

Fiscal Year 2020 (ending March 31, 2021)

Second Quarter Results
(3-month results ended September 30, 2020)

Brother Industries, Ltd.
November 9, 2020

Information on this report, other than historical facts, refers to future prospects and performance, and has been prepared by our Management on the basis of information available at the time of the announcement. This covers various risks, including, but not limited to, economic conditions, customer demand, foreign currency exchange rates, tax rules, regulation and other factors. As a result, actual future performance may differ from any forecasts contained on this report.

Results for FY2020 Q2 (Jul.-Sep.)

- ✓ **Profit increased significantly, mainly backed by strong performance of the P&S and P&H businesses**
 - In communications and printing equipment, profit increased significantly as there were temporary factors, such as the buying up of consumables in some channels, along with gradual recovery of demand following resumption of economic activities in many countries and ongoing demand for products targeting people working from home
 - In the P&H business, sales increased mainly in mass-market equipment due to spike in demand for handmade using home sewing machines, resulting in substantial increase in both revenue and profit
 - Demand for garment printers grew, but demand for industrial sewing machines remained sluggish
 - In machine tools, the effects of spot orders for the IT industry were seen, and demand in the automotive and general industries was on recovery track in China
 - The N&C business continued to record considerable losses mainly due to shortened business hours at karaoke locations and declining demand for commercial karaoke machines
 - In the Domino business, C&M hardware and DP consumables maintained momentum following gradual recovery of demand

Forecast for FY2020

- ✓ **The forecast for FY2020 consolidated results was revised up due to a decrease in SG&A expenses throughout the year, better-than-expected performance mainly in Q2, and revised assumptions for the second half**
 - The forecast for the P&S business was revised upward in light of better than expected performance mainly in Q2, the expected firm performance of SOHO hardware in the second half due to ongoing demand from people working from home, and anticipated gradual recovery of demand for consumables
 - The forecast for the P&H business was revised upward in response to ongoing robust sales centered on mass-market equipment resulting from special demand for home sewing machines associated with COVID-19

Consolidated Results for FY2020 Q2



Profit increased significantly as the P&S and P&H businesses mainly performed well

(100 Millions of Yen)

	19Q2	20Q2	Change	Rate of Change (w/o FX)
Sales Revenue	1,593	1,569	-24	-1.5% (-0.8%)
Business Segment Profit	185	234	48	26.1%
Business Segment Profit Ratio	11.6%	14.9%		
Other income/expense	-1	-1	0	
Operating Profit	184	233	48	26.1%
Operating Profit Ratio	11.6%	14.8%		
Income before Tax	183	232	48	26.4%
Net Income	144	181	37	25.5%
USD	107.70	105.88		
EUR	119.83	123.71		

Results for FY2020 Q2 by Business Segment



(100 Millions of Yen)

		19Q2	20Q2	change
Printing & Solutions	Sales Revenue	951	950	0
	Business Segment Profit	148	189	41
	Operating Profit	145	186	42
Personal & Home	Sales Revenue	110	144	34
	Business Segment Profit	8	27	19
	Operating Profit	8	26	18
Machinery	Sales Revenue	188	189	1
	Business Segment Profit	3	8	5
	Operating Profit	3	9	6
Network & Contents	Sales Revenue	139	88	-50
	Business Segment Profit	17	-4	-21
	Operating Profit	17	0	-16
Domino business	Sales Revenue	167	173	6
	Business Segment Profit	8	16	8
	Operating Profit	9	12	3
Other	Sales Revenue	39	24	-15
	Business Segment Profit	1	-2	-3
	Operating Profit	3	-1	-4
Total	Sales Revenue	1,593	1,569	-24
	Business Segment Profit	185	234	48
	Operating Profit	184	233	48

*Not including elimination amount by inter-segment transaction.

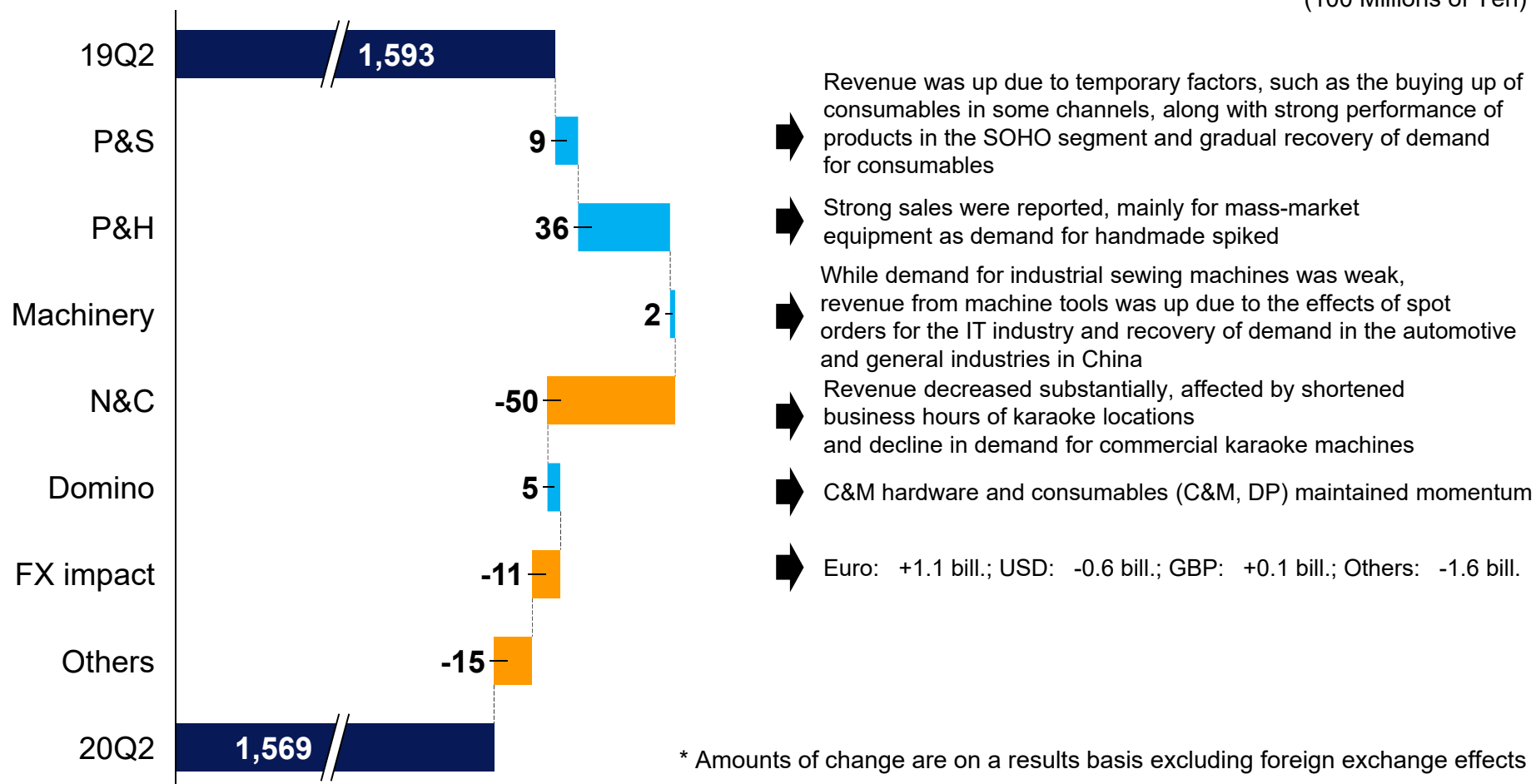
FY2020 Q2

Main Factors for Changes in Sales Revenue

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Overall revenue was down although the P&H and P&S businesses compensated for substantial decline in revenue from the N&C business

(100 Millions of Yen)



