## MARLELN CDRPDRATIDN

Head Office : 8-1 Nihonbashi Odenmacho, Chuo-ku, Tokyo, Japan
Code No. : 7537
(URL http://www.marubun.co.jp)
FASF
MEMBERSHIP
Contact : Corporate Planning Dept. , Phone +81-3-3639-3010, Fax +81-3-5644-7693

## Summary of Consolidated Financial Results for the Six Months Ended September 30, 2009

1. Consolidated Financial Results for the Six Months Ended September 30, 2009 (April 1,2009- September 30,2009)
(1) Consolidated Operating Results

|  | Net Sales | Operating Income | Ordinary Income | Net Income |  |
| :---: | :---: | ---: | ---: | ---: | ---: |
| For the Six months ended | Millions of Yen | $\%$ | Millions of Yen | $\%$ | Millions of Yen |
| September 30, 2009 | 100,424 | $(6.5)$ | 385 | $(64.0)$ | $(325)$ |
| September 30, 2008 | 107,425 | - | $-1,071$ | - | Millions of Yen |


|  | Net Income Per Share | Diluted Net Income <br> Per Share |
| :---: | :---: | :---: |
| For the Six months ended | Yen | Yen |
| September 30, 2009 | $(10.70)$ | - |
| September 30, 2008 | 14.12 | - |

(2) Financial Position

|  | Total Assets | Net Assets | Equity Ratio | Net Assets <br> Per Share |
| :---: | :---: | :---: | :---: | :---: |
| Ms of September 30, 2009 | Millions of Yen | Millions of Yen | $\%$ | Yen |
| As of March 31, 2009 | 112,167 | 34,901 | 28.6 | $1,227.99$ |
|  | 105,583 | 34,686 | 30.3 | $1,223.22$ |

## 2. Dividend

|  | Dividend Per Share |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st Quarter | 2nd Quarter | 3rd Quarter | 4th Quarter | Full Year |
|  | Yen | Yen | Yen | Yen | Yen |
| Fiscal Year ended March 31, 2009 | - | 8.00 | - | 0.00 | 8.00 |
| Fiscal Year <br> ending March 31, 2010 | - | 3.00 | - | - | - |
| Fiscal Year ending March 31, 2010 (Forecast) | - | - | - | 5.00 | 8.00 |

3. Consolidated Financial Forecasts for the Fiscal Year Ending March 31, 2010

|  | Net Sales | Operating Income | Ordinary Income | Net Income |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| For the Fiscal Year ending | Millions of Yen | $\%$ | Millions of Yen | $\%$ | Millions of Yen |
| March 31, 2010 |  |  |  |  |  |

$\left.\begin{array}{|c|c|}\hline & \text { Net Income Per Share } \\ \hline \text { For the Fiscal Year ending } & \text { Yen } \\ \text { March 31, 2010 }\end{array}\right] 22.96$

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.

## 1. Qualitative information relating to consolidated operating results

During the first half of the consolidated fiscal year under review (from April 1, 2009 to September 30, 2009), the J apanese economy saw a sustained tightening of capital spending and worsening employment, accompanied by major falls in corporate earnings. Some positive signs were evident in export, production, and individual consumption.

The electronics industry, where the Marubun Group is positioned, continued to face generally severe conditions, although positive indicators emerged, including an increase in shipments of flat- screen TV sets induced by the ecopoints system and a firm performance in PC and smartphone markets during the term. Meanwhile, the semiconductor market completed a round of inventory adjustments and began a slow recovery.

Under this environment, the Group' s consolidated net sales for the first half under review fell $6.5 \%$ from the same period of the previous year, to 100,424 million yen. Consolidated operating income fell $64.0 \%$ from the same period of the previous year, to 385 million yen, reflecting falls in net sales and the gross profit margin, despite efforts to reduce labor costs and expenses.

The consolidated ordinary loss stood at 325 million yen (compared with a consolidated ordinary income of 882 million yen for the same period in the previous year), due primarily to the posting of an exchange loss of 486 million yen and a decrease of 102 million yen from the same period of the previous year in equity in earnings of affiliates. The first half consolidated net loss stood at 279 million yen (compared with a consolidated net income of 369 million yen for the same period in the previous year).

Operating results by business segment are as follows.

