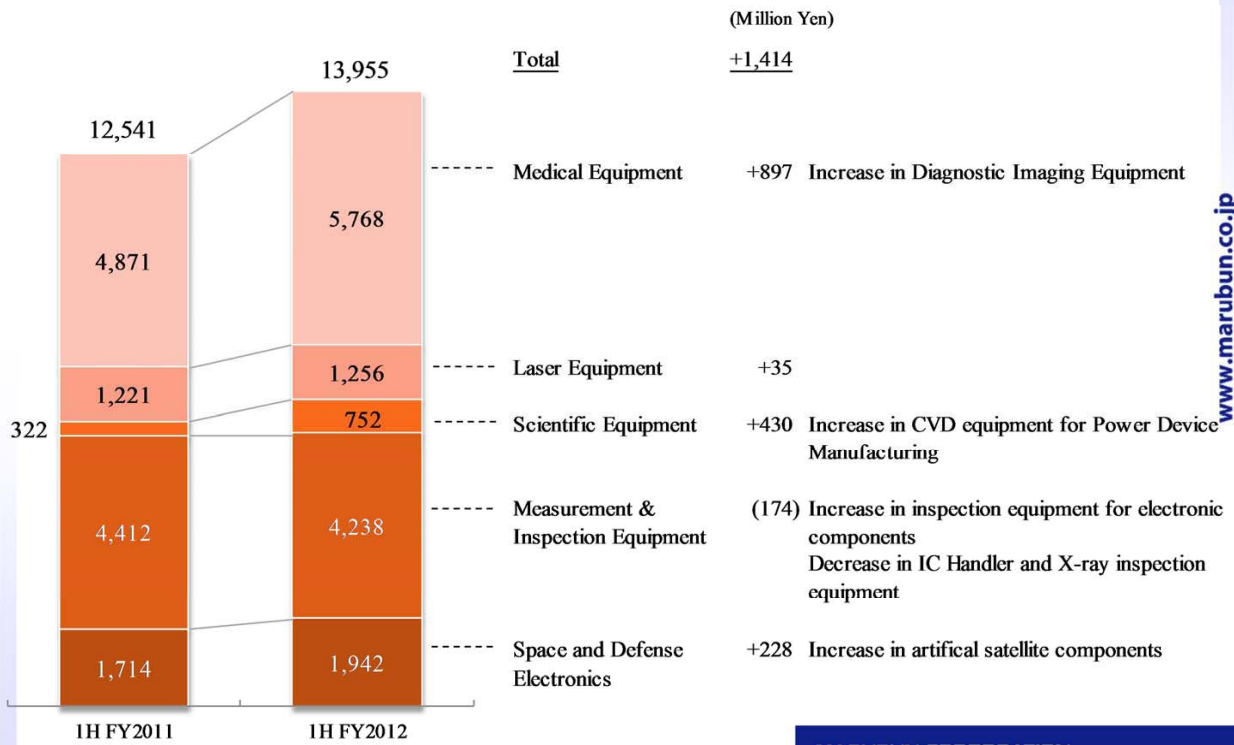
→ Increase in ICs for cellular phone modules and smartphones
→ Decrease in ICs for digital cameras and TVs
→ Decrease in Memory ICs for PCs
→ Increase in ICs for navigation and engine control

4

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Electronic Systems – Sales by Product

