

Supplementary Financial Information
for the third quarter of fiscal year ending
March 2014

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	FY2013 13/4-12 Results	Increase /Decrease
Net Sales	157,915	187,447	29,532
Electronic Devices	137,305	163,988	26,683
Electronic Systems	20,609	23,459	2,850
Cost of Sales	145,864	174,364	28,500
Gross Profit	12,050	13,083	1,033
Electronic Devices	8,602	9,415	813
Electronic Systems	3,448	3,668	220
Selling, general and administrative expenses	11,057	10,925	(132)
Personal expenses	6,990	6,854	(136)
Other	4,067	4,070	3
Operating income	993	2,158	1,165
Electronic Devices	641	1,901	1,260
Electronic Systems	359	266	(93)
Non-operating income	426	523	97
Equity in earnings of affiliates	61	178	117
Non-operating expenses	628	657	29
Foreign exchange losses	137	245	108
Ordinary income	790	2,024	1,234
Extraordinary income	94	11	(83)
Extraordinary loss	713	67	(646)
Income before income taxes and minority interests	171	1,969	1,798
Income taxes	(17)	667	684
Minority interests in income	289	249	(40)
Net income	(100)	1,051	1,151
Number of Employees	1,262	1,267	5
Gross Profit Margin	7.6%	7.0%	-
Electronic Devices	6.3%	5.7%	-
Electronic Systems	16.7%	15.6%	-
Operating Profit Margin	0.6%	1.2%	-
Electronic Devices	0.5%	1.2%	-
Electronic Systems	1.7%	1.1%	-
Ordinary Profit Margin	0.5%	1.1%	-
Net Profit Margin	-	0.6%	-

Consolidated Sales by Segment (Nine months)

(Unit: Yen in Million)

	FY2012 12/4-12 Results	FY2013 13/4-12 Results	Increase /Decrease
Total Electronic Devices	137,305	163,988	26,683
Semiconductors	115,980	137,459	21,479
Analog IC	20,975	22,629	1,654
Standard Logic IC	1,869	1,921	52
Memory IC	18,529	25,881	7,352
Micro-Processor	9,752	8,240	(1,512)
Special-Use IC	55,140	69,821	14,681
Custom IC	9,468	8,397	(1,071)
Other	247	570	323
Electronic Components	21,325	26,529	5,204
Electrical & Electronic parts	20,273	25,536	5,263
Board Computer, etc.	1,052	993	(59)
Total Electronic Systems	20,609	23,459	2,850
Space & Defense Electronics	2,920	2,877	(43)
Measurement & Inspection Equipment	6,325	8,337	2,012
Scientific Equipment	1,354	176	(1,178)
Laser Equipment	1,912	2,470	558
Medical Equipment	8,098	9,598	1,500
Total Net Sales	157,915	187,447	29,532

Consolidated Statement of Income (Three months)

(Unit: Yen in Million)

	FY2012 12/10-12 Results	FY2013 13/10-12 Results	Increase /Decrease
Net Sales	54,877	68,073	13,196
Electronic Devices	48,223	59,038	10,815
Electronic Systems	6,654	9,035	2,381
Cost of Sales	50,831	63,438	12,607
Gross Profit	4,045	4,635	590
Electronic Devices	2,878	3,325	447
Electronic Systems	1,166	1,309	143
Selling, general and administrative expenses	3,570	3,651	81
Personal expenses	2,235	2,297	62
Other	1,334	1,353	19
Operating income	475	984	509
Electronic Devices	346	807	461
Electronic Systems	130	181	51
Non-operating income	142	163	21
Equity in earnings of affiliates	18	72	54
Non-operating expenses	204	296	92
Foreign exchange losses	53	166	113
Ordinary income	413	851	438
Extraordinary income	91	8	(83)
Extraordinary loss	327	29	(298)
Income before income taxes and minority interests	177	830	653
Income taxes	49	292	243
Minority interests in income	122	71	(51)
Net income	6	466	460
Gross Profit Margin	7.4%	6.8%	-
Electronic Devices	6.0%	5.6%	-
Electronic Systems	17.5%	14.5%	-
Operating Profit Margin	0.9%	1.4%	-
Electronic Devices	0.7%	1.4%	-
Electronic Systems	2.0%	2.0%	-
Ordinary Profit Margin	0.8%	1.3%	-
Net Profit Margin	0.0%	0.7%	-

Consolidated Sales by Segment (Three months)