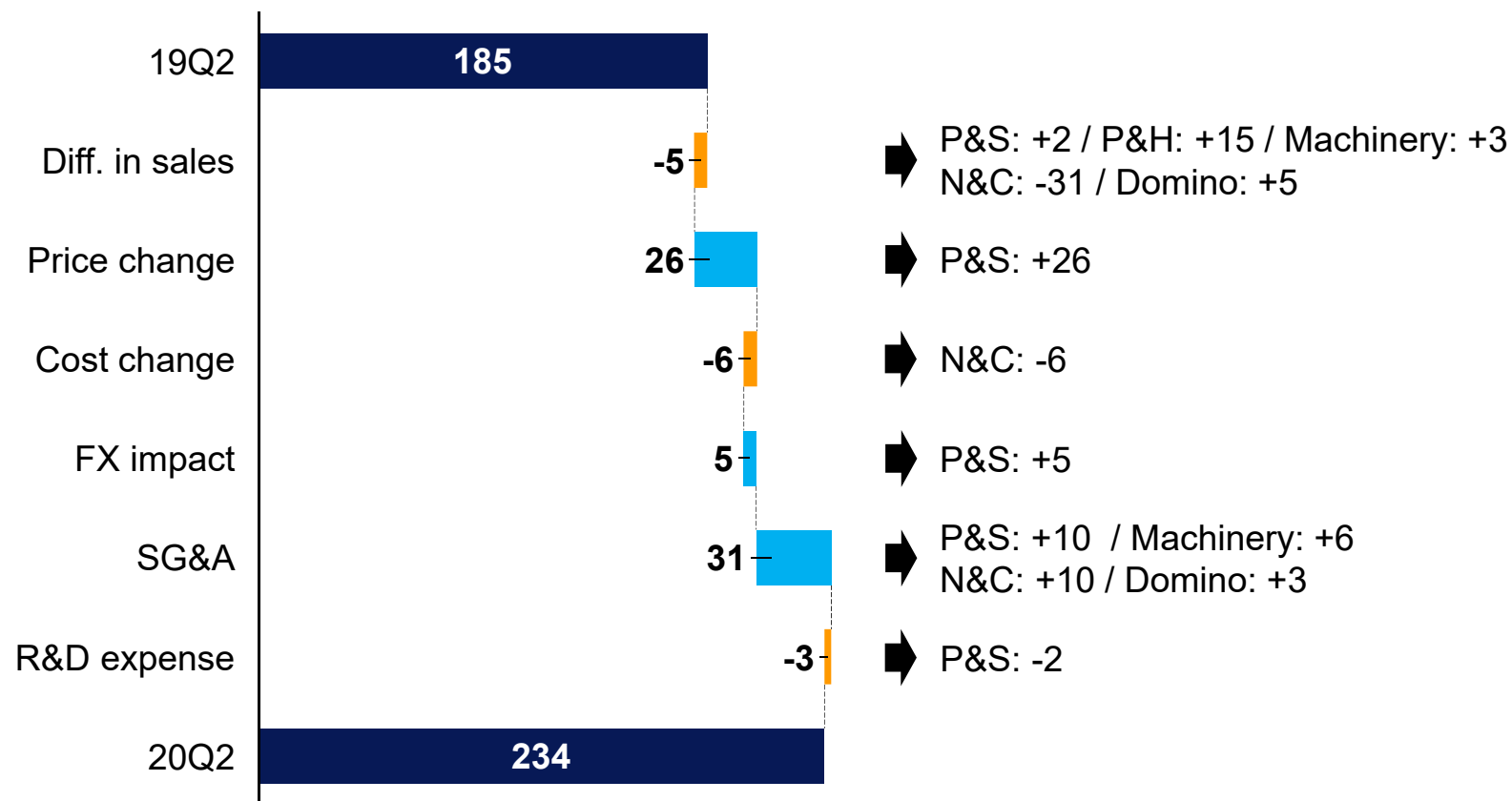
FY2020 Q2

Main Factors for Changes in BSP



Profit increased significantly due to increase in sales, primarily in the P&H business, and improvement of product mix in the P&S business, in addition to damping effects on SG&A

(100 Millions of Yen)



Consolidated Results for FY2020 Q2YTD



Both revenue and profit were down as strong performance in Q2 was not enough to offset decline in Q1

(100 Millions of Yen)

	19Q2 YTD	20Q2 YTD	Change	Rate of Change (w/o FX)
Sales Revenue	3,185	2,901	-284	-8.9% (-6.9%)
Business Segment Profit	362	320	-42	-11.6%
Business Segment Profit Ratio	11.4%	11.0%		
Other income/expense	4	5	2	
Operating Profit	365	325	-40	-11.0%
Operating Profit Ratio	11.5%	11.2%		
Income before Tax	364	326	-37	-10.2%
Net Income	273	247	-26	-9.5%
USD	109.00	106.68		
EUR	121.43	121.36		

Results for FY2020 Q2YTD by Business Segment



(100 Millions of Yen)

		19Q2YTD	20Q2YTD	change
Printing & Solutions	Sales Revenue	1,932	1,779	-153
	Business Segment Profit	312	283	-30
	Operating Profit	311	287	-24
Personal & Home	Sales Revenue	199	252	54
	Business Segment Profit	9	41	32
	Operating Profit	9	40	31
Machinery	Sales Revenue	393	340	-53
	Business Segment Profit	9	7	-2
	Operating Profit	9	5	-4
Network & Contents	Sales Revenue	252	150	-102
	Business Segment Profit	11	-27	-38
	Operating Profit	11	-22	-34
Domino business	Sales Revenue	335	327	-9
	Business Segment Profit	19	20	0
	Operating Profit	20	14	-5
Other	Sales Revenue	73	52	-21
	Business Segment Profit	3	-2	-6
	Operating Profit	7	2	-6
Total	Sales Revenue	3,185	2,901	-284
	Business Segment Profit	362	320	-42
	Operating Profit	365	325	-40

*Not including elimination amount by inter-segment transaction.

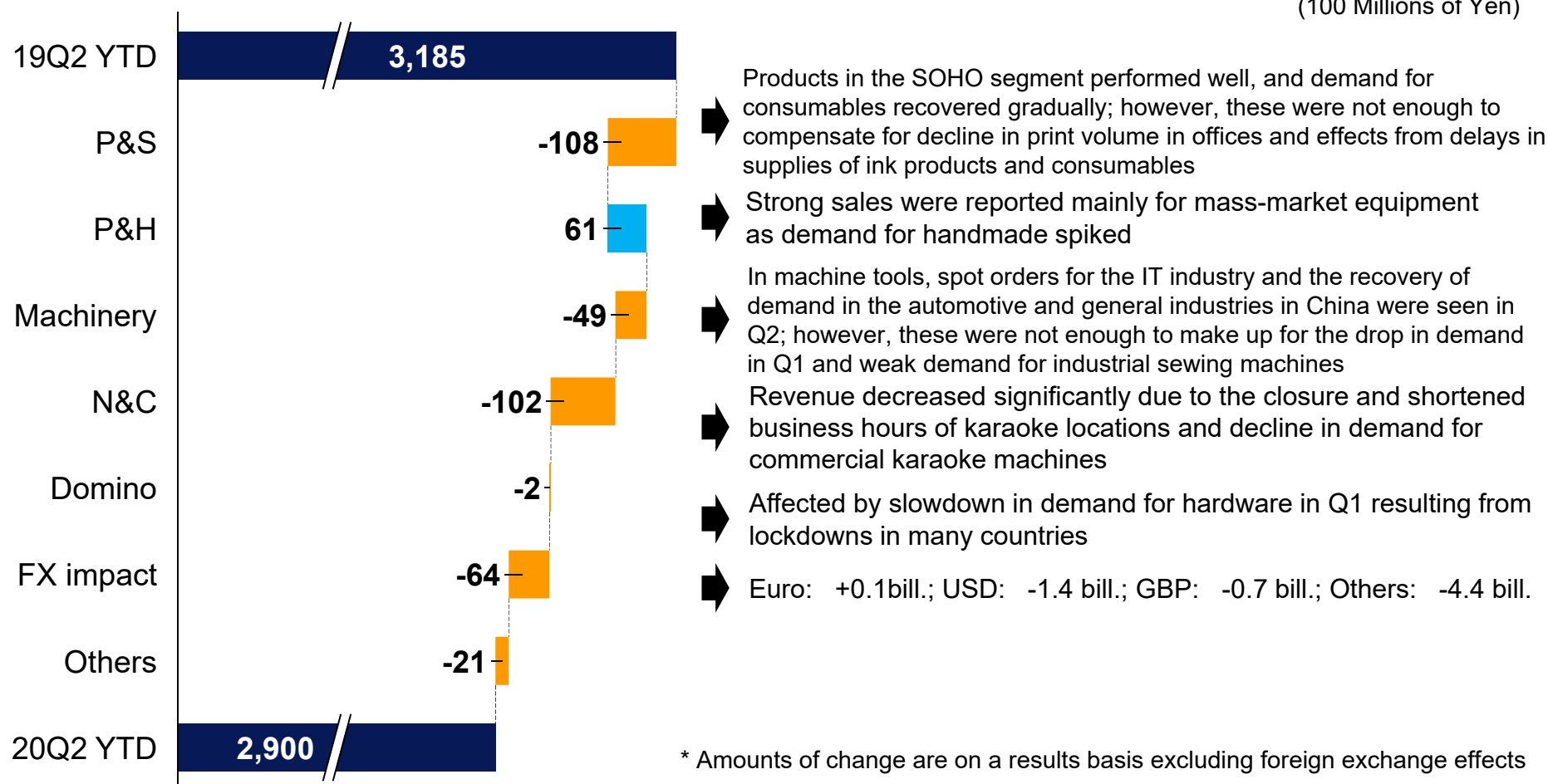
FY2020 Q2YTD

Main Factors for Changes in Sales Revenue

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Strong performance of P&H was not enough to absorb deterioration of N&C and P&S and negative FX effects

(100 Millions of Yen)