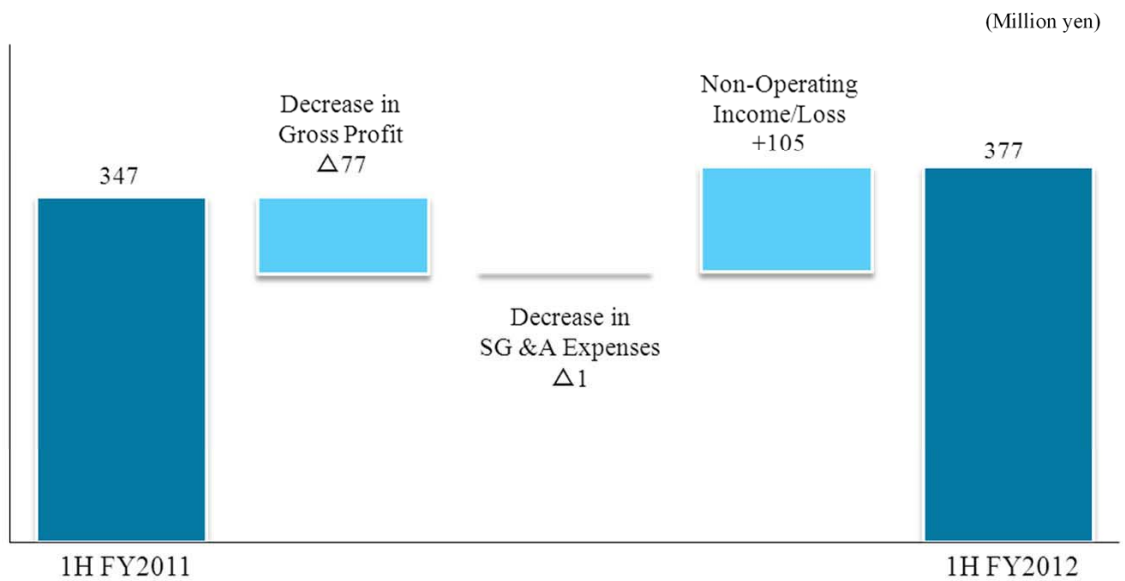


5

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Factors Affecting Ordinary Income



[Gross Profit]

Gross Profit Margin 7.8%(1H FY2011) → 7.8%(1H FY2012)

[Non-operating Income/Loss]

Decrease in Interest expenses 261(1H FY2011) → 188(1H FY2012) Δ73

6

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Consolidated Balance Sheet

(Million Yen)	As of September 31, 2012	As of March 31, 2012	Change
Current Assets	95,577	110,554	(14,977)
Cash and deposits	12,905	18,123	(5,218)
Notes and accounts receivable-trade	52,763	66,611	(13,848)
Merchandise and finished goods	24,022	22,666	1,356
Work in process	118	51	67
Deferred tax assets	1,258	1,198	60
Other	4,584	1,934	2,650
Allowance for doubtful accounts	(75)	(31)	(44)
Noncurrent assets	10,887	10,491	396
Total Assets	106,464	121,045	(14,581)
Current liabilities	52,021	66,163	(14,142)
Notes and accounts payable-trade	38,546	42,506	(3,960)
Short-term loans payable	8,925	18,781	(9,856)
Current portion of long-term loans payable	1,534	1,534	0
Current portion of bonds	46	48	(2)
Provision for bonuses	794	718	76
Other	2,174	2,574	(400)
Noncurrent liabilities	18,245	18,586	(341)
Bonds payable	-	21	(21)
Long-term loans payable	16,054	16,072	(18)
Provision for retirement benefits	1,526	1,602	(76)
Provision for directors' retirement benefits	230	492	(262)
Other	433	398	35
Total Liabilities	70,267	84,750	(14,483)
Total Net Assets	36,196	36,295	(99)
Total Liabilities and Net Assets	106,464	121,045	(14,581)

7

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Consolidated Statement of Cash Flows

(Million Yen)	1H FY2012 Results	1H FY2011 Results	Reasons for changes
Net cash provided by (used in) operating activities	8,377	(3,103)	
Income before income taxes	(6)	390	
Depreciation and amortization	256	252	
Equity in (earnings) losses of affiliates	(43)	(31)	
Decrease (increase) in notes and accounts receivable-trade	13,898	(11,070)	
Decrease (increase) in inventories	(1,387)	(1,856)	
Increase (decrease) in notes and accounts payable-trade	(3,914)	10,024	
Other	80	(344)	
Subtotal	8,884	(2,635)	
Interest and dividends income received	36	32	
Interest expenses paid	(198)	(263)	
Income taxes paid	(377)	(279)	
Income taxes refund	33	42	
Net cash provided by (used in) investment activities	(92)	(6,084)	
Net cash provided by (used in) financing activities	(10,228)	2,739	Net decrease in loan payable short-term Δ 9,917 million yen
Cash and cash equivalents	15,905	9,443	

8

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FY2012 Consolidated Results Forecasts

(Million yen)

	FY2012 Forecast	FY2011 Results	Change
Net Sales	214,000	242,708	(11.8%)
Electronic Devices	178,050	209,000	(14.8%)
Electronic Systems	35,950	33,707	+6.7%
Gross Profit	17,650	18,025	(2.1%)
SG & A	14,500	15,183	(4.5%)
Operating Income	3,150	2,842	+10.8%
Ordinary Income	3,050	2,375	+28.4%
Net Income	1,400	1,017	+37.7%

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9

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FY2012 Consolidated Results Forecasts (Comparison with initial forecast)

(Million yen)

