

**110<sup>TH</sup>**  
**ANNIVERSARY**

Embrace the past. Create the future.

# Financial Results for Fiscal Year 2017 (ended March 31, 2018)

**Brother Industries, Ltd.**  
**May 9, 2018**

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.

- ◆ **FY2017 Financial Results** P3–P8
- ◆ **Forecast for FY2018** P9–P11
- ◆ **Details by Business** P12–P16
- ◆ **Capex/Depreciation/  
R&D expenses** P17
- ◆ **Dividend and Payout Ratio** P18
- ◆ **Business Segment Information** P19–P26

## ◆ Sales Revenue 7,130 / +11.2%

---

The P&S Business and Machinery Business drove sales revenue to a record high

- ✓ Sales of printing products hardware were strong globally
- ✓ Sales of machine tools for automobiles, general machinery and IT were strong and reached record highs

## ◆ Business Segment Profit 772 / +27.1%

## ◆ Operating Profit 687 / +16.1%

---

Machine Tools profit was up sharply and exchange rates had a positive impact, resulting in a record high for profits

- ✓ The P&S Business segment profit ratio was 12.8% (up approx. 1%), and profitability is steadily improving

## ◆ Net income\* 500 / +5.9%

---

Net income reached a new record high, with the exception of FY2014 when gains were realized from the sale of assets

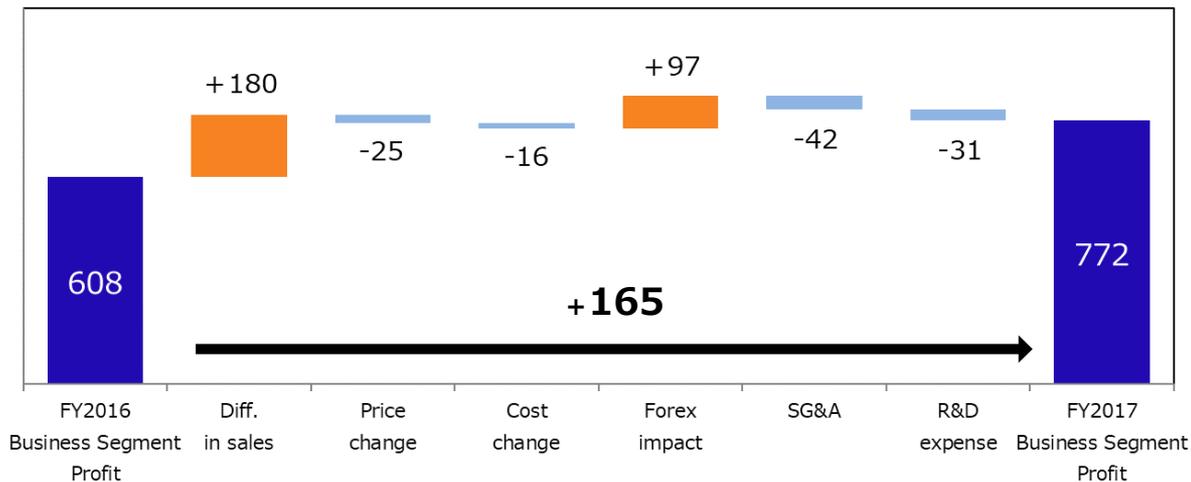
\* Net Income = Profit for the period attributable to owners of the parent company

# Highlights of Consolidated Results for FY2017

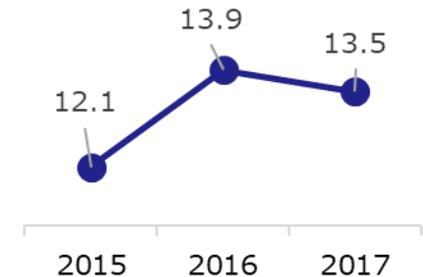
(100 Millions of Yen)

	FY16	FY17	change	Rate of Change (w/o FX)	Previous forecast	change
Sales Revenue	6,412	<b>7,130</b>	718	11.2% (+7.4%)	7,000	130
Business Segment Profit	608	<b>772</b>	165	27.1%	725	47
Business Segment Profit Ratio	9.5%	<b>10.8%</b>			10.4%	
Operating Profit	592	<b>687</b>	95	16.1%	660	27
Operating Profit Ratio	9.2%	<b>9.6%</b>			9.4%	
Income before Tax	613	<b>697</b>	84	13.7%	655	42
Net Income	472	<b>500</b>	28	5.9%	485	15
USD	109.03	<b>110.81</b>			110.97	
EUR	119.37	<b>129.45</b>			127.63	

## Main Factors for Changes in Business Segment Profit



## ROE (%)



# Highlight by business segment

(100 Millions of Yen)

Sales Revenue	FY16	FY17	Rate of Change	Rate of Change (w/o FX)	Previous forecast	Rate of Change
<b>Total</b>	<b>6,412</b>	<b>7,130</b>	<b>11.2%</b>	<b>7.4%</b>	<b>7,000</b>	<b>1.9%</b>
Printing & Solutions	3,836	4,122	7.4%	2.9%	4,059	1.5%
Personal & Home	444	445	0.1%	-4.1%	454	-2.1%
Machinery	909	1,273	40.0%	37.8%	1,227	3.7%
Network & Contents	497	491	-1.4%	-1.4%	494	-0.7%
Domino business	594	684	15.2%	10.0%	670	2.1%
Other	131	116	-11.4%	-11.4%	96	21.1%

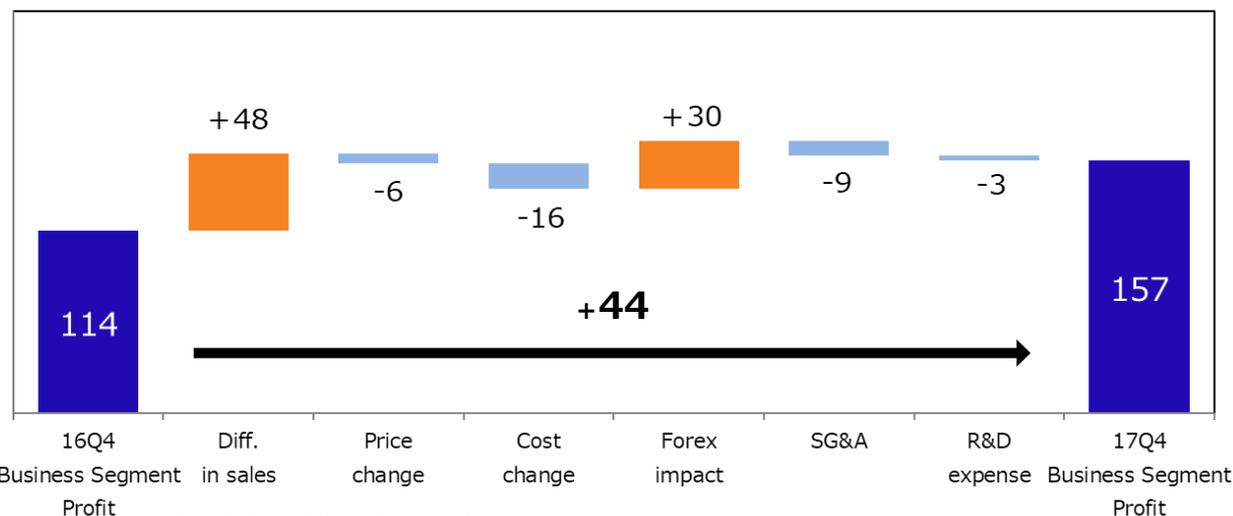
Business Segment Profit	FY16	FY17	Rate of Change	Previous forecast	Rate of Change
<b>Total</b>	<b>608</b>	<b>772</b>	<b>27.1%</b>	<b>725</b>	<b>6.5%</b>
Printing & Solutions	457	529	15.9%	497	6.4%
Personal & Home	20	20	-2.8%	22	-10.0%
Machinery	62	144	133.5%	127	13.6%
Network & Contents	22	27	20.3%	25	6.5%
Domino business	42	46	11.1%	48	-3.3%
Other	7	7	5.6%	6	22.7%
Adjustment	-2	-1	-	-	-