## (Electronic Devices business)

In the Electronic Devices business, although demand for LCD panels for TV sets, and semiconductors for cellular phone modules and personal computers increased, demand for semiconductors and electronic components for industrial equipment, automobiles, and office automation equipment remained sluggish under the impacts in sluggish economy. As a result, net sales fell $3.5 \%$ from the same period of the previous year, to 87,761 million yen, while operating income recorded 735 million yen.

## (Electronic Systems business)

In the Electronic Systems business, demand for measurement inspection equipment was weak owing to tightened capital spending in the corporate sector although sales of medical equipment was steady and scientific equipment sales also increased. Sales of laser equipment, including optical communications components, also remained weak during the term. As a result, net sales fell by $23.4 \%$ from the same period of the previous year to 12,663 million yen. Operating loss stood at 345 million yen.

Operating results by geographic segment are as follows.

## (J apan)

In J apan, sales of measurement inspection equipment and laser equipment declined. Sales of semiconductors were also weak for industrial equipment and automobiles. However, sales of LCD panels, and semiconductors for cellular phone modules and personal computers were brisk during the term. As a result, net sales rose slightly, climbing $0.7 \%$ from the same period of the previous year to 81,890 million yen. Operating income stood at 142 million yen.

## (Other parts of Asia)

In other parts of Asia, sales of semiconductors for cellular phones declined. Sales of semiconductors for consumer electronics and office automation equipment also remained weak. As a result, net sales from the segment declined by $29.1 \%$ year from the same period of the previous year to 18,533 million yen. Operating income stood at 256 million yen.
2. Qualitative information relating to the consolidated financial position
(1) State of assets, liabilities and net assets

Total assets at the end of the consolidated first half under review stood at 112,167 million yen, an increase of 6,583 million yen from the end of the previous consolidated fiscal year. The result principally reflects a rise of 6,984 million yen in current assets (cash and deposits decreased 705 million yen and merchandise decreased 4,707 million yen, while notes and accounts receivable -trade increased 14,074 million yen).

Liabilities rose 6,368 million yen from the end of the previous consolidated fiscal year, to 77,265 million yen. The result is ascribed to an increase of 10,243 million yen in current liabilities (short- term loans decreased 1,008 million yen, while notes and accounts payable -trade increased 11,186 million yen).

Net assets increased 214 million yen from the end of the previous consolidated fiscal year, to 34,901 million yen. The increase was attributable mainly to an increase of 217 million yen in the valuation difference on available-forsale securities and an increase of 220 million yen in foreign currency translation adjustments despite a decrease of 279 million yen in retained earnings.
(2) State of consolidated cash flows

Cash and cash equivalents (hereinafter referred to as "funds") at the end of the first half under review stood at 18,230 million yen, a decrease of 1,841 million yen compared to the end of the previous consolidated fiscal year. Individual cash flows during the consolidated first half under review and their key components are as follows:
(Cash flows from operating activities)
Funds generated by operating activities came to 3,927 million yen. The main factors include an increase of 13,794 million yen in accounts receivable, an increase of 11,070 million yen in accounts payable, a decrease of 4,856 million yen in inventories, a decrease of 721 million yen in advance money in Other, and a decrease of 774 million yen in accounts due.
(Cash flows from investing activities)
Funds used for investing activities decreased to 621 million yen. This primarily reflects an expenditure of 635 million yen allocated to a time deposit.
(Cash flows from financing activities)
Funds used for financing activities decreased to 5,207 million yen. The key contributors to this result include a net decrease of 1,096 million yen in short- term loans payable and an expenditure of 4,000 million yen in the redemption of bonds with subscription rights to shares.
3. Qualitative information relating to consolidated financial forecasts

Our full- year consolidated financial results forecast for the fiscal year ending March 2010 is revised from the financial results forecast announced on May 11, 2009. Full- year net sales are projected at 210,000 million yen (up $5.0 \%$ from the same period of the previous year) in anticipation of rising sales of LCD panels and semiconductors for cellular phone modules from the Electronic Devices business, despite an anticipated decrease in demand for measurement inspection equipment and laser equipment in the Electronic Systems business. Operating income is projected at 2,300 million yen (up 107.4\% from the same period of the previous year), ordinary income at 1,350 million yen (49 million yen for the previous term), and net income at 600 million yen (a net loss of 1,399 million yen for the previous term), owing to a reduction in labor costs and general expenses.

