## MARLELN CORPDRATIDN

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## Summary of Consolidated Financial Results for the First Quarter Ended June 30, 2008

1. Consolidated Financial Results for First Quarter Ended June 30, 2008 (April 1,2008-June 30,2008)
(1) Consolidated Operating Results

|  | Net Sales | Operating Income | Ordinary Income | Net Income |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Millions of Yen | $\%$ | Millions of Yen | $\%$ | Millions of Yen | $\%$ |
| 1st Quarter of FY2008 | 48,785 | - | 221 | - | 197 | - |
| 1st Quarter of FY2007 | 62,156 | $(1.0)$ | 1,133 | 22.1 | 1,242 | 43.2 |


|  | Net Income Per Share | Diluted Net Income <br> Per Share |  |
| :--- | ---: | ---: | ---: |
|  | Yen |  | Yen |
| 1st Quarter of FY2008 | 3.18 |  | - |
| 1st Quarter of FY2007 | 20.33 | 20.33 |  |

(2) Financial Position

|  | Total Assets | Net Assets | Equity Ratio | Net Assets <br> Per Share |
| :---: | ---: | ---: | ---: | ---: |
|  | Millions of Yen | Millions of Yen | $\%$ | Yen |
| As of June 30, 2008 | 110,514 | 37,449 | 31.4 | $1,327.54$ |
| 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 |
|  | - | 12.00 | - | 6.00 | 18.00 |
|  | - | - | - | - | - |

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

|  | Net Sales |  | Operating Income |  | Ordinary Income |  | Net Income |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Millions of Yen | \% | Millions of Yen | \% | Millions of Yen | \% | Millions of Yen | \% |
| Interim | 107,500 | (13.4) | 610 | (71.5) | 440 | (76.2) | 95 | (89.3) |
| Fu II Year | 250,000 | 1.9 | 4,200 | 15.1 | 3,800 | 28.6 | 1,950 | 119.3 |
|  | Net Income Per Share |  |  |  |  |  |  |  |
|  |  | Yen |  |  |  |  |  |  |
| Interim |  | 3.56 |  |  |  |  |  |  |
| Fu II Year |  | 73.12 |  |  |  |  |  |  |

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 quarter under review (from April 1, 2008 to J une 30, 2008), the J apanese economy stalled, the result of a slowdown in capital investment and personal consumption attributable to the appreciation of raw material prices. Outside J apan, economies sustained expansion in China and other countries in Asia. Moderate business recovery also continued in Europe. However, a sense of uncertainty about the future grew stronger worldwide, a reflection of the weakening U.S. economy.
In the electronics industry, to which the Marubun Group belongs, flat panel TVs sustained their strong performance, and demand grew for products such as next- generation DVD recorders. Meanwhile, in the semiconductors market, DRAM prices finally stopped falling, yet conditions remained tough because of generally weak demand.
In this operating environment, net sales achieved by the Group in the first quarter under review fell $21.5 \%$ from the same quarter of the previous year, to 48,785 million yen, reflecting lower results for the Electronic Devices business. Reflecting the net sales decline, consolidated operating income plunged $80.5 \%$ year on year, to 221 million yen, consolidated ordinary income dropped $84.1 \%$ year on year, to 197 million yen, and quarterly consolidated net income decreased $84.8 \%$ year on year, to 82 million yen.

Operating results by business segment are as follows.
(Electronic Devices business)
In our Electronic Devices business, net sales increased for semiconductors for products, including invehicle electronics and flat panel TVs, and demand grew for LCD panels. However, net sales for semiconductors designed for game consoles and cellular phones decreased. As a result of these developments, net sales for the business fell 24.1\% from the same quarter of the previous year, to 41,899 million yen, and operating income for the business dropped 44.1\%year on year, to 1,109 million yen.
(Electronic Systems business)
In our Electronic Systems business, net sales expanded for space and defense electronics, including space satellite components. Scientific equipment also performed strongly. However, net sales declined for medical and laser equipment. As a result of these developments, net sales for the business fell $1.2 \%$ from the same quarter of the previous year, to 6,892 million yen. Meanwhile, the business generated operating income of 26 million yen with the improvement in the gross profit rate (compared with an operating loss of 28 million yen for the same quarter of the previous year).