Operating Profit	FY16	FY17	Rate of Change	Previous forecast	Rate of Change
<b>Total</b>	<b>592</b>	<b>687</b>	<b>16.1%</b>	<b>660</b>	<b>4.0%</b>
Printing & Solutions	455	474	4.0%	455	4.1%
Personal & Home	19	11	-44.1%	13	-19.2%
Machinery	60	141	136.3%	128	10.4%
Network & Contents	9	13	57.2%	20	-32.9%
Domino business	44	40	-8.4%	42	-4.8%
Other	7	9	20.2%	2	350.5%
Adjustment	-2	-1	-	-	-

(100 Millions of Yen)

	16Q4	17Q4	change	Rate of Change (w/o FX)
Sales Revenue	1,643	<b>1,788</b>	145	8.8% (+7.0%)
Business Segment Profit	114	<b>157</b>	44	38.3%
Business Segment Profit Ratio	6.9%	<b>8.8%</b>		
Operating Profit	118	<b>156</b>	38	31.8%
Operating Profit Ratio	7.2%	<b>8.7%</b>		
Income before Tax	124	<b>159</b>	36	28.7%
Net Income	86	<b>112</b>	26	30.4%
USD	113.76	<b>108.85</b>		-
EUR	120.81	<b>132.96</b>		

## Main Factors for Changes in Business Segment Profit



# Highlight by business segment

(100 Millions of Yen)

Sales Revenue	16Q4	17Q4	Rate of Change	Rate of Change (w/o FX)
<b>Total</b>	<b>1,643</b>	<b>1,788</b>	<b>8.8%</b>	<b>7.0%</b>
Printing & Solutions	985	1,023	3.9%	2.3%
Personal & Home	102	101	-1.2%	-1.3%
Machinery	246	332	35.1%	34.5%
Network & Contents	122	120	-2.0%	-2.0%
Domino business	157	183	16.8%	9.3%
Other	31	29	-6.6%	-6.6%

Business Segment Profit	16Q4	17Q4	Rate of Change
<b>Total</b>	<b>114</b>	<b>157</b>	<b>38.3%</b>
Printing & Solutions	77	104	34.5%
Personal & Home	4	4	-3.2%
Machinery	20	30	49.8%
Network & Contents	3	5	56.8%
Domino business	8	14	73.5%
Other	1	0	-88.3%
Adjustment	-0	-0	-

Operating Profit	16Q4	17Q4	Rate of Change
<b>Total</b>	<b>118</b>	<b>156</b>	<b>31.8%</b>
Printing & Solutions	95	120	26.9%
Personal & Home	3	1	-74.9%
Machinery	15	29	98.5%
Network & Contents	0	-6	-
Domino business	4	12	160.4%
Other	1	1	-17.4%
Adjustment	-0	-0	-

# Balance Sheet

(100 Millions of Yen)

	FY16	FY17	Change
Current assets	3,452	<b>3,666</b>	214
Cash&Cash equivalents	1,120	<b>1,214</b>	94
Inventories	1,124	<b>1,170</b>	45
Non-current assets	3,289	<b>3,416</b>	128
Total liabilities	3,124	<b>2,958</b>	-166
Interest-bearing debt	1,376	<b>1,164</b>	-211
Equity attributable to owners of the parent company	3,451	<b>3,955</b>	505
Total assets	6,741	<b>7,083</b>	342

## Net Cash

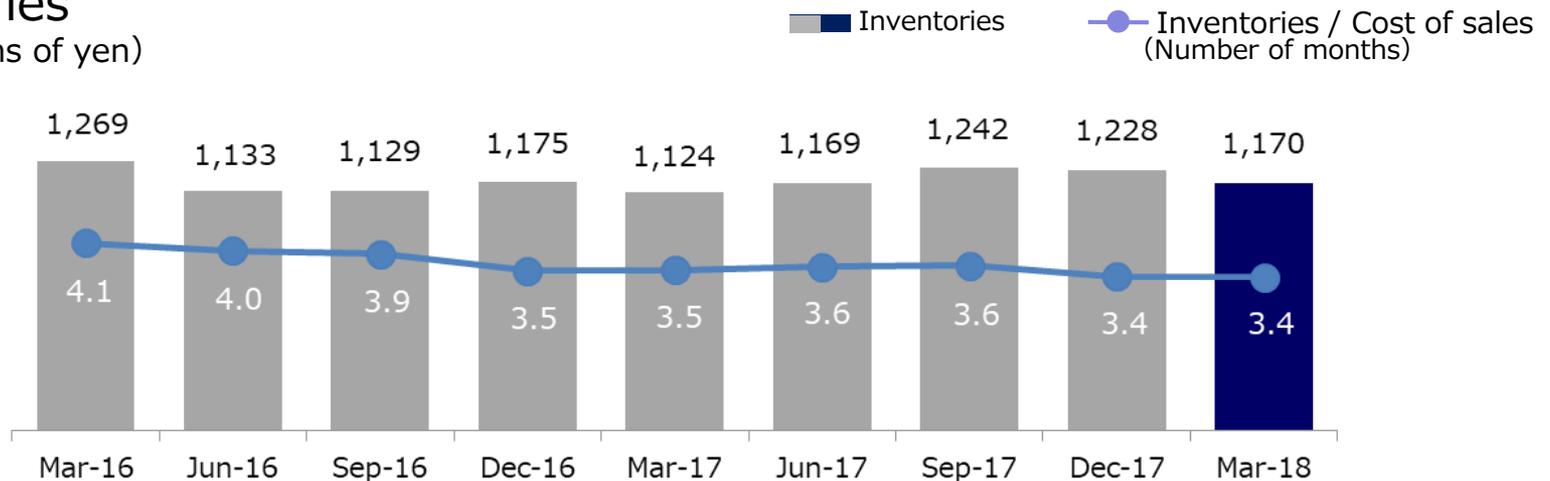
End of FY2016: -¥25.6 billion  
End of FY2017: +¥4.9 billion

## Shareholders' Equity Ratio

End of FY2016: 51.2%  
End of FY2017: 55.8%

## Inventories

(100 Millions of yen)



## ◆ Sales Revenue 6,900 / -3.2%

---

IT-related orders are undetermined, and with the negative impact of exchange rates and the effects of application of IFRS 15, sales revenue is expected to decrease

## ◆ Business Segment Profit 710 / -8.1%

---

Due to the effects of lower revenue from machine tools and the negative impact of exchange rates, business segment profit is expected to decrease

## ◆ Operating Profit 700 / +1.9%

---

With a record high for profits, operating profit is expected to increase 1.9% YoY

## ◆ Net income\* 520 / +4.0%

---

Due to the effects of lower corporate taxes in the U.S. and other factors, record high profits are forecast

\* Net Income = Profit for the period attributable to owners of the parent company

# Highlights of Consolidated forecast for FY2018

(100 Millions of Yen)

	FY17	FY18	change	Rate of Change (w/o FX)
Sales Revenue	7,130	<b>6,900</b>	-230	-3.2% (-1.6%)
Business Segment Profit	772	<b>710</b>	-62	-8.1%
Business Segment Profit Ratio	10.8%	<b>10.3%</b>		
Operating Profit	687	<b>700</b>	13	1.9%
Operating Profit Ratio	9.6%	<b>10.1%</b>		
Income before Tax	697	<b>700</b>	3	0.5%
Net Income	500	<b>520</b>	20	4.0%
USD	110.81	<b>107.00</b>		
EUR	129.45	<b>128.00</b>		

## Effect of Application of IFRS 15 (Approx. ¥5.4 billion decrease in revenue)

Payments to customers that contribute to higher sales by customers (sales promotion expenses, etc.) will, in principle, be treated as “deductions from sales.” Many expenses that in the past were reported as advertising and publicity expenses or sales promotion expenses will be **deducted from sales revenue**.

