

# Supplementary Financial Information for the fiscal year of FY2012

---

**MARUBUN CORPORATION**

<http://www.marubun.co.jp/en/index.html>

[http://www.marubun.co.jp/en/ir\\_e/index.html](http://www.marubun.co.jp/en/ir_e/index.html) (IR Website)

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.

## Consolidated Statement of Income

(Unit: Yen in Million)

	FY2012	FY2011	Increase /Decrease
Net Sales	220,200	242,708	(22,508)
Electronic Devices	187,247	209,000	(21,753)
Electronic Systems	32,953	33,707	(754)
Cost of Sales	202,437	224,682	(22,245)
Gross Profit	17,763	18,025	(262)
Electronic Devices	12,154	12,310	(156)
Electronic Systems	5,608	5,714	(106)
Selling, general and administrative expenses	14,771	15,183	(412)
Personal expenses	9,317	9,493	(176)
Other	5,454	5,690	(236)
Operating income	2,991	2,842	149
Electronic Devices	1,619	1,548	71
Electronic Systems	1,381	1,302	79
Non-operating income	640	510	130
Equity in earnings of affiliates	154	65	89
Non-operating expenses	1,132	976	156
Foreign exchange losses	417	-	417
Ordinary income	2,500	2,375	125
Extraordinary income	124	97	27
Extraordinary loss	731	66	665
Income before income taxes and minority interests	1,892	2,407	(515)
Income taxes	578	1,039	(461)
Minority interests in income	456	349	107
Net income	857	1,017	(160)
Number of Employees	1,235	1,345	(110)
Gross Profit Margin	8.1%	7.4%	-
Electronic Devices	6.5%	5.9%	-
Electronic Systems	17.0%	17.0%	-
Operating Profit Margin	1.4%	1.2%	-
Electronic Devices	0.9%	0.7%	-
Electronic Systems	4.2%	3.9%	-
Ordinary Profit Margin	1.1%	1.0%	-
Net Profit Margin	0.4%	0.4%	-

## Consolidated Sales by Segment

(Unit: Yen in Million)

	FY2012	FY2011	Increase /Decrease
Total Electronic Devices	187,247	209,000	(21,753)
Semiconductors	158,045	174,018	(15,973)
Analog IC	28,943	29,755	(812)
Standard Logic IC	2,490	3,626	(1,136)
Memory IC	27,783	40,178	(12,395)
Micro-Processor	13,080	12,425	655
Special-Use IC	73,004	69,577	3,427
Custom IC	12,509	18,340	(5,831)
Other	236	118	118
Electronic Components	29,202	34,981	(5,779)
Electrical & Electronic parts	27,744	33,155	(5,411)
Board Computer, etc.	1,458	1,826	(368)
Total Electronic Systems	32,953	33,707	(754)
Space & Defense Electronics	4,833	3,962	871
Measurement & Inspection Equipment	9,868	11,584	(1,716)
Scientific Equipment	2,620	2,132	488
Laser Equipment	2,997	3,208	(211)
Medical Equipment	12,636	12,821	(185)
Total Net Sales	220,200	242,708	(22,508)

## Consolidated Balance Sheets

(Unit: Yen in Million)

