

# Financial Results for the 2nd Quarter of Fiscal Year Ending March 31, 2022

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November 2021

***MARUBUN CORPORATION***

# Agenda

- 1. 2Q FY3/22 Summary of Consolidated Financial Results**
- 2. Medium-Term Vision Business Strategies and Key Initiatives**
- 3. FY3/22 Summary of Consolidated Financial Forecasts**
- 4. Return to Shareholders**
- 5. About Marubun**

# 2Q FY3/22 Summary of Consolidated Financial Results

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# 2Q FY3/22 Summary of Consolidated Financial Results

- The market has recovered. Various measures in the medium-term management plan are also progressing, and the initial forecast for the fiscal year has been significantly exceeded.

(Millions of Yen)	2Q FY 3 /21		2Q FY3/22			YoY Changes		Initial Forecast vs Actual	2Q FY3/22
	(Previous method)		(Previous method)			(Previous method)		(Previous method)	(Revenue recognition accounting standards)
	Actual	Composition Ratio	Forecast (As of May 14)	Actual	Composition Ratio	Amount	%	Amount of change	Actual
<b>Net sales</b>	<b>137,268</b>	<b>100.0%</b>	<b>109,500</b>	<b>147,356</b>	<b>100.0%</b>	<b>+ 10,088</b>	<b>7.3%</b>	<b>+ 37,856</b>	<b>80,574</b>
Electronic Devices	118,982	86.7%	89,000	124,097	84.2%	+ 5,115	4.3%	+ 35,097	57,900
Electronic Systems	18,285	13.3%	20,500	23,260	15.8%	+ 4,975	27.2%	+ 2,760	22,674
<b>Gross profit</b>	<b>6,905</b>	<b>5.0%</b>	<b>7,300</b>	<b>9,528</b>	<b>6.5%</b>	<b>+ 2,623</b>	<b>38.0%</b>	<b>+ 2,228</b>	<b>9,417</b>
SG&A expenses	7,484	5.5%	6,700	6,841	4.6%	(643)	-8.6%	+ 141	6,841
<b>Operating income</b>	<b>(579)</b>	<b>-</b>	<b>600</b>	<b>2,686</b>	<b>1.8%</b>	<b>+ 3,265</b>	<b>-</b>	<b>+ 2,086</b>	<b>2,575</b>
Non-operating income	993	0.7%	125	80	0.1%	(913)	-91.9%	(45)	80
Non-operating expenses	395	0.3%	265	598	0.4%	+ 203	51.4%	+ 333	551
<b>Ordinary income</b>	<b>18</b>	<b>0.0%</b>	<b>460</b>	<b>2,168</b>	<b>1.5%</b>	<b>+ 2,150</b>	<b>11944.4%</b>	<b>+ 1,708</b>	<b>2,104</b>
Extraordinary income	0	0.0%	0	21	0.0%	+ 21	-	+ 21	21
Extraordinary loss	116	0.1%	0	4	0.0%	(112)	-96.6%	+ 4	4
<b>Profit attributable to owners of parent</b>	<b>(64)</b>	<b>-</b>	<b>230</b>	<b>1,319</b>	<b>0.9%</b>	<b>+ 1,383</b>	<b>-</b>	<b>+ 1,089</b>	<b>1,256</b>

## Point (Year-on-year comparison: Previous method)

Net sales	(Devices Business) Increase in ICs for consumer equipment and PC peripherals. (Systems Business) Increase for industrial equipment and laser equipment.
Gross profit	Increase in trading margins due to growth in relatively high-margin products.
Operating income	Increase due to higher gross profit and lower labor costs.
Ordinary income	Foreign exchange loss of 327 million yen (Compared to foreign exchange gain of 867 million yen in the previous fiscal year)
Net income	Special retirement payments of 102 million yen were recorded in the previous fiscal year.

# 2Q FY3/22 Electronic Devices Business Net Sales Breakdown by Product

Confidential

- In addition to increased demand for PC peripherals and consumer equipment, software products business grew.

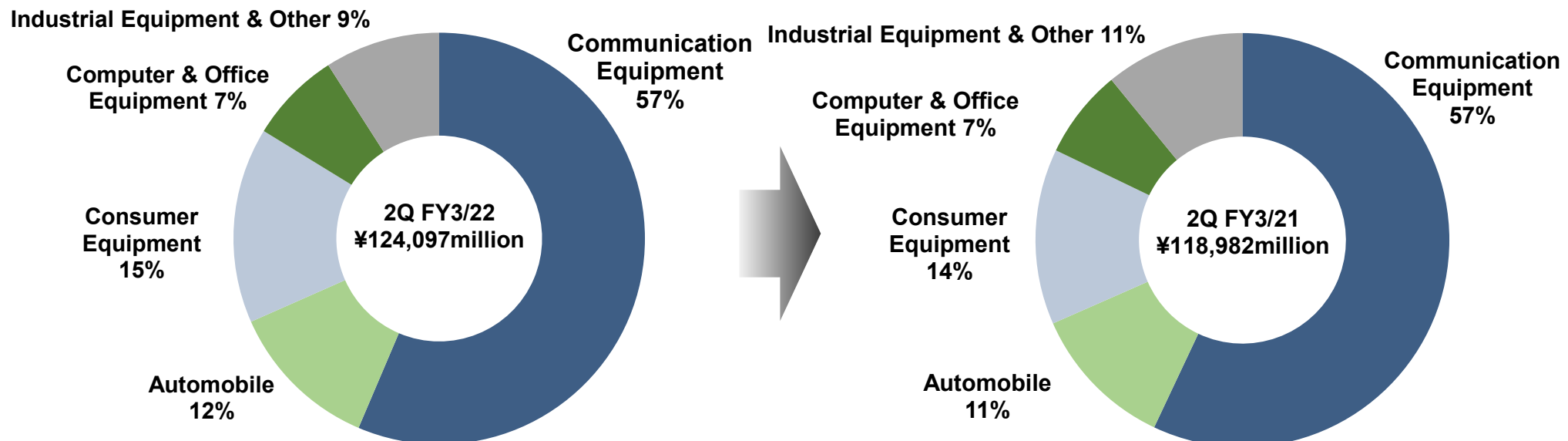
(Millions of Yen)	2Q FY3 /21 Actual	2Q FY3/22 Actual (Previous method)	YoY Changes	reasons for changes	2Q FY3/22 Actual (Revenue recognition accounting standards)
<b>Analog IC</b>	20,259	16,864	(3,395)	Decrease for automotive and industrial equipment applications	16,218
<b>Standard Logic IC</b>	681	21	(660)		21
<b>Memory IC</b>	1,950	2,737	+787		2,737
<b>Micro-Processor</b>	3,009	2,584	(424)		2,584
<b>Special- Use IC</b>	80,555	79,333	(1,222)	Decrease for office automation equipment	16,206
<b>Custom IC</b>	2,157	3,487	+1,331	Increase for PC equipment	3,487
<b>Electronic Components</b>	10,339	19,059	+8,720	Increase for consumer and automotive components and software products	16,636
<b>TOTAL</b>	<b>118,982</b>	<b>124,097</b>	<b>+5,115</b>		<b>57,900</b>

# 2Q FY3/22 Electronic Devices Business Market Trend by Application

Confidential

Previous method

	Market Trend
Communication Equipment	→ the same level as last year
Automobile	→ Increase in sales for entertainment equipment
Consumer Equipment	→ Increase in sales for electronic control equipment
Computer & Office Equipment	→ the same level as last year
Industrial Equipment & Other	→ Decrease in sales for FA equipment



# 2Q FY3/22 Electronic Systems Business Net Sales Breakdown by Product

Confidential

- Sales of industrial equipment and laser equipment increased due to recovery in equipment investment.