# Highlight by business segment

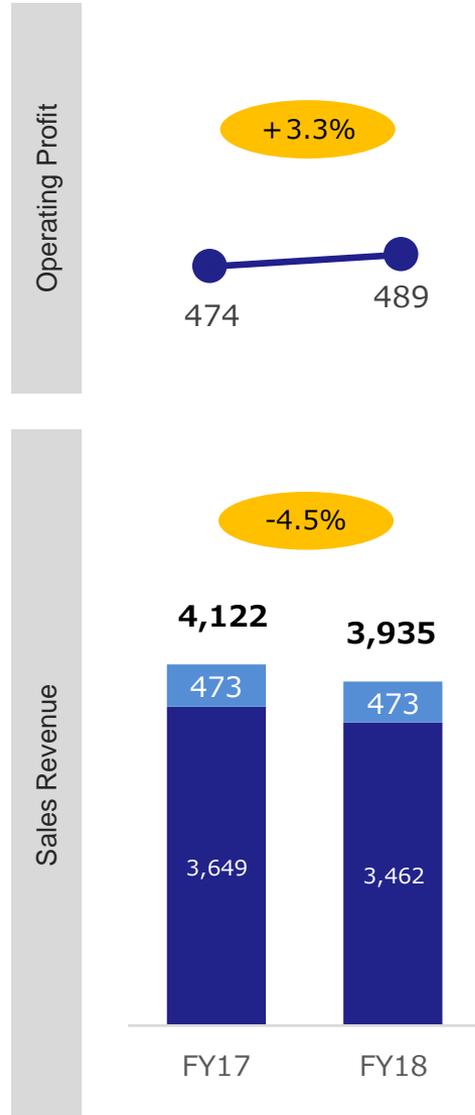
(100 Millions of Yen)

Sales Revenue	FY17	FY18	Rate of Change	Rate of Change (w/o FX)
<b>Total</b>	<b>7,130</b>	<b>6,900</b>	<b>-3.2%</b>	<b>-1.6%</b>
Printing & Solutions	4,122	3,935	-4.5%	-2.2%
Personal & Home	445	449	1.0%	4.4%
Machinery	1,273	1,153	-9.4%	-8.3%
Network & Contents	491	490	-0.1%	-0.1%
Domino business	684	735	7.5%	5.5%
Other	116	138	18.7%	18.6%

Business Segment Profit	FY17	FY18	Rate of Change
<b>Total</b>	<b>772</b>	<b>710</b>	<b>-8.1%</b>
Printing & Solutions	529	498	-5.8%
Personal & Home	20	30	51.4%
Machinery	144	116	-19.6%
Network & Contents	27	24	-9.9%
Domino business	46	40	-13.8%
Other	7	2	-72.8%
Adjustment	-1	-	-

Operating Profit	FY17	FY18	Rate of Change
<b>Total</b>	<b>687</b>	<b>700</b>	<b>1.9%</b>
Printing & Solutions	474	489	3.3%
Personal & Home	11	30	185.3%
Machinery	141	117	-17.2%
Network & Contents	13	21	56.3%
Domino business	40	40	0.0%
Other	9	3	-66.7%
Adjustment	-1	-	-

## Forecast ¥100 million, IFRS



## Main Management Issues and Measures

SOHO Maintain Presence	◆ Maintain and expand share of the SOHO market
	◆ Increase profitability by reinforcing the lineup of high-capacity consumable models
Expand Business with SMB	◆ Develop solutions business tailored to conditions in each region such as MPS and contract-type business
	◆ Shift the lineup to high-profit products by increase sales of ink tank models
Expand Business in Emerging Nations	◆ Expand and enhance the product lineup to meet a variety of needs including offices, retail, and logistics
Expand Solutions Business	



Black & White All-in-One  
MFC-L2750DW



Black & White All-in-One  
MFC-L6900DW

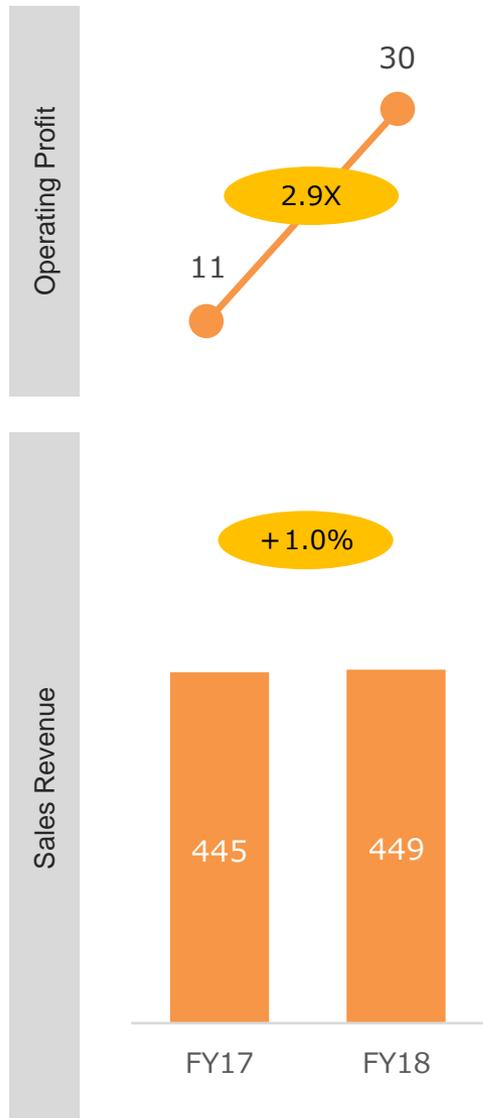


Inkjet All-in-One  
MFC-T810W



Mobile label printer  
RJ-3150Ai

## Forecast ¥100 million, IFRS



## Main Management Issues and Measures

Home sewing machines	Increase Sales and Profit in the Sewing Machine Business	◆ Introduce new models for high-end machines
Craft	Growth in the Craft Business	<ul style="list-style-type: none"> <li>◆ Introduce unique new models</li> <li>◆ Expand sales for accessories and contents</li> <li>◆ Expand sales routes by acquiring new channels</li> </ul>

