

# **CONSOLIDATED FINANCIAL STATEMENTS**

BROTHER INDUSTRIES, LTD. AND CONSOLIDATED SUBSIDIARIES YEAR ENDED MARCH 31, 2020

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# **Consolidated Statement of Financial Position**

FY2019 (As of March 31, 2020)

|   |               | Millions of                            | Thousands of U.S. dollars          |                                     |
|---|---------------|--|------------------------------------|-------------------------------------|
|   | Notes         | FY2018<br>(As of March 31, (A<br>2019) | FY2019<br>as of March 31,<br>2020) | FY2019<br>(As of March 31,<br>2020) |
| Assets  |               |  |                                    |                                     |
| Current assets                                    |               |  |                                    |                                     |
| Cash and cash equivalents                         | 8,41          | 131,152                                | 168,422                            | 1,545,156                           |
| Trade and other receivables                       | 9, 41         | 101,498                                | 95,067                             | 872,174                             |
| Other financial assets                            | 10, 41        | 7,970                                  | 11,277                             | 103,459                             |
| Inventories                                       | 11            | 128,517                                | 117,858                            | 1,081,266                           |
| Other current assets                              | 12            | 15,633                                 | 15,554                             | 142,697                             |
| Subtotal  |               | 384,772                                | 408,179                            | 3,744,761                           |
| Non-current assets classified as held for sale    | 13            | 157                                    | 601                                | 5,514                               |
| Total current assets                              |               | 384,930                                | 408,780                            | 3,750,275                           |
| Non-current assets                                |               |  |                                    |                                     |
| Property, plant and equipment                     | 14, 17        | 115,997                                | 104,204                            | 956,000                             |
| Right-of-use assets                               | 17, 22        | -                                      | 25,727                             | 236,028                             |
| Investment property                               | 15            | 6,040                                  | 8,122                              | 74,514                              |
| Goodwill and intangible assets                    | 16, 17        | 146,203                                | 134,409                            | 1,233,110                           |
| Investments accounted for using the equity method | 18            | 1,538                                  | 1,594                              | 14,624                              |
| Other financial assets                            | 10,<br>19, 41 | 32,799                                 | 27,871                             | 255,697                             |
| Deferred tax assets                               | 20            | 14,827                                 | 14,533                             | 133,330                             |
| Other non-current assets                          | 12, 25        | 6,265                                  | 6,229                              | 57,147                              |
| Total non-current assets                          |               | 323,673                                | 322,692                            | 2,960,477                           |
| Total assets                                      |               | 708,604                                | 731,472                            | 6,710,752                           |

|   |                   | Millions                               | Thousands of U.S. dollars          |                                     |
|---|-------------------|--|------------------------------------|-------------------------------------|
|   | Notes             | FY2018<br>(As of March 31, (A<br>2019) | FY2019<br>As of March 31,<br>2020) | FY2019<br>(As of March 31,<br>2020) |
| Liabilities and Equity                              |                   |  |                                    |                                     |
| Liabilities   |                   |  |                                    |                                     |
| Current liabilities                                 |                   |  |                                    |                                     |
| Trade and other payables                            | 23, 41            | 62,216                                 | 51,041                             | 468,266                             |
| Bonds and borrowings                                | 21, 41            | 19,560                                 | 50,361                             | 462,028                             |
| Other financial liabilities                         | 21, 22,<br>24, 41 | 2,382                                  | 8,482                              | 77,817                              |
| Income tax payables                                 | ,                 | 8,071                                  | 3,455                              | 31,697                              |
| Provisions  | 26                | 3,806                                  | 3,349                              | 30,725                              |
| Contract liabilities                                | 30                | 4,299                                  | 4,413                              | 40,486                              |
| Other current liabilities                           | 27                | 49,507                                 | 48,813                             | 447,826                             |
| Total current liabilities                           |                   | 149,844                                | 169,918                            | 1,558,881                           |
|   |                   |  |                                    |                                     |
| Non-current liabilities                             |                   |  |                                    |                                     |
| Bonds and borrowings                                | 21, 41            | 77,232                                 | 56,650                             | 519,725                             |
| Other financial liabilities                         | 21, 22,<br>24, 41 | 9,666                                  | 28,540                             | 261,835                             |
| Retirement benefits liabilities                     | 25                | 17,585                                 | 20,261                             | 185,881                             |
| Provisions  | 26                | 3,160                                  | 2,986                              | 27,394                              |
| Deferred tax liabilities                            | 20                | 6,456                                  | 5,564                              | 51,046                              |
| Contract liabilities                                | 30                | 890                                    | 1,189                              | 10,908                              |
| Other non-current liabilities                       | 27                | 2,174                                  | 1,188                              | 10,899                              |
| Total non-current liabilities                       |                   | 117,166                                | 116,382                            | 1,067,725                           |
| Total liabilities                                   |                   | 267,010                                | 286,300                            | 2,626,606                           |
| Equity  |                   |  |                                    |                                     |
| Capital stock                                       | 28                | 19,209                                 | 19,209                             | 176,229                             |
| Capital surplus                                     | $\frac{1}{28}$    | 17,577                                 | 17,632                             | 161,761                             |
| Retained earnings                                   | -                 | 462,244                                | 491,803                            | 4,511,954                           |
| Treasury stock                                      | 28                | (2,694)                                | (2,597)                            | (23,826)                            |
| Other components of equity                          |                   | (71,577)                               | (97,526)                           | (894,734)                           |
| Equity attributable to owners of the parent company |                   | 424,759                                | 428,520                            | 3,931,376                           |
| Non-controlling interests                           |                   | 16,833                                 | 16,650                             | 152,752                             |
| Total equity  |                   | 441,593                                | 445,171                            | 4,084,138                           |
| Total liabilities and equity                        |                   | 708,604                                | 731,472                            | 6,710,752                           |
|   |                   | 7                                      | , -                                | , -,                                |

# **Consolidated Statement of Income**

FY2019 (Year Ended March 31, 2020)

|   |                                       | Million                                  | as of yen                                | Thousands of U.S. dollars                |
|---|---------------------------------------|--|--|--|
|   | Notes                                 | FY2018<br>(Year ended<br>March 31, 2019) | FY2019<br>(Year ended<br>March 31, 2020) | FY2019<br>(Year ended<br>March 31, 2020) |
| Revenue   | 6, 15, 30                             | 683,972                                  | 637,259                                  | 5,846,413                                |
| Cost of sales   | 11, 14,<br>15, 16,<br>25, 31,34       | (391,893)                                | (354,987)                                | (3,256,761)                              |
| Gross profit  |                                       | 292,079                                  | 282,272                                  | 2,589,651                                |
| Selling, general and administrative expense                                 | 14, 16,<br>bes <sub>25</sub> , 32, 40 | (220,105)                                | (215,330)                                | (1,975,505)                              |
| Other income  | 33, 34, 41                            | 4,875                                    | 3,264                                    | 29,945                                   |
| Other expenses  | 17, 25,33,<br>41                      | (4,924)                                  | (2,876)                                  | (26,385)                                 |
| Operating profit  | 6                                     | 71,925                                   | 67,329                                   | 617,697                                  |
| Finance income  | 35                                    | 4,039                                    | 2,289                                    | 21,000                                   |
| Finance expenses  | 35                                    | (3,800)                                  | (2,700)                                  | (24,771)                                 |
| Share of profit/(loss) of investments accounted for using the equity method | 18                                    | 109                                      | 128                                      | 1,174                                    |
| Profit before income taxes  |                                       | 72,274                                   | 67,046                                   | 615,101                                  |
| Income tax expenses   | 20                                    | (18,097)                                 | (17,347)                                 | (159,147)                                |
| Profit for the year   |                                       | 54,177                                   | 49,699                                   | 455,954                                  |
| Profit for the year attributable to:  |                                       |  |  |  |
| Owners of the parent company  |                                       | 53,902                                   | 49,566                                   | 454,734                                  |
| Non-controlling interests   |                                       | 274                                      | 132                                      | 1,211                                    |
| Profit for the year   |                                       | 54,177                                   | 49,699                                   | 455,954                                  |

|                            |       | У      | U.S. dollars                             |  |  |
|----------------------------|-------|--------|--|--|--|
|                            | Notes |        | FY2019<br>(Year ended<br>March 31, 2020) | FY2019<br>(Year ended<br>March 31, 2020) |  |
| Earnings per share         |       |        |  |  |  |
| Basic earnings per share   | 36    | 207.54 | 190.80                                   | 1.75                                     |  |
| Diluted earnings per share | 36    | 206.90 | 190.21                                   | 1.75                                     |  |

# **Consolidated Statement of Comprehensive Income**

FY2019 (Year Ended March 31, 2020)

|  |        | Million                                  | Thousands of U.S. dollars                |  |
|--|--------|--|--|--|
|  | Notes  | FY2018<br>(Year ended<br>March 31, 2019) | FY2019<br>(Year ended<br>March 31, 2020) | FY2019<br>(Year ended<br>March 31, 2020) |
| Profit for the year  |        | 54,177                                   | 49,699                                   | 455,954                                  |
| Other comprehensive income, net of income tax<br>Items that will not be reclassified<br>subsequently to profit or loss |        |  |  |  |
| Gains/(Losses) on investments in equity instruments designated as FVTOCI   | 37,41  | (2,665)                                  | (1,948)                                  | (17,872)                                 |
| Remeasurement of the net defined benefit liability   | 37     | (953)                                    | (1,933)                                  | (17,734)                                 |
| Share of other comprehensive income of<br>investments accounted for using the<br>equity method                         | 18, 37 | 11                                       | (17)                                     | (156)                                    |
| Total of items that will not be reclassified subsequently to profit or loss  |        | (3,607)                                  | (3,899)                                  | (35,771)                                 |
| Items that may be reclassified subsequently to profit or loss  |        |  |  |  |
| Exchange differences on translating foreign operations   | 37     | (5,329)                                  | (25,973)                                 | (238,284)                                |
| Total of items that may be reclassified<br>subsequently to profit or loss  |        | (5,329)                                  | (25,973)                                 | (238,284)                                |
| Other comprehensive income for the year, net of income tax   |        | (8,937)                                  | (29,873)                                 | (274,064)                                |
| Comprehensive income for the year  |        | 45,239                                   | 19,826                                   | 181,890                                  |
| Comprehensive income for the year attributable to:   |        |  |  |  |
| Owners of the parent company   |        | 45,115                                   | 19,729                                   | 181,000                                  |
| Non-controlling interests  |        | 124                                      | 96                                       | 881                                      |
| Comprehensive income for the year  |        | 45,239                                   | 19,826                                   | 181,890                                  |

# **Consolidated Statement of Changes in Equity**

FY2018 (Year Ended March 31, 2019)

(Millions of yen)

|   |       | Equity attributable to owners of the parent company |                    |                      |                   |  |   |
|---|-------|---|--------------------|----------------------|-------------------|--|---|
|   |       |   | nents of equity    |                      |                   |  |   |
|   | Notes | Capital<br>stock                                    | Capital<br>surplus | Retained<br>earnings | Treasury<br>stock | Exchange<br>differences on<br>translating<br>foreign<br>operations | Gains/(losses)<br>on investments<br>in equity<br>instruments<br>designated as<br>FVTOCI |
| Balance as of March 31, 2018  |       | 19,209  | 17,517             | 427,842              | (2,800)           | (66,255)   | _   |
| Cumulative effect of<br>adoption of the new<br>accounting standards |       |   | _                  | (393)                | _                 | _  | _   |
| Balance as of April 1, 2018   |       | 19,209  | 17,517             | 427,449              | (2,800)           | (66,255)   | —   |
| Profit for the year   |       | _   | _                  | 53,902               | _                 | _  | —   |
| Other comprehensive income/(loss)                                   |       | _   | _                  | —                    | —                 | (5,321)  | (2,525)   |
| Total comprehensive<br>income/(loss) for the year                   |       | _   | _                  | 53,902               | —                 | (5,321)  | (2,525)   |
| Acquisition of treasury stock                                       |       | _   | _                  | _                    | (11)              | _  | _   |
| Disposal of treasury stock  |       | _   | (78)               | (39)                 | 117               | _  | _   |
| Dividends paid  | 29    | _   | _                  | (15,603)             | _                 | _  | —   |
| Share-based payment transaction                                     | 40    | _   | 137                | _                    | _                 | —  | _   |
| Reclassification to retained<br>earnings                            |       | _   | _                  | (3,464)              | _                 | _  | 2,525   |
| Total transactions with owners                                      |       | _   | 59                 | (19,107)             | 106               | _  | 2,525   |
| Balance as of March 31, 2019  |       | 19,209  | 17,577             | 462,244              | (2,694)           | (71,577)   | _   |

|   |       | Equity attributa<br>parent  | ble to own<br>company | ers of the |                          |              |  |
|---|-------|---|-----------------------|------------|--------------------------|--------------|--|
|   |       | Other components  | of equity             |            | Non-                     |              |  |
|   | Notes | Remeasurement of<br>the net defined<br>benefit liability<br>(asset) | Total                 | Total      | controlling<br>interests | Total equity |  |
| Balance as of March 31, 2018  |       | _   | (66,255)              | 395,514    | 16,980                   | 412,494      |  |
| Cumulative effect of<br>adoption of the new<br>accounting standards |       | _   | _                     | (393)      | _                        | (393)        |  |
| Balance as of April 1, 2018   |       | _   | (66,255)              | 395,120    | 16,980                   | 412,101      |  |
| Profit for the year   |       | _   | _                     | 53,902     | 274                      | 54,177       |  |
| Other comprehensive income/(loss)                                   |       | (939)   | (8,786)               | (8,786)    | (150)                    | (8,937)      |  |
| Total comprehensive income/(loss) for the year                      |       | (939)   | (8,786)               | 45,115     | 124                      | 45,239       |  |
| Acquisition of treasury stock                                       |       | _   | _                     | (11)       | _                        | (11)         |  |
| Disposal of treasury stock  |       | _   | —                     | 0          | _                        | 0            |  |
| Dividends paid  | 29    | —   | _                     | (15,603)   | (270)                    | (15,873)     |  |
| Share-based payment transaction                                     | 40    | _   | _                     | 137        | _                        | 137          |  |
| Reclassification to retained<br>earnings                            |       | 939   | 3,464                 | _          | _                        |              |  |
| Total transactions with<br>owners                                   |       | 939   | 3,464                 | (15,476)   | (270)                    | (15,747)     |  |
| Balance as of March 31, 2019  |       | _   | (71,577)              | 424,759    | 16,833                   | 441,593      |  |

(Millions of yen)

| Equity attributable | to owners of the | parent company |
|---------------------|------------------|----------------|
|                     |                  |                |

|   |       |                  |                    |                      |                   | Other compo  | nents of equity   |
|---|-------|------------------|--------------------|----------------------|-------------------|--|---|
|   | Notes | Capital<br>stock | Capital<br>surplus | Retained<br>earnings | Treasury<br>stock | Exchange<br>differences on<br>translating<br>foreign<br>operations | Gains/(losses)<br>on investments<br>in equity<br>instruments<br>designated as<br>FVTOCI |
| Balance as of March 31, 2019  |       | 19,209           | 17,577             | 462,244              | (2,694)           | (71,577)   | —   |
| Cumulative effect of<br>adoption of the new<br>accounting standards |       | _                | _                  | (494)                | _                 | _  | _   |
| Balance as of April 1, 2019   |       | 19,209           | 17,577             | 461,749              | (2,694)           | (71,577)   | _   |
| Profit for the year   |       | —                | _                  | 49,566               | _                 | _  | —   |
| Other comprehensive income/(loss)                                   |       | _                | _                  | _                    | _                 | (25,949)   | (1,927)   |
| Total comprehensive<br>income/(loss) for the year                   |       | _                | _                  | 49,566               | _                 | (25,949)   | (1,927)   |
| Acquisition of treasury stock                                       |       | —                | _                  | _                    | (10)              | _  | —   |
| Disposal of treasury stock  |       | —                | (76)               | (18)                 | 107               | —  | —   |
| Dividends paid  | 29    | —                | —                  | (15,607)             | —                 | —  | —   |
| Share-based payment transaction                                     | 40    | —                | 131                | —                    | —                 | —  | —   |
| Reclassification to retained<br>earnings                            |       | —                | _                  | (3,887)              | —                 | —  | 1,927   |
| Total transactions with owners                                      |       | _                | 54                 | (19,513)             | 97                | _  | 1,927   |
| Balance as of March 31, 2020  |       | 19,209           | 17,632             | 491,803              | (2,597)           | (97,526)   | _   |

|   |       | Equity attributa<br>parent  | ble to own<br>company |          |                          |              |  |
|---|-------|---|-----------------------|----------|--------------------------|--------------|--|
|   |       | Other components  | of equity             |          | Non-                     |              |  |
|   | Notes | Remeasurement of<br>the net defined<br>benefit liability<br>(asset) | Total                 | Total    | controlling<br>interests | Total equity |  |
| Balance as of March 31, 2019  |       | _   | (71,577)              | 424,759  | 16,833                   | 441,593      |  |
| Cumulative effect of<br>adoption of the new<br>accounting standards |       | _   | _                     | (494)    | (8)                      | (503)        |  |
| Balance as of April 1, 2019   |       | —   | (71,577)              | 424,264  | 16,825                   | 441,090      |  |
| Profit for the year   |       | _   | _                     | 49,566   | 132                      | 49,699       |  |
| Other comprehensive income/(loss)                                   |       | (1,959)   | (29,836)              | (29,836) | (36)                     | (29,873)     |  |
| Total comprehensive<br>income/(loss) for the year                   |       | (1,959)   | (29,836)              | 19,729   | 96                       | 19,826       |  |
| Acquisition of treasury stock                                       |       | _   | _                     | (10)     | _                        | (10)         |  |
| Disposal of treasury stock  |       | —   | —                     | 12       | —                        | 12           |  |
| Dividends paid  | 29    | —   | —                     | (15,607) | (270)                    | (15,877)     |  |
| Share-based payment<br>transaction                                  | 40    | _   | _                     | 131      | _                        | 131          |  |
| Reclassification to retained<br>earnings                            |       | 1,959   | 3,887                 | —        | —                        | -            |  |
| Total transactions with<br>owners                                   |       | 1,959   | 3,887                 | (15,474) | (270)                    | (15,744)     |  |
| Balance as of March 31, 2020  |       | _   | (97,526)              | 428,520  | 16,650                   | 445,171      |  |

# (Thousands of U.S. dollars)

|   |       |                  | 1 5                |                      |                   | 1 1  | 5   |
|---|-------|------------------|--------------------|----------------------|-------------------|--|---|
|   |       |                  |                    |                      |                   | Other compo  | nents of equity   |
|   | Notes | Capital<br>stock | Capital<br>surplus | Retained<br>earnings | Treasury<br>stock | Exchange<br>differences on<br>translating<br>foreign<br>operations | Gains/(losses)<br>on investments<br>in equity<br>instruments<br>designated as<br>FVTOCI |
| Balance as of March 31, 2019  |       | 176,229          | 161,257            | 4,240,771            | (24,716)          | (656,670)  | _   |
| Cumulative effect of<br>adoption of the new<br>accounting standards |       | _                | _                  | (4,532)              | _                 | _  | _   |
| Balance as of April 1, 2019   |       | 176,229          | 161,257            | 4,236,229            | (24,716)          | (656,670)  | —   |
| Profit for the year   |       | _                | _                  | 454,734              | _                 | _  | _   |
| Other comprehensive income/(loss)                                   |       | —                | _                  | —                    | —                 | (238,064)  | (17,679)  |
| Total comprehensive<br>income/(loss) for the year                   |       | _                | _                  | 454,734              | _                 | (238,064)  | (17,679)  |
| Acquisition of treasury stock                                       |       | —                | —                  | _                    | (92)              | _  | —   |
| Disposal of treasury stock  |       | —                | (697)              | (165)                | 982               | —  | —   |
| Dividends paid  | 29    | —                | —                  | (143,183)            | —                 | —  | —   |
| Share-based payment<br>transaction                                  | 40    | _                | 1,202              | _                    | _                 | _  | _   |
| Reclassification to retained<br>earnings                            |       | _                | _                  | (35,661)             | _                 | _  | 17,679  |
| Total transactions with owners                                      |       | _                | 495                | (179,018)            | 890               | _  | 17,679  |
| Balance as of March 31, 2020  |       | 176,229          | 161,761            | 4,511,954            | (23,826)          | (894,734)  | —   |

# Equity attributable to owners of the parent company

|   |       | Equity attributa  | able to own<br>at company | ers of the |                          |              |  |
|---|-------|---|---------------------------|------------|--------------------------|--------------|--|
|   |       | Other components  | s of equity               |            | Non-                     |              |  |
|   | Notes | Remeasurement of<br>the net defined<br>benefit liability<br>(asset) | Total                     | Total      | controlling<br>interests | Total equity |  |
| Balance as of March 31, 2019  |       | _   | (656,670)                 | 3,896,872  | 154,431                  | 4,051,312    |  |
| Cumulative effect of<br>adoption of the new<br>accounting standards |       | _   | _                         | (4,532)    | (73)                     | (4,615)      |  |
| Balance as of April 1, 2019   |       | _   | (656,670)                 | 3,892,330  | 154,358                  | 4,046,697    |  |
| Profit for the year   |       | _   | _                         | 454,734    | 1,211                    | 455,954      |  |
| Other comprehensive income/(loss)                                   |       | (17,972)  | (273,725)                 | (273,725)  | (330)                    | (274,064)    |  |
| Total comprehensive<br>income/(loss) for the year                   |       | (17,972)  | (273,725)                 | 181,000    | 881                      | 181,890      |  |
| Acquisition of treasury stock                                       |       | _   | _                         | (92)       | _                        | (92)         |  |
| Disposal of treasury stock  |       | —   | —                         | 110        | —                        | 110          |  |
| Dividends paid  | 29    | —   | _                         | (143,183)  | (2,477)                  | (145,661)    |  |
| Share-based payment<br>transaction                                  | 40    | —   | _                         | 1,202      | —                        | 1,202        |  |
| Reclassification to retained<br>earnings                            |       | 17,972  | 35,661                    | _          | _                        | _            |  |
| Total transactions with<br>owners                                   |       | 17,972  | 35,661                    | (141,963)  | (2,477)                  | (144,440)    |  |
| Balance as of March 31, 2020  |       | —   | (894,734)                 | 3,931,376  | 152,752                  | 4,084,138    |  |

# **Consolidated Statement of Cash Flows**

# FY2019 (Year Ended March 31, 2020)

| FY2019 (Year Ended March 31, 2020)  |       |  |  |  |
|---|-------|--|--|--|
|   |       | Million                                  | s of yen                                 | Thousands of U.S. dollars                |
|   | Notes | FY2018<br>(Year ended<br>March 31, 2019) | FY2019<br>(Year ended<br>March 31, 2020) | FY2019<br>(Year ended<br>March 31, 2020) |
| Cash flows from operating activities  |       |  |  |  |
| Profit before income taxes  |       | 72,274                                   | 67,046                                   | 615,101                                  |
| Depreciation and amortization   |       | 33,674                                   | 40,197                                   | 368,780                                  |
| Impairment losses   |       | 188                                      | 429                                      | 3,936                                    |
| Finance expenses/(income)   |       | (239)                                    | 411                                      | 3,771                                    |
| Share of (profit)/loss of investments accounted for using the equity method |       | (109)                                    | (128)                                    | (1,174)                                  |
| Losses/(gains) on sale or disposal of fixed assets                          |       | 2,154                                    | 289                                      | 2,651                                    |
| Decrease/(increase) in trade and other receivables                          |       | 2,133                                    | 1,658                                    | 15,211                                   |
| Decrease/(increase) in inventories  |       | (12,179)                                 | 6,053                                    | 55,532                                   |
| Increase/(decrease) in trade and other payables                             |       | (6,879)                                  | (9,366)                                  | (85,927)                                 |
| Decrease/(increase) in retirement benefit assets                            |       | 1,651                                    | 66                                       | 606                                      |
| Increase/(decrease) in retirement benefit liabilities                       |       | 361                                      | 3,161                                    | 29,000                                   |
| Other   |       | (3,148)                                  | (1,323)                                  | (12,138)                                 |
| Subtotal  |       | 89,880                                   | 108,496                                  | 995,376                                  |
| Interest received   |       | 984                                      | 1,028                                    | 9,431                                    |
| Dividends received  |       | 378                                      | 360                                      | 3,303                                    |
| Interest paid   |       | (502)                                    | (1,365)                                  | (12,523)                                 |
| Income taxes paid   |       | (17,459)                                 | (20,772)                                 | (190,569)                                |
| Net cash provided by operating activities                                   |       | 73,280                                   | 87,748                                   | 805,028                                  |
| Cash flows from investing activities  |       | ,  |  |  |
| Purchases of property, plant and equipment                                  |       | (17,673)                                 | (16,872)                                 | (154,789)                                |
| Proceeds from sales of property, plant and<br>equipment                     |       | 387                                      | 1,172                                    | 10,752                                   |
| Purchases of intangible assets  |       | (7,794)                                  | (9,212)                                  | (84,514)                                 |
| Purchases of investments in equity instruments                              |       | (1,022)                                  | (834)                                    | (7,651)                                  |
| Proceeds from sales of investments in equity instruments                    |       | 1,117                                    | 859                                      | 7,881                                    |
| Purchases of investments in debt instruments                                |       | (4,782)                                  | (7,537)                                  | (69,147)                                 |
| Proceeds from sales or redemption of  |       | 8,077                                    |  | 70,330                                   |
| investments in debt instruments   |       | 8,077                                    | 7,666                                    |  |
| Payments for acquisition of business  | 7     | —  | (2,030)                                  | (18,624)                                 |
| Other   |       | (934)                                    | (1,166)                                  | (10,697)                                 |
| Net cash used in investing activities                                       |       | (22,624)                                 | (27,955)                                 | (256,468)                                |
| Cash flows from financing activities  |       |  |  |  |
| Proceeds from short-term borrowings   | 38    | —  | 29,873                                   | 274,064                                  |
| Repayment of short-term borrowings  | 38    | (1,042)                                  | —  | —  |
| Proceeds from long-term borrowings  | 38    | —  | 200                                      | 1,835                                    |
| Repayment of long-term borrowings   | 38    | (296)                                    | (20,197)                                 | (185,294)                                |
| Redemption of bonds   | 38    | (20,231)                                 | (92)                                     | (844)                                    |
| Repayment of lease obligations  | 38    | (1,590)                                  | (8,813)                                  | (80,853)                                 |
| Dividends paid  | 29    | (15,603)                                 | (15,607)                                 | (143,183)                                |
| Dividends paid to non-controlling interests                                 |       | (270)                                    | (270)                                    | (2,477)                                  |
| Other   |       | (7)                                      | (8)                                      | (73)                                     |
| Net cash provided by (used in) financing activities                         |       | (39,040)                                 | (14,916)                                 | (136,844)                                |
| Effect of exchange rate changes on cash and cash equivalents                |       | (1,847)                                  | (7,606)                                  | (69,780)                                 |
| Net increase/(decrease) in cash and cash<br>equivalents                     |       | 9,767                                    | 37,270                                   | 341,927                                  |
| Cash and cash equivalents at the beginning of the year                      | 8     | 121,384                                  | 131,152                                  | 1,203,229                                |
| Cash and cash equivalents at the end of the year                            | 8     | 131,152                                  | 168,422                                  | 1,545,156                                |

# Notes to the Consolidated Financial Statements

### 1. Reporting Entity

BROTHER INDUSTRIES, LTD. (hereinafter referred to as the "Company") is a corporation located in Japan. The consolidated financial statements of the Company consist of the financial statements of the Company, its consolidated subsidiaries (collectively, the "Group") and its share of interests in associates.

The Group operates six businesses, consisting of the Printing & Solutions Business, Personal & Home Business, Machinery Business, Network & Contents Business, Domino Business and Others Business. The details of the principal businesses of the Group are described in Note 6 "Segment Information."

### 2. Basis of Preparation

#### (1) Compliance with IFRS

The Group meets all of the requirements for a "Specified Company for the designated International Financial Reporting Standards ("IFRSs")" to prepare its consolidated financial statements by applying the designated IFRSs as stipulated under Article 1-2 of the "Ordinance on Terminology, Forms and Preparation Methods of Consolidated Financial Statements" (Ministry of Finance of Japan Regulation No. 28, 1976, hereafter "the Regulation"). Hence, in accordance with Article 93 of the Regulation, the Group's consolidated financial statements have been prepared in accordance with IFRS.

The Group's consolidated financial statements for the year ended March 31, 2020, were approved on June 24, 2020 by Ichiro Sasaki, Representative Director & President of the Company.

#### (2) Basis of measurement

The Group's consolidated financial statements have been prepared on the historical cost basis, except for the following material items in the consolidated statement of financial position:

- Derivative financial instruments are measured at their fair values.

- Non-derivative financial assets to be measured at fair value are measured at their fair values.

- Defined benefit pension plan assets and liabilities are measured at the present value of defined benefit obligations less the fair value of the plan assets.

- When it is virtually certain that another party will reimburse some or all of the expenditure required to settle a defined benefit obligation, its right to reimbursement is recognized as a separate asset and is measured at fair value.

### (3) Functional currency and presentation currency

The Group's consolidated financial statements are presented in Japanese yen, which is the functional currency of the Company. The units are in millions of yen, and figures less than one million yen are rounded down.

The translations of Japanese yen amounts into U.S. dollar amounts are included solely for the convenience of readers outside Japan using the rate of ¥109 to \$1, the foreign exchange rate at March 31, 2020. Such translations should not be construed as representations that the Japanese yen amounts could be converted into U.S. dollars at that or any other rate.

### 3. Significant Accounting Policies

Unless otherwise indicated, the accounting policies stated below have been consistently applied to all the periods reported in the consolidated financial statements.

### (Changes in accounting policies)

The Group has adopted the following standard and interpretation since the year ended March 31, 2020.

| IF      | RS     | Description of new standard<br>and amendment                        |  |  |  |  |
|---------|--------|---|--|--|--|--|
| IFRS 16 | Leases | Provides accounting treatment for leases and the disclosure thereof |  |  |  |  |

Under IFRS 16, a lessee shall account for a lease as the acquisition of a right-of-use asset and recognize a right to use the leased asset (a right-of-use asset) and obligation to pay the consideration (a lease liability) of all leases at the commencement date.

In accordance with the transition requirements, the Group retrospectively applied IFRS 16 at the date of initial application, April 1, 2019, and recognized the cumulative effect of initially applying this standard at the date of initial application as an adjustment to the opening balance of "Retained earnings" for the year ended March 31, 2020. Comparative figures for the year ended March 31, 2019 are not restated, complying with International Accounting Standard 17 "Leases" (hereafter "IAS 17"). In transitioning to IFRS16, the Group has chosen the practical expedient detailed in IFRS 16 paragraph C3 and grandfathered its assessments of whether contracts contain leases based on IAS 17 and International Financial Reporting Interpretations Committee ("IFRIC") 4 "Determining whether an Arrangement contains a Lease."

For leases that the Group as a lessee previously classified as operating leases applying IAS 17, lease liabilities are recognized at the date of initial application of IFRS 16. These lease liabilities have been measured at the present value of the remaining lease payments discounted using the lessee's incremental borrowing rate at the date of initial application. The weighted average of the lessee's incremental borrowing rates applied to lease liabilities recognized in the consolidated statement of financial position at the date of initial application is 2.6%.

The following is a reconciliation of operating lease contracts disclosed applying IAS 17 as of March 31, 2019 and lease liabilities recognized in the consolidated statement of financial position at the date of initial application.

0 T T O

|   | (Millions of yen) | (Thousands of U.S. dollars) |
|---|-------------------|-----------------------------|
| Non-cancellable operating lease contracts as of March 31, 2019 (discounted) | 14,414            | 132,239                     |
| Finance lease liabilities as of March 31, 2019                              | 4,004             | 36,734                      |
| Cancellable operating lease contracts, etc.                                 | 14,839            | 136,138                     |
| Lease liabilities as of April 1, 2019                                       | 33,258            | 305,119                     |

The following practical expedients are used in the application of IFRS 16.

- Leases for which the lease term ends within 12 months of the date of initial application are accounted for in the same way as short-term leases.

- For leases for which the underlying asset is of low value, right-of-use assets and lease liabilities are not recognized.

- Initial direct costs are excluded from the measurement of right-of-use assets at the date of initial application.

With the adoption of IFRS 16, leases previously classified as operating leases applying IAS 17 were recognized as "Right-of-use assets" and "Lease liabilities" in the consolidated statement of financial position as of March 31, 2020, and "Total assets" and "Total liabilities" at the date of initial application increased by ¥28,750 million (\$263,761 thousand) and ¥29,253 million (\$268,376 thousand), respectively.

In accordance with the transition requirements, the Group retrospectively adopted IFRS 16 and applied the method of recognizing the cumulative effect of initially applying this standard at the date of initial application. As a result, the opening balance of "Retained earnings" for the year ended March 31, 2020 decreased by ¥494 million (\$4,532 thousand).

Due to the recognition of "Right-of-use assets," lease payments, which were previously recognized as rents, are recognized as depreciation charge in the consolidated statement of income for the year ended March 31, 2020. In addition, due to the recognition of "Lease liabilities," interest expense on lease liabilities is recognized. Compared

with the application of the former accounting standard, the impact on "Operating profit" and "Profit for the year" in the consolidated statement of income for the year ended March 31, 2020 was not material.

Also, depreciation charge for right-of-use assets of ¥8,927 million (\$81,899 thousand) was recognized in the consolidated statement of income for the year ended March 31, 2020.

In the consolidated statement of cash flows for the year ended March 31, 2020, lease payments, which were previously included as rents in "Cash flows from operating activities," are included in "Repayment of lease obligations" under "Cash flows from financing activities." There was no new cash inflow or cash outflow recognized due to this presentation change.

#### (1) Basis of consolidation

#### <1> Subsidiaries

A subsidiary is an entity that is controlled by the Group. As a result of such control, the Group has exposure and rights to variable returns from its involvement with an entity and has the ability to affect those returns through its power over such entity.

The subsidiary is consolidated from the date of acquisition of the control to the date of loss of the control by the Group.

If accounting policies applied by subsidiaries are different from those applied by the Group, adjustments are made to the subsidiary's financial statements, if necessary. All intra-Group balances, transactions, unrealized gains and losses are eliminated on consolidation.

Changes in an interest of a subsidiary without losing control are accounted for as equity transactions. If there is a difference between the amount by which the non-controlling interests are adjusted and the fair value of the consideration paid or received, the difference is recognized directly in equity and attributed to the owners of the parent company.

If a loss in control of a subsidiary occurs, the Group recognizes in profit or loss the gains and losses arising from the transaction.

#### <2> Associates and joint ventures

An associate is an entity over which the Group does not have control or joint control but has significant influence over its financial and operating policies.

A joint venture is an entity based on contractual agreements in which two or more parties have been bounded to conduct significant economic activities through joint control.

Investments in associates are accounted for using the equity method. Under the equity method, the investments in an associate or a joint venture are initially recognized at acquisition cost and the carrying amount is increased or decreased to recognize the Group's share of the net assets of the associate or the joint venture after the date of acquisition. The amount of goodwill recognized at the date of acquisition has been included in the carrying amount of investments without any amortization.