(Millions of Yen)	2Q FY 3 /21 Actual	2Q FY3/22 Actual (Previous method)	YoY Changes	reasons for changes	2Q FY3/22 Actual (Revenue recognition accounting standards)
<b>Space &amp; Defense Electronics</b>	1,374	1,949	+575		1,930
<b>Industrial Equipment</b>	7,553	10,230	+2,676	Increase for electronic components assembly	9,552
<b>Laser Equipment</b>	1,601	2,314	+713	Increase for semiconductor lasers	2,431
<b>Information &amp; Communication Equipment</b>	491	683	+192		690
<b>Medical Equipment</b>	7,266	8,083	+817	Increase for Diagnostic imaging equipment	8,073
<b>TOTAL</b>	<b>18,285</b>	<b>23,260</b>	<b>+4,975</b>		<b>22,675</b>

# 2Q FY3/22 Summary of Balance Sheets

Previous method

(Millions of Yen)	FY3/21 Actual	2Q FY3/21 Actual	Changes Amount	Reason for change	
<b>Total assets</b>	<b>127,006</b>	<b>141,275</b>	<b>+14,269</b>		
Current assets	114,804	129,706	+14,902	Cash and deposits	(3,160)
				Notes and accounts receivable-trade	(8,465)
				Merchandise and finished goods	(7,838)
				Accounts receivable - other	+34,368
Noncurrent assets	12,202	11,569	(633)	Investments and other assets	(173)
<b>Total liabilities</b>	<b>81,966</b>	<b>94,579</b>	<b>+12,613</b>		
Current liabilities	76,165	88,758	+12,593	Notes and accounts payable-trade	(10,776)
				Short-term borrowings	+8,252
				Accounts payable - other	+14,392
Noncurrent liabilities	5,801	5,820	+19	Retirement benefit liability	+41
<b>Total net assets</b>	<b>45,040</b>	<b>46,696</b>	<b>+1,656</b>	Retained earnings	+1,457



# **Medium-Term Vision Business Strategies and Key Initiatives**

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# Medium-Term Vision

In the spirit of **Foresight** and **Preemption**  
since our founding

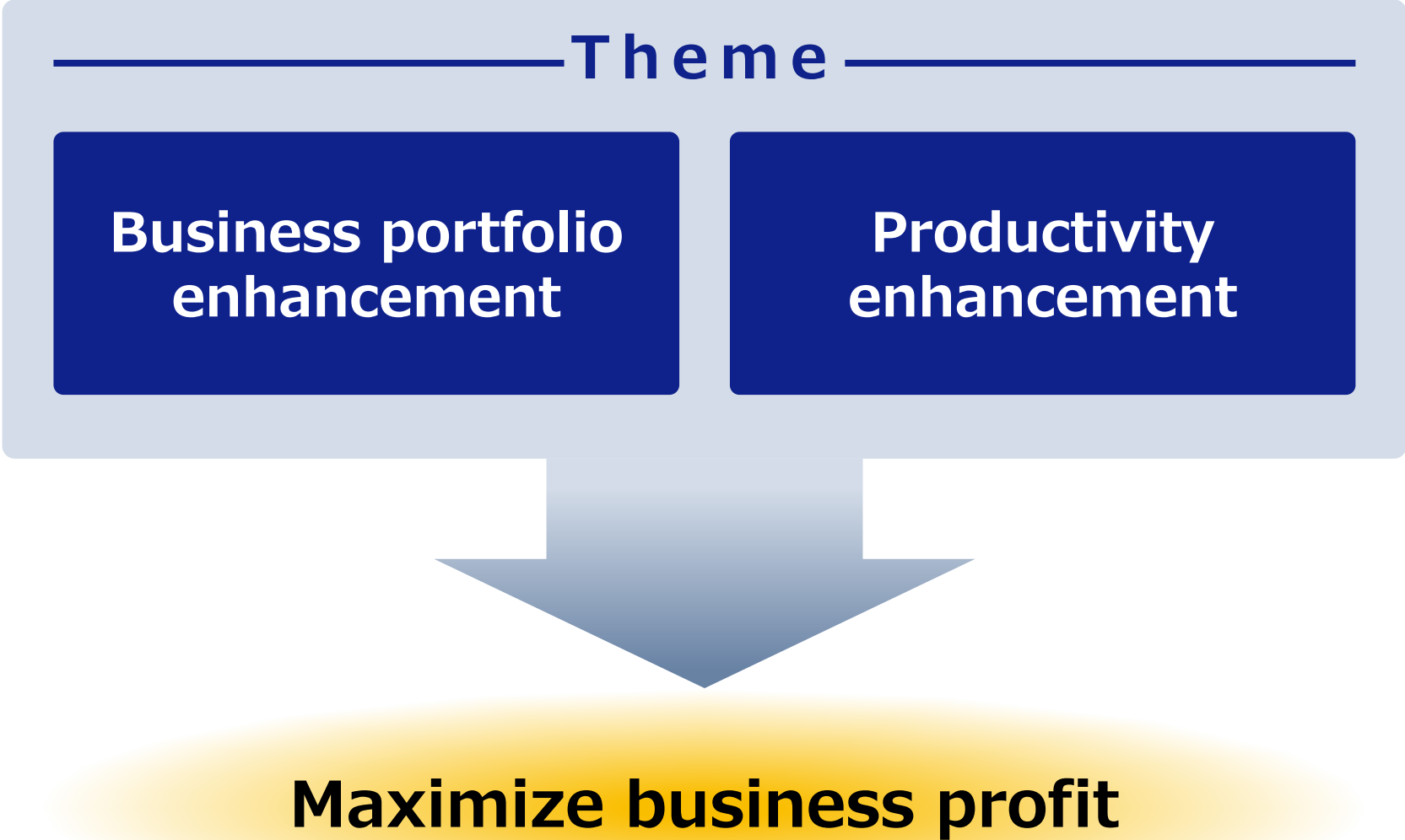
## Medium-Term Management Plan Initiative ( FY2019 ~ FY2021 )

**Building a business model that creates new value**

**Promote business development for growth markets**

**Strengthen efforts to contribute to a sustainable society**

# Initiatives for Electronic Devices

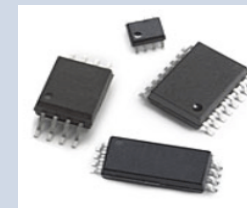


# Initiatives for Electronic Devices

## 1 Promote high value-added businesses

### Expand commercial rights with value-added products and services

- Growth in new commercial rights of existing suppliers and products of new suppliers.
- Promote further discovery of commercial products and acquisition of commercial rights in the future.



## 2 Business expansion in growth markets

### Focus on growth areas such as AI, robotics, and nursing care

- Aeolus Robotics has already installed autonomous AI robots in nursing homes.
- Currently promoting proposals for Ossia Inc.'s wireless power supply and other advanced technology products.



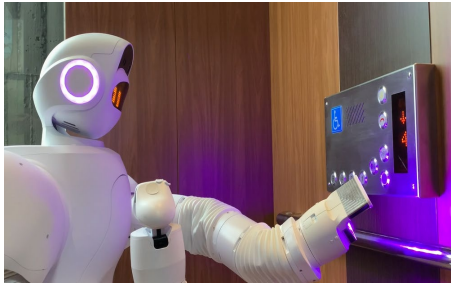
## 3 Building a new business model

### Establishing new business forms such as software sales

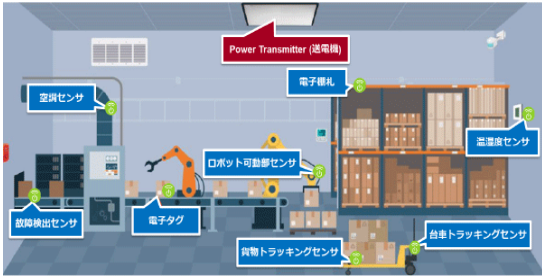
- Promote subscription contracts and licensing business.
- Full-scale launch of software business.