For details about the revision in the financial results forecast, please refer to the "Notice of difference from financial results forecast for the first half of the fiscal year ending March 2010 and revision of full- year financial results forecast" disclosed otherwise on this date of November 6, 2009.

Consolidated Financial Statements
(1)Consolidated Balance Sheets (Results)

| (Millions of Yen) |  |  |
| :---: | :---: | :---: |
|  | As of September 30, 2009 | As of March 31, 2009 |
| Assets |  |  |
| Current assets |  |  |
| Cash and deposits | 20,265 | 20,971 |
| Notes and accounts receivable-trade | 56,891 | 42,817 |
| Merchandise and finished goods | 19,049 | 23,756 |
| Work in process | 25 | 16 |
| Deferred tax assets | 1,179 | 1,233 |
| Other | 2,001 | 3,616 |
| Allowance for doubtful accounts | (50) | (32) |
| Total current assets | 99,362 | 92,378 |
| Noncurrent assets |  |  |
| Property, plant and equipment |  |  |
| Buildings and structures | 4,153 | 4,359 |
| Accumulated depreciation | $(2,536)$ | $(2,648)$ |
| Buildings and structures, net | 1,616 | 1,710 |
| Machinery, equipment and vehicles | 30 | 30 |
| Accumulated depreciation | (28) | (28) |
| Machinery, equipment and vehicles, net | 1 | 2 |
| Tools, furniture and fixtures | 2,264 | 2,292 |
| Accumulated depreciation | $(1,633)$ | $(1,578)$ |
| Tools, furniture and fixtures, net | 630 | 713 |
| Land | 2,528 | 2,528 |
| Lease assets | 7 | 7 |
| Accumulated depreciation | (1) | (0) |
| Lease assets, net | 5 | 6 |
| Construction in progress | 36 | 20 |
| Total property, plant and equipment | 4,820 | 4,982 |
| Intangible assets |  |  |
| Goodwill | 89 | 149 |
| Other | 737 | 848 |
| Total intangible assets | 826 | 997 |
| Investments and other assets |  |  |
| Investment securities | 1,560 | 1,201 |
| Long-term loans receivable | 8 | 9 |
| Deferred tax assets | 2,280 | 2,114 |
| Real estate for investment | 3,095 | 3,076 |
| Accumulated depreciation | $(1,888)$ | $(1,859)$ |
| Real estate for investment, net | 1,207 | 1,217 |
| Other | 2,101 | 2,682 |
| Total investments and other assets | 7,158 | 7,225 |
| Total noncurrent assets | 12,804 | 13,205 |
| Total assets | 112,167 | 105,583 |


|  | As of September 30, 2009 | As of March 31, 2009 |
| :---: | :---: | :---: |
| Liabilities |  |  |
| Current liabilities |  |  |
| Notes and accounts payable-trade | 37,119 | 25,932 |
| Short-term loans payable | 13,770 | 14,778 |
| Current portion of bonds | 48 | 48 |
| Income taxes payable | 73 | 92 |
| Deferred tax liabilities | 0 | 3 |
| Provision for bonuses | 602 | 543 |
| Other | 2,387 | 2,359 |
| Total current liabilities | 54,003 | 43,760 |
| Noncurrent liabilities |  |  |
| Bonds payable | 1,144 | 1,168 |
| Bonds with subscription rights to shares | - | 4,000 |
| Long-term loans payable | 20,000 | 20,000 |
| Provision for retirement benefits | 1,345 | 1,129 |
| Provision for directors' retirement benefits | 521 | 566 |
| Other | 251 | 272 |
| Total noncurrent liabilities | 23,262 | 27,136 |
| Total liabilities | 77,265 | 70,897 |
| Net assets |  |  |
| Shareholders' equity |  |  |
| Capital stock | 6,214 | 6,214 |
| Capital surplus | 6,353 | 6,353 |
| Retained earnings | 21,879 | 22,158 |
| Treasury stock | $(1,629)$ | $(1,629)$ |
| Total shareholders' equity | 32,817 | 33,097 |
| Valuation and translation adjustments |  |  |
| Valuation difference on available-for-sale securities | 93 | (124) |
| Deferred gains or losses on hedges | (172) | (138) |
| Foreign currency translation adjustment | (642) | (862) |
| Total valuation and translation adjustments | (721) | $(1,125)$ |
| Minority interests | 2,805 | 2,715 |
| Total net assets | 34,901 | 34,686 |
| Total liabilities and net assets | 112,167 | 105,583 |