	FY2012 Mar.31, 2013	FY2011 Mar.31, 2012	Increase /Decrease
<b>Current assets</b>	93,799	110,554	(16,755)
Cash and deposits	17,440	18,123	(683)
Notes and accounts receivable-trade	48,299	66,611	(18,312)
Merchandise and finished goods	25,378	22,666	2,712
Work in process	47	51	(4)
Deferred tax assets	1,567	1,198	369
Other	1,097	1,934	(837)
Allowance for doubtful accounts	(31)	(31)	0
<b>Noncurrent assets</b>	10,943	10,491	452
Property, plant and equipment	4,302	4,372	(70)
Buildings and structures	1,396	1,480	(84)
Land	2,466	2,466	0
other	439	425	14
Intangible assets	406	322	84
Investments and other assets	6,234	5,796	438
Investment securities	1,744	1,468	276
Real estate for investment	1,010	1,064	(54)
Deferred tax assets	1,617	1,575	42
Other	1,861	1,688	173
<b>Total assets</b>	104,743	121,045	(16,302)
<b>Current liabilities</b>	49,042	66,163	(17,121)
Notes and accounts payable-trade	33,523	42,506	(8,983)
Short-term loans payable	11,687	18,781	(7,094)
Current portion of long-term loans payable	34	1,534	(1,500)
Current portion of bonds	21	48	(27)
Provision for bonuses	808	718	90
Other	2,966	2,574	392
<b>Noncurrent liabilities</b>	18,153	18,586	(433)
Bonds payable	-	21	(21)
Long-term loans payable	16,037	16,072	(35)
Provision for retirement benefits	1,461	1,602	(141)
Provision for directors' retirement benefits	244	492	(248)
Other	410	398	12
<b>Total liabilities</b>	67,195	84,750	(17,555)
<b>Total net assets</b>	37,547	36,295	1,252
<b>Total liabilities and net assets</b>	104,743	121,045	(16,302)

## Consolidated Statements of Cash Flows

(Unit: Yen in Million)

	FY2012	FY2011
<b>Net cash provided by (used in) operating activities</b>	8,301	4,836
Income before income taxes and minority interests	1,892	2,407
Depreciation and amortization	504	499
Equity in (earnings) losses of affiliates	(154)	(65)
Decrease (increase) in notes and accounts receivable-trade	19,256	(20,229)
Decrease (increase) in inventories	(2,255)	11,817
Increase (decrease) in notes and accounts payable-trade	(9,678)	10,148
Other, net	331	1,234
Subtotal	9,896	5,811
Interest and dividends income received	108	82
Interest expenses paid	(351)	(548)
Income taxes paid	(751)	(553)
Income taxes refund	33	44
Other	(635)	-
<b>Net cash provided by (used in) investing activities</b>	(406)	(5,824)
<b>Net cash provided by (used in) financing activities</b>	(9,261)	2,751
<b>Effect of exchange rate change on cash and cash equivalents</b>	854	81
<b>Net increase(decrease) in cash and cash equivalents</b>	(512)	1,844
<b>Cash and cash equivalents at beginning of period</b>	17,923	16,078
<b>Cash and cash equivalents at end of period</b>	17,410	17,923

## Consolidated Statement of Income (Forecast)

(Unit: Yen in Million)

	FY2013 Forecast	FY2012 Results	Increase /Decrease
Net Sales	225,500	220,200	5,300
Electronic Devices	185,700	187,247	(1,547)
Electronic Systems	39,800	32,953	6,847
Cost of Sales	207,400	202,437	4,963
Gross Profit	18,100	17,763	337
Electronic Devices	11,620	12,154	(534)
Electronic Systems	6,480	5,608	872
Selling, general and administrative expenses	14,750	14,771	(21)
Operating income	3,350	2,991	359
Non-operating income	650	640	10
Non-operating expenses	800	1,132	(332)
Ordinary income	3,200	2,500	700
Extraordinary income	0	124	(124)
Extraordinary loss	10	731	(721)
Income before income taxes	3,190	1,892	1,298
Income taxes	1,190	578	612
Minority interests in income	450	456	(6)
Net income	1,550	857	693
Gross Profit Margin	8.0%	8.1%	-
Electronic Devices	6.3%	6.5%	-
Electronic Systems	16.3%	17.0%	-
Operating Profit Margin	1.5%	1.4%	-
Ordinary Profit Margin	1.4%	1.1%	-
Net Profit Margin	0.7%	0.4%	-

## Consolidated Sales by Segment (Forecast)

(Unit: Yen in Million)