# New Products for Electronic Devices



Aeolus Robotics  
AI autonomous robots



Ossia Inc.  
Image of wireless power transfer technology Cota



StethoMe sp. z o.o.  
Electronic stethoscope

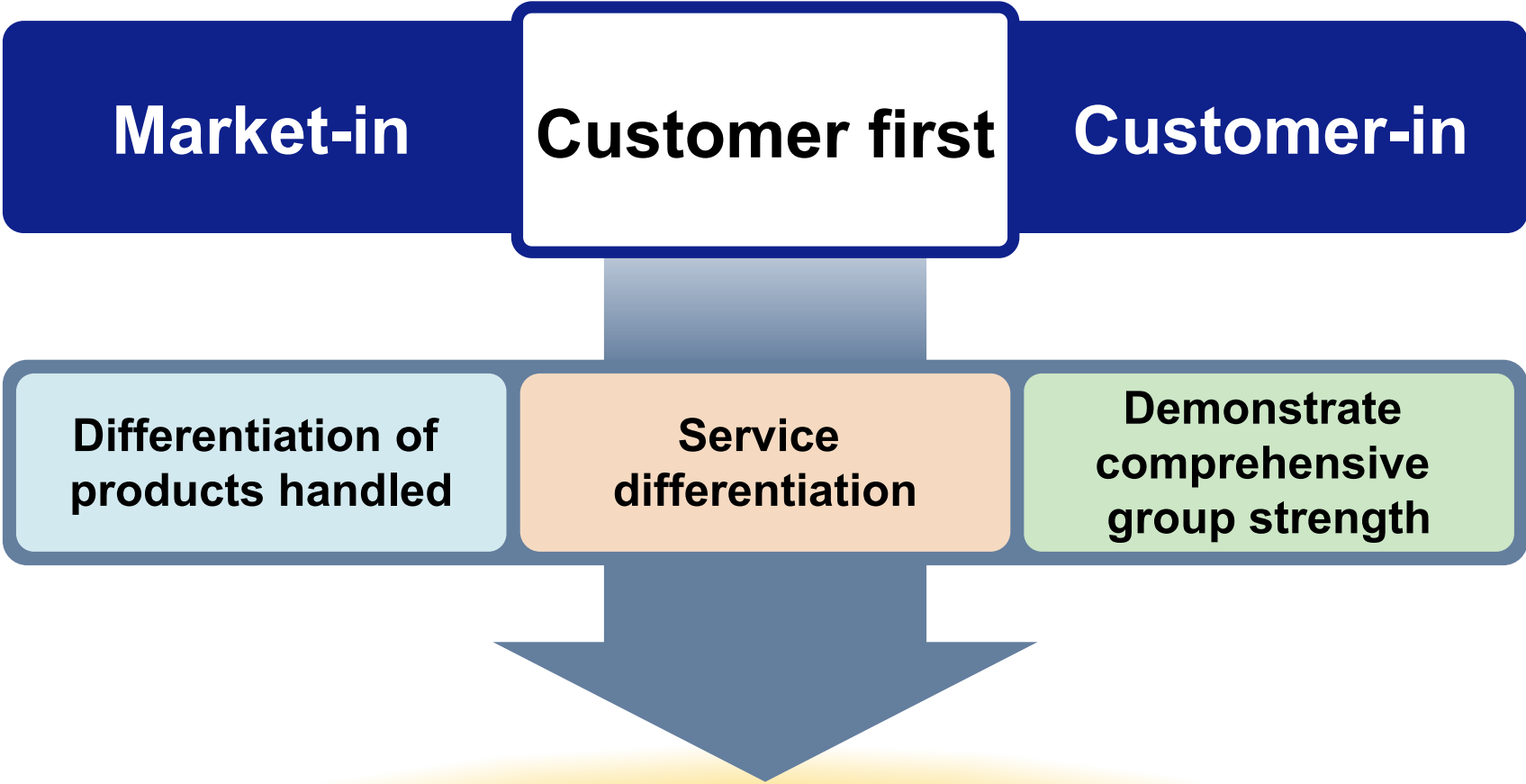


eYs3D Microelectronics, Co.  
Stereo 3D Camera Module



ScaleFlux Inc.  
Computational Storage Drives

# Initiatives for Electronic Systems



**Promoting initiatives aiming for higher profitability**

# Initiatives for Electronic Systems

# 1

## Space & Defense Electronics

- Focus on capturing the demand for high reliability parts for satellites and rockets.
- Expanding sales of driving simulators.



# 2

## Industrial Equipment

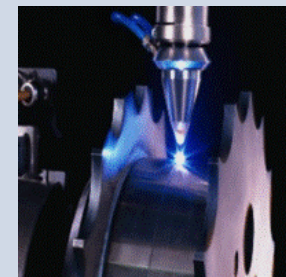
- Expanded handling of advanced, high-performance assembly, inspection, and analysis equipment.
- Focus on solutions that contribute to the IoT of factory automation.



# 3

## Laser Equipment

- Sales promotion of lasers for industrial equipment.
- Promote proposals for applications in automobiles and medical equipment.



# Initiatives for Electronic Systems

## 4 Information & Communication Equipment

- Sales Promotion for Data Center Market.
- Expanding product lineup in line with 5G and local 5G market developments.



## 5 Medical Equipment

- New products such as coronavirus-related products have been added.
- Currently promoting the development and strengthening of service engineering.





# **FY3/22 Summary of Consolidated Financial Forecasts**

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# FY3/22 Financial Forecasts

(Millions of Yen)	FY3/21 (Previous method)		FY3/22 (Previous method)			YoY Changes (Previous method)		Initial Forecast vs Actual  Amount of change	FY3/22 (Revenue recognition accounting standards)	
	Actual	Composition Ratio	Forecast (As of May 14)	Forecast (As of October 29)	Composition Ratio	Amount	%		Forecast (As of October 29)	Composition Ratio
<b>Net sales</b>	<b>289,283</b>	<b>100.0%</b>	<b>238,000</b>	<b>274,000</b>	<b>100.0%</b>	<b>(15,283)</b>	<b>-5.3%</b>	<b>+ 36,000</b>	<b>163,000</b>	<b>100.0%</b>
Electronic Devices	242,050	83.7%	188,000	222,000	81.0%	(20,050)	-8.3%	+ 34,000	112,000	68.7%
Electronic Systems	47,233	16.3%	50,000	52,000	19.0%	+ 4,767	10.1%	+ 2,000	51,000	31.3%
<b>Gross profit</b>	<b>16,217</b>	<b>5.6%</b>	<b>17,000</b>	<b>19,200</b>	<b>7.0%</b>	<b>+ 2,983</b>	<b>18.4%</b>	<b>+ 2,200</b>	<b>19,200</b>	<b>11.8%</b>
SG&A expenses	15,193	5.3%	13,800	14,200	5.2%	(993)	-6.5%	+ 400	14,200	8.7%
<b>Operating income</b>	<b>1,023</b>	<b>0.4%</b>	<b>3,200</b>	<b>5,000</b>	<b>1.8%</b>	<b>+ 3,977</b>	<b>388.8%</b>	<b>+ 1,800</b>	<b>5,000</b>	<b>3.1%</b>
Non-operating income	160	0.1%	350	300	0.1%	+ 140	87.5%	(50)	300	0.2%
Non-operating expenses	1,149	0.4%	550	800	0.3%	(349)	-30.4%	+ 250	800	0.5%
<b>Ordinary income</b>	<b>33</b>	<b>0.0%</b>	<b>3,000</b>	<b>4,500</b>	<b>1.6%</b>	<b>+ 4,467</b>	<b>13536.4%</b>	<b>+ 1,500</b>	<b>4,500</b>	<b>2.8%</b>
Extraordinary income	31	0.0%	-	55	0.0%	+ 24	77.4%	+ 55	55	0.0%
Extraordinary loss	2,603	0.9%	-	5	0.0%	(2,598)	-99.8%	+ 5	-	-
<b>Profit attributable to owners of parent</b>	<b>(2,133)</b>	<b>-0.7%</b>	<b>1,900</b>	<b>2,900</b>	<b>1.1%</b>	<b>+ 5,033</b>	<b>-</b>	<b>+ 1,000</b>	<b>2,900</b>	<b>1.8%</b>

## Highlight / Lowlight

Net sales	(Devices Business) Expect decrease in sales for telecommunication equipment. (Systems Business) Expect increase in industrial equipment and laser equipment.
Gross profit	Expect to increase due to increased handling of high value-added products
Operating income	Expect to increase due to increase in gross profit and decrease in SG&A expenses, mainly personnel expenses

# FY3/22 Electronic Devices Business Financial Forecasts

Confidential

(Millions of Yen)	FY3/21 Actual	FY3/22 (Previous method)	Changes Amount	Reason for change	FY3/22 (Revenue recognition accounting standards)
<b>Analog IC</b>	34,791	32,176	(2,615)	Decrease for industrial equipment and automotive	32,176
<b>Standard Logic IC</b>	758	42	(716)		42
<b>Memory IC</b>	5,018	5,584	+565		5,584
<b>Micro-Processor</b>	5,612	3,473	(2,139)	Decrease for industrial equipment and automotive	3,473
<b>Special- Use IC</b>	165,057	135,907	(29,150)	Decrease for communication equipment	30,633
<b>Custom IC</b>	4,550	6,792	+2,241	Increase for PC-related equipment	6,792
<b>Electronic Components</b>	26,264	38,025	+11,761	Increase for components and software products for consumer and industrial equipment	33,299
<b>TOTAL</b>	<b>242,050</b>	<b>222,000</b>	<b>(20,052)</b>		<b>112,000</b>

# FY3/22 Electronic Systems Business Financial Forecasts

Confidential

(Millions of Yen)	FY3/21 Actual	FY3/22 (Previous method)	Changes Amount	Reason for change	FY3/22 (Revenue recognition accounting standards)
<b>Space &amp; Defense Electronics</b>	4,355	5,497	+1,142	Increase for high-reliability components for satellites	5,429
<b>Industrial Equipment</b>	18,207	20,547	+2,339	Increase for assembly and inspection equipment for electronic components	19,625
<b>Laser Equipment</b>	3,641	5,584	+1,943	Increase in semiconductor lasers for industrial applications	5,584
<b>Information &amp; Communication Equipment</b>	1,820	2,393	+572	Increase for telecommunications equipment for data centers	2,392
<b>Medical Equipment</b>	19,208	17,980	(1,228)	Decrease for medical equipment maintenance	17,970
<b>TOTAL</b>	<b>47,233</b>	<b>52,000</b>	<b>+4,768</b>		<b>51,000</b>

# Return to Shareholders

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# Return to Shareholders

## Dividend Policy

Dividend Payout Ratio      30% or more (consolidated)

## Dividends Forecast

(Yen)	FY 21/3	FY 22/3 (Forecast)
<b>Annual Dividend Per Share</b>	<b>16.00</b>	<b>30.00</b>
Interim Dividend	8.00	10.00
Year-End Dividend	8.00	20.00
<b>Payout Ratio(%)</b>	—	<b>27.0%</b>

