# Supplementary Financial Information for the first half of fiscal year ending March 2013

# **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

(Unit: Yen in Million)

	FY2012	FY2011	Increase
	1st Half	1st Half	/Decrease
Net Sales	103,038	103,703	(665)
Electronic Devices	89,082	91,161	(2,079)
Electronic Systems	13,955	12,541	1,414
Cost of Sales	95,033	95,620	(587)
Gross Profit	8,005	8,082	(77)
Electronic Devices	5,723	5,843	(120)
Electronic Systems	2,281	2,239	42
Selling, general and administrative expenses	7,487	7,488	(1)
Personal expenses	4,754	4,643	111
Other	2,732	2,845	(113)
Operating income	517	593	(76)
Electronic Devices	294	510	(216)
Electronic Systems	228	88	140
Non-operating income	284	245	39
Equity in earnings of affiliates	43	31	12
Non-operating expenses	424	491	(67)
Foreign exchange losses	83	67	16
Ordinary income	377	347	30
Extraordinary income	2	79	(77)
Extraordinary loss	386	36	350
Income before income taxes and minority interests	(6)	390	(396)
Income taxes	(66)	128	(194)
Minority interests in income	167	130	37
Net income	(106)	131	(237)
Number of Employees	1,348	1,359	(11)
Gross Profit Margin	7.8%	7.8%	-
Electronic Devices	6.4%	6.4%	-
Electronic Systems	16.3%	17.9%	-
Operating Profit Margin	0.5%	0.6%	-
Electronic Devices	0.3%	0.6%	-
Electronic Systems	1.6%	0.7%	-
Ordinary Profit Margin	0.4%	0.3%	-
Net Profit Margin	-	0.1%	-

## Consolidated Sales by Segment

	FY2012	FY2011	Increase
	1st Half	1st Half	/Decrease
Total Electronic Devices	89,082	91,161	(2,079)
Semiconductors	74,259	76,715	(2,456)
Analog IC	14,106	14,843	(737)
Standard Logic IC	1,322	1,940	(618)
Memory IC	11,155	13,647	(2,492)
Micro-Processor	6,633	6,137	496
Special-Use IC	34,524	33,601	923
Custom IC	6,317	6,471	(154)
Other	202	75	127
Electronic Components	14,824	14,446	378
Electrical & Electronic parts	14,228	13,545	683
Board Computer, etc.	595	902	(307)
Total Electronic Systems	13,955	12,541	1,414
Space & Defense Electronics	1,942	1,714	228
Measurement & Inspection Equipment	4,238	4,412	(174)
Scientific Equipment	752	322	430
Laser Equipment	1,256	1,221	35
Medical Equipment	5,768	4,871	897
Total Net Sales	103,038	103,703	(665)

### Consolidated Balance Sheets

(Unit: Yen in Million)

	FY2012	FY2011	Increase
	Sep.30,2012	Mar.31,2012	/Decrease
Current assets	95,577	110,554	(14,977)
Cash and deposits	12,905	18,123	(5,218)
Notes and accounts receivable-trade	52,763	66,611	(13,848)
Merchandise and finished goods	24,022	22,666	1,356
Work in process	118	51	67
Deferred tax assets	1,258	1,198	60
Other	4,584	1,934	2,650
Allowance for doubtful accounts	(75)	(31)	(44)
Noncurrent assets	10,887	10,491	396
Property, plant and equipment	4,453	4,372	81
Buildings and structures	1,480	1,480	0
Land	2,466	2,466	0
other	506	425	81
Intangible assets	330	322	8
Investments and other assets	6,103	5,796	307
Investment securities	1,352	1,468	(116)
Real estate for investment	1,033	1,064	(31)
Deferred tax assets	1,866	1,575	291
Other	1,850	1,688	162
Total assets	106,464	121,045	(14,581)
Current liabilities	52,021	66,163	(14,142)
Notes and accounts payable-trade	38,546	42,506	(3,960)
Short-term loans payable	8,925	18,781	(9,856)
Current portion of long-term loans payable	1,534	1,534	0
Current portion of bonds	46	48	(2)
Provision for bonuses	794	718	76
Other	2,174	2,574	(400)
Noncurrent liabilities	18,245	18,586	(341)
Bonds payable	-	21	(21)
Long-term loans payable	16,054	16,072	(18)
Provision for retirement benefits	1,526	1,602	(76)
Provision for directors' retirement benefits	230	492	(262)
Other	433	398	35
Total liabilities	70,267	84,750	(14,483)
Total net assets	36,196	36,295	(99)
Total liabilities and net assets	106,464	121,045	(14,581)