	FY2013 Forecast	FY2012 Results	Increase /Decrease
Total Electronic Devices	185,700	187,247	(1,547)
Semiconductors	154,289	158,045	(3,756)
Analog IC	31,036	28,943	2,093
Standard Logic IC	3,305	2,490	815
Memory IC	27,103	27,783	(680)
Micro-Processor	14,134	13,080	1,054
Special-Use IC	65,023	73,004	(7,981)
Custom IC	13,492	12,509	983
Other	196	236	(40)
Electronic Components	31,411	29,202	2,209
Electrical & Electronic parts	29,453	27,744	1,709
Board Computer, etc.	1,958	1,458	500
Total Electronic Systems	39,800	32,953	6,847
Space & Defense Electronics	4,970	4,833	137
Measurement & Inspection Equipment	13,995	9,868	4,127
Scientific Equipment	2,730	2,620	110
Laser Equipment	3,629	2,997	632
Medical Equipment	14,477	12,636	1,841
Total Net Sales	225,500	220,200	5,300

## Consolidated Statements of Income (Quarterly)

(Unit: Yen in Million)

	FY2011					FY2012				
	1Q	2Q	3Q	4Q	Full Year	1Q	2Q	3Q	4Q	Full Year
Net Sales	39,862	63,840	70,690	68,314	242,708	49,687	53,350	54,877	62,285	220,200
Electronic Devices	35,353	55,807	63,008	54,831	209,000	44,536	44,546	48,223	49,941	187,247
Electronic Systems	4,508	8,033	7,682	13,483	33,707	5,151	8,804	6,654	12,343	32,953
Cost of Sales	36,528	59,092	65,939	63,122	224,682	45,923	49,109	50,831	56,572	202,437
Gross Profit	3,334	4,747	4,750	5,192	18,025	3,763	4,241	4,045	5,712	17,763
Electronic Devices	2,511	3,332	3,365	3,101	12,310	2,858	2,865	2,878	3,552	12,154
Electronic Systems	823	1,415	1,384	2,090	5,714	905	1,375	1,166	2,159	5,608
Selling, general and administrative expenses	3,660	3,828	3,739	3,955	15,183	3,768	3,718	3,570	3,713	14,771
Operating income	(325)	919	1,011	1,236	2,842	(4)	522	475	1,998	2,991
Electronic Devices	(44)	554	699	338	1,548	183	110	346	978	1,619
Electronic Systems	(278)	366	314	900	1,302	(185)	414	130	1,022	1,381
Non-operating income	137	108	120	144	510	166	117	142	214	640
Non-operating expenses	269	221	232	252	976	258	165	204	503	1,132
Ordinary income	(458)	806	898	1,129	2,375	(96)	474	413	1,709	2,500
Extraordinary income	-	79	0	18	97	2	0	91	29	124
Extraordinary loss	1	34	2	27	66	306	79	327	17	731
Income before income taxes and minority interests	(459)	850	896	1,120	2,407	(400)	394	177	1,721	1,892
Income taxes	(186)	314	418	492	1,039	(171)	104	49	596	578
Minority interests in income	50	79	109	109	349	98	69	122	166	456
Net income	(323)	455	367	518	1,017	(327)	220	6	958	857
Gross Profit Margin	8.4%	7.4%	6.7%	7.6%	7.4%	7.6%	7.9%	7.4%	9.2%	8.1%
Electronic Devices	7.1%	6.0%	5.3%	5.7%	5.9%	6.4%	6.4%	6.0%	7.1%	6.5%
Electronic Systems	18.3%	17.6%	18.0%	15.5%	17.0%	17.6%	15.6%	17.5%	17.5%	17.0%
Operating Profit Margin	-	1.4%	1.4%	1.8%	1.2%	-	1.0%	0.9%	3.2%	1.4%
Electronic Devices	-	1.0%	1.1%	0.6%	0.7%	0.4%	0.2%	0.7%	2.0%	0.9%
Electronic Systems	-	4.6%	4.1%	6.7%	3.9%	-	4.7%	2.0%	8.3%	4.2%
Ordinary Profit Margin	-	1.3%	1.3%	1.7%	1.0%	-	0.9%	0.8%	2.7%	1.1%
Net Profit Margin	-	0.7%	0.5%	0.8%	0.4%	-	0.4%	0.0%	1.5%	0.4%

## Consolidated Sales by Segment (Quarterly)

(Unit: Yen in Million)