The accounting policies for associates and joint ventures are adjusted as required in order to comply with the accounting policies adopted by the Group.

### (2) Business combination

Acquisitions of businesses are accounted for using the acquisition method. The consideration transferred in a business combination is measured at fair value, which is calculated as the sum of the acquisition-date fair values of the assets transferred, the liabilities incurred and the equity interests issued by the Group in exchange for control of the acquiree. Goodwill is measured as the excess of the sum of the consideration transferred, the amount of any non-controlling interests in the acquiree and the fair value of the acquirer's previously held equity interest in the acquiree (if any) over the net of the acquisition-date amounts of the identifiable assets acquired and liabilities assumed. If, after reassessment, the net of the acquisition-date amounts of the identifiable assets acquired and liabilities assumed exceeds the sum of the consideration transferred, the amount of any non-controlling interest in the acquiree and the fair value of the acquisition date amounts of the identifiable assets acquired and liabilities assumed.

fair value of the acquirer's previously-held interest in the acquiree (if any), the excess is recognized immediately in profit or loss as a bargain purchase gain.

Acquisition-related costs including finder's fees, legal, due-diligence and other professional fees are recognized in profit or loss as incurred.

Non-controlling interests measured either at fair value or at the non-controlling interests' proportionate share of the recognized amounts of the acquiree's identifiable net assets. The choice of measurement basis is made on a transaction-by-transaction basis.

If the initial accounting for a business combination is incomplete by the end of the reporting period in which the business combination occurs, the Group reports provisional amounts for the items for which the accounting is incomplete. The provisional amounts are adjusted during the 'measurement period' (which cannot exceed one year from the acquisition date) or additional assets or liabilities are recognized, to reflect new information obtained about facts and circumstances that existed at the acquisition date that, if known, would have affected the amounts recognized at the date.

Additional acquisitions of non-controlling interests are accounted for as equity transactions, and no goodwill is recognized. When a business combination is achieved in stages, the Group's previously-held equity interest in the acquiree is remeasured to its acquisition-date fair value and the resulting gain or loss, if any, is recognized in profit or loss.

At the acquisition date, the identifiable assets acquired and the liabilities assumed are recognized at their fair value, except that:

- Deferred tax assets or liabilities, and assets or liabilities related to employee benefit arrangements are recognized and measured in accordance with International Accounting Standard ("IAS") 12 "Income Taxes" and IAS 19 "Employee Benefits," respectively;

- Liabilities or equity instruments related to share-based payment arrangements of the acquiree, or share-based payment arrangements of the Group entered into to replace share-based payment arrangements of the acquiree are measured in accordance with IFRS 2 "Share-based Payment" at the acquisition date; and,

- Assets (or disposal groups) that are classified as held for sale in accordance with IFRS 5 "Non-current Assets Held for Sale and Discontinued Operations" are measured in accordance with that Standard.

#### (3) Foreign currencies

<1> Foreign currency transaction

Foreign currency transactions are translated into the functional currency of each company in the Group at the rates of exchange prevailing at the date of the transactions.

At the end of each reporting period, monetary items denominated in foreign currencies are translated at the rates prevailing at that date.

Non-monetary items carried at fair value that are denominated in foreign currencies are translated at the rates prevailing at the date when the fair value was originally determined.

Differences arising from the translation or settlement are recognized in profit or loss, as presented in "Other income" or "Other expenses" in the consolidated statement of income. However, differences relating to financial activities are presented in "Finance income" or "Finance expenses" in the consolidated statement of income. Also, differences arising from financial assets carried at fair value through other comprehensive income and cash flow hedges are recognized in other comprehensive income.

### <2> Financial statements of foreign operations

Assets and liabilities of foreign operations are translated into Japanese yen using exchange rates prevailing at the end of each reporting period. Income and expenses items are translated at the average exchange rates for the period, unless exchange rates fluctuate significantly during that period. Foreign exchange differences arising from the translation are initially recognized as "Exchange differences on translating foreign operations" in other comprehensive income and accumulated in "Other components of equity", which are reclassified from equity to profit

or loss on disposal.

Goodwill and fair value adjustments resulting from the acquisition of foreign operations are retranslated as assets and liabilities of such foreign operations as at the end of the reporting period. The exchange differences are recognized in "Exchange differences on translating foreign operations" in other comprehensive income and accumulated in "Other components of equity".

(4) Financial instruments

<1> Financial assets

(i) Initial recognition and measurement

Financial assets are classified into financial assets measured at fair value through profit or loss or other comprehensive income and those measured at amortized cost. The classification is determined at the time of initial recognition.

All financial assets other than those measured at fair value through profit or loss are measured at fair value and transaction costs.

Financial assets are classified as financial assets measured at amortized cost if both of the following conditions are met:

- The financial asset is held within a business model whose objective is to hold financial assets in order to collect contractual cash flows; and

- The contractual terms of the financial asset give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.

Financial assets other than those measured at amortized cost are classified as financial assets measured at fair value. Equity instruments are in principle irrevocably designated as measured at fair value through other comprehensive income ("FVTOCI"). Debt instruments measured at fair value are classified as financial assets measured at fair value through other comprehensive income if the objective of business model has been achieved by both collecting contractual cash flows and selling financial assets.

(ii) Subsequent measurement

After initial recognition, financial assets are measured based on the classification as follows:

(a) Financial assets measured at amortized cost

Financial assets measured at amortized cost are measured using the effective interest method.

The effective interest rate is the rate that exactly discounts estimated future cash receipts through the expected life of the financial assets to the net carrying amount. Interest income based on the effective interest method is recognized in profit or loss and included in "Finance income" in the consolidated statement of income. In cases where a financial asset measured at amortized cost is derecognized, the difference between the carrying amount and the consideration received or receivable is recognized in profit or loss and included in "Other income" or "Other expenses" in the consolidated statement of income.

(b) Financial assets measured at fair value

Changes in the fair value or gains or losses on disposal of financial assets measured at fair value other than derivatives are recognized in profit or loss and included in "Other income" or "Other expenses" in the consolidated statement of income. However, remeasurement of fair value and gains or losses on disposal of investments in equity instruments designated as at FVTOCI are recognized as other comprehensive income, and the accumulated amount is reclassified into retained earnings. Dividends from the financial assets are recognized in profit or loss as part of "Finance income" in the consolidated statement of income.

(iii) Impairment on financial assets

An allowance for doubtful accounts is recognized for expected credit losses for financial assets measured at amortized cost, debt instruments measured at fair value through other comprehensive income, and lease receivables.

The Group assesses, at the end of each reporting period, whether the credit risk of financial instruments has increased significantly since initial recognition. If certain financial assets are deemed to have low credit risk as of the reporting date, the Group determines that the credit risk on the financial instruments has not significantly increased after the initial recognition.

If the credit risk on financial assets has significantly increased since the initial recognition, or with respect to the credit-impaired financial assets, a loss allowance is recognized for the lifetime expected credit losses. If such risk has not significantly increased, a loss allowance is recognized for the 12-month expected credit losses. Expected credit losses are measured based on the present value of the difference between the contractual cash flows to be received and the cash flows expected to be received.

The Group directly reduces the total carrying amount of financial assets if it does not reasonably expect to collect all or part of certain financial assets.

In regards to operating receivables and lease receivables, lifetime expected credit losses are recognized since the initial recognition.

The amount of expected credit losses (or reversal) that is required to adjust the loss allowance is recognized in profit or loss and included in "Other expenses" or "Other income" in the consolidated statement of income.

### (iv) Derecognition of financial assets

The Group derecognizes a financial asset when the contractual rights to the cash flows from the financial asset expire, or when it transfers substantially all the risks and rewards of ownership of the financial asset. If the Group retains control over the transferred financial asset, the Group recognizes its retained interest on the financial asset and an associated liability for amounts it may have to pay to the extent of its continuing involvement in the financial asset.

### <2> Financial liabilities

#### (i) Initial recognition and measurement

The Group classifies all financial liabilities other than derivatives into financial liabilities measured at amortized cost.

All financial liabilities are measured at fair value at initial recognition. However, those other than derivatives are measured at fair value after deducting transaction costs that are directly attributable to the issuance of financial liabilities.

#### (ii) Subsequent measurement

Financial liabilities other than derivatives are measured at amortized cost using the effective interest method after initial recognition. Interest expenses using the effective interest method are included in "Finance expenses" in the consolidated statement of income, and gains or losses on derecognition are recognized in profit or loss and included in "Other income" or "Other expenses," respectively.

#### (iii) Derecognition of financial liabilities

The Group derecognizes a financial liability when it is extinguished, i.e., when the obligation specified in the contract is discharged, cancelled or expired.

### <3> Presentation of financial assets and liabilities

Financial assets are offset against financial liabilities and the net amounts are presented in the consolidated statement of financial position when, and only when, the Group currently has a legally enforceable right to set off the recognized amounts and intends either to settle on a net basis, or to realize assets and settle the liabilities simultaneously.

<4> Hedge accounting and derivatives

Derivatives are initially measured at fair value at the date the derivative contracts are entered into and are subsequently remeasured to their fair value at the end of each reporting period.

The Group utilizes derivatives such as foreign exchange contracts to fix cash flows regarding the recognized financial assets and liabilities or the future transactions. The Group does not hold any derivatives for speculative or dealing purposes in accordance with the Group's rule.

The Group has derivatives that are held for hedging purposes but do not qualify for hedge accounting. The fluctuation of the fair value of these derivatives is recognized in profit or loss immediately, and included in "Other income" or "Other expenses" in the consolidated statement of income. However, the fluctuation of the fair value of derivatives related to financial activities are included in "Finance income" or "Finance expenses" in the consolidated statement of income. The effective portion of cash flow hedges is recognized in other comprehensive income.

To assess whether the hedging relationship qualifies for hedge accounting, at the inception of the hedging relationship the Group documents the relationship between the hedging instrument and the hedged item, along with its risk management objectives and its strategies for undertaking various hedge transactions. Furthermore, at the inception of the hedge and on an ongoing basis, the Group assesses whether the hedging instrument is effective in offsetting changes in cash flows of the hedged item attributable to the hedged risk.

Hedges are determined effective when all of the following requirements are met:

(i)There is an economic relationship between the hedged item and the hedging instrument;

(ii) The effect of credit risk does not dominate the value changes that result from that economic relationship; and

(iii)The hedge ratio of the hedging relationship is the same as that resulting from the quantity of the hedged items that the Group actually hedges and the quantity of the hedging instruments that the Group actually uses to hedge that quantity of hedged items.

If a hedging relationship ceases to meet the hedge effectiveness requirements relating to the hedge ratio, but the risk management objective remains the same, the Group shall adjust the hedge ratio of the hedging relationship so that it meets the qualifying criteria again.

Cash flow hedge accounting is applied only for highly probable forecast transactions.

Hedging relationships that meet qualifying criteria for hedge accounting are accounted for as follows:

Cash flow hedges

The Group uses only cash flow hedges.

The portion of the gain or loss on the hedging instruments that is determined to be an effective hedge is recognized in other comprehensive income, and any remaining gain or loss on the hedging instruments that is determined to be an ineffective hedge is recognized in profit or loss immediately in the consolidated statement of income.

If a hedged forecast transaction subsequently results in the recognition of a non-financial asset or non-financial liability, or a hedged forecast transaction for a non-financial asset or a non-financial liability becomes a firm commitment for which fair value hedge accounting is applied, the Group directly transfers the cash flow hedge reserve to the initial cost or other carrying amount of the asset or liability.

Cash flow hedge reserve on cash flow hedges other than those stated above is reclassified to profit or loss in the same period during which the hedged expected future cash flows affect profit or loss.

However, if that amount is a loss and the Group expects that all or a portion of that loss will not be recovered in one or more future periods, the amount that is not expected to be recovered is immediately reclassified into profit or loss.

When the Group discontinues hedge accounting, if the hedged future cash flows are still expected to occur, the unrealized gain or loss on the cash flow hedge remains as another component of equity until the future cash flows occur. If the hedged future cash flows are no longer expected to occur, the unrealized gain or loss on the hedge is immediately reclassified to profit or loss.

(5) Cash and cash equivalents

Cash and cash equivalents include cash in hand, demand deposit and other short-term, highly-liquid investments with original maturities of approximately three months or less and insignificant risk of changes in value.

### (6) Inventories

Inventories are measured at the lower of cost or net realizable value. Net realizable value is the estimated selling price in the ordinary course of business, less the estimated costs of completion and costs necessary to make the sale. The cost of inventories comprises all costs of purchase, costs of conversion and other costs incurred in bringing the inventories to their present location and condition, and is determined mainly using the weighted-average method.

### (7) Property, plant and equipment

Property, plant and equipment are measured by using the cost model and are stated at acquisition cost less accumulated depreciation and accumulated impairment losses.

The cost includes any costs directly attributable to the acquisition of the assets, any cost related to their dismantlement, removal or restoration of land and any borrowing costs eligible for capitalization.

Property, plant and equipment other than land and construction in progress are depreciated using the straight-line method over the estimated useful life of each component of the assets.

The estimated useful lives of major property, plant and equipment are as follows:

- Buildings and structures: 3 to 60 years

- Machinery and equipment: 3 to 20 years
- Tools, equipment and fixtures: 2 to 20 years

The estimated useful lives, residual values and depreciation methods for property, plant and equipment are reviewed at each year end and changed as necessary.

Property, plant and equipment are derecognized on disposal or when no future economic benefits are expected from its use or disposal. The gain or loss arising from the derecognition of property, plant and equipment is recognized in profit or loss when the item is derecognized and is included in "Other income" or "Other expenses" in the consolidated statement of income.

### (8) Investment property

Investment properties are properties held to earn rental income and/or for capital appreciation.

Investment properties are measured by using the cost model and are initially stated at cost less accumulated depreciation and accumulated impairment losses.

Depreciation of investment properties is principally computed under the straight-line method over the following estimated useful lives:

Buildings and structures: 3 to 60 years

The estimated useful lives, residual values and depreciation methods are reviewed at each year end and changed as necessary.

### (9) Goodwill and Intangible assets

### <1>Goodwill

Goodwill is measured at the sum of the consideration transferred, the amount of non-controlling interest and the fair value of equity interests in the acquiree held previously by the Group, less the net amount of identifiable assets and liabilities at the acquisition date. Goodwill is recognized at acquisition cost less accumulated impairment losses.

Goodwill is not amortized, but instead tested for impairment annually or whenever there is any indication of impairment. An impairment loss on goodwill is included in "Other expenses" in the consolidated statement of income. An impairment loss recognized for goodwill is not reversed in a subsequent period.

<2> Capitalization of development cost

Expenditures on research activities to gain new scientific or technical knowledge are recognized as expenses as incurred. Expenditures on development activities are capitalized as internally-generated intangible assets only if the Group can demonstrate all of the following:

- (a) the technical feasibility of completing the intangible asset so that it will be available for use or sale;
- (b) its intention to complete the intangible asset and use or sell it;
- (c) its ability to use or sell the intangible asset;
- (d) how the intangible asset will generate probable future economic benefits;
- (e) the availability of adequate technical, financial and other resources to complete the development and to use or sell the intangible asset; and
- (f) its ability to measure reliably the expenditure attributable to the intangible asset during its development.

Initial recognition of the internally-generated intangible assets is the total expenditure incurred from the date when all the above conditions are satisfied to the date when the developments are finished. The internally-generated intangible assets are amortized using the straight-line method over a period in which the funds spent for the development are expected to be recovered (i.e., 2 to 5 years) and are presented in the consolidated statement of financial position at cost, net of accumulated amortization and accumulated impairment losses.

Expenditures on development activities that do not meet the conditions above and research activities are recognized as expenses as incurred.

### <3> Other intangible assets

Separately acquired intangible assets are measured at the acquisition at the time of initial recognition. Intangible assets acquired in a business combination are measured at fair value at the acquisition date.

Intangible assets other than goodwill are amortized using the straight-line method over the estimated useful life of each component of the assets and are stated at the acquisition cost less any accumulated amortization and accumulated impairment losses. The estimated useful lives of major intangible assets are as follows:

- Software: 2 to 5 years
- Patents: 8 to 10 years
- Customer related assets: 15 years

The estimated useful lives, residual values and amortization methods are reviewed at each year-end and changed as necessary.

Intangible assets with indefinite useful lives are recognized at acquisition cost less accumulated impairment losses and are not amortized, but instead tested for impairment annually or whenever there is any indication of impairment. Intangible assets are derecognized on disposal or when no future economic benefits are expected from their continued use or disposal. The gain or loss arising from the derecognition of intangible assets is included in profit or loss when the item is derecognized and is included in "Other income" or "Other expenses" in the consolidated statement of income.

### (10) Non-current assets held for sale

Non-current assets (or disposal groups) for which the carrying amount is expected to be recovered through a sale transaction rather than through continuing use are classified as non-current assets (or disposal groups) held for sale when the following conditions are met: it is highly probable that the asset or disposal group will be sold within one year, the assets (or disposal groups) are available for immediate sale in their present condition, and the Group management commits to the sale plan. In such cases, they are not depreciated or amortized and are measured at the lower of their carrying amount and the fair value less costs to sell.

(11) Leases For the year ended March 31, 2019 Leases are classified as finance leases whenever substantially all the risks and rewards incidental to ownership are transferred to lessee. All other leases are classified as operating leases.

Determining whether an arrangement is, or contains, a lease is based on the substance of the arrangement in accordance with IFRIC 4 "Determining whether an Arrangement contains a Lease," even if the arrangement does not take the legal form of a lease.

In finance lease transactions as the lessee, lease assets and lease obligations are initially recognized at the lower of the fair value of the leased property or the present value of the minimum lease payments, each determined at the inception of the lease. Subsequent to the initial recognition, the assets are depreciated based on the applicable accounting policies applied to the assets.

Lease payments are allocated to finance expenses and repayment amounts of lease obligations based on the interest method, and finance expenses are included in the consolidated statement of income.

Lease receivables arising from finance lease transactions as lessor are recognized at the amounts of the net investment in the relevant lease transactions.

In operating lease transactions as lessee, lease payments are recognized as an expense over the lease terms using the straight-line method in the consolidated statement of income. Variable lease payments are recognized as an expense over the period in which they are incurred.

In operating lease transactions as lessor, income from operating leases are recognized in profit or loss using the straight-line method over the lease term, and the initial direct cost incurred within the Group at the conclusion of the operating lease agreement is added to the carrying amount of the lease asset and recognized in profit or loss over the lease term under the same criteria as lease income. Variable lease payments receivables are recognized in profit or loss over the period in which they are incurred.

For the year ended March 31, 2020

#### (As lessee)

At inception of a contract, the Group assesses whether the contract is, or contains, a lease. It is determined that a contract is, or contains, a lease if the contract conveys the right to control the use of an identified asset for a period of time in exchange for consideration.

When a contract is assessed to be, or contain, a lease, a right-of-use asset and a lease liability are recognized at the commencement date. Lease liabilities are measured at the present value of the total accrued lease payments. Right-of-use assets are measured at the initial amount of the lease liability adjusted for any prepaid lease payments and any initial direct costs incurred by the lessee, plus any costs including restoration obligations under the lease contracts.

After initial recognition, right-of-use assets are depreciated on a straight-line basis over the shorter of their useful lives and lease terms.

Lease payments are apportioned between the finance expenses and the reduction of the outstanding liability using the interest method. Finance expenses are recognized in the consolidated statement of income.

For short-term leases with a lease term of 12 months or less and leases for which the underlying asset is of low value, right-of-use assets and lease liabilities are not recognized. Lease payments associated with these leases are recognized as expenses on either a straight-line basis or another systematic basis over the lease term. (As lessor)

The Group classifies each of its leases as either an operating lease or a finance lease. A lease is classified as a finance lease if it transfers substantially all the risks and rewards incidental to ownership of an underlying asset. A lease is classified as an operating lease if it does not transfer substantially all the risks and rewards incidental to ownership of an underlying asset.

In finance leases, at the commencement date, assets held under a finance lease are recognized in the consolidated statement of financial position and presented as a lease receivable at an amount equal to the net investment in the leases.

In operating leases, assets subject to an operating lease are recognized in the consolidated statement of financial position and lease payments are recognized as income on a straight-line basis over the lease term in the consolidated

statement of income.

### (12) Impairment of non-financial assets

At the end of each reporting period, the Group reviews the carrying amount of its non-financial assets, except for inventories and deferred tax assets, and assesses whether there is any indication of impairment regarding each asset or cash-generating unit (or group) to which the asset belongs. Impairment tests are performed if indications of impairment exist. The cash-generating unit (or group) to which an impairment test is performed is the smallest unit (or group) that is identified to generate cash inflows independently of cash inflows from other assets or asset groups. When a reasonable and consistent basis of allocation can be identified, corporate assets are also allocated to individual cash-generating units. Goodwill and intangible assets with indefinite useful lives are allocated to appropriate cash-generating units and tested for impairment at least annually, irrespective of whether there is any indication of impairment or whenever there is an indication of impairment.

The recoverable amount of assets or cash-generating units is the higher of the value in use and the fair value less costs of disposal. In calculating value in use, estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects the current market assessments of the time value of money and the risks specific to the asset. In measuring fair value less costs of disposal, appropriate valuation models evidenced by available fair value indicators are used.

When the carrying amount of the asset or the cash-generating unit exceeds its recoverable amount, the exceeding amount is recognized as impairment losses in "Other expenses" in the consolidated statement of income. The impairment loss recognized in relation to the cash-generating unit (or group) is allocated first to reduce the carrying amount of goodwill allocated to the unit and then to allocate the impairment loss that exceeds the carrying amount of goodwill to the other assets of the unit pro rata on the basis of the carrying amount of each asset in the unit (or group).

An impairment loss is reversed if the indication that an impairment loss previously recognized may no longer exist and the recoverable amount exceeds the carrying amount as a result of an estimation of the recoverable amount. The increased carrying amount by the reversal of an impairment loss does not exceed the carrying amount that would have been determined (net of amortization or depreciation) had no impairment loss been recognized in prior years. The impairment loss for goodwill is not reversed.

#### (13) Borrowing costs

Borrowing costs directly attributable to the acquisition, construction or production of the qualifying assets, which are assets that necessarily take a substantial period of time to get ready for the intended use or sale are added to the costs of those assets, until the assets are substantially ready for their intended use or sale. All other borrowing costs are recognized in profit or loss in the period in which they are incurred.

#### (14) Employee benefits

#### <1> Post-employment benefits

The Company and certain consolidated subsidiaries provide defined benefit plans and defined contribution plans as employees' post-employment benefit plans.

Defined contribution plans are post-employment benefit plans under which the companies pay fixed contributions into separate entities and will have no legal or constructive obligation to pay further contributions. Defined benefit plans are post-employment benefit plans other than defined contribution plans.

The Company and certain consolidated subsidiaries calculate the present value and the service cost of defined benefit obligations mainly using the projected unit credit method.

The discount period is determined based on the period until the expected date of future benefit payment in each reporting period, and the discount rate is determined by reference to market yields on high quality corporate bonds at the fiscal year-end corresponding to the discount period.

Net defined benefit liabilities or assets are the present value of defined benefit obligations less the fair value of plan assets and presented as "Retirement benefit liabilities" or included in "Other non-current assets" in the consolidated

statement of financial position. When there is a funding surplus, net defined benefit asset is recognized up to the ceiling of the present value of economic benefits available in the form of refunds from the plan or reductions in future contributions to the plan.

If it is virtually certain that some or all of the expenditure required to settle defined benefit obligations is expected to be reimbursed by another party, the right of such reimbursement is recognized as an asset and included as part of "insurance reserve funds" in "Other non-current assets" in the consolidated statement of financial position.

The differences arising from the remeasurement of net defined benefit liabilities (assets) are collectively recognized as other comprehensive income in the period in which they occur and are immediately reclassified from other components of equity to retained earnings.

Past service cost, which is the change in the present value of defined benefit obligations resulting from the amendment or curtailment of the plan, is recognized in profit or loss in the period in which it is incurred.

Contributions to the defined contribution plan are recognized as an expense when employees provide related services.

### <2> Short-term employee benefits

Short-term employee benefits are measured on an undiscounted basis and are expensed during the period when the service is rendered.

Accruals are recognized as a liability when the companies have present legal or constructive obligations to pay as a result of past employee service and when reliable estimates of the obligation can be made.

### <3> Other employee benefits

Long-term employee benefit obligations other than retirement benefit obligations are determined by discounting the estimated amount of future benefits obtained as a result of past and current employee service to its present value.

### (15) Share-based payments

The Group has adopted a stock option scheme as an equity-settled share-based payment scheme. The fair value determined at the grant date is expensed over the vesting period in the consolidated statement of income, taking into account the estimated number of stock options that will eventually vest, and the same amount is recognized as an increase in capital in the consolidated statement of financial position. The fair value of the option granted is calculated using the Black-Scholes Model or other methods considering the terms and conditions.

### (16) Provisions

Provisions are recognized when the Group has present legal or constructive obligations as a result of past events, it is probable that outflows of resources embodying economic benefits will be required to settle such obligations and reliable estimates can be made of the amounts. The amount of a provision is measured at the present value of the expenditures expected to be required to settle the obligation, discounting to the present value using a pre-tax discount rate that reflects the effect of the time value of money and risks specific to the obligation. Interest expense associated with the passage of time are recognized as finance expenses.

### <1> Asset retirement obligations

When legal or contractual obligations are imposed in relation to the retirement of property, plant and equipment due to the acquisition, construction, development or normal operation of the property, plant and equipment, the amount calculated by discounting expected future expenditures required for the retirement to the present value is recognized as a liability in the consolidated statement of financial position, and the amount corresponding to the liability is accounted for as part of property, plant and equipment and investment property. Estimated future expenses and the applied discount rate are reviewed annually and added to or subtracted from the respective accounts if adjustments are deemed necessary.

<2> Provision for product warranty

Provision for product warranty is estimated and recognized based on past experience of the occurrence of detective goods and the expected after-sales service costs in the warranty period. The provision of allowance for product warranty is included in "Selling, general and administrative expenses" in the consolidated statement of income.

<3> Other provisions

Other provisions include a provision for environmental measures.

#### (17) Revenue

With the adoption of IFRS 15, the Group recognizes revenue based on the following five-step model.

Step 1: Identify the contract(s) with a customer

Step 2: Identify the performance obligations in the contract

Step 3: Determine the transaction price

- Step 4: Allocate the transaction price to the performance obligations in the contract
- Step 5: Recognize revenue when (or as) the entity satisfies a performance obligation

The Group mainly sells printers, communication/printing equipment (such as multifunctional machines), domestic sewing machines, industrial sewing machines, machine tools, reducers, gears and commercial online karaoke systems, as well as industrial printing equipment. For sales of such products, because the customer obtains control over the products upon delivery, the performance obligation is satisfied, and revenue is therefore recognized, upon delivery of the products. Rendering of Services, such as content distribution services, maintenance and operation, relating to these products may be provided to the customer. Revenue is recognized based on the contractual period because the performance obligations relating to these services are generally satisfied with the passage of time.

Also, revenue is measured at the consideration promised in a contract with a customer, less discounts, rebates, returns and other items.

#### (18) Government grants

Government grants are recognized at fair value until there is reasonable assurance that the Group will comply with the conditions attaching to them and that the grants will be received. Government grant associated with an expense are recognized as revenue in the same accounting period when the expense is incurred. Government grant related to assets are recognized as deferred revenue and transferred to profit or loss on a systematic basis over the useful lives of the related assets.

#### (19) Income taxes

Income taxes represents the sum of the current taxes and deferred taxes. These income taxes are recognized in profit or loss, except for taxes arising from items that are recognized in other comprehensive income or directly in equity and those arising from business combinations.

Current taxes are measured at the amount expected to be paid to or refunded from local taxation authorities. For the calculation of the tax amount, the Group uses the tax rates and tax laws that have been enacted or substantively enacted by the end of the reporting period based on the taxable profit or loss for the Group's operating activity in each country.

Deferred taxes are recognized over the temporary differences between the carrying amounts of assets and liabilities and their tax basis, unused tax losses and unused tax credits at the end of each reporting period. The deferred tax assets or liabilities are not recognized for the following temporary differences:

- temporary differences arising from the initial recognition of goodwill;
- temporary differences arising from the initial recognition of assets or liabilities in transactions that do not affect either accounting profit or taxable profit, except business combination;
- taxable temporary differences arising from investments in subsidiaries and associates and interests in joint

ventures to the extent that the timing of the reversal of the temporary difference is controlled and that it is not probable that the temporary difference will reverse in the foreseeable future; and

- deductible temporary differences arising from investments in subsidiaries and associates and interests in joint ventures to the extent that it is not probable that the temporary difference will reverse in the foreseeable future.

Deferred tax liabilities are generally recognized for all taxable temporary differences. Deferred tax assets for deductible temporary differences are only recognized to the extent that it is probable that taxable profit will be available against which the deductible temporary difference can be utilized.

Deferred tax assets are reviewed at the end of each reporting period and reduced to the extent that it is not probable that there will be sufficient taxable profit against which all or part of the deferred tax assets can be utilized. Unrecognized deferred tax assets are reassessed at the end of each reporting period and recognized only to the extent that it is probable that the deferred tax assets can be recovered by future taxable profits.

Deferred tax assets and liabilities are measured at the tax rates that are expected to be applied to the year when the assets are realized or the liabilities are settled, based on tax rates and tax laws that have been enacted or substantively enacted by the end of the reporting period.

Deferred tax assets and liabilities are offset when there is a legally enforceable right to set off current tax assets against current tax liabilities and income taxes are levied by the same taxation authority on the same taxable entity.

The Group recognizes an asset or liability for the effect of uncertainty in income taxes measured at the reasonable estimate for uncertain tax positions when it is probable, based on the Group's interpretation of tax laws in which the tax positions will be sustained.

### (20) Earnings per share

Basic earnings per share is calculated by dividing profit or loss attributable to ordinary shareholders of the parent company by the weighted-average number of ordinary shares outstanding during the year, adjusted by the number of treasury stock. Diluted earnings per share is calculated by adjusting the effects of all dilutive potential ordinary shares.

### (21) Equity

### (Common stock)

The amount of common stock issued by the Company is recognized as "Capital stock" and "Capital surplus" in the consolidated statement of financial position. Direct costs related to the issuance of common stock and stock options are deducted from "Capital surplus."

### (Treasury stock)

Treasury stock is measured at cost and deducted from equity. No gain or loss is recognized on the purchase, sale or cancellation of treasury stock. Any difference between the carrying amount and the consideration on sale is recognized as capital surplus.

### (22) Dividends

Dividends to the shareholders of the Company are recognized as liabilities in the period in which the Board of Directors' meeting approves the distribution.

### (23) Fair value measurements

Certain assets and liabilities are measured at fair value. The fair values of these assets and liabilities have been determined using valuation methodologies such as the market approach, the income approach and the cost approach.

There are three levels of inputs that may be used to measure fair value.

- Level 1 quoted prices in active markets for identical assets or liabilities
- Level 2 inputs other than quoted prices within Level 1 that are observable for the asset or liability, either directly or indirectly

### Level 3 - unobservable inputs for the asset or liability

The fair value of financial instruments categorized as Level 3 is measured in accordance with the Group's accounting policies. In measuring the fair value, the valuation methodologies and inputs which reflect the nature, characteristics and risks of each financial instrument most appropriately are used. The results of the fair value measurement of financial instruments at the end of each reporting period are reviewed and approved by management.

### 4. Significant Accounting Estimates and Judgments involving estimations

In preparing the consolidated financial statements in accordance with IFRS, management is required to make judgments, estimates and assumptions that have an effect on the application of accounting policies as well as the reported amounts of assets, liabilities, revenues and expenses. Actual operating results may differ from these estimates.

The estimates and the underlying assumptions are continuously reviewed. The effects of revisions to the

accounting estimates are recognized in the period in which such estimates are revised as well as in the future periods. Significant estimates and assumptions that have material effects on the consolidated financial statements of the Group are as follows:

- Scope of consolidation: Note 3 "Significant Accounting Policies" (1) Basis of consolidation
- Revenue recognition and measurement: Note 3 "Significant Accounting Policies" (17) Revenue
- Collectability of trade and other receivables: Note 3 "Significant Accounting Policies" (4) Financial instruments, Note 9 "Trade and Other Receivables" and Note 41 "Financial Instruments"
- Valuation of inventories: Note 3 "Significant Accounting Policies" (6) Inventories and Note 11 "Inventories"
- Estimates of useful lives and residual values of non-current assets: Note 3 "Significant Accounting Policies"
   (7) Property, plant and equipment to (11) Leases, Note 14 "Property, Plant and Equipment," Note 15 "Investment Property," Note 16 "Goodwill and Intangible Assets" and Note 22 "Leases"
- Lease terms of right-of-use assets: Note 3 "Significant Accounting Policies" (11) Leases and Note 22 "Leases"
- Impairment losses of property, plant and equipment, right-of-use assets, intangible assets, including goodwill, and investment property: Note 3 "Significant Accounting Policies" (12) Impairment of non-financial assets and Note 17 "Impairment of Non-Financial Assets"
- Fair value of financial instruments: Note 3 "Significant Accounting Policies" (4) Financial instruments and (23) Fair value measurements and Note 41 "Financial Instruments"
- Recoverability of deferred tax assets: Note 3 "Significant Accounting Policies" (19) Income taxes and Note 20 "Income Taxes"
- Recognition and measurement of provisions: Note 3 "Significant Accounting Policies" (16) Provisions and Note 26 "Provisions"
- Measurement of defined benefit obligation: Note 3 "Significant Accounting Policies" (14) Employee benefits and Note 25 "Employee Benefits"

Regarding the impact of COVID-19, it is impossible to predict how it will spread and when it will end. GDP growth rates are expected to be negative worldwide due to the pandemic. There is growing uncertainty over the Group's future business activities.

The Group has made estimates and judgements involving estimations that the current situation will affect its consolidated financial performance for the year ending March 31, 2021 and the situation will be serious, especially, in the first half of the year. The Group's consolidated financial statements for the year ending March 31, 2021 and onwards (particularly, impairment losses of property, plant and equipment, right-of-use assets, intangible assets, including goodwill, and investment property) may be significantly affected depending on the actual outcome.

### 5. New Standards Not Yet Adopted

Of the standards and interpretations newly established or revised by the date of approval of the consolidated financial statements, those not applied by the Group would not significantly affect the consolidated financial statements.

### 6. Segment Information

### (1) Outline of reportable segments

Reportable segments of the Group are the components of the Group for which discrete financial information is available and are evaluated regularly by the Board of Directors in deciding how to allocate management resources and in assessing performance.

The Group's reportable segments are consistent with its businesses. The Group formulates comprehensive strategies for its products and services in Japan and overseas to develop business activities in six segments: "Printing & Solutions", "Personal & Home", "Machinery", "Network & Contents", "Domino", and "Others".

"Printing & Solutions" consists of sale and production of communications and printing equipment such as printers and All-in-Ones, and of sale and production of electronic stationery products. "Personal & Home" consists of sale and production of home sewing machines. "Machinery" consists of sale and production of industrial sewing machines, garment printers, machine tools, reducers and gears. "Network & Contents" consists of sale and production of online karaoke systems, and of content distribution services. "Domino" consists of sale and production of industrial printing equipment.