Operating results by geographic segment are as follows.
(J apan)
In J apan, net sales rose for products, including space and defense electronics and liquid crystal panels. However, net sales decreased for semiconductors designed for game consoles and cellular phones. Because of these factors, net sales for J apan fell $14.7 \%$ from the same quarter of the previous year, to 41,386 million yen, and operating income for the segment declined $28.9 \%$ year on year, to 880 million yen.
(Other parts of Asia)
In other parts of Asia, net sales for semiconductors designed for game consoles and cellular phones. As a result, net sales for the segment plunged $46.6 \%$ from the same quarter of the previous year, to 11,505 million yen, and operating income for the segment dived $63.4 \%$ year on year, to 268 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 first quarter under review were 110,514 million yen, down 6,824 million yen from the end of the previous consolidated fiscal year. The decline owed primarily to a 6,959 million yen fall in current assets from the end of the previous year (a 9,750 million yen drop in notes and accounts receivabletrade).
Liabilities totaled 73,065 million yen, down 6,226 million yen from the end of the previous consolidated fiscal year. The decrease resulted mainly from a 6,381 million yen fall in current liabilities from the end of the previous consolidated fiscal year (including a 4,794 million yen decline in notes and accounts payable-trade and a 2,036 million yen reduction in short- term loans payable).
Net assets amounted to 37,449 million yen, down 597 million yen from the end of the previous consolidated fiscal year. The key factors in this decline included a 73 million yen fall in retained earnings and a 465 million yen decrease in foreign currency translation adjustments.
As a result, the equity ratio rose 1.6 percentage points from $29.8 \%$ at the end of the previous consolidated fiscal year, to 31.4\%
(2) State of consolidated cash flows

Cash and cash equivalents (hereinafter referred to as "funds" ) at the end of the first quarter under review came to 7,644 million yen, rising 1,092 million yen from the end of the previous consolidated fiscal year.
Individual cash flows during the first quarter under review and major factors are as follows.
(Cash flows from operating activities)
Funds generated by operating activities totaled 3,289 million yen (compared with fund increases of 8,444 million yen in the same quarter of the previous year). The increases owed primarily to a 4,100 million yen reduction in accounts payable, a 1,279 million yen rise in inventories, and an 8,734 million yen decrease in accounts receivable.
(Cash flows from investing activities)
Funds used for investing activities amounted to 102 million yen (compared with funds used of 175 million yen for the same quarter of the previous year). Major factors included 23 million yen in proceeds from sale of investments in real estate, 55 million yen in proceeds from rental of real estate for investments, 63 million yen in purchase of property, plant and equipment, and 60 million yen in purchase of intangible assets. (Cash flows from financing activities)
Funds used for financing activities were 1,956 million yen (compared with funds used of 6,378 million yen in the same quarter of the previous year). The key contributor to this result was a decrease in net short- term loans payable of 1,820 million yen.
3. Qualitative information relating to consolidated financial forecasts

As of the time of reporting, no change has been made to the financial forecasts announced by the Group on May 12, 2008.

## Consolidated Financial Statements

(1) Consolidated Balance Sheet
(Millions of Yen)

|  | As of June 30, 2008 | As of March 31, 2008 |
| :---: | :---: | :---: |
| (Assets) |  |  |
| Current assets |  |  |
| Cash and deposits | 8,544 | 7,451 |
| Notes and accounts receivable-trade | 51,786 | 61,536 |
| Short-term investment securities | 18 | 17 |
| Marchandise | 31,835 | 30,978 |
| Work in process | 45 | 25 |
| Deferred tax assets | 1,788 | 1,875 |
| Other | 3,465 | 2,552 |
| Allowance for doubtful accounts | (53) | (48) |
| Total current assets | 97,430 | 104,390 |
| Noncurrent assets |  |  |
| Property, plant and equipment |  |  |
| Buildings and structures | 4,446 | 4,492 |
| Accumulated depreciation | $(2,669)$ | $(2,674)$ |
| Buildings and structures, net | 1,777 | 1,817 |
| Machinery, equipment and vehicles | 44 | 31 |
| Accumulated depreciation | (41) | (28) |
| Machinery, equipment and vehicles, net | 3 | 3 |
| Tools, furniture and fixtures | 2,240 | 2,215 |
| Accumulated depreciation | $(1,427)$ | $(1,388)$ |
| Tools, furniture and fixtures, net | 813 | 827 |
| Land | 2,538 | 2,546 |
| Construction in progress | 0 | 0 |
| Total Property, plant and equipment | 5,132 | 5,195 |
| Intangible assets |  |  |
| Goodwill | 239 | 272 |
| Software | 698 | 750 |
| Other | 115 | 69 |
| Total Intangible fixed assets | 1,054 | 1,093 |
| Investments and other assets |  |  |
| Investment securities | 2,340 | 2,130 |
| Long-term loans receivable | 10 | 10 |
| Deferred tax assets | 504 | 441 |
| Real estate for investment | 3,094 | 3,128 |
| Accumulated depreciation | $(1,824)$ | $(1,826)$ |
| Real estate for investment, net | 1,270 | 1,301 |
| Other | 2,772 | 2,776 |
| Total investments and other assets | 6,898 | 6,659 |
| Total noncurrent assets | 13,084 | 12,948 |
| Total assets | 110,514 | 117,338 |