### Consolidated Statements of Cash Flows

	FY2012	FY2011
	1st Half	1st Half
Net cash provided by (used in) operating activities	8,378	(3,103)
Income before income taxes and minority interests	(6)	390
Depreciation and amortization	256	252
Equity in (earnings) losses of affiliates	(43)	(31)
Decrease (increase) in notes and accounts receivable-trade	13,898	(11,070)
Decrease (increase) in inventories	(1,387)	(1,856)
Increase (decrease) in notes and accounts payable-trade	(3,914)	10,024
Other, net	81	(344)
Subtotal	8,885	(2,635)
Interest and dividends income received	36	32
Interest expenses paid	(198)	(263)
Income taxes paid	(378)	(279)
Income taxes refund	33	42
Net cash provided by (used in) investing activities	(92)	(6,084)
Net cash provided by (used in) financing activities	(10,228)	2,739
Effect of exchange rate change on cash and cash equivalents	(75)	(186)
Net increase(decrease) in cash and cash equivalents	(2,017)	(6,634)
Cash and cash equivalents at beginning of period	17,923	16,078
Cash and cash equivalents at end of period	15,905	9,443

	FY	72012 Foreca	ıst	F	Y2011 Result	ts	Incr	e	
	1st Half	2nd Half	Full Year	1st Half	2nd Half	Full Year	1st Half	2nd Half	Full Year
Net Sales	103,038	110,962	214,000	103,703	139,004	242,708	(665)	(28,042)	(28,708)
Electronic Devices	89,082	88,968	178,050	91,161	117,839	209,000	(2,079)	(28,871)	(30,950)
Electronic Systems	13,955	21,995	35,950	12,541	21,165	33,707	1,414	830	2,243
Cost of Sales	95,033	101,317	196,350	95,620	129,062	224,682	(587)	(27,745)	(28,332)
Gross Profit	8,005	9,645	17,650	8,082	9,942	18,025	(77)	(297)	(375)
Electronic Devices	5,723	6,037	11,760	5,843	6,467	12,310	(120)	(430)	(550)
Electronic Systems	2,281	3,609	5,890	2,239	3,475	5,714	42	134	176
Selling, general and administrative expenses	7,487	7,013	14,500	7,488	7,694	15,183	(1)	(681)	(683)
Operating income	517	2,633	3,150	593	2,248	2,842	(76)	385	308
Non-operating income	284	266	550	245	264	510	39	2	40
Non-operating expenses	424	226	650	491	485	976	(67)	(259)	(326)
Ordinary income	377	2,673	3,050	347	2,028	2,375	30	645	675
Extraordinary income	2	3	5	79	18	97	(77)	(15)	(92)
Extraordinary loss	386	69	455	36	30	66	350	39	389
Income before income taxes	(6)	2,606	2,600	390	2,016	2,407	(396)	590	193
Income taxes	(66)	916	850	128	910	1,039	(194)	6	(189)
Minority interests in income	167	183	350	130	219	349	37	(36)	1
Net income	(106)	1,506	1,400	131	885	1,017	(237)	621	383
Gross Profit Margin	7.8%	8.7%	8.2%	7.8%	7.2%	7.4%	-	-	-
Electronic Devices	6.4%	6.8%	6.6%	6.4%	5.5%	5.9%	-	-	-
Electronic Systems	16.3%	16.4%	16.4%	17.9%	16.4%	17.0%	-	-	-
Operating Profit Margin	0.5%	2.4%	1.5%	0.6%	1.6%	1.2%	-	-	-
Ordinary Profit Margin	0.4%	2.4%	1.4%	0.3%	1.5%	1.0%	-	-	-
Net Profit Margin	-	1.4%	0.7%	0.1%	0.6%	0.4%	-	-	-

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

	FY2012	FY2011	Increase
	Forecast	Results	/Decrease
Total Electronic Devices	178,050	209,000	(30,950)
Semiconductors	143,300	174,018	(30,718)
Analog IC	29,348	29,755	(407)
Standard Logic IC	3,729	3,626	103
Memory IC	25,641	40,178	(14,537)
Micro-Processor	14,526	12,425	2,101
Special-Use IC	55,434	69,577	(14,143)
Custom IC	14,363	18,340	(3,977)
Other	259	118	141
Electronic Components	34,750	34,981	(231)
Electrical & Electronic parts	32,923	33,155	(232)
Board Computer, etc.	1,827	1,826	1
Total Electronic Systems	35,950	33,707	2,243
Space & Defense Electronics	4,622	3,962	660
Measurement & Inspection Equipment	12,494	11,584	910
Scientific Equipment	2,579	2,132	447
Laser Equipment	3,166	3,208	(42)
Medical Equipment	13,090	12,821	269
Total Net Sales	214,000	242,708	(28,708)