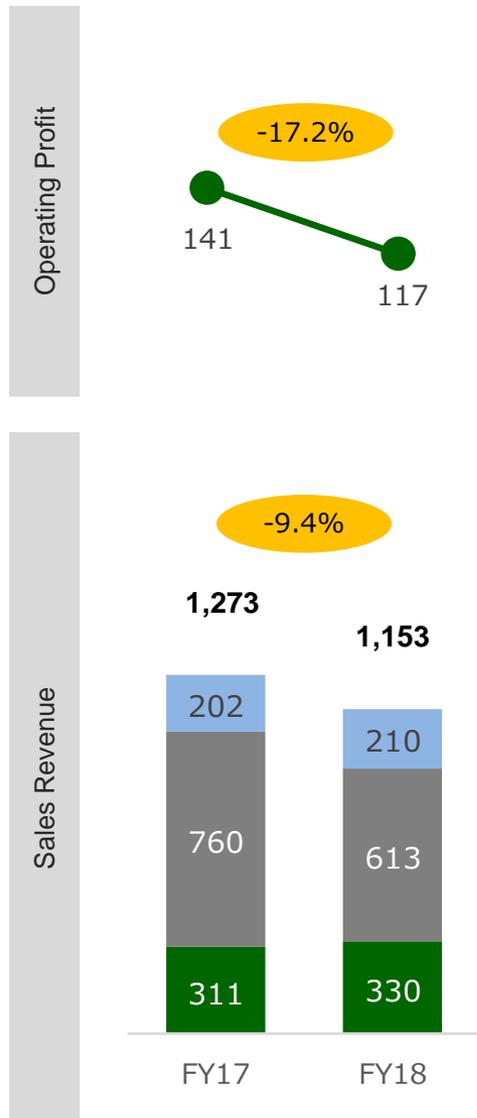


Sewing and Embroidery Machine  
Innovis VF1



Cutting Machine  
CM650W

## Forecast ¥100 million, IFRS



## Main Management Issues and Measures

Industrial sewing machines	<p>Reinforce Sales Capabilities and Solution Proposal Capabilities</p> <ul style="list-style-type: none"> <li>◆ Expand sales of specialty machines such as programmable electronic sewing machines</li> <li>◆ Develop new products and services compatible with automation and IoT</li> <li>◆ Further expand sales of garment printers</li> </ul>
Machine tools	<p>Expand Customer Base in the Automobile-Related Market</p> <ul style="list-style-type: none"> <li>◆ Reinforce domestic and overseas bases</li> <li>◆ Reinforce sales expansion activities for strategic products</li> </ul>
Industrial Parts	<p>Expand Sales</p> <ul style="list-style-type: none"> <li>◆ Expand sales by increasing sales of gears in the robot market, demand for which is expected to grow</li> </ul>



Garment Printer GTX



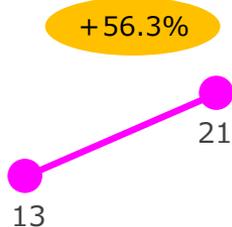
Multi-Tasking Machine SPEEDIO M140X2



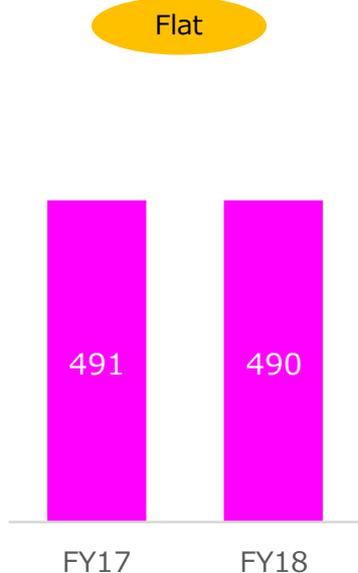
Compact Machining Center SPEEDIO S1000X1

## Forecast ¥100 million, IFRS

Operating Profit



Sales Revenue



## Main Management Issues and Measures

Online karaoke machines

Stable Operation of Commercial Karaoke Machines

- ◆ Expand sales of highly competitive model such as JOYSOUND MAX2

Teichiku

Establish a Profit Base for the Renewed Growth Stage

- ◆ Endeavor to create hit songs
- ◆ Expand business fields including live concerts and events

Reinforce Profitability of Karaoke Club Business

- ◆ Enhance Karaoke Club's capabilities through continued QSC and human resource development
- ◆ Expand profitability by opening new shops

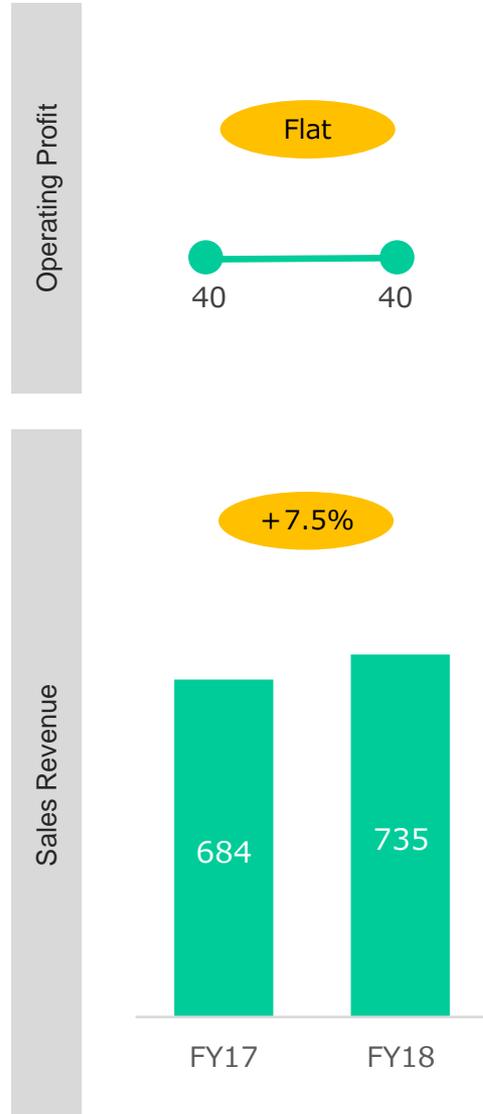


JOYSOUND MAX2



JOYSOUND HIBIKI

## Forecast ¥100 million, IFRS



## Main Management Issues and Measures

C&M	Continuous Investment in Channels	◆ Continue investment in channels to maintain strong topline growth
	Brother Development Support	◆ Accelerate development taking the achievement of the five-year plan into account, and increase development efficiency by collaborating with Brother development resources
Digital printing equipment business	Reinforce Product Competitiveness	◆ Reinforce projects for the introduction of highly-competitive products



