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Summary of Consolidated Financial Results for the Third Quarter Ended December 31, 2008
1.Consolidated Financial Results for Third Quarter Ended December 31, 2008 (April 1,2008-December 31,2008)
(1) Consolidated Operating Results

|  | Net Sales |  | Operating Income |  | Ordinary Income |  | Net Income |  |
| :--- | :---: | ---: | :---: | :---: | :---: | :---: | ---: | :---: |
|  | Millions of Yen | \% | Millions of Yen | $\%$ | Millions of Yen | $\%$ | Millions of Yen |  |
| 3rd Quarter of FY2008 | 157,166 | - | 458 | - | $(282)$ | - | (973) |  |
| 3rd Quarter of FY2007 | 185,453 | $(8.7)$ | 3,336 | $(23.0)$ | 2,995 | $(33.2)$ | 1,395 |  |


|  | Net Income Per Share | Diluted Net Income <br> Per Share |  |
| :--- | ---: | ---: | ---: |
| 3rd Quarter of FY2008 | Yen | Yen |  |
| 3rd Quarter of FY2007 | $(37.24)$ | - |  |

(2) Financial Position

|  | Total Assets | Net Assets | Equity Ratio | Net Assets Per Share |
| :---: | :---: | :---: | :---: | :---: |
|  | Millions of Yen | Millions of Yen | \% | Yen |
| As of December 31, 2008 | 108,341 | 35,866 | 30.4 | 1,258.07 |
| As of March 31, 2008 | 117,338 | 38,046 | 29.8 | 1,339.15 |

2. Dividend

|  | Dividend Per Share |  |  |  |  |
| :---: | ---: | ---: | ---: | ---: | ---: |
|  | 1st Quarter | 2nd Quarter | 3rd Quarter | 4th Quarter | Full Year |
|  | Yen | Yen | Yen | Yen | Yen |
| FY2007 | - | 12.00 | - | 6.00 | 18.00 |
| FY2008 | - | 8.00 | - | - | - |
| FY2008(Forecast) | - | - | - | 0.00 | 8.00 |

3. Consolidated Financial Forecasts for the Fiscal Year Ending March 31, 2009


[^0]1.Qualitative information relating to consolidated operating results

During the first three quarters of the consolidated fiscal year under review (from April 1, 2008 to December 31, 2008), the real economy in Japan began rapidly to feel the effects of the appreciation of the yen and falling share prices, in turn a reflection of the financial crisis that emerged from the United States. Faced with a subsequent drop in exports and production, and sluggish capital investment and consumer spending, the Japanese economy weakened sharply. The global economy has entered a very difficult period, given an economic slowdown in Asia, in addition to the downturn in the United States and Europe.
In the electronics industry, the fall in prices of flat panel TVs and digital cameras accelerated, reflecting stagnant consumption. The cellular phone market also contracted, as a result of a lengthening of the replacement cycle for new handsets. Moreover, demand in the car electronics market remained sluggish, due to production adjustments in the automotive sector. In the semiconductor market, market conditions rapidly deteriorated, given the apparent inclination of customers to reduce their inventories, in addition to sluggish demand for an array of electronics equipment.
In this operating environment, net sales achieved by the Marubun Group on a consolidated basis in the first three quarters of the fiscal year under review fell $15.3 \%$ from the same period of the previous year, to 157,166 million yen, on the back of lower demand for semiconductors.
Consolidated operating income slipped $86.3 \%$ year-on-year, to 458 million yen, attributable to the impact of lower sales, as well as a higher valuation loss on inventories, which was recorded as cost of sales, as a result of the surging value of the yen.
The Group posted a consolidated ordinary loss of 282 million yen (compared with a consolidated ordinary income of 2,995 million yen for the same period in the previous year), given an exchange loss of 560 million yen.
The consolidated net loss for the first three quarters of the fiscal year under review stood at 973 million yen (compared with a consolidated net income of 1,395 million yen for the same period in the previous year), as a result of the recording of a loss on valuation of investment securities of 462 million yen as an extraordinary loss, a reflection of a fall in the prices of shares held.