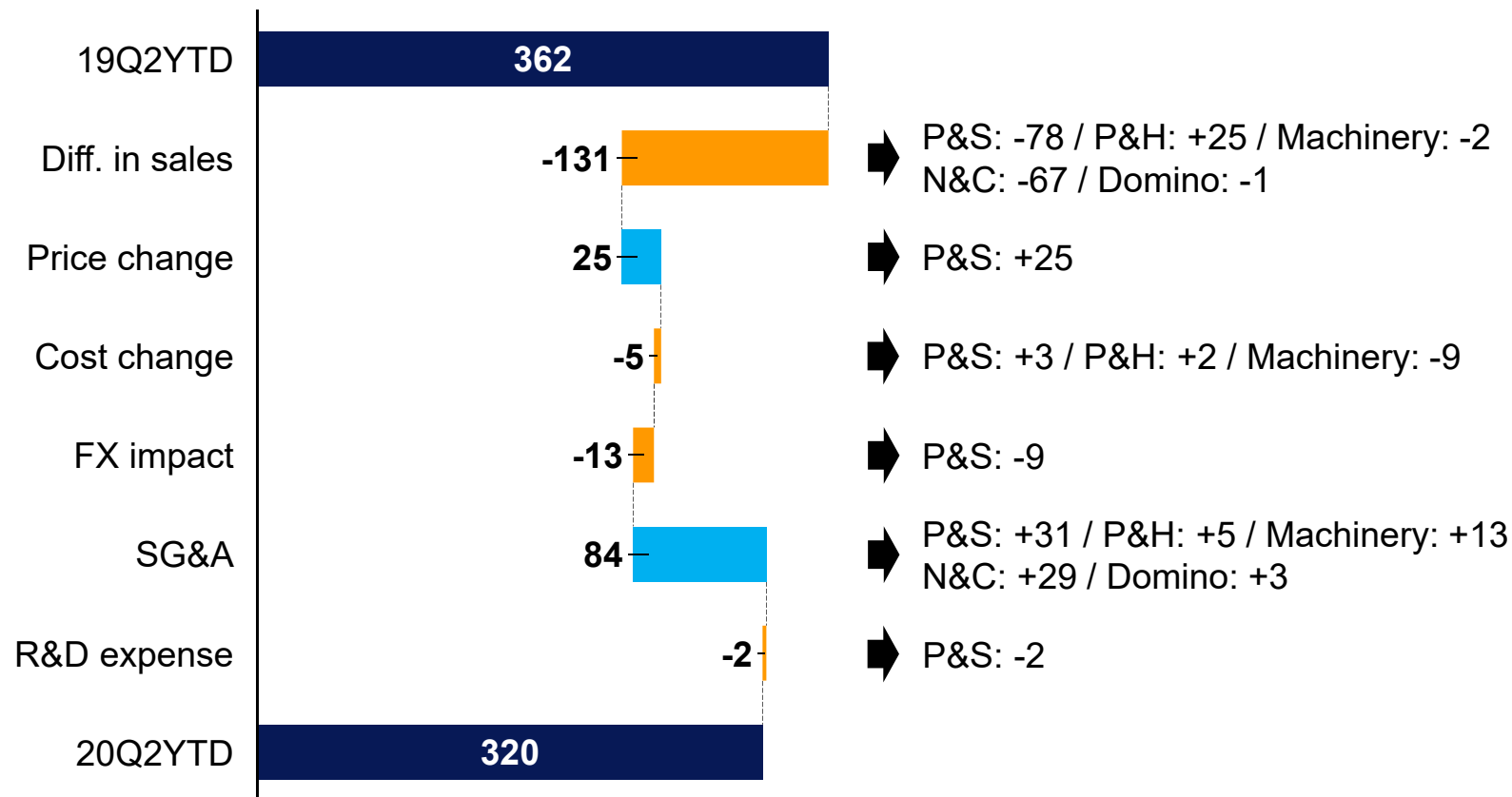
FY2020 Q2 YTD

Main Factors for Changes in BSP



Profit decreased as effects from decreased revenue could not be offset by damping effects on SG&A expenses resulting mainly from restrictions on business activities due to COVID-19

(100 Millions of Yen)



Forecast for FY2020



The forecast for FY2020 consolidated results was revised upward due to a decrease in SG&A expenses throughout the year, firm results mainly in Q2, and improved outlook for the second half

(100 Millions of Yen)

	Previous Forecast	FY20 Forecast	Change	Rate of Change	FY19	Change	Rate of Change (w/o FX)
Sales Revenue	5,600	6,000	400	7.1%	6,373	-373	-5.8% (-3.9%)
Business Segment Profit	310	550	240	77.4%	669	-119	-17.8%
Business Segment Profit Ratio	5.5%	9.2%			10.5%		
Other income/expense	0	-15	-15		4	-19	
Operating Profit	310	535	225	72.6%	673	-138	-20.5%
Operating Profit Ratio	5.5%	8.9%			10.6%		
Income before Tax	310	530	220	71.0%	670	-140	-20.9%
Net Income	250	400	150	60.0%	496	-96	-19.3%
USD	106.67	106.35			109.10		
EUR	119.76	121.05			121.14		

Forecast for FY2020 by Business Segment



(100 Millions of Yen)

		Previous Fct	FY20 Fct	change	FY19 Act	FY20 Fct	change
Printing & Solutions	Sales Revenue	3,349	3,628	279	3,907	3,628	-279
	Business Segment Profit	300	500	200	571	500	-71
	Operating Profit	312	512	200	571	512	-59
Personal & Home	Sales Revenue	406	500	94	409	500	91
	Business Segment Profit	25	69	44	31	69	38
	Operating Profit	25	69	44	32	69	37
Machinery	Sales Revenue	715	722	7	748	722	-26
	Business Segment Profit	1	4	3	7	4	-3
	Operating Profit	0	-6	-6	6	-6	-12
Network & Contents	Sales Revenue	335	335	0	491	335	-156
	Business Segment Profit	-47	-48	-1	21	-48	-69
	Operating Profit	-45	-45	0	19	-45	-64
Domino business	Sales Revenue	636	659	23	675	659	-16
	Business Segment Profit	24	37	13	38	37	-1
	Operating Profit	22	33	11	39	33	-6
Other	Sales Revenue	159	156	-3	142	156	14
	Business Segment Profit	7	-12	-19	4	-12	-16
	Operating Profit	-4	-28	-24	9	-28	-37
Total	Sales Revenue	5,600	6,000	400	6,373	6,000	-373
	Business Segment Profit	310	550	240	669	550	-119
	Operating Profit	310	535	225	673	535	-138

*Not including elimination amount by inter-segment transaction.

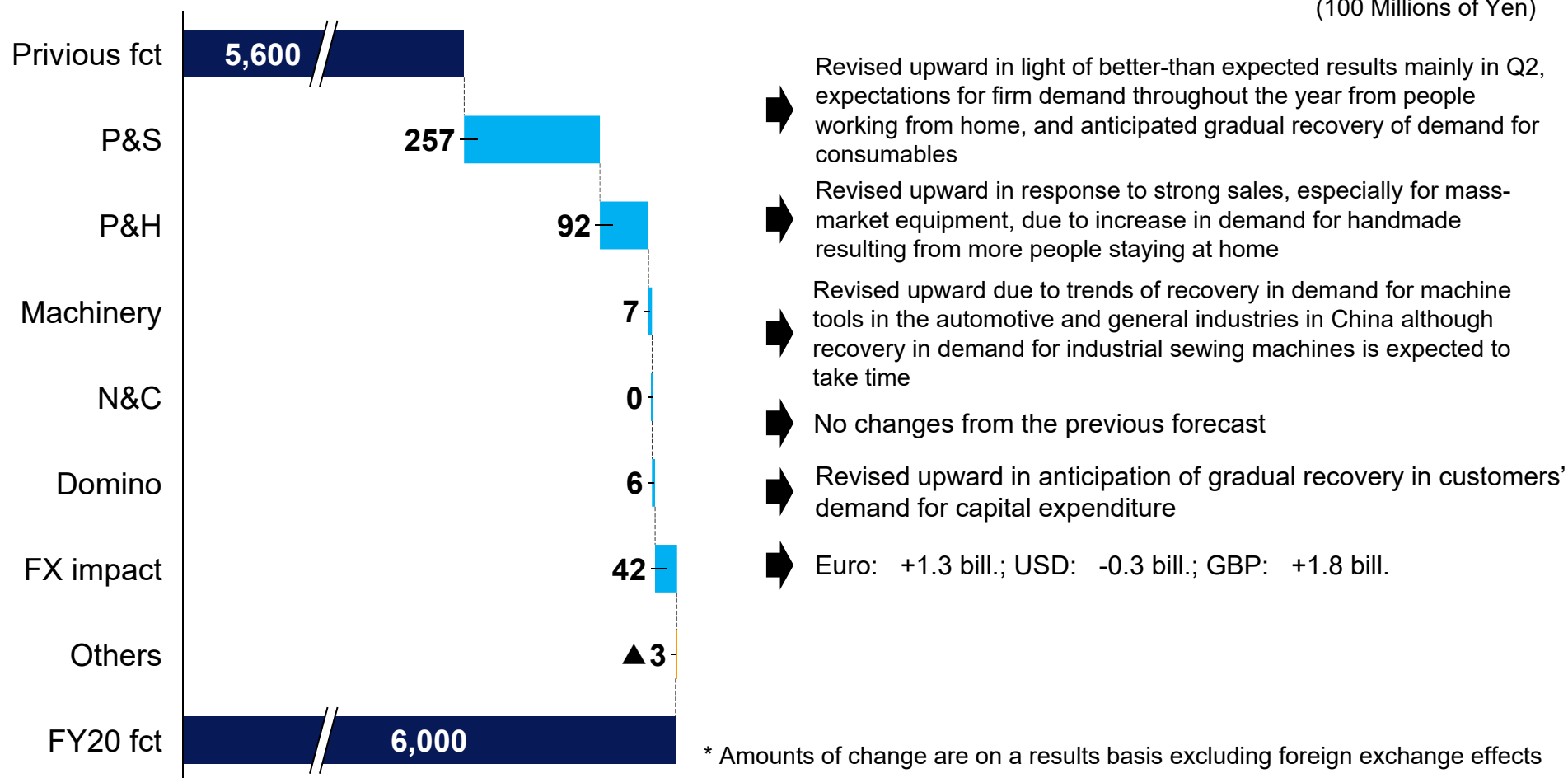
FY2020

Main Factors for Changes in Sales Revenue

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Upward revisions were made to sales revenue forecasts for all businesses except the N&C business

(100 Millions of Yen)