(Millions of Yen)

|  | As of June 30, 2008 | As of March 31, 2008 |
| :---: | :---: | :---: |
| (Liabilities) |  |  |
| Current liabilities |  |  |
| Notes and accounts payable-trade | 29,939 | 34,734 |
| Short-term loans payable | 32,882 | 34,919 |
| Income tax payable | 63 | 67 |
| Deferred tax liabilities | 2 | 2 |
| Provision for bonuses | 1,416 | 936 |
| Other | 1,971 | 1,997 |
| Total current liabilities | 66,276 | 72,658 |
| Noncurrent liabilities |  |  |
| Bonds payable | 1,217 | 1,217 |
| Bonds with subscription rights to shares | 4,000 | 4,000 |
| Deferred tax liabilities | 18 | 5 |
| Provision for retirement benefits | 749 | 620 |
| Provision for directors' and corporate auditors' retirement benefits | 543 | 528 |
| Other | 259 | 261 |
| Total noncurrent liabilities | 6,788 | 6,633 |
| Total liabilities | 73,065 | 79,292 |
| Net assets) |  |  |
| Shareholders' equity |  |  |
| Capital stock | 6,214 | 6,214 |
| Capital surplus | 6,353 | 6,353 |
| Retained earnings | 23,850 | 23,924 |
| Treasury stock | $(1,629)$ | $(1,634)$ |
| Total shareholders' equity | 34,789 | 34,857 |
| Valuation and translation adjustments |  |  |
| Valuation difference on available-for-sale securities | 299 | 173 |
| Deferred gains or losses on hedges | 68 | (43) |
| Foreign currency translation adjustments | (459) | 6 |
| Total valuation and translation adjustments | (90) | 136 |
| Minority interests | 2,750 | 3,052 |
| Total net assets | 37,449 | 38,046 |
| Total liabilities and net assets | 110,514 | 117,338 |

## (2) Consolidated Statements of Income

| (Millions of Yen) |  |  |
| :---: | :---: | :---: |
|  | 1st Quarter of FY2008 <br> (The three Month) | 1st Quarter of FY2007 <br> (The three Month) |
| Net sales | 48,785 | 62,156 |
| Cost of sales | 43,734 | 56,353 |
| Gross profit | 5,051 | 5,803 |
| Selling, general and administrative expenses | 4,830 | 4,669 |
| Operating income | 221 | 1,133 |
| Non-operating income |  |  |
| Interest income | 7 | 10 |
| Dividends income | 16 | 15 |
| Equity in earnings of affiliates | 49 | 38 |
| Rent of real estate for investment | 55 | 54 |
| Miscellaneous income | 63 | 288 |
| Total non-operating income | 192 | 406 |
| Non-operating expenses |  |  |
| Interest expenses | 148 | 174 |
| Loss on sales of accounts receivable | 27 | 68 |
| Miscellaneous loss | 39 | 55 |
| Total non-operating expenses | 215 | 298 |
| Ordinary income | 197 | 1,242 |
| Extraordinary income |  |  |
| Gain on sales of noncurrent assets | 1 | 0 |
| Gain on sales of real estate for investment | 7 | 0 |
| Other |  | 0 |
| Total extraordinary income | 9 | 0 |
| Extraordinary loss |  |  |
| Loss on sales and retirement of noncurrent assets | 0 | 4 |
| Total extraordinary loss | 0 | 4 |
| Income before income taxes | 205 | 1,238 |
| Income Taxes | 97 | 574 |
| Minority interests in income | 25 | 116 |
| Net income | 82 | 547 |