Operating results by business segment are as follows.
(Electronic Devices business)
In our Electronic Device business, demand for semiconductors for cellular phone modules increased. In contrast, demand for semiconductors for game consoles dropped, while that for semiconductors and electronic components for products, such as industrial equipment, cellular phones, and office automation equipment, also declined, reflecting the economic slowdown. As a result of these developments, net sales for the business fell $16.9 \%$ from the same period of the previous year, to 132,578 million yen. Operating income for the business declined $49.5 \%$ year-on-year, to 2,554 million yen, given the impact of lower sales and a higher valuation loss on inventories.

## (Electronic Systems business)

In our Electronic System business, net sales increased for space and defense electronics, including space satellite components. However, net sales declined for medical and scientific equipment. Net sales for laser equipment also remained sluggish. As a result of these developments, net sales for the business fell $4.8 \%$ from the same period of the previous year, to 24,588 million, and operating income for the business fell $17.2 \%$ year-on-year, to 631 million yen.

Operating results by geographic segment are as follows.
(Japan)
In Japan, net sales for space and defense electronics and for semiconductors designed cellular phone modules moved higher. However, overall demand for semiconductors and electronic components decreased. As a result of these factors, net sales for Japan fell $13.3 \%$ from the same period of the previous year, to 117,667 million yen, and operating income for the segment dropped $54.5 \%$ year-onyear, to 1,946 million yen.

## (Other parts of Asia)

In other parts of Asia, net sales for semiconductors designed for game consoles and cellular phones fell. As a result, net sales for the segment declined $20.5 \%$ from the same period of the previous year, to 39,499 million yen, and operating income for the segment slipped $18.2 \%$ year-on-year, to 1,227 million yen.
2.Qualitative information relating to the consolidated financial position
(1)Assets, liabilities and net assets

Total assets at the end of the third quarter of the consolidated fiscal year under review were 108,341 million yen, down 8,996 million yen from the end of the previous consolidated fiscal year. The decline was due primarily to a 9,366 million yen fall in current assets from the end of the previous consolidated fiscal year (with a decline of 10,389 million yen in notes and accounts receivable - trade, offsetting a 1,156 million yen rise in cash and deposits).
Liabilities totaled 72,475 million yen, down 6,817 million yen from the end of the previous consolidated fiscal year. The decrease resulted mainly from a 7,210 million yen fall in current liabilities from the previous consolidated fiscal year (including a 9,783 million yen decline in notes and accounts payable trade, offsetting a 1,675 rise in short-term loans payable).
Net assets amounted to 35,866 million yen, down 2,179 million yen from the end of the previous consolidated fiscal year. The key factors for this decline included a 1,339 million yen fall in retained earnings, a 777 million yen fall in valuation and translation adjustments, and a 68 million yen decrease in minority interests.
(2)Consolidated cash flows

Cash and cash equivalents at the end of the third quarter of the consolidated fiscal year under review were 7,708 million yen, rising 1,156 million yen from the end of the previous consolidated fiscal year.
Individual cash flows during the first three quarters under review and major contributing factors are as follows.
(Cash flows from operating activities)
Funds generated by operating activities totaled 186 million yen. These increases were primarily due to a 9,238 million yen reduction in notes and accounts payable-trade, and a 9,617 million yen fall in notes and accounts receivable-trade.
(Cash flow from investing activities)
Funds used for investing activities amounted to 88 million yen. Major factors included 139 million yen in proceeds from sales of property, plant and equipment, 184 million yen for the purchase of property, plant and equipment, and 165 million yen for the purchase of intangible assets.
(Cash flows from financing activities)
Funds generated by financing activities were 1,376 million yen. The key contributor to this result was a rise in net short-term loans payable of 1,838 million yen, and cash dividends paid of 343 million yen.