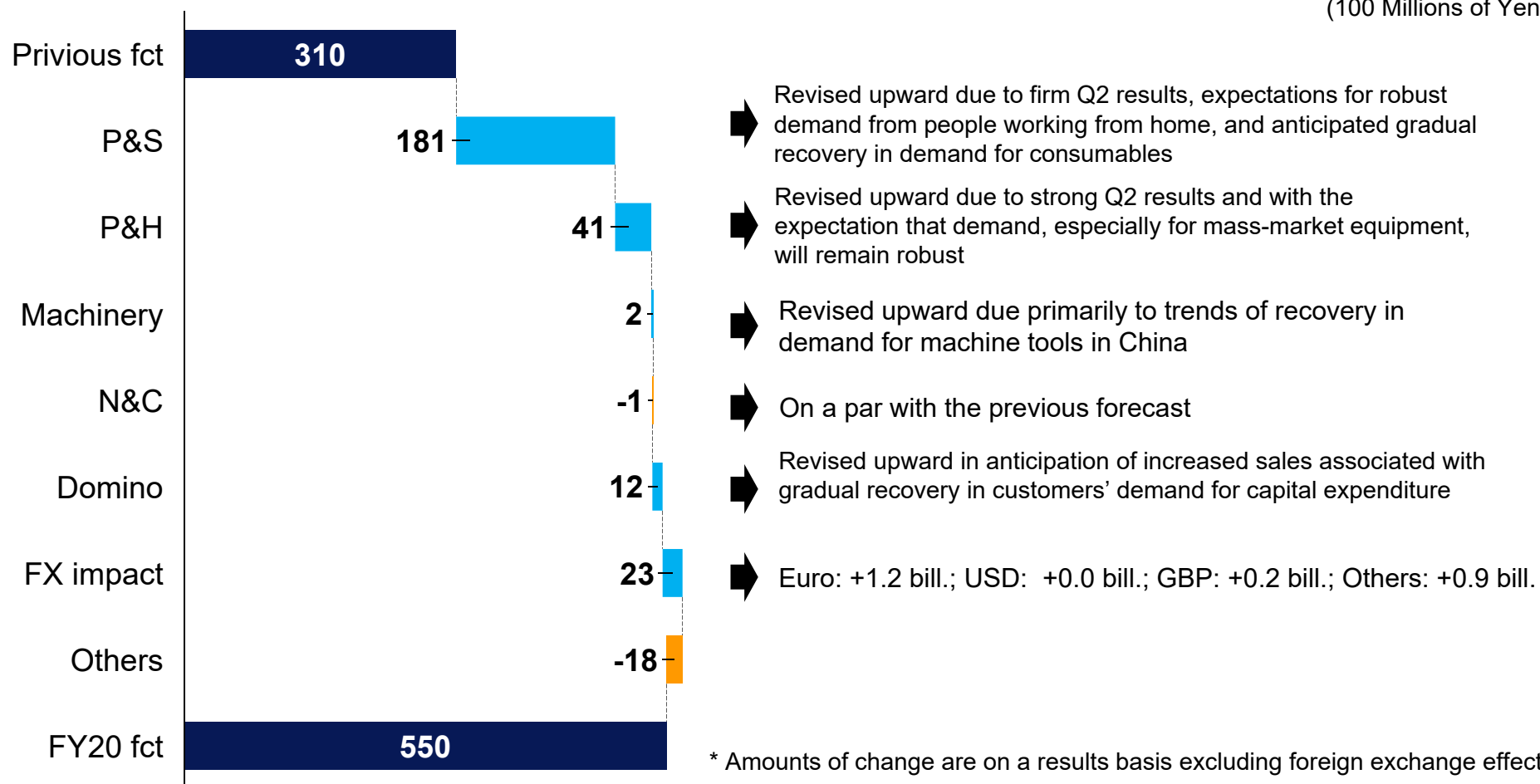
FY2020

Main Factors for Changes in BSP

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Following upward revisions to the outlooks for the P&S and P&H businesses, the profit forecast was also revised up

(100 Millions of Yen)



Balance Sheet

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(100 Millions of Yen)

	FY19	FY20Q2	Change
Current assets	4,088	4,414	327
Cash&Cash equivalents	1,684	2,060	376
Inventories	1,179	1,179	0
Non-current assets	3,227	3,263	36
Total liabilities	2,863	2,978	115
Interest-bearing debt	1,070	1,160	90
Equity attributable to owners of the parent company	4,285	4,532	247
Total assets	7,315	7,677	362

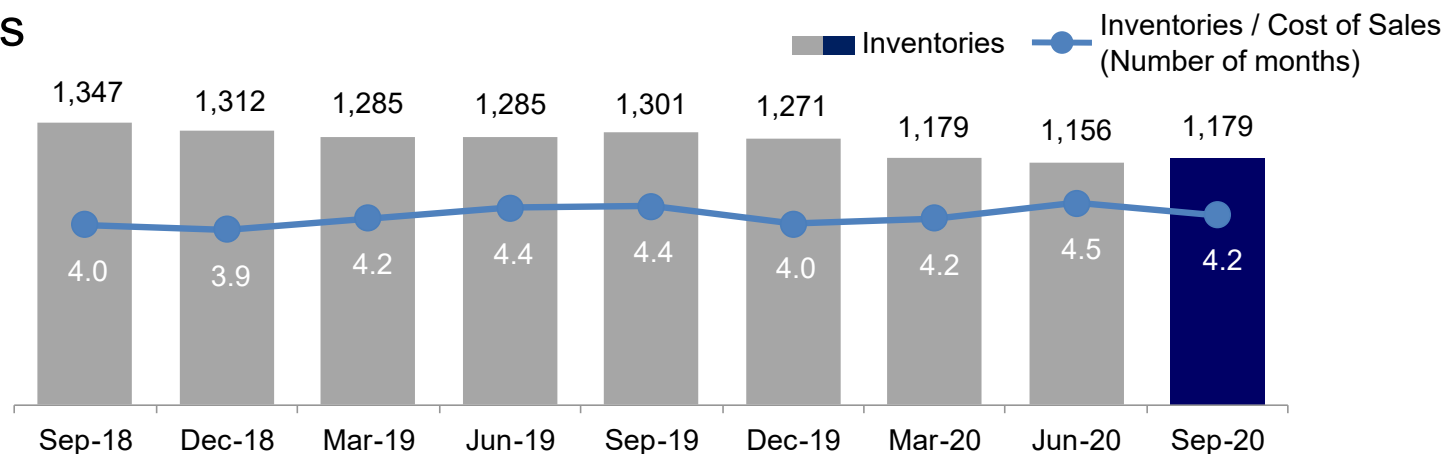
Net Cash

End of FY19 : +¥61.4 billion
End of FY20Q2 : +¥90.0 billion

Shareholders' Equity Ratio

End of FY19 : 58.6%
End of FY20Q2 : 59.0%

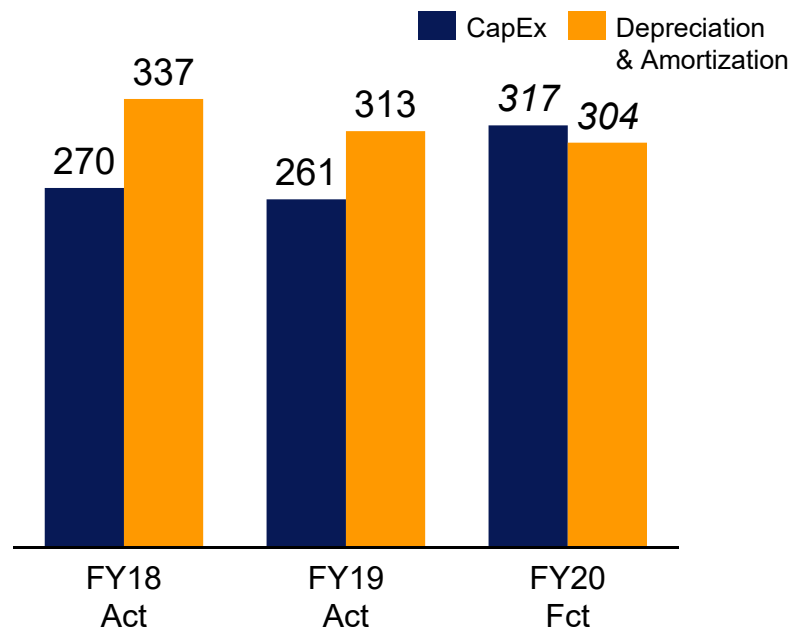
Inventories



R&D Expenses / Capital Expenditure/ Depreciation and Amortization

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Capital Expenditure / Depreciation & Amortization

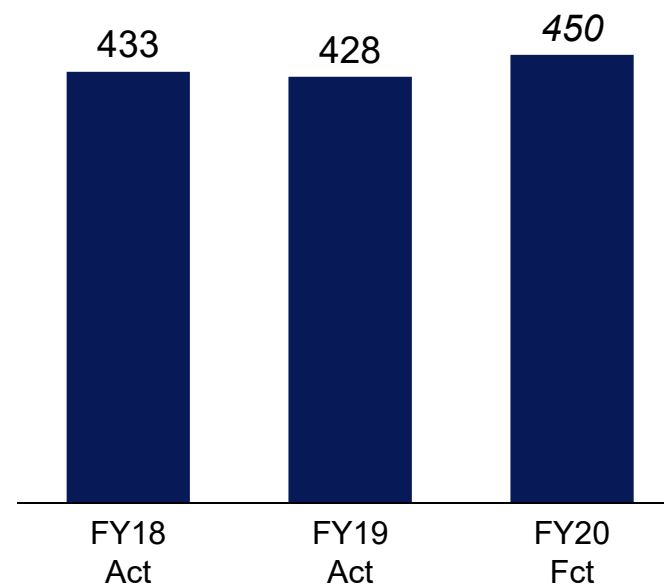


Breakdown by business(CapEx)

	FY18	FY19	FY20
P&S	95	109	155
P&H	9	5	10
Machinery	40	24	37
N&C	52	49	21
Domino	31	21	22
Others	44	52	72
Total	270	261	317