Reportable segment profit or loss is measured on the basis of operating profit in the consolidated statement of income. Business segment profit or loss is calculated by subtracting the cost of sales and selling, general and administrative expenses from Revenue for each reportable segment.

(2) Segment revenue and results

The Group's revenue and results by reportable segment are as follows. Intersegment revenues are based on prevailing market prices.

(Millions of yen)

|  |                         |                    | Reportab  | le segment            |         |                    | <b>T</b> 1 | Reconciliations |              |
|--|-------------------------|--------------------|-----------|-----------------------|---------|--------------------|------------|-----------------|--------------|
|  | Printing &<br>Solutions | Personal &<br>Home | Machinery | Network &<br>Contents | Domino  | Others<br>(Note 1) | Total      | (Note 2)        | Consolidated |
| Revenue  |                         |                    |           |                       |         |                    |            |                 |              |
| Customers  | 403,036                 | 45,445             | 104,130   | 47,926                | 71,234  | 12,198             | 683,972    | _               | 683,972      |
| Intersegment   | -                       | _                  | _         | _                     | _       | 12,503             | 12,503     | (12,503)        | —            |
| Total  | 403,036                 | 45,445             | 104,130   | 47,926                | 71,234  | 24,701             | 696,476    | (12,503)        | 683,972      |
| Segment profit   | 52,181                  | 4,037              | 9,753     | 1,778                 | 3,948   | 436                | 72,135     | (161)           | 71,973       |
| Other income<br>and expenses   | 721                     | (9)                | 157       | (184)                 | (1,083) | 349                | (48)       | _               | (48)         |
| Operating profit   | 52,903                  | 4,028              | 9,910     | 1,593                 | 2,864   | 786                | 72,086     | (161)           | 71,925       |
| Finance income<br>and expenses<br>Share of<br>profit/(loss) of<br>investments<br>accounted for |                         |                    |           |                       |         |                    |            |                 | 239<br>109   |
| using the<br>equity method   |                         |                    |           |                       |         |                    |            |                 |              |
| Profit before income taxes   |                         |                    |           |                       |         |                    |            |                 | 72,274       |

### Other items

|                                    | Reportable segment      |                    |           |                       |        |                    | Total  | Reconciliations | Consolidated |
|------------------------------------|-------------------------|--------------------|-----------|-----------------------|--------|--------------------|--------|-----------------|--------------|
|                                    | Printing &<br>Solutions | Personal &<br>Home | Machinery | Network &<br>Contents | Domino | Others<br>(Note 1) | Total  | (Note 4)        | Consolitated |
| Depreciation                       | 16,871                  | 1,119              | 4,026     | 5,718                 | 4,766  | 1,170              | 33,674 | _               | 33,674       |
| Impairment<br>losses               | _                       | _                  | 22        | 145                   | 21     | _                  | 188    | _               | 188          |
| Capital<br>expenditure<br>(Note 3) | 9,563                   | 949                | 3,992     | 5,205                 | 3,053  | 504                | 23,269 | 3,761           | 27,030       |

(Note)

1) "Others" consists of real estate and other areas of business.

2) Reconciliation amount of ¥(161) million for segment profit (operating profit) is for the elimination of intersegment transactions.

3) Capital expenditure represents increases in property, plant and equipment, intangible assets, and investment property.

4) Reconciliation amount of \$3,761 million for capital expenditure is mainly for corporate assets which are not allocated to reportable segments.

(Millions of yen)

|   |                         |                    | Reportab  | le segment            |        |                    | T 4 1   | Reconciliations |              |
|---|-------------------------|--------------------|-----------|-----------------------|--------|--------------------|---------|-----------------|--------------|
|   | Printing &<br>Solutions | Personal &<br>Home | Machinery | Network &<br>Contents | Domino | Others<br>(Note 1) | Total   | (Note 2)        | Consolidated |
| Revenue   |                         |                    |           |                       |        |                    |         |                 |              |
| Customers   | 390,687                 | 40,864             | 74,814    | 49,108                | 67,537 | 14,247             | 637,259 | -               | 637,259      |
| Intersegment  | _                       | _                  | _         | —                     | 656    | 11,223             | 11,880  | (11,880)        | —            |
| Total   | 390,687                 | 40,864             | 74,814    | 49,108                | 68,193 | 25,471             | 649,139 | (11,880)        | 637,259      |
| Segment profit  | 57,105                  | 3,129              | 694       | 2,087                 | 3,786  | 397                | 67,199  | (257)           | 66,942       |
| Other income<br>and expenses  | (24)                    | 45                 | (81)      | (222)                 | 131    | 539                | 387     | _               | 387          |
| Operating profit  | 57,080                  | 3,174              | 612       | 1,864                 | 3,918  | 936                | 67,587  | (257)           | 67,329       |
| Finance income<br>and expenses<br>Share of<br>profit/(loss) of<br>investments |                         |                    |           |                       |        |                    |         |                 | (411)        |
| accounted for<br>using the<br>equity method                                   |                         |                    |           |                       |        |                    |         |                 | 128          |
| Profit before income taxes  |                         |                    |           |                       |        |                    |         |                 | 67,046       |

### Other items

|                                    | Reportable segment      |                    |           |                       |        |                    |        | Reconciliations | Consolidated |
|------------------------------------|-------------------------|--------------------|-----------|-----------------------|--------|--------------------|--------|-----------------|--------------|
|                                    | Printing &<br>Solutions | Personal &<br>Home | Machinery | Network &<br>Contents | Domino | Others<br>(Note 1) | Total  | (Note 4)        | Consolidated |
| Depreciation                       | 17,805                  | 1,190              | 4,422     | 9,839                 | 5,604  | 1,785              | 40,197 | _               | 40,197       |
| Impairment<br>losses               | 162                     | _                  | _         | 264                   | _      | 2                  | 429    | _               | 429          |
| Capital<br>expenditure<br>(Note 3) | 11,963                  | 621                | 2,734     | 9,203                 | 2,380  | 1,247              | 28,151 | 4,357           | 32,508       |

(Note)

1) "Others" consists of real estate and other areas of business.

2) Reconciliation amount of ¥(257) million for segment profit (operating profit) is for the elimination of

intersegment transactions.

3) Capital expenditure represents increases in property, plant and equipment, right-of-use assets, intangible assets, and investment property.

4) Reconciliation amount of  $\frac{1}{4}$ ,357 million for capital expenditure is mainly for corporate assets which are not allocated to reportable segments.

(Thousands of U.S. dollars)

|  |                         |                    | Reportabl | e segment             |         |                    | T-4-1     | Reconciliations | Concellidated    |
|--|-------------------------|--------------------|-----------|-----------------------|---------|--------------------|-----------|-----------------|------------------|
|  | Printing &<br>Solutions | Personal &<br>Home | Machinery | Network &<br>Contents | Domino  | Others<br>(Note 1) | Total     | (Note 2)        | Consolidated     |
| Revenue  |                         |                    |           |                       |         |                    |           |                 |                  |
| Customers  | 3,584,284               | 374,899            | 686,367   | 450,532               | 619,606 | 130,706            | 5,846,413 | -               | 5,846,413        |
| Intersegment   | _                       | _                  | _         | _                     | 6,018   | 102,963            | 108,991   | (108,991)       | —                |
| Total  | 3,584,284               | 374,899            | 686,367   | 450,532               | 625,624 | 233,679            | 5,955,404 | (108,991)       | 5,846,413        |
| Segment profit   | 523,899                 | 28,706             | 6,367     | 19,147                | 34,734  | 3,642              | 616,505   | (2,358)         | 614,147          |
| Other income<br>and expenses   | (220)                   | 413                | (743)     | (2,037)               | 1,202   | 4,945              | 3,550     | _               | 3,550            |
| Operating profit   | 523,670                 | 29,119             | 5,615     | 17,101                | 35,945  | 8,587              | 620,064   | (2,358)         | 617,697          |
| Finance income<br>and expenses<br>Share of<br>profit/(loss) of<br>investments<br>accounted for |                         |                    |           |                       |         |                    |           |                 | (3,771)<br>1,174 |
| using the<br>equity method<br>Profit before  |                         |                    |           |                       |         |                    |           |                 |                  |
| income taxes   |                         |                    |           |                       |         |                    |           |                 | 615,101          |

Other items

|                                    | Reportable segment      |                    |           |                       |        |                    |         | Reconciliations | Consolidated |
|------------------------------------|-------------------------|--------------------|-----------|-----------------------|--------|--------------------|---------|-----------------|--------------|
|                                    | Printing &<br>Solutions | Personal &<br>Home | Machinery | Network &<br>Contents | Domino | Others<br>(Note 1) | Total   | (Note 4)        | Consolidated |
| Depreciation                       | 163,349                 | 10,917             | 40,569    | 86,138                | 51,413 | 16,376             | 368,780 | _               | 368,780      |
| Impairment<br>losses               | 1,486                   | _                  | _         | 2,422                 | _      | 18                 | 3,936   | _               | 3,936        |
| Capital<br>expenditure<br>(Note 3) | 109,752                 | 5,697              | 25,083    | 84,431                | 21,835 | 11,440             | 258,266 | 39,972          | 298,239      |

(Note)

1) "Others" consists of real estate and other areas of business.

2) Reconciliation amount of \$(2,358) thousand for segment profit (operating profit) is for the elimination of

intersegment transactions.

3) Capital expenditure represents increases in property, plant and equipment, right-of-use assets, intangible assets, and investment property.

4) Reconciliation amount of \$39,972 thousand for capital expenditure is mainly for corporate assets which are not allocated to reportable segments.

### (3) Information about products and services

Revenue from customers by product and service is as follows:

| Revenue from customers by product and service is as follows: |                 |                   |                             |  |  |  |  |  |  |  |
|--|-----------------|-------------------|-----------------------------|--|--|--|--|--|--|--|
|  |                 | (Millions of yen) | (Thousands of U.S. dollars) |  |  |  |  |  |  |  |
|  | FY2018          | FY2019            | FY2019                      |  |  |  |  |  |  |  |
|  | (Year ended     | (Year ended       | (Year ended                 |  |  |  |  |  |  |  |
|  | March 31, 2019) | March 31, 2020)   | March 31, 2020)             |  |  |  |  |  |  |  |
| Printing & Solutions   |                 |                   |                             |  |  |  |  |  |  |  |
| Communications and printing equipment                        | 353,120         | 341,698           | 3,134,844                   |  |  |  |  |  |  |  |
| Electronic stationery  | 49,916          | 48,988            | 449,431                     |  |  |  |  |  |  |  |
| Printing & Solutions total                                   | 403,036         | 390,687           | 3,584,284                   |  |  |  |  |  |  |  |
| Personal & Home  | 45,445          | 40,864            | 374,899                     |  |  |  |  |  |  |  |
| Machinery  |                 |                   |                             |  |  |  |  |  |  |  |
| Industrial sewing machines                                   | 32,626          | 27,648            | 253,651                     |  |  |  |  |  |  |  |
| Machine tools  | 51,768          | 29,823            | 273,606                     |  |  |  |  |  |  |  |
| Industrial parts   | 19,735          | 17,342            | 159,101                     |  |  |  |  |  |  |  |
| Machinery total  | 104,130         | 74,814            | 686,367                     |  |  |  |  |  |  |  |
| Network & Contents   | 47,926          | 49,108            | 450,532                     |  |  |  |  |  |  |  |
| Domino   | 71,234          | 67,537            | 619,606                     |  |  |  |  |  |  |  |
| Others   | 12,198          | 14,247            | 130,706                     |  |  |  |  |  |  |  |
| Total  | 683,972         | 637,259           | 5,846,413                   |  |  |  |  |  |  |  |

(4) Information about geographical areas

Revenue and non-current assets by geographical area are as follows.

Revenue from customers

|        |  | (Millions of yen)                        | (Thousands of U.S.<br>dollars)           |
|--------|--|--|--|
|        | FY2018<br>(Year ended<br>March 31, 2019) | FY2019<br>(Year ended<br>March 31, 2020) | FY2019<br>(Year ended<br>March 31, 2020) |
| Japan  | 124,421                                  | 122,494                                  | 1,123,798                                |
| U.S.A. | 162,657                                  | 158,490                                  | 1,454,037                                |
| China  | 76,013                                   | 56,783                                   | 520,945                                  |
| Others | 320,880                                  | 299,491                                  | 2,747,624                                |
| Total  | 683,972                                  | 637,259                                  | 5,846,413                                |

(Note) Revenue is classified into countries and regions based on the location of customers.

Non-current assets

| Non-current assets    | FY2018<br>(As of March 31,<br>2019) | (Millions of yen)<br>FY2019<br>(As of March 31,<br>2020) | (Thousands of<br>U.S. dollars)<br>FY2019<br>(As of March 31,<br>2020) |
|-----------------------|-------------------------------------|--|---|
| Japan                 | 83,534                              | 93,395   | 856,835   |
| Overseas              |                                     |  |   |
| The Americas          |                                     |  |   |
| U.S.A.                | 7,563                               | 10,874   | 99,761  |
| Others                | 1,443                               | 1,536  | 14,092  |
| The Americas total    | 9,007                               | 12,410   | 113,853   |
| Europe                |                                     |  |   |
| U.K.                  | 136,157                             | 124,390  | 1,141,193   |
| Others                | 5,212                               | 7,486  | 68,679  |
| Europe total          | 141,370                             | 131,876  | 1,209,872   |
| Asia and others       |                                     |  |   |
| China                 | 11,827                              | 12,790   | 117,339   |
| Vietnam               | 12,418                              | 10,938   | 100,349   |
| Philippines           | 11,380                              | 11,076   | 101,615   |
| Others                | 2,054                               | 3,330  | 30,550  |
| Asia and others total | 37,681                              | 38,136   | 349,872   |
| Overseas total        | 188,059                             | 182,423  | 1,673,606   |
| Total                 | 271,594                             | 275,819  | 2,530,450   |

(Note) Non-current assets are presented based on the physical location of assets. Financial instruments, deferred tax assets and retirement benefit assets are not included.

### (5) Information about major customers

The description is omitted because there is no external customer whose revenue exceeds 10% or more of the Group's revenue.

### (Adoption of IFRS 16 "Leases")

The Group has adopted IFRS 16 from the year ended March 31, 2020, as stated in "Changes in accounting policies." In accordance with the transition requirements, the cumulative effect of initially applying this standard is recognized as an adjustment to the opening balance of "Retained earnings" for the year ended March 31, 2020, and segment information for the year ended March 31, 2019 is not restated.

### 7. Business Combinations

FY2018 (Year ended March 31, 2019) Not applicable.

FY2019 (Year ended March 31, 2020)

Disclosure is omitted due to the immateriality.

### 8. Cash and Cash Equivalents

The breakdown of cash and cash equivalents is as follows:

|                           | 1                          | (Millions of yen)          | (Thousands of U.S. dollars) |
|---------------------------|----------------------------|----------------------------|-----------------------------|
|                           | FY2018<br>(As of March 31, | FY2019<br>(As of March 31, | FY2019<br>(As of March 31,  |
|                           | 2019)                      | 2020)                      | 2020)                       |
| Cash and cash equivalents |                            |                            |                             |
| Cash and deposits         | 131,152                    | 168,422                    | 1,545,156                   |
| Total                     | 131,152                    | 168,422                    | 1,545,156                   |

The balance of "Cash and cash equivalents" in the consolidated statement of financial position as of March 31, 2019 and March 31, 2020, respectively, reconciles the balance of "Cash and cash equivalents" stated in the consolidated statement of cash flows.

### 9. Trade and Other Receivables

The breakdown of trade and other receivables is as follows:

|                                 |                                     | (Millions of yen)                   | (Thousands of U.S. dollars)         |
|---------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|
|                                 | FY2018<br>(As of March 31,<br>2019) | FY2019<br>(As of March 31,<br>2020) | FY2019<br>(As of March 31,<br>2020) |
| Notes receivable                | 7,862                               | 6,575                               | 60,321                              |
| Accounts receivable             | 94,376                              | 89,282                              | 819,101                             |
| Other                           | 1,356                               | 1,197                               | 10,982                              |
| Allowance for doubtful accounts | (2,097)                             | (1,988)                             | (18,239)                            |
| Total                           | 101,498                             | 95,067                              | 872,174                             |

The receivables expected to be collected more than one year after March 31, 2019 and March 31, 2020 are ¥810 million and ¥1,410 million (\$12,936 thousand), respectively.

# 10. Other Financial Assets

The breakdown of other financial assets is as follows:

|   |                                     | (Millions of yen)                   | (Thousands of U.S. dollars)         |
|---|-------------------------------------|-------------------------------------|-------------------------------------|
|   | FY2018<br>(As of March 31,<br>2019) | FY2019<br>(As of March 31,<br>2020) | FY2019<br>(As of March 31,<br>2020) |
| Current assets  |                                     |                                     |                                     |
| Financial assets<br>measured at amortized<br>cost                       | 7,196                               | 10,223                              | 93,789                              |
| Financial assets measured at FVTPL                                      |                                     |                                     |                                     |
| Derivatives   | 774                                 | 1,053                               | 9,661                               |
| Items other than derivatives  | 0                                   | 0                                   | 0                                   |
| Allowance for doubtful accounts   | (0)                                 | (0)                                 | (0)                                 |
| Total   | 7,970                               | 11,277                              | 103,459                             |
| Non-current assets<br>Financial assets<br>measured at amortized<br>cost | 13,535                              | 11,799                              | 108,248                             |
| Financial assets measured at FVTPL                                      |                                     |                                     |                                     |
| Items other than derivatives  | 3,125                               | 3,011                               | 27,624                              |
| Financial assets measured at FVTOCI                                     |                                     |                                     |                                     |
| Equity instruments  | 16,276                              | 13,118                              | 120,349                             |
| Allowance for doubtful accounts   | (137)                               | (58)                                | (532)                               |
| Total   | 32,799                              | 27,871                              | 255,697                             |

Refer to Note 41 "Financial Instruments" for the names and fair values of major securities held as financial assets measured at fair value through other comprehensive income.

### 11. Inventories

The breakdown of inventories is as follows:

|                                |                                     | (Millions of yen)                   | (Thousands of U.S. dollars)         |
|--------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|
|                                | FY2018<br>(As of March 31,<br>2019) | FY2019<br>(As of March 31,<br>2020) | FY2019<br>(As of March 31,<br>2020) |
| Merchandise and finished goods | 84,615                              | 74,646                              | 684,826                             |
| Work in process                | 10,413                              | 10,800                              | 99,083                              |
| Raw materials and supplies     | 33,488                              | 32,411                              | 297,349                             |
| Total                          | 128,517                             | 117,858                             | 1,081,266                           |

The amounts of the inventories recognized in cost of sales for the years ended March 31, 2019 and 2020 are ¥388,402 million and ¥351,255 million (\$3,222,523 thousand), respectively.

Also, the amounts of the write-down of inventories recognized as cost of sales are as follows:

|            |                 |                   | (Thousands of   |
|------------|-----------------|-------------------|-----------------|
|            |                 | (Millions of yen) | U.S. dollars)   |
|            | FY2018          | FY2019            | FY2019          |
|            | (Year ended     | (Year ended       | (Year ended     |
|            | March 31, 2019) | March 31, 2020)   | March 31, 2020) |
| Write-down | 4,490           | 4,559             | 41,826          |

# 12. Other Assets

The breakdown of other assets is as follows:

|                              | FY2018                 | (Millions of yen)<br>FY2019 | (Thousands of<br>U.S. dollars)<br>FY2019 |
|------------------------------|------------------------|-----------------------------|--|
|                              | (As of March 31, 2019) | (As of March 31, 2020)      | (As of March 31, 2020)                   |
| Other current assets         |                        |                             |  |
| Prepaid expenses             | 6,282                  | 6,458                       | 59,248                                   |
| Advance payments             | 823                    | 866                         | 7,945                                    |
| Consumption taxes receivable | 5,245                  | 5,176                       | 47,486                                   |
| Income taxes receivable      | 180                    | 207                         | 1,899                                    |
| Other                        | 3,101                  | 2,845                       | 26,101                                   |
| Total                        | 15,633                 | 15,554                      | 142,697                                  |
| Other non-current assets     |                        |                             |  |
| Long-term prepaid expenses   | 2,586                  | 2,958                       | 27,138                                   |
| Retirement benefit assets    | 348                    | 281                         | 2,578                                    |
| Insurance funds              | 2,565                  | 2,591                       | 23,771                                   |
| Other                        | 765                    | 398                         | 3,651                                    |
| Total                        | 6,265                  | 6,229                       | 57,147                                   |

# 13. Non-current Assets or Disposal Groups classified as Held for Sale

The breakdown of non-current assets or disposal groups that are classified as held for sale is as follows: (Thousands of

|                                  |                                     |                                     | (Thousands of                       |
|----------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|
|                                  |                                     | (Millions of yen)                   | U.S. dollars)                       |
|                                  | FY2018<br>(As of March 31,<br>2019) | FY2019<br>(As of March 31,<br>2020) | FY2019<br>(As of March 31,<br>2020) |
| Non-current assets held for sale |                                     |                                     |                                     |
| Property, plant and equipment    | 157                                 | 601                                 | 5,514                               |
| Total                            | 157                                 | 601                                 | 5,514                               |

Non-current assets held for sale as of March 31, 2020 are mainly related to property, plant and equipment of the Company and Brother International GmbH that meet the criteria for assets classified as held for sale. The sale will be completed during the year ending March 31, 2021.

# 14. Property, Plant and Equipment

## (1) Movement

The movement of the carrying amount of property, plant and equipment is as follows:

|   |        |                                |   |                                     | (Mil                        | lions of yen) |
|---|--------|--------------------------------|---|-------------------------------------|-----------------------------|---------------|
| Cost  | Land   | Buildings<br>and<br>structures | Machinery,<br>equipment<br>and vehicles | Tools,<br>furniture and<br>fixtures | Construction<br>in progress | Total         |
| Balance as of April 1,<br>2018                                    | 15,466 | 119,094                        | 85,419                                  | 129,800                             | 1,962                       | 351,743       |
| Acquisitions  | —      | 3,185                          | 3,928                                   | 8,909                               | 3,147                       | 19,170        |
| Sales or disposals  | _      | (2,755)                        | (2,687)                                 | (8,927)                             | (76)                        | (14,447)      |
| Foreign exchange<br>differences                                   | (21)   | 662                            | 280                                     | (403)                               | (55)                        | 463           |
| Other   | 24     | 2,028                          | 2,352                                   | 365                                 | (4,504)                     | 267           |
| Balance as of March 31, 2019                                      | 15,470 | 122,216                        | 89,293                                  | 129,744                             | 472                         | 357,197       |
| Effect of adoption of the<br>new accounting<br>standards (Note 2) |        | (6,511)                        | (21)                                    | (3,164)                             | _                           | (9,696)       |
| Balance at the beginning<br>of the year, reflecting the<br>effect | 15,470 | 115,705                        | 89,272                                  | 126,580                             | 472                         | 347,500       |
| Acquisitions  |        | 2,065                          | 3,351                                   | 8,354                               | 3,135                       | 16,907        |
| Acquisitions through<br>business combinations                     | _      | 28                             | 31                                      | 3                                   | _                           | 63            |
| Sales or disposals  | (113)  | (438)                          | (3,229)                                 | (8,014)                             | (60)                        | (11,855)      |
| Foreign exchange<br>differences                                   | (329)  | (1,772)                        | (1,665)                                 | (1,669)                             | (13)                        | (5,451)       |
| Other   | (508)  | (2,103)                        | 880                                     | 198                                 | (2,185)                     | (3,718)       |
| Balance as of March 31,<br>2020                                   | 14,518 | 113,485                        | 88,641                                  | 125,453                             | 1,348                       | 343,447       |

(Note)

Transfers from construction in progress to each item are included in "Other."
 The effect is due to the adoption of IFRS 16 "Leases."

(Thousands of U.S. dollars) Buildings Machinery, Tools, Construction furniture and Cost Land and equipment Total in progress and vehicles fixtures structures Balance as of March 31, 141,927 1,121,248 819,018 1,190,312 4.330 3,277,037 2019 Effect of adoption of the new accounting (59,734)(193) (29,028)(88,954)standards (Note 2) Balance at the beginning of the year, reflecting the 141,927 1,061,514 819.009 1,161,284 4.330 3,188,073 effect 18,945 Acquisitions 30,743 76,642 28,761 155,110 Acquisitions through 257 284 28 578 business combinations Sales or disposals (4,018)(29,624)(73, 523)(108,761)(1,037)(550)Foreign exchange (3,018)(50,009)(16, 257)(15, 275)(15,312)(119)Differences Other (20,046)(4,661)(19, 294)8,073 1,817 (34, 110)Balance as of March 31, 133,193 1,041,147 813,220 1,150,945 12,367 3,150,890 2020

(Note)

1) Transfers from construction in progress to each item are included in "Other."

2) The effect is due to the adoption of IFRS 16 "Leases."

(Millions of yen) Accumulated depreciation **Buildings** Machinery, Tools. Construction and accumulated Land equipment furniture and Total and in progress impairment losses structures and vehicles fixtures Balance as of April 1, (837)(61,500)(63, 233)(105.847)(231, 422)(3)2018 Depreciation (4,803)(5,886)(12, 169)\_ (22, 859)\_ Impairment losses (120)(41)(21)(183)8,519 13,382 Sales or disposals 2,452 2,410 Foreign exchange (163)(193)329 0 (26)differences Other (90)2 3 (90)(6)Balance as of March 31. (837)(64, 225)(66.940)(109, 196)(241, 199)2019 Effect of adoption of the new accounting 4,066 14 1,978 6,059 standards (Note 2) Balance at the beginning of the year, reflecting the (837)(60, 158)(66, 926)(107, 217)(235, 140)effect Depreciation (4,541)(5, 428)(10, 205)(20, 176)\_\_\_\_ \_ Impairment losses (183)(9) (205)(12)Sales or disposals 296 2,896 7,581 10.774 Foreign exchange 809 1,123 1,369 3,302 differences Other 2,176 (0)25 2,201 Balance as of March 31, (837)(61,600)(68, 348)(108, 456)(239, 242)2020

(Note)

1) Depreciation of property, plant and equipment is included in "Cost of sales" and "Selling, general and administrative expenses" in the consolidated statement of income.

2) The effect is due to the adoption of IFRS 16 "Leases."

| (Thousands | of U.S. | dollars) |
|------------|---------|----------|
|------------|---------|----------|

| Accumulated depreciation<br>and accumulated<br>impairment losses  | Land    | Buildings<br>and<br>structures | Machinery,<br>equipment<br>and vehicles | Tools,<br>furniture and<br>fixtures | Construction<br>in progress | Total       |
|---|---------|--------------------------------|---|-------------------------------------|-----------------------------|-------------|
| Balance as of March 31, 2019                                      | (7,679) | (589,220)                      | (614,128)                               | (1,001,798)                         | _                           | (2,212,835) |
| Effect of adoption of the<br>new accounting<br>standards (Note 2) | _       | 37,303                         | 128                                     | 18,147                              | _                           | 55,587      |
| Balance at the beginning<br>of the year, reflecting the<br>effect | (7,679) | (551,908)                      | (614,000)                               | (983,642)                           | _                           | (2,157,248) |
| Depreciation  | —       | (41,661)                       | (49,798)                                | (93,624)                            | —                           | (185,101)   |
| Impairment losses   | —       | (1,679)                        | (110)                                   | (83)                                | —                           | (1,881)     |
| Sales or disposals  | _       | 2,716                          | 26,569                                  | 69,550                              | —                           | 98,844      |
| Foreign exchange<br>differences                                   | _       | 7,422                          | 10,303                                  | 12,560                              | _                           | 30,294      |
| Other   | —       | 19,963                         | (0)                                     | 229                                 | —                           | 20,193      |
| Balance as of March 31, 2020                                      | (7,679) | (565,138)                      | (627,046)                               | (995,009)                           | —                           | (2,194,881) |
| (Note)  |         |                                |   |                                     |                             |             |

1) Depreciation of property, plant and equipment is included in "Cost of sales" and "Selling, general and administrative expenses" in the consolidated statement of income.

2) The effect is due to the adoption of IFRS 16 "Leases."

|                              |        |                                |   |               | (M                          | illions of yen) |
|------------------------------|--------|--------------------------------|---|---------------|-----------------------------|-----------------|
| Carrying amount              | Land   | Buildings<br>and<br>structures | Machinery,<br>equipment<br>and vehicles | furniture and | Construction<br>in progress | Total           |
| Balance as of April 1, 2018  | 14,629 | 57,594                         | 22,185                                  | 23,952        | 1,958                       | 120,320         |
| Balance as of March 31, 2019 | 14,632 | 57,991                         | 22,352                                  | 20,548        | 472                         | 115,997         |
| Balance as of March 31, 2020 | 13,681 | 51,884                         | 20,293                                  | 16,996        | 1,348                       | 104,204         |

(Thousands of U.S. dollars)

| Carrying amount              | Land    | Buildings<br>and<br>structures | Machinery,<br>equipment<br>and vehicles | furniture and | Construction<br>in progress | Total     |
|------------------------------|---------|--------------------------------|---|---------------|-----------------------------|-----------|
| Balance as of March 31, 2019 | 134,239 | 532,028                        | 205,064                                 | 188,514       | 4,330                       | 1,064,193 |
| Balance as of March 31, 2020 | 125,514 | 476,000                        | 186,174                                 | 155,927       | 12,367                      | 956,000   |

# (2) Lease assets

The carrying amount of capitalized finance leases included in property, plant and equipment is as follows:

|                              | Buildings  | Machinery,   | Tools,        |       |
|------------------------------|------------|--------------|---------------|-------|
| Carrying amount              | and        | equipment    | furniture and | Total |
|                              | structures | and vehicles | fixtures      |       |
| Balance as of April 1, 2018  | 2,378      | 11           | 1,674         | 4,064 |
| Balance as of March 31, 2019 | 2,444      | 7            | 1,185         | 3,637 |

(Millions of yen)

# **15. Investment Property**

## (1) Movement

The movement of the carrying amount of investment property and the fair value are as follows:

|   |  | (Millions of yen)                        | (Thousands of U.S. dollars)              |
|---|--|--|--|
| Cost  | FY2018<br>(Year ended<br>March 31, 2019) | FY2019<br>(Year ended<br>March 31, 2020) | FY2019<br>(Year ended<br>March 31, 2020) |
| Balance at the beginning of the year                        | 11,254                                   | 10,928                                   | 100,257                                  |
| Effect of adoption of the new accounting standards (Note)   | _  | 2,164                                    | 19,853                                   |
| Balance at the beginning of the year, reflecting the effect | 11,254                                   | 13,093                                   | 120,119                                  |
| Acquisitions  | 64                                       | 21                                       | 193                                      |
| Sales or disposals  | (25)                                     | (15)                                     | (138)                                    |
| Reclassifications   | (350)                                    | 390                                      | 3,578                                    |
| Foreign exchange differences                                | (15)                                     | (3)                                      | (28)                                     |
| Balance at the end of the year                              | 10,928                                   | 13,486                                   | 123,725                                  |

(Note) The effect is due to the adoption of IFRS 16 "Leases."

|  |  | (Millions of yen)                        | (Thousands of U.S. dollars)              |
|--|--|--|--|
| Accumulated depreciation<br>and accumulated impairment<br>losses | FY2018<br>(Year ended<br>March 31, 2019) | FY2019<br>(Year ended<br>March 31, 2020) | FY2019<br>(Year ended<br>March 31, 2020) |
| Balance at the beginning of the year                             | (4,788)                                  | (4,888)                                  | (44,844)                                 |
| Depreciation   | (206)                                    | (400)                                    | (3,670)                                  |
| Sales or disposals   | 24                                       | 15                                       | 138                                      |
| Reclassifications  | 78                                       | (92)                                     | (844)                                    |
| Foreign exchange differences                                     | 3  | 0  | 0  |
| Balance at the end of the year                                   | (4,888)                                  | (5,364)                                  | (49,211)                                 |

(Note) The effect is due to the adoption of IFRS 16 "Leases."

|                     |                    |            |                  | (Thousa    | nds of U.S.      |            |
|---------------------|--------------------|------------|------------------|------------|------------------|------------|
|                     | ions of yen)       |            | dollars)         |            |                  |            |
|                     | FY2018             |            | FY2              | 2019       | FY2019           |            |
| Carrying amount     | (As of March 31,   |            | (As of March 31, |            | (As of March 31, |            |
| and fair value      | 2019)              |            | 2020)            |            | 20               | 20)        |
| and fair value      | Carrying<br>amount | Fair value | Carrying amount  | Fair value | Carrying amount  | Fair value |
| Investment property | 6,040              | 20,533     | 8,122            | 22,037     | 74,514           | 202,174    |

The fair value of investment property is calculated based mainly on the external appraiser's valuation techniques using market prices of comparable assets. The measurement is categorized within Level 3 of the fair value hierarchy.

(2) Income from and expenses for investment property

|   | or mitesunent property                   | (Millions of yen)                        | (Thousands of U.S. dollars)              |
|---|--|--|--|
|   | FY2018<br>(Year ended<br>March 31, 2019) | FY2019<br>(Year ended<br>March 31, 2020) | FY2019<br>(Year ended<br>March 31, 2020) |
| Rental income   | 1,552                                    | 1,861                                    | 17,073                                   |
| Direct operating expenses<br>arising from investment<br>property that generated rental<br>income        | (667)                                    | (803)                                    | (7,367)                                  |
| Direct operating expenses<br>arising from investment<br>property that did not generate<br>rental income | (5)                                      | (4)                                      | (37)                                     |

The amount of income from investment property and related direct operating expenses are included in "Revenue" and "Cost of sales" in the consolidated statement of income.