# About Marubun

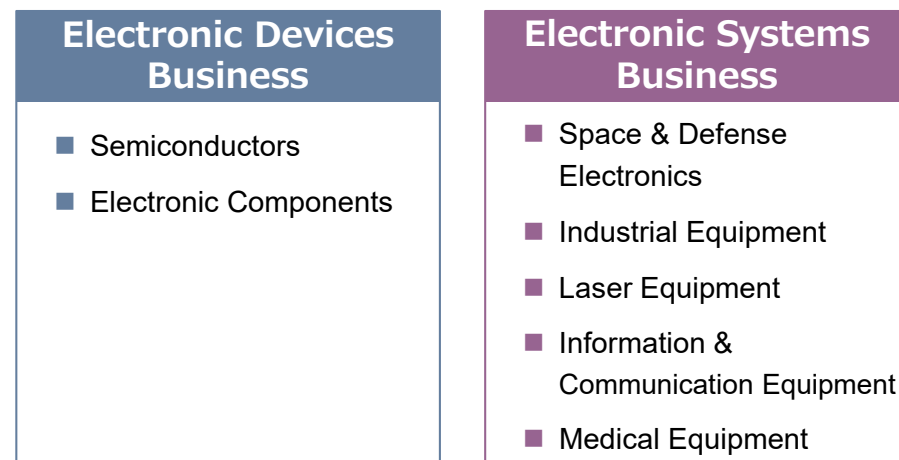
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# Company Profile

## Profile

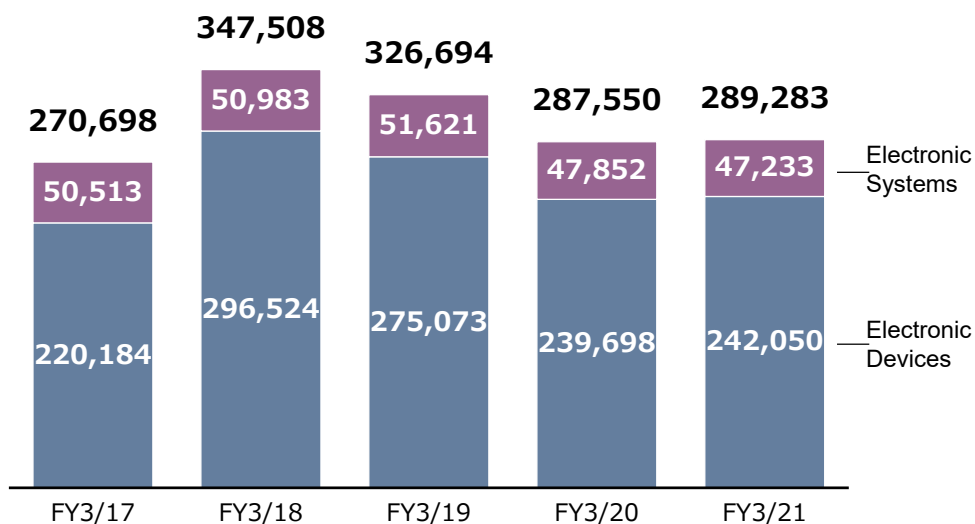
<b>Founded</b>	1844
<b>Incorporated</b>	July 1947
<b>Head Office</b>	8-1, Niihonbashi Odenmachi, Chuo-ku, Tokyo
<b>Capital</b>	6,214 million yen
<b>Fiscal Year</b>	Apr.1-Mar.31
<b>CEO</b>	Toru Iino
<b>Revenue</b>	Consolidated: 2,892 million yen (FY3/21) Non-consolidated: 2,374 million yen (FY3/21)
<b>Employees</b>	Consolidated: 1,145(end of Mar.2021) Non-consolidated: 613(end of Mar.2021)
<b>Listed</b>	The 1 <sup>st</sup> Section of the Tokyo Stock Exchange (7537)

## Business Domains



## Revenue Trend (Consolidated)

(Millions of Yen)





# History of Company Operations

## Japan

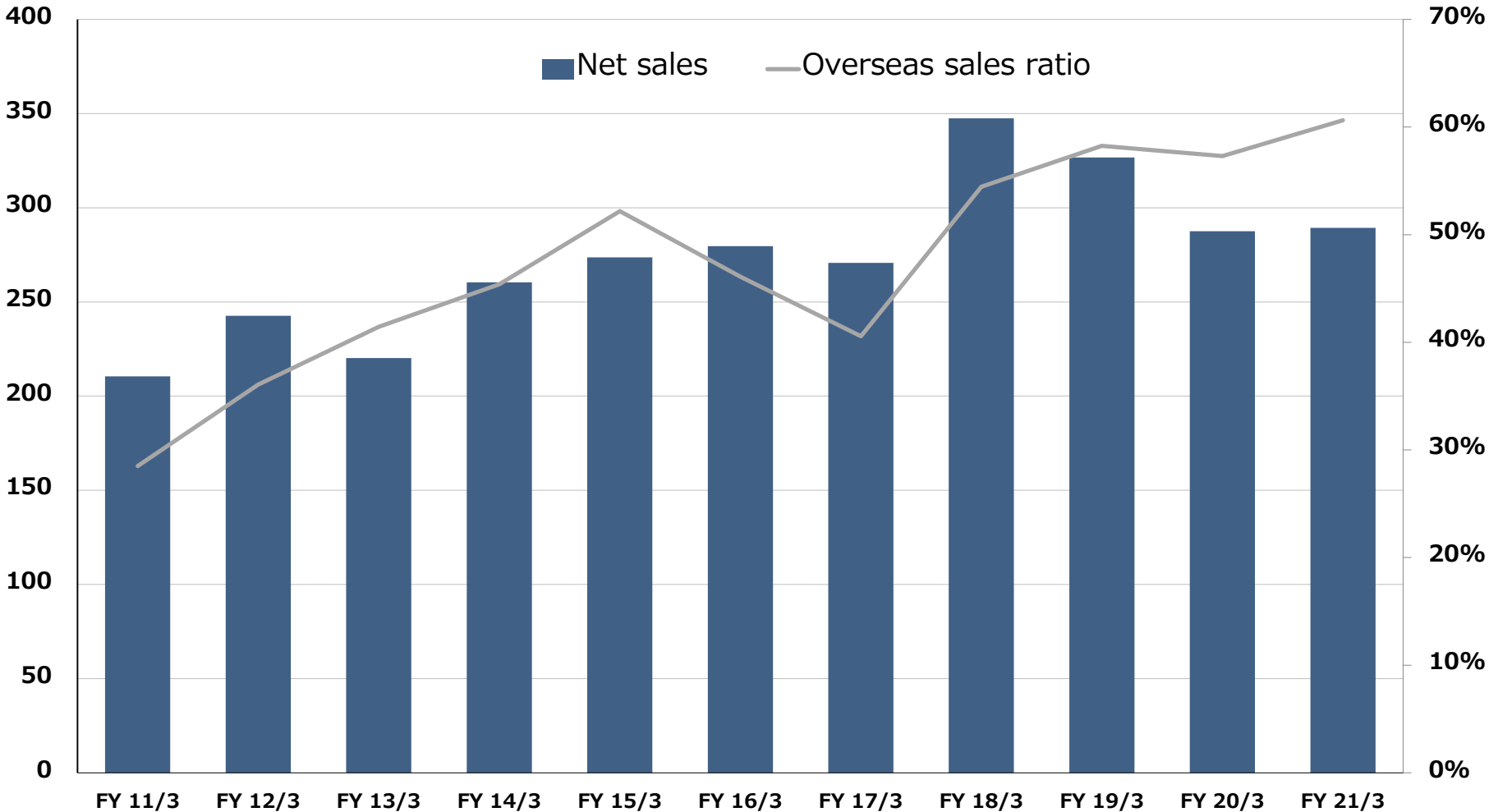
- 2019 Hokushinrika merged with Marubun Tsusho
- 2018 KTL Corporatioa merged with Marubun
- 2016 Business acquisition of KTL Corporation
- 2015 Business acquisition of Ikeda Iryou Denki
- 2013 Business acquisition of Hokushinrika
- 2007 Business acquisition of Foresight Techno Co., Ltd.
- 2005 Established Marubun West Corporation
- 2001 Listed on the 1<sup>st</sup> Section of the Tokyo Stock Exchange
- 1997 Listed on the 2<sup>nd</sup> Section of the Tokyo Stock Exchange
- 1985 Established Logistics Center
- 1965 Imported and sold ICs manufactured by Texas Instruments for the 1<sup>st</sup> time in Japan
- 1961 Established Marubun Tsusho Co., Ltd.
- 1952 Contracted with Rocke International, Inc., to serve as its representative office, and began import and sales of US machinery.
- 1947 Established Marubun Corp. to sell machinery, instruments and daily-use sundries
- 1897 The dry goods wholesale business discontinued; Horikoshi Office established to manage property.
- 1844 Dry goods wholesaler "Horikoshi" started at the site of the present company headquarters, going by the name, Marubun