R&D Expenses

(100 Millions of Yen)



Breakdown by business(R&D)

	FY18	FY19	FY20
P&S	290	277	291
P&H	22	22	23
Machinery	50	54	57
N&C	5	9	10
Domino	38	38	40
Others	27	29	29
Total	433	428	450

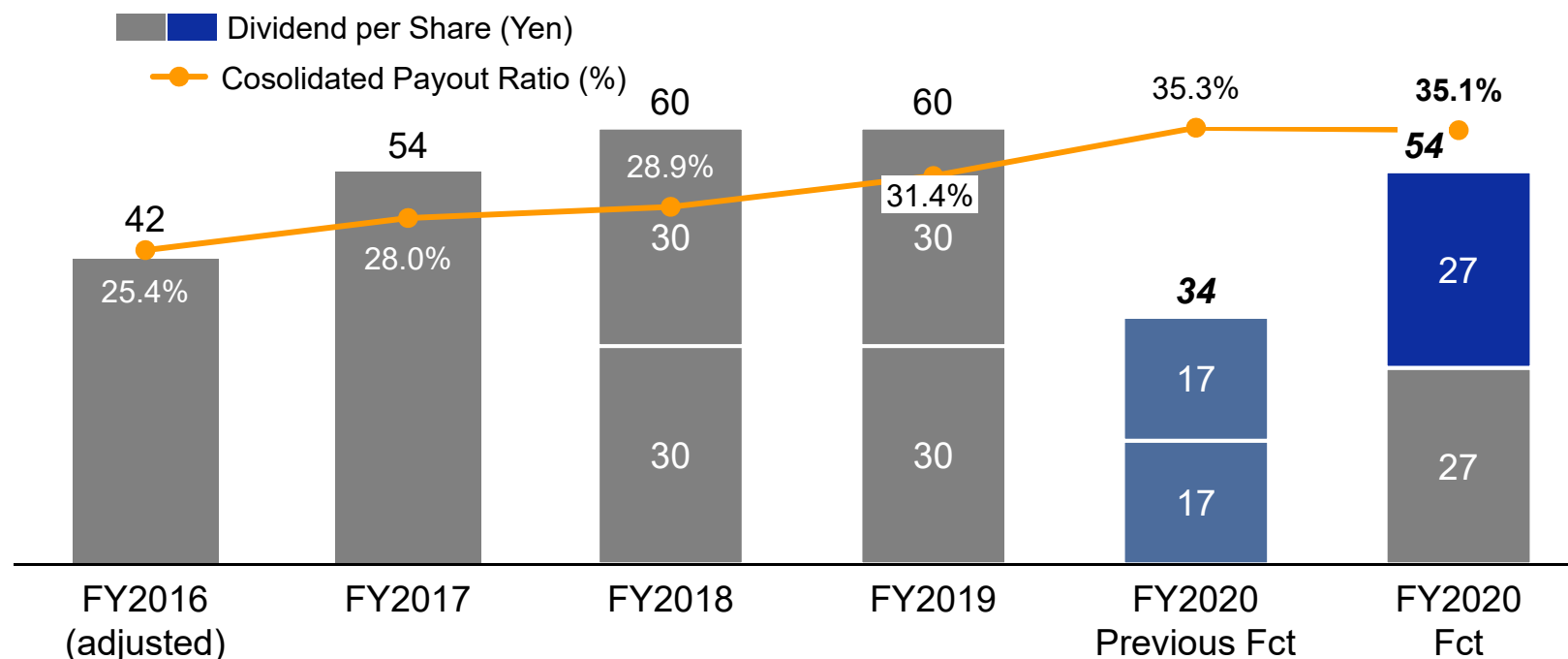
Dividend Forecast

The dividend forecast was revised up following revisions to the forecast for FY2020 consolidated results

- ◆ Dividend at the end of Q2 **27** yen per share (previous forecast: 17 yen)
- ◆ Year-end dividend forecast **27** yen per share (previous forecast: 17 yen)

Annual dividend for fiscal year ending March 31, 2021: **54** yen per share (previous forecast: 34 yen)

The consolidated dividend ratio is expected to be 35%



Business Segment Information

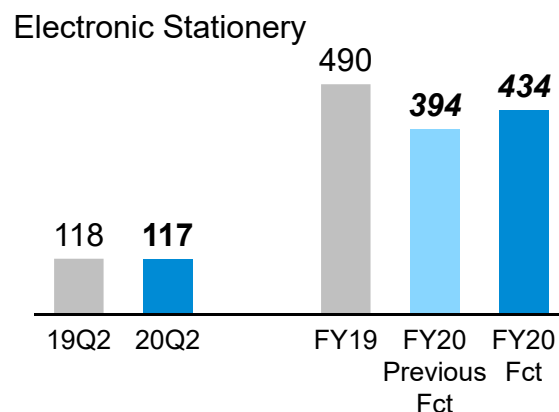
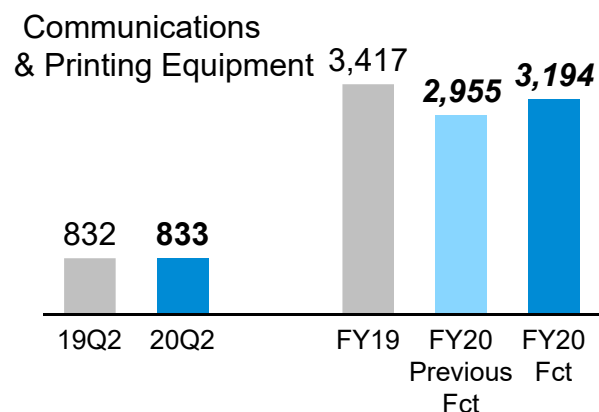
Printing & Solutions Sales Revenue & Profit

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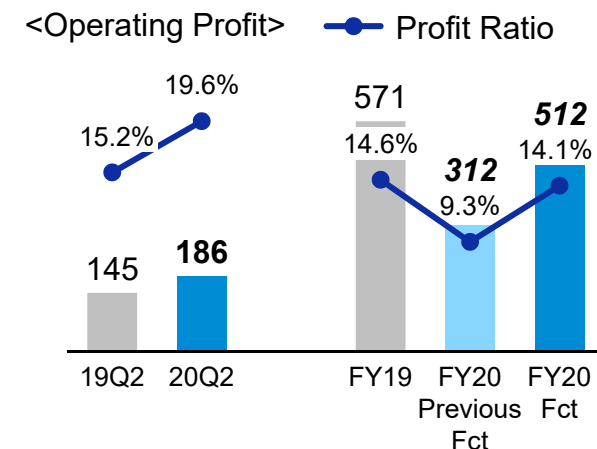
(100 Millions of Yen)

	19Q2	20Q2	Change	Change x FX		FY19	Previous Forecast	FY20	Change v LY	Change x FX
Sales Revenue	951	950	0.0%	0.9%		3,907	3,349	3,628	-7.1%	-4.8%
Communications & Printing equipment	832	833	0.1%	1.1%		3,417	2,955	3,194	-6.5%	-4.1%
Americas	307	298	-3.0%	1.0%		1,256	1,079	1,175	-6.5%	-2.0%
Europe	262	272	4.1%	1.8%		1,133	971	1,041	-8.1%	-7.1%
Asia & Others	150	163	8.9%	9.9%		591	519	585	-1.1%	1.5%
Japan	114	100	-12.1%	-12.1%		437	387	394	-9.9%	-9.9%
Electronic stationery	118	117	-1.2%	-0.3%		490	394	434	-11.4%	-9.3%
Americas	56	50	-10.9%	-7.6%		226	169	187	-17.3%	-13.9%
Europe	34	36	6.9%	4.0%		144	118	131	-9.0%	-8.7%
Asia & Others	19	17	-7.5%	-7.0%		72	63	66	-8.5%	-6.0%
Japan	9	13	40.4%	40.4%		47	44	50	5.1%	5.7%
Business Segment Profit	148	189	27.9%	-		571	300	500	-12.4%	-
Operating Profit	145	186	28.7%	-		571	312	512	-10.3%	-

<Sales Revenue>



<Operating Profit>



Sales Revenue Growth Rate / Consumable Ratio / Growth Rate of Hardware



	18Q1	18Q2	18Q3	18Q4	19Q1	19Q2	19Q3	19Q4	20Q1	20Q2	20Q3	20Q4	FY2018	FY2019	FY2020 FCT
LBP															
Sales revenue growth rate (JPY)															
Hardware	1%	-3%	-5%	-17%	-9%	-8%	-7%	-2%	6%	19%	-	-	-6%	-7%	9%
Consumable	1%	1%	-1%	-4%	2%	-6%	-2%	-3%	-18%	1%	-	-	-1%	-2%	-9%
Sales revenue growth rate (LC)															
Hardware	2%	0%	-1%	-12%	-6%	-4%	-3%	2%	11%	22%	-	-	-2%	-3%	13%
Consumable	1%	3%	2%	-1%	4%	-1%	3%	0%	-15%	2%	-	-	1%	1%	-7%
IJP															
Sales revenue growth rate (JPY)															
Hardware	-6%	-6%	2%	-6%	-2%	8%	-7%	-3%	-37%	-49%	-	-	-4%	-1%	-28%
Consumable	1%	-1%	-3%	-5%	1%	-2%	-8%	4%	-23%	-1%	-	-	-2%	-2%	-13%
Sales revenue growth rate (LC)															
Hardware	-3%	-2%	6%	-1%	1%	13%	-4%	0%	-33%	-48%	-	-	-1%	2%	-26%
Consumable	1%	1%	0%	-2%	3%	3%	-5%	7%	-20%	-1%	-	-	0%	2%	-12%
Cosumable Ratio															
	58%	58%	57%	61%	60%	58%	57%	59%	55%	57%	-	-	58%	58%	55%
Growth rate of Hardware															
LBP	-1%	-8%	-7%	-16%	-13%	-4%	-2%	3%	12%	10%	-	-	-8%	-5%	-
IJP	-1%	-2%	-1%	-4%	0%	13%	1%	7%	-39%	-57%	-	-	-2%	5%	-

