

# Supplementary Financial Information for the third quarter of fiscal year ending March 2016

## Contents

Consolidated Statement of Income (Nine months)	• • • • P.1
Consolidated Sales by Segment (Nine months)	• • • • P.1
Consolidated Statement of Income (Three months)	• • • • P.2
Consolidated Sales by Segment (Three months)	• • • • P.2
Consolidated Statement of Income (Forecast)	• • • • P.3
Consolidated Sales by Segment (Forecast)	• • • • P.3
Consolidated Statements of Income (Quarterly)	• • • • P.4
Consolidated Sales by Segment (Quarterly)	• • • • P.4
Consolidated Balance Sheets (Quarterly)	• • • • P.5
Consolidated Statements of Cash Flows (Quarterly)	• • • • P.5

## **MARUBUN CORPORATION**

<http://www.marubun.co.jp/en/index.html>

[http://www.marubun.co.jp/en/ir\\_e/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.

Previously, revenue and expense accounts of consolidated foreign subsidiaries and affiliated companies were translated into Japanese yen at the spot rate prevailing as of the reporting date. From the first quarter of FY2015, the Company has changed to a translation method using the average exchange rate.

The prior year financial statements have been adjusted retrospectively to apply the change in accounting policy.

## Consolidated Statement of Income (Nine months)

(Yen in Million)	FY2014 14/4-12 Results	FY2015 15/4-12 Results	Increase /Decrease
<b>Net Sales</b>	<b>196,175</b>	<b>219,117</b>	<b>22,942</b>
Electronic Devices	170,911	190,279	19,368
Electronic Systems	25,263	28,838	3,575
Cost of Sales	182,957	205,711	22,754
<b>Gross Profit</b>	<b>13,217</b>	<b>13,406</b>	<b>189</b>
Electronic Devices	9,311	9,128	(183)
Electronic Systems	3,905	4,277	372
Selling, general and administrative expenses	10,796	11,237	441
Personal expenses	6,679	6,905	226
Other	4,116	4,331	215
<b>Operating income</b>	<b>2,420</b>	<b>2,168</b>	<b>(252)</b>
Electronic Devices	1,876	1,436	(440)
Electronic Systems	551	739	188
Non-operating income	522	545	23
Equity in earnings of affiliates	199	291	92
Non-operating expenses	1,302	432	(870)
Foreign exchange losses	924	60	(864)
<b>Ordinary income</b>	<b>1,640</b>	<b>2,282</b>	<b>642</b>
Extraordinary income	5	868	863
Extraordinary loss	5	803	798
<b>Income before income taxes and minority interests</b>	<b>1,641</b>	<b>2,346</b>	<b>705</b>
Income taxes	571	789	218
Profit attributable to non-controlling interests	205	206	1
<b>Profit attributable to owners of parent</b>	<b>864</b>	<b>1,350</b>	<b>486</b>
Number of Employees	1,241	1,280	39
Gross Profit Margin	6.7%	6.1%	-
Electronic Devices	5.4%	4.8%	-
Electronic Systems	15.5%	14.8%	-
Operating Profit Margin	1.2%	1.0%	-
Electronic Devices	1.1%	0.8%	-
Electronic Systems	2.2%	2.6%	-
Ordinary Profit Margin	0.8%	1.0%	-
Net Profit Margin	0.4%	0.6%	-