Coding and marking machines

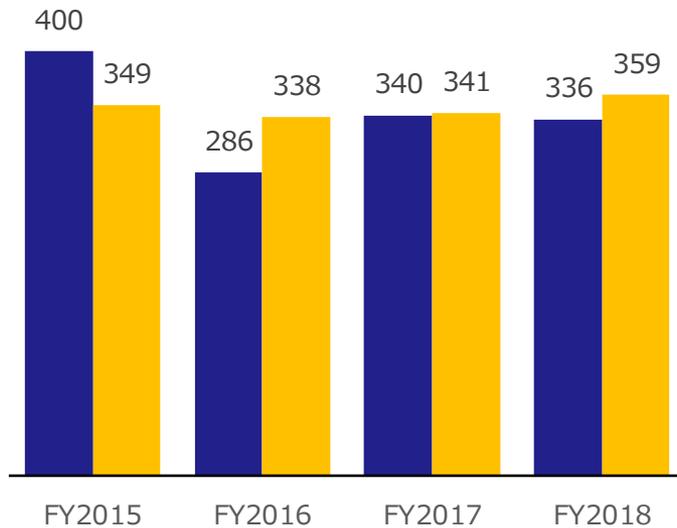


Digital printing equipment

# R&D expenses / Capital expenditure / Depreciation and amortization

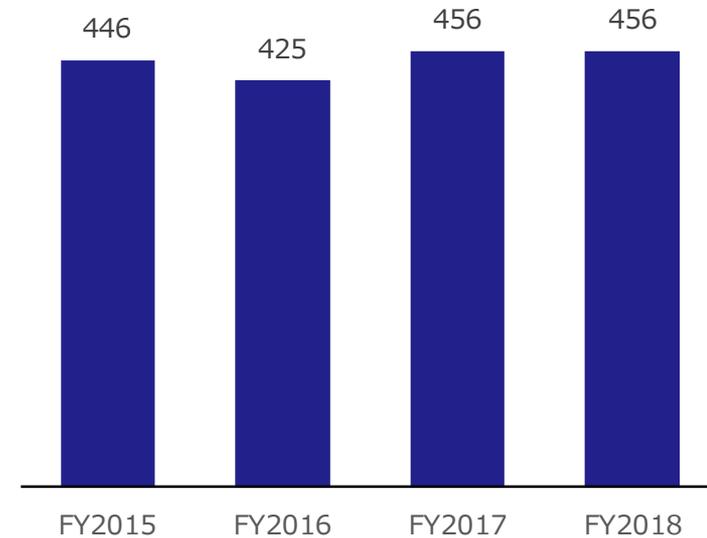
(100 Millions of Yen)

## Capital expenditure / Depreciation & amortization



	FY16	FY17	FY18
P&S	108	152	126
P&H	9	9	16
Machinery	46	36	51
N&C	45	65	58
Domino	46	46	36
Others	33	33	48
<b>Total</b>	<b>286</b>	<b>340</b>	<b>336</b>

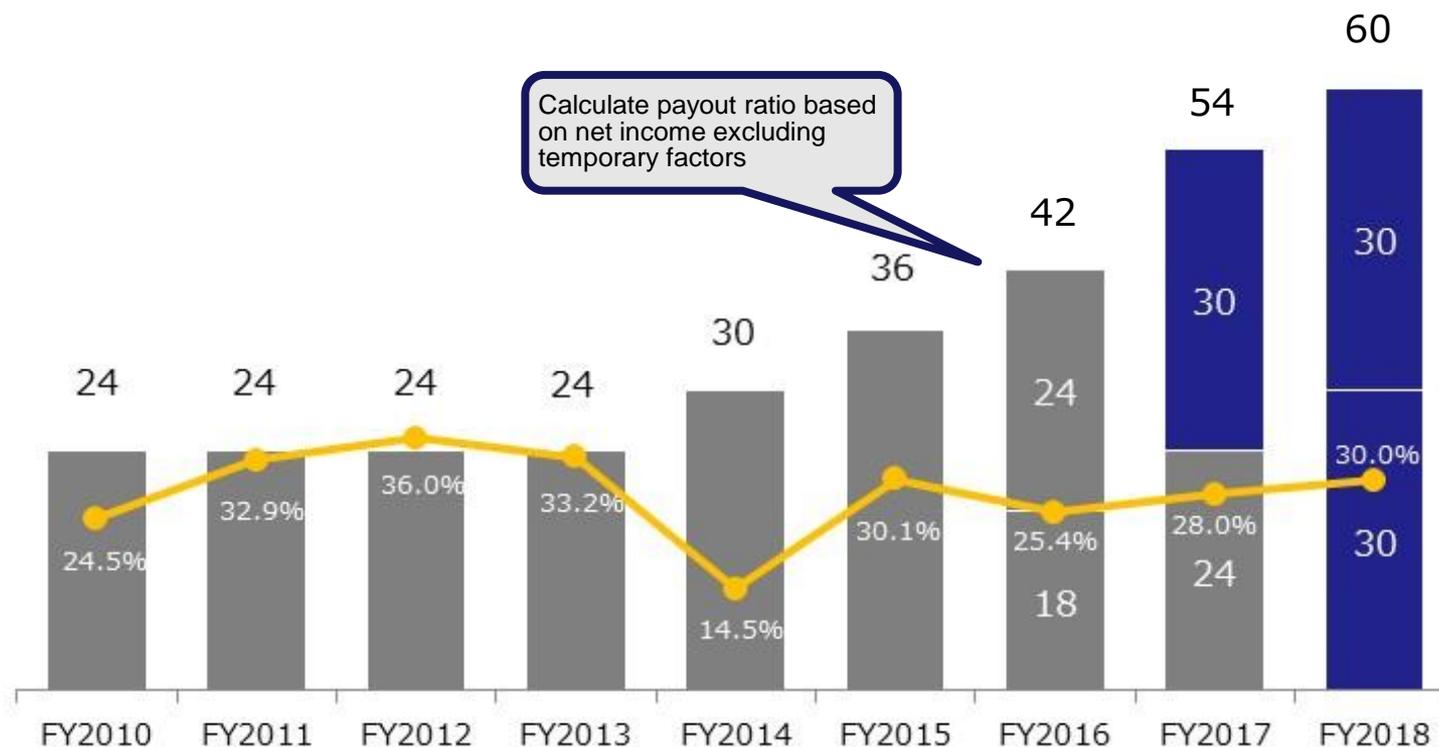
## R&D expenses



	FY16	FY17	FY18
P&S	311	315	300
P&H	23	29	27
Machinery	42	48	56
N&C	7	9	6
Domino	23	35	42
Others	19	21	25
<b>Total</b>	<b>425</b>	<b>456</b>	<b>456</b>

Stable increases in dividends over the long term with a dividend payout ratio target of 30%

The annual dividend per share for FY2017 increased by 6 yen to 54 yen per year. The annual dividend for FY2018 is expected to be 60 yen.



# **Appendix:** **Business Segment Information**

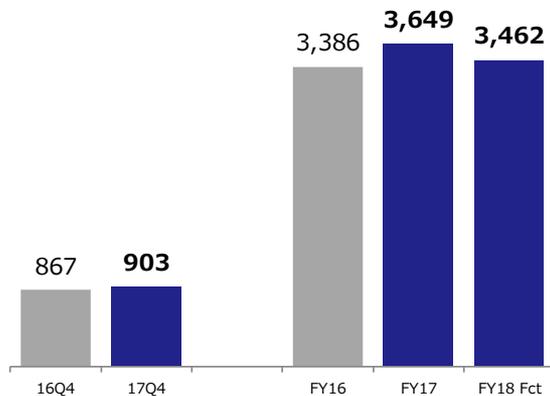
# Printing & Solutions Sales Revenue & Business Segment Profit

**brother**  
at your side

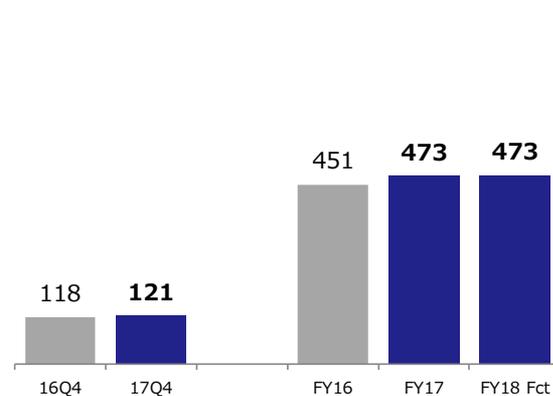
(100 Millions of Yen)