## Consolidated Statements of Income (Quarterly)

(Unit: Yen in Million)

			FY2011			FY2	012
	1Q	2Q	3Q	4Q	Full Year	1Q	2Q
Net Sales	39,862	63,840	70,690	68,314	242,708	49,687	53,350
Electronic Devices	35,353	55,807	63,008	54,831	209,000	44,536	44,546
Electronic Systems	4,508	8,033	7,682	13,483	33,707	5,151	8,804
Cost of Sales	36,528	59,092	65,939	63,122	224,682	45,923	49,109
Gross Profit	3,334	4,747	4,750	5,192	18,025	3,763	4,241
Electronic Devices	2,511	3,332	3,365	3,101	12,310	2,858	2,865
Electronic Systems	823	1,415	1,384	2,090	5,714	905	1,375
Selling, general and administrative expenses	3,660	3,828	3,739	3,955	15,183	3,768	3,718
Operating income	(325)	919	1,011	1,236	2,842	(4)	522
Electronic Devices	(44)	554	699	338	1,548	183	110
Electronic Systems	(278)	366	314	900	1,302	(185)	414
Non-operating income	137	108	120	144	510	166	117
Non-operating expenses	269	221	232	252	976	258	165
Ordinary income	(458)	806	898	1,129	2,375	(96)	474
Extraordinary income	-	79	0	18	97	2	0
Extraordinary loss	1	34	2	27	66	306	79
Income before income taxes and minority	(459)	850	896	1,120	2,407	(400)	394
Income taxes	(186)	314	418	492	1,039	(171)	104
Minority interests in income	50	79	109	109	349	98	69
Net income	(323)	455	367	518	1,017	(327)	220
Gross Profit Margin	8.4%	7.4%	6.7%	7.6%	7.4%	7.6%	7.9%
Electronic Devices	7.1%	6.0%	5.3%	5.7%	5.9%	6.4%	6.4%
Electronic Systems	18.3%	17.6%	18.0%	15.5%	17.0%	17.6%	15.6%
Operating Profit Margin	-	1.4%	1.4%	1.8%	1.2%	-	1.0%
Electronic Devices	-	1.0%	1.1%	0.6%	0.7%	0.4%	0.2%
Electronic Systems	-	4.6%	4.1%	6.7%	3.9%	-	4.7%
Ordinary Profit Margin	-	1.3%	1.3%	1.7%	1.0%	-	0.9%
Net Profit Margin	-	0.7%	0.5%	0.8%	0.4%	-	0.4%

## Consolidated Sales by Segment (Quarterly)

		FY2011			FY2	2012	
	1Q	2Q	3Q	4Q	Full Year	1Q	2Q
Total Electronic Devices	35,353	55,807	63,008	54,831	209,000	44,536	44,546
Semiconductors	30,501	46,214	53,040	44,263	174,018	36,606	37,653
Analog IC	6,969	7,874	7,078	7,834	29,755	7,140	6,966
Standard Logic IC	959	981	788	898	3,626	687	635
Memory IC	4,792	8,855	16,790	9,741	40,178	5,017	6,138
Micro-Processor	3,226	2,911	2,861	3,427	12,425	3,461	3,173
Special-Use IC	13,233	20,368	18,536	17,440	69,577	16,473	18,051
Custom IC	1,276	5,195	6,974	4,895	18,340	3,749	2,568
Other	46	29	13	30	118	79	123
Electronic Components	4,853	9,593	9,968	10,567	34,981	7,931	6,893
Electrical & Electronic parts	4,415	9,130	9,504	10,106	33,155	7,666	6,562
Board Computer, etc.	437	465	463	461	1,826	265	331
Total Electronic Systems	4,508	8,033	7,682	13,483	33,707	5,151	8,804
Space & Defense Electronics	629	1,085	941	1,307	3,962	639	1,302
Measurement & Inspection Equipment	1,508	2,904	3,077	4,095	11,584	1,565	2,673
Scientific Equipment	41	281	69	1,741	2,132	112	640
Laser Equipment	434	787	827	1,160	3,208	537	719
Medical Equipment	1,897	2,974	2,769	5,181	12,821	2,299	3,470
Total Net Sales	39,862	63,840	70,690	68,314	242,708	49,687	53,350

## Consolidated Balance Sheets (Quarterly)

(Unit: Yen in Million)