## Consolidated Sales by Segment (Nine months)

(Yen in Million)	FY2014 14/4-12 Results	FY2015 15/4-12 Results	Increase /Decrease
<b>Total Electronic Devices</b>	<b>170,911</b>	<b>190,279</b>	<b>19,368</b>
<b>Semiconductors</b>	<b>149,673</b>	<b>168,060</b>	<b>18,387</b>
Analog IC	26,159	29,889	3,730
Standard Logic IC	2,608	2,279	(329)
Memory IC	17,796	16,461	(1,335)
Micro-Processor	12,097	14,043	1,946
Special-Use IC	78,690	97,041	18,351
Custom IC	11,858	7,942	(3,916)
Other	465	405	(59)
<b>Electronic Components</b>	<b>21,239</b>	<b>22,219</b>	<b>981</b>
<b>Total Electronic Systems</b>	<b>25,263</b>	<b>28,838</b>	<b>3,575</b>
Space & Defense Electronics	2,816	3,611	795
Measurement & Inspection Equipment	10,092	9,904	(189)
Scientific Equipment	824	665	(159)
Laser Equipment	2,239	3,139	900
Medical Equipment	9,291	11,518	2,227
<b>Total Net Sales</b>	<b>196,175</b>	<b>219,117</b>	<b>22,942</b>

## Consolidated Statement of Income (Three months)

(Yen in Million)	FY2014 14/10-12 Results	FY2015 15/10-12 Results	Increase /Decrease
<b>Net Sales</b>	<b>72,935</b>	<b>71,314</b>	<b>(1,621)</b>
Electronic Devices	63,373	60,680	(2,693)
Electronic Systems	9,561	10,634	1,073
Cost of Sales	67,884	66,857	(1,027)
<b>Gross Profit</b>	<b>5,050</b>	<b>4,457</b>	<b>(593)</b>
Electronic Devices	3,535	2,842	(693)
Electronic Systems	1,514	1,614	100
Selling, general and administrative expenses	3,553	3,704	151
Personal expenses	2,194	2,290	96
Other	1,359	1,414	55
<b>Operating income</b>	<b>1,497</b>	<b>753</b>	<b>(744)</b>
Electronic Devices	1,119	350	(769)
Electronic Systems	380	405	25
Non-operating income	175	170	(5)
Equity in earnings of affiliates	77	100	23
Non-operating expenses	601	134	(467)
Foreign exchange losses	471	9	(462)
<b>Ordinary income</b>	<b>1,071</b>	<b>789</b>	<b>(282)</b>
Extraordinary income	5	174	169
Extraordinary loss	0	48	48
<b>Income before income taxes and minority interests</b>	<b>1,077</b>	<b>915</b>	<b>(162)</b>
Income taxes	348	312	(36)
Profit attributable to non-controlling interests	133	80	(53)
<b>Profit attributable to owners of parente</b>	<b>594</b>	<b>523</b>	<b>(71)</b>
Gross Profit Margin	6.9%	6.2%	-
Electronic Devices	5.6%	4.7%	-
Electronic Systems	15.8%	15.2%	-
Operating Profit Margin	2.1%	1.1%	-
Electronic Devices	1.8%	0.6%	-
Electronic Systems	4.0%	3.8%	-
Ordinary Profit Margin	1.5%	1.1%	-
Net Profit Margin	0.8%	0.7%	-

## Consolidated Sales by Segment (Three months)

(Yen in Million)	FY2014 14/10-12 Results	FY2015 15/10-12 Results	Increase /Decrease
<b>Total Electronic Devices</b>	<b>63,373</b>	<b>60,680</b>	<b>(2,693)</b>
<b>Semiconductors</b>	<b>55,632</b>	<b>54,559</b>	<b>(1,074)</b>
Analog IC	9,787	10,301	514
Standard Logic IC	862	722	(140)
Memory IC	5,770	5,313	(457)
Micro-Processor	5,065	5,352	287
Special-Use IC	31,329	30,539	(790)
Custom IC	2,677	2,255	(422)
Other	142	75	(67)
<b>Electronic Components</b>	<b>7,740</b>	<b>6,121</b>	<b>(1,619)</b>
<b>Total Electronic Systems</b>	<b>9,561</b>	<b>10,634</b>	<b>1,073</b>
Space & Defense Electronics	1,276	1,838	562
Measurement & Inspection Equipment	3,289	3,278	(11)
Scientific Equipment	324	272	(52)
Laser Equipment	762	1,178	416
Medical Equipment	3,912	4,068	156
<b>Total Net Sales</b>	<b>72,935</b>	<b>71,314</b>	<b>(1,621)</b>

