

MARUBUN CORPORATION

Financial Information Meeting Fiscal Year Ended March 31, 2013

May 10, 2013

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.

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FY2012 Consolidated Financial Results

(Million yen)

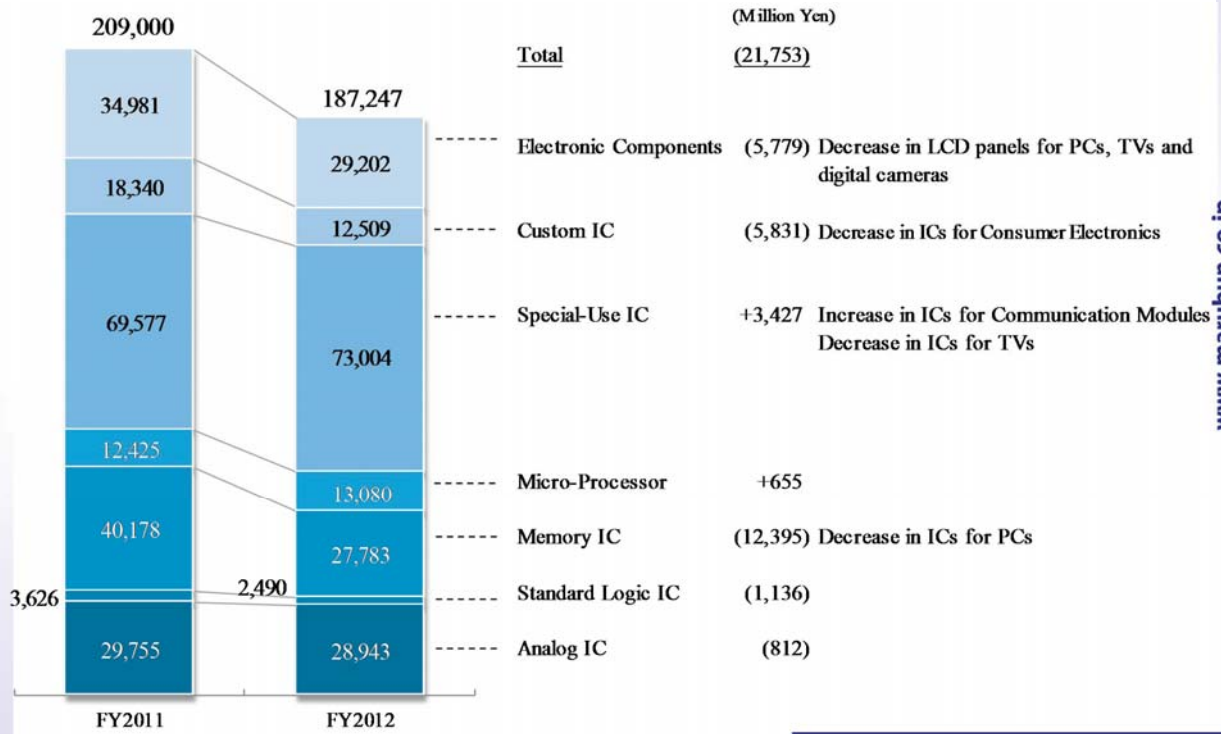
	FY2012 Results	FY2011 Results	Change
Net Sales	220,200	242,708	(9.3%)
Electronic Devices	187,247	209,000	(10.4%)
Electronic Systems	32,953	33,707	(2.2%)
Gross Profit	17,763	18,025	(1.5%)
SG & A	14,771	15,183	(2.7%)
Operating Income	2,991	2,842	+5.3%
Ordinary Income	2,500	2,375	+5.2%
Net Income	857	1,017	(15.7%)

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Electronic Devices - Sales by Product