	FY2011					FY2012				
	1Q	2Q	3Q	4Q	Full Year	1Q	2Q	3Q	4Q	Full Year
Total Electronic Devices	35,353	55,807	63,008	54,831	209,000	44,536	44,546	48,223	49,941	187,247
Semiconductors	30,501	46,214	53,040	44,263	174,018	36,606	37,653	41,721	42,065	158,045
Analog IC	6,969	7,874	7,078	7,834	29,755	7,140	6,966	6,869	7,968	28,943
Standard Logic IC	959	981	788	898	3,626	687	635	547	621	2,490
Memory IC	4,792	8,855	16,790	9,741	40,178	5,017	6,138	7,374	9,254	27,783
Micro-Processor	3,226	2,911	2,861	3,427	12,425	3,461	3,173	3,119	3,328	13,080
Special-Use IC	13,233	20,368	18,536	17,440	69,577	16,473	18,051	20,616	17,865	73,004
Custom IC	1,276	5,195	6,974	4,895	18,340	3,749	2,568	3,151	3,040	12,509
Other	46	29	13	30	118	79	123	45	(11)	236
Electronic Components	4,853	9,593	9,968	10,567	34,981	7,931	6,893	6,501	7,877	29,202
Electrical & Electronic parts	4,415	9,130	9,504	10,106	33,155	7,666	6,562	6,045	7,471	27,744
Board Computer, etc.	437	465	463	461	1,826	265	331	457	406	1,458
Total Electronic Systems	4,508	8,033	7,682	13,483	33,707	5,151	8,804	6,654	12,343	32,953
Space & Defense Electronics	629	1,085	941	1,307	3,962	639	1,302	978	1,912	4,833
Measurement & Inspection Equipment	1,508	2,904	3,077	4,095	11,584	1,565	2,673	2,087	3,543	9,868
Scientific Equipment	41	281	69	1,741	2,132	112	640	602	1,266	2,620
Laser Equipment	434	787	827	1,160	3,208	537	719	656	1,085	2,997
Medical Equipment	1,897	2,974	2,769	5,181	12,821	2,299	3,470	2,330	4,538	12,636
Total Net Sales	39,862	63,840	70,690	68,314	242,708	49,687	53,350	54,877	62,285	220,200

## Consolidated Balance Sheets (Quarterly)

(Unit: Yen in Million)

	FY2011				FY2012			
	Jun.30,2011	Sep.30,2011	Dec.31,2011	Mar.31,2012	Jun.30,2012	Sep.30,2012	Dec.31,2012	Mar.31,2013
<b>Current assets</b>	91,268	108,510	119,190	110,554	94,352	95,577	94,768	93,799
Cash and deposits	14,520	9,943	12,178	18,123	12,683	12,905	12,966	17,440
Notes and accounts receivable-trade	40,920	57,553	72,702	66,611	54,022	52,763	49,887	48,299
Merchandise and finished goods	31,744	36,726	30,909	22,666	23,808	24,022	28,481	25,378
Work in process	58	23	70	51	61	118	195	47
Deferred tax assets	1,048	1,119	973	1,198	1,190	1,258	1,325	1,567
Other	3,004	3,183	2,393	1,934	2,623	4,584	1,978	1,097
Allowance for doubtful accounts	(27)	(39)	(36)	(31)	(37)	(75)	(65)	(31)
<b>Noncurrent assets</b>	11,533	11,142	11,021	10,491	10,779	10,887	10,981	10,943
Property, plant and equipment	4,548	4,502	4,449	4,372	4,397	4,453	4,334	4,302
Buildings and structures	1,559	1,514	1,488	1,480	1,533	1,480	1,402	1,396
Land	2,520	2,516	2,516	2,466	2,466	2,466	2,466	2,466
other	468	471	445	425	397	506	465	439
Intangible assets	340	324	309	322	326	330	404	406
Investments and other assets	6,644	6,314	6,262	5,796	6,055	6,103	6,242	6,234
Investment securities	1,511	1,286	1,281	1,468	1,317	1,352	1,341	1,744
Real estate for investment	1,103	1,090	1,077	1,064	1,045	1,033	1,022	1,010
Deferred tax assets	2,346	2,247	2,214	1,575	1,881	1,866	2,087	1,617
Other	1,681	1,690	1,688	1,688	1,810	1,850	1,791	1,861
<b>Total assets</b>	102,802	119,652	130,211	121,045	105,132	106,464	105,750	104,743
<b>Current liabilities</b>	62,133	78,771	89,641	66,163	50,397	52,021	51,817	49,042
Notes and accounts payable-trade	29,590	42,366	47,586	42,506	35,001	38,546	39,346	33,523
Short-term loans payable	9,518	13,617	19,496	18,781	10,025	8,925	7,631	11,687
Current portion of long-term loans payable	20,034	20,034	20,048	1,534	1,534	1,534	1,534	34
Current portion of bonds	48	48	34	48	48	46	46	21
Provision for bonuses	537	774	386	718	541	794	356	808
Other	2,402	1,929	2,088	2,574	3,245	2,174	2,901	2,966
<b>Noncurrent liabilities</b>	5,293	5,154	5,166	18,586	18,540	18,245	18,193	18,153
Bonds payable	70	46	46	21	21	-	-	-
Long-term loans payable	2,598	2,589	2,580	16,072	16,063	16,054	16,046	16,037
Provision for retirement benefits	1,653	1,653	1,655	1,602	1,569	1,526	1,487	1,461
Provision for directors' retirement benefits	573	477	487	492	502	230	237	244
Other	398	388	396	398	383	433	421	410
<b>Total liabilities</b>	67,426	83,925	94,808	84,750	68,938	70,267	70,010	67,195
<b>Total net assets</b>	35,375	35,726	35,403	36,295	36,194	36,196	35,739	37,547
<b>Total liabilities and net assets</b>	102,802	119,652	130,211	121,045	105,132	106,464	105,750	104,743