## Consolidated Statement of Income (Forecast)

(Yen in Million)	FY2014 Results	FY2015 Forecast	Increase /Decrease
<b>Net Sales</b>	<b>273,683</b>	<b>284,000</b>	<b>10,317</b>
Electronic Devices	234,428	237,000	2,572
Electronic Systems	39,254	47,000	7,746
Cost of Sales	254,537	264,000	9,463
<b>Gross Profit</b>	<b>19,146</b>	<b>20,000</b>	<b>854</b>
Electronic Devices	13,162	13,000	(162)
Electronic Systems	5,983	7,000	1,017
Selling, general and administrative expenses	14,593	15,450	857
<b>Operating income</b>	<b>4,552</b>	<b>4,550</b>	<b>(2)</b>
Non-operating income	751	600	(151)
Non-operating expenses	1,418	650	(768)
<b>Ordinary income</b>	<b>3,886</b>	<b>4,500</b>	<b>614</b>
Extraordinary income	7	700	(12)
Extraordinary loss	110	750	640
<b>Income before income taxes and minority interests</b>	<b>3,783</b>	<b>4,450</b>	<b>667</b>
Income taxes	1,386	1,450	64
Profit attributable to non-controlling interests	405	450	45
<b>Profit attributable to owners of parent</b>	<b>1,990</b>	<b>2,550</b>	<b>560</b>
Gross Profit Margin	7.0%	7.0%	-
Electronic Devices	5.6%	5.5%	-
Electronic Systems	15.2%	14.9%	-
Operating Profit Margin	1.7%	1.6%	-
Ordinary Profit Margin	1.4%	1.6%	-
Net Profit Margin	0.7%	0.9%	-

## Consolidated Sales by Segment (Forecast)

(Yen in Million)	FY2014 Results	FY2015 Forecast	Increase /Decrease
<b>Total Electronic Devices</b>	<b>234,428</b>	<b>237,000</b>	<b>2,571</b>
<b>Semiconductors</b>	<b>206,415</b>	<b>205,861</b>	<b>(554)</b>
Analog IC	36,612	39,728	3,116
Standard Logic IC	3,486	3,105	(381)
Memory IC	26,496	26,948	452
Micro-Processor	17,291	19,334	2,043
Special-Use IC	107,105	105,658	(1,447)
Custom IC	14,587	10,905	(3,682)
Other	837	182	(655)
<b>Electronic Components</b>	<b>28,014</b>	<b>31,139</b>	<b>3,125</b>
<b>Total Electronic Systems</b>	<b>39,254</b>	<b>47,000</b>	<b>7,746</b>
Space & Defense Electronics	4,655	5,531	876
Measurement & Inspection Equipment	14,876	15,611	734
Scientific Equipment	1,318	797	(522)
Laser Equipment	3,822	4,982	1,160
Medical Equipment	14,582	20,080	5,498
<b>Total Net Sales</b>	<b>273,683</b>	<b>284,000</b>	<b>10,317</b>