	16Q4	17Q4	Change	Change x FX	FY16	FY17	Change	Change x FX	FY18 Fct	Change v LY	Change x FX
<b>Sales Revenue</b>	<b>985</b>	<b>1,023</b>	<b>3.9%</b>	<b>2.3%</b>	<b>3,836</b>	<b>4,122</b>	<b>7.4%</b>	<b>2.9%</b>	<b>3,935</b>	<b>-4.5%</b>	<b>-2.2%</b>
<b>Communications &amp; Printing equipment</b>	<b>867</b>	<b>903</b>	<b>4.1%</b>	<b>2.4%</b>	<b>3,386</b>	<b>3,649</b>	<b>7.8%</b>	<b>3.2%</b>	<b>3,462</b>	<b>-5.1%</b>	<b>-2.8%</b>
Americas	330	328	-0.5%	3.3%	1,283	1,335	4.1%	1.4%	1,263	-5.4%	-1.1%
Europe	286	319	11.9%	2.7%	1,076	1,192	10.8%	2.1%	1,155	-3.1%	-2.0%
Asia & Others	133	140	4.9%	4.3%	546	616	12.8%	8.2%	615	-0.1%	2.3%
Japan	118	115	-2.7%	-2.7%	480	505	5.2%	5.2%	428	-15.2%	-15.2%
<b>Electronic stationery</b>	<b>118</b>	<b>121</b>	<b>2.2%</b>	<b>1.0%</b>	<b>451</b>	<b>473</b>	<b>4.9%</b>	<b>0.5%</b>	<b>473</b>	<b>0.1%</b>	<b>2.5%</b>
Americas	57	52	-9.0%	-5.2%	214	212	-1.1%	-3.5%	209	-1.4%	2.8%
Europe	34	40	17.1%	7.4%	132	146	10.9%	2.3%	148	1.1%	2.2%
Asia & Others	16	17	9.0%	7.9%	66	76	14.9%	10.1%	75	-0.8%	1.6%
Japan	11	12	3.6%	3.6%	39	39	0.2%	0.2%	41	5.6%	4.4%
<b>Business Segment Profit</b>	<b>77</b>	<b>104</b>	<b>34.5%</b>	<b>-</b>	<b>457</b>	<b>529</b>	<b>15.9%</b>	<b>-</b>	<b>498</b>	<b>-5.8%</b>	<b>-</b>
<b>Operating Profit</b>	<b>95</b>	<b>120</b>	<b>26.9%</b>	<b>-</b>	<b>455</b>	<b>474</b>	<b>4.0%</b>	<b>-</b>	<b>489</b>	<b>3.3%</b>	<b>-</b>

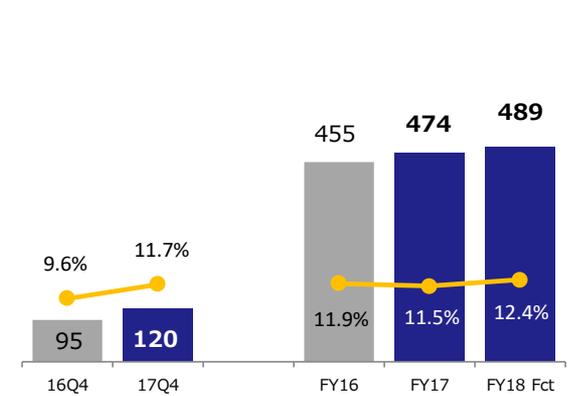
<Sales Revenue>  
Communications & Printing equipment



<Sales Revenue>  
Electronic stationery



<Operating Profit>



# Sales Revenue Growth Rate / Consumable Ratio / Growth Rate of hardware

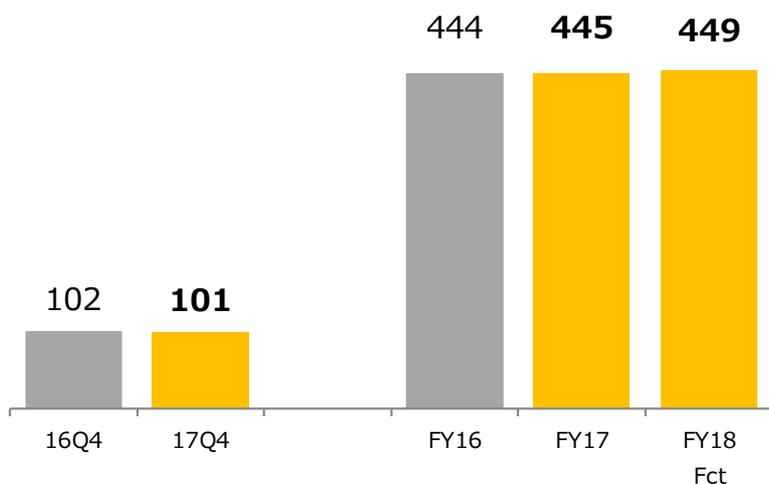
	17Q1	17Q2	17Q3	17Q4	FY2017	FY2018
<b>LBP</b>						
<b>Sales revenue growth rate (JPY)</b>						
Hardware	13%	24%	23%	11%	17%	-8%
Consumable	-1%	2%	9%	1%	3%	-3%
<b>Sales revenue growth rate (LC)</b>						
Hardware	12%	15%	15%	10%	13%	-6%
Consumable	-2%	-8%	2%	-1%	-2%	0%
<b>IJP</b>						
<b>Sales revenue growth rate (JPY)</b>						
Hardware	3%	15%	3%	-1%	4%	-1%
Consumable	4%	3%	13%	3%	6%	-6%
<b>Sales revenue growth rate (LC)</b>						
Hardware	3%	6%	-3%	-2%	1%	1%
Consumable	4%	-5%	6%	1%	1%	-5%
<b>Cosumable Ratio</b>	57%	57%	56%	58%	57%	58%
<b>Growth rate of Hardware</b>						
LBP	13%	9%	10%	3%	9%	—
IJP	-7%	-5%	-9%	3%	-5%	—

# Personal & Home Sales Revenue & Business Segment Profit

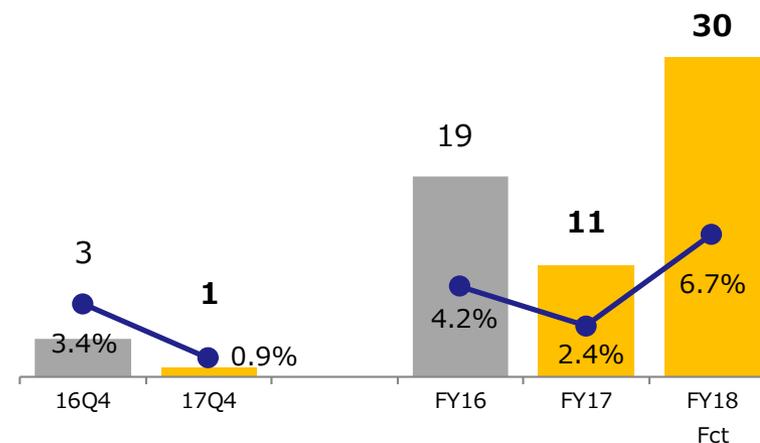
(100 Millions of Yen)