(2) Consolidated Statements of Income

| (Millions of Yen) |  |  |
| :---: | :---: | :---: |
|  | Six Months ended September 30, 2008 | Six Months ended September 30, 2009 |
| Net sales | 107,425 | 100,424 |
| Cost of sales | 96,809 | 92,640 |
| Gross profit | 10,615 | 7,784 |
| Selling, general and administrative expenses | 9,544 | 7,399 |
| Operating income | 1,071 | 385 |
| Non-operating income |  |  |
| Interest income | 20 | 10 |
| Dividends income | 20 | 12 |
| Equity in earnings of affiliates | 116 | 13 |
| Rent of real estate for investment | 110 | 95 |
| Miscellaneous income | 78 | 83 |
| Total non-operating income | 346 | 214 |
| Non-operating expenses |  |  |
| Interest expenses | 302 | 295 |
| Foreign exchange losses | 78 | 486 |
| Miscellaneous loss | 153 | 142 |
| Total non-operating expenses | 534 | 925 |
| Ordinary income (loss) | 882 | (325) |
| Extraordinary income |  |  |
| Gain on sales of noncurrent assets | 95 | - |
| Gain on sales of real estate for investment | 7 | 34 |
| Total extraordinary income | 102 | 34 |
| Extraordinary loss |  |  |
| Loss on sales and retirement of noncurrent assets | 2 | 5 |
| Loss on valuation of investment securities | 159 | 1 |
| Loss on valuation of golf club membership | - | 1 |
| Loss on retirement of real estate for investment | 0 | - |
| Business structure improvement expenses | - | 123 |
| Total extraordinary losses | 162 | 131 |
| Income (loss) before income taxes and minority interests | 822 | (422) |
| Income taxes | 328 | (168) |
| Minority interests in income | 124 | 25 |
| Net income (loss) | 369 | (279) |


|  | (Millions of Yen) |  |
| :---: | :---: | :---: |
|  | Six Months ended September 30, 2008 | Six Months ended September 30, 2009 |
| Net cash provided by (used in) operating activities |  |  |
| Income (loss) before income taxes and minority interests | 822 | (422) |
| Depreciation and amortization | 356 | 340 |
| Amortization of goodwill | 54 | 54 |
| Increase (decrease) in allowance for doubtful accounts | 9 | 16 |
| Increase (decrease) in provision for bonuses | 74 | 58 |
| Increase (decrease) in provision for directors' retirement | 11 | (44) |
| Increase (decrease) in provision for retirement benefits | 248 | 216 |
| Interest and dividends income | (41) | (22) |
| Interest expenses | 302 | 295 |
| Foreign exchange losses (gains) | (34) | 54 |
| Equity in (earnings) losses of affiliates | (60) | (13) |
| Loss (gain) on sales of property, plant and equipment | (95) | - |
| Loss (gain) on sales of real estate investment | (7) | (34) |
| Rent of real estate for investment | (110) | (95) |
| Loss on retirement of real estate investment | 0 | - |
| Loss (gain) on valuation of investment securities | 159 | 1 |
| Loss on valuation of golf club memberships | - | 1 |
| Loss on retirement of property, plant and equipment | 2 | 5 |
| Decrease (increase) in notes and accounts receivable-trade | 5,490 | $(13,794)$ |
| Decrease (increase) in inventories | (602) | 4,856 |
| Increase (decrease) in notes and accounts payable-trade | $(3,707)$ | 11,070 |
| Other, net | (510) | 1,722 |
| Subtotal | 2,362 | 4,267 |
| Interest and dividends income received | 41 | 21 |
| Interest expenses paid | (310) | (264) |
| Income taxes paid | (440) | (201) |
| Income taxes refund | 272 | 104 |
| Net cash provided by (used in) operating activities | 1,925 | 3,927 |
| Net cash provided by (used in) investing activities |  |  |
| Payments into time deposits | - | (635) |
| Purchase of property, plant and equipment | (125) | (82) |
| Proceeds from sales of property, plant and equipment | 139 | 0 |
| Purchase of intangible assets | (102) | (36) |
| Purchase of investment securities | (11) | (10) |
| Proceeds from sales of investments in real estates | 23 | 34 |
| Proceeds from rental of real estate for investment | 110 | 94 |
| Collection of loans receivable | 1 | 0 |
| Other, net | (55) | 12 |
| Net cash provided by (used in) investing activities | (18) | (621) |
| Net cash provided by (used in) financing activities |  |  |
| Increase in short-term loans payable | 3,859 | 1,416 |
| Decrease in short-term loans payable | $(3,634)$ | $(2,513)$ |
| Redemption of bonds | (24) | (24) |
| Redemption of bonds with subscription rights to shares | - | $(4,000)$ |
| Proceeds from sales of treasury stock | 5 | - |
| Cash dividends paid | (157) | (0) |
| Cash dividends paid to minority shareholders | (98) | (84) |
| Other, net | (0) | (1) |
| Net cash provided by (used in) financing activities | (49) | $(5,207)$ |
| Effect of exchange rate change on cash and cash equivalents | (55) | 60 |
| Net increase (decrease) in cash and cash equivalents | 1,802 | $(1,841)$ |
| Cash and cash equivalents at beginning of period | 6,551 | 20,071 |
| Cash and cash equivalents at end of period | 8,354 | 18,230 |