## Overseas

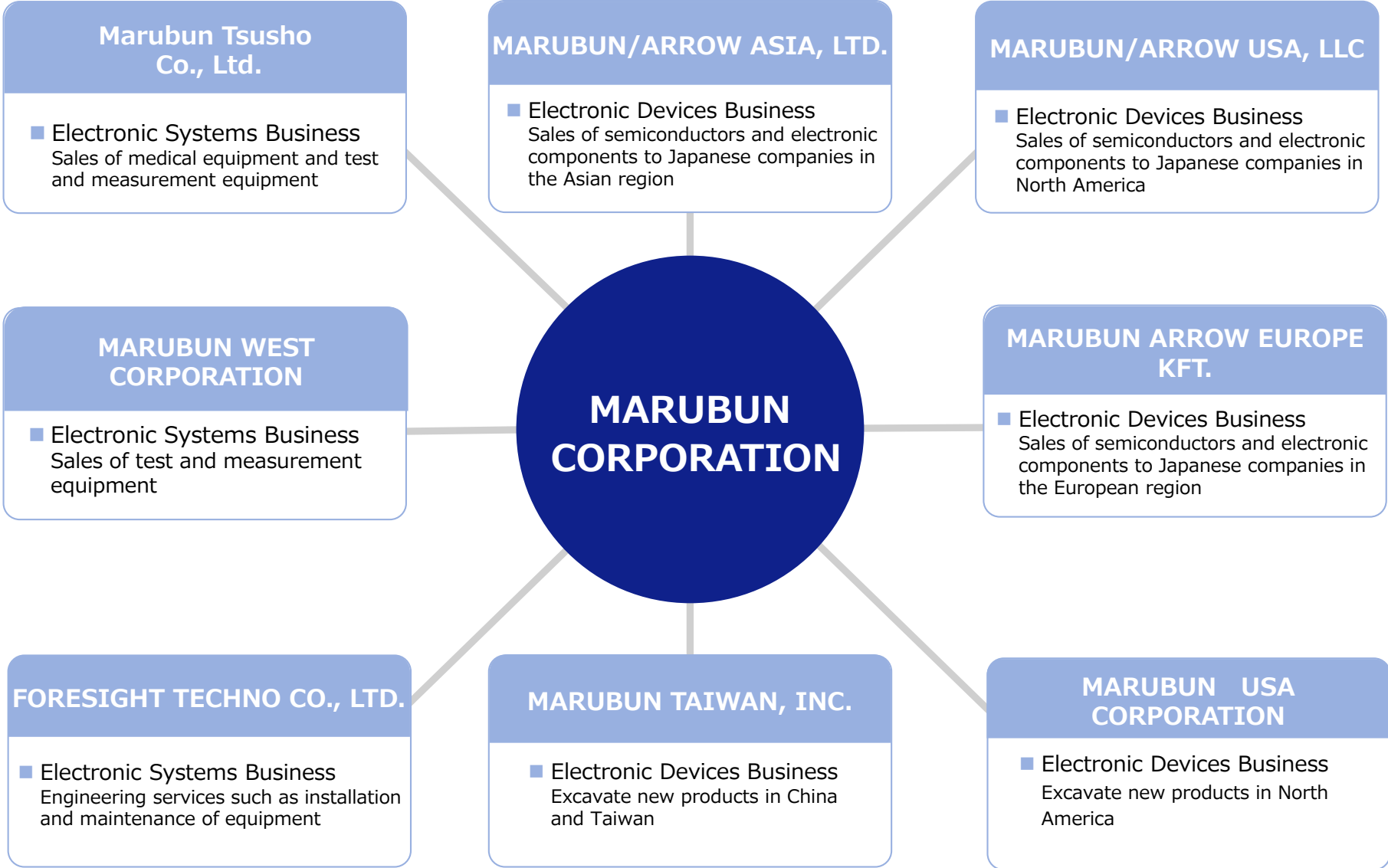
- 2017 Established subsidiary in Hungary
- 2014 Established subsidiary in Indonesia and Mexico
- 2013 Established subsidiary in Shenzhen, China
- 2006 Established subsidiary in Malaysia
- 2002 Established subsidiaries in Shanghai and Phillipines
- 2001 Established subsidiary in Thailand
- 1999 Established Marubun/Arrow USA, LLC.
- 1998 Established Marubun/Arrow Asia Limited
- 1994 Established subsidiary in Hong Kong
- 1989 Established subsidiary in Taiwan
- 1988 Established subsidiary in Singapore
- 1968 Established representative office in USA

# Sales Trend for the Past 10 Years







(Billions of Yen)



# Group Company



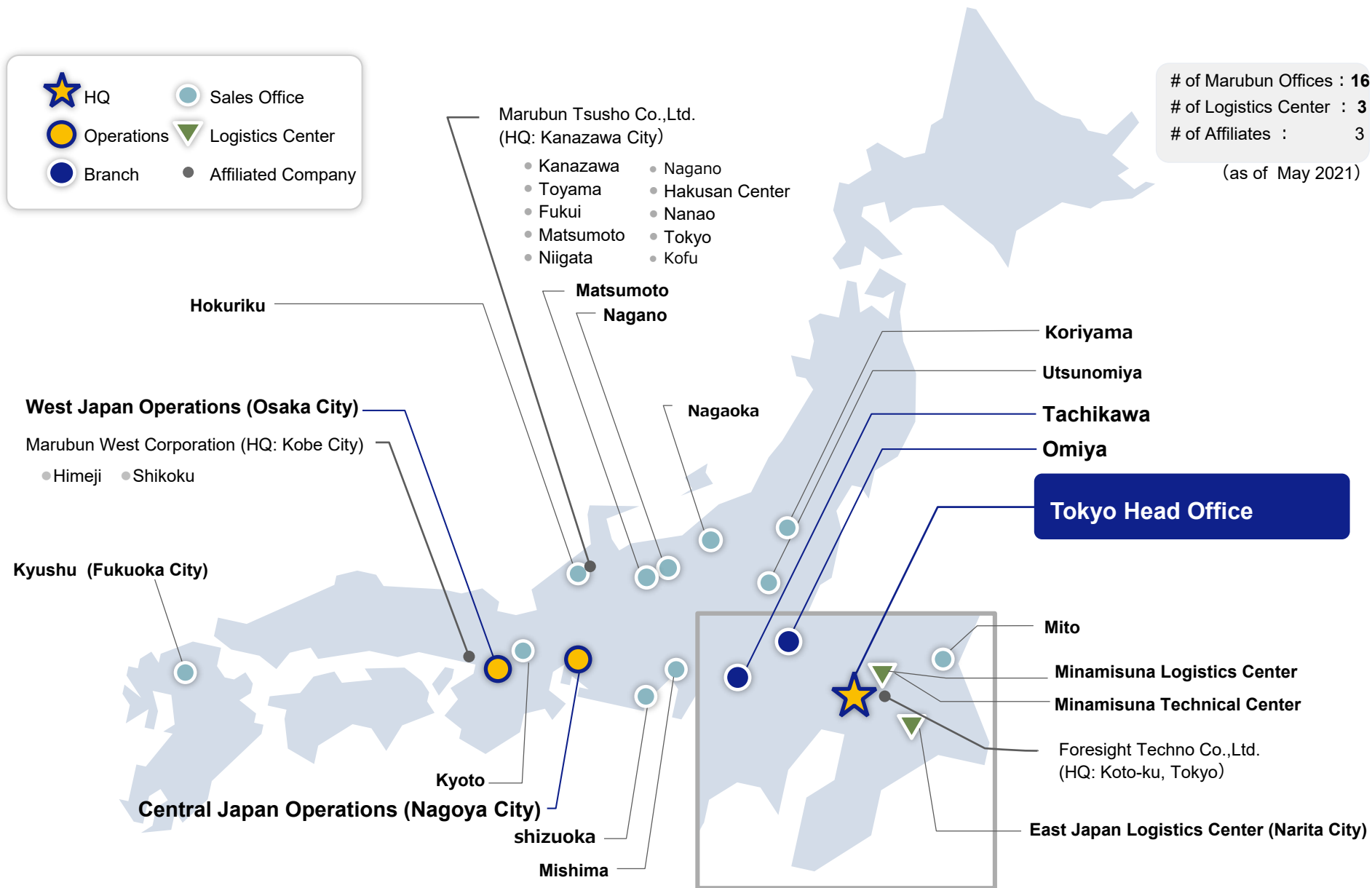
# Domestic Offices

-  HQ
-  Sales Office
-  Operations
-  Logistics Center
-  Branch
-  Affiliated Company