## 3.Qualitative information relating to consolidated financial forecasts

The economic outlook for fiscal year 2008 suggests a continued weakening for the time being, given the increasingly severe global financial crisis, concerns about a further business slowdown, and fluctuating exchange rates.
In the semiconductor market, as contracting demand and inventory adjustments are likely to continue, the market is expected to continue to face extremely challenging conditions.
In this environment, the Group anticipates stronger sales of space and defense electronics and scientific equipment in the Electronic Systems business, but expects lower sales of medical and laser equipment. It anticipates a decline in general demand in the Electronic Devices business, reflecting the anticipated economic slowdown. Moreover, it is likely to record a higher valuation loss on inventories and exchange losses, as a result of the appreciation of the yen, and a loss on valuation of investment securities, reflecting lower share prices. As a result, the Group anticipates full-year results with net sales of 200,000 million yen, down $18.5 \%$ from the previous year, operating income of 50 million yen, dropping $98.6 \%$, ordinary loss of 850 million yen, compared with ordinary income of 2,956 million yen for the previous year, and net loss of 1,420 million yen, compared with net income of 889 million yen for the previous year.

## Consolidated Financial Statements

## (1) Consolidated Balance Sheet

|  | $\begin{array}{\|c\|} \hline \text { As of December 31, } \\ 2008 \\ \hline \end{array}$ | $\begin{gathered} \hline \text { As of March 31, } \\ 2008 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: |
| Consolidated quarterly balance sheets Assets |  |  |
|  |  |  |
| Current assets |  |  |
| Cash and deposits | 8,608 | 7,451 |
| Notes and accounts receivable-trade | 51,147 | 61,536 |
| Short-term investment securities | 11 | 17 |
| Merchandise | 30,539 | 30,978 |
| Work in process | 70 | 25 |
| Deferred tax assets | 945 | 1,875 |
| Other | 3,764 | 2,552 |
| Allowance for doubtful accounts | (63) | (48) |
| Total current assets | 95,024 | 104,390 |
| Noncurrent assets |  |  |
| Property, plant and equipment |  |  |
| Buildings and structures | 4,341 | 4,492 |
| Accumulated depreciation | $(2,631)$ | $(2,674)$ |
| Buildings and structures, net | 1,710 | 1,817 |
| Machinery, equipment and vehicles | 30 | 31 |
| Accumulated depreciation | (28) | (28) |
| Machinery, equipment and vehicles, net | 2 | 3 |
| Tools, furniture and fixtures | 2,245 | 2,215 |
| Accumulated depreciation | $(1,526)$ | $(1,388)$ |
| Tools, furniture and fixtures, net | 719 | 827 |
| Land | 2,528 | 2,546 |
| Lease assets | 7 | - |
| Accumulated depreciation | $\triangle 0$ | - |
| Lease assets, net | 6 | - |
| Construction in progress | 6 | 0 |
| Total property, plant and equipment | 4,973 | 5,195 |
| Intangible assets |  |  |
| Goodwill | 179 | 272 |
| Software | 749 | 750 |
| Other | 73 | 69 |
| Total intangible assets | 1,002 | 1,093 |
| Investments and other assets |  |  |
| Investment securities | 1,325 | 2,130 |
| Deferred tax assets | 2,028 | 441 |
| Real estate for investment | 3,094 | 3,128 |
| Accumulated depreciation | $(1,854)$ | $(1,826)$ |
| Real estate for investment, net | 1,240 | 1,301 |
| Other | 2,747 | 2,786 |
| Total investments and other assets | 7,341 | 6,659 |
| Total noncurrent assets | 13,317 | 12,948 |
| Total assets | 108,341 | 117,338 |