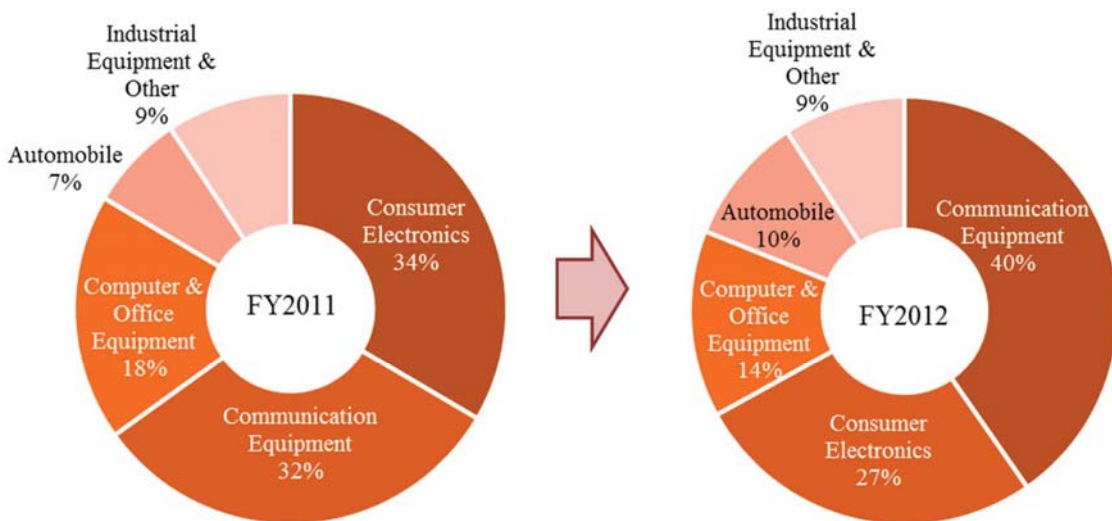


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Electronic Devices Sales by Application



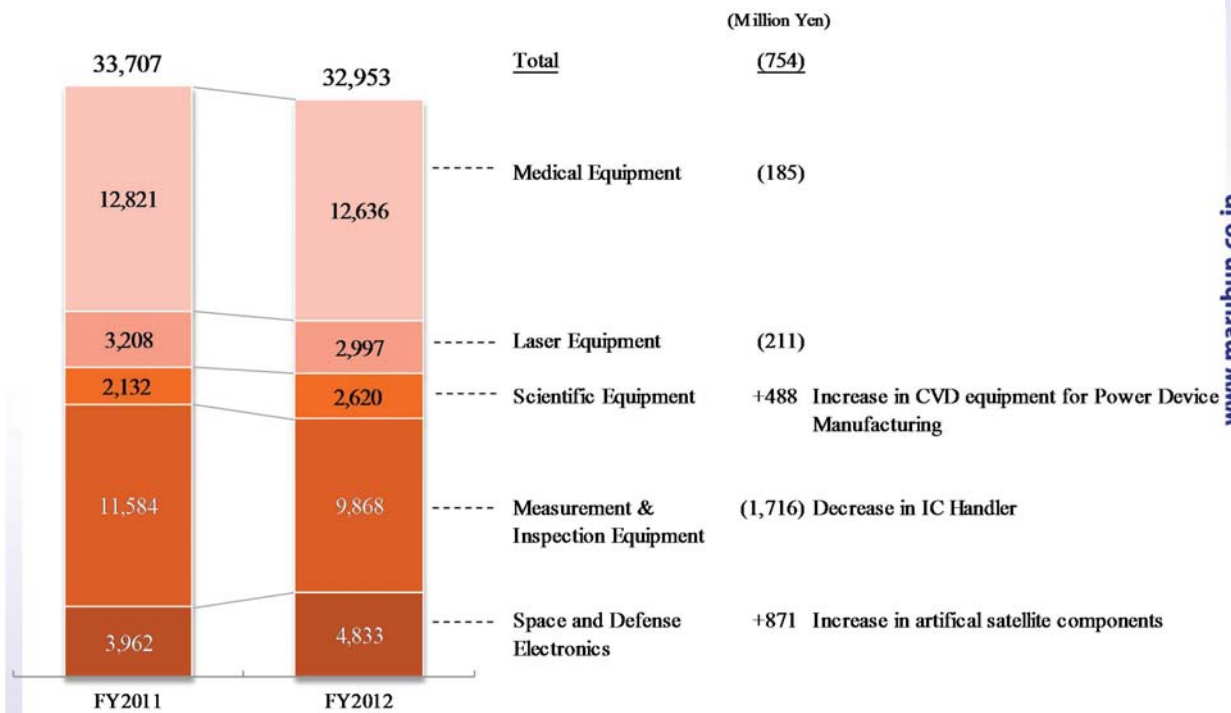
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- Communication Equipment → Increase in ICs for smartphones
- Consumer Electronics → Decrease in ICs for TVs and digital cameras
- Computer & Office Equipment → Decrease in Memory ICs for PCs

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Electronic Systems – Sales by Product