# 16. Goodwill and Intangible Assets

|  |          |          |         |                       |                         | (Milli  | ons of yen) |
|--|----------|----------|---------|-----------------------|-------------------------|---------|-------------|
|  |          |          |         | Intangible as         | sets                    |         |             |
| Cost   | Goodwill | Software | Patents | Development<br>assets | Customer related assets | Other   | Total       |
| Balance as of<br>April 1, 2018                                       | 109,527  | 75,008   | 12,749  | 3,176                 | 26,175                  | 24,953  | 251,591     |
| Acquisitions   | _        | 3,023    | 33      | —                     | -                       | 3,920   | 6,976       |
| Internal generation  | _        | _        | _       | 818                   | _                       | _       | 818         |
| Sales or disposals   | _        | (1,842)  | (1,208) | (1,336)               | -                       | (20)    | (4,407)     |
| Foreign exchange<br>differences                                      | (2,618)  | (247)    | _       | (98)                  | (665)                   | (350)   | (3,980)     |
| Other  | _        | 2,768    | _       | —                     | —                       | (2,681) | 86          |
| Balance as of<br>March 31, 2019                                      | 106,909  | 78,710   | 11,573  | 2,559                 | 25,510                  | 25,820  | 251,084     |
| Effect of<br>adoption of the<br>new accounting<br>standards (Note)   | _        | _        | _       | _                     | _                       | (1,094) | (1,094)     |
| Balance at the<br>beginning of the<br>year, reflecting<br>the effect | 106,909  | 78,710   | 11,573  | 2,559                 | 25,510                  | 24,726  | 249,990     |
| Acquisitions   | _        | 4,727    | 793     | —                     | —                       | 3,120   | 8,641       |
| Internal generation  | _        | _        | _       | 571                   | _                       | _       | 571         |
| Acquisitions<br>through business<br>combinations                     | 926      | 12       | _       | _                     | 171                     | 0       | 1,110       |
| Sales or disposals   | —        | (1,906)  | (471)   | _                     | _                       | (16)    | (2,394)     |
| Foreign exchange<br>differences                                      | (7,890)  | (866)    | —       | (225)                 | (2,011)                 | (1,138) | (12,132)    |
| Other  | —        | 2,101    | —       | —                     | -                       | (2,057) | 44          |
| Balance as of<br>March 31, 2020                                      | 99,945   | 82,779   | 11,895  | 2,905                 | 23,669                  | 24,635  | 245,830     |

The movement of the carrying amount of goodwill and intangible assets is as follows:

(Note) The effect is due to the adoption of IFRS 16 "Leases."

|  |          | Intangible assets |         |                       |                         |          |           |
|--|----------|-------------------|---------|-----------------------|-------------------------|----------|-----------|
| Cost   | Goodwill | Software          | Patents | Development<br>assets | Customer related assets | Other    | Total     |
| Balance as of<br>March 31, 2019                                      | 980,817  | 722,110           | 106,174 | 23,477                | 234,037                 | 236,881  | 2,303,523 |
| Effect of<br>adoption of the<br>new accounting<br>standards (Note)   | _        | _                 |         | _                     | _                       | (10,037) | (10,037)  |
| Balance at the<br>beginning of the<br>year, reflecting<br>the effect | 980,817  | 722,110           | 106,174 | 23,477                | 234,037                 | 226,844  | 2,293,486 |
| Acquisitions   | _        | 43,367            | 7,275   | —                     | _                       | 28,624   | 79,275    |
| Internal generation  | _        | _                 | _       | 5,239                 | _                       | _        | 5,239     |
| Acquisitions<br>through business<br>combinations                     | 8,495    | 110               | _       | _                     | 1,569                   | 0        | 10,183    |
| Sales or disposals   | —        | (17,486)          | (4,321) | —                     | —                       | (147)    | (21,963)  |
| Foreign exchange<br>differences                                      | (72,385) | (7,945)           | _       | (2,064)               | (18,450)                | (10,440) | (111,303) |
| Other  | _        | 19,275            | _       | _                     | —                       | (18,872) | 404       |
| Balance as of<br>March 31, 2020                                      | 916,927  | 759,440           | 109,128 | 26,651                | 217,147                 | 226,009  | 2,255,321 |

(Thousands of U.S. dollars)

(Note) The effect is due to the adoption of IFRS 16 "Leases."

(Millions of yen) Accumulated Intangible assets amortization and Goodwill Total Development Customer related accumulated Software Patents Other assets assets impairment losses Balance as of (97,677) (8,519) (61, 340)(12,263) (283) (4,748)(10, 522)April 1, 2018 Amortization (5,774)(175)(251)(1,714)(2,693) (10,608) Impairment losses (0)(5) (2)(2) 2,937 Sales or disposals 1,718 1,207 11 0 \_\_\_\_ \_\_\_\_ Foreign exchange 7 3 221 127 115 475 differences Other (0)(1) (2)Balance as of (8,517)(65, 177)(11,230) (515)(6,335)(13, 102)(104,880)March 31, 2019 Effect of adoption of the 153 153 new accounting \_\_\_\_ standards (Note 1) Balance at the beginning of the (8,517)(65, 177)(11, 230)(515)(6,335)(12,949)(104,727)year, reflecting the effect Amortization (6, 183)(236)(1,644)(2,418)(10,694)(211)\_ Impairment losses (3)\_\_\_\_ \_\_\_\_ (2)(6) Sales or disposals 1,786 471 5 2,263 Foreign exchange 694 49 418 3 560 1,726 differences Other \_\_\_\_ (0)\_\_\_\_ \_\_\_\_ \_ 16 16 Balance as of (8,514)(68, 884)(10,970)(702)(7, 420)(14, 928)(111, 420)March 31, 2020

(Note)

1) The effect is due to the adoption of IFRS 16 "Leases."

2) Amortization of intangible assets is included in "Cost of sales" and "Selling, general and administrative expenses" in the consolidated statement of income.

| Accumulated amortization and  |          |           | Intangible assets |                       |                         |           |             |  |
|---|----------|-----------|-------------------|-----------------------|-------------------------|-----------|-------------|--|
| accumulated<br>Impairment losses  | Goodwill | Software  | Patents           | Development<br>assets | Customer related assets | Other     | Total       |  |
| Balance as of<br>March 31, 2019   | (78,138) | (597,954) | (103,028)         | (4,725)               | (58,119)                | (120,202) | (962,202)   |  |
| Effect of<br>adoption of the<br>new accounting<br>standards<br>(Note 1) | _        | _         | _                 | _                     | _                       | 1,404     | 1,404       |  |
| Balance at the<br>beginning of the<br>year, reflecting<br>the effect    | (78,138) | (597,954) | (103,028)         | (4,725)               | (58,119)                | (118,798) | (960,798)   |  |
| Amortization  | _        | (56,725)  | (1,936)           | (2,165)               | (15,083)                | (22,183)  | (98,110)    |  |
| Impairment losses   | —        | (28)      | —                 | —                     | _                       | (18)      | (55)        |  |
| Sales or disposals  | _        | 16,385    | 4,321             | —                     | _                       | 46        | 20,761      |  |
| Foreign exchange<br>differences   | 28       | 6,367     | _                 | 450                   | 5,138                   | 3,835     | 15,835      |  |
| Other   | _        | (0)       | _                 | _                     | -                       | 147       | 147         |  |
| Balance as of<br>March 31, 2020   | (78,110) | (631,963) | (100,642)         | (6,440)               | (68,073)                | (136,954) | (1,022,202) |  |

(Note)

1) The effect is due to the adoption of IFRS 16 "Leases."

2) Amortization of intangible assets is included in "Cost of sales" and "Selling, general and administrative expenses" in the consolidated statement of income.

|                                 |         |          |                   |                       |                         | (Milli | ons of yen) |  |  |
|---------------------------------|---------|----------|-------------------|-----------------------|-------------------------|--------|-------------|--|--|
|                                 |         |          | Intangible assets |                       |                         |        |             |  |  |
| Carrying amount                 |         | Software | Patents           | Development<br>assets | Customer related assets | Other  | Total       |  |  |
| Balance as of<br>April 1, 2018  | 101,008 | 13,667   | 486               | 2,892                 | 21,427                  | 14,430 | 153,913     |  |  |
| Balance as of<br>March 31, 2019 | 98,391  | 13,532   | 342               | 2,043                 | 19,174                  | 12,718 | 146,203     |  |  |
| Balance as of<br>March 31, 2020 | 91,431  | 13,894   | 924               | 2,202                 | 16,249                  | 9,706  | 134,409     |  |  |

#### (Thousands of U.S.

dollars)

| Carrying amount Goodwill So     |         | Software | Patents | Development<br>assets | Customer related assets | Other   | Total     |
|---------------------------------|---------|----------|---------|-----------------------|-------------------------|---------|-----------|
| Balance as of<br>March 31, 2019 | 902,670 | 124,147  | 3,138   | 18,743                | 175,908                 | 116,679 | 1,341,312 |
| Balance as of<br>March 31, 2020 | 838,817 | 127,468  | 8,477   | 20,202                | 149,073                 | 89,046  | 1,233,110 |

(Note) Significant intangible assets as of March 31, 2020 are customer related assets. The carrying amount is ¥16,249 million (\$149,073 thousand) and the remaining amortization period is 10.25 years.

The research and development expenses are as follows:

|                                   |  | (Millions of yen)                        | (Thousands of U.S. dollars)              |
|-----------------------------------|--|--|--|
|                                   | FY2018<br>(Year ended<br>March 31, 2019) | FY2019<br>(Year ended<br>March 31, 2020) | FY2019<br>(Year ended<br>March 31, 2020) |
| Research and development expenses | 43,259                                   | 42,811                                   | 392,761                                  |

### 17. Impairment of Non-Financial Assets

The details of assets recognized impairment losses are as follows:

The impairment losses are included in "Other expenses" in the consolidated statement of income.

|                                   |  | (Millions of yen)                        | (Thousands of U.S. dollars)              |
|-----------------------------------|--|--|--|
|                                   | FY2018<br>(Year ended<br>March 31, 2019) | FY2019<br>(Year ended<br>March 31, 2020) | FY2019<br>(Year ended<br>March 31, 2020) |
| Property, plant and equipment     |  |  |  |
| Buildings and structures          | 120                                      | 183                                      | 1,679                                    |
| Machinery, equipment and vehicles | 41                                       | 12                                       | 110                                      |
| Tools, furniture and fixtures     | 21                                       | 9  | 83                                       |
| Right-of-use assets               |  |  |  |
| Buildings and structures          | _  | 203                                      | 1,862                                    |
| Machinery, equipment and vehicles | _  | 0  | 0  |
| Tools, furniture and fixtures     | _  | 12                                       | 110                                      |
| Intangible assets                 |  |  |  |
| Goodwill                          | 2  | _  | _  |
| Software                          | 2  | 3  | 28                                       |
| Other intangible assets           | 0  | 2  | 18                                       |
| Other                             | 0  | 0  | 0  |
| Total of impairment losses        | 188                                      | 429                                      | 3,936                                    |

# (1) Cash-generating units

Non-financial assets are grouped into each minimum unit which can be identified as generating relatively independent cash inflows. Each unit has been set based on the operating business segment.

For any assets held for sale or investment property, the individual assets are tested for impairment.

## (2) Impairment loss

For the years ended March 31, 2019 and 2020, there was no significant impairment loss.

## (3) Impairment test for goodwill

At the Group level, goodwill is tested for impairment annually or whenever there is any indication of impairment. The recoverable amount of goodwill is measured at the value in use.

Goodwill is allocated to cash-generating units or groups of cash-generating units on acquisition dates based on the allocation of expected benefits from business combinations for the purpose of impairment testing.

|        |                  |                   | (Thousands of U.S. |
|--------|------------------|-------------------|--------------------|
|        |                  | (Millions of yen) | dollars)           |
|        | FY2018 FY2019    |                   | FY2019             |
|        | (As of March 31, | (As of March 31,  | (As of March 31,   |
|        | 2019)            | 2020)             | 2020)              |
| Domino | 97,903           | 90,224            | 827,743            |
| Other  | 487              | 1,206             | 11,064             |
| Total  | 98,391           | 91,431            | 838,817            |

The carrying amounts of goodwill allocated to each cash-generating unit are as follows.

The value in use of goodwill in the Domino business is calculated by discounting the estimated cash flows based on the business plan for the next five years approved by management to the present value by the weighted-average cost of capital (WACC) of the cash-generating unit. The pre-tax discount rate used for the calculation of the value in use is 10.78% for the year ended March 31, 2019 and 9.66% for the year ended March 31, 2020.

Future cash flows are estimated on the basis of the long-term average growth rate, etc., projected in each product market. The growth rate range used to measure going-concern value is 3.31 to 7.26% for the year ended March 31, 2019 and 3.26 to 7.30% for the year ended March 31, 2020.

The recoverable amount of goodwill exceeds the carrying amount by  $\pm 5,735$  million and  $\pm 25,320$  million (\$232,294 thousand) as of March 31, 2019 and 2020, respectively. However, impairment loss may arise if changes are made to the key assumptions which are the basis of value in use. Such loss may be incurred if the discount rate had increased by 0.25% or the growth rate had decreased by 0.48% for the year ended March 31, 2019, or the discount rate had increased by 0.99% or the growth rate had decreased by 1.99% for the year ended March 31, 2020.

There is no significant goodwill other than that presented above.

## **18. Investments Accounted for Using the Equity Method**

For associates in which the Group holds less than 20% of the voting rights, the Group has judged that it has significant influence over them by its involvement with their Boards of Directors and/or management.

The carrying amount of investments in associates is as follows:

|                       |                                     |                                     | (Thousands of U.S.                  |
|-----------------------|-------------------------------------|-------------------------------------|-------------------------------------|
|                       |                                     | (Millions of yen)                   | dollars)                            |
|                       | FY2018<br>(As of March 31,<br>2019) | FY2019<br>(As of March 31,<br>2020) | FY2019<br>(As of March 31,<br>2020) |
| Carrying amount total | 1,538                               | 1,594                               | 14,624                              |

The share amount of comprehensive income for the year from associates is as follows:

|   |                 |                   | (Thousands of U.S. |
|---|-----------------|-------------------|--------------------|
|   |                 | (Millions of yen) | dollars)           |
|   | FY2018          | FY2019            | FY2019             |
|   | (Year ended     | (Year ended       | (Year ended        |
|   | March 31, 2019) | March 31, 2020)   | March 31, 2020)    |
| The share amount of earnings<br>of associates from<br>continuing operations | 109             | 128               | 1,174              |
| The share amount of other comprehensive income from associates              | 11              | (17)              | (156)              |
| The share amount of comprehensive income from associates                    | 121             | 111               | 1,018              |

#### 19. Interests in Unconsolidated Structured Entities

The Group has investment funds as unconsolidated structured entities. The Company invests in investment funds in the United States, Japan and other Asian countries mainly for the purpose of new business development and information collection.

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Those funds are formed as a limited partnership venture fund, or investment limited partnership, and the Company invests in the fund as a limited liability partner.

The size of the unconsolidated structured entities, the carrying amount of the Company's investment in the entities and the potential maximum loss exposure to the Company are as follows:

|  | 1 1                                 | (Millions of yen)                   | (Thousands of U.S. dollars)         |
|--|-------------------------------------|-------------------------------------|-------------------------------------|
|  | FY2018<br>(As of March 31,<br>2019) | FY2019<br>(As of March 31,<br>2020) | FY2019<br>(As of March 31,<br>2020) |
| Total assets of<br>unconsolidated structured<br>entities         | 61,259                              | 70,754                              | 649,119                             |
| The Company's maximum exposure to loss                           |                                     |                                     |                                     |
| The carrying amount of the investments recognized by the Company | 2,817                               | 3,011                               | 27,624                              |
| Commitments related to additional investments                    | 543                                 | 679                                 | 6,229                               |
| Total  | 3,360                               | 3,691                               | 33,862                              |

The Company recognizes investments in "Other financial assets (non-current assets)" in the consolidated statement of financial position. The Company recognizes no liabilities for the unconsolidated structured entities.

The potential maximum exposure to loss resulting from the interests in the structured entities is limited to the sum of the carrying amount of the Company's investments and commitments related to additional investments.

The Company's maximum exposure to loss indicates a possible maximum loss amount and does not represent the amount of loss expected from the interests in the structured entities.

The Company neither has provided nor intends to provide financial support or other significant support to the unconsolidated structured entities without a contractual obligation.

# 20. Income Taxes

(1) Deferred tax assets and deferred tax liabilities

The breakdown of changes in deferred tax assets and deferred tax liabilities is as follows:

FY2018 (Year ended March 31, 2019)

|  |                                |                              |   |         | (Millions of yen)               |
|--|--------------------------------|------------------------------|---|---------|---------------------------------|
|  | Balance as of<br>April 1, 2018 | Recognized in profit or loss | Recognized in<br>other<br>comprehensive<br>income | Other   | Balance as of<br>March 31, 2019 |
| Deferred tax assets                                      |                                |                              |   |         |                                 |
| Inventories  | 8,431                          | 1,469                        | —   | (10)    | 9,891                           |
| Retirement benefit liabilities                           | 5,794                          | 128                          | 429   | (2,486) | 3,865                           |
| Property, plant and equipment                            | 3,549                          | (473)                        | —   | (14)    | 3,060                           |
| Accrued bonuses  | 2,608                          | (121)                        | —   | (6)     | 2,480                           |
| Accrued unused paid<br>absences                          | 2,038                          | (32)                         | _   | (1)     | 2,005                           |
| Accrued expenses   | 921                            | 604                          | —   | 21      | 1,547                           |
| Provisions   | 911                            | (85)                         | —   | (10)    | 816                             |
| Other  | 3,572                          | 543                          | (5)   | 147     | 4,258                           |
| Subtotal   | 27,828                         | 2,034                        | 423   | (2,361) | 27,924                          |
| Deferred tax liabilities                                 |                                |                              |   |         |                                 |
| Assets identified by business combinations               | (6,151)                        | 539                          | _   | 158     | (5,454)                         |
| Property, plant and equipment                            | (3,762)                        | (555)                        | _   | (17)    | (4,335)                         |
| Equity instruments<br>designated as<br>FVTOCI            | (3,738)                        | _                            | 826   | _       | (2,911)                         |
| Securities withdrawn<br>from retirement<br>benefit trust | (2,453)                        | (10)                         | _   | _       | (2,464)                         |
| Reserve for deferred gains on fixed assets               | (1,952)                        | 155                          | _   | _       | (1,797)                         |
| Retirement benefit<br>Assets                             | (2,590)                        | 103                          | 11  | 2,401   | (72)                            |
| Other  | (1,947)                        | (578)                        | —   | 6       | (2,518)                         |
| Subtotal   | (22,596)                       | (345)                        | 838   | 2,549   | (19,553)                        |
| Total  | 5,232                          | 1,688                        | 1,261   | 187     | 8,370                           |

(Millions of yen)

# FY2019 (Year ended March 31, 2020)

(Millions of yen)

| r  |                                |                              | (Minions of yen)                                  |                       |       |                                 |
|--|--------------------------------|------------------------------|---|-----------------------|-------|---------------------------------|
|  | Balance as of<br>April 1, 2019 | Recognized in profit or loss | Recognized in<br>other<br>comprehensive<br>income | Business combinations | Other | Balance as of<br>March 31, 2020 |
| Deferred tax assets                                      |                                |                              |   |                       |       |                                 |
| Inventories  | 9,891                          | (1,930)                      | _   | —                     | (89)  | 7,871                           |
| Retirement benefit<br>liabilities                        | 3,865                          | 498                          | 909   | _                     | (106) | 5,167                           |
| Property, plant and equipment                            | 3,060                          | (371)                        | —   | —                     | (43)  | 2,645                           |
| Accrued bonuses  | 2,480                          | (43)                         | —   | —                     | (26)  | 2,411                           |
| Accrued unused paid<br>absences                          | 2,005                          | (22)                         | —   | 3                     | (19)  | 1,966                           |
| Accrued expenses   | 1,547                          | 177                          | —   | —                     | (54)  | 1,670                           |
| Provisions   | 816                            | (70)                         | —   | —                     | (22)  | 722                             |
| Other  | 4,258                          | (938)                        | (363)   | 317                   | (14)  | 3,259                           |
| Subtotal   | 27,924                         | (2,701)                      | 546   | 320                   | (376) | 25,714                          |
| Deferred tax liabilities                                 |                                |                              |   |                       |       |                                 |
| Assets identified by<br>business combinations            | (5,454)                        | 495                          | _   | _                     | 409   | (4,549)                         |
| Property, plant and equipment                            | (4,335)                        | 569                          | _   | _                     | 32    | (3,733)                         |
| Securities withdrawn<br>from retirement<br>benefit trust | (2,464)                        | _                            | _   | _                     | _     | (2,464)                         |
| Equity instruments<br>designated as<br>FVTOCI            | (2,911)                        | _                            | 1,056   | _                     | _     | (1,855)                         |
| Reserve for deferred gains on fixed assets               | (1,797)                        | 59                           | _   | _                     | _     | (1,737)                         |
| Retirement benefit<br>Assets                             | (72)                           | (37)                         | (1)   | —                     | —     | (112)                           |
| Other  | (2,518)                        | 188                          | —   | -                     | 36    | (2,293)                         |
| Subtotal   | (19,553)                       | 1,275                        | 1,054   | _                     | 478   | (16,745)                        |
| Total  | 8,370                          | (1,425)                      | 1,600   | 320                   | 102   | 8,968                           |

(Thousands of U.S. dollars)

|  |                                |                              |   |                          | (Thousan | ius of 0.5. donais)             |
|--|--------------------------------|------------------------------|---|--------------------------|----------|---------------------------------|
|  | Balance as of<br>April 1, 2019 | Recognized in profit or loss | Recognized in<br>other<br>comprehensive<br>income | Business<br>combinations | Other    | Balance as of<br>March 31, 2020 |
| Deferred tax assets                                      |                                |                              |   |                          |          |                                 |
| Inventories  | 90,743                         | (17,706)                     | _   | —                        | (817)    | 72,211                          |
| Retirement benefit liabilities                           | 35,459                         | 4,569                        | 8,339   | _                        | (972)    | 47,404                          |
| Property, plant and equipment                            | 28,073                         | (3,404)                      | _   | —                        | (394)    | 24,266                          |
| Accrued bonuses  | 22,752                         | (394)                        | —   | —                        | (239)    | 22,119                          |
| Accrued unused paid absences                             | 18,394                         | (202)                        | _   | 28                       | (174)    | 18,037                          |
| Accrued expenses   | 14,193                         | 1,624                        | —   | —                        | (495)    | 15,321                          |
| Provisions   | 7,486                          | (642)                        | —   | —                        | (202)    | 6,624                           |
| Other  | 39,064                         | (8,606)                      | (3,330)   | 2,908                    | (128)    | 29,899                          |
| Subtotal   | 256,183                        | (24,780)                     | 5,009   | 2,936                    | (3,450)  | 235,908                         |
| Deferred tax liabilities                                 |                                |                              |   |                          |          |                                 |
| Assets identified by<br>business combinations            | (50,037)                       | 4,541                        | _   | _                        | 3,752    | (41,734)                        |
| Property, plant and equipment                            | (39,771)                       | 5,220                        | _   | _                        | 294      | (34,248)                        |
| Securities withdrawn<br>from retirement<br>benefit trust | (22,606)                       | _                            | _   | _                        | _        | (22,606)                        |
| Equity instruments<br>designated as<br>FVTOCI            | (26,706)                       | _                            | 9,688   | _                        | _        | (17,018)                        |
| Reserve for deferred gains on fixed assets               | (16,486)                       | 541                          | _   | _                        | _        | (15,936)                        |
| Retirement benefit<br>Assets                             | (661)                          | (339)                        | (9)   | _                        | _        | (1,028)                         |
| Other  | (23,101)                       | 1,725                        | _   | _                        | 330      | (21,037)                        |
| Subtotal   | (179,385)                      | 11,697                       | 9,670   | —                        | 4,385    | (153,624)                       |
| Total  | 76,789                         | (13,073)                     | 14,679  | 2,936                    | 936      | 82,275                          |

|                          |                  | (Thousands of U.S. |                  |
|--------------------------|------------------|--------------------|------------------|
|                          |                  | (Millions of yen)  | dollars)         |
|                          | FY2018           | FY2019             | FY2019           |
|                          | (As of March 31, | (As of March 31,   | (As of March 31, |
|                          | 2019)            | 2020)              | 2020)            |
| Deferred tax assets      | 14,827           | 14,533             | 133,330          |
| Deferred tax liabilities | (6,456)          | (5,564)            | (51,046)         |
| Net amount               | 8,370            | 8,968              | 82,275           |

Deductible temporary differences and unused tax losses for which no deferred tax assets are recognized are as follows:

|                                  |                  | (Millions of yen) | (Thousands of U.S. dollars) |
|----------------------------------|------------------|-------------------|-----------------------------|
|                                  | FY2018           | FY2019            | FY2019                      |
|                                  | (As of March 31, | (As of March 31,  | (As of March 31,            |
|                                  | 2019)            | 2020)             | 2020)                       |
| Deductible temporary differences | 61,503           | 71,364            | 654,716                     |
| Unused tax losses                | 14,396           | 7,449             | 68,339                      |
| Total                            | 75,900           | 78,813            | 723,055                     |

Expiration of unused tax losses for which no deferred tax assets are recognized are as follows:

|                         |                  |                   | (Thousands of    |
|-------------------------|------------------|-------------------|------------------|
|                         |                  | (Millions of yen) | U.S. dollars)    |
|                         | FY2018           | FY2019            | FY2019           |
|                         | (As of March 31, | (As of March 31,  | (As of March 31, |
|                         | 2019)            | 2020)             | 2020)            |
| 1st year                | 7,583            | 1,187             | 10,890           |
| 2nd year                | 1,316            | 913               | 8,376            |
| 3rd year                | 934              | 513               | 4,706            |
| 4th year                | 106              | 452               | 4,147            |
| 5th year and thereafter | 4,455            | 4,382             | 40,202           |
| Total                   | 14,396           | 7,449             | 68,339           |

The aggregate amounts of taxable temporary differences associated with investments in subsidiaries and associates for which deferred tax liabilities are not recognized as of March 31, 2019 and March 31, 2020 are  $\pm$ 147,847 million and  $\pm$ 157,819 million ( $\pm$ 1,447,881 thousand), respectively. Deferred tax liabilities are not recognized for the above temporary differences as the Group is able to control the timing of the reversal of such temporary differences and it is probable that the temporary differences will not reverse in the foreseeable future.

(2) Income tax expenses

The breakdown of income tax expenses is as follows:

|   |  | (Millions of yen)                        | (Thousands of<br>U.S. dollars)           |
|---|--|--|--|
|   | FY2018<br>(Year ended<br>March 31, 2019) | FY2019<br>(Year ended<br>March 31, 2020) | FY2019<br>(Year ended<br>March 31, 2020) |
| Current tax expenses                              | 19,786                                   | 15,921                                   | 146,064                                  |
| Deferred tax expenses                             |  |  |  |
| Origination and reversal of temporary differences | (1,497)                                  | 1,348                                    | 12,367                                   |
| Other   | (191)                                    | 77                                       | 706                                      |
| Subtotal  | (1,688)                                  | 1,425                                    | 13,073                                   |
| Total   | 18,097                                   | 17,347                                   | 159,147                                  |

Current tax expenses include previously unrecognized tax benefits from tax loss carryforwards, tax credits and deductible temporary differences. Current tax expenses decreased by those tax benefits by ¥922 million and ¥1,277 million (\$11,716 thousand) for the years ended March 31, 2019 and 2020, respectively.

The reconciliation between the statutory tax rates and the average effective tax rates is as follows:

|   | FY2018<br>(Year ended March 31, 2019) | FY2019<br>(Year ended March 31, 2020) |
|---|---------------------------------------|---------------------------------------|
| Statutory tax rate  | 30.47%                                | 30.60%                                |
| Tax credit for R&D expenses   | (4.20)%                               | (4.22)%                               |
| Lower income tax rates applicable to income in certain foreign subsidiaries | (4.22)%                               | (3.94)%                               |
| Expenses not deductible for tax purposes                                    | 2.73%                                 | 3.25%                                 |
| Withholding taxes on distributions  | 0.49%                                 | 0.66%                                 |
| Other   | (0.23)%                               | (0.48)%                               |
| Average effective tax rate  | 25.04%                                | 25.87%                                |

The Company and its domestic subsidiaries are subject mainly to corporate tax, residential tax and enterprise tax, and the effective tax rate calculated based on these for the years ended March 31, 2019 and 2020 is 30.47% and 30.60%, respectively. Overseas subsidiaries are subject to income tax at their respective locations.

### 21. Bonds and borrowings

# (1) Breakdown of financial liabilities

The breakdown of bonds and borrowings is as follows:

|  |                                     | (Millions of yen)                   | (Thousands of U.S. dollars)         |                                 |               |
|--|-------------------------------------|-------------------------------------|-------------------------------------|---------------------------------|---------------|
|  | FY2018<br>(As of March<br>31, 2019) | FY2019<br>(As of March<br>31, 2020) | FY2019<br>(As of March<br>31, 2020) | Average<br>interest rate<br>(%) | Maturity date |
| Short-term bank<br>borrowings                                | 122                                 | 30,012                              | 275,339                             | 0.26                            | _             |
| Current portion of<br>long-term<br>borrowings                | 19,189                              | 200                                 | 1,835                               | 0.58                            | _             |
| Current portion of bonds                                     | 248                                 | 20,148                              | 184,844                             | 0.28                            | —             |
| Long-term<br>borrowings                                      | 57,243                              | 56,650                              | 519,725                             | 0.78                            | 2021 to 2026  |
| Bonds  | 19,989                              | —                                   | _                                   | —                               | —             |
| Short-term lease<br>obligations                              | 1,275                               | 7,967                               | 73,092                              | 2.83                            | _             |
| Long-term lease obligations                                  | 2,729                               | 22,021                              | 202,028                             | 2.61                            | 2021 to 2074  |
| Other  | 8,044                               | 7,033                               | 64,523                              | —                               |               |
| Total  | 108,842                             | 144,035                             | 1,321,422                           | —                               | _             |
| Bonds and<br>borrowings                                      |                                     |                                     |                                     |                                 |               |
| Current liabilities  | 19,560                              | 50,361                              | 462,028                             | —                               | —             |
| Non-current<br>liabilities<br>Other financial<br>liabilities | 77,232                              | 56,650                              | 519,725                             | _                               | _             |
| Current liabilities  | 2,382                               | 8,482                               | 77,817                              | —                               | —             |
| Non-current<br>liabilities                                   | 9,666                               | 28,540                              | 261,835                             |                                 |               |
| Total  | 108,842                             | 144,035                             | 1,321,422                           | —                               | _             |

#### (Note)

1) The average interest rate represents the weighted-average interest rate to the ending balance of bonds, borrowings and lease obligations.

2) The Group uses interest rate swaps, etc. to manage interest rate risk. The average interest rate of long-term borrowings after conversion to a fixed rate is 0.33%.

3) Of the Group's long-term borrowings, ¥56,250 million (\$516,055 thousand) is subject to financial covenants. The Group complies with major financial covenants as follows:

- The total equity in the Group's consolidated statement of financial position at the end of the fiscal year should not be below 75% of the total equity in the consolidated statement of financial position for the most recent fiscal year, or should not be below 75% of the total equity in the consolidated balance sheet as of March 31, 2015 under Japanese GAAP.

- Loss before income taxes in the consolidated statement of income for each reporting period should not be recognized for two consecutive fiscal years.

A summary of terms and conditions for the issuance of corporate bonds is as follows: (Thousands

|                                |  |                      | of U.S.  |  |  |                         |            |                      |
|--------------------------------|--|----------------------|--|--|--|-------------------------|------------|----------------------|
|                                |  |                      | (Millions of yen) dollars)                               |  |  |                         |            |                      |
| Name                           | Туре                                       | Issue date           | FY2018<br>(As of<br>March 31,<br>2019)                   | FY2019<br>(As of<br>March 31,<br>2020)                   | FY2019<br>(As of<br>March 31,<br>2020) | Interest<br>rate<br>(%) | Collateral | Maturity<br>date     |
| BROTHER<br>INDUSTRIES,<br>LTD. | The 6th<br>unsecured<br>straight<br>bond   | November<br>26, 2015 | 19,989   | 20,007<br>(20,007)                                       | 183,550<br>(183,550)                   | 0.285                   | None       | November<br>26, 2020 |
| BROTHER<br>INDUSTRIES,         | Loan Notes<br>2020<br>(unsecured<br>bonds) | June 18,<br>2015     | 248<br>(248)<br>[1,712<br>thousand<br>Pound<br>Sterling] | 141<br>(141)<br>[1,062<br>thousand<br>Pound<br>Sterling] | 1,294<br>(1,294)                       |                         | None       | June<br>18, 2020     |
|                                | Total                                      |                      | 20,237<br>(248)  | 20,148<br>(20,148)                                       | 184,844<br>(184,844)                   | —                       | _          | _                    |

(Note) Figures in parentheses represent current portion of bonds.

(2) Assets pledged as collateral

There are no assets pledged as collateral for bonds and borrowings.

# 22. Leases

For the year ended March 31, 2019

(1) Finance lease obligations

As lessee

The details of finance lease obligations are as follows:

|                                    |                                  | (Millions of yen)                       |
|------------------------------------|----------------------------------|---|
|                                    | Minimum lease payments           | Present value of minimum lease payments |
|                                    | FY2018<br>(As of March 31, 2019) | FY2018<br>(As of March 31, 2019)        |
| Within 1 year                      | 1,335                            | 1,275                                   |
| 1 to 5 years                       | 2,827                            | 2,729                                   |
| Over 5 years                       | _                                | _                                       |
| Total                              | 4,162                            | 4,004                                   |
| Prospective finance expenses       | (158)                            | _                                       |
| Present value of lease obligations | 4,004                            | 4,004                                   |

(2) Operating lease contracts

<1> As lessee

Future minimum lease payments under non-cancellable operating leases are as follows:

|               | (Millions of yen)<br>FY2018<br>(As of March 31,<br>2019) |
|---------------|--|
| Within 1 year | 4,424  |
| 1 to 5 years  | 9,401  |
| Over 5 years  | 1,647  |
| Total         | 15,473   |

Minimum lease payments and contingent rents for operating lease contracts recognized as expenses are as follows:

|                           | (Millions of yen)                        |
|---------------------------|--|
|                           | FY2018<br>(Year ended<br>March 31, 2019) |
| Minimum lease<br>payments | 6,443                                    |
| Sublease payments         | 514                                      |
| Contingent lease payments | 67                                       |
| Total                     | 7,025                                    |

<2>As lessor

Income relating to future minimum lease payments under non-cancellable operating leases is as follows:

|               | (Millions of yen)                   |
|---------------|-------------------------------------|
|               | FY2018<br>(As of March 31,<br>2019) |
| Within 1 year | 1,765                               |
| 1 to 5 years  | 3,684                               |
| Over 5 years  | 121                                 |
| Total         | 5,572                               |

For the year ended March 31, 2020

(1) As lessee

The Group leases assets, such as buildings, as a lessee.

<1> Carrying amount

The breakdown of right-of-use assets is as follows:

|                              |                          |       | (Millions of yen) |
|------------------------------|--------------------------|-------|-------------------|
|                              | Buildings and structures | Other | Total             |
| Balance as of March 31, 2020 | 20,991                   | 4,735 | 25,727            |

(Thousands of

|                              |                             |        | U.S. dollars) |
|------------------------------|-----------------------------|--------|---------------|
|                              | Buildings and<br>structures | Other  | Total         |
| Balance as of March 31, 2020 | 192,578                     | 43,440 | 236,028       |

<2> Income and expenses relating to right-of-use assets

Income and expenses relating to right-of-use assets are as follows:

|  | (Millions of yen)              | (Thousands of U.S. dollars)    |
|--|--------------------------------|--------------------------------|
|  | FY2019                         | FY2019                         |
|  | (Year ended<br>March 31, 2020) | (Year ended<br>March 31, 2020) |
| Depreciation charge for right-of-use assets                                  | , <u> </u>                     | , / / /                        |
| Buildings and structures   | 7,191                          | 65,972                         |
| Other  | 1,735                          | 15,917                         |
| Total  | 8,927                          | 81,899                         |
| Expenses relating to short-<br>term leases and leases of<br>low-value assets | 1,123                          | 10,303                         |
| Interest expense on lease liabilities  | 853                            | 7,826                          |

<3> Cash outflow for leases

The total cash outflow for leases for the year ended March 31, 2020 is ¥10,853 million (\$99,569 thousand).