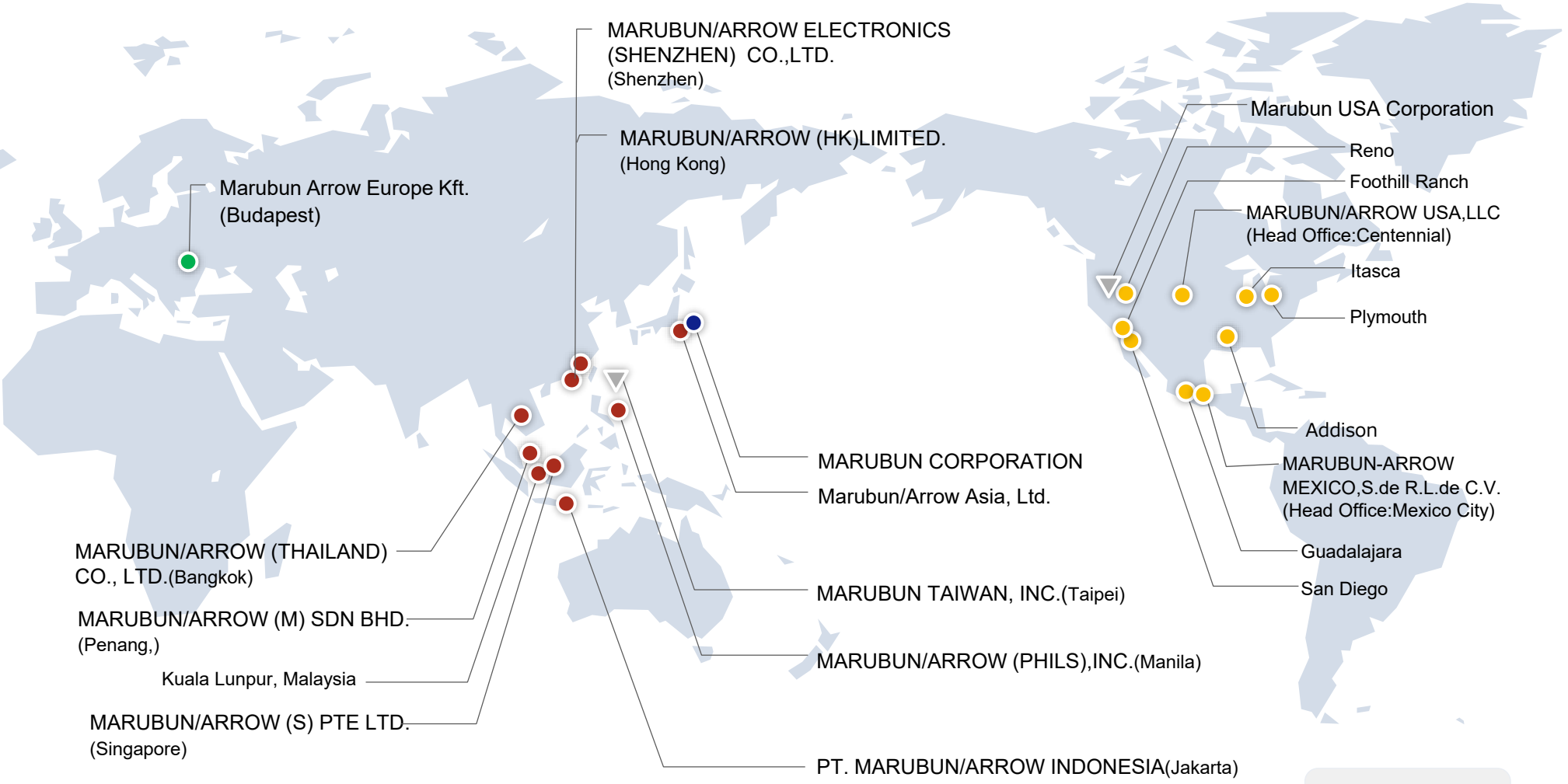
# of Marubun Offices : 16  
 # of Logistics Center : 3  
 # of Affiliates : 3  
 (as of May 2021)

Marubun Tsusho Co.,Ltd.  
 (HQ: Kanazawa City)

- Kanazawa
- Toyama
- Fukui
- Matsumoto
- Niigata
- Nagano
- Hakusan Center
- Nanao
- Tokyo
- Kofu



# Worldwide Sales Network



● Marubun Corporation   
 ● Marubun/Arrow Asia, Ltd.   
 ● Marubun/Arrow USA, LLC.   
 ● Marubun Arrow Europe Kft.   
 ▽ Other

# of Asian Offices : 10  
 # of NA Office : 10  
 # of Europe Office : 1  
 (as of May. 2021)

# value provided

## Global Support

- Collaboration with Arrow Electronics
- Worldwide Japanese quality support by Marubun Arrow

## Extensive line cards and product synergy

- Lineup of competitive suppliers at home and abroad
- A wide range of products, from standard products to custom products.

## value provided

## System solution

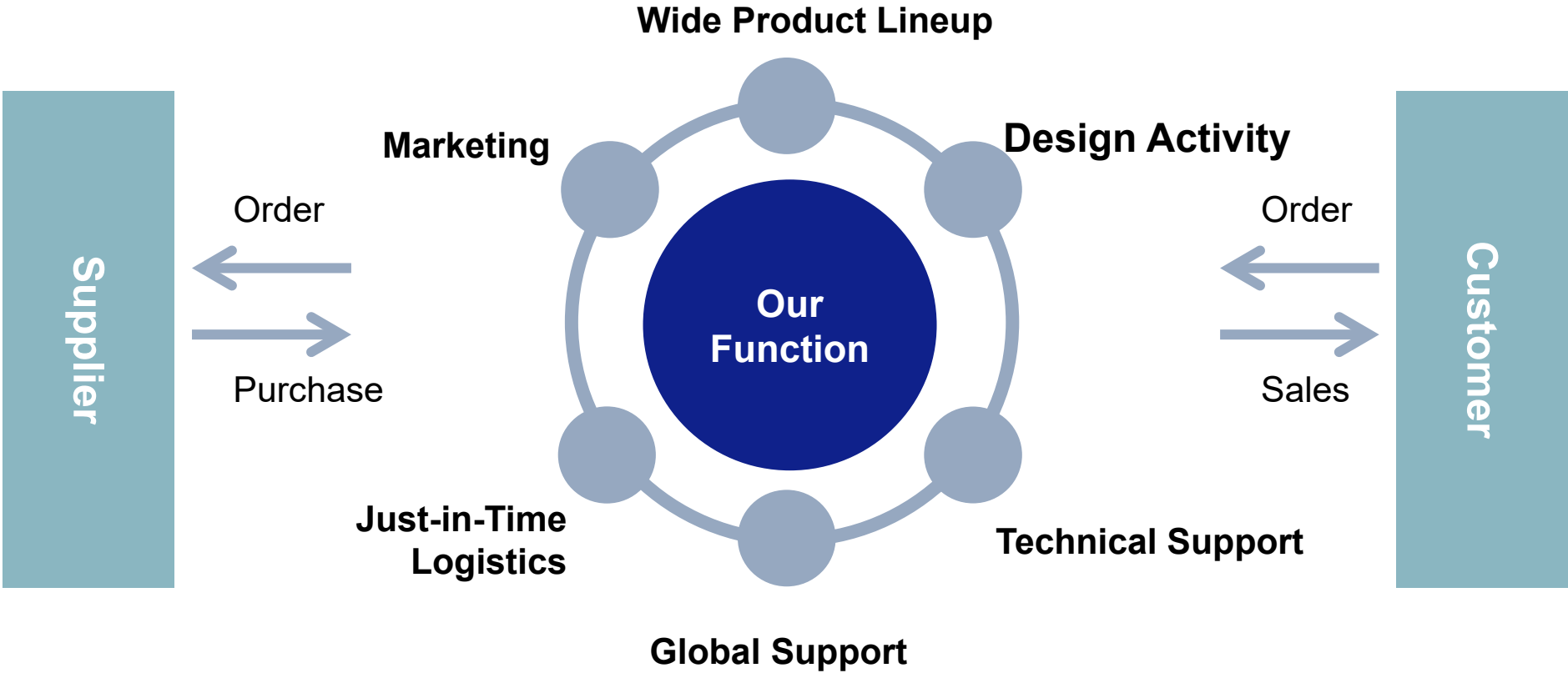
- A strong technical support system with a high level of expertise
- Cooperative relationships with third parties, module manufacturers, EMS/ODM, etc.

