# Supplementary Financial Information for the first half of fiscal year ending March 2012

## **MARLIBUN CORPORATION**

http://www.marubun.co.jp/en/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(Results)

(Unit: Yen in Million)

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	FY2011	FY2010	Increase
	1st Half	1st Half	/Decrease
Net Sales	103,703	109,792	(6,089)
Electronic Devices	91,161	96,316	(5,155)
Electronic Systems	12,541	13,476	(935)
Cost of Sales	95,620	101,722	(6,102)
Gross Profit	8,082	8,070	12
Electronic Devices	5,843	5,786	57
Electronic Systems	2,239	2,283	(44)
Selling, general and administrative expenses	7,488	7,095	393
Personal expenses	4,643	4,392	251
Other	2,845	2,703	142
Operating income	593	974	(381)
Non-operating income	245	284	(39)
Equity in earnings of affiliates	31	50	(19)
Non-operating expenses	491	729	(238)
Foreign exchange losses	67	293	(226)
Ordinary income	347	530	(183)
Extraordinary income	79	-	79
Extraordinary loss	36	179	(143)
Income before income taxes and minority interests	390	351	39
Income taxes	128	129	(1)
Minority interests in income	130	172	(42)
Net income	131	49	82
Number of Employees	1,359	1,322	37
Gross Profit Margin	7.8%	7.4%	-
Electronic Devices	6.4%	6.0%	=
Electronic Systems	17.9%	16.9%	_
Operating Profit Margin	0.6%	0.9%	-
Ordinary Profit Margin	0.3%	0.5%	_
Net Profit Margin	0.1%	0.0%	-

## Consolidated Sales by Segment(Results)

	FY2011	FY2010	Increase
	1st Half	1st Half	/Decrease
Total Electronic Devices	91,161	96,316	(5,155)
Semiconductors	76,715	72,161	4,554
Analog IC	14,843	15,866	(1,023)
Standard Logic IC	1,940	2,550	(610)
Memory IC	13,647	6,750	6,897
Micro-Processor	6,137	8,257	(2,120)
Special-Use IC	33,601	36,094	(2,493)
Custom IC	6,471	2,529	3,942
Other	75	114	(39)
Electronic Components	14,446	24,155	(9,709)
Electrical & Electronic parts	13,545	23,182	(9,637)
Board Computer, etc.	902	974	(72)
Total Electronic Systems	12,541	13,476	(935)
Space & Defense Electronics	1,714	2,138	(424)
Measurement & Inspection Equipment	4,412	4,421	(9)
Scientific Equipment	322	467	(145)
Laser Equipment	1,221	1,426	(205)
Medical Equipment	4,871	5,025	(154)
Total Net Sales	103,703	109,792	(6,089)

Consolidated Balance Sheets (Results)	EV2011	EV2010	Im omo o a -
	FY2011 Sep.30,2011	FY2010 Mar.31,2011	Increase
C	_		/Decrease
Current assets	108,510	95,280	13,230
Cash and deposits	9,943	16,330	(6,387)
Notes and accounts receivable-trade	57,553	46,599	10,954
Merchandise and finished goods	36,726	29,024	7,702
Work in process	23	9	14
Deferred tax assets	1,119	1,228	(109)
Other	3,183	2,116	1,067
Allowance for doubtful accounts	(39)	(29)	(10)
Noncurrent assets	11,142	11,274	(132)
Property, plant and equipment	4,502	4,609	(107)
Buildings and structures	1,514	1,598	(84)
Land	2,516	2,520	(4)
other	471	490	(19)
Intangible assets	324	405	(81)
Investments and other assets	6,314	6,259	55
Investment securities	1,286	1,550	(264)
Real estate for investment	1,090	1,116	(26)
Deferred tax assets	2,247	1,997	250
Other	1,690	1,594	96
Total assets	119,652	106,554	13,098
Current liabilities	78,771	65,660	13,111
Notes and accounts payable-trade	42,366	32,478	9,888
Short-term loans payable	13,617	10,660	2,957
Current portion of long-term loans payable	20,034	20,034	0
Current portion of bonds	48	48	0
Provision for bonuses	774	744	30
Other	1,929	1,693	236
Noncurrent liabilities	5,154	5,280	(126)
Bonds payable	46	70	(24)
Long-term loans payable	2,589	2,606	(17)
Provision for retirement benefits	1,653	1,659	(6)
Provision for directors' retirement benefits	477	564	(87)
Other	388	379	9
Total liabilities	83,925	70,940	12,985
Total net assets	35,726	35,613	113
Total liabilities and net assets	119,652	106,554	13,098