<4> Extension options and termination options

Options to extend leases are exercised if it is determined that exercising options is necessary upon considering the

necessity of assets subject to contracts in business, difficulty in obtaining replacement assets and terms to exercise options comprehensively. When the Group determines that it is reasonably certain to exercise extension options at the commencement date, lease payments during the optional lease term are included in the measurement of the lease liabilities.

Of the above-mentioned contracts, lease contracts, mainly of land, buildings (offices and space) and other equipment, are granted options for the lessee to extend the leases for the purpose of ensuring flexibility in the Group's business locations and staffing.

(2) As lessor

<1> Income relating to operating leases

Income relating to operating leases is as follows:

|              | (Millions of yen) | (Thousands of U.S. dollars) |
|--------------|-------------------|-----------------------------|
|              | FY2019            | FY2019                      |
|              | (Year ended       | (Year ended                 |
|              | March 31, 2020)   | March 31, 2020)             |
| Lease income | 11,412            | 104,697                     |

<2> Maturity analysis of lease payments relating to operating leases

The maturity analysis of lease payments relating to non-cancellable operating leases is as follows:

|               | (Millions of yen)                   | (Thousands of U.S. dollars)         |
|---------------|-------------------------------------|-------------------------------------|
|               | FY2019<br>(As of March 31,<br>2020) | FY2019<br>(As of March 31,<br>2020) |
| Within 1 year | 1,875                               | 17,202                              |
| 1 to 2 years  | 1,345                               | 12,339                              |
| 2 to 3 years  | 931                                 | 8,541                               |
| 3 to 4 years  | 650                                 | 5,963                               |
| 4 to 5 years  | 330                                 | 3,028                               |
| Over 5 years  | 131                                 | 1,202                               |
| Total         | 5,265                               | 48,303                              |

# 23. Trade and Other Payables

The breakdown of trade and other payables is as follows:

|                          | 1 2                                 | (Millions of yen)                   | (Thousands of U.S. dollars)         |
|--------------------------|-------------------------------------|-------------------------------------|-------------------------------------|
|                          | FY2018<br>(As of March 31,<br>2019) | FY2019<br>(As of March 31,<br>2020) | FY2019<br>(As of March 31,<br>2020) |
| Notes payable - trade    | 1,121                               | 259                                 | 2,376                               |
| Accounts payable - trade | 38,948                              | 34,274                              | 314,440                             |
| Accounts payable - other | 22,146                              | 16,506                              | 151,431                             |
| Total                    | 62,216                              | 51,041                              | 468,266                             |

#### 24. Other Financial Liabilities

The breakdown of other financial liabilities is as follows:

|   |                                     | (Millions of yen)                   | (Thousands of U.S. dollars)         |
|---|-------------------------------------|-------------------------------------|-------------------------------------|
|   | FY2018<br>(As of March 31,<br>2019) | FY2019<br>(As of March 31,<br>2020) | FY2019<br>(As of March 31,<br>2020) |
| Current liabilities   |                                     |                                     |                                     |
| Lease obligations   | 1,275                               | 7,967                               | 73,092                              |
| Financial liabilities<br>measured at<br>amortized cost<br>Financial liabilities<br>measured at<br>FVTPL | 414                                 | 172                                 | 1,578                               |
| Derivatives   | 692                                 | 342                                 | 3,138                               |
| Total   | 2,382                               | 8,482                               | 77,817                              |
| Non-current liabilities   |                                     |                                     |                                     |
| Lease obligations   | 2,729                               | 22,021                              | 202,028                             |
| Financial liabilities<br>measured at<br>amortized cost<br>Financial liabilities<br>measured at<br>FVTPL | 1,997                               | 2,109                               | 19,349                              |
| Derivatives   | 4,940                               | 4,408                               | 40,440                              |
| Total   | 9,666                               | 28,540                              | 261,835                             |

#### 25. Employee Benefits

The Company, and certain domestic and foreign subsidiaries provide funded and unfunded defined benefit plans and defined contribution plans.

Other certain domestic and foreign subsidiaries provide funded and unfunded defined benefit plans or defined contribution plans.

#### (1) Defined benefit plans

The Company has adopted a cash balance plan as a defined benefit plan. Benefits are calculated based on pay credit and interest credit provided according to employees' length of service, job category and grade.

A specified percentage of pay credit and interest credit is accumulated and contributed to the defined benefit plan for future pension payments.

Certain domestic and foreign subsidiaries also provide defined benefit plans.

The Company and certain domestic subsidiaries have a fund-type pension plan based on a pension agreement, and enter into an agreement with an insurance company for the payment of premiums and benefits and with a trust bank for the management of the fund.

The Company, certain domestic subsidiaries, the pension fund board and the pension investment fund are required by law to act giving the highest priority to benefits of plan participants and assume a responsibility of managing plan assets in accordance with prescribed policies.

<1> Reconciliations of defined benefit obligations and plan assets

The relationship between defined benefit obligations and plan assets and the net balance of liabilities and assets recognized in the consolidated statement of financial position is as follows:

### Domestic plan

| Domestic plan   |                  |                   |                  |
|---|------------------|-------------------|------------------|
|   |                  |                   | (Thousands of    |
|   |                  | (Millions of yen) | U.S. dollars)    |
|   | FY2018           | FY2019            | FY2019           |
|   | (As of March 31, | (As of March 31,  | (As of March 31, |
|   | 2019)            | 2020)             | 2020)            |
| Present value of defined benefit obligations                | 50,688           | 52,193            | 478,835          |
| Fair value of plan assets                                   | (50,660)         | (48,929)          | (448,890)        |
| Subtotal  | 27               | 3,264             | 29,945           |
| Present value of the unfunded defined benefit obligation    | 5,368            | 5,480             | 50,275           |
| Net defined benefit liabilities                             | 5,395            | 8,744             | 80,220           |
| Balance in the consolidated statement of financial position |                  |                   |                  |
| Retirement benefit liabilities                              | 5,741            | 9,015             | 82,706           |
| Retirement benefit assets                                   | (345)            | (270)             | (2,477)          |
| Net balance   | 5,395            | 8,744             | 80,220           |

#### Overseas plan

|   |                                     | (Millions of yen)                   | (Thousands of U.S. dollars)         |
|---|-------------------------------------|-------------------------------------|-------------------------------------|
|   | FY2018<br>(As of March 31,<br>2019) | FY2019<br>(As of March 31,<br>2020) | FY2019<br>(As of March 31,<br>2020) |
| Present value of defined benefit obligations                | 25,127                              | 23,341                              | 214,138                             |
| Fair value of plan assets                                   | (15,251)                            | (14,250)                            | (130,734)                           |
| Subtotal  | 9,876                               | 9,091                               | 83,404                              |
| Present value of the unfunded defined benefit obligation    | 1,964                               | 2,144                               | 19,670                              |
| Net defined benefit liabilities                             | 11,840                              | 11,235                              | 103,073                             |
| Balance in the consolidated statement of financial position |                                     |                                     |                                     |
| Retirement benefit liabilities                              | 11,843                              | 11,246                              | 103,174                             |
| Retirement benefit assets                                   | (2)                                 | (11)                                | (101)                               |
| Net balance   | 11,840                              | 11,235                              | 103,073                             |

|  |                                     | (Millions of yen)                   | (Thousands of U.S. dollars)        |
|--|-------------------------------------|-------------------------------------|------------------------------------|
|  | FY2018<br>(As of March 31,<br>2019) | FY2019<br>(As of March 31,<br>2020) | FY2019<br>(As of Mach 31,<br>2020) |
| Retirement benefit liabilities   | 17,585                              | 20,261                              | 185,881                            |
| Retirement benefit assets  | (348)                               | (281)                               | (2,578)                            |
| Net defined benefit liabilities<br>recognized in the consolidated<br>statement of financial position | 17,236                              | 19,980                              | 183,303                            |

Net defined benefit liabilities are presented as "Retirement benefit liabilities" in the consolidated statement of financial position. Net defined benefit assets are included in "Other non-current assets" in the consolidated statement of financial position.

<2> Reconciliations of the present value of defined benefit obligations

The movement of the present value of defined benefit obligations is as follows:

|   |   | 0   | (Thousands of U.S.                          |   |   | (Thousands of U.S.                          |
|---|---|---|---|---|---|---|
|   |   | lions of yen)                               | dollars)                                    |   | lions of yen)                               | dollars)                                    |
|   | D   | omestic plan                                |   | C   | verseas plan                                |   |
|   | FY2018<br>(Year ended<br>March 31,<br>2019) | FY2019<br>(Year ended<br>March 31,<br>2020) | FY2019<br>(Year ended<br>March 31,<br>2020) | FY2018<br>(Year ended<br>March 31,<br>2019) | FY2019<br>(Year ended<br>March 31,<br>2020) | FY2019<br>(Year ended<br>March 31,<br>2020) |
| Balance at the beginning of the year  | 54,153                                      | 56,056                                      | 514,275                                     | 27,429                                      | 27,092                                      | 248,550                                     |
| Current service cost  | 2,589                                       | 2,587                                       | 23,734                                      | 552   | 561   | 5,147                                       |
| Interest expense  | 365   | 298   | 2,734                                       | 575   | 537   | 4,927                                       |
| Remeasurement   | 794   | 543   | 4,982                                       | 493   | (317)                                       | (2,908)                                     |
| Actuarial gains or losses<br>arising from changes in<br>demographical assumptions | (640)                                       | 400   | 3,670                                       | 144   | (163)                                       | (1,495)                                     |
| Actuarial gains or losses<br>arising from changes in<br>financial assumptions     | 1,059                                       | (238)                                       | (2,183)                                     | 501   | (23)  | (211)                                       |
| Actuarial gains or losses<br>arising from experience<br>adjustments               | 375   | 380   | 3,486                                       | (151)                                       | (131)                                       | (1,202)                                     |
| Past service cost   | —   | —   | —   | 126   | (15)  | (138)                                       |
| Benefits paid   | (1,866)                                     | (1,809)                                     | (16,596)                                    | (1,292)                                     | (982)                                       | (9,009)                                     |
| Foreign exchange differences  | _   | _   | —   | (794)                                       | (1,341)                                     | (12,303)                                    |
| Business combinations   | —   | —   | —   | —   | —   | —   |
| Effect by transfer of plans   | —   | —   | —   | —   | —   | —   |
| Other   | 20  | (1)   | (9)   | 2   | (47)  | (431)                                       |
| Balance at the end of the year  | 56,056                                      | 57,674                                      | 529,119                                     | 27,092                                      | 25,486                                      | 233,817                                     |

The weighted-average durations of the defined benefit obligations for the year ended March 31, 2019 were 14.4 years for domestic and 18.3 years for overseas plans. For the year ended March 31, 2020, the durations were 14.6 years for domestic and 17.2 years for overseas plans.

<3> Reconciliations of the fair value of plan assets

The movement of the fair value of plan assets is as follows:

|   | (Mil  | lions of yen)                               | (Thousands<br>of U.S.<br>dollars)           | (Mil  | lions of yen)                               | (Thousands<br>of U.S.<br>dollars)           |
|---|---|---|---|---|---|---|
|   | Don   | nestic plan                                 |   | C   | Verseas plan                                |   |
|   | FY2018<br>(Year ended<br>March 31,<br>2019) | FY2019<br>(Year ended<br>March 31,<br>2020) | FY2019<br>(Year ended<br>March 31,<br>2020) | FY2018<br>(Year ended<br>March 31,<br>2019) | FY2019<br>(Year ended<br>March 31,<br>2020) | FY2019<br>(Year ended<br>March 31,<br>2020) |
| Balance at the beginning of the year            | 50,664                                      | 50,660                                      | 464,771                                     | 15,308                                      | 15,251                                      | 139,917                                     |
| Interest income                                 | 363   | 286   | 2,624                                       | 328   | 303   | 2,780                                       |
| Remeasurement                                   | (568)                                       | (2,160)                                     | (19,817)                                    | 454   | (459)                                       | (4,211)                                     |
| Return on plan assets excluding interest income | (568)                                       | (2,160)                                     | (19,817)                                    | 454   | (459)                                       | (4,211)                                     |
| Employer contributions                          | 1,629                                       | 1,515                                       | 13,899                                      | 670   | 759   | 6,963                                       |
| Benefits paid                                   | (1,508)                                     | (1,460)                                     | (13,394)                                    | (1,155)                                     | (768)                                       | (7,046)                                     |
| Foreign exchange differences                    | _   | —   | —   | (418)                                       | (835)                                       | (7,661)                                     |
| Effect by transfer of plans                     | —   | —   | —   | —   | —   | —   |
| Other   | 81  | 88  | 807   | 62  | (0)   | (0)   |
| Balance at the end of the year                  | 50,660                                      | 48,929                                      | 448,890                                     | 15,251                                      | 14,250                                      | 130,734                                     |

The Group expects to make a contribution of \$2,023 million (\$18,560 thousand) to the defined benefit plans during the year ending March 31, 2021.

The Company and certain domestic subsidiaries are planning to pay the necessary amount of contributions based on regulatory requirements if the amount of funds is less than the minimum amount of funds required at the time of fund calculation for each reporting period.

<4> Reconciliation of the effect of the asset ceiling Not applicable.

<5> Reconciliations of reimbursement rights related to defined benefit plans

|  |  | (Millions of yen)                        | (Thousands of U.S. dollars)              |
|--|--|--|--|
|  | FY2018<br>(Year ended<br>March 31, 2019) | FY2019<br>(Year ended<br>March 31, 2020) | FY2019<br>(Year ended<br>March 31, 2020) |
| Balance at the beginning of the year                     | 1,879                                    | 1,833                                    | 16,817                                   |
| Interest income  | 7  | 6  | 55                                       |
| Remeasurement  | 7  | 4  | 37                                       |
| Return on reimbursement rights excluding interest income | 7  | 4  | 37                                       |
| Employer contributions                                   | 71                                       | 71                                       | 651                                      |
| Benefits paid  | (112)                                    | (55)                                     | (505)                                    |
| Foreign exchange differences                             | (19)                                     | (16)                                     | (147)                                    |
| Balance at the end of the year                           | 1,833                                    | 1,842                                    | 16,899                                   |

Reimbursement rights are insurance policies required for settlement of defined benefit obligations.

<6> The breakdown of fair value of plan assets

The breakdown of fair value of plan assets is as follows:

#### Domestic plan

FY2018 (As of March 31, 2019)

(Millions of yen)

|  | Quoted market price in an active market is available | No quoted market price in<br>an active market is<br>available | Total  |
|--|--|---|--------|
| Cash and cash equivalents                  | _  | 2,557   | 2,557  |
| Equity instruments                         | 12,342   | _   | 12,342 |
| Domestic stocks                            | 6,778  | —   | 6,778  |
| Foreign stocks                             | 5,563  | —   | 5,563  |
| Debt instruments                           | 15,432   | _   | 15,432 |
| Domestic bonds                             | 9,251  | —   | 9,251  |
| Foreign bonds                              | 6,181  | _   | 6,181  |
| Investments in life                        |  |   |        |
| insurance company general                  | _  | 11,323  | 11,323 |
| accounts (Note 1)<br>Alternatives (Note 2) | _  | 9,004   | 9,004  |
| Other                                      | —  | —   | —      |
| Total                                      | 27,775   | 22,885  | 50,660 |

(Note)

1) Investments in life insurance company general accounts are life insurers' products managed as one account together with individual insurance, corporate pension assets, etc. A fixed rate and return of capital are guaranteed and life insurers assume risks in managing such accounts.

2) Alternatives are investments managed by investment funds, such as hedge funds, multi-assets and insurance products.

| FY2019 (As of March 31, 2020)               |  |   | (Millions of yen) |
|---|--|---|-------------------|
|   | Quoted market price in an active market is available | No quoted market price in<br>an active market is<br>available | Total             |
| Cash and cash equivalents                   | _  | 3,651   | 3,651             |
| Equity instruments                          | 9,591  | -   | 9,591             |
| Domestic stocks                             | 5,555  | —   | 5,555             |
| Foreign stocks                              | 4,036  | _   | 4,036             |
| Debt instruments                            | 14,951   | _   | 14,951            |
| Domestic bonds                              | 8,979  | —   | 8,979             |
| Foreign bonds                               | 5,972  | —   | 5,972             |
| Investments in life                         |  |   |                   |
| insurance company general accounts (Note 1) | _  | 11,732  | 11,732            |
| Alternatives (Note 2)                       | —  | 9,001   | 9,001             |
| Other                                       | —  | —   | —                 |
| Total                                       | 24,543   | 24,386  | 48,929            |

(Note)

1) Investments in life insurance company general accounts are life insurers' products managed as one account together with individual insurance, corporate pension assets, etc. A fixed rate and return of capital are guaranteed and life insurers assume risks in managing such accounts.

2) Alternatives are investments managed by investment funds, such as hedge funds, multi-assets and insurance products.

#### FY2019 (As of March 31, 2020)

(Thousands of U.S. dollars)

|   | Quoted market price in an active market is available | No quoted market price in<br>an active market is<br>available | Total   |
|---|--|---|---------|
| Cash and cash equivalents                   | _  | 33,495  | 33,495  |
| Equity instruments                          | 87,991   | _   | 87,991  |
| Domestic stocks                             | 50,963   | _   | 50,963  |
| Foreign stocks                              | 37,028   | _   | 37,028  |
| Debt instruments                            | 137,165  | _   | 137,165 |
| Domestic bonds                              | 82,376   | —   | 82,376  |
| Foreign bonds                               | 54,789   | _   | 54,789  |
| Investments in life                         |  |   |         |
| insurance company general accounts (Note 1) | _  | 107,633   | 107,633 |
| Alternatives (Note 2)                       | —  | 82,578  | 82,578  |
| Other                                       | —  | —   | -       |
| Total                                       | 225,165  | 223,725   | 448,890 |

(Note)

1) Investments in life insurance company general accounts are life insurers' products managed as one account together with individual insurance, corporate pension assets, etc. A fixed rate and return of capital are guaranteed and life insurers assume risks in managing such accounts.

2) Alternatives are investments managed by investment funds, such as hedge funds, multi-assets and insurance products.

### Overseas plan

| FY2018 (As of March 31, 2             | (Millions of yen)                                    |   |        |
|---------------------------------------|--|---|--------|
|                                       | Quoted market price in an active market is available | No quoted market price in<br>an active market is<br>available | Total  |
| Cash and cash equivalents             | _  | 1,333   | 1,333  |
| Equity instruments<br>Domestic stocks | 3,746  |   | 3,746  |
| Foreign stocks                        | 3,746  | _   | 3,746  |
| Debt instruments<br>Domestic bonds    | 1,815  | _   | 1,815  |
| Foreign bonds                         | 1,815  | _   | 1,815  |
| Insurance                             | _  | 2,955   | 2,955  |
| Alternatives (Note)                   | _  | 4,900   | 4,900  |
| Other                                 | _  | 499   | 499    |
| Total                                 | 5,561  | 9,689   | 15,251 |

(Note) Alternatives are investments managed by investment funds, such as hedge funds, multi-assets and insurance products.

### FY2019 (As of March 31, 2020)

(Millions of yen)

|                           | Quoted market price in an active market is available | No quoted market price in<br>an active market is<br>available | Total  |
|---------------------------|--|---|--------|
| Cash and cash equivalents | _  | 760   | 760    |
| Equity instruments        | 2,637  | _   | 2,637  |
| Domestic stocks           | —  | —   | —      |
| Foreign stocks            | 2,637  | _   | 2,637  |
| Debt instruments          | 1,468  | _   | 1,468  |
| Domestic bonds            | —  | —   | —      |
| Foreign bonds             | 1,468  | _   | 1,468  |
| Insurance                 | _  | 3,438   | 3,438  |
| Alternatives (Note)       | _  | 5,455   | 5,455  |
| Other                     | _  | 490   | 490    |
| Total                     | 4,105  | 10,145  | 14,250 |

(Note) Alternatives are investments managed by investment funds, such as hedge funds, multi-assets and insurance products.

### FY2019 (As of March 31, 2020)

(Thousands of U.S. dollars)

|                           | Quoted market price in an active market is available | No quoted market price in<br>an active market is<br>available | Total   |
|---------------------------|--|---|---------|
| Cash and cash equivalents | _  | 6,972   | 6,972   |
| Equity instruments        | 24,193   | _   | 24,193  |
| Domestic stocks           | —  | —   | —       |
| Foreign stocks            | 24,193   | _   | 24,193  |
| Debt instruments          | 13,468   | _   | 13,468  |
| Domestic bonds            | _  | —   | —       |
| Foreign bonds             | 13,468   | _   | 13,468  |
| Insurance                 | _  | 31,541  | 31,541  |
| Alternatives (Note)       | -  | 50,046  | 50,046  |
| Other                     | _  | 4,495   | 4,495   |
| Total                     | 37,661   | 93,073  | 130,734 |

(Note) Alternatives are investments managed by investment funds, such as hedge funds, multi-assets and insurance products.

Plan assets are managed for the purpose of securing a total return required within acceptable risks for a long period of time in order to ensure future payments of pension benefits and lump-sum retirement payments.

Based on this purpose, the Company strives to maintain an appropriate asset mix, taking the expected rate of return and risks of investment assets into consideration.

#### <7> Assumptions used for actuarial valuation

The principal assumption used for the purpose of the actuarial valuation is as follows:

Domestic plan

|                                | FY2018<br>(As of March 31, 2019) | FY2019<br>(As of March 31, 2020) |  |
|--------------------------------|----------------------------------|----------------------------------|--|
| Weighted-average discount rate | 0.2 to 0.9%                      | 0.3 to 0.6%                      |  |

Overseas plan

|                                | FY2018<br>(As of March 31, 2019) | FY2019<br>(As of March 31, 2020) |
|--------------------------------|----------------------------------|----------------------------------|
| Weighted-average discount rate | 0.7 to 3.7%                      | 0.3 to 3.0%                      |

#### <8> Sensitivity analysis

If the discount rate used for actuarial valuation changes by 0.5%, the present value of defined benefit obligations would increase or decrease, as shown below. The sensitivity analysis below have been determined based on reasonably possible change of the assumption occurring at the end of the reporting period, while holding all other assumptions constant. In practice, the sensitivity analysis presented below may not be representative of the actual change in the defined benefit obligation as it is unlikely that the change in assumptions would occur in isolation of one another as some of the assumptions may be correlated.

Domestic plan

|                       |                                       |                   | (Thousands of    |
|-----------------------|---------------------------------------|-------------------|------------------|
|                       |                                       | (Millions of yen) | U.S. dollars)    |
|                       | The defined benefit obligation would: |                   |                  |
| If the discount rate: | FY2018                                | FY2019            | FY2019           |
|                       | (As of March 31,                      | (As of March 31,  | (As of March 31, |
|                       | 2019)                                 | 2020)             | 2020)            |
| increases by 0.5%     | decrease by                           | decrease by       | decrease by      |
| increases by 0.570    | 3,637                                 | 3,814             | 34,991           |
| decreases by 0.5%     | increase by                           | increase by       | increase by      |
| decreases by 0.570    | 4,108                                 | 4,317             | 39,606           |

Overseas plan

|                       |                                       |                        | (Thousands of          |
|-----------------------|---------------------------------------|------------------------|------------------------|
|                       |                                       | (Millions of yen)      | U.S. dollars)          |
|                       | The defined benefit obligation would: |                        |                        |
| If the discount rate: | FY2018                                | FY2019                 | FY2019                 |
|                       | (As of March 31, 2019)                | (As of March 31, 2020) | (As of March 31, 2020) |
| increases by 0.5%     | decrease of 2,159                     | decrease of 2,056      | decrease of<br>18,862  |
| decreases by 0.5%     | Increase of 2,000                     | Increase of 2,039      | increase of 18,706     |

#### (2) Defined contribution plans

The total expenses recognized in profit or loss in relation to defined contribution plan were \$12,466 million and \$12,565 million (\$115,275 thousand) for the years ended March 31, 2019 and 2020, respectively.

The amounts above included the expense recognized in profit or loss in relation to state pension plans.

#### (3) Employee benefit expenses

The amounts of employee benefit expenses included in "Cost of sales", "Selling, general and administrative

expenses" and "Other expenses" in the consolidated statement of income were ¥154,212 million and ¥149,950 million (\$1,375,688 thousand) for the years ended March 31, 2019 and 2020, respectively.

#### 26. Provisions

The breakdown and movement in provisions are as follows:

|                                       |                                    |  | (Mi     | llions of yen) |
|---------------------------------------|------------------------------------|--|---------|----------------|
|                                       | Asset<br>retirement<br>obligations | Provision for<br>product<br>warranties | Other   | Total          |
| Balance as of April 1, 2018           | 1,631                              | 4,223                                  | 2,109   | 7,964          |
| Increase                              | 316                                | 3,288                                  | 1,061   | 4,666          |
| Decrease (used)                       | (50)                               | (3,610)                                | (1,387) | (5,048)        |
| Decrease (reversal)                   | _                                  | (79)                                   | (440)   | (520)          |
| Increase due to passage of time       | 10                                 | _                                      | _       | 10             |
| Foreign exchange differences          | (2)                                | (95)                                   | (7)     | (105)          |
| Balance as of March 31, 2019          | 1,904                              | 3,726                                  | 1,335   | 6,966          |
| Increase due to business combinations | 21                                 | _                                      | _       | 21             |
| Increase                              | 188                                | 2,294                                  | 975     | 3,458          |
| Decrease (used)                       | (55)                               | (2,643)                                | (1,080) | (3,780)        |
| Decrease (reversal)                   | _                                  | (19)                                   | (70)    | (90)           |
| Increase due to passage of time       | 7                                  | —                                      | _       | 7              |
| Foreign exchange differences          | (26)                               | (168)                                  | (52)    | (247)          |
| Balance as of March 31, 2020          | 2,040                              | 3,189                                  | 1,106   | 6,336          |

|                                       |        |          | (Thousands o | f U.S. dollars) |
|---------------------------------------|--------|----------|--------------|-----------------|
| Balance as of March 31, 2019          | 17,468 | 34,183   | 12,248       | 63,908          |
| Increase due to business combinations | 193    | _        | —            | 193             |
| Increase                              | 1,725  | 21,046   | 8,945        | 31,725          |
| Decrease (used)                       | (505)  | (24,248) | (9,908)      | (34,679)        |
| Decrease (reversal)                   | —      | (174)    | (642)        | (826)           |
| Increase due to passage of time       | 64     | —        | —            | 64              |
| Foreign exchange differences          | (239)  | (1,541)  | (477)        | (2,266)         |
| Balance as of March 31, 2020          | 18,716 | 29,257   | 10,147       | 58,128          |

(Note)

1) Asset retirement obligations

If legal or contractual obligations are imposed in relation to the retirement of property, plant and equipment due to the acquisition, construction, development or normal operation of the property, plant and equipment, future expenses necessary for such retirement are recognized.

The outflow of economic benefits in the future is expected to occur after one year from the end of each reporting period, and it will be affected by future business plans.

2) Provision for product warranty

To provide for costs of after-sales services of products, estimated costs of after-sales services are recognized based on historical records.

The decrease (reversal) during the year is the reversal amount of the unused portion of the provision during the year as the estimate is less than the actual amount.

3) Other provisions

Other provisions include a provision for environmental measures. The decrease (reversal) during the year is the reversal amount of the unused portion of the provision during the year as the estimate was less than the actual amount.

|                         |                  |                   | (Thousands of    |
|-------------------------|------------------|-------------------|------------------|
|                         |                  | (Millions of yen) | U.S. dollars)    |
|                         | FY2018           | FY2019            | FY2019           |
|                         | (As of March 31, | (As of March 31,  | (As of March 31, |
|                         | 2019)            | 2020)             | 2020)            |
| Current liabilities     | 3,806            | 3,349             | 30,725           |
| Non-current liabilities | 3,160            | 2,986             | 27,394           |
| Total                   | 6,966            | 6,336             | 58,128           |

The breakdown of provisions in the consolidated statement of financial position is as follows:

# 27. Other Liabilities

The breakdown of other liabilities is as follows:

|                                   |                                     | (Millions of yen)                   | (Thousands of U.S. dollars)         |
|-----------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|
|                                   | FY2018<br>(As of March 31,<br>2019) | FY2019<br>(As of March 31,<br>2020) | FY2019<br>(As of March 31,<br>2020) |
| Other current liabilities         |                                     |                                     |                                     |
| Accrued bonuses                   | 12,804                              | 12,210                              | 112,018                             |
| Accrued unused paid absences      | 7,995                               | 7,905                               | 72,523                              |
| Accrued expenses                  | 23,379                              | 22,800                              | 209,174                             |
| Other                             | 5,328                               | 5,897                               | 54,101                              |
| Total                             | 49,507                              | 48,813                              | 447,826                             |
| Other non-current liabilities     |                                     |                                     |                                     |
| Other long-term employee benefits | 525                                 | 525                                 | 4,817                               |
| Deferred income                   | 768                                 | 641                                 | 5,881                               |
| Long-term accrued expenses        | 604                                 | _                                   | —                                   |
| Other                             | 275                                 | 22                                  | 202                                 |
| Total                             | 2,174                               | 1,188                               | 10,899                              |

## 28. Equity and Other Equity Items

(1) Capital stock and capital surplus

Under the Companies Act of Japan (the "Companies Act"), at least 50% of the proceeds of certain issues of common shares shall be credited to "Capital stock". The remainder of the proceeds may be credited to "Capital surplus". The Companies Act permits, upon approval at the general meeting of shareholders, the transfer of amounts from "Capital surplus" to "Capital stock".

The number of authorized shares, the number of outstanding shares and the amount of capital stock, etc., are as follows:

|                              | Number of<br>authorized<br>shares<br>(Shares) | Number of<br>outstanding<br>shares<br>(Shares) | Capital<br>stock<br>(Millions<br>of yen) | Capital<br>surplus<br>(Millions of<br>yen) | Capital stock<br>(Thousands<br>of U.S.<br>dollars) | Capital<br>surplus<br>(Thousands<br>of U.S.<br>dollars) |
|------------------------------|---|--|--|--|--|---|
| Balance as of April 1, 2018  | 600,000,000                                   | 262,220,530                                    | 19,209                                   | 17,517                                     |  |   |
| Increase                     | _   | _  | _  | 59   |  |   |
| Balance as of March 31, 2019 | 600,000,000                                   | 262,220,530                                    | 19,209                                   | 17,577                                     | 176,229  | 161,257   |
| Increase                     | _   | _  | _  | 54   | _  | 495   |
| Balance as of March 31, 2020 | 600,000,000                                   | 262,220,530                                    | 19,209                                   | 17,632                                     | 176,229  | 161,761   |

(Note) The shares issued by the Company are common shares with no par value and no restriction on the content of rights. Outstanding shares are fully paid.

#### (2) Retained earnings

The Companies Act of Japan provides that a 10% dividend of retained earnings should be accumulated as "Capital surplus" or a legal reserve until the sum of "Capital surplus" or a legal reserve equal to 25% of "Capital stock". Accumulated legal reserve can be applied to capital deficit and can be reversed upon resolution of the shareholders' meeting.

Retained earnings include the transferred amount of the accumulated gains and losses recognized through other comprehensive income when selling financial assets measured at fair value through other comprehensive income.

### (3) Treasury stock

The Companies Act allows Japanese companies to purchase and hold treasury stock. Japanese companies are allowed to decide the number, amount and other aspects of the treasury stock to be acquired, not exceeding the amount available for distribution, upon resolution at the shareholders' meeting. The Companies Act also allows Japanese companies to purchase treasury stock through market transactions or tender offers by resolution of the board of directors, as long as it is allowed under the articles of incorporation, subject to limitations imposed by the Companies Act.

The movement of the number and the amount of treasury stock is as follows:

|                              | Number of<br>shares<br>(Shares) | Amount<br>(Millions of yen) | Amount<br>(Thousands of<br>U.S. dollars) |
|------------------------------|---------------------------------|-----------------------------|--|
| Balance as of April 1, 2018  | 2,541,709                       | (2,800)                     |  |
| Increase                     | 6,295                           | (11)                        |  |
| Decrease                     | (84,120)                        | 117                         |  |
| Balance as of March 31, 2019 | 2,463,884                       | (2,694)                     | (24,716)                                 |
| Increase                     | 5,145                           | (10)                        | (92)                                     |
| Decrease                     | (80,719)                        | 107                         | 982                                      |
| Balance as of March 31, 2020 | 2,388,310                       | (2,597)                     | (23,826)                                 |

The increase in treasury stock by 6,295 shares for the year ended March 31, 2019 represents the Company's purchase of odd lots of 3,821 shares and the portion of treasury stock acquired by associates of 2,474 shares. The decrease in treasury stock by 84,120 shares was due to the exercise of stock options of 84,000 shares and the transfer of odd lots in response to purchase requests of 120 shares.

The increase in treasury stock by 5,145 shares for the year ended March 31, 2020 represents the Company's

purchase of odd lots of 3,692 shares and the portion of treasury stock acquired by associates of 1,453 shares. The decrease in treasury stock by 80,719 shares was due to the exercise of stock options of 75,300 shares, the portion of treasury stock sold by associates of 5,385 shares and the transfer of odd lots in response to purchase requests of 34 shares.

### (4) Other capital surplus

Stock acquisition rights

The Company adopts stock option plans and issues stock acquisition rights based on the Company Act. The contractual terms and the amounts, etc., are provided in Note 40 "Shared-Based Payments."

### (5) Other components of equity

Cumulative translation differences for foreign operations

Cumulative translation differences for foreign operations are the foreign exchange differences which are recognized when consolidating the financial statements of foreign operations to the Group.

Effective portion of net changes in the fair value of cash flow hedges This is the effective portion of changes in the fair value of derivative transactions designated as cash flow hedges.

Gains/(Losses) on investments in equity instruments designated as FVTOCI This is the valuation difference of Gains/(Losses) on investments in equity instruments designated as FVTOCI.

Remeasurements of the net defined benefit liabilities (assets)

Remeasurements of the net defined benefit liabilities (assets) comprise actuarial gains and losses on defined benefit obligations, the return on plan assets excluding the interest income and changes in the effect of the asset ceiling.

#### 29. Dividends

The Company distributes dividends paid within the limit provided by the Companies Act. The dividend limit is calculated based on the amount of retained earnings in the Company's accounting books prepared in accordance with Japanese GAAP.