(Unit: Yen in Million)

	FY2012 12/10-12 Results	FY2013 13/10-12 Results	Increase /Decrease
Total Electronic Devices	48,223	59,038	10,815
Semiconductors	41,721	47,956	6,235
Analog IC	6,869	8,437	1,568
Standard Logic IC	547	490	(57)
Memory IC	7,374	8,635	1,261
Micro-Processor	3,119	2,830	(289)
Special-Use IC	20,616	24,618	4,002
Custom IC	3,151	2,803	(348)
Other	45	143	98
Electronic Components	6,501	11,082	4,581
Electrical & Electronic parts	6,045	10,852	4,807
Board Computer, etc.	457	230	(227)
Total Electronic Systems	6,654	9,035	2,381
Space & Defense Electronics	978	1,226	248
Measurement & Inspection Equipment	2,087	3,310	1,223
Scientific Equipment	602	60	(542)
Laser Equipment	656	805	149
Medical Equipment	2,330	3,635	1,305
Total Net Sales	54,877	68,073	13,196

Consolidated Statement of Income (Forecast)

(Unit: Yen in Million)

	FY2012 Results	FY2013 Forecast	Increase /Decrease
Net Sales	220,200	253,000	32,800
Electronic Devices	187,247	214,800	27,553
Electronic Systems	32,953	38,200	5,247
Cost of Sales	202,437	234,750	32,313
Gross Profit	17,763	18,250	487
Electronic Devices	12,154	12,200	46
Electronic Systems	5,608	6,050	442
Selling, general and administrative expenses	14,771	14,750	(21)
Operating income	2,991	3,500	509
Non-operating income	640	700	60
Non-operating expenses	1,132	850	(282)
Ordinary income	2,500	3,350	850
Extraordinary income	124	5	(119)
Extraordinary loss	731	55	(676)
Income before income taxes	1,892	3,300	1,408
Income taxes	578	1,175	597
Minority interests in income	456	450	(6)
Net income	857	1,675	818
Gross Profit Margin	8.1%	7.2%	-
Electronic Devices	6.5%	5.7%	-
Electronic Systems	17.0%	15.8%	-
Operating Profit Margin	1.4%	1.4%	-
Ordinary Profit Margin	1.1%	1.3%	-
Net Profit Margin	0.4%	0.7%	-

Consolidated Sales by Segment (Forecast)

(Unit: Yen in Million)

	FY2012 Results	FY2013 Forecast	Increase /Decrease
Total Electronic Devices	187,247	214,800	27,553
Semiconductors	158,045	183,042	24,997
Analog IC	28,943	29,890	947
Standard Logic IC	2,490	2,459	(31)
Memory IC	27,783	36,153	8,370
Micro-Processor	13,080	11,801	(1,279)
Special-Use IC	73,004	90,054	17,050
Custom IC	12,509	11,843	(666)
Other	236	843	607
Electronic Components	29,202	31,758	2,556
Electrical & Electronic parts	27,744	30,061	2,317
Board Computer, etc.	1,458	1,697	239
Total Electronic Systems	32,953	38,200	5,247
Space & Defense Electronics	4,833	4,670	(163)
Measurement & Inspection Equipment	9,868	13,347	3,479
Scientific Equipment	2,620	1,029	(1,591)
Laser Equipment	2,997	3,721	724
Medical Equipment	12,636	15,432	2,796
Total Net Sales	220,200	253,000	32,800

Consolidated Statements of Income (Quarterly)

(Unit: Yen in Million)