## A strong customer base built up over many years of business

- A strong customer base centered on domestic electronic device manufacturers

# Characteristics and Strengths -Electronic Devices-

- Wide Product Lineup through Overseas Suppliers
- Global Sales Network in Alliance with Arrow Electronics, Inc.
- Effective Solution Suggestion through High Technological Skill
- Strong Customer Base



# Affiliations -Electronic Devices-

Company	Head Quarter	Establish	Share	Business
Marubun USA Corporation	California, U.S.A.	October 1983	100%	Holding company of Marubun/Arrow USA,LLC
Marubun Taiwan, Inc.	Taipei, Taiwan	November 1989	100%	Supply of semiconductors and electronic components made in Taiwan
Marubun/Arrow Asia, Ltd.	British Virgin Islands	October 1998	50%	Holding Company of Marubun/Arrow(S) Pte Ltd. And Marubun/Arrow(HK) Ltd.
Marubun/Arrow (S) Pte Ltd.	Pereira Road, Singapore	March 1988	50%	
Marubun/Arrow (HK) Ltd.	Hong Kong, China	August 1994	50%	
Marubun Arrow (Thailand) Co., Ltd.	Bangkok, Thailand	October 2000	50%	
Marubun/Arrow (Phils), Inc.	Laguna, Philippines	October 2001	50%	
Marubun Arrow (M) SDN BHD	Penang, Malaysia	June 2006	50%	Sales of semiconductors and electronic components to Japanese companies in overseas
Marubun/Arrow Electronics (Shenzhen) Co., Ltd.	Shenzhen, China	June 2013	50%	
PT. Marubun Arrow Indonesia	Jakarta, Indonesia	April 2014	50%	
Marubun/Arrow USA, LLC*	Delaware, U.S.A.	November 1998	50%	
Marubun-Arrow Mexico, S. de R.L. de C.V.*	MexicoCity, MEXICO	September 2014	50%	
Marubun Arrow Europe Kft.*	Budapest, Hungary	November 2017	50%	

\* Marubun/Arrow USA , Marubun-Arrow Mexico and Marubun Arrow EUROPE KFT are equity method affiliates.



# Main Products(by Supplier) -Electronic Devices-

Item Suppliers	Semiconductor					Electronic Components		
	Analog IC	Memory IC	Microprocessor	Special-use IC	Custom IC	Electronic Components	Electrical Equipment	Other
	Analog, Sensor, Discrete	DRAM, Flash Memory	MPU, MCU, DSP	ASSP,LED	Custom,ASIC,FPGA	Display, Crystal Device, Connector, Switch, PCB	Robot, IoT Device&Solution, Medical Equipment	Power supply, Software, IP licensing, Modules
ABLIC	●	●						
Afero				●			●	●
Asahi Kasei Microdevices	●		●	●	●			
ATP		●						
Afero				●				
Broadcom	●			●	●	●	●	●
Cree	●							
Cypress※		●	●	●				
Eink						●		
InvenSense	●							
ISSI	●	●		●				
GOWIN					●			
Littelfuse	●					●		
Maxim	●		●	●		●		
Microchip	●	●	●	●	●	●		
Molex						●		
Monolithic Power Systems	●							
Nuvoton	●		●	●	●			
Qorvo	●			●				
Seiko Epson			●	●	●	●	●	
SEMTECH	●			●				
TE Connectivity	●					●		
VANTIQ								●
VICOR								●
VISHAY	●			●				●
Western Digital		●						
*Cypress Semiconductor, An Infineon Technologies Company								
Aeolus	Intelligence AI Robot		Acconeer	Millimeter Wave Radar Module		FINSix	Ultra-small power module	
Nanoramic	Carbon nanotube		OSSIA	Wireless Power Supply License		StethoMe	Electronic stethoscope	

# Characteristics and Strengths -Electronic Systems-

- Providing Technologically Competitive Products in High-End Markets
- Consistent, High-Level Technical Support  
(from system integration, installation to maintenance services)



# Affiliations -Electronic Systems-

Company	Head Quarter	Establish	Share	Business
Marubun tsusho Co.,Ltd.	Kanazawa City	March 1961	100%	Sales of medical equipment and measurement & inspection equipment
Marubun West Corporation	Kobe City	May 2005	100%	Sales of measurement & inspection equipment
Foresight Techino Co.,Ltd	Koto-ku Tokyo	March 1999	51.0%	High-Level Technical Support (system integration, installation to maintenance services)

# Main Products -Electronic Systems- 1

Segment	Main Products	Main Suppliers
<b>Space&amp; Defense Electronics</b>	High-reliability Components, Measurement and Sensor Equipment	Baker Hughes Company, PCB Piezotronics, Inc, Comtech Telecommunications Corp.
	Avionics Test System& Simulator Equipment, Microwave Equipment	Bird Technologies, CPI Inc., Textron Systems Corporation
<b>Industrial Equipment</b>	Electronic Components Inspection Equipment	Akim Corporation, Ansible Motion Limited, FUJI Corporation, Seiko Epson Corporation, U.H. System Corporation
	Embedded computer system	ADLINK Technology Inc., Aitech Defense Systems, Inc., Artesyn Embedded Technologies Inc., DFI, Gorilla Technology Inc.
<b>Industrial Equipment</b>	Laser Diode, Laser Processor	Amplitude, Laserline GmbH., nLIGHT, Inc., NUTECH GmbH
	Optical Components	Excelitas Technologies Corp., First Sensor AG, Luminus, Inc, United Power Research Technology Corp., ViALUX GmbH, Young Optics Inc.
<b>Information&amp; Communication Equipment</b>	RF, Optical communication Equipment, GNSS& Timing Solutions	Athonet S.R.L, Calnex Solutions Ltd., EXFO Inc., Microchip Technology Inc., PCTEL, Inc, Septentrio N.V., Spirent Communications
<b>Medical Equipment</b>	Diagnostic Imaging Equipment	FUJIFILM Healthcare Corporation, Konica Minolta Japan., Shimadzu Corporation., Siemens Healthcare K.K.
	Hemo Dialysis Equipment	Asahi Kasei Medical Co., Ltd., Kaneka Medix Corporation, NIKKISO Co., Ltd
	Clinical laboratory equipment	Beckman Coulter, Siemens Healthcare Diagnostics KK