Dividends paid were as follows:

| Resolution   | Total amount of<br>dividends<br>(Millions of yen) | Dividends per<br>share<br>(Yen) | Record date        | Effective date       |
|--|---|---------------------------------|--------------------|----------------------|
| The Board of<br>Directors Meeting<br>held on May 17,<br>2018     | 7,800   | 30.00                           | March 31, 2018     | June 5, 2018         |
| The Board of<br>Directors Meeting<br>held on<br>November 6, 2018 | 7,802   | 30.00                           | September 30, 2018 | November 30,<br>2018 |

#### FY2018 (Year ended March 31, 2019)

### FY2019 (Year ended March 31, 2020)

| Resolution   | Total amount<br>of dividends<br>(Millions of<br>yen) | Total amount<br>of dividends<br>(Thousands of<br>U.S. dollars) | Dividends per<br>share<br>(Yen) | Dividends per<br>share<br>(U.S. dollars) | Record date        | Effective date       |
|--|--|--|---------------------------------|--|--------------------|----------------------|
| The Board of<br>Directors Meeting<br>held on May 31,<br>2019     | 7,803  | 71,587   | 30.00                           | 0.28                                     | March 31, 2019     | June 4,<br>2019      |
| The Board of<br>Directors Meeting<br>held on<br>November 5, 2019 | 7,803  | 71,587   | 30.00                           | 0.28                                     | September 30, 2019 | November<br>29, 2019 |

Dividends whose record date is in the current fiscal year but whose effective date is in the following fiscal year are as follows:

### FY2018 (Year ended March 31, 2019)

| Resolution   | Total amount of<br>dividends<br>(Millions of yen) | Dividends per<br>share<br>(Yen) | Record date    | Effective date |
|--|---|---------------------------------|----------------|----------------|
| The Board of<br>Directors Meeting<br>held on May31, 2019 | 7,803   | 30.00                           | March 31, 2019 | June 4, 2019   |

## FY2019 (Year ended March 31, 2020)

| Resolution   | of dividends | Total amount<br>of dividends<br>(Thousands of<br>U.S. dollars) | Dividends per | Dividends per<br>share<br>(U.S. dollars) | Record date    | Effective date  |
|--|--------------|--|---------------|--|----------------|-----------------|
| The Board of<br>Directors Meeting<br>held on May 28,<br>2020 | 7,805        | 71,606   | 30.00         | 0.28                                     | March 31, 2020 | June 9,<br>2020 |

#### 30. Revenue

## (1) Disaggregation of revenue

The relationship between disaggregated revenue by geographic region and revenue by segment is as follows:

### FY2018 (Year Ended March 31, 2019)

|                         |                         | , _ • - > )        |           |                       |        | (Mill  | ions of yen) |
|-------------------------|-------------------------|--------------------|-----------|-----------------------|--------|--------|--------------|
|                         |                         | Reportable segment |           |                       |        |        |              |
|                         | Printing &<br>Solutions | Personal &<br>Home | Machinery | Network &<br>Contents | Domino | Others | Total        |
| Japan                   | 34,055                  | 3,554              | 26,965    | 46,893                | 809    | 12,143 | 124,421      |
| The Americas            | 152,815                 | 25,800             | 12,920    | 64                    | 17,314 | 0      | 208,916      |
| Europe                  | 130,840                 | 11,116             | 8,236     | —                     | 30,147 | —      | 180,341      |
| Asia and others         | 48,249                  | 4,029              | 26,029    | 338                   | 15,628 | 4      | 94,279       |
| China                   | 37,074                  | 944                | 29,979    | 630                   | 7,335  | 49     | 76,013       |
| Consolidated            | 403,036                 | 45,445             | 104,130   | 47,926                | 71,234 | 12,198 | 683,972      |
| Leases                  | 50                      | _                  | 132       | 15,264                | 2,300  | 1,575  | 19,323       |
| Revenue<br>from IFRS 15 | 402,985                 | 45,445             | 103,998   | 32,662                | 68,934 | 10,623 | 664,648      |

(Note) Revenue is geographically disaggregated by customer location.

### FY2019 (Year Ended March 31, 2020)

|                         |                         | , ,                |           |                       |        | (Mill  | lions of yen) |
|-------------------------|-------------------------|--------------------|-----------|-----------------------|--------|--------|---------------|
|                         |                         | Reportable segment |           |                       |        |        |               |
|                         | Printing &<br>Solutions | Personal &<br>Home | Machinery | Network &<br>Contents | Domino | Others | Total         |
| Japan                   | 33,761                  | 3,143              | 23,075    | 48,325                | 8      | 14,179 | 122,494       |
| The Americas            | 148,403                 | 22,285             | 11,617    | 69                    | 17,414 | —      | 199,789       |
| Europe                  | 127,989                 | 10,786             | 7,957     | —                     | 27,711 | —      | 174,444       |
| Asia and others         | 47,223                  | 3,804              | 16,753    | 230                   | 15,704 | 30     | 83,747        |
| China                   | 33,309                  | 845                | 15,409    | 482                   | 6,699  | 36     | 56,783        |
| Consolidated            | 390,687                 | 40,864             | 74,814    | 49,108                | 67,537 | 14,247 | 637,259       |
| Leases                  | 48                      | 3                  | 138       | 8,637                 | 2,158  | 1,611  | 12,598        |
| Revenue<br>from IFRS 15 | 390,639                 | 40,861             | 74,675    | 40,470                | 65,378 | 12,635 | 624,660       |

(Note) Revenue is geographically disaggregated by customer location.

| (Thousands of U.S dollar |                         |                    |            |                       |         |         | donars)   |
|--------------------------|-------------------------|--------------------|------------|-----------------------|---------|---------|-----------|
|                          |                         |                    | Reportable | segment               |         |         | T ( 1     |
|                          | Printing &<br>Solutions | Personal &<br>Home | Machinery  | Network &<br>Contents | Domino  | Others  | Total     |
| Japan                    | 309,734                 | 28,835             | 211,697    | 443,349               | 73      | 130,083 | 1,123,798 |
| The Americas             | 1,361,495               | 204,450            | 106,578    | 633                   | 159,761 | _       | 1,832,927 |
| Europe                   | 1,174,211               | 98,954             | 73,000     | —                     | 254,229 | _       | 1,600,404 |
| Asia and others          | 433,239                 | 34,899             | 153,697    | 2,110                 | 144,073 | 275     | 768,321   |
| China                    | 305,587                 | 7,752              | 141,367    | 4,422                 | 61,459  | 330     | 520,945   |
| Consolidated             | 3,584,284               | 374,899            | 686,367    | 450,532               | 619,606 | 130,706 | 5,846,413 |
| Leases                   | 440                     | 28                 | 1,266      | 79,239                | 19,798  | 14,780  | 115,578   |
| Revenue<br>from IFRS 15  | 3,583,844               | 374,872            | 685,092    | 371,284               | 599,798 | 115,917 | 5,730,826 |

(Note) Revenue is geographically disaggregated by customer location.

For sales of products of the Group, the performance obligation in a contract is satisfied when the customer obtains control over the products based on contract terms. Thus, revenue is recognized upon delivery to the customer, at the time of customer acceptance, or based on contract terms. Services, such as maintenance and operation, relating to these products may be provided to the customer. Revenue is recognized based on the contractual period because the performance obligation relating to these services is generally satisfied with the passage of time. Also, rebates that are subject to achievement of a certain target, such as sales quantity and sales amount, may be added when products are sold. In that case, transaction price is determined at the consideration promised in a contract with a customer, less rebates and other estimated items. Rebates and other estimated items are calculated based on the past actual, etc., and revenue is recognized only when it is highly probable that a significant reversal in the amount will not occur.

(Thousands of U.S dollars)

### (2) Contract balances

The balances of receivables and contract liabilities from contracts with customers are as follows:

|   |                    |         | (Millions of yen) | (Thousands of U.S. dollars) |
|---|--------------------|---------|-------------------|-----------------------------|
|   | Date of initial    | FY2018  | FY2019            | FY2019                      |
|   | application (As of |         |                   | (As of March 31,            |
|   | Åpril 1, 2018)     | 2019)   | 2020)             | 2020)                       |
| Receivables from contracts with customers | 105,382            | 102,239 | 95,857            | 879,422                     |
| Contract liabilities                      | 5,186              | 5,189   | 5,603             | 51,404                      |

Revenue recognized in the years ended March 31, 2019 and 2020 that was included in the contract liability balance at the beginning of the period is ¥4,066 million and ¥4,147 million (\$38,046 thousand), respectively.

Revenue recognized in the years ended March 31, 2019 and 2020 from performance obligations satisfied in previous periods was not material.

(Note)

1) "Contract liabilities" are mainly related to advances received from customers.

2) There are no significant changes in "Contract liabilities."

(3) Transaction price allocated to the remaining performance obligations

The aggregate amount of the transaction price allocated to the remaining performance obligations is not material.

Also, the Group applies Paragraph 121 of IFRS 15 and omits the disclosure of transactions with contractual periods of one year or less or transactions applying the practical expedient in Paragraph B16 of IFRS 15. In addition, there are no significant amounts in consideration from contracts with customers that are not included in transaction prices.

The Group applies the practical expedient in Paragraph B63 of IFRS 15. When the period between when a good or service is transferred to a customer and when the consideration is paid is one year or less, the Group does not adjust the promised amount of consideration for the effects of a significant financing component.

#### 31. Cost of Sales

The breakdown of cost of sales is as follows:

|                               |  | (Millions of yen)                        | (Thousands of U.S. dollars)              |
|-------------------------------|--|--|--|
|                               | FY2018<br>(Year ended<br>March 31, 2019) | FY2019<br>(Year ended<br>March 31, 2020) | FY2019<br>(Year ended<br>March 31, 2020) |
| Raw materials costs           | 290,444                                  | 249,292                                  | 2,287,083                                |
| Employee benefit expenses     | 57,196                                   | 55,844                                   | 512,330                                  |
| Depreciation and amortization | 21,499                                   | 23,352                                   | 214,239                                  |
| Other                         | 22,752                                   | 26,496                                   | 243,083                                  |
| Total                         | 391,893                                  | 354,987                                  | 3,256,761                                |

## 32. Selling, General and Administrative Expenses

|                               |  | (Millions of yen)                        | (Thousands of U.S. dollars)              |
|-------------------------------|--|--|--|
|                               | FY2018<br>(Year ended<br>March 31, 2019) | FY2019<br>(Year ended<br>March 31, 2020) | FY2019<br>(Year ended<br>March 31, 2020) |
| Employee benefit expenses     | 95,944                                   | 93,916                                   | 861,615                                  |
| Depreciation and amortization | 12,174                                   | 16,844                                   | 154,532                                  |
| Freight expenses              | 19,903                                   | 18,503                                   | 169,752                                  |
| Advertising expenses          | 14,064                                   | 13,690                                   | 125,596                                  |
| Other                         | 78,018                                   | 72,374                                   | 663,982                                  |
| Total                         | 220,105                                  | 215,330                                  | 1,975,505                                |

The breakdown of selling, general and administrative expenses is as follows:

(Note) Due to the recognition of "Right-of-use assets" under IFRS 16, lease payments, which were previously recognized as rents, are recognized as depreciation and amortization from the year ended March 31, 2020.

#### **33.** Other Income and Other Expenses

The breakdown of other income is as follows:

|   | FY2018                         | (Millions of yen)<br>FY2019    | FY2019                         |
|---|--------------------------------|--------------------------------|--------------------------------|
|   | (Year ended<br>March 31, 2019) | (Year ended<br>March 31, 2020) | (Year ended<br>March 31, 2020) |
| Gain on sales of fixed assets   | 103                            | 617                            | 5,661                          |
| Net gain in the fair value of financial instruments measured at FVTPL |                                |                                |                                |
| Derivatives   | 1,953                          | 307                            | 2,817                          |
| Other   | 853                            | 230                            | 2,110                          |
| Insurance revenue   | 447                            | 424                            | 3,890                          |
| Foreign exchange gains  | 329                            | _                              | —                              |
| Income from government grants   | 412                            | 828                            | 7,596                          |
| Other   | 774                            | 855                            | 7,844                          |
| Total   | 4,875                          | 3,264                          | 29,945                         |

The breakdown of other expenses is as follows:

|  |                       | (Millions of yen)     | (Thousands of U.S. dollars) |
|--|-----------------------|-----------------------|-----------------------------|
|  | FY2018<br>(Year ended | FY2019<br>(Year ended | FY2019<br>(Year ended       |
|  | March 31, 2019)       | March 31, 2020)       | March 31, 2020)             |
| Loss on sales and disposal of fixed assets | 2,258                 | 906                   | 8,312                       |
| Impairment losses                          | 188                   | 429                   | 3,936                       |
| Foreign exchange losses                    | -                     | 461                   | 4,229                       |
| Disaster losses                            | 188                   | 64                    | 587                         |
| Credit losses                              | 612                   | 484                   | 4,440                       |
| Structural reform expenses (Note)          | 1,071                 | 189                   | 1,734                       |
| Other                                      | 605                   | 340                   | 3,119                       |
| Total                                      | 4,924                 | 2,876                 | 26,385                      |

(Note) Structural reform expenses for the years ended March 31, 2019 and 2020 are mainly special retirement payments of certain consolidated subsidiaries in the Printing & Solutions business.

## 34. Government Grants

The Company received government grants to acquire property, plant and equipment in association with the transfer of a factory in China. The government grants received, which are accounted for as deferred income and proportionally recognized as a reduction of "Cost of sales" in profit or loss over the useful lives of the facilities subject to such grants in the consolidated statement of income, are ¥46 million for the year ended March 31, 2019 and ¥40 million (\$367 thousand) for the year ended March 31, 2020. Otherwise, "Other income" includes the government grants of ¥412 million for the year ended March 31, 2019 and ¥828 million (\$7,596 thousand) for the year ended March 31, 2020 as profit or loss.

There are no unsatisfied conditions and contingencies incidental to the government grants.

## **35. Finance Income and Finance Expenses**

The breakdown of finance income is as follows:

|   |                 |                   | (Thousands of   |
|---|-----------------|-------------------|-----------------|
|   | 1               | (Millions of yen) | U.S. dollars)   |
|   | FY2018          | FY2019            | FY2019          |
|   | (Year ended     | (Year ended       | (Year ended     |
|   | March 31, 2019) | March 31, 2020)   | March 31, 2020) |
| Interest income   |                 |                   |                 |
| Financial assets measured at amortized cost                           | 936             | 996               | 9,138           |
| Net gain in the fair value of financial instruments measured at FVTPL |                 |                   |                 |
| Derivatives (Note)  | 2,786           | 33                | 303             |
| Dividend income   | 304             | 296               | 2,716           |
| Foreign exchange gains (Note)   | _               | 955               | 8,761           |
| Other   | 12              | 6                 | 55              |
| Total   | 4,039           | 2,289             | 21,000          |

The breakdown of finance expenses is as follows:

|   |  | (Millions of yen)                        | (Thousands of<br>U.S. dollars)           |
|---|--|--|--|
|   | FY2018<br>(Year ended<br>March 31, 2019) | FY2019<br>(Year ended<br>March 31, 2020) | FY2019<br>(Year ended<br>March 31, 2020) |
| Interest expense                                      |  |  |  |
| Financial liabilities measured at amortized cost      | 1,679                                    | 1,555                                    | 14,266                                   |
| Interest expense on lease liabilities                 | _  | 853                                      | 7,826                                    |
| Net interest expense on net defined benefit liability | 240                                      | 240                                      | 2,202                                    |
| Foreign exchange losses (Note)                        | 1,790                                    | _  | _  |
| Other   | 89                                       | 50                                       | 459                                      |
| Total   | 3,800                                    | 2,700                                    | 24,771                                   |

(Note) Foreign exchange gains or losses resulted primarily from corporate bonds and borrowings denominated in foreign currencies. The Company has entered into currency interest rate swap contracts to avoid the effect of fluctuations in the exchange rates of foreign currency-denominated borrowings on profit or loss, and the differences in valuation are recognized as finance income or expenses.

# 36. Earnings per Share

|  |  | (Millions of yen)                        | (Thousands of U.S. dollars)              |
|--|--|--|--|
|  | FY2018<br>(Year ended<br>March 31, 2019) | FY2019<br>(Year ended<br>March 31, 2020) | FY2019<br>(Year ended<br>March 31, 2020) |
| Profit attributable to ordinary shareholders of the parent company | 53,902                                   | 49,566                                   | 454,734                                  |
| Net income used in the calculation of diluted earnings per share   | 53,902                                   | 49,566                                   | 454,734                                  |
|  |  |  |  |
| Average number of shares – basic                                   | 259,719,758                              | 259,781,183                              |  |
| Increase of shares – basic   |  |  |  |
| Stock acquisition rights (shares)                                  | 798,634                                  | 810,746                                  |  |
| Average number of shares – diluted                                 | 260,518,392                              | 260,591,929                              |  |

| (Van) | (II C | dallara) |
|-------|-------|----------|
| (Yen) | (0.5) | dollars) |

|                            |        | ( )    | ( )  |
|----------------------------|--------|--------|------|
| Basic earnings per share   | 207.54 | 190.80 | 1.75 |
| Diluted earnings per share | 206.90 | 190.21 | 1.75 |

## 37. Other Comprehensive Income

The amount arising during the year, reclassification adjustments to profit or loss and the income tax effect for each item in other comprehensive income, including non-controlling interests, are as follows:

FY2018 (Year ended March 31, 2019)

|  |  |                              | 1                        |                      | (Millions of yen)          |
|--|--|------------------------------|--------------------------|----------------------|----------------------------|
|  | The amount<br>arising during<br>the year | Reclassification adjustments | Before income tax effect | Income tax<br>effect | After income<br>tax effect |
| Items that will not be reclassified to profit or loss  |  |                              |                          |                      |                            |
| Gains/(Losses) on investments in<br>equity instruments designated as<br>FVTOCI                 | (3,593)                                  | _                            | (3,593)                  | 927                  | (2,665)                    |
| Remeasurements of the net defined benefit liability (asset)                                    | (1,394)                                  | _                            | (1,394)                  | 441                  | (953)                      |
| Share of other comprehensive<br>income of investments accounted<br>for using the equity method | 11                                       | _                            | 11                       | _                    | 11                         |
| Subtotal   | (4,976)                                  | _                            | (4,976)                  | 1,368                | (3,607)                    |
| Items that may be reclassified to profit or loss   |  |                              |                          |                      |                            |
| Exchange differences on translating foreign operations   | (5,222)                                  | _                            | (5,222)                  | (106)                | (5,329)                    |
| Subtotal   | (5,222)                                  | _                            | (5,222)                  | (106)                | (5,329)                    |
| Total  | (10,199)                                 | _                            | (10,199)                 | 1,261                | (8,937)                    |

FY2019 (Year ended March 31, 2020)

|  | ,  |                              |                          |                      | (Millions of yen)       |
|--|--|------------------------------|--------------------------|----------------------|-------------------------|
|  | The amount<br>arising during<br>the year | Reclassification adjustments | Before income tax effect | Income tax<br>effect | After income tax effect |
| Items that will not be reclassified to profit or loss  |  |                              |                          |                      |                         |
| Gains/(Losses) on investments in<br>equity instruments designated as<br>FVTOCI                 | (2,977)                                  | _                            | (2,977)                  | 1,029                | (1,948)                 |
| Remeasurements of the net defined benefit liability (asset)                                    | (2,841)                                  | _                            | (2,841)                  | 907                  | (1,933)                 |
| Share of other comprehensive<br>income of investments accounted<br>for using the equity method | (17)                                     | _                            | (17)                     | _                    | (17)                    |
| Subtotal   | (5,836)                                  | _                            | (5,836)                  | 1,936                | (3,899)                 |
| Items that may be reclassified to profit or loss   |  |                              |                          |                      |                         |
| Exchange differences on translating foreign operations   | (25,637)                                 | _                            | (25,637)                 | (335)                | (25,973)                |
| Subtotal   | (25,637)                                 | _                            | (25,637)                 | (335)                | (25,973)                |
| Total  | (31,474)                                 | _                            | (31,474)                 | 1,600                | (29,873)                |

(Thousands of U.S. dollars)

|  |  |                              |                             | (Thousand            | <u>s of 0.5. donais</u> |
|--|--|------------------------------|-----------------------------|----------------------|-------------------------|
|  | The amount<br>arising during<br>the year | Reclassification adjustments | Before income<br>tax effect | Income tax<br>effect | After income tax effect |
| Items that will not be reclassified to profit or loss  |  |                              |                             |                      |                         |
| Gains/(Losses) on investments in<br>equity instruments designated as<br>FVTOCI                 | (27,312)                                 | _                            | (27,312)                    | 9,440                | (17,872)                |
| Remeasurements of the net defined benefit liability (asset)                                    | (26,064)                                 | _                            | (26,064)                    | 8,321                | (17,734)                |
| Share of other comprehensive<br>income of investments accounted<br>for using the equity method | (156)                                    | _                            | (156)                       | _                    | (156)                   |
| Subtotal   | (53,541)                                 | _                            | (53,541)                    | 17,761               | (35,771)                |
| Items that may be reclassified to profit or loss   |  |                              |                             |                      |                         |
| Exchange differences on translating foreign operations   | (235,202)                                | _                            | (235,202)                   | (3,073)              | (238,284)               |
| Subtotal   | (235,202)                                | -                            | (235,202)                   | (3,073)              | (238,284)               |
| Total  | (288,752)                                | -                            | (288,752)                   | 14,679               | (274,064)               |

Of the above items, the amounts attributable to non-controlling interests (after income tax effect) are as follows:

|   |  | (Millions of yen)                        | (Thousands of U.S. dollars)              |
|---|--|--|--|
|   | FY2018<br>(Year ended<br>March 31, 2019) | FY2019<br>(Year ended<br>March 31, 2020) | FY2019<br>(Year ended<br>March 31, 2020) |
| Gains on investments in equity instruments designated as FVTOCI | (140)                                    | (20)                                     | (183)                                    |
| Remeasurements of the net defined benefit liability (asset)     | (2)                                      | 8  | 73                                       |
| Exchange differences on translating foreign operations          | (7)                                      | (24)                                     | (220)                                    |
| Total   | (150)                                    | (36)                                     | (330)                                    |

# 38. Liabilities Arising from Financing Activities

The changes in liabilities arising from financing activities are as follows:

FY2018 (Year ended March 31, 2019)

|             | 1                 |           |                                    |                  |               |                | (initial)             | is of yell)    |
|-------------|-------------------|-----------|------------------------------------|------------------|---------------|----------------|-----------------------|----------------|
|             | As of             |           |                                    | Non-cash changes |               |                |                       | As of          |
|             | March 31,<br>2018 | Cash flow | Foreign<br>exchange<br>differences | Fair<br>value    | New<br>leases | Amortized cost | Business combinations | March 31, 2019 |
| Short-term  | 1 176             | (1.042)   | (12)                               |                  |               |                |                       | 100            |
| borrowings  | 1,176             | (1,042)   | (12)                               | —                | —             | _              | —                     | 122            |
| Long-term   |                   |           |                                    |                  |               |                |                       |                |
| borrowings  |                   |           |                                    |                  |               |                |                       |                |
| Long-term   | 74.901            |           | 1 001                              |                  |               | 4.5            |                       | 76 422         |
| borrowings  | 74,801            | (296)     | 1,881                              | —                | —             | 45             | —                     | 76,432         |
| Derivatives | 6,240             | —         | —                                  | (1,828)          | —             | —              | —                     | 4,411          |
| Subtotal    | 81,042            | (296)     | 1,881                              | (1,828)          | _             | 45             | —                     | 80,844         |
| Bonds       | 40,468            | (20,231)  | (16)                               | —                | —             | 17             | —                     | 20,237         |
| Lease       | 4 570             | (1.500)   | ( <b>0</b> )                       |                  | 1.015         |                |                       | 4 00 4         |
| obligations | 4,579             | (1,590)   | (0)                                | _                | 1,015         | _              | _                     | 4,004          |
| Total       | 127,266           | (23,159)  | 1,852                              | (1,828)          | 1,015         | 62             | _                     | 105,209        |

(Millions of yen)

(Millions of yen)

|             | As of             |           |                                    | Non-cash changes |               |                |                       | As of             |
|-------------|-------------------|-----------|------------------------------------|------------------|---------------|----------------|-----------------------|-------------------|
|             | March 31,<br>2019 | Cash flow | Foreign<br>exchange<br>differences | Fair<br>value    | New<br>leases | Amortized cost | Business combinations | March 31,<br>2020 |
| Short-term  | 122               | 29,873    | (14)                               |                  |               |                | 31                    | 30,012            |
| borrowings  | 122               | 29,075    | (14)                               | _                |               |                | 51                    | 50,012            |
| Long-term   |                   |           |                                    |                  |               |                |                       |                   |
| borrowings  |                   |           |                                    |                  |               |                |                       |                   |
| (Note 1)    |                   |           |                                    |                  |               |                |                       |                   |
| Long-term   | 76 422            | (10, 700) | (010)                              |                  |               | ()             |                       | 56 950            |
| borrowings  | 76,432            | (18,700)  | (946)                              | _                | _             | 64             | _                     | 56,850            |
| Derivatives | 4,411             | (1,296)   | _                                  | 947              | _             | _              | _                     | 4,062             |
| Subtotal    | 80,844            | (19,997)  | (946)                              | 947              | —             | 64             | —                     | 60,913            |
| Bonds       | 20,237            | (92)      | (13)                               | _                | _             | 17             | _                     | 20,148            |
| Lease       |                   |           |                                    |                  |               |                |                       |                   |
| obligations | 4,004             | (8,813)   | (815)                              | —                | 35,573        | _              | 40                    | 29,989            |
| (Note 2)    |                   |           |                                    |                  |               |                |                       |                   |
| Total       | 105,209           | 970       | (1,790)                            | 947              | 35,573        | 82             | 71                    | 141,064           |

#### (Note)

1) "Repayment of long-term borrowings" in the consolidated statement of cash flows includes derivatives paid or received.

2) Changes in "Lease liabilities" at the date of the initial application of IFRS 16 are included in new leases.

|             | As of             |            |                                    | 1             | Non-cash cł   | nanges         |                       | As of             |
|-------------|-------------------|------------|------------------------------------|---------------|---------------|----------------|-----------------------|-------------------|
|             | March 31,<br>2019 | Cash flow  | Foreign<br>exchange<br>differences | Fair<br>value | New<br>leases | Amortized cost | Business combinations | March 31,<br>2020 |
| Short-term  | 1 110             | 274.064    | (129)                              |               |               |                | 284                   | 275 220           |
| borrowings  | 1,119             | 274,064    | (128)                              | —             | _             | _              | 284                   | 275,339           |
| Long-term   |                   |            |                                    |               |               |                |                       |                   |
| borrowings  |                   |            |                                    |               |               |                |                       |                   |
| (Note 1)    |                   |            |                                    |               |               |                |                       |                   |
| Long-term   | 701 211           | (171.5(0)) | (9,(70))                           |               |               | 597            |                       | 521.5(0)          |
| borrowings  | 701,211           | (171,560)  | (8,679)                            | _             |               | 587            | —                     | 521,560           |
| Derivatives | 40,468            | (11,890)   | —                                  | 8,688         | —             | —              | —                     | 37,266            |
| Subtotal    | 741,688           | (183,459)  | (8,679)                            | 8,688         | —             | 587            | —                     | 558,835           |
| Bonds       | 185,661           | (844)      | (119)                              | —             | —             | 156            | —                     | 184,844           |
| Lease       |                   |            |                                    |               |               |                |                       |                   |
| obligations | 36,734            | (80,853)   | (7,477)                            | —             | 326,358       | —              | 367                   | 275,128           |
| (Note 2)    |                   |            |                                    |               |               |                |                       |                   |
| Total       | 965,220           | 8,899      | (16,422)                           | 8,688         | 326,358       | 752            | 651                   | 1,294,165         |

(Thousands of U.S. dollars)

(Note)

1) "Repayment of long-term borrowings" in the consolidated statement of cash flows includes derivatives paid or received.

2) Changes in "Lease liabilities" at the date of the initial application of IFRS 16 are included in new leases.

#### **39. Non-Financial Transactions**

|   |                                | (Millions of yen)              | (Thousands of U.S.<br>dollars) |
|---|--------------------------------|--------------------------------|--------------------------------|
|   | FY2018                         | FY2019                         | FY2019                         |
|   | (Year ended<br>March 31, 2019) | (Year ended<br>March 31, 2020) | (Year ended<br>March 31, 2020) |
| Property, plant and equipment related to finance leases | 572                            | _                              | _                              |
| Right-of-use assets related to leases                   | _                              | 6,366                          | 58,404                         |

The purchases of property, plant and equipment related to finance leases are as follows:

#### 40. Shared-Based Payments

#### (1) Description of the share-based payment system

The Company has adopted a stock option scheme for directors (excluding external directors) and executive officers (excluding executive officers concurrently working as director) with an aim to increase incentives for the improvement of long-term performance.

Stock options of the Company are all equity-settled, share-based payment and granted on the basis of matters approved at the board of directors' meeting. The exercise period is prescribed in the allocation agreement, and stock options not exercised during such period expire. No vesting conditions are set in the scheme, and stock options are vested on the grant date.

Stock acquisition rights holders may, during the exercise period, exercise their stock acquisition rights until the day on which five years have elapsed from the day on which one year has elapsed from the following day after the date on which they resign as director, corporate auditor, executive officer or administration officer of the Company, its subsidiaries or companies of which the Company or its subsidiaries hold more than 40% of the voting rights of all shareholders. However, in cases in which the first day of the exercise period does not arrive by 30 years after the following day of the allocation date of stock acquisition rights, on which the subscription requirements for stock acquisition rights are determined, the holders may exercise such rights within one year from the following day.

Details of the Company's stock options are as follows:

| Date of           | Number o                                |                    | Exercise   | Exerc      | ise price                               | Fair value                              | price at g     |                   |
|-------------------|---|--------------------|--|------------|---|---|----------------|-------------------|
| grant             | gran                                    |                    | period   | (77.)      | (U.S.                                   |   | (T.T. )        | (U.S.             |
| March 19,<br>2007 | The<br>Company<br>directors             | (Shares)<br>46,000 | 30 years<br>starting on<br>the day<br>following<br>the stock<br>option<br>grant date | (Yen)<br>1 | dollars)<br>0.01                        | The<br>Company<br>directors             | (Yen)<br>1,350 | dollars)<br>12.39 |
| March 24, 2008    | The<br>Company<br>directors             | 65,100             | Same as<br>above   | 1          | 0.01                                    | The<br>Company<br>directors             | 915            | 8.39              |
| March 23, 2009    | The<br>Company<br>directors             | 114,500            | Same as above  | 1          | 0.01                                    | The<br>Company<br>directors             | 642            | 5.89              |
| March 23,         | The<br>Company<br>directors             | 51,900             | Same as  |            |   | The<br>Company<br>directors             | 899            | 8.25              |
| 2010              | The<br>Company<br>executive<br>officers | 49,600             | above  | 1 0.01     | The<br>Company<br>executive<br>officers | 912                                     | 8.37           |                   |
| March 23,         | The<br>Company<br>directors             | 43,200             | · Same as  |            |   | The<br>Company<br>directors             | 1,018          | 9.34              |
| 2011              | The<br>Company<br>executive<br>officers | 40,300             | above  | 1          | 0.01                                    | The<br>Company<br>executive<br>officers | 1,034          | 9.49              |
| March 23,         | The<br>Company<br>directors             | 44,600             | · Same as  |            |   | The<br>Company<br>directors             | 929            | 8.52              |
| 2012              | The<br>Company<br>executive<br>officers | 61,800             | above  | 1          | 0.01                                    | The<br>Company<br>executive<br>officers | 957            | 8.78              |
| March 21,         | The<br>Company<br>directors             | 36,600             | Same as  |            |   | The<br>Company<br>directors             | 850            | 7.80              |
| 2013              | The<br>Company<br>executive<br>officers | 69,500             | Same as<br>above   | 1          | 0.01                                    | The<br>Company<br>executive<br>officers | 880            | 8.07              |
| March 27,         | The<br>Company<br>directors             | 30,800             | Same as  |            |   | The<br>Company<br>directors             | 1,169          | 10.72             |
| 2014              | The<br>Company<br>executive<br>officers | 49,600             | above  | 1          | 0.01                                    | The<br>Company<br>executive<br>officers | 1,157          | 10.61             |

| Date of          | Number of options                          |          | Exercise Exercise pric      |   | ise price |   |   |          |
|------------------|--|----------|-----------------------------|---|-----------|---|---|----------|
| grant            | gran                                       |          | period                      |   | (U.S.     |   |   | (U.S.    |
|                  |  | (Shares) |                             | (Yen)                                   | dollars)  |   | (Yen)                                   | dollars) |
| March 18,        | The<br>Company<br>directors                | 37,300   | Same as                     |   |           | The<br>Company<br>directors             | 1,615                                   | 14.82    |
| 2015             | The<br>Company<br>executive<br>officers    | 28,800   | above                       | 1                                       | 0.01      | The<br>Company<br>executive<br>officers | 1,655                                   | 15.18    |
| March 24,        | The<br>Company 52,200<br>directors Same as |          | The<br>Company<br>directors | 1,089                                   | 9.99      |   |   |          |
| 2016             | The<br>Company<br>executive<br>officers    | 66,000   | above 1 0.01                | The<br>Company<br>executive<br>officers | 1,089     | 9.99                                    |   |          |
| March 24,        | The<br>Company<br>directors                | 29,700   | Same as                     |   |           | The<br>Company<br>directors             | 1,981                                   | 18.17    |
| 2017             | The<br>Company<br>executive<br>officers    | 43,500   | above                       | 1                                       | 0.01      | The<br>Company<br>executive<br>officers | 1,944                                   | 17.83    |
| March 26,        | The<br>Company<br>directors                | 28,300   | - Same as<br>above          |   |           | The<br>Company<br>directors             | 2,014                                   | 18.48    |
| 2018             | The<br>Company<br>executive<br>officers    | 33,200   |                             |   | 1         | 0.01                                    | The<br>Company<br>executive<br>officers | 1,967    |
| July 19,         | The<br>Company<br>directors                | 37,900   | Sama as                     |   |           | The<br>Company<br>directors             | 1,892                                   | 17.36    |
| 2018             | The<br>Company<br>executive<br>officers    | 35,600   | above                       | Same as 1<br>Ibove 1                    | 0.01      | The<br>Company<br>executive<br>officers | 1,855                                   | 17.02    |
| July 17          | The<br>Company<br>directors                | 41,400   | Same as                     |   | 0.01      | The<br>Company<br>directors             | 1,669                                   | 15.31    |
| July 17,<br>2019 | The<br>Company<br>executive<br>officers    | 35,400   | above                       | 1                                       |           | The<br>Company<br>executive<br>officers | 1,596                                   | 14.64    |

(2) Number of stock options and weighted-average exercise price

|  | FY2<br>(Year ended M  | 2018<br>Iarch 31, 2019) | FY2019<br>(Year ended March 31, 2020) |   |  |  |
|--|---|-------------------------|---------------------------------------|---|--|--|
|  | Number of shares<br>(Share) Weighted-<br>average exercise N<br>price<br>(Yen) |                         | Number of shares<br>(Share)           | Weighted-<br>average exercise<br>price<br>(Yen) | Weighted-<br>average<br>exercise price<br>(U.S. dollars) |  |
| Unexercised balance at beginning of year | 793,100   | 1                       | 782,600                               | 1   | 0.01   |  |
| Granted                                  | 73,500  | 1                       | 76,800                                | 1   | 0.01   |  |
| Forfeited                                | _   | _                       | _                                     | _   | —  |  |
| Exercised                                | 84,000  | 1                       | 75,300                                | 1   | 0.01   |  |
| Matured                                  | —   | —                       | _                                     | —   | —  |  |
| Unexercised balance at end of year       | 782,600   | 1                       | 784,100                               | 1   | 0.01   |  |
| Exercised balance at end of year         | 123,100   | 1                       | 124,300                               | 1   | 0.01   |  |

The weighted-average stock price on the exercise date is \$2,158 for the stock options exercised during the year ended March 31, 2019 and \$1,910 (\$17.52) for those exercised during the year ended March 31, 2020.