(Millions of Yen)

|  | $\begin{gathered} \hline \text { As of December 31, } \\ 2008 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { As of March 31, } \\ 2008 \end{gathered}$ |
| :---: | :---: | :---: |
| Liabilities |  |  |
| Current liabilities |  |  |
| Notes and accounts payable-trade | 24,950 | 34,734 |
| Short-term loans payable | 36,594 | 34,919 |
| Income taxes payable | 124 | 67 |
| Deferred tax liabilities | - | 2 |
| Provision for bonuses | 489 | 936 |
| Other | 3,287 | 1,997 |
| Total current liabilities | 65,447 | 72,658 |
| Noncurrent liabilities |  |  |
| Bonds payable | 1,193 | 1,217 |
| Bonds with subscription rights to shares | 4,000 | 4,000 |
| Deferred tax liabilities | - |  |
| Provision for retirement benefits | 1,003 | 620 |
| Provision for directors' retirement benefits | 553 | 528 |
| Other | 276 | 261 |
| Total noncurrent liabilities | 7,027 | 6,633 |
| Total liabilities | 72,475 | 79,292 |
| Net assets |  |  |
| Shareholders' equity |  |  |
| Capital stock | 6,214 | 6,214 |
| Capital surplus | 6,353 | 6,353 |
| Retained earnings | 22,585 | 23,924 |
| Treasury stock | $(1,629)$ | $(1,634)$ |
| Total shareholders' equity | 33,523 | 34,857 |
| Valuation and translation adjustments |  |  |
| Valuation difference on available-for-sale securities | (44) | 173 |
| Deferred gains or losses on hedges | (226) | (43) |
| Foreign currency translation adjustment | (370) |  |
| Total valuation and translation adjustments | (641) | 136 |
| Minority interests | 2,984 | 3,052 |
| Total net assets | 35,866 | 38,046 |
| Total liabilities and net assets | 108,341 | 117,338 |

(2) Consolidated Statements of Income


## (Consolidated quarterly statements of income)

|  | (Millions of Yen) |
| :---: | :---: |
|  | 3rd Quarter of FY2008 (The Three Month) |
| Net sales | 49,740 |
| Cost of sales | 45,722 |
| Gross profit | 4,018 |
| Selling, general and administrative expenses | 4,631 |
| Operating loss | (612) |
| Non-operating income |  |
| Interest income | 6 |
| Dividends income | 12 |
| Equity in earnings of affiliates | 48 |
| Rent of real estate for investment | 54 |
| Miscellaneous income | 32 |
| Total non-operating income | 154 |
| Non-operating expenses |  |
| Interest expenses | 151 |
| Foreign exchange losses | 481 |
| Miscellaneous loss | 73 |
| Total non-operating expenses | 707 |
| Ordinary loss | $(1,165)$ |
| Extraordinary income |  |
| Extraordinary loss |  |
| Loss on sales and retirement of noncurrent assets | 1 |
| Loss on valuation of investment securities | 302 |
| Total extraordinary losses | 304 |
| Loss before income taxes and minority interests | $(1,469)$ |
| Income taxes | (290) |
| Minority interests in income | 163 |
| Net loss | $(1,342)$ |

(Millions of Yen)