## Consolidated Segment Information

## a. Business Segments

Six Months ended September 30, 2008

| Six Months ended Se | 008 |  |  |  | (Millions of Yen) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Electronic Devices | Electronic Systems | Total | Unallocated \& Eliminations | Consolidated |
| Net Sales |  |  |  |  |  |
| (1) Outside Customers | 90,899 | 16,526 | 107,425 | - | 107,425 |
| (2) Inter-segment | 0 | 10 | 10 | (10) | - |
| Total Sales | 90,899 | 16,536 | 107,435 | (10) | 107,425 |
| Operation Income | 2,401 | 503 | 2,905 | $(1,834)$ | 1,071 |

Six Months ended September 30, 2009

|  | $\begin{gathered} \hline \text { Electronic } \\ \text { Devices } \\ \hline \end{gathered}$ | Electronic Systems | Total | Unallocated \& Eliminations | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales |  |  |  |  |  |
| (1) Outside Customers | 87,761 | 12,663 | 100,424 | - | 100,424 |
| (2) Inter-segment | 0 | 17 | 17 | (17) | - |
| Total Sales | 87,761 | 12,681 | 100,442 | (17) | 100,424 |
| Operation Income(loss) | 735 | (345) | 390 | (4) | 385 |

## b. Geographic Segments

Six Months ended September 30, 2008

|  | Japan | Asia | Other | Total | Unallocated \& Eliminations | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| I Net Sales |  |  |  |  |  |  |
| (1) Outside Customers | 81,291 | 26,134 | - | 107,425 | - | 107,425 |
| (2) Inter-segment | 6,397 | 1,254 | - | 7,652 | $(7,652)$ | - |
| Total Sales | 87,689 | 27,388 | - | 115,077 | $(7,652)$ | 107,425 |
| Operation Income(loss) | 1,351 | 1,576 | (2) | 2,926 | $(1,854)$ | 1,071 |

Six Months ended September 30, 2009

| Six Months ended September 30, 2009 |
| :--- |
| \begin{tabular}{\|l|r|r|r|r|r|r|}
\hline
\end{tabular} |
| Net Sales |
| (Millions of Yen) |
| (1) Outside Customers |
| (2) Inter-segment |

c. Net Sales to Overseas Customers

Six Months ended September 30, 2008
Six Months ended September 30, 2008

|  | (Millions of Yen) |  |  |
| :--- | ---: | ---: | ---: |
| I Net Sales to Overseas Customers | Asia | Other | Total |
| II Consolidated Net Sales | 28,752 | 88 | 28,841 |
| IIIRatio of "Net Sales to Overseas Customers" to <br> "Consolidated Net Sales"$\quad-\quad 107,425$ |  |  |  |

Six Months ended September 30, 2009
Six Months ended September 30, 2009

|  | (Millions of Yen) |  |  |
| :--- | ---: | ---: | ---: |
| I Net Sales to Overseas Customers | 24,895 | Other | Total |
| II Consolidated Net Sales | - | 24 | 24,920 |
| IIIRatio of "Net Sales to Overseas Customers" to <br> "Consolidated Net Sales" | 24.8 | - | 100,424 |