The exercise price of unexercised stock options is \$1 as of March 31, 2019, and \$1(\$0.01) as of March 31, 2020. The weighted-average remaining contractual term was 19 years for the year ended March 31, 2019 and 20 years for the year ended March 31, 2020.

(3) Fair value of stock options granted during the period and valuation method used

The weighted-average fair value of the stock options granted is \$1,874 for the year ended March 31, 2019 and \$1,635 (\$15.00) for the year ended March 31, 2020.

The fair value of the stock options granted during the period is assessed using the Black-Scholes Model based on the following:

|                                  |                             |   |                             | (Yen)                                   | J)                          | J.S. dollars)                           |  |
|----------------------------------|-----------------------------|---|-----------------------------|---|-----------------------------|---|--|
|                                  | FY 2                        | 2018                                    | FY                          | 2019                                    | FY 2                        | 2019                                    |  |
|                                  | (Year ended                 | · · · ·                                 |                             | d March 31,                             |                             | (Year ended March 31,                   |  |
|                                  | 20                          | /                                       | 20                          | )20)                                    | 202                         | 20)                                     |  |
|                                  | The<br>Company<br>directors | The<br>Company<br>executive<br>officers | The<br>Company<br>directors | The<br>Company<br>executive<br>officers | The<br>Company<br>directors | The<br>Company<br>executive<br>officers |  |
| Stock price at the date of grant | 2,247                       | 2,247                                   | 2,046                       | 2,046                                   | 18.77                       | 18.77                                   |  |
| Exercise price                   | 1                           | 1                                       | 1                           | 1                                       | 0.01                        | 0.01                                    |  |
| Expected volatility              | 34.08%                      | 34.20%                                  | 34.08%                      | 33.78%                                  |                             |   |  |
| Expected life                    | 8 years                     | 9 years                                 | 7 years                     | 9 years                                 |                             |   |  |
| Expected dividend                | 2.14%                       | 2.12%                                   | 2.25%                       | 2.25%                                   |                             |   |  |
| Risk-free interest rate          | (0.04)%                     | 0.00%                                   | (0.22)%                     | (0.17)%                                 |                             |   |  |

(Note) Expected volatility is calculated based on daily stock prices during the period corresponding to the expected life. The expected life is estimated based on the average length of tenure of the Company's directors and executive officers and the exercise conditions. Expected dividends are computed on the basis of actual dividends paid during

the period corresponding to the expected life. The risk-free rate is based on the yield of government bonds during the period corresponding to the expected life.

### (4) Share-based compensation expenses

The amount of share-based compensation expenses included in "Selling, general and administrative expenses" in the consolidated statement of income is ¥137 million for the year ended March 31, 2019 and ¥131 million (\$1,202 thousand) for the year ended March 31, 2020.

### 41. Financial Instruments

### (1) Capital management

The Group manages capital for the purpose of maximizing corporate value through sustainable growth.

The comparison between net interest-bearing debt (interest-bearing debt less cash and cash equivalents) and capital (equity attributable to owners of the parent company) is as follows:

|   |                        | Milliona               | (Thousands of          |
|---|------------------------|------------------------|------------------------|
|   |                        | (Millions of yen)      | U.S. dollars)          |
|   | FY2018                 | FY2019                 | FY2019                 |
|   | (As of March 31, 2019) | (As of March 31, 2020) | (As of March 31, 2020) |
| Interest-bearing debt   | 96,792                 | 107,012                | 981,761                |
| Cash and cash equivalents                                     | (131,152)              | (168,422)              | (1,545,156)            |
| Net interest-bearing debt                                     | (34,359)               | (61,409)               | (563,385)              |
| Capital (equity attributable to owners of the parent company) | 424,759                | 428,520                | 3,931,376              |

(Note)

1) The Group is not subject to any externally imposed capital requirements.

2) Interest-bearing debt is calculated as the sum of "Bonds and borrowings" in the consolidated statement of financial position.

#### (2) Financial risk management

The Group is exposed to a variety of financial risks such as market risk (including currency exchange rate risk, interest rate risk and other price risk), credit risk and liquidity risk in the course of its business activities and conducts risk management to mitigate such financial risks.

The Group enters into derivative financial instruments in order to reduce foreign currency exchange rate risk and interest rate risk and does not enter into or trade financial instruments, including derivative financial instruments, for speculative purposes.

#### <1> Credit risk management

a. Risk management activities

Credit risk refers to the risk that a counterparty will default on its contractual obligations resulting in financial loss to the Group.

The Group manages such risk by setting credit limits for counterparties based on its credit management policy.

Trade receivables are due from a large number of customers, spread across diverse industries and geographical areas. The Group does not have significant credit risk exposure or concentration of credit risk to any single counterparty or groups of counterparties.

The Group's maximum exposure to credit risk before considering the estimated value of the collateral obtained is the carrying amount of financial assets after deducting impairment losses, which is reported in the consolidated financial statements.

The Company enters into derivative financial instruments only with creditworthy financial institutions to reduce counterparty risk.

#### b. Credit risk management practice

The assessment of whether there has been a significant increase in credit risk is based on internal and external credit ratings and other information. If a contractual payment is more than 30 days past due, it is generally deemed that there has been a significant increase in credit risk.

The Group determines that a debtor is in default if its credit has been impaired, which is judged based on any events occurring that may have an adverse impact on expected future cash flows of financial assets.

Expected credit losses are assessed individually or by group, in which case debtors are categorized into groups based on common risk characteristics indicating their capabilities. In assessing 12-month and lifetime expected credit losses, the current situation and projection for future losses are considered on the basis of credit impairment history.

#### c. Changes in allowance for doubtful accounts and subject financial assets

The Group provides an allowance for doubtful accounts taking into consideration the recoverability of operating receivables, etc., according to the credit status of counterparties.

Changes in the allowance for doubtful accounts in relation to trade receivables and other assets are as described below. Assets whose recoverability is likely to be low are classified into credit-impaired financial assets (e.g., when only partial payment is made and interest has occurred or payment for assets 30 days past due is made irregularly).

Changes in allowance for doubtful accounts are as follows:

# Trade receivables

|                                     |                     |                  | (Millions of yen) |
|-------------------------------------|---------------------|------------------|-------------------|
|                                     | Lifetime expected   |                  |                   |
|                                     | Non-credit-impaired | Credit-impaired  | Total             |
|                                     | financial assets    | financial assets |                   |
| Balance as of April 1, 2018         | 445                 | 2,066            | 2,512             |
| Reclassification to non-credit-     | 608                 | (608)            | _                 |
| impaired financial assets           | 008                 | (008)            | _                 |
| Reclassification to credit-impaired | (3)                 | 3                | _                 |
| financial assets                    | (3)                 | 5                | _                 |
| Increase(decrease) resulting from   |                     |                  |                   |
| new financial assets and            | (743)               | 909              | 165               |
| derecognized financial assets       |                     |                  |                   |
| Write-offs                          | (4)                 | (440)            | (444)             |
| Foreign exchange differences        | (14)                | (35)             | (49)              |
| Balance as of March 31, 2019        | 289                 | 1,894            | 2,184             |
| Reclassification to credit-impaired | (10)                | 10               | _                 |
| financial assets                    | (10)                | 10               | _                 |
| Increase(decrease) resulting from   |                     |                  |                   |
| new financial assets and            | 164                 | 102              | 267               |
| derecognized financial assets       |                     |                  |                   |
| Write-offs                          | (1)                 | (303)            | (304)             |
| Foreign exchange differences        | (16)                | (133)            | (150)             |
| Other                               | 40                  | (40)             | _                 |
| Balance as of March 31, 2020        | 465                 | 1,531            | 1,996             |

(Millions of yen)

|                                     | Lifetime expecte    |                  |         |  |
|-------------------------------------|---------------------|------------------|---------|--|
|                                     | Non-credit-impaired | Credit-impaired  | Total   |  |
|                                     | financial assets    | financial assets |         |  |
| Balance as of March 31, 2019        | 2,651               | 17,376           | 20,037  |  |
| Reclassification to credit-impaired | (02)                | 92               |         |  |
| financial assets                    | (92)                | 92               | _       |  |
| Increase(decrease) resulting from   |                     |                  |         |  |
| new financial assets and            | 1,505               | 936              | 2,450   |  |
| derecognized financial assets       |                     |                  |         |  |
| Write-offs                          | (9)                 | (2,780)          | (2,789) |  |
| Foreign exchange differences        | (147)               | (1,220)          | (1,376) |  |
| Other                               | 367                 | (367)            | —       |  |
| Balance as of March 31, 2020        | 4,266               | 14,046           | 18,312  |  |

(Millions of yen)

|                                    |                   | Lifetime expected |       |
|------------------------------------|-------------------|-------------------|-------|
|                                    | 12-month expected | credit losses     | Total |
|                                    | credit losses     | Credit-impaired   | Total |
|                                    |                   | financial assets  |       |
| Balance as of April 1, 2018        | 3                 | 357               | 360   |
| Increase (decrease) resulting from |                   |                   |       |
| new financial assets and           | (0)               | (3)               | (3)   |
| derecognized financial assets      |                   |                   |       |
| Write-offs                         | (0)               | (302)             | (302) |
| Foreign exchange differences       | (0)               | (4)               | (4)   |
| Balance as of March 31, 2019       | 3                 | 47                | 50    |
| Increase (decrease) resulting from |                   |                   |       |
| new financial assets and           | (0)               | -                 | (0)   |
| derecognized financial assets      |                   |                   |       |
| Write-offs                         | (0)               | —                 | (0)   |
| Foreign exchange differences       | (0)               | 0                 | (0)   |
| Balance as of March 31, 2020       | 2                 | 47                | 50    |

(Thousands of U.S. dollars)

|                                    | 12-month expected credit losses | Lifetime expected<br>credit losses<br>Credit-impaired<br>financial assets | Total |
|------------------------------------|---------------------------------|---|-------|
| Balance as of March 31, 2019       | 28                              | 431   | 459   |
| Increase (decrease) resulting from |                                 |   |       |
| new financial assets and           | (0)                             | _   | (0)   |
| derecognized financial assets      |                                 |   |       |
| Write-offs                         | (0)                             | _   | (0)   |
| Foreign exchange differences       | (0)                             | 0   | (0)   |
| Balance as of March 31, 2020       | 18                              | 431   | 459   |

Changes in receivables for which an allowance for doubtful accounts is provided are as follows:

# Trade receivables

|  |                     |                  | (Millions of yen) |
|--|---------------------|------------------|-------------------|
|  | Lifetime expected   | d credit losses  |                   |
|  | Non-credit-impaired | Credit-impaired  | Total             |
|  | financial assets    | financial assets |                   |
| Balance as of April 1, 2018                                  | 104,461             | 2,683            | 107,144           |
| Reclassification to non-credit-<br>impaired financial assets | 1,041               | (1,041)          | _                 |
| Reclassification to credit-impaired financial assets         | (320)               | 320              | _                 |
| New financial assets and derecognized financial assets       | (2,532)             | 255              | (2,277)           |
| Write-offs   | (35)                | (444)            | (479)             |
| Foreign exchange differences                                 | (652)               | (47)             | (700)             |
| Other  | (820)               | 820              | _                 |
| Balance as of March 31, 2019                                 | 101,141             | 2,546            | 103,687           |
| Reclassification to non-credit-<br>impaired financial assets | 736                 | (736)            | _                 |
| Reclassification to credit-impaired financial assets         | (295)               | 295              | _                 |
| New financial assets and derecognized financial assets       | (1,259)             | (81)             | (1,341)           |
| Write-offs   | (12)                | (341)            | (354)             |
| Foreign exchange differences                                 | (4,720)             | (187)            | (4,908)           |
| Other  | (614)               | 614              | _                 |
| Balance as of March 31, 2020                                 | 94,974              | 2,108            | 97,083            |

(Thousands of U.S. dollars)

|                                     | Lifetime expect     |                  |          |
|-------------------------------------|---------------------|------------------|----------|
|                                     | Non-credit-impaired | Credit-impaired  | Total    |
|                                     | financial assets    | financial assets |          |
| Balance as of March 31, 2019        | 927,899             | 23,358           | 951,257  |
| Reclassification to non-credit-     | 6 752               | (6.752)          | _        |
| impaired financial assets           | 6,752               | (6,752)          |          |
| Reclassification to credit-impaired | (2,706)             | 2,706            | _        |
| financial assets                    | (2,700)             | 2,700            |          |
| New financial assets and            | (11,550)            | (743)            | (12,303) |
| derecognized financial assets       | (11,550)            | (743)            | (12,505) |
| Write-offs                          | (110)               | (3,128)          | (3,248)  |
| Foreign exchange differences        | (43,303)            | (1,716)          | (45,028) |
| Other                               | (5,633)             | 5,633            | _        |
| Balance as of March 31, 2020        | 871,321             | 19,339           | 890,670  |

(Millions of yen)

|  |                                 | Lifetime expected credit losses   |                                  |       |
|--|---------------------------------|-----------------------------------|----------------------------------|-------|
|  | 12-month expected credit losses | Non-credit-<br>impaired financial | Credit-impaired financial assets | Total |
|  |                                 | assets                            |                                  |       |
| Balance as of April 1, 2018                            | 5,263                           | 0                                 | 397                              | 5,662 |
| New financial assets and derecognized financial assets | 766                             | (0)                               | (8)                              | 756   |
| Write-offs   | (0)                             | _                                 | (306)                            | (306) |
| Foreign exchange differences                           | (59)                            | (0)                               | (4)                              | (64)  |
| Balance as of March 31, 2019                           | 5,970                           | —                                 | 77                               | 6,047 |
| New financial assets and derecognized financial assets | 477                             | _                                 | 0                                | 477   |
| Write-offs   | (0)                             | —                                 | —                                | (0)   |
| Foreign exchange differences                           | (213)                           | —                                 | (2)                              | (215) |
| Other  | 1,383                           | —                                 | —                                | 1,383 |
| Balance as of March 31, 2020                           | 7,617                           | _                                 | 75                               | 7,692 |

(Thousands of U.S. dollars)

|  |                                 | Lifetime expected credit losses   |                                  |         |
|--|---------------------------------|-----------------------------------|----------------------------------|---------|
|  | 12-month expected credit losses | Non-credit-<br>impaired financial | Credit-impaired financial assets | Total   |
|  |                                 | assets                            |                                  |         |
| Balance as of March 31, 2019                           | 54,771                          | —                                 | 706                              | 55,477  |
| New financial assets and derecognized financial assets | 4,376                           | _                                 | 0                                | 4,376   |
| Write-offs   | (0)                             | —                                 | _                                | (0)     |
| Foreign exchange differences                           | (1,954)                         | _                                 | (18)                             | (1,972) |
| Other  | 12,688                          | -                                 | —                                | 12,688  |
| Balance as of March 31, 2020                           | 69,881                          | _                                 | 688                              | 70,569  |

Of financial assets that are written off, there are no financial assets for which collecting activities continue in the year ended March 31, 2020.

## d. Risk profile

The description of credit risk profiles by external credit ratings, etc., is as follows:

# FY2018 (As of March 31, 2019)

# Trade receivables

(Millions of yen)

|                         | Lifetime expect  | Lifetime expected credit losses |         |
|-------------------------|------------------|---------------------------------|---------|
| Non-credit-impair       |                  | Credit-impaired                 | Total   |
|                         | financial assets | financial assets                |         |
| Within due date         | 89,171           | 266                             | 89,438  |
| Within 30 days past due | 8,119            | 24                              | 8,143   |
| 31 to 60 days past due  | 1,591            | 20                              | 1,611   |
| 61 to 90 days past due  | 887              | 13                              | 901     |
| Over 90 days past due   | 1,371            | 2,220                           | 3,591   |
| Total                   | 101,141          | 2,546                           | 103,687 |

Receivables other than trade receivables

(Millions of yen)

|                       |                   | Lifetime expected |       |
|-----------------------|-------------------|-------------------|-------|
|                       | 12-month expected | credit losses     | Tatal |
|                       | credit losses     | Credit-impaired   | Total |
|                       |                   | financial assets  |       |
| Within due date       | 5,970             | 37                | 6,008 |
| Over 90 days past due | _                 | 39                | 39    |
| Total                 | 5,970             | 77                | 6,047 |

Bonds

|               | 12-month expected credit losses |
|---------------|---------------------------------|
| Rating AAA-AA | 6,314                           |
| Rating A      | 6,813                           |
| Total         | 13,127                          |

# FY2019 (As of March 31, 2020)

Trade receivables

(Millions of yen)

|                         | Lifetime expected credit losses |                  |        |
|-------------------------|---------------------------------|------------------|--------|
|                         | Non-credit-impaired             | Credit-impaired  | Total  |
|                         | financial assets                | financial assets |        |
| Within due date         | 82,668                          | 145              | 82,813 |
| Within 30 days past due | 7,703                           | 79               | 7,783  |
| 31 to 60 days past due  | 2,016                           | 27               | 2,044  |
| 61 to 90 days past due  | 1,008                           | 49               | 1,057  |
| Over 90 days past due   | 1,578                           | 1,806            | 3,384  |
| Total                   | 94,974                          | 2,108            | 97,083 |

# (Thousands of U.S. dollars)

|                         | Lifetime expected   | Lifetime expected credit losses |         |
|-------------------------|---------------------|---------------------------------|---------|
|                         | Non-credit-impaired | Credit-impaired                 | Total   |
|                         | financial assets    | financial assets                |         |
| Within due date         | 758,422             | 1,330                           | 759,752 |
| Within 30 days past due | 70,670              | 725                             | 71,404  |
| 31 to 60 days past due  | 18,495              | 248                             | 18,752  |
| 61 to 90 days past due  | 9,248               | 450                             | 9,697   |
| Over 90 days past due   | 14,477              | 16,569                          | 31,046  |
| Total                   | 871,321             | 19,339                          | 890,670 |

Receivables other than trade receivables

(Millions of yen)

|                       | 12-month expected credit losses | Lifetime expected<br>credit losses<br>Credit-impaired<br>financial assets | Total |
|-----------------------|---------------------------------|---|-------|
| Within due date       | 7,617                           | 37  | 7,655 |
| Over 90 days past due | -                               | 37  | 37    |
| Total                 | 7,617                           | 75  | 7,692 |

(Thousands of U.S. dollars)

|                       | 12-month expected credit losses | Lifetime expected<br>credit losses<br>Credit-impaired<br>financial assets | Total  |
|-----------------------|---------------------------------|---|--------|
| Within due date       | 69,881                          | 339   | 70,229 |
| Over 90 days past due | _                               | 339   | 339    |
| Total                 | 69,881                          | 688   | 70,569 |

Bonds

(Millions of yen)

|               | 12-month expected credit losses |  |
|---------------|---------------------------------|--|
| Rating AAA-AA | 5,701                           |  |
| Rating A      | 5,905                           |  |
| Total         | 11,606                          |  |

(Thousands of U.S. dollars)

|               | 12-month expected credit losses |  |
|---------------|---------------------------------|--|
| Rating AAA-AA | 52,303                          |  |
| Rating A      | 54,174                          |  |
| Total         | 106,477                         |  |

e. Credit risk exposure

The maximum exposure to credit risk as of March 31, 2020 is the carrying amount of financial assets. No credit enhancement is provided by taking collateral, etc., as a guarantee.

<2> Liquidity risk management

a. Risk management activities

Liquidity risk is the risk that the Group may be unable to meet its repayment obligations on financial liabilities which are due for settlement.

The Group's policy in financial activities is to keep liquidity at an appropriate level for present and future business activities and to ensure flexible and efficient funding. In accordance with this policy, the Group, mainly its financial subsidiaries, establishes and manages a cash management system to efficiently utilize the Group's funding. The Group also manages liquidity risk by regularly preparing and updating funding plans and ensuring various means of funding.

# b. Maturity analysis

The following table details the Group's expected maturity for its financial liabilities:

FY2018 (As of March 31, 2019)

|                       |          |             |        |        |        |        | (Millions | of yen) |
|-----------------------|----------|-------------|--------|--------|--------|--------|-----------|---------|
|                       | Carrying | Contractual | Within | 1 to 2 | 2 to 3 | 3 to 4 | 4 to 5    | Over 5  |
|                       | amount   | cash flows  | 1 year | years  | years  | years  | years     | years   |
| Non-derivative        |          |             |        |        |        |        |           |         |
| financial liabilities |          |             |        |        |        |        |           |         |
| Trade and other       | 62,216   | 62,216      | 62,216 |        |        |        |           |         |
| payables              | 02,210   | 02,210      | 02,210 |        | _      | _      |           |         |
| Borrowings            | 76,555   | 76,740      | 19,326 | 200    | 19,204 | 19,004 | 19,004    | _       |
| Bonds                 | 20,237   | 20,248      | 248    | 20,000 | _      | _      | _         | _       |
| Lease obligations     | 4,004    | 4,162       | 1,335  | 837    | 589    | 852    | 548       | _       |
| Other                 | 2,411    | 2,411       | 414    | 263    | 75     | 11     | 16        | 1,630   |
| Derivative financial  |          |             |        |        |        |        |           |         |
| liabilities           |          |             |        |        |        |        |           |         |
| Foreign exchange      |          |             |        |        |        |        |           |         |
| forward               | 668      | 668         | 668    | _      | _      | _      | _         | _       |
| contracts/Currency    |          |             |        |        |        |        |           |         |
| option contracts      |          |             |        |        |        |        |           |         |
| Interest-rate and     |          |             |        |        |        |        |           |         |
| currency              |          |             |        |        |        |        |           |         |
| swaps/Interest rate   | 4,964    | 4,964       | 23     | 1,010  | 1,161  | 1,298  | 1,470     | _       |
| swaps/Currency        |          |             |        |        |        |        |           |         |
| swaps                 |          |             |        |        |        |        |           |         |
| Total                 | 171,058  | 171,412     | 84,233 | 22,311 | 21,030 | 21,166 | 21,040    | 1,630   |

# FY2019 (As of March 31, 2020)

(Millions of yen)

|  |              |              |         |        |        |         | (WIIIIOIIS |        |
|--|--------------|--------------|---------|--------|--------|---------|------------|--------|
|  | Carrying     | Contractual  | Within  | 1 to 2 | 2 to 3 | 3 to 4  | 4 to 5     | Over 5 |
|  | amount       | cash flows   | 1 year  | years  | years  | years   | years      | years  |
| Non-derivative   |              |              |         |        |        |         |            |        |
| financial liabilities  |              |              |         |        |        |         |            |        |
| Trade and other  | 51,041       | 51,041       | 51,041  |        |        |         |            |        |
| payables   | 51,041       | 51,041       | 51,041  |        |        | _       |            |        |
| Borrowings   | 86,863       | 86,984       | 30,212  | 18,990 | 18,790 | 18,790  | —          | 200    |
| Bonds  | 20,148       | 20,141       | 20,141  | _      | _      | _       | —          | _      |
| Lease obligations  | 29,989       | 32,317       | 8,160   | 6,601  | 4,553  | 3,811   | 3,017      | 6,174  |
| Other  | 2,282        | 2,282        | 172     | 243    | 91     | 51      | 79         | 1,642  |
| Derivative financial<br>liabilities<br>Foreign exchange<br>forward<br>contracts/Currency<br>option contracts<br>Interest-rate and<br>currency<br>swaps/Interest rate | 342<br>4,408 | 342<br>4,408 | 342     | -      |        | - 1,620 | _          |        |
| swaps/Currency   |              |              |         |        |        |         |            |        |
| swaps  |              |              |         |        |        |         |            |        |
| Total  | 195,076      | 197,518      | 110,070 | 27,166 | 24,894 | 24,273  | 3,096      | 8,017  |

# FY2019 (As of March 31, 2020)

|  | (Thousands of 0.5. donars) |                 |           |         |         |          |        |        |
|--|----------------------------|-----------------|-----------|---------|---------|----------|--------|--------|
|  | Carrying                   | Contractual     | Within 1  | 1 to 2  | 2 to 3  | 3 to 4   | 4 to 5 | Over 5 |
|  | amount                     | cash flows      | year      | years   | years   | years    | years  | years  |
| Non-derivative   |                            |                 |           |         |         |          |        |        |
| financial liabilities  |                            |                 |           |         |         |          |        |        |
| Trade and other  | 169.266                    | 469.266         | 469.266   |         |         |          |        |        |
| payables   | 468,266                    | 468,266         | 468,266   | _       | _       |          | _      | —      |
| Borrowings   | 796,908                    | 798,018         | 277,174   | 174,220 | 172,385 | 172,385  | —      | 1,835  |
| Bonds  | 184,844                    | 184,780         | 184,780   | —       | —       | —        | —      | —      |
| Lease obligations  | 275,128                    | 296,486         | 74,862    | 60,560  | 41,771  | 34,963   | 27,679 | 56,642 |
| Other  | 20,936                     | 20,936          | 1,578     | 2,229   | 835     | 468      | 725    | 15,064 |
| Derivative financial<br>liabilities<br>Foreign exchange<br>forward<br>contracts/Currency<br>option contracts<br>Interest-rate and<br>currency<br>swaps/Interest rate<br>swaps /Currency<br>swaps | 3,138<br>40,440            | 3,138<br>40,440 | 3,138     |         |         | - 14,862 |        |        |
|  | 1 700 (00                  | 1 012 002       | 1 000 917 | 240.220 | 220 205 | 222 (00  | 20 101 | 72 550 |
| Total  | 1,789,688                  | 1,812,092       | 1,009,817 | 249,229 | 228,385 | 222,688  | 28,404 | 73,550 |

# c. Commitment lines

Total amounts of commitment lines and their usage are as follows:

(Thousands of U.S.

|                           |                  | (Millions of yen) | dollars)         |
|---------------------------|------------------|-------------------|------------------|
|                           | FY2018           | FY2019            | FY2019           |
|                           | (As of March 31, | (As of March 31,  | (As of March 31, |
|                           | 2019)            | 2020)             | 2020)            |
| Total<br>commitment lines | 10,000           | _                 | -                |
| Drawn                     | _                | _                 | _                |
| Undrawn                   | 10,000           | _                 | _                |

<3> Foreign currency exchange rate risk management

a. Risk management activities

The Group undertakes transactions denominated in foreign currencies; consequently, exposures to exchange rate fluctuations arise. Exchange rate exposures are managed utilizing derivative financial instruments such as foreign exchange forward contracts and currency options.

## b. Exchange sensitivity analysis

The following table details the Group's sensitivity of profit before income taxes in the consolidated statement of income and comprehensive income for the year in the consolidated statement of comprehensive income from financial assets and financial liabilities to a 1% increase in the Japanese yen against the relevant foreign currencies (i.e., the US dollar, Euro, British pound and Chinese yuan for each reporting period). Note that this analysis holds all other variables such as balance and interest rate constant.

|     |                                     |  |                                     |  |                                     | (Thousands of  |  |  |
|-----|-------------------------------------|--|-------------------------------------|--|-------------------------------------|--|--|--|
|     | (Millions of yen) U.S. dollars)     |  |                                     |  |                                     |  |  |  |
|     | FY                                  | 72018  | F                                   | Y2019  | FY                                  | 72019  |  |  |
|     | (Yea                                | ar ended   | (Ye                                 | ar ended   | (Yea                                | ar ended   |  |  |
|     | March                               | 31, 2019)  | March                               | March 31, 2020)  |                                     | 31, 2020)  |  |  |
|     | Profit<br>before<br>income<br>taxes | Comprehensive<br>income<br>for the year<br>(before tax<br>effects) | Profit<br>before<br>income<br>taxes | Comprehensive<br>income<br>for the year<br>(before tax<br>effects) | Profit<br>before<br>income<br>taxes | Comprehensive<br>income<br>for the year<br>(before tax<br>effects) |  |  |
| USD | 200                                 | 199  | 44                                  | 43   | 404                                 | 394  |  |  |
| EUR | 112                                 | 112  | 119                                 | 119  | 1,092                               | 1,092  |  |  |
| GBP | (99)                                | (99)   | (87)                                | (87)   | (798)                               | (798)  |  |  |
| CNY | 30                                  | 30   | 39                                  | 39   | 358                                 | 358  |  |  |

<4> Interest risk management

a. Risk management activities

The Group is exposed to interest rate risk, which influences borrowing costs and the fair value of bonds. This risk is managed by the use of derivative financial instruments such as interest rate swaps in accordance with predetermined policies to minimize the risk.

## b. Interest rate sensitivity analysis

The sensitivity analysis below has been determined based on the exposure to interest rates at the end of each reporting period. If interest rates had been 1% higher and all other variables such as balance and exchange rate were held constant, the Group's profit before income taxes in the consolidated statement of income and comprehensive income for the year in the consolidated statement of comprehensive income would be as follows.

Note that this analysis holds all other variables such as balance and interest rate constant.

|                      |                 |                   | (Thousands of   |
|----------------------|-----------------|-------------------|-----------------|
|                      |                 | (Millions of yen) | U.S. dollars)   |
|                      | FY2018          | FY2019            | FY2019          |
|                      | (Year ended     | (Year ended       | (Year ended     |
|                      | March 31, 2019) | March 31, 2020)   | March 31, 2020) |
| Profit before income | 1,299           | 1,671             | 15,330          |
| taxes                | 1,299           | 1,071             | 15,550          |
| Comprehensive        |                 |                   |                 |
| income for the year  | 1,299           | 1,671             | 15,330          |
| (before tax effects) |                 |                   |                 |

## <5> Market risk management

# a. Risk management activities

The Group is exposed to equity price risks arising from equity instruments.

The Group holds the equity instruments for strategic rather than trading purposes and regularly checks the market value of the equity instruments and financial situation of issuers.

# b. Price sensitivity analysis

The sensitivity analysis below has been determined based on the exposure to equity price risks at the end of each reporting period. If equity prices had been 1% higher and all other variables were held constant, comprehensive income for the year before tax effect accounting would be as follows:

|                      |                 |                   | (Thousands of   |
|----------------------|-----------------|-------------------|-----------------|
|                      |                 | (Millions of yen) | U.S. dollars)   |
|                      | FY2018          | FY2019            | FY2019          |
|                      | (Year ended     | (Year ended       | (Year ended     |
|                      | March 31, 2019) | March 31, 2020)   | March 31, 2020) |
| Comprehensive income |                 |                   |                 |
| for the year         | 162             | 131               | 1,202           |
| (before tax effects) |                 |                   |                 |

(3) Classification of financial assets and financial liabilities

The classification of financial assets and liabilities is as follows:

|                                   |                                       |                   | (Thousands of   |
|-----------------------------------|---------------------------------------|-------------------|-----------------|
|                                   |                                       | (Millions of yen) | U.S. dollars)   |
|                                   | FY2018                                | FY2019            | FY2019          |
|                                   | (As of                                | (As of            | (As of          |
|                                   | March 31, 2019)                       | March 31, 2020)   | March 31, 2020) |
| Assets:                           |                                       |                   |                 |
| Financial assets measured at      |                                       |                   |                 |
| amortized cost                    |                                       |                   |                 |
| Cash and cash equivalents         | 131,152                               | 168,422           | 1,545,156       |
| Trade and other receivables       | 101,498                               | 95,067            | 872,174         |
| Other financial assets            | 20,594                                | 21,965            | 201,514         |
| Financial assets measured at      |                                       |                   |                 |
| FVTPL                             |                                       |                   |                 |
| Other financial assets            | 3,900                                 | 4,065             | 37,294          |
| Equity instruments measured at    |                                       |                   |                 |
| FVTOCI                            |                                       |                   |                 |
| Other financial assets            | 16,276                                | 13,118            | 120,349         |
| Total                             | 273,421                               | 302,638           | 2,776,495       |
| Liabilities:                      |                                       |                   |                 |
| Lease obligations                 |                                       |                   |                 |
| Other financial liabilities       | 4,004                                 | 29,989            | 275,128         |
| Financial liabilities measured at | ,<br>,                                |                   |                 |
| amortized cost                    |                                       |                   |                 |
| Trade and other payables          | 62,216                                | 51,041            | 468,266         |
| Bonds and borrowings              | 96,792                                | 107,012           | 981,761         |
| Other financial liabilities       | 2,411                                 | 2,282             | 20,936          |
| Financial liabilities measured at | · · · · · · · · · · · · · · · · · · · |                   |                 |
| FVTPL                             |                                       |                   |                 |
| Other financial liabilities       | 5,633                                 | 4,751             | 43,587          |
| Total                             | 171,058                               | 195,076           | 1,789,688       |

(4) Fair value of financial instruments

<1> Fair value at the end of the period

a. Fair values and carrying amounts by class at the end of the period

The carrying amounts and fair values of financial instruments are as shown below.

Financial instruments measured at fair value and financial instruments of which the carrying amount approximates the fair value are not included.

|              |             |                        |             |             | Γ)          | Thousands of |
|--------------|-------------|------------------------|-------------|-------------|-------------|--------------|
|              |             | (Millions of yen) U.S. |             |             |             |              |
|              | FY2         | 018                    | FY2         | 019         | FY2         | 2019         |
|              | (As of Marc | ch 31, 2019)           | (As of Marc | h 31, 2020) | (As of Marc | ch 31, 2020) |
|              | Carrying    | Fair                   | Carrying    | Fair        | Carrying    | Fair         |
|              | amount      | value                  | amount      | value       | amount      | value        |
| Assets:      |             |                        |             |             |             |              |
| Other        |             |                        |             |             |             |              |
| financial    | 20,594      | 20,592                 | 21,965      | 21,944      | 201,514     | 201,321      |
| assets       |             |                        |             |             |             |              |
| Liabilities: |             |                        |             |             |             |              |
| Bonds and    |             |                        |             |             |             |              |
| borrowings   | 96,792      | 96,821                 | 107,012     | 107,117     | 981,761     | 982,725      |
| Other        |             |                        |             |             |             |              |
| financial    | 6,416       | 6,416                  | 32,271      | 32,271      | 296,064     | 296,064      |
| liabilities  |             |                        |             |             |             |              |

#### b. Fair value measurement method

The method of measuring the fair value of a financial instrument is as follows.

(Cash and cash equivalents, trade and other receivables, other financial assets, trade and other payables, and other financial liabilities)

For the items that are settled in a short period of time, the carrying amounts are deemed to be the fair value because the fair values approximate the carrying amounts. The other items are measured at the present value of the future cash flow that is discounted by using a rate reflecting the period up to the due date and credit risk. They are classified in Level 2 of the fair value hierarchy.

#### (Other financial assets and other financial liabilities)

The fair value of listed shares and corporate bonds is the market price at the end of the period and is categorized as Level 1 or Level 2 of the fair value hierarchy depending on whether or not an active market is available. The fair value of non-listed shares, etc., is measured mainly by the multiple method or the net asset value method using unobservable inputs such as valuation multiples and is classified in Level 3 of the fair value hierarchy. The fair value of financial instruments categorized as Level 3 is measured in accordance with related internal regulations by using valuation techniques and inputs that can reflect the nature, characteristics and risks of the relevant financial instruments in the most appropriate manner. The results of fair value measurement are reviewed by senior managers. The EBIT multiple and the net asset multiple are the major unobservable inputs that are used to measure the fair value of financial instruments in Level 3. The EBIT multiple and the net asset multiple and the net asset multiple used for fair value measurement in the current fiscal year are between 4.2x and 18.1x and between 0.8x and 2.7x, respectively. The fair value increases (decrease) in the EBIT multiple or the net asset multiple.