|  | 3rd Quarter of FY2008 <br> (The Nine Month) |
| :---: | :---: |
| Net cash provided by (used in) operating activities |  |
| Loss before income taxes and minority interests | (646) |
| Depreciation and amortization | 543 |
| Amortization of goodwill | 81 |
| Increase (decrease) in allowance for doubtful accounts | 18 |
| Increase (decrease) in provision for bonuses | (446) |
| Increase (decrease) in provision for directors' retirement benefits | 24 |
| Increase (decrease) in provision for retirement benefits | 372 |
| Interest and dividends income | (60) |
| Interest expenses | 454 |
| Foreign exchange losses (gains) | 134 |
| Equity in (earnings) losses of affiliates | (39) |
| Gain on sales of noncurrent assets | (95) |
| Loss (gain) on sales of real estate investment | (7) |
| Rent of real estate for investment | (164) |
| Loss on retirement of real estate investment | 0 |
| Loss (gain) on valuation of investment securities | 462 |
| Loss on sales and retirement of noncurrent assets | 4 |
| Decrease (increase) in notes and accounts receivable-trade | 9,617 |
| Decrease (increase) in inventories | 90 |
| Increase (decrease) in notes and accounts payable-trade | $(9,238)$ |
| Other, net | (335) |
| Subtotal | 768 |
| Interest and dividends income received | 59 |
| Interest expenses paid | (353) |
| Income taxes paid | (561) |
| Income taxes refund | 272 |
| Net cash provided by (used in) operating activities | 186 |
| Net cash provided by (used in) investment activities |  |
| Purchase of property, plant and equipment | (184) |
| Proceeds from sales of property, plant and equipment | 139 |
| Purchase of intangible assets | (165) |
| Purchase of investment securities | (16) |
| Proceeds from sales of investments in real estates | 23 |
| Proceeds from rental of real estate for investment | 166 |
| Collection of loans receivable | 2 |
| Other, net | (54) |
| Net cash provided by (used in) investment activities | (88) |
| Net cash provided by (used in) financing activities |  |
| Increase in short-term loans payable | 4,222 |
| Decrease in short-term loans payable | $(2,384)$ |
| Redemption of bonds | (24) |
| Proceeds from sales of treasury stock | 5 |
| Cash dividends paid | (343) |
| Cash dividends paid to minority shareholders | (98) |
| Other, net | (1) |
| Net cash provided by (used in) financing activities | 1,376 |
| Effect of exchange rate change on cash and cash equivalents | (318) |
| Net increase (decrease) in cash and cash equivalents | 1,156 |
| Cash and cash equivalents at beginning of period | 6,551 |
| Cash and cash equivalents at end of period | 7,708 |

## Consolidated Segment Information

a. Business Segments

3rd Quarter of FY2008(The Nine Month)
(Millions of Yen)

|  | Electronic <br> Devices | Electronic <br> Systems | Total |  <br> Eliminations | Consolidated |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net Sales |  |  |  |  |  |
| $(1)$ Outside Customers | 132,578 | 24,588 | 157,166 | - | 157,166 |
| $(2)$ Inter-segment | 1 | 13 | 15 | $(15)$ | -150 |
| Total Sales | 132,580 | 24,602 | 157,182 | $(15)$ | 157,166 |
| Operation Income | 2,554 | 631 | 3,186 | $(2,727)$ | 458 |

## b. Geographic Segments

3rd Quarter of FY2008(The Nine Month)

|  | Japan | Asia | Other | Total | Unallocated \& Eliminations | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales |  |  |  |  |  |  |
| (1) Outside Customers | 117,667 | 39,499 | - | 157,166 | - | 157,166 |
| (2) Inter-segment | 8,141 | 1,613 | - | 9,755 | $(9,755)$ |  |
| Total Sales | 125,809 | 41,112 | - | 166,921 | $(9,755)$ | 157,166 |
| Operation Income | 1,946 | 1,227 | (3) | 3,169 | $(2,711)$ | 458 |

## c. Net Sales to Overseas Customers

3rd Quarter of FY2008(The Nine Month)
3rd Quarter Of FY2008(The Nine Month)

|  | Asia | Other | Total |
| :--- | ---: | ---: | ---: |
| (1) Net Sales to Overseas Customers | 44,094 |  | 130 |
| (2) Consolidated Net Sales | - | 44,225 |  |
| (3) Ratio of "Net Sales to Overseas Customers" to <br> "Consolidated Net Sales" (\%) | 28.1 | - | 157,166 |


[^0]:    Note:These Financial Forecasts are based on management's assumptions and beliefs in light of the information currently available to it and therefore you should not place undue reliance on them. Marubun Corporation cautions you that a number of important factors could cause actual results to differ materially from those discussed in the forward- looking statements.