	16Q4	17Q4	Change	Change x FX	FY16	FY17	Change	Change x FX	FY18 Fct	Change v LY	Change x FX
<b>Sales Revenue</b>	<b>102</b>	<b>101</b>	-1.2%	-1.3%	<b>444</b>	<b>445</b>	0.1%	-4.1%	<b>449</b>	1.0%	4.4%
Americas	54	50	-6.9%	-2.5%	253	240	-5.0%	-7.6%	240	-0.2%	4.6%
Europe	23	26	10.9%	0.8%	96	113	17.8%	7.5%	115	2.0%	3.8%
Asia & Others	13	13	4.6%	3.6%	55	55	0.6%	-3.3%	58	5.4%	8.1%
Japan	13	12	-5.4%	-5.4%	41	36	-10.5%	-10.5%	36	-0.9%	-0.6%
<b>Business Segment Profit</b>	<b>4</b>	<b>4</b>	-3.2%	-	<b>20</b>	<b>20</b>	-2.8%	-	<b>30</b>	51.4%	-
<b>Operating Profit</b>	<b>3</b>	<b>1</b>	-74.9%	-	<b>19</b>	<b>11</b>	-44.1%	-	<b>30</b>	185.3%	-

<Sales Revenue>



<Operating Profit>

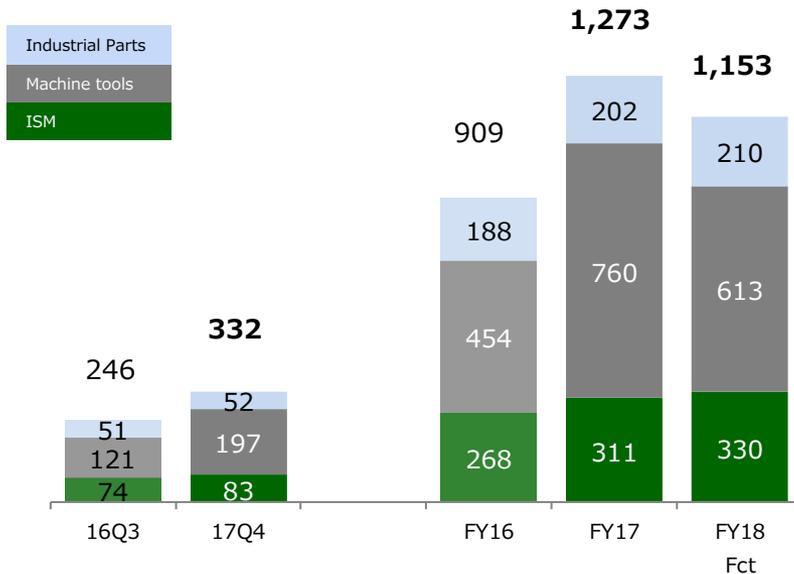


# Machinery Business Sales Revenue & Business Segment Profit

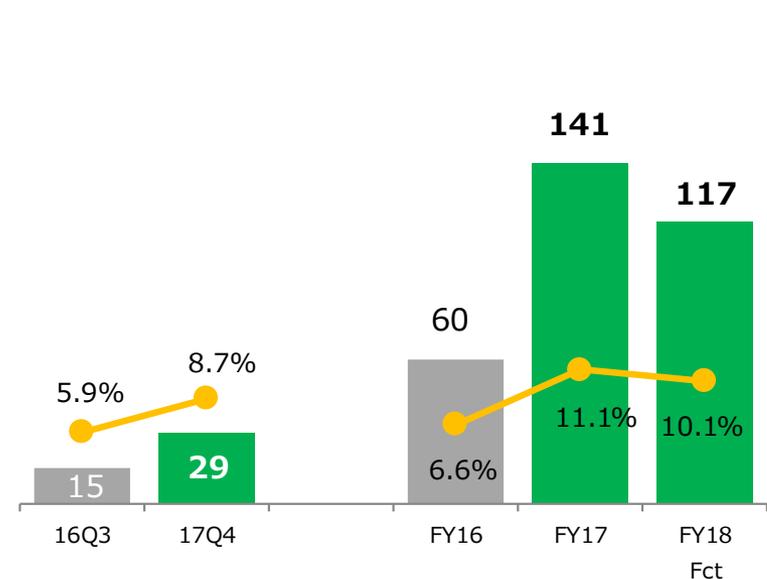
(100 Millions of Yen)

	16Q4	17Q4	Change	Change x FX	FY16	FY17	Change	Change x FX	FY18 Fct	Change v LY	Change x FX
<b>Sales Revenue</b>	<b>246</b>	<b>332</b>	<b>35.1%</b>	<b>34.5%</b>	<b>909</b>	<b>1,273</b>	<b>40.0%</b>	<b>37.8%</b>	<b>1,153</b>	<b>-9.4%</b>	<b>-8.3%</b>
Industrial sewing machines	74	83	11.8%	11.3%	268	311	16.0%	12.0%	330	6.1%	9.1%
Machine tools	121	197	63.4%	62.5%	454	760	67.6%	66.0%	613	-19.4%	-19.0%
Industrial Parts	51	52	2.0%	2.2%	188	202	7.4%	6.6%	210	4.0%	4.8%
<b>Business Segment Profit</b>	<b>20</b>	<b>30</b>	<b>49.8%</b>	<b>-</b>	<b>62</b>	<b>144</b>	<b>133.5%</b>	<b>-</b>	<b>116</b>	<b>-19.6%</b>	<b>-</b>
<b>Operating Profit</b>	<b>15</b>	<b>29</b>	<b>98.5%</b>	<b>-</b>	<b>60</b>	<b>141</b>	<b>136.3%</b>	<b>-</b>	<b>117</b>	<b>-17.2%</b>	<b>-</b>

<Sales Revenue>



<Operating Profit>



# Machinery Business

## Sales Revenue & Business Segment Profit

**brother**  
at your side

(100 Millions of Yen)

	16Q4	17Q4	Change	Change x FX	FY16	FY17	Change	Change x FX	FY18 Fct	Change v LY	Change x FX
<b>Sales Revenue</b>	<b>246</b>	<b>332</b>	<b>35.1%</b>	<b>34.5%</b>	<b>909</b>	<b>1,273</b>	<b>40.0%</b>	<b>37.8%</b>	<b>1,153</b>	<b>-9.4%</b>	<b>-8.3%</b>
<b>Industrial sewing machines</b>	<b>74</b>	<b>83</b>	<b>11.8%</b>	<b>11.3%</b>	<b>268</b>	<b>311</b>	<b>16.0%</b>	<b>12.0%</b>	<b>330</b>	<b>6.1%</b>	<b>9.1%</b>
Americas	13	15	15.2%	20.0%	54	64	17.5%	14.8%	68	6.8%	11.0%
Europe	10	17	80.3%	63.9%	41	63	51.1%	38.4%	64	2.8%	4.3%
Asia & Others	50	48	-3.4%	-2.2%	167	178	6.8%	4.3%	191	7.3%	10.5%
Japan	1	2	44.3%	44.3%	6	7	17.2%	17.2%	7	-0.6%	-1.4%
<b>Machine tools</b>	<b>121</b>	<b>197</b>	<b>63.4%</b>	<b>62.5%</b>	<b>454</b>	<b>760</b>	<b>67.6%</b>	<b>66.0%</b>	<b>613</b>	<b>-19.4%</b>	<b>-19.0%</b>
Americas	6	10	65.6%	-	27	33	21.2%	-	38	16.4%	-
Europe	6	10	63.1%	-	21	30	43.8%	-	33	9.1%	-
Asia & Others	90	152	69.2%	-	334	608	82.2%	-	442	-27.4%	-
Japan	19	25	35.1%	-	72	89	24.2%	-	100	12.5%	-
<b>Industrial Parts</b>	<b>51</b>	<b>52</b>	<b>2.0%</b>	<b>2.2%</b>	<b>188</b>	<b>202</b>	<b>7.4%</b>	<b>6.6%</b>	<b>210</b>	<b>4.0%</b>	<b>4.8%</b>
Americas	7	6	-17.8%	-14.2%	26	25	-5.5%	-7.6%	26	6.8%	10.6%
Europe	-	-	-	-	-	-	-	-	-	-	-
Asia & Others	5	5	5.9%	2.4%	17	20	18.9%	13.2%	23	13.6%	15.9%
Japan	39	41	5.2%	5.2%	145	157	8.4%	8.4%	160	2.3%	2.4%
<b>Business Segment Profit</b>	<b>20</b>	<b>30</b>	<b>49.8%</b>	<b>-</b>	<b>62</b>	<b>144</b>	<b>133.5%</b>	<b>-</b>	<b>116</b>	<b>-19.6%</b>	<b>-</b>
<b>Operating Profit</b>	<b>15</b>	<b>29</b>	<b>98.5%</b>	<b>-</b>	<b>60</b>	<b>141</b>	<b>136.3%</b>	<b>-</b>	<b>117</b>	<b>-17.2%</b>	<b>-</b>