## Consolidated Statements of Income (Quarterly)

(Yen in Million)	FY2014					FY2015		
	1Q	2Q	3Q	4Q	Full Year	1Q	2Q	3Q
<b>Net Sales</b>	<b>54,283</b>	<b>68,956</b>	<b>72,935</b>	<b>77,508</b>	<b>273,683</b>	<b>69,169</b>	<b>78,633</b>	<b>71,314</b>
Electronic Devices	47,643	59,895	63,373	63,516	234,428	61,133	68,465	60,680
Electronic Systems	6,640	9,061	9,561	13,991	39,254	8,035	10,168	10,634
Cost of Sales	50,519	64,554	67,884	71,579	254,537	64,880	73,973	66,857
<b>Gross Profit</b>	<b>3,764</b>	<b>4,402</b>	<b>5,050</b>	<b>5,929</b>	<b>19,146</b>	<b>4,288</b>	<b>4,660</b>	<b>4,457</b>
Electronic Devices	2,808	2,967	3,535	3,851	13,162	3,164	3,121	2,842
Electronic Systems	956	1,434	1,514	2,077	5,983	1,123	1,539	1,614
Selling, general and administrative expenses	3,601	3,641	3,553	3,797	14,593	3,786	3,746	3,704
<b>Operating income</b>	<b>163</b>	<b>760</b>	<b>1,497</b>	<b>2,131</b>	<b>4,552</b>	<b>501</b>	<b>913</b>	<b>753</b>
Electronic Devices	341	415	1,119	1,266	3,142	552	533	350
Electronic Systems	(175)	347	380	867	1,419	(48)	382	405
Non-operating income	253	92	175	229	751	178	196	170
Non-operating expenses	124	577	601	115	1,418	227	69	134
<b>Ordinary income</b>	<b>293</b>	<b>275</b>	<b>1,071</b>	<b>2,245</b>	<b>3,886</b>	<b>452</b>	<b>1,040</b>	<b>789</b>
Extraordinary income	-	-	5	2	7	27	666	174
Extraordinary loss	3	1	0	105	110	302	452	48
<b>Income before income taxes and minority interests</b>	<b>289</b>	<b>274</b>	<b>1,077</b>	<b>2,142</b>	<b>3,783</b>	<b>176</b>	<b>1,254</b>	<b>915</b>
Income taxes	94	128	348	815	1,386	56	421	312
Profit attributable to non-controlling interests	68	3	133	200	405	45	80	80
<b>Profit attributable to owners of parent</b>	<b>127</b>	<b>142</b>	<b>594</b>	<b>1,126</b>	<b>1,990</b>	<b>74</b>	<b>752</b>	<b>523</b>
Gross Profit Margin	6.9%	6.4%	6.9%	7.6%	7.0%	6.2%	5.9%	6.2%
Electronic Devices	5.9%	5.0%	5.6%	6.1%	5.6%	5.2%	4.6%	4.7%
Electronic Systems	14.4%	15.8%	15.8%	14.8%	15.2%	14.0%	15.1%	15.2%
Operating Profit Margin	0.3%	1.1%	2.1%	2.7%	1.7%	0.7%	1.2%	1.1%
Ordinary Profit Margin	0.5%	0.4%	1.5%	2.9%	1.4%	0.7%	1.3%	1.1%
Net Profit Margin	0.2%	0.2%	0.8%	1.5%	0.7%	0.1%	1.0%	0.7%

## Consolidated Sales by Segment (Quarterly)

(Yen in Million)	FY2014					FY2015		
	1Q	2Q	3Q	4Q	Full Year	1Q	2Q	3Q
<b>Total Electronic Devices</b>	<b>47,643</b>	<b>59,895</b>	<b>63,373</b>	<b>63,516</b>	<b>234,428</b>	<b>61,133</b>	<b>68,465</b>	<b>60,680</b>
<b>Semiconductors</b>	<b>42,106</b>	<b>51,934</b>	<b>55,632</b>	<b>56,742</b>	<b>206,415</b>	<b>52,995</b>	<b>60,506</b>	<b>54,559</b>
Analog IC	7,993	8,379	9,787	10,453	36,612	9,555	10,033	10,301
Standard Logic IC	944	802	862	878	3,486	789	768	722
Memory IC	6,363	5,663	5,770	8,700	26,496	6,070	5,078	5,313
Micro-Processor	3,246	3,787	5,065	5,194	17,291	3,935	4,756	5,352
Special-Use IC	18,723	28,638	31,329	28,415	107,105	29,790	36,711	30,539
Custom IC	4,794	4,387	2,677	2,730	14,587	2,724	2,962	2,255
Other	43	280	142	373	837	132	198	75
<b>Electronic Components</b>	<b>5,537</b>	<b>7,962</b>	<b>7,740</b>	<b>6,775</b>	<b>28,014</b>	<b>8,138</b>	<b>7,960</b>	<b>6,121</b>
<b>Total Electronic Systems</b>	<b>6,640</b>	<b>9,061</b>	<b>9,561</b>	<b>13,991</b>	<b>39,254</b>	<b>8,035</b>	<b>10,168</b>	<b>10,634</b>
Space & Defense Electronics	501	1,039	1,276	1,839	4,655	544	1,230	1,838
Measurement & Inspection Equipment	2,935	3,869	3,289	4,784	14,876	2,569	4,057	3,278
Scientific Equipment	402	98	324	494	1,318	72	321	272
Laser Equipment	584	893	762	1,583	3,822	1,053	909	1,178
Medical Equipment	2,218	3,161	3,912	5,291	14,582	3,799	3,651	4,068
<b>Total Net Sales</b>	<b>54,283</b>	<b>68,956</b>	<b>72,935</b>	<b>77,508</b>	<b>273,683</b>	<b>69,169</b>	<b>78,633</b>	<b>71,314</b>

