Financial and Non-financial Highlights

* The subject names used for IFRS are applied. The subject names based on the Japanese standards are switched to the subject names indicated below.

* Net Income per Share (JGAAP)/Basic Current Profit per Share (IFRS) Operating Income (JGAAP)/Operating Profit (IFRS)

Sales Revenue by Region

Sales revenue ratio outside Japan: Approximately 80%

- The Americas: 15.7%
- Europe: 15.4%
- Asia & Others: 21.4%
- Japan: 37.5%

Sales Revenue Ratio outside Japan (Unit: billion JPY)

Operating Profit/Operating Profit Ratio

Operating profit ratio: 9.2%

- Operating Profit: 57.5 billion JPY
- Operating Profit Ratio: 9.2%

ROE/ROA

Maintaining a high level of ROE continuously

- ROE: 16.8%
- ROA: 13.9%

Basic Current Profit per Share*1/Dividend per Share

Stable increase of dividend per share based on a consolidated payout ratio of 30%

- Dividend per Share: 54.30 JPY
- Basic Current Profit per Share: 42.00 JPY

*1 Net income attributable to owners of the parent for FY2015 and onward

R&D Expense/R&D Expense per Sales Revenue

Focused on research and development in the growth field

- R&D Expenses: 42.5
- R&D Expenses per Sales Revenue (Unit: billion JPY): 34.1

Our Vision and Progress
**Workforce Breakdown by Region**

Allocating employees worldwide

<table>
<thead>
<tr>
<th>Region</th>
<th>FY2013</th>
<th>FY2014</th>
<th>FY2015</th>
<th>FY2016</th>
<th>FY2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>The Americas</td>
<td></td>
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<td></td>
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<tr>
<td>Europe</td>
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<tr>
<td>Asia &amp; Others</td>
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<tr>
<td>Japan</td>
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</tbody>
</table>

**Employment Rate of Disabled Persons (Brother Industries, Ltd.)**

Maintaining an employment rate in compliance with the legal requirement

<table>
<thead>
<tr>
<th>Year</th>
<th>Employment Rate of Disabled Persons</th>
<th>Statutory Employment Quota</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY2013</td>
<td>2.26</td>
<td></td>
</tr>
<tr>
<td>FY2014</td>
<td>2.25</td>
<td></td>
</tr>
<tr>
<td>FY2015</td>
<td>2.11</td>
<td></td>
</tr>
<tr>
<td>FY2016</td>
<td>2.19</td>
<td></td>
</tr>
<tr>
<td>FY2017</td>
<td>2.23</td>
<td></td>
</tr>
</tbody>
</table>

**Number of Employees Working at Manufacturing Facilities**

Approximately 60% of employees are involved in manufacturing

<table>
<thead>
<tr>
<th>Year</th>
<th>The Number of Employees Working at Manufacturing Facilities</th>
<th>Percentage of Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY2013</td>
<td></td>
<td></td>
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<tr>
<td>FY2014</td>
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<td>FY2016</td>
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<tr>
<td>FY2017</td>
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</tbody>
</table>

**Number of Occupational Injuries Reported at Manufacturing Facilities**

Succeeded in keeping the number of work-related injuries low

<table>
<thead>
<tr>
<th>Year</th>
<th>Number of Occupational Injuries Reported</th>
<th>Yearly Incident Rate (unit: number of incidents)</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY2013</td>
<td></td>
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<td>FY2014</td>
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<td>FY2016</td>
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<td>FY2017</td>
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</tbody>
</table>

**CO₂ emissions** by the Brother Group throughout the entire Value Chain

Scopes 1 and 2, and scope 3 reduce by 30% (FY2030 medium-term target)

<table>
<thead>
<tr>
<th>Scope 1 and 2</th>
<th>Scope 3</th>
<th>Medium-term target</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY2015</td>
<td>2,893,342</td>
<td>1,832,959</td>
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<tr>
<td>FY2016</td>
<td>2,878,857</td>
<td>1,590,885</td>
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</tbody>
</table>

**CO₂ Emissions** at Eight Business Sites in Japan

Cut total CO₂ emissions by 30% from FY1990 levels at eight business sites in Japan by FY2022 (absolute value)

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<tbody>
<tr>
<td>#1</td>
<td>20,932</td>
<td>16,118</td>
<td>15,908</td>
<td>15,702</td>
<td>15,490</td>
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<tr>
<td>#2</td>
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*2) CO₂ emissions are calculated based on the review of results regarding the calculation of greenhouse gas emissions by the Ministry of the Environment, Japan. The list of emission's coefficients defined in the Order for Enforcement that came into force in December 2002 was applied to the calculation.

*3) CO₂ emissions are calculated in accordance with ISO14064-1 and the rules stipulated in the basic guidelines concerning calculation of greenhouse gas emissions throughout the supply chain.

*4) CO₂ emissions are calculated in accordance with ISO14064-1 and the rules.