# Network & Contents

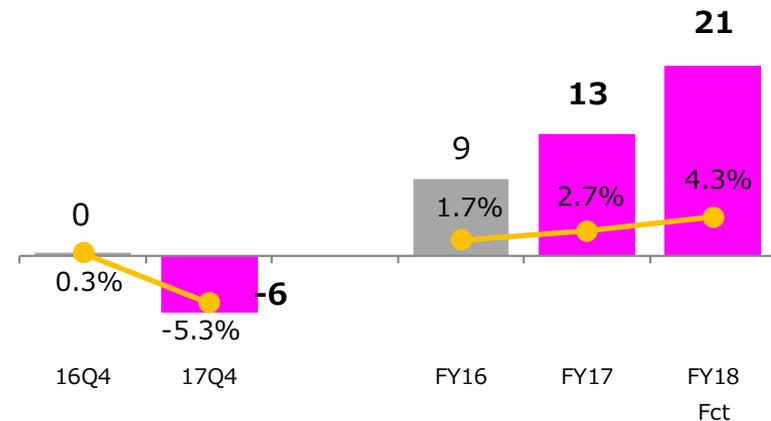
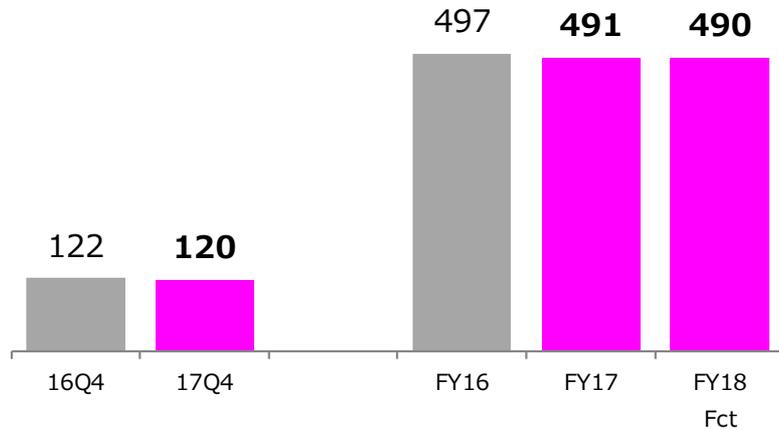
## Sales Revenue & Business Segment Profit

(100 Millions of Yen)

	16Q4	17Q4	Change	FY16	FY17	Change x FX	FY18 Fct	Change v LY
Sales Revenue	122	120	-2.0%	497	491	-1.4%	490	-0.1%
Business Segment Profit	3	5	56.8%	22	27	20.3%	24	-9.9%
Operating Profit	0	-6	-	9	13	57.2%	21	56.3%

<Sales Revenue>

<Operating Profit>

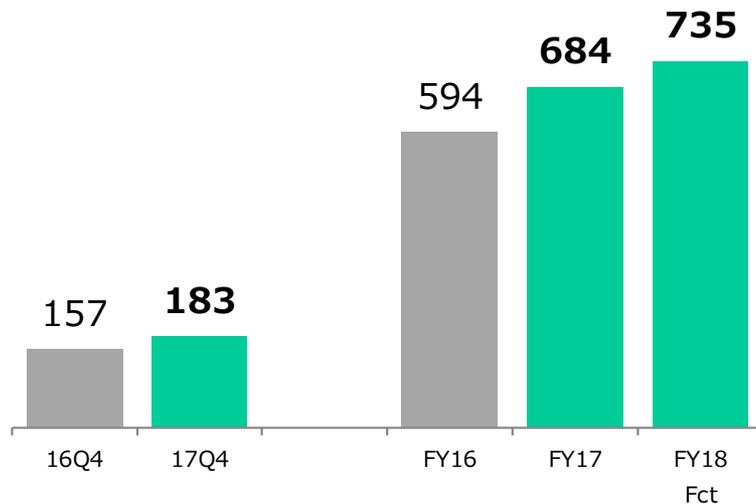


# Domino Business Sales Revenue & Business Segment Profit

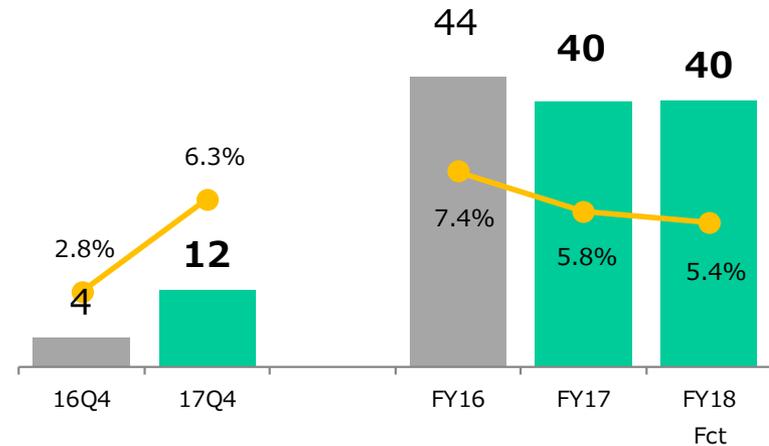
(100 Millions of Yen)

	16Q4	17Q4	Change	Change x FX	FY16	FY17	Change	Change x FX	FY18 Fct	Change v LY	Change x FX
<b>Sales Revenue</b>	<b>157</b>	<b>183</b>	<b>16.8%</b>	<b>9.3%</b>	<b>594</b>	<b>684</b>	<b>15.2%</b>	<b>10.0%</b>	<b>734</b>	<b>7.5%</b>	<b>5.5%</b>
Americas	41	38	-6.0%	-12.0%	150	159	6.0%	1.4%	176	10.6%	8.9%
Europe	74	97	30.9%	22.5%	283	337	19.3%	14.2%	351	4.1%	2.8%
Asia & Others	42	48	13.7%	6.4%	161	187	16.7%	11.9%	207	10.5%	9.2%
<b>Business Segment Profit</b>	<b>8</b>	<b>14</b>	<b>73.5%</b>	<b>-</b>	<b>42</b>	<b>46</b>	<b>11.1%</b>	<b>-</b>	<b>40</b>	<b>-13.8%</b>	<b>-</b>
<b>Operating Profit</b>	<b>4</b>	<b>12</b>	<b>160.4%</b>	<b>-</b>	<b>44</b>	<b>40</b>	<b>-8.4%</b>	<b>-</b>	<b>40</b>	<b>0.0%</b>	<b>-</b>

<Sales Revenue>



<Operating Profit>



**brother**  
at your side