## (3) Consolidated Statements of Cash Flows

|  |  | (Millions of Y |
| :---: | :---: | :---: |
|  | 1st Quarter of FY2008 (The three Month) | $\begin{gathered} \text { 1st Quarter of } \\ \text { FY2007 } \\ \text { (The three Month) } \\ \hline \end{gathered}$ |
|  | Amount | Amount |
| Net cash providedby (used in) operating activities |  |  |
| Income before Income taxes | 205 | 1,238 |
| Depreciation and amortization | 175 | 292 |
| Amortization of goodwill | 27 | 23 |
| Increase(decrease) in allowance for doubtful accounts | 9 | 13 |
| Increase(decrease) in provision for bonuses | 480 | (243) |
| Increase(decrease) in provision for directors' and corporate auditors' retirement benefits | 14 | (2) |
| Increase(decrease) in Provision for retirement benefits | 128 | (10) |
| Interest and dividends income | (23) | (25) |
| Interest expenses | 148 | 174 |
| Equity in earnings(losses) of affiliates | (49) | 13 |
| Gain (Loss) on sales of property, plant and equipment | (1) |  |
| Gain (Loss) on sales of real estate for Investment | (7) |  |
| Rent of real estate for investment | (55) | (54) |
| Gain (loss) on sales and retirement of noncurrent assets | 0 | 4 |
| Decrease (Increase) in notes and accounts receivable-trade | 8,734 | 9,541 |
| Decrease (increase) in inventories | $(1,279)$ | (95) |
| Increase (decrease) in notes and accounts payable-trade | $(4,100)$ | $(4,526)$ |
| Other, net | (862) | 3,758 |
| Subtotal | 3,544 | 10,101 |
| Interest and dividends income received | 22 | 24 |
| interest expenses paid | (44) | (163) |
| Income taxes paid | (233) | $(1,518)$ |
| Net cash provided by(used in) operating activities | 3,289 | 8,444 |
| Net cash provided (used in) investment activities |  |  |
| Purchase of property, plant and equipment | (63) | (154) |
| Proceeds from sales of property, plant and equipment | 20 |  |
| Purchase of intangible assets | (60) | (27) |
| Purchase of investment securities | (4) | (9) |
| Proceeds from sale of investments in real estate | 23 |  |
| Proceeds from rental of real estate for investment | 55 | 56 |
| Cost of rent of real estate for investment | (31) | (27) |
| Collections of loans receivable | 0 | 0 |
| Other, net | (43) | (12) |
| Net cash provided by (used in) investment activities | (102) | (175) |
| Net cash provided by (used in) financing activities |  |  |
| Increase in short-term loans payable | 750 | 10,827 |
| Deecrease in short-term loans payable | $(2,570)$ | $(16,753)$ |
| Proceeds from sales of treasury stock | 5 | 4 |
| Cah dividends paid | (141) | (451) |
| Other, net | (0) | (0) |
| Net cash provided by (used in) financing activities | $(1,956)$ | $(6,378)$ |
| Effect of exchange rate changes on cash and cash equivalents | (137) | 25 |
| Net increase(decrease) in cash and cash equivalents | 1,092 | 1,916 |
| Cash and cash equivalents at beginning of year | 6,551 | 6,422 |
| Increase in cash and cash equivalents from newly consolidated subsidiary |  | 181 |
| Cash and cash equivalents at end of period | 7,644 | 8,519 |

## Consolidated Segment Information

a. Business Segments

| 1st Quarter of FY20 | Month) |  |  |  | (Millions of Yen) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Electronic Devices | Electronic Systems | Total | Unallocated \& Eliminations | Consolidated |
| Net Sales |  |  |  |  |  |
| (1) Outside Customers | 41,899 | 6,886 | 48,785 | - | 48,785 |
| (2) Inter-segment | 0 | 6 | 6 | (6) |  |
| Total Sales | 41,899 | 6,892 | 48,792 | (6) | 48,785 |
| Operation Income | 1,109 | 26 | 1,136 | (915) | 221 |



## b. Geographic Segments

| 1st Quarter of FY200 | Month) |  |  |  |  | (Millions of Yen) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Japan | Asia | Other | Total | Unallocated \& Eliminations | Consolidated |
| I Net Sales |  |  |  |  |  |  |
| (1) Outside Customers | 38,028 | 10,757 |  | 48,785 |  | 48,785 |
| (2) Inter-segment | 3,358 | 747 | - | 4,106 | $(4,106)$ |  |
| Total Sales | 41,386 | 11,505 | - | 52,892 | $(4,106)$ | 48,785 |
| Operation Income | 880 | 268 | (1) | 1,147 | (926) | 221 |



## c. Net Sales to Overseas Customers

1st Quarter of FY2008(The three Month)
1st Quarter of FY2008(The three Month)

|  | (Millions of Yen) |  |  |
| :--- | ---: | ---: | ---: |
| I Net Sales to Overseas Customers | Asia | Other | Total |
| II Consolidated Net Sales | 11,731 |  | 38 |
| III Ratio of "Net Sales to Overseas Customers" to <br> "Consolidated Net Sales" | - | $-11,770$ |  |

1st Quarter of FY2007(The three Month)

|  | (Millions of Yen) |  |  |
| :--- | ---: | ---: | ---: |
| I Net Sales to Overseas Customers | Asia | Other | Total |
| II Consolidated Net Sales | 19,006 | 121 | 19,127 |
| III Ratio of "Net Sales to Overseas Customers" to <br> "Consolidated Net Sales" | - | - | 62,156 |