Printing & Solutions

Results for Q1-Q2 & Outlook for Q3-Q4



Q2 results were firm and better than expected due in part to resumption of economic activities in many countries and temporary factors

Q1 (Apr.-Jun.) results

[Q1 results] Both sales and profit fell sharply due to lockdowns and restrictions on economic activities implemented in many countries

- SOHO segment: Hardware sales were firm (boosted mainly by demand from people working from home), but the print volume decreased
- SMB segment: Sales of both hardware and consumables dropped (due to decreased demand for office products and decline in print volume in offices)
- Average print volume (relative to the pre-COVID-19 level): Approx. SOHO 70% and SMB 60% in early April → SOHO 85% and SMB 80% at the end of July
- Ink products/ink consumables: Supply delays occurred (due to suspension of factory operations)

Previous outlook

[Q2 outlook at the time of the previous announcement] It was forecast that difficult situations would continue

- SOHO segment: Demand from people working from home will run its course and stabilize in Q2 and beyond
- Ink products/ink consumables: Although factory operations will return to the pre-COVID-19 level, ink products/ink consumables supply shortages will result in a loss of sales opportunities
- Average print volume: Despite gradual recovery in demand, the print volume of office printers and All-in-One will remain low
- Expenses: Compared to Q1 profit, Q2 profit will be squeezed by increase in expenses resulting from the resumption of sales activities
- Emerging markets: Recovery in emerging markets, excluding China, will take time (fragile infrastructure, inadequate e-commerce infrastructure, spread of infection)



Q2

Q2 results

[Q2 results] Stayed firm, exceeding expected levels (*due in part to temporary factors)

Various countries resumed their economic activities while implementing infection prevention measures, and this helped sales of hardware and consumables recover to levels exceeding the projections presented in Q1 announcement

- SOHO segment: Demand from people working from home remained strong in Q2; demand for laser products in the SOHO segment also recovered in emerging markets; delays in supplies of ink hardware continued
- SMB segment: Due in part to recovery of economic activities, the performance of products in the SMB segment was somewhat better than expected, making up for stock shortages of some SOHO products
- Consumables: Consumables were firmer than projected, and delays in supplies of ink consumables are also recovering thanks to preferential production and continuation of air transportation. To secure stocks, the buying up of consumables occurred in some European channels (temporary factor); there was a tendency to purchase consumables simultaneously when purchasing hardware
- Average print volume (relative to the pre-COVID-19 level) : Approx. SOHO 90% and SMB 85% at the end of September
- Expenses: Expenses did not increase in Q2 (with the same level of fixed expenses as in Q1)

Printing & Solutions

Results for Q1-Q2 & Outlook for Q3-Q4



The second half outlook was revised in anticipation of gradual recovery in demand and continuation of demand from people working from home

Outlook for second half

[Second half] Outlook was revised as demand from people working from home is now expected to remain firm

- SOHO segment: The outlook was changed mainly because demand in the SOHO segment from people working from home is expected to remain firm in the second half
- SMB segment: The level of recovery seen in Q2 will continue in the second half although it is unlikely to offset the drop in Q1 due to the ongoing effects of the shift to working from home
- Ink products: Effects from ink hardware supply shortages will continue throughout the year although ink consumables supply shortages have almost recovered
- Average print volume: The print volume will not recover to the pre-COVID-19 level (Consumables sales for FY2020 are expected to be around 90% of the previous year's level)
- Emerging markets: Performance in China will stay firm; in other emerging markets, difficult situations will continue throughout the year, affected by ink hardware supply shortages, although performance is recovering thanks to growing demand for laser products in the SOHO segment

(The outlook does not take into account effects from the resurgence of COVID-19 in Europe and other regions as well as the suspension of factory operation)

Personal & Home Sales Revenue & Profit

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(100 Millions of Yen)

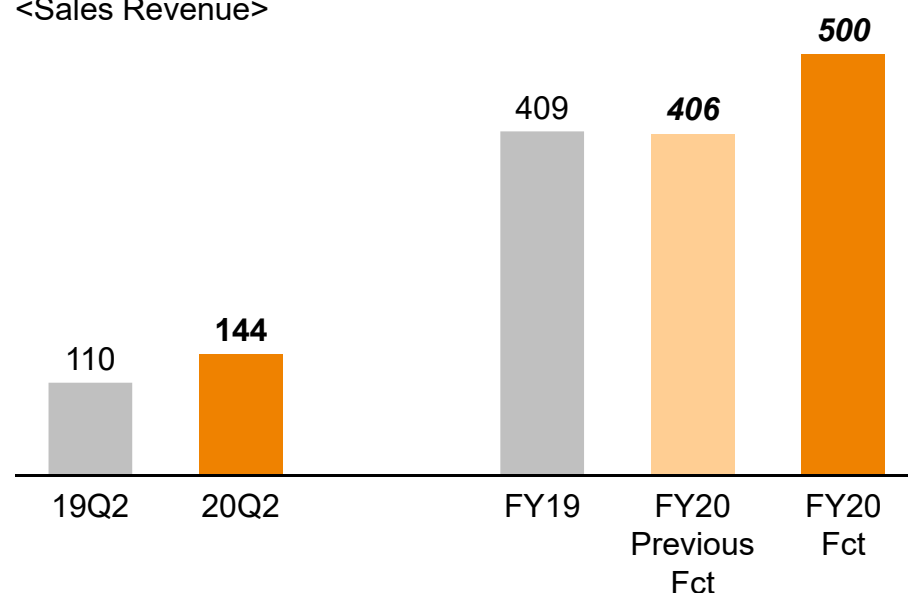
	19Q2	20Q2	Change	Change x FX
Sales Revenue	110	144	30.8%	32.7%
Americas	69	74	7.0%	11.9%
Europe	22	42	90.1%	83.6%
Asia & Others	11	14	20.8%	22.5%
Japan	8	14	86.9%	86.9%

	FY19	Previous Forecast	FY20	Change v LY	Change x FX
Sales Revenue	409	406	500	22.4%	25.9%
Americas	223	217	261	16.9%	23.0%
Europe	108	110	138	27.7%	27.4%
Asia & Others	46	46	55	18.0%	20.8%
Japan	32	33	47	48.8%	48.8%

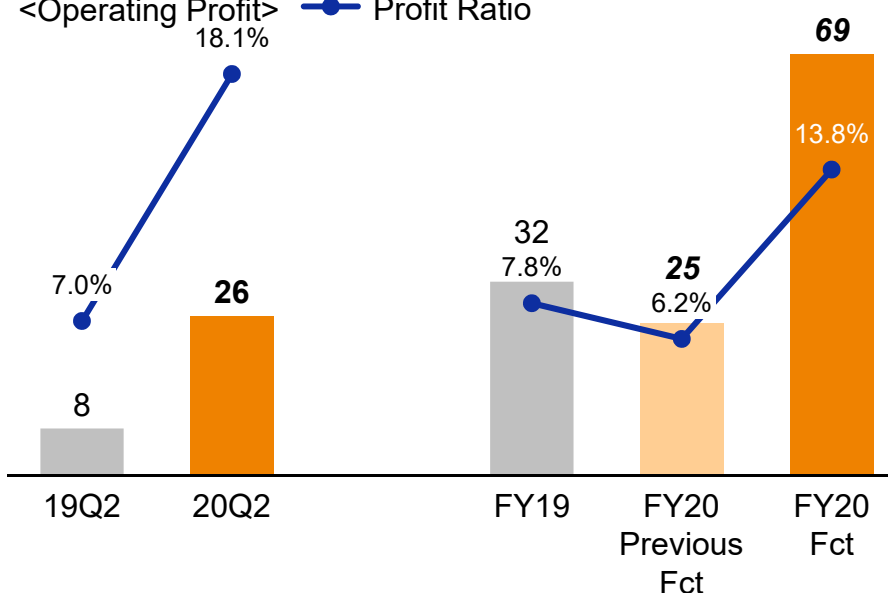
Business Segment Profit	8	27	242.8%	-
Operating Profit	8	26	240.3%	-