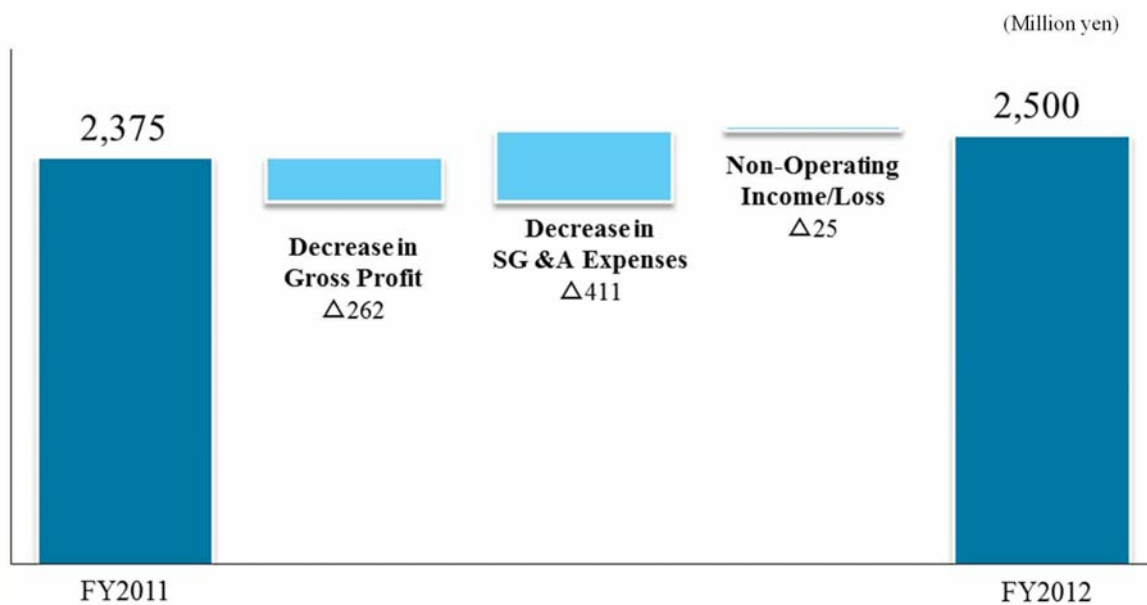


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Factors Affecting Ordinary Income



[Gross Profit] Improvement in Gross Profit Margin 7.4%(FY2011) → 8.1%(FY2012)
 [SG & A Expenses] Personnel Expenses Δ176, General Expenses Δ236
 [Non-operating Income/Loss] Loss on valuation of account payable in foreign currency 400

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Consolidated Balance Sheet

(Million Yen)	As of March 31, 2013	As of March 31, 2012	Change	Reasons for changes
Current Assets	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)	Decrease due to decrease of sales
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	
Noncurrent assets	10,943	10,491	452	
Total Assets	104,743	121,045	(16,302)	
Current liabilities	49,042	66,163	(17,121)	
Notes and accounts payable-trade	33,523	42,506	(8,983)	Decrease due to decrease of demands
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	
Noncurrent liabilities	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	
Total Liabilities	67,195	84,750	(17,555)	
Total Net Assets	37,547	36,295	1,252	
Total Liabilities and Net Assets	104,743	121,045	(16,302)	

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Consolidated Statement of Cash Flows

(Million Yen)	FY2012 Results	FY2011 Results	Reasons for changes
Net cash provided by (used in) operating activities	8,301	4,836	
Income before income taxes	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	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)	-	
Net cash provided by (used in) investment activities	(406)	(5,824)	
Net cash provided by (used in) financing activities	(9,261)	2,751	Net decrease in loan payable short-term Δ 7,248million yen
Cash and cash equivalents	17,410	17,923	

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FY2013 Consolidated Results Forecasts

(Million yen)

	FY2013 Forecast	FY2012 Results	Change
Net Sales	225,500	220,200	+2.4%
Electronic Devices	185,700	187,247	(0.8%)
Electronic Systems	39,800	32,953	+20.8%
Gross Profit	18,100	17,763	+1.9%
SG & A	14,750	14,771	(0.1%)
Operating Income	3,350	2,991	+12.0%
Ordinary Income	3,200	2,500	+28.0%
Net Income	1,550	857	+80.7%