## Consolidated Balance Sheets (Quarterly)

(Yen in Million)	FY2014				FY2015		
	Jun.30,2014	Sep.30,2014	Dec.31,2014	Mar.31,2015	Jun.30,2015	Sep.30,2015	Dec.31,2015
<b>Current assets</b>	<b>95,619</b>	<b>107,359</b>	<b>109,460</b>	<b>117,084</b>	<b>117,170</b>	<b>113,483</b>	<b>106,145</b>
Cash and deposits	23,897	23,652	22,236	21,725	21,179	14,459	21,668
Notes and accounts receivable-trade	48,497	56,574	61,209	63,393	57,705	63,900	52,863
Merchandise and finished goods	19,576	22,863	23,059	28,818	34,532	31,266	27,892
Work in process	155	80	195	169	266	471	352
Deferred tax assets	1,024	1,106	1,040	1,060	1,038	1,087	1,008
Other	2,483	3,128	1,736	1,937	2,461	2,321	2,381
Allowance for doubtful accounts	(15)	(47)	(16)	(19)	(14)	(22)	(21)
<b>Noncurrent assets</b>	<b>11,428</b>	<b>11,402</b>	<b>11,624</b>	<b>11,228</b>	<b>12,036</b>	<b>10,080</b>	<b>9,880</b>
<b>Property, plant and equipment</b>	<b>4,254</b>	<b>4,240</b>	<b>4,227</b>	<b>4,232</b>	<b>4,002</b>	<b>3,313</b>	<b>3,281</b>
Buildings and structures	1,321	1,312	1,301	1,288	1,210	992	990
Land	2,510	2,517	2,517	2,517	2,395	1,922	2,329
other	422	410	408	426	397	398	(38)
<b>Intangible assets</b>	<b>375</b>	<b>368</b>	<b>463</b>	<b>448</b>	<b>420</b>	<b>395</b>	<b>367</b>
<b>Investments and other assets</b>	<b>6,798</b>	<b>6,793</b>	<b>6,933</b>	<b>6,548</b>	<b>7,613</b>	<b>6,371</b>	<b>6,232</b>
Investment securities	2,450	2,604	2,742	2,783	3,625	2,998	2,799
Real estate for investment	939	922	894	873	866	158	157
Deferred tax assets	1,046	855	750	240	373	319	313
Other	2,361	2,410	2,545	2,650	2,748	2,895	2,961
<b>Total assets</b>	<b>107,048</b>	<b>118,761</b>	<b>121,084</b>	<b>128,313</b>	<b>129,207</b>	<b>123,564</b>	<b>116,025</b>
<b>Current liabilities</b>	<b>61,948</b>	<b>73,568</b>	<b>74,382</b>	<b>72,594</b>	<b>73,936</b>	<b>67,779</b>	<b>60,449</b>
Notes and accounts payable-trade	36,141	50,929	51,657	52,978	55,332	53,368	45,922
Short-term loans payable	7,723	10,030	9,839	15,300	13,401	9,605	9,931
Current portion of long-term loans payable	15,028	10,024	10,015	1,006	1,010	1,008	1,003
Provision for bonuses	570	795	438	818	614	874	479
Other	2,483	1,788	2,430	2,490	3,579	2,922	3,112
<b>Noncurrent liabilities</b>	<b>3,111</b>	<b>3,107</b>	<b>3,109</b>	<b>9,416</b>	<b>9,338</b>	<b>9,175</b>	<b>9,211</b>
Long-term loans payable	1,014	1,009	1,008	7,507	7,529	7,500	7,500
Net defined benefit liability	1,392	1,379	1,387	1,194	1,197	1,184	1,177
Provision for directors' retirement benefits	230	253	260	260	158	151	156
Other	474	465	452	454	453	338	376
<b>Total liabilities</b>	<b>65,059</b>	<b>76,676</b>	<b>77,491</b>	<b>82,010</b>	<b>83,274</b>	<b>76,955</b>	<b>69,660</b>
<b>Total net assets</b>	<b>41,988</b>	<b>42,085</b>	<b>43,593</b>	<b>46,302</b>	<b>45,932</b>	<b>46,608</b>	<b>46,365</b>
<b>Total liabilities and net assets</b>	<b>107,048</b>	<b>118,761</b>	<b>121,084</b>	<b>128,313</b>	<b>129,207</b>	<b>123,564</b>	<b>116,025</b>