Business Segment Profit	31	25	69	120.5%	-
Operating Profit	32	25	69	117.4%	-

<Sales Revenue>



<Operating Profit> — Profit Ratio

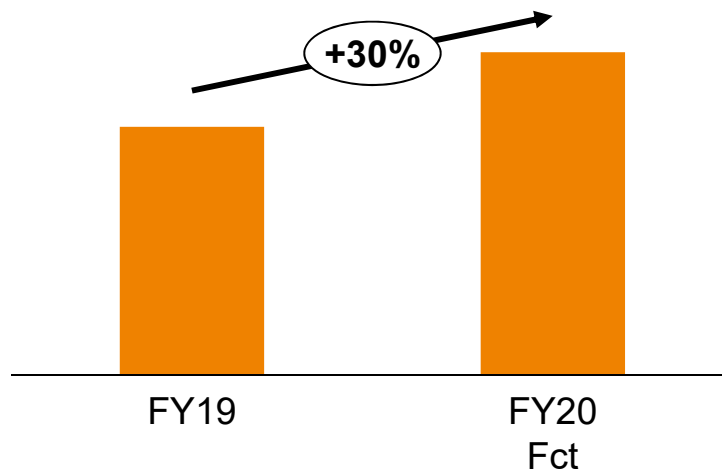


Topics: Business Environment for Home Sewing Machines

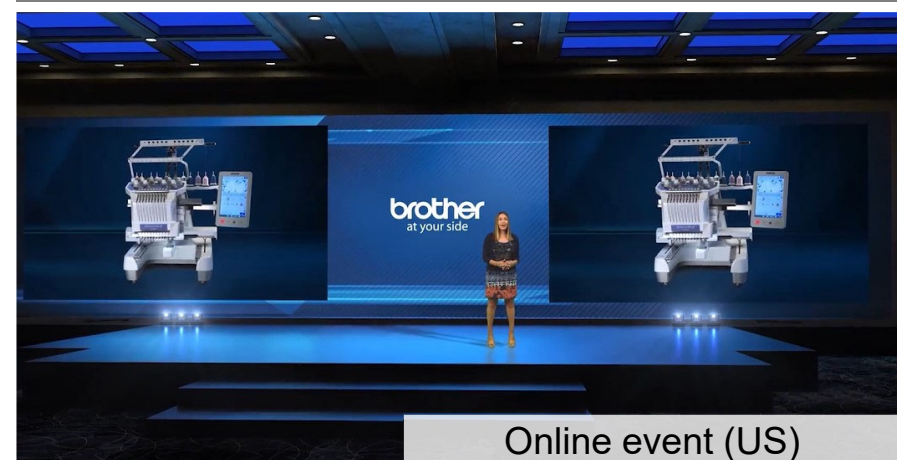


Attention to home sewing machines increased amid growing demand from people staying at home
New product presentations and other events were held online in many regions

Sales volume of home sewing machines (global)



Holding of online events



Online event (US)



Virtual showroom (Europe)

Business environment

Europe & US	Sales are strong, especially for mass-market equipment ; demand has also grown from people wishing to generate a sideline income; demand is expected to remain strong in the second half
Asia	Sales are robust in AP region; demand is expected to remain strong in the second half; demand in China has run its course
Japan	Demand has remained robust from people staying at home and people making masks; demand is expected to remain strong in the second half

Machinery Sales Revenue & Profit

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(100 Millions of Yen)

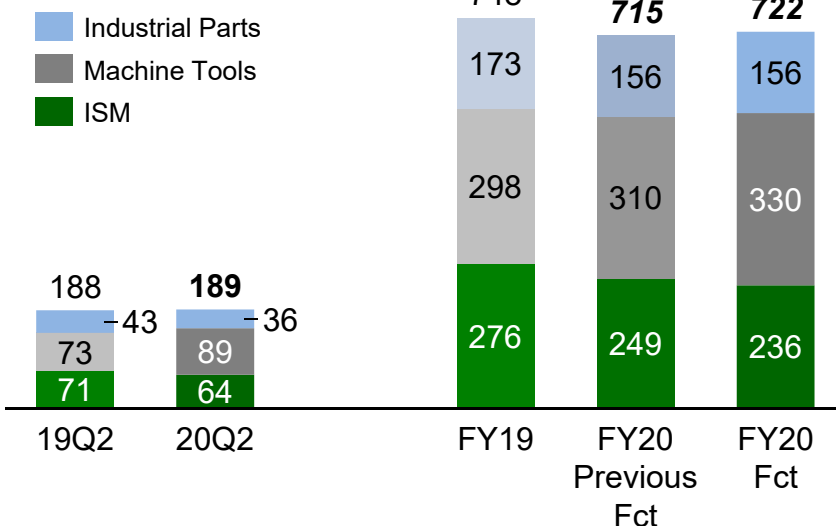
	19Q2	20Q2	Change	Change x FX
Sales Revenue	188	189	0.8%	1.1%
Industrial sewing machines	71	64	-10.4%	-10.0%
Machine tools	73	89	22.3%	22.5%
Industrial Parts	43	36	-17.2%	-16.9%

	FY19	Previous Forecast	FY20	Change v LY	Change x FX
Sales Revenue	748	715	722	-3.5%	-2.6%
Industrial sewing machines	276	249	236	-14.8%	-13.5%
Machine tools	298	310	330	10.8%	11.5%
Industrial Parts	173	156	156	-10.1%	-9.6%

Business Segment Profit	3	8	164.8%	—
Operating Profit	3	9	173.2%	—

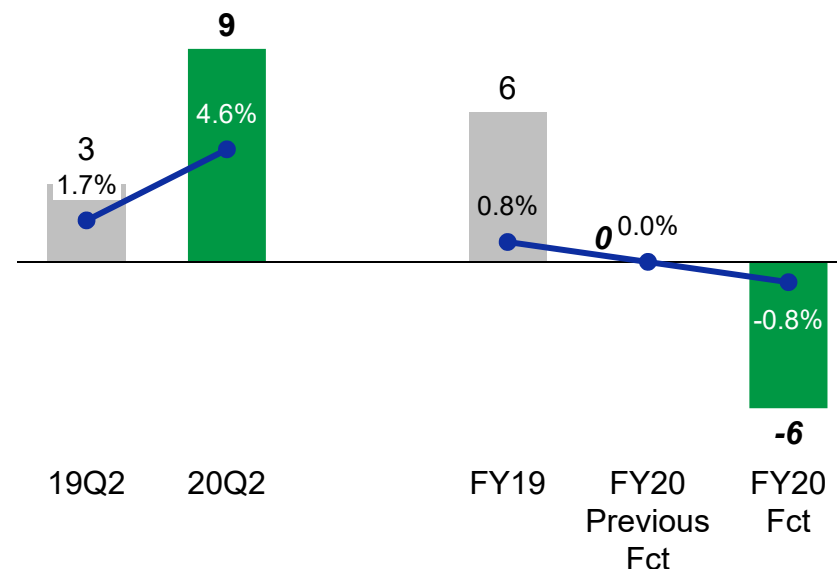
Business Segment Profit	7	1	4	-42.4%	—
Operating Profit	6	0	-6	—	—

<Sales Revenue>



<Operating Profit>

Profit Ratio



Machinery Sales Revenue by Region



(100 Millions of Yen)

	19Q2	20Q2	Change	Change x FX		FY19	Previous Forecast	FY20	Change v LY	Change x FX
Sales Revenue	188	189	0.8%	1.1%		748	715	722	-3.5%	-2.6%
Industrial sewing machines	71	64	-10.4%	-10.0%		276	249	236	-14.8%	-13.5%
Americas	21	29	40.2%	42.9%		70	77	79	12.0%	14.7%
Europe	15	14	-3.0%	-5.8%		68	57	57	-15.2%	-15.2%
Asia & Others	33	18	-46.1%	-45.8%		129	106	90	-30.5%	-29.3%
Japan	3	3	-0.4%	-0.4%		9	9	10	4.8%	4.8%
Machine tools	73	89	22.3%	22.5%		298	310	330	10.8%	11.5%
Americas	3	1	-58.2%	-		20	12	16	-23.3%	-
Europe	6	3	-47.9%	-		21	14	18	-16.9%	-
Asia & Others	38	73	93.8%	-		168	223	243	45.1%	-
Japan	27	12	-54.3%	-		89	61	54	-39.4%	-
Industrial Parts	43	36	-17.2%	-16.9%		173	156	156	-10.1%	-9.6%
Americas	6	5	-15.4%	-13.9%		23	18	19	-19.5%	-17.5%
Europe	-	-	-	-		-	-	-	-	-
Asia & Others	4	4	-3.7%	-2.8%		18	19	18	-1.4%	0.8%
Japan	33	27	-19.2%	-19.2%		132	120	119	-9.6%	-9.6%

Topics: New Showroom Opened (Machine Tools)



New showroom “Brother Technology Center” opened, with functions for proposing technologies such as processing and automation, in addition to conventional showroom functions



Entrance



Machine exhibition area



Seminar room

Network & Contents

Sales Revenue & Profit

brother
at your side

(100 Millions of Yen)

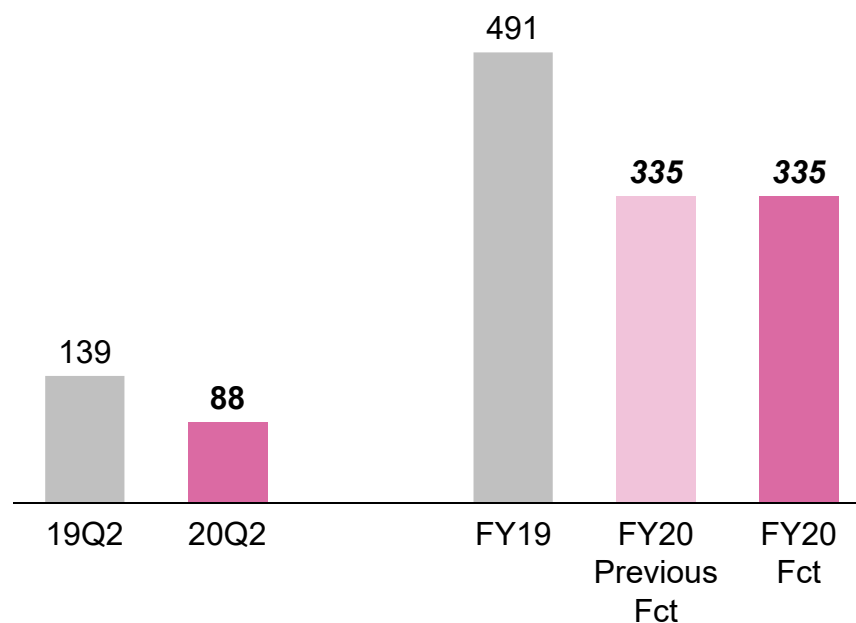
	19Q2	20Q2	Change
Sales Revenue	139	88	-36.3%