With respect to financial instruments categorized in Level 3, there are no significant changes in the fair value when changing unobservable inputs to reasonably possible alternative assumptions.

The fair value of derivatives, etc., is measured based on observable market data such as interest rates and exchange rates offered by counterparty financial institutions, etc. and is classified in Level 2 of the fair value hierarchy.

(Bonds and borrowings)

The fair value of bonds and borrowings is the present value calculated by discounting future cash flows at a rate assumed when executing a new similar contract. This is classified in Level 2 as observable market data is used.

<2> Financial instruments measured at fair value on a recurring basis

a. Fair value hierarchy

FY2018 (As of March 31, 2019)

|   |         |         | (Mi     | llions of yen) |
|---|---------|---------|---------|----------------|
|   | Level 1 | Level 2 | Level 3 | Total          |
| Assets:                                 |         |         |         |                |
| Financial assets measured at FVTPL      |         |         |         |                |
| Other financial assets                  | _       | 1,083   | 2,817   | 3,900          |
| Financial assets measured at FVTOCI     |         |         |         |                |
| Other financial assets                  | 14,816  | _       | 1,459   | 16,276         |
| Total                                   | 14,816  | 1,083   | 4,276   | 20,176         |
| Liabilities:                            |         |         |         |                |
| Financial liabilities measured at FVTPL |         |         |         |                |
| Other financial liabilities             | —       | 5,633   | _       | 5,633          |
| Total                                   | —       | 5,633   | -       | 5,633          |

# FY2019 (As of March 31, 2020)

(Millions of yen)

|   | Level 1 | Level 2 | Level 3 | Total  |
|---|---------|---------|---------|--------|
| Assets:                                 |         |         |         |        |
| Financial assets measured at FVTPL      |         |         |         |        |
| Other financial assets                  | —       | 1,053   | 3,011   | 4,065  |
| Financial assets measured at FVTOCI     |         |         |         |        |
| Other financial assets                  | 11,085  | —       | 2,032   | 13,118 |
| Total                                   | 11,085  | 1,053   | 5,044   | 17,184 |
| Liabilities:                            |         |         |         |        |
| Financial liabilities measured at FVTPL |         |         |         |        |
| Other financial liabilities             | _       | 4,751   | —       | 4,751  |
| Total                                   | _       | 4,751   | _       | 4,751  |

(Thousands of U.S. dollars)

|   |         |         | ,       |         |
|---|---------|---------|---------|---------|
|   | Level 1 | Level 2 | Level 3 | Total   |
| Assets:                                 |         |         |         |         |
| Financial assets measured at FVTPL      |         |         |         |         |
| Other financial assets                  | —       | 9,661   | 27,624  | 37,294  |
| Financial assets measured at FVTOCI     |         |         |         |         |
| Other financial assets                  | 101,697 | _       | 18,642  | 120,349 |
| Total                                   | 101,697 | 9,661   | 46,275  | 157,651 |
| Liabilities:                            |         |         |         |         |
| Financial liabilities measured at FVTPL |         |         |         |         |
| Other financial liabilities             | —       | 43,587  | —       | 43,587  |
| Total                                   | —       | 43,587  | -       | 43,587  |

#### b. Changes in financial assets of Level 3

The following are changes in financial instruments measured at fair value that are categorized as Level 3.

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FY2018 (Year ended March 31, 2019)

|                                     |   |                  | (Millions of yen) |  |
|-------------------------------------|---|------------------|-------------------|--|
|                                     | Fair value measurement at the end of the reporting period |                  |                   |  |
|                                     | Financial assets  | Financial assets |                   |  |
|                                     | measured at   | measured at      | Total             |  |
|                                     | FVTPL   | FVTOCI           |                   |  |
| Balance as of April 1, 2018         | 2,631   | 2,262            | 4,893             |  |
| Total gains and losses              | 374   | (827)            | (452)             |  |
| Profit or loss (Note 1)             | 374   | —                | 374               |  |
| Other comprehensive income (Note 2) | _   | (827)            | (827)             |  |
| Purchase                            | 316   | 41               | 357               |  |
| Sale, etc.                          | _   | (6)              | (6)               |  |
| Foreign exchange differences        | 40  | (0)              | 40                |  |
| Other                               | (546)   | (10)             | (556)             |  |
| Balance as of March 31, 2019        | 2,817   | 1,459            | 4,276             |  |

(Note 1) Gains and losses included in profit or loss are related to financial assets measured at fair value through profit or loss at each reporting date. These gains and losses are included in "Other income" and "Other expenses" in the consolidated statement of income. Of these gains and losses, the amount associated with financial assets held as of March 31, 2019 is ¥374 million.

(Note 2) Gains and losses included in other comprehensive income are related to financial assets measured at fair value through other comprehensive income at each reporting date. These gains and losses are included in "Gains on investments in equity instruments designated as FVTOCI" in the consolidated statement of comprehensive income.

FY2019 (Year ended March 31, 2020)

|                                     |   |                  | (Millions of yen) |  |
|-------------------------------------|---|------------------|-------------------|--|
|                                     | Fair value measurement at the end of the reporting period |                  |                   |  |
|                                     | Financial assets  | Financial assets |                   |  |
|                                     | measured at   | measured at      | Total             |  |
|                                     | FVTPL   | FVTOCI           |                   |  |
| Balance as of April 1, 2019         | 2,817   | 1,459            | 4,276             |  |
| Total gains and losses              | 237   | 192              | 429               |  |
| Profit or loss (Note 1)             | 237   | —                | 237               |  |
| Other comprehensive income (Note 2) | _   | 192              | 192               |  |
| Purchase                            | 298   | 508              | 807               |  |
| Sale, etc.                          |   | (127)            | (127)             |  |
| Foreign exchange differences        | (11)  | (0)              | (11)              |  |
| Other                               | (329)   | _                | (329)             |  |
| Balance as of March 31, 2020        | 3,011   | 2,032            | 5,044             |  |

(Note 1) Gains and losses included in profit or loss are related to financial assets measured at fair value through profit

or loss at each reporting date. These gains and losses are included in "Other income" and "Other expenses" in the consolidated statement of income. Of these gains and losses, the amount associated with financial assets held as of March 31, 2020 is ¥237 million.

(Note 2) Gains and losses included in other comprehensive income are related to financial assets measured at fair value through other comprehensive income at each reporting date. These gains and losses are included in "Gains on investments in equity instruments designated as FVTOCI" in the consolidated statement of comprehensive income.

(Thousands of U.S. dollars)

### FY2019 (Year ended March 31, 2020)

| (Thousands of U.S. donars)   |                  |                      |                      |  |
|------------------------------|------------------|----------------------|----------------------|--|
|                              | Fair value measu | rement at the end of | the reporting period |  |
|                              | Financial assets | Financial assets     |                      |  |
|                              | measured at      | measured at          | Total                |  |
|                              | FVTPL            | FVTOCI               |                      |  |
| Balance as of April 1, 2019  | 25,844           | 13,385               | 39,229               |  |
| Total gains and losses       | 2,174            | 1,761                | 3,936                |  |
| Profit or loss (Note 1)      | 2,174            | —                    | 2,174                |  |
| Other comprehensive income   |                  | 1 761                | 1 761                |  |
| (Note 2)                     | _                | 1,761                | 1,761                |  |
| Purchase                     | 2,734            | 4,661                | 7,404                |  |
| Sale, etc.                   | _                | (1,165)              | (1,165)              |  |
| Foreign exchange differences | (101)            | (0)                  | (101)                |  |
| Other                        | (3,018)          | —                    | (3,018)              |  |
| Balance as of March 31, 2020 | 27,624           | 18,642               | 46,275               |  |

(Note 1) Gains and losses included in profit or loss are related to financial assets measured at fair value through profit or loss at each reporting date. These gains and losses are included in "Other income" and "Other expenses" in the consolidated statement of income. Of these gains and losses, the amount associated with financial assets held as of March 31, 2020 is \$2,174 thousand.

(Note 2) Gains and losses included in other comprehensive income are related to financial assets measured at fair value through other comprehensive income at each reporting date. These gains and losses are included in "Gains on investments in equity instruments designated as FVTOCI" in the consolidated statement of comprehensive income.

### <3> Financial instruments not measured at fair value

With regard to financial instruments not measured at fair value, fair value measurements are classified in Level 1, 2 and 3 based on the observability and significance of inputs used for the measurement.

# FY2018 (As of March 31, 2019)

(Millions of yen)

|                 | Level 1 | Level 2 | Level 3 | Total   |
|-----------------|---------|---------|---------|---------|
| Assets:         |         |         |         |         |
| Other financial | _       | 20,592  | _       | 20,592  |
| assets          |         | 20,092  |         | 20,072  |
| Total           | _       | 20,592  | _       | 20,592  |
| Liabilities:    |         |         |         |         |
| Bonds and       | _       | 96,821  |         | 96,821  |
| borrowings      |         | 90,821  |         | 90,821  |
| Other financial | _       | 6,416   | _       | 6,416   |
| liabilities     |         | 0,410   |         | 0,410   |
| Total           | _       | 103,237 | _       | 103,237 |

# FY2019 (As of March 31, 2020)

|                 |         |         |         | (withinting of year) |
|-----------------|---------|---------|---------|----------------------|
|                 | Level 1 | Level 2 | Level 3 | Total                |
| Assets:         |         |         |         |                      |
| Other financial |         | 21,944  |         | 21,944               |
| assets          | _       | 21,944  | _       | 21,944               |
| Total           | _       | 21,944  | _       | 21,944               |
| Liabilities:    |         |         |         |                      |
| Bonds and       |         | 107 117 |         | 107 117              |
| borrowings      | _       | 107,117 | _       | 107,117              |
| Other financial |         | 22.271  |         | 22.271               |
| liabilities     | _       | 32,271  | _       | 32,271               |
| Total           | _       | 139,388 | _       | 139,388              |

# (Thousands of U.S. dollars)

|                        | Level 1 | Level 2   | Level 3 | Total     |
|------------------------|---------|-----------|---------|-----------|
| Assets:                |         |           |         |           |
| Other financial assets | _       | 201,321   | _       | 201,321   |
| Total                  | —       | 201,321   | _       | 201,321   |
| Liabilities:           |         |           |         |           |
| Bonds and              |         | 982,725   |         | 982,725   |
| borrowings             |         | 962,723   |         | 962,723   |
| Other financial        | _       | 296,064   | _       | 296,064   |
| liabilities            |         | 290,004   |         | 290,004   |
| Total                  | —       | 1,278,789 |         | 1,278,789 |

(Millions of yen)

(5) Investments in equity instruments designated as at FVTOCI

The investments in equity instruments are held not for trading. Instead, they are held for strategic purposes in order to ensure smooth business operations. Accordingly, the Company has elected to designate these investments in equity instruments as at FVTOCI. Major investments in equity instruments and their fair values are as follows:

|                         |                  |                   | (Thousands of    |
|-------------------------|------------------|-------------------|------------------|
|                         |                  | (Millions of yen) | U.S. dollars)    |
|                         | FY2018           | FY2019            | FY2019           |
|                         | (As of March 31, | (As of March 31,  | (As of March 31, |
|                         | 2019)            | 2020)             | 2020)            |
| Nidec Corporation       | 4,586            | 3,666             | 33,633           |
| Zeon Corporation        | 2,648            | 1,925             | 17,661           |
| Toho Gas Co., Ltd.      | 994              | 980               | 8,991            |
| Citizen Watch Co., Ltd. | 942              | 586               | 5,376            |
| Makita Corporation      | 1,150            | 511               | 4,688            |
| Other                   | 5,954            | 5,449             | 49,991           |
| Total                   | 16,276           | 13,118            | 120,349          |

The breakdown of dividends received that are recognized from equity instruments is as follows:

|                                  |                 | (Thousands of     |                 |
|----------------------------------|-----------------|-------------------|-----------------|
|                                  |                 | (Millions of yen) | U.S. dollars)   |
|                                  | FY2018          | FY2019            | FY2019          |
|                                  | (Year ended     | (Year ended       | (Year ended     |
|                                  | March 31, 2019) | March 31, 2020)   | March 31, 2020) |
| Financial assets held at the end | 2/9             | 291               | 2.579           |
| of the period                    | 268             | 281               | 2,578           |
| Financial assets derecognized    | 25              | 14                | 129             |
| during the period                | 35              | 14                | 128             |

Equity instruments are sold taking into consideration the fair value status and operational needs. The fair value of the items sold during the period at the date of derecognition and the cumulative gain or loss recognized in other comprehensive income are as follows:

|                         |                 |                   | (Thousands of   |
|-------------------------|-----------------|-------------------|-----------------|
|                         |                 | (Millions of yen) | U.S. dollars)   |
|                         | FY2018          | FY2019            | FY2019          |
|                         | (Year ended     | (Year ended       | (Year ended     |
|                         | March 31, 2019) | March 31, 2020)   | March 31, 2020) |
| Fair value              | 1,117           | 859               | 7,881           |
| Cumulative gain or loss | (50)            | 426               | 3,908           |

Changes in the fair value of equity instruments recognized in other comprehensive income are reclassified in retained earnings immediately when they occur. The cumulative amount of gain or loss on such reclassification is the negative amount of \$2,525 million and the negative amount of \$1,927 million (\$17,679 thousand) for the years ended March 31, 2019 and 2020, respectively.

## (6) Offsetting financial assets and financial liabilities

The following tables show the amounts of financial assets and liabilities offset in the consolidated statement of financial position and those that are subject to enforceable master netting agreements or similar agreements with counterparties as of March 31, 2019 and 2020:

## FY2018 (As of March 31, 2019)

(Millions of yen)

| Financial assets            | Gross amount | Offset amount<br>in the consolidated<br>statement of<br>financial position | Recognized amount in<br>the consolidated<br>statement of financial<br>position | Amount not offset in<br>the consolidated<br>statement of<br>financial position | Net<br>amount |
|-----------------------------|--------------|--|--|--|---------------|
| Trade and other receivables | 110,139      | (8,640)  | 101,498  | _  | 101,498       |
| Derivatives                 | 774          | _  | 774  | 274  | 500           |
| Total                       | 110,913      | (8,640)  | 102,273  | 274  | 101,998       |

The aforementioned "Derivatives" are included in "Other financial assets" in the consolidated statement of financial position.

(Millions of yen)

| Financial<br>liabilities | Gross amount | Offset amount<br>in the consolidated<br>statement of<br>financial position | Recognized amount in<br>the consolidated<br>statement of financial<br>position | Amount not offset in<br>the consolidated<br>statement of<br>financial position | Net<br>amount |
|--------------------------|--------------|--|--|--|---------------|
| Trade and other payables | 70,856       | (8,640)  | 62,216   | _  | 62,216        |
| Derivatives              | 5,633        | _  | 5,633  | 274  | 5,359         |
| Total                    | 76,489       | (8,640)  | 67,849   | 274  | 67,575        |

The aforementioned "Derivatives" are included in "Other financial liabilities" in the consolidated statement of financial position.

## FY2019 (As of March 31, 2020)

(Millions of yen)

|                  |              |                     |                        |                      | 5 /    |
|------------------|--------------|---------------------|------------------------|----------------------|--------|
| Financial assets | Gross amount | Offset amount       | Recognized amount in   | Amount not offset in | Net    |
|                  |              | in the consolidated | the consolidated       | the consolidated     | amount |
|                  |              | statement of        | statement of financial | statement of         |        |
|                  |              | financial position  | position               | financial position   |        |
| Trade and other  | 103,211      | (8.144)             | 95,067                 |                      | 95,067 |
| receivables      | 103,211      | (8,144)             | 93,007                 |                      | 95,007 |
| Derivatives      | 1,053        | _                   | 1,053                  | 111                  | 942    |
| Total            | 104,265      | (8,144)             | 96,121                 | 111                  | 96,009 |

The aforementioned "Derivatives" are included in "Other financial assets" in the consolidated statement of financial

position.

(Thousands of U.S. dollars)

| Financial assets            | Gross amount | Offset amount<br>in the consolidated<br>statement of<br>financial position | Recognized amount in<br>the consolidated<br>statement of financial<br>position | Amount not offset in<br>the consolidated<br>statement of<br>financial position | Net<br>amount |
|-----------------------------|--------------|--|--|--|---------------|
| Trade and other receivables | 946,890      | (74,716)   | 872,174  | _  | 872,174       |
| Derivatives                 | 9,661        | —  | 9,661  | 1,018  | 8,642         |
| Total                       | 956,560      | (74,716)   | 881,844  | 1,018  | 880,817       |

The aforementioned "Derivatives" are included in "Other financial assets" in the consolidated statement of financial position.

(Millions of yen)

| Financial<br>liabilities | Gross amount | Offset amount<br>in the consolidated<br>statement of<br>financial position | Recognized amount in<br>the consolidated<br>statement of financial<br>position | Amount not offset<br>in the consolidated<br>statement of<br>financial position | Net<br>amount |
|--------------------------|--------------|--|--|--|---------------|
| Trade and other payables | 59,185       | (8,144)  | 51,041   | _  | 51,041        |
| Derivatives              | 4,751        | _  | 4,751  | 111  | 4,639         |
| Total                    | 63,937       | (8,144)  | 55,792   | 111  | 55,680        |

The aforementioned "Derivatives" are included in "Other financial liabilities" in the consolidated statement of financial position.

(Thousands of U.S. dollars)

| Financial<br>liabilities | Gross amount | Offset amount<br>in the consolidated<br>statement of<br>financial position | Recognized amount in<br>the consolidated<br>statement of financial<br>position | Amount not offset<br>in the consolidated<br>statement of<br>financial position | Net<br>amount |
|--------------------------|--------------|--|--|--|---------------|
| Trade and other payables | 542,982      | (74,716)   | 468,266  | _  | 468,266       |
| Derivatives              | 43,587       | _  | 43,587   | 1,018  | 42,560        |
| Total                    | 586,578      | (74,716)   | 511,853  | 1,018  | 510,826       |

The aforementioned "Derivatives" are included in "Other financial liabilities" in the consolidated statement of financial position.

Financial assets and collateral pledged subject to enforceable master netting arrangements and similar agreements are to be set off at the net amounts, if a certain condition, such as a default or cancellation in the arrangement, is met.

## (7) Gains and losses arising on financial instruments

The total amounts of gains and losses arising on financial instruments are as follows:

(Thousands of

|   |                 | (Millions of yen) | U.S. dollars)   |
|---|-----------------|-------------------|-----------------|
|   | FY2018          | FY2019            | FY2019          |
|   | (Year ended     | (Year ended       | (Year ended     |
|   | March 31, 2019) | March 31, 2020)   | March 31, 2020) |
| Financial instruments measured at FVTPL (derivatives)                   | 4,740           | 340               | 3,119           |
| Financial instruments measured at FVTPL (other than derivatives) (Note) | 865             | 237               | 2,174           |
| Equity instruments measured at FVTOCI                                   | 304             | 296               | 2,716           |
| Financial assets measured at amortized cost                             | 324             | 512               | 4,697           |
| Financial liabilities measured at amortized cost                        | (1,726)         | (1,590)           | (14,587)        |
| Total   | 4,508           | (203)             | (1,862)         |

(Note) Net gains and losses arising on financial instruments other than derivatives measured at FVTOCI include interest income.

# 42. Significant Subsidiaries

Details of significant consolidated subsidiaries as of March 31, 2020, are as follows:

|  | Capital in thousands |            | Principal              | Equity ownershi<br>As of March |            |
|--|----------------------|------------|------------------------|--------------------------------|------------|
|  | of loca              | l currency | business               | Directly                       | Indirectly |
| Brother International Corporation (U.S.A.)         | US\$                 | 7,034      | P&S, P&H,<br>Machinery | 100.0 %                        | _          |
| Brother International Corporation (Canada)<br>Ltd. | C\$                  | 11,592     | P&S, P&H               | _                              | 100.0 %    |
| Brother International De Mexico, S.A. De C.V.      | MEX\$                | 125,926    | P&S, P&H               | _                              | 100.0      |
| Brother Industries (U.S.A.) Inc.                   | US\$                 | 14,000     | P&S, Macinery          | —                              | 100.0      |
| Brother International Corporation Do Brazil, Ltda. | R\$                  | 49,645     | P&S, P&H               | _                              | 100.0      |
| Brother Sewing Machines Europe Gmbh                | EURO                 | 25         | P&H                    | 100.0                          | —          |
| Brother Nordic A/S                                 | DKr.                 | 42,000     | P&S                    | —                              | 100.0      |
| Brother International Europe Ltd.                  | Stg.£                | 145,198    | P&S                    | 100.0                          | —          |
| Brother U.K. Ltd.                                  | Stg.£                | 17,400     | P&S                    | _                              | 100.0      |
| Brother Internationale Industriemachinen<br>GmbH   | EURO                 | 9,000      | Machinery              | 100.0                          | _          |
| Brother France SAS                                 | EURO                 | 12,000     | P&S                    | —                              | 100.0      |
| Brother International GmbH                         | EURO                 | 25,000     | P&S                    | —                              | 100.0      |
| Brother Italia S.p.A.                              | EURO                 | 3,700      | P&S                    | _                              | 100.0      |
| Domino Printing Sciences plc                       | Stg.£                | 5,733      | Domino                 | 100.0                          | _          |
| Domino UK Ltd.                                     | Stg.£                | 0.1        | Domino                 | —                              | 100.0      |
| Domino Amjet, Inc.                                 | US\$                 | 1          | Domino                 | _                              | 100.0      |
| Brother Industries (U.K.) Ltd.                     | Stg.£                | 9,700      | P&S                    | 100.0                          | —          |
| Brother Finance (U.K.) Plc                         | Stg.£                | 2,500      | Other<br>(Finance)     | 100.0                          | _          |
| Brother Industries (Slovakia) s.r.o.               | EURO                 | 5,817      | P&S                    | —                              | 100.0      |
| Taiwan Brother Industries, Ltd.                    | NT\$                 | 242,000    | P&H                    | 100.0                          | _          |
| Zhuhai Brother Industries, Co., Ltd.               | US\$                 | 7,000      | P&S, Domino            | 100.0                          | _          |
| Brother International (HK) Ltd.                    | US\$                 | 11,630     | P&S                    | 100.0                          | _          |
| Brother International (Aust.) Pty. Ltd.            | A\$                  | 2,500      | P&S, P&H               | 100.0                          | _          |
| Brother International Singapore Pte. Ltd.          | S\$                  | 15,100     | P&S, P&H               | —                              | 100.0      |
| Brother Machinery (Asia) Ltd.                      | US\$                 | 37,000     | Machinery              | 100.0                          | _          |
| Brother Machinery Xian Co., Ltd.                   | US\$                 | 47,000     | Machinery              | 100.0                          | —          |
| Brother (China) Ltd.                               | US\$                 | 20,500     | P&S, P&H               | 100.0                          | _          |
| Brother Industries (Vietnam) Ltd.                  | US\$                 | 80,000     | P&S                    | 100.0                          |            |
| Brother Technology (Shenzhen) Ltd.                 | US\$                 | 42,000     | P&S                    |                                | 100.0      |
| Brother Machinery Shanghai Ltd.                    | CNY                  | 50,000     | Machinery              | _                              | 100.0      |
| Brother Industries Saigon, Ltd.                    | US\$                 | 28,000     | P&H                    | 100.0                          | _          |
| Brother Industries (Philippines), Inc.             | PHP                  | 5,626,250  | P&S                    | 100.0                          |            |
| Nissei Gear Motor Mfg (Changzhou) Co.,<br>Ltd.     | US\$                 | 17,200     | Machinery              |                                | 100.0      |
| Brother Machinery Vietnam Co., Ltd.                | US\$                 | 41,000     | Machinery              | 100.0                          |            |

|   | Capital in thousands<br>of local currency |               | Principal<br>business  | Equity ownership percentage<br>As of March 31, 2020 |            |
|---|---|---------------|------------------------|---|------------|
|   | 01 100                                    | areutrency    | ousiness               | Directly  | Indirectly |
| Brother International Corporation (Japan) | JPY                                       | 630 million   | P&S, P&H               | 100.0   | —          |
| Brother Real Estate, Ltd.                 | JPY                                       | 300 million   | Other<br>(Real estate) | 100.0   | _          |
| Xing Inc.                                 | JPY                                       | 7,122 million | N&C                    | 100.0   | _          |
| Brother Sales, Ltd.                       | JPY                                       | 3,500 million | P&S, P&H               | 100.0   | _          |
| Teichiku Entertainment, Inc.              | JPY                                       | 123 million   | N&C                    | —   | 96.1       |
| Nissei Corporation                        | JPY                                       | 3,475 million | Machinery              | 60.2  |            |
| Standard Corp.                            | JPY                                       | 90 million    | N&C                    | _   | 100.0      |

(Note) "P&S" represents Printing & Solutions Business, "P&H" Personal & Home Business, and "N&C" Network & Contents Business.

The Company recognizes a significant non-controlling interest in Nissei Corporation.

Details of the non-controlling interest in Nissei Corporation are as follows:

Ownership ratio and voting rights ratio of the non-controlling interest

| FY2018                 | FY2019                 |  |
|------------------------|------------------------|--|
| (As of March 31, 2019) | (As of March 31, 2020) |  |
| 39.8%                  | 39.8%                  |  |

Profit allocated to the non-controlling interest

(Thousands of

|                             | (Millions of yen)           | U.S. dollars)               |
|-----------------------------|-----------------------------|-----------------------------|
| FY2018                      | FY2019                      | FY2019                      |
| (Year ended March 31, 2019) | (Year ended March 31, 2020) | (Year ended March 31, 2020) |
| 219                         | 91                          | 835                         |

Accumulated amount attributable to the non-controlling interest

(Thousands of

|                        | (Millions of yen)      | U.S. dollars)          |
|------------------------|------------------------|------------------------|
| FY2018                 | FY2019                 | FY2019                 |
| (As of March 31, 2019) | (As of March 31, 2020) | (As of March 31, 2020) |
| 17,001                 | 16,816                 | 154,275                |

The summarized financial statements of Nissei Corporation are as follows. Amounts in the summarized financial statements are before the elimination of intra-group transactions.

|                         |                  |                   | (Thousands of    |
|-------------------------|------------------|-------------------|------------------|
|                         |                  | (Millions of yen) | U.S. dollars)    |
|                         | FY2018           | FY2019            | FY2019           |
|                         | (As of March 31, | (As of March 31,  | (As of March 31, |
|                         | 2019)            | 2020)             | 2020)            |
| Current assets          | 18,963           | 22,404            | 205,541          |
| Non-current assets      | 27,128           | 22,750            | 208,716          |
| Current liabilities     | 3,256            | 2,862             | 26,257           |
| Non-current liabilities | 400              | 343               | 3,147            |

|  |                                | (Millions of yen)              | Thousands of U.S. dollars)     |
|--|--------------------------------|--------------------------------|--------------------------------|
|  | FY2018                         | FY2019                         | FY2019                         |
|  | (Year ended<br>March 31, 2019) | (Year ended<br>March 31, 2020) | (Year ended<br>March 31, 2020) |
| Revenue  | 18,392                         | 15,777                         | 144,743                        |
| Profit for the year                                  | 551                            | 209                            | 1,917                          |
| Comprehensive income for the year                    | 193                            | 179                            | 1,642                          |
| Cash dividends paid to non-<br>controlling interests | 265                            | 265                            | 2,431                          |
| Net cash provided by operating activities            | 1,841                          | 2,064                          | 18,936                         |
| Net cash used in investing activities                | (1,118)                        | 6,020                          | 55,229                         |
| Net cash used in financing activities                | (688)                          | (720)                          | (6,606)                        |
| Net cash flow  | 34                             | 7,365                          | 67,569                         |

## 43. Related Parties

## (1) Related party transactions

FY2018 (Year ended March 31, 2019)

|                            |   |   |                       | (Millions of yen)                                     |
|----------------------------|---|---|-----------------------|---|
| Category                   | Name  | Contents of<br>related party<br>relationship                    | Amount of transaction | Outstanding<br>balance at<br>the end of the<br>period |
| Associates                 | Showa Seiki Co.,<br>Ltd.                          | Outsourcing of<br>manufacturing of<br>the Company's<br>products | 2,813                 | 113   |
|                            | Abeam Systems<br>Corporation                      | Outsourcing of<br>software<br>developments                      | 5,121                 | 1,331   |
| Close relative of director | Close relative of<br>Tadashi Ishiguro<br>(Note 3) | Contract work of housing  | 52                    | _   |

(Note)

1) Related party transactions are negotiated and decided separately.

2) No collateral is set for balance at the end of the period. All settlement is done in cash.

3) The close relative is the spouse of Tadashi Ishiguro, Representative Director & Senior Managing Executive Officer of the Company.

FY2019 (Year ended March 31, 2020)

|            |                              |   |                       | (Millions of yen)                                     |
|------------|------------------------------|---|-----------------------|---|
| Category   | Name                         | Contents of<br>related party<br>relationship                    | Amount of transaction | Outstanding<br>balance at<br>the end of the<br>period |
| Associates | Showa Seiki Co.,<br>Ltd.     | Outsourcing of<br>manufacturing of<br>the Company's<br>products | 722                   | 156   |
|            | Abeam Systems<br>Corporation | Outsourcing of<br>software<br>developments                      | 4,999                 | 1,190   |

(Note)

1) Related party transactions are negotiated and decided separately.

2) No collateral is set for balance at the end of the period. All settlement is done in cash.

(Thousands of U.S. dollars)

|            |                              |   | (Thousan              |   |
|------------|------------------------------|---|-----------------------|---|
| Category   | Name                         | Contents of<br>related party<br>relationship                    | Amount of transaction | Outstanding<br>balance at<br>the end of the<br>period |
|            | Showa Seiki Co.,<br>Ltd.     | Outsourcing of<br>manufacturing of<br>the Company's<br>products | 6,624                 | 1,431   |
| Associates | Abeam Systems<br>Corporation | Outsourcing of<br>software<br>developments                      | 45,862                | 10,917  |

(Note)

1) Related party transactions are negotiated and decided separately.

2) No collateral is set for balance at the end of the period. All settlement is done in cash.

(2) Compensation for key management personnel

|                                    |  |  | (Thousands of                            |
|------------------------------------|--|--|--|
|                                    |  | (Millions of yen)                        | U.S. dollars)                            |
|                                    | FY2018<br>(Year ended<br>March 31, 2019) | FY2019<br>(Year ended<br>March 31, 2020) | FY2019<br>(Year ended<br>March 31, 2020) |
| Short-term<br>employee<br>benefits | 336                                      | 324                                      | 2,972                                    |
| Share-based payments               | 71                                       | 72                                       | 661                                      |
| Total                              | 408                                      | 396                                      | 3,633                                    |

# 44. Commitments

Commitments related to expenditures after the end of the reporting period are as follows:

| communents related to expenditures after the end of the reporting period are as follows. |                                     |                                     |                                     |  |  |
|--|-------------------------------------|-------------------------------------|-------------------------------------|--|--|
|  |                                     |                                     | (Thousands of                       |  |  |
|  |                                     | (Millions of yen)                   | U.S. dollars)                       |  |  |
|  | FY2018<br>(As of March 31,<br>2019) | FY2019<br>(As of March 31,<br>2020) | FY2019<br>(As of March 31,<br>2020) |  |  |
| Acquisition of<br>property, plant and<br>equipment                                       | 2,082                               | 5,796                               | 53,174                              |  |  |
| Acquisition of intangible assets   | 220                                 | 350                                 | 3,211                               |  |  |
| Total  | 2,303                               | 6,147                               | 56,394                              |  |  |

# 45. Contingent Liabilities

Not applicable.

# 46. Subsequent Events

No material subsequent events were identified for the period up to June 24, 2020.



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#### INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of BROTHER INDUSTRIES, LTD .:

#### Opinion

We have audited the consolidated financial statements of BROTHER INDUSTRIES, LTD. and its subsidiaries (the "Group"), which comprise the consolidated statement of financial position as of March 31, 2020, and the consolidated statement of income, consolidated statement of comprehensive income, consolidated statement of changes in equity and consolidated statement of cash flows for the year then ended, and notes to the consolidated financial statements, including a summary of significant accounting policies, all expressed in Japanese yen.

In our opinion, the accompanying consolidated financial statements present fairly, in all material respects, the consolidated financial position of the Group as of March 31, 2020, and its consolidated financial performance and its consolidated cash flows for the year then ended in accordance with International Financial Reporting Standards ("IFRSs").

#### **Convenience Translation**

Our audit also comprehended the translation of Japanese yen amounts into U.S. dollar amounts and, in our opinion, such translation has been made in accordance with the basis stated in Note 2(3) to the consolidated financial statements. Such U.S. dollar amounts are presented solely for the convenience of readers outside Japan.

#### **Basis for Opinion**

We conducted our audit in accordance with auditing standards generally accepted in Japan. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Consolidated Financial Statements section of our report. We are independent of the Group in accordance with the provisions of the Code of Professional Ethics in Japan, and we have fulfilled our other ethical responsibilities as auditors. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

# Responsibilities of Management and Audit & Supervisory Board Members and the Audit & Supervisory Board for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with IFRSs, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is responsible for assessing the Group's ability to continue as a going concern, disclosing, as applicable, matters related to going concern in accordance with IFRSs and using the going concern basis of accounting unless management either intends to liquidate the Group or to cease operations, or has no realistic alternative but to do so.

Audit & Supervisory Board members and the Audit & Supervisory Board are responsible for overseeing the Directors' execution of duties relating to the design and operating effectiveness of the controls over the Group's financial reporting process.

#### Auditor's Responsibilities for the Audit of the Consolidated Financial Statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with auditing standards generally accepted in Japan will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements.

As part of an audit in accordance with auditing standards generally accepted in Japan, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

• Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks. The procedures selected depend on the auditor's judgement. In addition, we obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.

- Obtain, when performing risk assessment procedures, an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Group's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting
  and, based on the audit evidence obtained, whether a material uncertainty exists related to events
  or conditions that may cast significant doubt on the Group's ability to continue as a going concern.
  If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's
  report to the related disclosures in the consolidated financial statements or, if such disclosures are
  inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to
  the date of our auditor's report. However, future events or conditions may cause the Group to
  cease to continue as a going concern.
- Evaluate whether the overall presentation and disclosures of the consolidated financial statements are in accordance with IFRSs, as well as the overall presentation, structure and content of the consolidated financial statements, including the disclosures, and whether the consolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

We communicate with Audit & Supervisory Board members and the Audit & Supervisory Board regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide Audit & Supervisory Board members and the Audit & Supervisory Board with a statement that we have complied with relevant ethical requirements regarding independence, and

communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

## Interest Required to Be Disclosed by the Certified Public Accountants Act of Japan

Our firm and its designated engagement partners do not have any interest in the Group which is required to be disclosed pursuant to the provisions of the Certified Public Accountants Act of Japan.

aitte Touche Tohmater LLC

June 24, 2020

# **BROTHER INDUSTRIES, LTD.**

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Published in September 2020



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