#### Consolidated Statements of Cash Flows (Results)

	FY2011	FY2010	Increase
	1st Half	1st Half	/Decrease
Net cash provided by (used in) operating activities	(3,103)	(5,503)	2,400
Income before income taxes and minority interests	390	351	39
Depreciation and amortization	252	310	(58)
Equity in (earnings) losses of affiliates	(31)	(50)	19
Decrease (increase) in notes and accounts receivable-trade	(11,070)	(5,636)	(5,434)
Decrease (increase) in inventories	(1,856)	(1,746)	(110)
Increase (decrease) in notes and accounts payable-trade	10,024	(103)	10,127
Other, net	(344)	1,790	(2,134)
Subtotal	(2,635)	(5,084)	2,449
Interest and dividends income received	32	39	(7)
Interest expenses paid	(263)	(284)	21
Income taxes paid	(279)	(276)	(3)
Income taxes refund	42	103	(61)
Net cash provided by (used in) investing activities	(6,084)	(27)	(6,057)
Net cash provided by (used in) financing activities	2,739	(3,268)	6,007
Effect of exchange rate change on cash and cash equivalents	(186)	(504)	318
Net increase(decrease) in cash and cash equivalents	(6,634)	(9,304)	2,670
Cash and cash equivalents at beginning of period	16,078	24,607	(8,529)
Cash and cash equivalents at end of period	9,443	15,303	(5,860)

	FY	2011 Forec	ast	F	Y2010 Resul	lts	Increase/Decrease		
	1st Half	2nd Half	Full Year	1st Half	2nd Half	Full Year	1st Half	2nd Half	Full Year
Net Sales	103,703	139,797	243,500	109,792	100,663	210,455	(6,089)	39,134	33,045
Electronic Devices	91,161	116,409	207,570	96,316	81,397	177,713	(5,155)	35,012	29,857
Electronic Systems	12,541	23,389	35,930	13,476	19,265	32,742	(935)	4,124	3,188
Cost of Sales	95,620	128,980	224,600	101,722	91,700	193,422	(6,102)	37,280	31,178
Gross Profit	8,082	10,818	18,900	8,070	8,962	17,033	12	1,856	1,867
Electronic Devices	5,843	7,257	13,100	5,786	5,923	11,710	57	1,334	1,390
Electronic Systems	2,239	3,561	5,800	2,283	3,039	5,322	(44)	522	478
Selling, general and administrative expenses	7,488	8,162	15,650	7,095	7,182	14,278	393	980	1,372
Operating income	593	2,657	3,250	974	1,780	2,754	(381)	877	496
Non-operating income	245	245	490	284	360	645	(39)	(115)	(155)
Non-operating expenses	491	449	940	729	453	1,182	(238)	(4)	(242)
Ordinary income	347	2,453	2,800	530	1,686	2,217	(183)	767	583
Extraordinary income	79	1	80	0	16	16	79	(15)	64
Extraordinary loss	36	44	80	179	565	744	(143)	(521)	34
Income before income taxes	390	2,410	2,800	351	1,137	1,488	39	1,273	850
Income taxes	128	1,092	1,220	129	420	550	(1)	672	455
Minority interests in income	130	250	380	172	188	361	(42)	62	19
Net income	131	1,069	1,200	49	528	577	82	541	623
Gross Profit Margin	7.8%	7.7%	7.8%	7.4%	8.9%	8.1%	-	-	-
Electronic Devices	6.4%	6.2%	6.3%	6.0%	7.3%	6.6%	-	-	-
Electronic Systems	17.9%	15.2%	16.1%	16.9%	15.8%	16.3%	-	-	-
Operating Profit Margin	0.6%	1.9%	1.3%	0.9%	1.8%	1.3%	-	-	-
Ordinary Profit Margin	0.3%	1.8%	1.1%	0.5%	1.7%	1.1%	-	-	-
Net Profit Margin	0.1%	0.8%	0.5%	0.0%	0.5%	0.3%	-	-	-