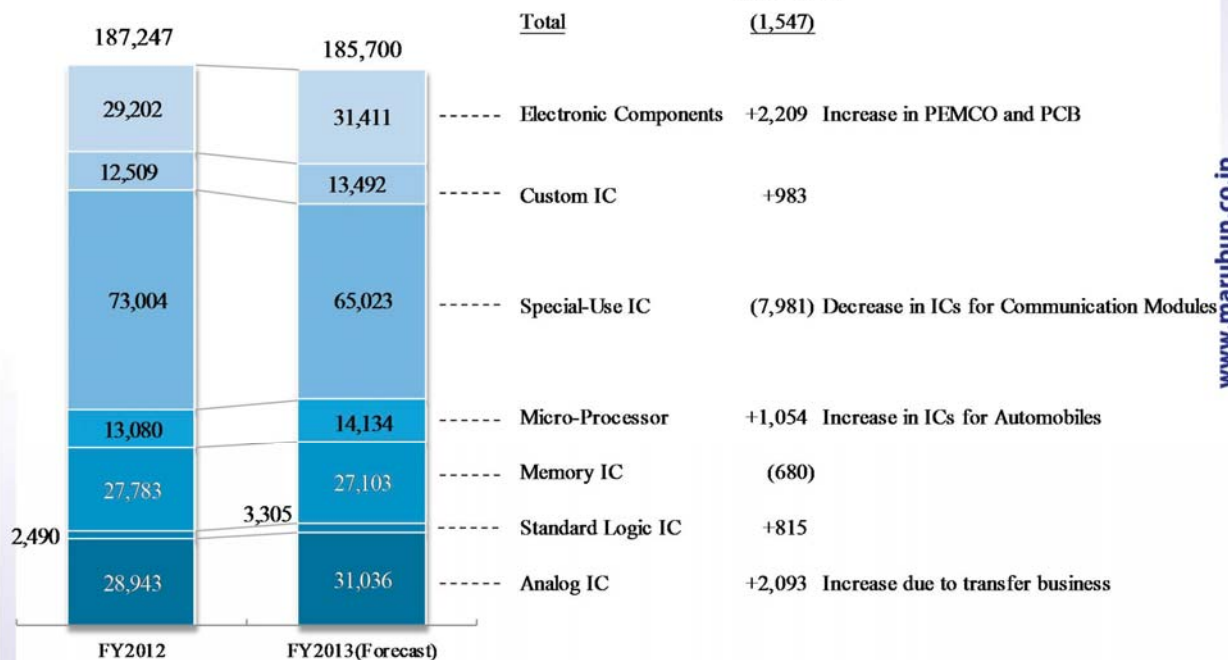
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Electronic Devices – Sales Projections by Product

(Million Yen)