## Consolidated Statements of Cash Flows (Quarterly)

(Yen in Million)	FY2014				FY2015		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q
<b>Net cash provided by (used in) operating activities</b>	<b>5,294</b>	<b>8,123</b>	<b>5,844</b>	<b>2,202</b>	<b>2,616</b>	<b>(1,332)</b>	<b>5,806</b>
Income before income taxes and minority interests	289	564	1,641	3,783	176	1,431	2,346
Depreciation and amortization	89	175	264	374	85	171	255
Foreign exchange losses (gains)	56	(116)	(184)	(102)	185	231	310
Equity in (earnings) losses of affiliates	(51)	(122)	(199)	(299)	(80)	(191)	(291)
Decrease (increase) in notes and accounts receivable-trade	12,224	4,078	311	(1,168)	6,510	493	11,312
Decrease (increase) in inventories	(2,872)	(6,135)	(6,117)	(11,639)	(5,810)	(2,691)	732
Increase (decrease) in notes and accounts payable-trade	(3,639)	11,132	11,333	12,418	1,483	(542)	(7,870)
Other, net	(280)	(748)	(203)	(18)	333	159	(313)
Subtotal	5,816	8,827	6,846	3,346	2,884	(938)	6,482
Interest and dividends income received	19	26	86	195	25	86	107
Interest expenses paid	(58)	(116)	(167)	(220)	(48)	(95)	(140)
Income taxes paid	(483)	(616)	(923)	(1,022)	(245)	(390)	(648)
Income taxes refund	-	2	2	2	0	5	5
<b>Net cash provided by (used in) investing activities</b>	<b>(66)</b>	<b>(52)</b>	<b>(66)</b>	<b>(235)</b>	<b>(517)</b>	<b>560</b>	<b>923</b>
<b>Net cash provided by (used in) financing activities</b>	<b>231</b>	<b>(3,082)</b>	<b>(4,495)</b>	<b>(1,515)</b>	<b>(2,968)</b>	<b>(6,744)</b>	<b>(6,872)</b>
Effect of exchange rate change on cash and cash equivalents	(198)	541	1,828	2,084	200	78	(113)
Net increase(decrease) in cash and cash equivalents	5,260	5,529	3,111	2,536	(668)	(7,438)	(255)
Cash and cash equivalents at beginning of period	18,976	18,976	18,976	18,976	21,512	21,512	21,512
<b>Cash and cash equivalents at end of period</b>	<b>24,236</b>	<b>24,505</b>	<b>22,087</b>	<b>21,512</b>	<b>20,843</b>	<b>14,074</b>	<b>21,257</b>