

Supplementary Financial Information for the third quarter of fiscal year ending March 2013

MARUBUN 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 (Nine months)

(Unit: Yen in Million)

	FY2012 12/4-12 Results	FY2011 11/4-12 Results	Increase /Decrease
Net Sales	157,915	174,393	(16,478)
Electronic Devices	137,305	154,169	(16,864)
Electronic Systems	20,609	20,224	385
Cost of Sales	145,864	161,560	(15,696)
Gross Profit	12,050	12,832	(782)
Electronic Devices	8,602	9,209	(607)
Electronic Systems	3,448	3,623	(175)
Selling, general and administrative expenses	11,057	11,227	(170)
Personal expenses	6,990	7,025	(35)
Other	4,067	4,202	(135)
Operating income	993	1,605	(612)
Electronic Devices	641	1,210	(569)
Electronic Systems	359	402	(43)
Non-operating income	426	365	61
Equity in earnings of affiliates	61	43	18
Non-operating expenses	628	723	(95)
Foreign exchange losses	137	8	129
Ordinary income	790	1,246	(456)
Extraordinary income	94	79	15
Extraordinary loss	713	38	675
Income before income taxes and minority interests	171	1,287	(1,116)
Income taxes	(17)	547	(564)
Minority interests in income	289	240	49
Net income	(100)	499	(599)
Number of Employees	1,262	1,361	(99)
Gross Profit Margin	7.6%	7.4%	-
Electronic Devices	6.3%	6.0%	-
Electronic Systems	16.7%	17.9%	-
Operating Profit Margin	0.6%	0.9%	-
Electronic Devices	0.5%	0.8%	-
Electronic Systems	1.7%	2.0%	-
Ordinary Profit Margin	0.5%	0.7%	-
Net Profit Margin	-	0.3%	-

Consolidated Sales by Segment (Nine months)

(Unit: Yen in Million)

	FY2012 12/4-12 Results	FY2011 11/4-12 Results	Increase /Decrease
Total Electronic Devices	137,305	154,169	(16,864)
Semiconductors	115,980	129,754	(13,774)
Analog IC	20,975	21,921	(946)
Standard Logic IC	1,869	2,728	(859)
Memory IC	18,529	30,437	(11,908)
Micro-Processor	9,752	8,998	754
Special-Use IC	55,140	52,137	3,003
Custom IC	9,468	13,445	(3,977)
Other	247	88	159
Electronic Components	21,325	24,414	(3,089)
Electrical & Electronic parts	20,273	23,049	(2,776)
Board Computer, etc.	1,052	1,365	(313)
Total Electronic Systems	20,609	20,224	385
Space & Defense Electronics	2,920	2,655	265
Measurement & Inspection Equipment	6,325	7,489	(1,164)
Scientific Equipment	1,354	392	962
Laser Equipment	1,912	2,047	(135)
Medical Equipment	8,098	7,640	458
Total Net Sales	157,915	174,393	(16,478)

Consolidated Statement of Income (Three months)

(Unit: Yen in Million)

	FY2012 12/10-12 Results	FY2011 11/10-12 Results	Increase /Decrease
Net Sales	54,877	70,690	(15,813)
Electronic Devices	48,223	63,008	(14,785)
Electronic Systems	6,654	7,682	(1,028)
Cost of Sales	50,831	65,939	(15,108)
Gross Profit	4,045	4,750	(705)
Electronic Devices	2,878	3,365	(487)
Electronic Systems	1,166	1,384	(218)
Selling, general and administrative expenses	3,570	3,739	(169)
Personal expenses	2,235	2,382	(147)
Other	1,334	1,357	(23)
Operating income	475	1,011	(536)
Electronic Devices	346	699	(353)
Electronic Systems	130	314	(184)
Non-operating income	142	120	22
Foreign exchange gains	0	58	(58)
Equity in earnings of affiliates	18	11	7
Non-operating expenses	204	232	(28)
Foreign exchange losses	53	0	53
Ordinary income	413	898	(485)
Extraordinary income	91	0	91
Extraordinary loss	327	2	325
Income before income taxes and minority interests	177	896	(719)
Income taxes	49	418	(369)
Minority interests in income	122	109	13
Net income	6	367	(361)
Gross Profit Margin	7.4%	6.7%	-
Electronic Devices	6.0%	5.3%	-
Electronic Systems	17.5%	18.0%	-
Operating Profit Margin	0.9%	1.4%	-
Electronic Devices	0.7%	1.1%	-
Electronic Systems	2.0%	4.1%	-
Ordinary Profit Margin	0.8%	1.3%	-
Net Profit Margin	0.0%	0.5%	-

Consolidated Sales by Segment (Three months)

(Unit: Yen in Million)

	FY2012 12/10-12 Results	FY2011 11/10-12 Results	Increase /Decrease
Total Electronic Devices	48,223	63,008	(14,785)
Semiconductors	41,721	53,040	(11,319)
Analog IC	6,869	7,078	(209)
Standard Logic IC	547	788	(241)
Memory IC	7,374	16,790	(9,416)
Micro-Processor	3,119	2,861	258
Special-Use IC	20,616	18,536	2,080
Custom IC	3,151	6,974	(3,823)
Other	45	13	32
Electronic Components	6,501	9,968	(3,467)
Electrical & Electronic parts	6,045	9,504	(3,459)
Board Computer, etc.	457	463	(6)
Total Electronic Systems	6,654	7,682	(1,028)
Space & Defense Electronics	978	941	37
Measurement & Inspection Equipment	2,087	3,077	(990)
Scientific Equipment	602	69	533
Laser Equipment	656	827	(171)
Medical Equipment	2,330	2,769	(439)
Total Net Sales	54,877	70,690	(15,813)

Consolidated Statement of Income (Forecast)

(Unit: Yen in Million)

	FY2012 Forecast	FY2011 Results	Increase /Decrease
Net Sales	214,000	242,708	(28,708)
Electronic Devices	178,050	209,000	(30,950)
Electronic Systems	35,950	33,707	2,243
Cost of Sales	196,350	224,682	(28,332)
Gross Profit	17,650	18,025	(375)
Electronic Devices	11,760	12,310	(550)
Electronic Systems	5,890	5,714	176
Selling, general and administrative expenses	14,500	15,183	(683)
Operating income	3,150	2,842	308
Non-operating income	550	510	40
Non-operating expenses	650	976	(326)
Ordinary income	3,050	2,375	675
Extraordinary income	5	97	(92)
Extraordinary loss	455	66	389
Income before income taxes	2,600	2,407	193
Income taxes	850	1,039	(189)
Minority interests in income	350	349	1
Net income	1,400	1,017	383
Gross Profit Margin	8.2%	7.4%	-
Electronic Devices	6.6%	5.9%	-
Electronic Systems	16.4%	17.0%	-
Operating Profit Margin	1.5%	1.2%	-
Ordinary Profit Margin	1.4%	1.0%	-
Net Profit Margin	0.7%	0.4%	-

Consolidated Sales by Segment (Forecast)

(Unit: Yen in Million)

	FY2012 Forecast	FY2011 Results	Increase /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)

This forecast of Consolidated Sales by Segment is as of November, 2012.

Consolidated Statements of Income (Quarterly)

(Unit: Yen in Million)

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

Consolidated Sales by Segment (Quarterly)

(Unit: Yen in Million)

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

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

Consolidated Statements of Cash Flows (Quarterly)

(Unit: Yen in Million)

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