## Consolidated Sales by Segment (Forecast) (Unit: Yen in Million)

	FY2011	FY2010	Increase
	Forecast	Results	/Decrease
Total Electronic Devices	207,570	177,713	29,857
Semiconductors	170,561	143,039	27,522
Analog IC	34,075	31,565	2,510
Standard Logic IC	4,336	4,662	(326)
Memory IC	37,997	14,037	23,960
Micro-Processor	14,565	15,777	(1,212)
Special-Use IC	61,827	71,757	(9,930)
Custom IC	17,726	5,090	12,636
Other	35	150	(115)
Electronic Components	37,009	34,674	2,335
Electrical & Electronic parts	34,824	32,583	2,241
Board Computer, etc.	2,186	2,091	95
Total Electronic Systems	35,930	32,742	3,188
Space & Defense Electronics	4,080	5,111	(1,031)
Measurement & Inspection Equipment	12,602	11,031	1,571
Scientific Equipment	2,281	1,864	417
Laser Equipment	3,593	2,965	628
Medical Equipment	13,374	11,770	1,604
Total Net Sales	243,500	210,455	33,045

## Consolidated Statements of Income (Quarterly)

(Unit: Yen in Million)

			FY2010			FY2	011
	1Q	2Q	3Q	4Q	Full Year	1Q	2Q
Net Sales	51,045	58,746	50,727	49,935	210,455	39,862	63,840
Electronic Devices	45,243	51,072	42,628	38,769	177,713	35,353	55,807
Electronic Systems	5,802	7,674	8,099	11,166	32,742	4,508	8,033
Cost of Sales	47,311	54,410	46,597	45,103	193,422	36,528	59,092
Gross Profit	3,734	4,336	4,130	4,832	17,033	3,334	4,747
Electronic Devices	2,792	2,994	2,958	2,965	11,710	2,511	3,332
Electronic Systems	941	1,342	1,172	1,866	5,322	823	1,415
Selling, general and administrative expenses	3,586	3,508	3,534	3,647	14,278	3,660	3,828
Operating income	147	827	596	1,184	2,754	(325)	919
Non-operating income	130	154	163	197	645	137	108
Non-operating expenses	338	390	225	227	1,182	269	221
Ordinary income	(60)	591	533	1,153	2,217	(458)	806
Extraordinary income	0	0	169	(153)	16	-	79
Extraordinary loss	169	9	142	423	744	1	34
Income before income taxes and minority interests	(229)	580	559	577	1,488	(459)	850
Income taxes	(1)	130	300	120	550	(186)	314
Minority interests in income	40	132	57	131	361	50	79
Net income	(269)	318	202	325	577	(323)	455
Gross Profit Margin	7.3%	7.4%	8.1%	9.7%	8.1%	8.4%	7.4%
Electronic Devices	6.2%	5.9%	6.9%	7.6%	6.6%	7.1%	6.0%
Electronic Systems	16.2%	17.5%	14.5%	16.7%	16.3%	18.3%	17.6%
Operating Profit Margin	0.3%	1.4%	1.2%	2.4%	1.3%	-0.8%	1.4%
Ordinary Profit Margin	-0.1%	1.0%	1.1%	2.3%	1.1%	-1.1%	1.3%
Net Profit Margin	-0.5%	0.5%	0.4%	0.7%	0.3%	-0.8%	0.7%