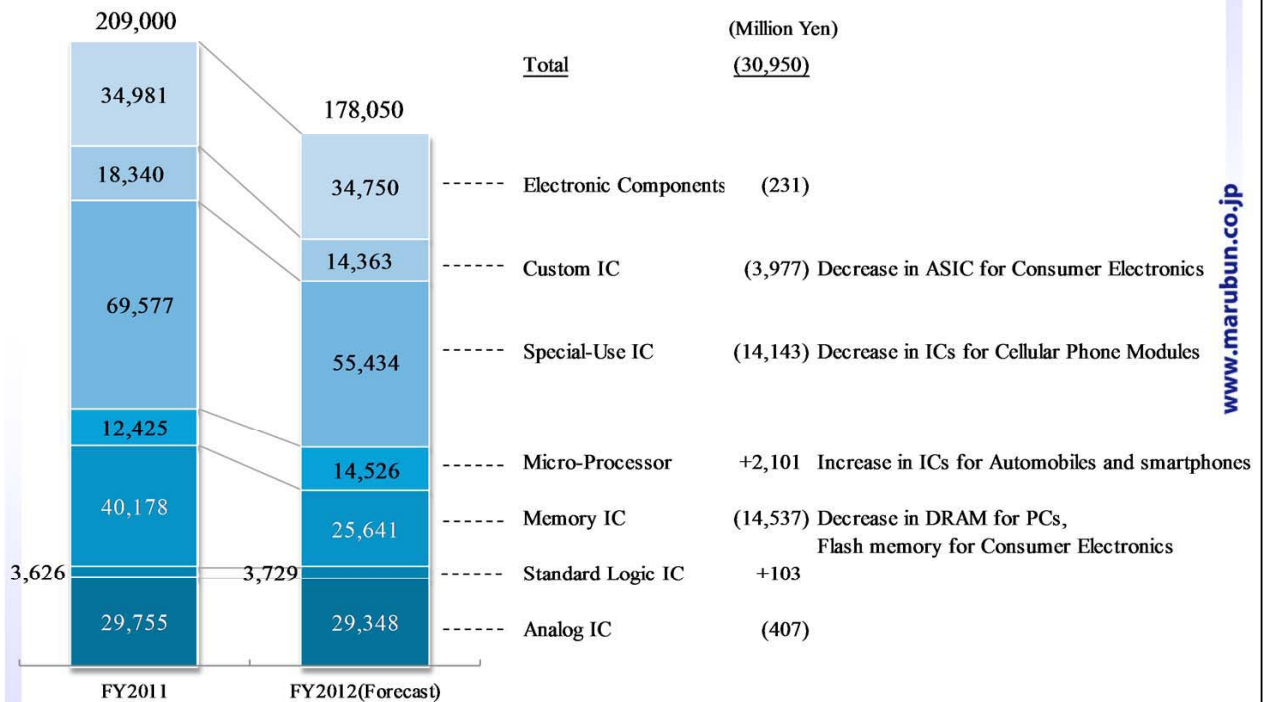
	FY2012 Current Forecast	FY2012 Initial Forecast	Change
Net Sales	214,000	238,000	(10.1%)
Electronic Devices	178,050	199,750	(10.9%)
Electronic Systems	35,950	38,250	(6.0%)
Gross Profit	17,650	18,800	(6.1%)
SG & A	14,500	15,650	(7.3%)
Operating Income	3,150	3,150	±0%
Ordinary Income	3,050	3,050	±0%
Net Income	1,400	1,550	(9.7%)