	FY2012					FY2013		
	1Q	2Q	3Q	4Q	Full Year	1Q	2Q	3Q
Net Sales	49,687	53,350	54,877	62,285	220,200	55,796	63,576	68,073
Electronic Devices	44,536	44,546	48,223	49,941	187,247	50,550	54,399	59,038
Electronic Systems	5,151	8,804	6,654	12,343	32,953	5,246	9,177	9,035
Cost of Sales	45,923	49,109	50,831	56,572	202,437	51,888	59,037	63,438
Gross Profit	3,763	4,241	4,045	5,712	17,763	3,908	4,539	4,635
Electronic Devices	2,858	2,865	2,878	3,552	12,154	3,061	3,028	3,325
Electronic Systems	905	1,375	1,166	2,159	5,608	848	1,511	1,309
Selling, general and administrative expenses	3,768	3,718	3,570	3,713	14,771	3,635	3,638	3,651
Operating income	(4)	522	475	1,998	2,991	273	900	984
Electronic Devices	183	110	346	978	1,619	579	514	807
Electronic Systems	(185)	414	130	1,022	1,381	(302)	387	181
Non-operating income	166	117	142	214	640	180	178	163
Non-operating expenses	258	165	204	503	1,132	187	172	296
Ordinary income	(96)	474	413	1,709	2,500	267	906	851
Extraordinary income	2	0	91	29	124	1	2	8
Extraordinary loss	306	79	327	17	731	20	16	29
Income before income taxes and minority interests	(400)	394	177	1,721	1,892	247	891	830
Income taxes	(171)	104	49	596	578	47	327	292
Minority interests in income	98	69	122	166	456	95	83	71
Net income	(327)	220	6	958	857	104	480	466
Gross Profit Margin	7.6%	7.9%	7.4%	9.2%	8.1%	7.0%	7.1%	6.8%
Electronic Devices	6.4%	6.4%	6.0%	7.1%	6.5%	6.1%	5.6%	5.6%
Electronic Systems	17.6%	15.6%	17.5%	17.5%	17.0%	16.2%	16.5%	14.5%
Operating Profit Margin	-	1.0%	0.9%	3.2%	1.4%	0.5%	1.4%	1.4%
Ordinary Profit Margin	-	0.9%	0.8%	2.7%	1.1%	0.5%	1.4%	1.3%
Net Profit Margin	-	0.4%	0.0%	1.5%	0.4%	0.2%	0.8%	0.7%

Consolidated Sales by Segment (Quarterly)

(Unit: Yen in Million)

	FY2012					FY2013		
	1Q	2Q	3Q	4Q	Full Year	1Q	2Q	3Q
Total Electronic Devices	44,536	44,546	48,223	49,941	187,247	50,550	54,399	59,038
Semiconductors	36,606	37,653	41,721	42,065	158,045	43,584	45,918	47,956
Analog IC	7,140	6,966	6,869	7,968	28,943	6,571	7,621	8,437
Standard Logic IC	687	635	547	621	2,490	842	589	490
Memory IC	5,017	6,138	7,374	9,254	27,783	8,376	8,869	8,635
Micro-Processor	3,461	3,173	3,119	3,328	13,080	2,729	2,680	2,830
Special-Use IC	16,473	18,051	20,616	17,865	73,004	22,750	22,453	24,618
Custom IC	3,749	2,568	3,151	3,040	12,509	2,163	3,431	2,803
Other	79	123	45	(11)	236	153	275	143
Electronic Components	7,931	6,893	6,501	7,877	29,202	6,966	8,482	11,082
Electrical & Electronic parts	7,666	6,562	6,045	7,471	27,744	6,685	7,999	10,852
Board Computer, etc.	265	331	457	406	1,458	280	483	230
Total Electronic Systems	5,151	8,804	6,654	12,343	32,953	5,246	9,177	9,035
Space & Defense Electronics	639	1,302	978	1,912	4,833	605	1,046	1,226
Measurement & Inspection Equipment	1,565	2,673	2,087	3,543	9,868	1,835	3,192	3,310
Scientific Equipment	112	640	602	1,266	2,620	43	73	60
Laser Equipment	537	719	656	1,085	2,997	681	984	805
Medical Equipment	2,299	3,470	2,330	4,538	12,636	2,082	3,881	3,635
Total Net Sales	49,687	53,350	54,877	62,285	220,200	55,796	63,576	68,073

Consolidated Balance Sheets (Quarterly)

(Unit: Yen in Million)