## Consolidated Sales by Segment (Quarterly)

			FY2010			FY2011		
	1Q	2Q	3Q	4Q	Full Year	1Q	2Q	
Total Electronic Devices	45,243	51,072	42,628	38,769	177,713	35,353	55,807	
Semiconductors	33,994	38,167	37,347	33,531	143,039	30,501	46,214	
Analog IC	7,604	8,262	8,168	7,531	31,565	6,969	7,874	
Standard Logic IC	1,257	1,293	1,147	965	4,662	959	981	
Memory IC	3,259	3,491	3,244	4,043	14,037	4,792	8,855	
Micro-Processor	3,980	4,277	3,995	3,525	15,777	3,226	2,911	
Special-Use IC	16,681	19,413	19,540	16,123	71,757	13,233	20,368	
Custom IC	1,160	1,369	1,193	1,368	5,090	1,276	5,195	
Other	53	61	61	(25)	150	46	29	
Electronic Components	11,249	12,906	5,281	5,238	34,674	4,853	9,593	
Electrical & Electronic parts	10,777	12,405	4,686	4,715	32,583	4,415	9,130	
Board Computer, etc.	473	501	595	522	2,091	437	465	
Total Electronic Systems	5,802	7,674	8,099	11,166	32,742	4,508	8,033	
Space & Defense Electronics	995	1,143	1,041	1,932	5,111	629	1,085	
Measurement & Inspection Equipment	1,773	2,648	2,392	4,218	11,031	1,508	2,904	
Scientific Equipment	75	392	892	505	1,864	41	281	
Laser Equipment	549	877	595	944	2,965	434	787	
Medical Equipment	2,411	2,614	3,180	3,565	11,770	1,897	2,974	
Total Net Sales	51,045	58,746	50,727	49,935	210,455	39,862	63,840	

(Unit: Yen in Million)

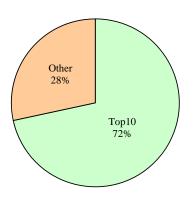
			FY:	FY:	2011		
		Jun.30,2010	Sep.30,2010	Dec.31,2010	Mar.31,2011	Jun.30,2011	Sep.30,2011
Cu	rrent assets	105,214	95,157	98,530	95,280	91,268	108,510
	Cash and deposits	26,456	15,172	11,635	16,330	14,520	9,943
	Notes and accounts receivable-trade	55,149	58,710	57,580	46,599	40,920	57,553
	Merchandise and finished goods	20,127	17,122	25,115	29,024	31,744	36,726
	Work in process	28	25	124	9	58	23
	Deferred tax assets	1,092	1,172	1,008	1,228	1,048	1,119
	Other	2,391	2,986	3,099	2,116	3,004	3,183
	Allowance for doubtful accounts	(30)	(31)	(35)	(29)	(27)	(39)
No	oncurrent assets	12,199	12,010	11,570	11,274	11,533	11,142
]	Property, plant and equipment	4,761	4,707	4,669	4,609	4,548	4,502
	Buildings and structures	1,679	1,652	1,610	1,598	1,559	1,514
	Land	2,528	2,528	2,520	2,520	2,520	2,516
	other	554	526	538	490	468	471
]	Intangible assets	564	498	460	405	340	324
]	Investments and other assets	6,873	6,804	6,440	6,259	6,644	6,314
	Investment securities	1,372	1,324	1,509	1,550	1,511	1,286
	Real estate for investment	1,158	1,144	1,130	1,116	1,103	1,090
	Deferred tax assets	2,251	2,267	2,162	1,997	2,346	2,247
	Other	2,090	2,067	1,637	1,594	1,681	1,690
To	tal assets	117,413	107,168	110,100	106,554	102,802	119,652
Cu	rrent liabilities	57,848	47,708	50,835	65,660	62,133	78,771
	Notes and accounts payable-trade	41,936	34,920	36,752	32,478	29,590	42,366
	Short-term loans payable	12,273	9,062	11,822	10,660	9,518	13,617
	Current portion of long-term loans payable	-	-	-	20,034	20,034	20,034
	Current portion of bonds	1,048	1,048	48	48	48	48
	Provision for bonuses	536	758	371	744	537	774
	Other	2,052	1,917	1,838	1,693	2,402	1,929
No	oncurrent liabilities	24,238	24,153	24,099	5,280	5,293	5,154
	Bonds payable	119	95	95	70	70	46
	Long-term loans payable	21,632	21,623	21,615	2,606	2,598	2,589
	Provision for retirement benefits	1,513	1,461	1,410	1,659	1,653	1,653
	Provision for directors' retirement benefits	563	565	575	564	573	477
	Other	409	407	402	379	398	388
То	tal liabilities	82,086	71,861	74,934	70,940	67,426	83,925
	tal net assets	35,327	35,307	35,166	35,613	35,375	35,726
То	tal liabilities and net assets	117,413	107,168	110,100	106,554	102,802	119,652