	FY19	Previous Forecast	FY20	Change v LY
Sales Revenue	491	335	335	-31.8%

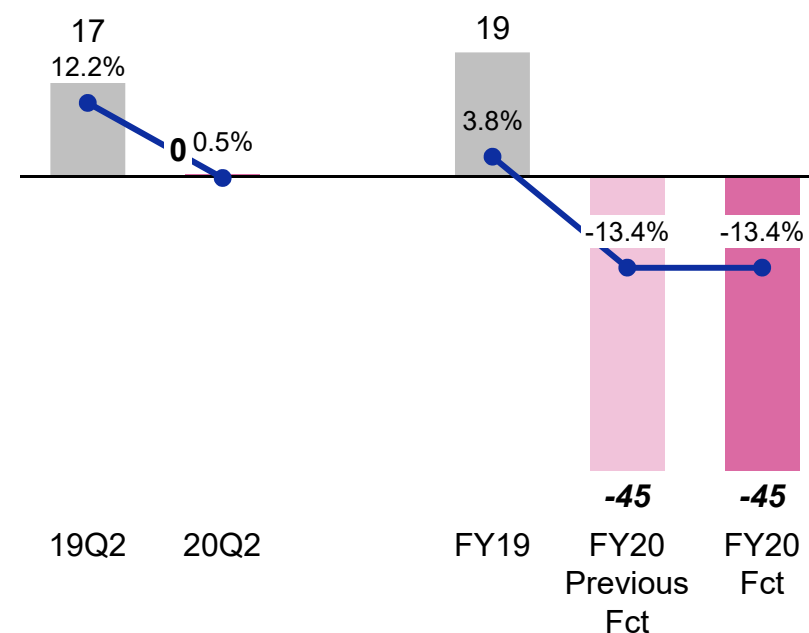
Business Segment Profit	17	-4	—
Operating Profit	17	0	—

Business Segment Profit	21	-47	-48	—
Operating Profit	19	-45	-45	—

<Sales Revenue>



<Operating Profit> — Profit Ratio



Network & Contents

Results for Q1-Q2 & Forecast for FY2020



Results for Q1 (Apr.- Jun.)

Karaoke Business

Revenue decreased by about 40% year-on-year as reduction and exemption measures associated with the voluntary suspension of operations resulted in lower sales, and as equipment sales, etc. fell due to weak demand for karaoke

Karaoke Club Business

Revenue decreased by about 80% year-on-year as a result of the almost complete closure of all directly managed karaoke clubs in April and May in response to a request for closure following the state-of-emergency declaration. Karaoke club operations have gradually resumed since the end of May

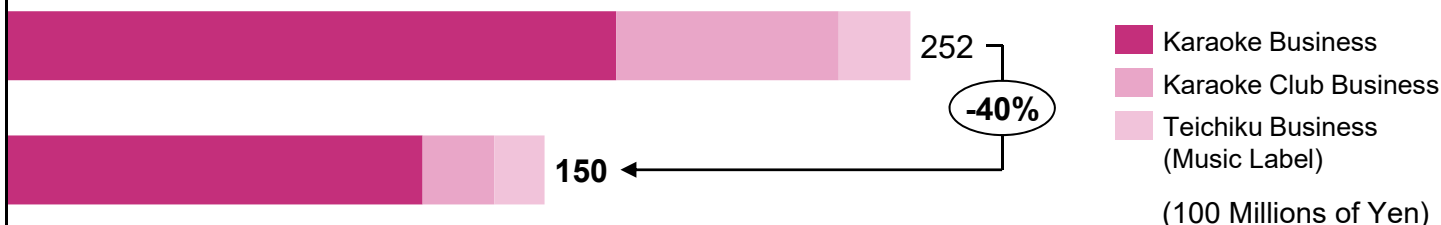
Results for Q2 (Jul.- Sep.)

Revenue decreased by almost 30% year-on-year mainly due to decrease in equipment sales, etc. resulting from weak demand for karaoke

Revenue decreased by more than 50% year-on-year, despite karaoke clubs' efforts to thoroughly implement infection prevention measures due to restrictions on operating hours in response to requests mainly by municipalities and shortened business hours

19Q2 YTD

20Q2 YTD



Forecast for FY2020

Karaoke Business

Revenue fct:
about -30% vs
FY19

From July, when the reduction and exemption measures associated with the voluntary suspension of operations were lifted, both the number of operating units and fixed sales (information/rental fees) are projected to recover to about 90% of FY2019 by the end of FY2020
As profits deteriorate, large-scale cost reductions will be carried out

Karaoke Club Business

Revenue fct:
about -40% vs
FY19

The market is projected to recover gradually to about 80% of FY2019
Standards for karaoke clubs to continue operations have been set, and karaoke clubs that are unprofitable in view of these standards will be closed

Domino Sales Revenue & Profit

brother
at your side

(100 Millions of Yen)

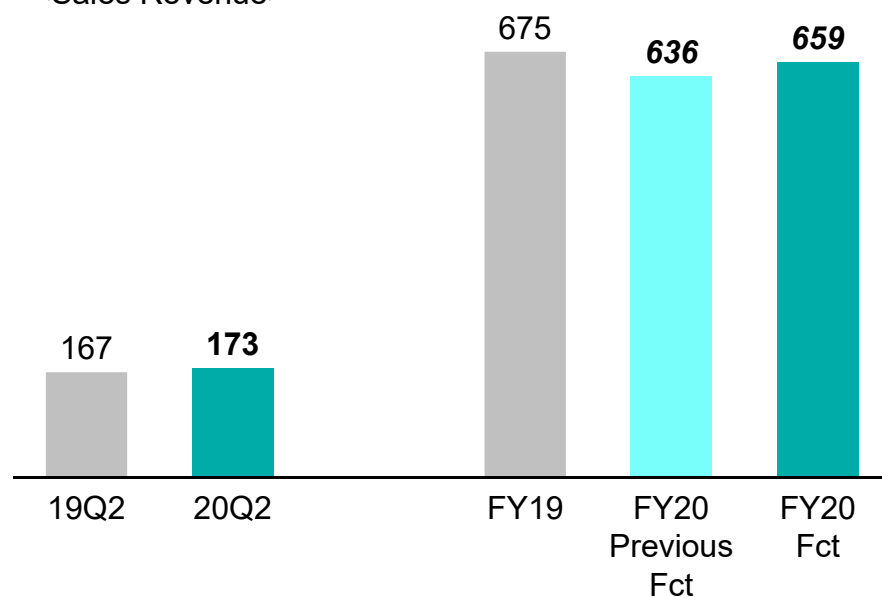
	19Q2	20Q2	Change	Change x FX
Sales Revenue	167	173	3.7%	3.2%
Americas	42	45	5.3%	8.2%
Europe	77	77	0.5%	-2.2%
Asia & Others	47	51	7.3%	8.1%

	FY19	Previous Forecast	FY20	Change v LY	Change x FX
Sales Revenue	675	636	659	-2.4%	1.1%
Americas	165	159	166	1.1%	6.5%
Europe	329	299	305	-7.4%	-5.8%
Asia & Others	182	179	188	3.1%	6.1%

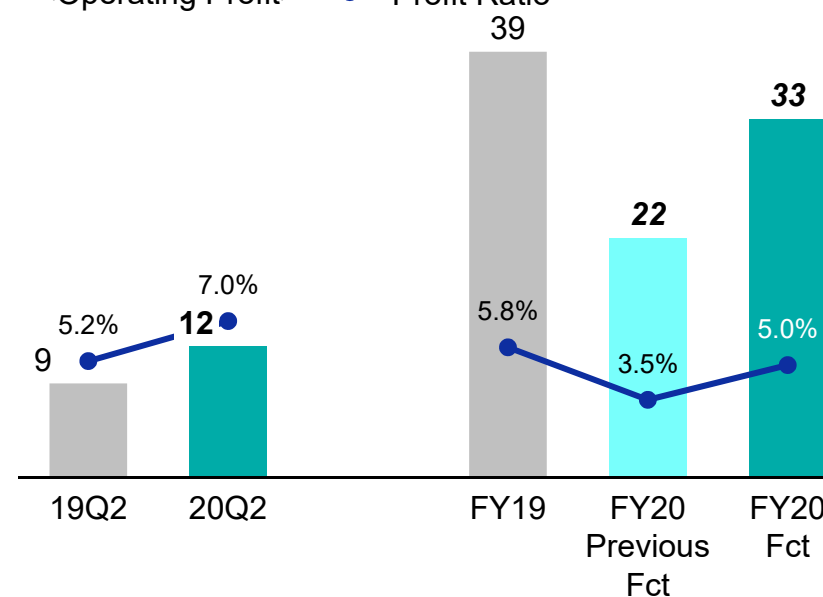
Business Segment Profit	8	16	95.2%	-
Operating Profit	9	12	39.5%	-

Business Segment Profit	38	24	37	-2.3%	-
Operating Profit	39	22	33	-15.8%	-

<Sales Revenue>



<Operating Profit> Profit Ratio



Topics: New Product in the Domino



A digital label press equipped with a Brother print head was launched, aiming for further development of the industrial printing area through collaboration between Brother and Domino

The N730i digital label press



- ✓ Equipped with a Brother 1200dpi resolution inkjet print head
- ✓ Use of optional products can enhance the efficiency of pre and post processes

Development of DP Business



Brother print head

DP (Digital Printing) Business

Labels

Corrugated cardboard



“N730i”



“X630i”

brother
at your side