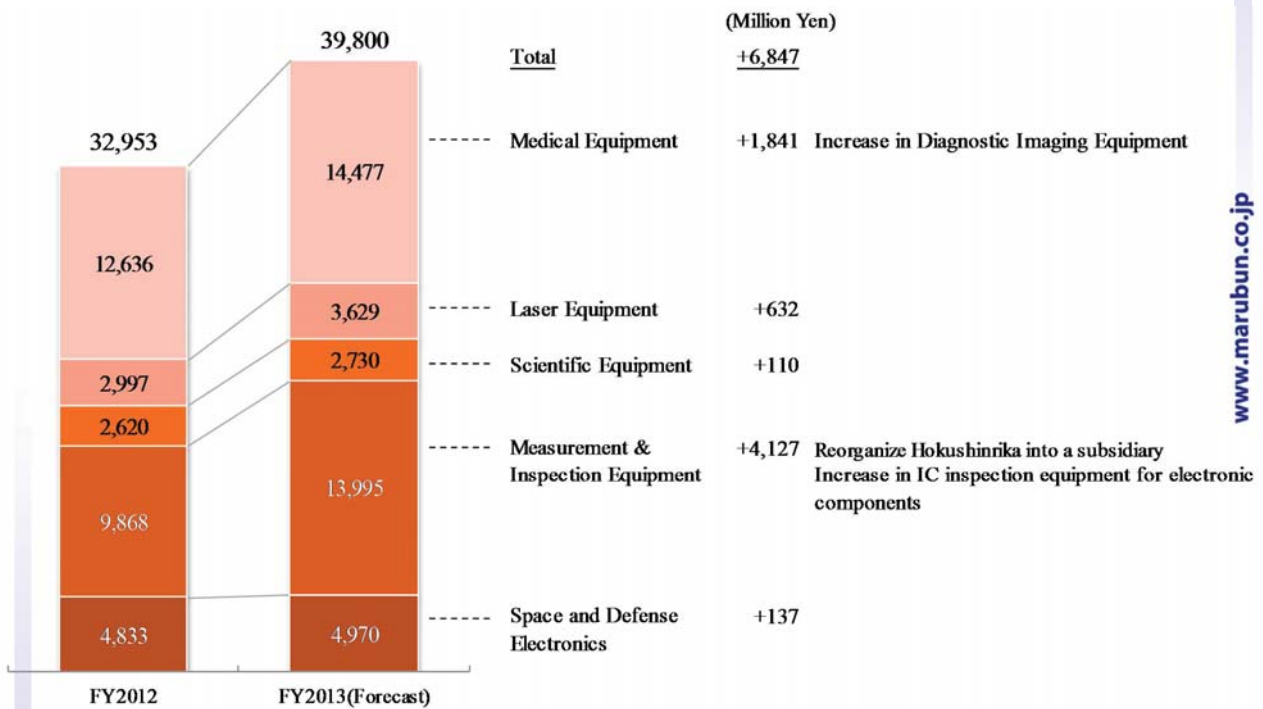


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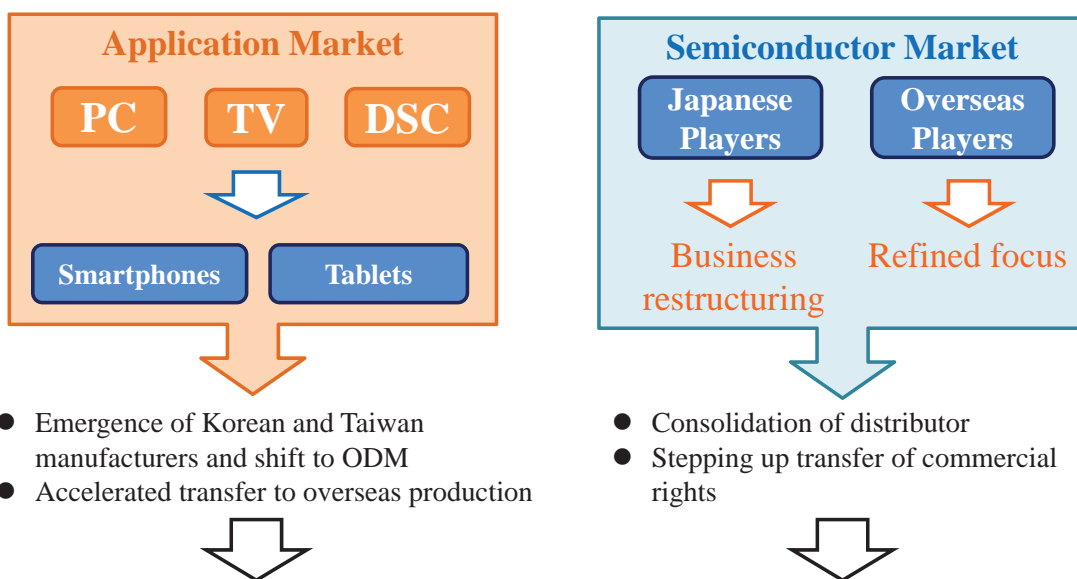
Electronic Systems – Sales Projections by Product



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Strategies for the Electronic Devices Business

Changes in the Markets



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Propose a product lineup and services sought by the market

Strategies for the Electronic Devices Business

■ Enhance the Demand Creation (DC) Function.

- Separate account sales from DC functions.
- Rearrange FAE by application and technology.

■ Expand the base business.

- Introduce key performance indicators (KPIs) representing the indices emphasized by suppliers.
- Work on sales for automobiles and industrial equipment.
- Expand bases into Indonesia.
- Accelerate efforts to acquire new commercial rights.

■ Promote development of new products.

- Semiconductors:
 - ICs for custom networks
- Environment:
 - Crystalline solar panels and batteries
- Printed circuit boards, and electronic components:
 - Single-layer and multilayer boards, and connectors



A small-sized M2M communication module compatible with Penta-Band HSPA+ from Telit

Strategies for the Electronic Systems Business

Market oriented business

Enhancement in engineering services

Enrichment of product lineup

Strengthening of system integration

Measurement and inspection equipment & scientific equipment	<ul style="list-style-type: none"> ● Strive to secure adoptions of assembling and inspection equipment for smartphones and tablets and for hybrid and electric vehicles. ● Reorganize Hokushinrika into a subsidiary. ● Upgrade the overseas engineering support.
Medical equipment	<ul style="list-style-type: none"> ● Press ahead with community-based sales activities. ● Increase market share through collaboration with portfolio companies.
Laser and Telecommunications	<ul style="list-style-type: none"> ● Cultivate the communication infrastructure, smart grids and financial markets with network equipment. ● Expectations of demand for radiation measurement sensors and industrial OEM lasers
Space and Defense Electronics	<ul style="list-style-type: none"> ● Boost sales of sensors and analyzers for satellites, aircrafts and automobiles.

Return to Shareholders

- **Divided Forecast**

	FY2012	FY2013 (Forecast)
Annual Dividend Per Share	15yen	15yen
Interim Dividend	6yen	6yen
End of the year Dividend	9yen	9yen

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