## Consolidated Statements of Cash Flows (Quarterly)

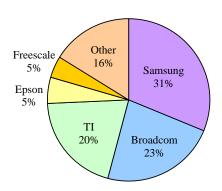
	` `	-				
		FY2	2010		FY2	011
	1Q	2Q	3Q	4Q	1Q	2Q
Net cash provided by (used in) operating activities	1,082	(5,503)	(11,092)	(6,792)	(313)	(3,103)
Income before income taxes and minority interests	(229)	351	911	1,488	(459)	390
Depreciation and amortization	155	310	481	638	167	252
Equity in (earnings) losses of affiliates	(18)	(50)	(75)	(92)	(17)	(31)
Decrease (increase) in notes and accounts receivable-trade	(1,735)	(5,636)	(4,828)	6,013	5,784	(11,070)
Decrease (increase) in inventories	(4,587)	(1,746)	(10,002)	(13,867)	(2,677)	(1,856)
Increase (decrease) in notes and accounts payable-trade	6,693	(103)	1,925	(2,289)	(2,924)	10,024
Other, net	1,081	1,790	988	2,254	34	(344)
Subtotal	1,358	(5,084)	(10,599)	(5,854)	(92)	(2,635)
Interest and dividends income received	16	39	35	48	14	32
Interest expenses paid	(31)	(284)	(319)	(540)	(30)	(263)
Income taxes paid	(262)	(276)	(321)	(558)	(204)	(279)
Income taxes refund	1	103	111	112	-	42
Net cash provided by (used in) investing activities	(41)	(27)	525	577	(71)	(6,084)
Net cash provided by (used in) financing activities	(61)	(3,268)	(1,596)	(1,733)	(1,422)	2,739
Effect of exchange rate change on cash and cash equivalents	(64)	(504)	(435)	(580)	(44)	(186)
Net increase(decrease) in cash and cash equivalents	915	(9,304)	(12,600)	(8,528)	(1,852)	(6,634)
Cash and cash equivalents at beginning of period	24,607	24,607	24,431	24,607	16,078	16,078
Cash and cash equivalents at end of period	25,522	15,303	11,831	16,078	14,226	9,443

#### Consolidated Sales Breakdown (2Q of FY2011)

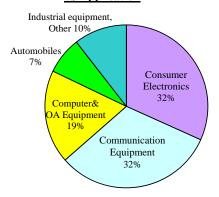
#### Sales by Customer



## Sales of Electronic Devices by Supplier



#### **Sales of Electronic Devices** by Application



- 1. Murata Manufacturing Group
- 2. Toshiba Group
- Sony Group
   A. Panasonic Group
- 5. Mitsubishi Electric Group
- 6. Canon Group 7. Sharp Group
- 8. Olympus Group 9. NEC Group
- 10. Seiko Epson Group

- 1. Samsung Electronics
- 2. Broadcom
- 3. Texas Instruments
- 4. Epson
- 5. Freescale

#### Consolidated Trend in Orders / Sales

Conson	Consolidated Tielia in Orders / Sales (Olit. Ten in Million)										
				FY2010			FY2011				
		1Q	2Q	3Q	4Q	Full Year	1Q	2Q	3Q	4Q	Full Year
		10/4-6	10/7-9	10/10-12	11/1-3	10/4-11/3	11/4-6	11/7-9	11/10-12	12/1-3	11/4-12/3
Orders	Electronic Devices	57,082	48,523	39,584	32,216	177,406	44,003	52,392			
	Electronic Systems	7,058	8,289	7,615	7,735	30,698	9,208	9,311			
	Total	64,141	56,812	47,200	39,951	208,105	53,211	61,704			
Sales	Electronic Devices	45,243	51,072	42,628	38,769	177,713	35,353	55,807			
	Electronic Systems	5,802	7,674	8,099	11,166	32,742	4,508	8,033			
	Total	51,045	58,746	50,727	49,935	210,455	39,862	63,840			