	FY2012				FY2013		
	Jun.30,2012	Sep.30,2012	Dec.31,2012	Mar.31,2013	Jun.30,2013	Sep.30,2013	Dec.31,2013
Current assets	94,352	95,577	94,768	93,799	96,385	101,968	104,757
Cash and deposits	12,683	12,905	12,966	17,440	22,522	19,942	22,412
Notes and accounts receivable-trade	54,022	52,763	49,887	48,299	46,291	53,046	58,537
Merchandise and finished goods	23,808	24,022	28,481	25,378	22,579	25,911	20,746
Work in process	61	118	195	47	119	34	79
Deferred tax assets	1,190	1,258	1,325	1,567	1,523	1,556	1,451
Other	2,623	4,584	1,978	1,097	3,377	1,503	1,547
Allowance for doubtful accounts	(37)	(75)	(65)	(31)	(28)	(26)	(18)
Noncurrent assets	10,779	10,887	10,981	10,943	11,333	11,285	11,524
Property, plant and equipment	4,397	4,453	4,334	4,302	4,346	4,320	4,287
Buildings and structures	1,533	1,480	1,402	1,396	1,385	1,372	1,362
Land	2,466	2,466	2,466	2,466	2,510	2,510	2,510
other	397	506	465	439	450	437	414
Intangible assets	326	330	404	406	393	414	416
Investments and other assets	6,055	6,103	6,242	6,234	6,593	6,550	6,820
Investment securities	1,317	1,352	1,341	1,744	1,894	2,003	2,254
Real estate for investment	1,045	1,033	1,022	1,010	999	978	957
Deferred tax assets	1,881	1,866	2,087	1,617	1,668	1,440	1,389
Other	1,810	1,850	1,791	1,861	2,030	2,127	2,220
Total assets	105,132	106,464	105,750	104,743	107,718	113,254	116,281
Current liabilities	50,397	52,021	51,817	49,042	51,129	55,562	58,177
Notes and accounts payable-trade	35,001	38,546	39,346	33,523	32,697	40,081	42,933
Short-term loans payable	10,025	8,925	7,631	11,687	14,705	11,988	11,674
Current portion of long-term loans payable	1,534	1,534	1,534	34	34	34	34
Current portion of bonds	48	46	46	21	21	-	-
Provision for bonuses	541	794	356	808	567	794	427
Other	3,245	2,174	2,901	2,966	3,102	2,663	3,107
Noncurrent liabilities	18,540	18,245	18,193	18,153	18,291	18,249	18,257
Bonds payable	21	-	-	-	-	-	-
Long-term loans payable	16,063	16,054	16,046	16,037	16,101	16,072	16,032
Provision for retirement benefits	1,569	1,526	1,487	1,461	1,502	1,529	1,561
Provision for directors' retirement benefits	502	230	237	244	260	211	218
Other	383	433	421	410	426	436	444
Total liabilities	68,938	70,267	70,010	67,195	69,421	73,812	76,434
Total net assets	36,194	36,196	35,739	37,547	38,297	39,441	39,846
Total liabilities and net assets	105,132	106,464	105,750	104,743	107,718	113,254	116,281

Consolidated Statements of Cash Flows (Quarterly)

(Unit: Yen in Million)

	FY2012				FY2013		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q
Net cash provided by (used in) operating activities	4,659	8,378	7,112	8,301	3,884	2,114	4,553
Income before income taxes and minority interests	(400)	(6)	171	1,892	247	1,139	1,969
Depreciation and amortization	123	256	394	504	100	200	299
Equity in (earnings) losses of affiliates	(26)	(43)	(61)	(154)	(44)	(106)	(178)
Decrease (increase) in notes and accounts receivable-trade	12,937	13,898	16,735	19,256	3,174	(3,179)	(8,693)
Decrease (increase) in inventories	(976)	(1,387)	(5,952)	(2,255)	2,968	(146)	4,977
Increase (decrease) in notes and accounts payable-trade	(7,683)	(3,914)	(3,163)	(9,678)	(1,898)	5,219	8,030
Other, net	1,077	81	354	331	(362)	(704)	(1,295)
Subtotal	5,049	8,885	8,479	9,896	4,184	2,421	5,108
Interest and dividends income received	15	36	50	108	16	25	63
Interest expenses paid	(84)	(198)	(272)	(351)	(74)	(147)	(217)
Income taxes paid	(331)	(378)	(601)	(751)	(241)	(358)	(575)
Income taxes refund	10	33	33	33	0	174	174
Other, net	-	-	(576)	(635)	-	-	-
Net cash provided by (used in) investing activities	88	(92)	(107)	(406)	(78)	(94)	(77)
Net cash provided by (used in) financing activities	(9,099)	(10,228)	(11,630)	(9,261)	2,645	(205)	(717)
Effect of exchange rate change on cash and cash equivalents	112	(75)	169	854	474	550	1,133
Net increase(decrease) in cash and cash equivalents	(4,239)	(2,017)	(4,457)	(512)	6,926	2,364	4,892
Cash and cash equivalents at beginning of period	17,923	17,923	17,923	17,923	17,410	17,410	17,410
Cash and cash equivalents at end of period	13,683	15,905	13,466	17,410	24,336	19,774	22,303