## Consolidated Statements of Cash Flows (Quarterly)

(Unit: Yen in Million)

	FY2011				FY2012			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
<b>Net cash provided by (used in) operating activities</b>	(313)	(3,103)	(6,636)	4,836	4,659	8,378	7,112	8,301
Income before income taxes and minority interests	(459)	390	1,287	2,407	(400)	(6)	171	1,892
Depreciation and amortization	167	252	392	499	123	256	394	504
Equity in (earnings) losses of affiliates	(17)	(31)	(43)	(65)	(26)	(43)	(61)	(154)
Decrease (increase) in notes and accounts receivable-trade	5,784	(11,070)	(26,515)	(20,229)	12,937	13,898	16,735	19,256
Decrease (increase) in inventories	(2,677)	(1,856)	3,432	11,817	(976)	(1,387)	(5,952)	(2,255)
Increase (decrease) in notes and accounts payable-trade	(2,924)	10,024	15,420	10,148	(7,683)	(3,914)	(3,163)	(9,678)
Other, net	34	(344)	68	1,234	1,077	81	354	331
Subtotal	(92)	(2,635)	(5,957)	5,811	5,049	8,885	8,479	9,896
Interest and dividends income received	14	32	43	82	15	36	50	108
Interest expenses paid	(30)	(263)	(302)	(548)	(84)	(198)	(272)	(351)
Income taxes paid	(204)	(279)	(462)	(553)	(331)	(378)	(601)	(751)
Income taxes refund	-	42	42	44	10	33	33	33
Other	-	-	-	-	-	-	(576)	(635)
<b>Net cash provided by (used in) investing activities</b>	(71)	(6,084)	(5,848)	(5,824)	88	(92)	(107)	(406)
<b>Net cash provided by (used in) financing activities</b>	(1,422)	2,739	8,627	2,751	(9,099)	(10,228)	(11,630)	(9,261)
<b>Effect of exchange rate change on cash and cash equivalents</b>	(44)	(186)	(242)	81	112	(75)	169	854
<b>Net increase(decrease) in cash and cash equivalents</b>	(1,852)	(6,634)	(4,100)	1,844	(4,239)	(2,017)	(4,457)	(512)
<b>Cash and cash equivalents at beginning of period</b>	16,078	16,078	16,078	16,078	17,923	17,923	17,923	17,923
<b>Cash and cash equivalents at end of period</b>	14,226	9,443	11,978	17,923	13,683	15,905	13,466	17,410