		FY2	2011		FY2	FY2012		
	Jun.30,2011	Sep.30,2011	Dec.31,2011	Mar.31,2012	Jun.30,2012	Sep.30,2012		
Current assets	91,268	108,510	119,190	110,554	94,352	95,577		
Cash and deposits	14,520	9,943	12,178	18,123	12,683	12,905		
Notes and accounts receivable-trade	40,920	57,553	72,702	66,611	54,022	52,763		
Merchandise and finished goods	31,744	36,726	30,909	22,666	23,808	24,022		
Work in process	58	23	70	51	61	118		
Deferred tax assets	1,048	1,119	973	1,198	1,190	1,258		
Other	3,004	3,183	2,393	1,934	2,623	4,584		
Allowance for doubtful accounts	(27)	(39)	(36)	(31)	(37)	(75)		
Noncurrent assets	11,533	11,142	11,021	10,491	10,779	10,887		
Property, plant and equipment	4,548	4,502	4,449	4,372	4,397	4,453		
Buildings and structures	1,559	1,514	1,488	1,480	1,533	1,480		
Land	2,520	2,516	2,516	2,466	2,466	2,466		
other	468	471	445	425	397	506		
Intangible assets	340	324	309	322	326	330		
Investments and other assets	6,644	6,314	6,262	5,796	6,055	6,103		
Investment securities	1,511	1,286	1,281	1,468	1,317	1,352		
Real estate for investment	1,103	1,090	1,077	1,064	1,045	1,033		
Deferred tax assets	2,346	2,247	2,214	1,575	1,881	1,866		
Other	1,681	1,690	1,688	1,688	1,810	1,850		
Total assets	102,802	119,652	130,211	121,045	105,132	106,464		
Current liabilities	62,133	78,771	89,641	66,163	50,397	52,021		
Notes and accounts payable-trade	29,590	42,366	47,586	42,506	35,001	38,546		
Short-term loans payable	9,518	13,617	19,496	18,781	10,025	8,925		
Current portion of long-term loans payable	20,034	20,034	20,048	1,534	1,534	1,534		
Current portion of bonds	48	48	34	48	48	46		
Provision for bonuses	537	774	386	718	541	794		
Other	2,402	1,929	2,088	2,574	3,245	2,174		
Noncurrent liabilities	5,293	5,154	5,166	18,586	18,540	18,245		
Bonds payable	70	46	46	21	21	-		
Long-term loans payable	2,598	2,589	2,580	16,072	16,063	16,054		
Provision for retirement benefits	1,653	1,653	1,655	1,602	1,569	1,526		
Provision for directors' retirement benefits	573	477	487	492	502	230		
Other	398	388	396	398	383	433		
Total liabilities	67,426	83,925	94,808	84,750	68,938	70,267		
Total net assets	35,375	35,726	35,403	36,295	36,194	36,196		
Total liabilities and net assets	102,802	119,652	130,211	121,045	105,132	106,464		

## Consolidated Statements of Cash Flows (Quarterly)

	FY2011			FY2	012	
	1Q	2Q	3Q	4Q	1Q	2Q
Net cash provided by (used in) operating activities	(313)	(3,103)	(6,636)	4,836	4,659	8,378
Income before income taxes and minority interests	(459)	390	1,287	2,407	(400)	(6)
Depreciation and amortization	167	252	392	499	123	256
Equity in (earnings) losses of affiliates	(17)	(31)	(43)	(65)	(26)	(43)
Decrease (increase) in notes and accounts receivable-trade	5,784	(11,070)	(26,515)	(20,229)	12,937	13,898
Decrease (increase) in inventories	(2,677)	(1,856)	3,432	11,817	(976)	(1,387)
Increase (decrease) in notes and accounts payable-trade	(2,924)	10,024	15,420	10,148	(7,683)	(3,914)
Other, net	34	(344)	68	1,234	1,077	81
Subtotal	(92)	(2,635)	(5,957)	5,811	5,049	8,885
Interest and dividends income received	14	32	43	82	15	36
Interest expenses paid	(30)	(263)	(302)	(548)	(84)	(198)
Income taxes paid	(204)	(279)	(462)	(553)	(331)	(378)
Income taxes refund	-	42	42	44	10	33
Net cash provided by (used in) investing activities	(71)	(6,084)	(5,848)	(5,824)	88	(92)
Net cash provided by (used in) financing activities	(1,422)	2,739	8,627	2,751	(9,099)	(10,228)
Effect of exchange rate change on cash and cash equivalents	(44)	(186)	(242)	81	112	(75)
Net increase(decrease) in cash and cash equivalents	(1,852)	(6,634)	(4,100)	1,844	(4,239)	(2,017)
Cash and cash equivalents at beginning of period	16,078	16,078	16,078	16,078	17,923	17,923
Cash and cash equivalents at end of period	14,226	9,443	11,978	17,923	13,683	15,905