# Main Products -Electronic Systems- 2

## Space & Defense Electronics



BEI Sensors  
High-reliability  
Components



CPI  
Microwave  
Equipment

## Measurement & Inspection Equipment



Shimadzu  
Gas Chromatography



Akim  
Electronic Components  
Inspection Equipment



DCG  
Systems  
FEI  
Infrared Inspection  
Equipment



FUJI CORPORATION  
Ultra High Density Atmospheric  
Pressure Plasma Device

# Main Products -Electronic Systems- 3

## Laser Equipment



nLIGHT  
Laser Diode



Laserline  
Laser Processor

## Informaiton & Communication Equipment



Microchip  
Network Timeserver



Spirent  
GNSS Simulator

## Medical Equipment

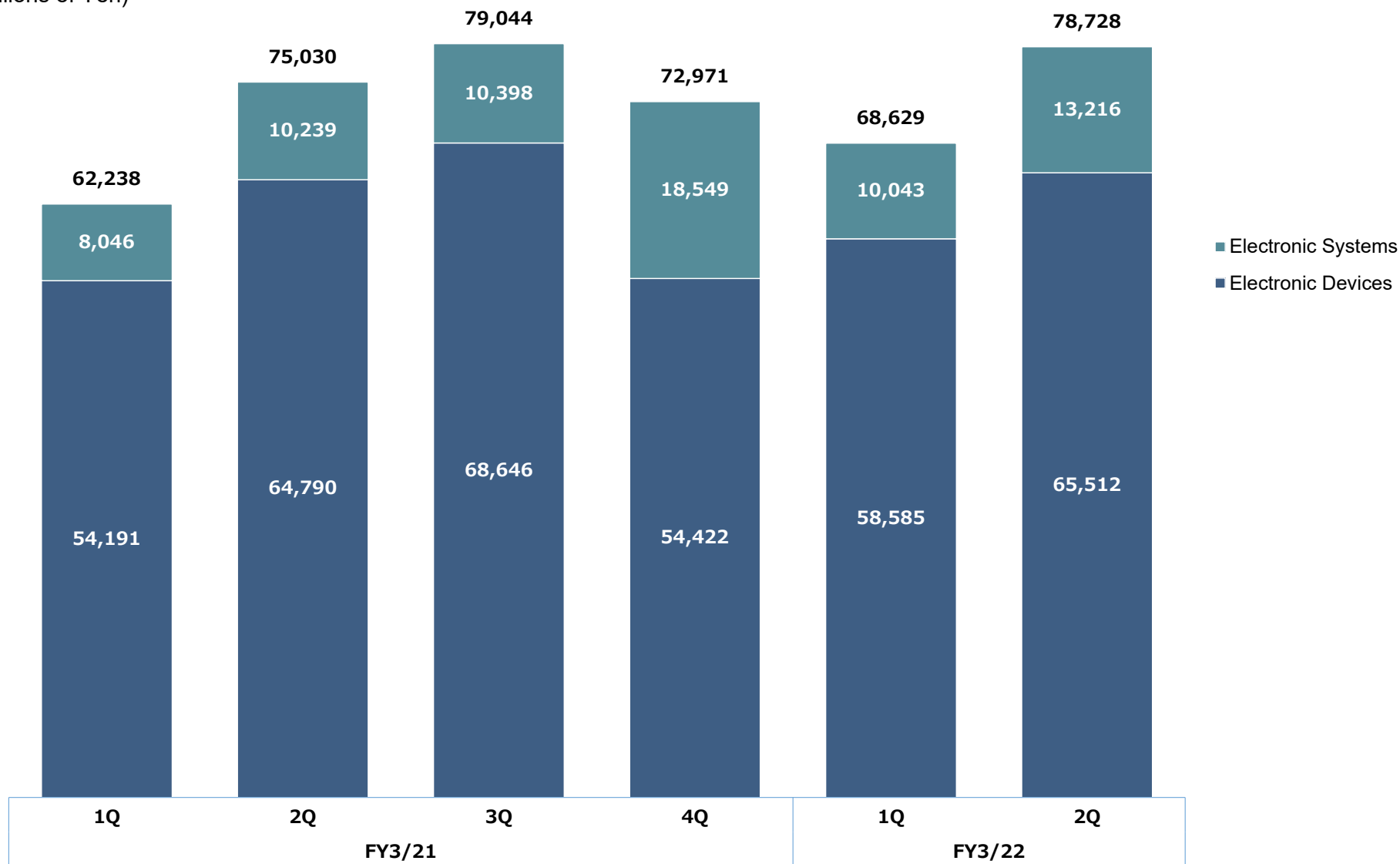


Siemens Healthcare K.K.  
Diagnostic Imaging Equipment

# Quarterly Trend in Sales by Business

Previous method

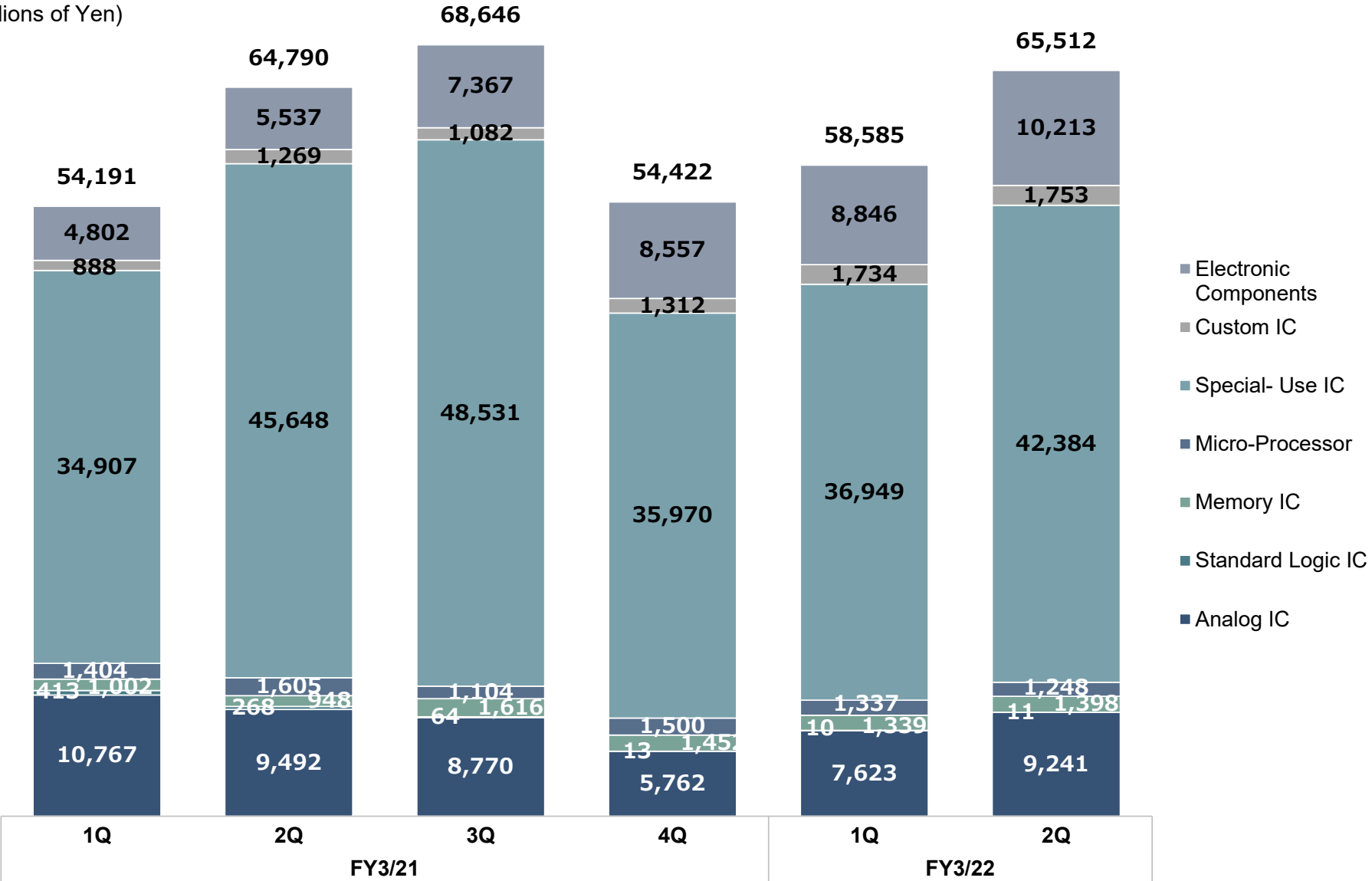
(Millions of Yen)



# Quarterly Trend in Sales of Electronic Devices by Product

Previous method

(Millions of Yen)

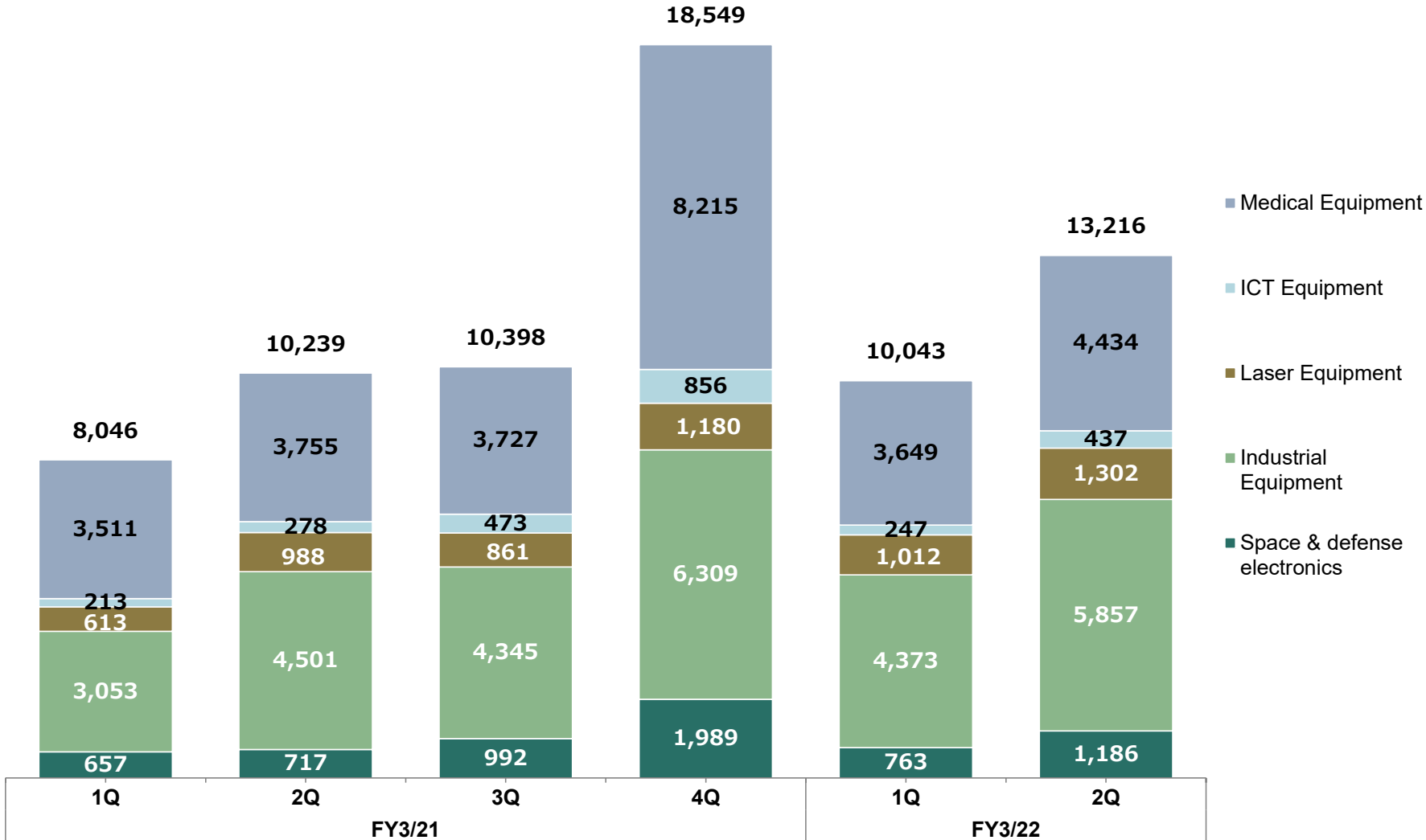




# Trend in Sales of Electronic Systems

Previous method

(Millions of Yen)



# Cautionary Statement

Information on future performance contained within this presentation material, such as the results forecasts, is based on the data available and assumptions judged to be reasonable as of when the Company prepared this presentation material.

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