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10

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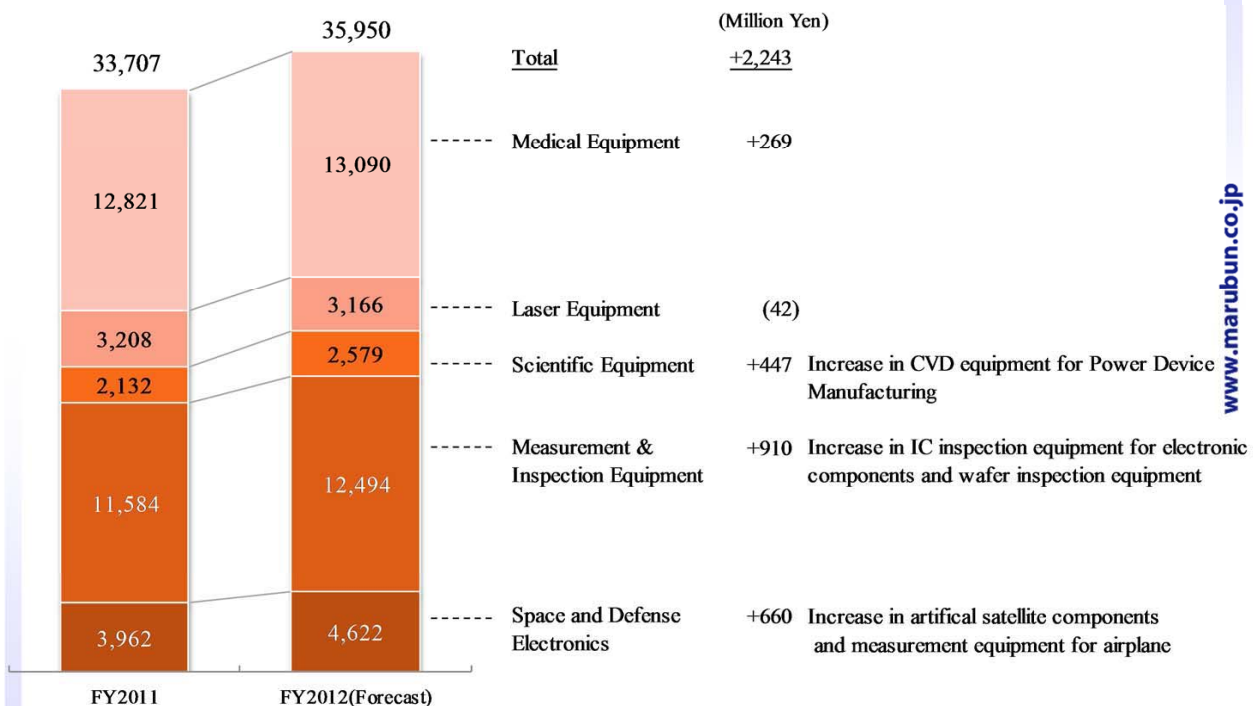
Electronic Devices – Sales Projections by Product



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Electronic Systems – Sales Projections by Product



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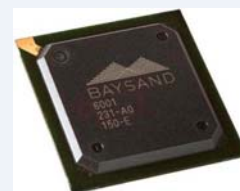
Strategies for the Electronic Devices Business

Expand our share worldwide

- Introduce a key performance indicator (KPI) representing the activities emphasized by suppliers to share strategies.
- Stress the strengths in the breadth of the lineup, technical support, and overseas support to gain more orders.
- Actively endeavor to enlarge the trading territory.

Enhance Demand Creation Function

Mobile Communications	Improve the FAE array to gain more orders related to smartphones and LTE equipment.
Automobiles	Carry out design-in activities chiefly for Engine Control Units (ECUs) and automotive navigation systems.
Video equipment	Modularize products to meet customer needs.



BaySand Inc.
structured ASIC product

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Promote development of new business merchandise

- BaySand Inc.(USA): As the exclusive distributor in Japan, strengthen sales of custom IC line cards.
- NexPower Technology Corp.(Taiwan): Gain adoptions of solar panels for mega-solar projects.
- Others: Speed up product development in the areas of passive components, printed circuit boards, energy, and the environment.

Strategies for the Electronic Systems Business

Commitments in target markets

Semiconductors and electronic components	<ul style="list-style-type: none"> ● Expand sales of testing equipment for electronic components in smartphones and tablets. ● Strengthen orders for thin film wafer inspection equipment, X-ray inspection equipment, and CVD equipment for power devices. ● Promote overseas engineering support by Foresight Techno as well as IC handler sales to customers' overseas plants.
Telecommunications and optical components	<ul style="list-style-type: none"> ● Broaden the product lineup for telecommunications infrastructure in addition to Symmetricom's time servers. ● Start selling Germany-based First Sensor's optical sensors to manufacturers of measuring equipment. ● Expand sales of US-based Excelitas' lamp products for medical equipment and laser processing equipment applications.
Medical equipment	<ul style="list-style-type: none"> ● Increase sales channels for Siemens' large image diagnostics systems in collaboration with the trading company dealing in medical equipment in which it has an ownership stake. ● Stabilize revenues and capture demand for repeat and replacement purchases by expanding maintenance services.

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Return to Shareholders

- **Dividend Forecast**

	FY2011	FY2012 (Forecast)
Annual Dividend Per Share	12yen	15yen
Interim Dividend	5yen	6yen
End of the year Dividend	7yen	9yen

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