

Printing & Solutions (P&S) Business

Business outline

The Printing & Solutions (P&S) business proposes innovative work styles through the pursuit of laser and inkjet printer technologies. Brother's leading products include compact printers, All-in-Ones that combine printer, fax machine, copier and scanner into one unit, user-friendly labeling systems, and scanners. With these communications and printing technologies, Brother meets a wide range of customer needs from SOHO (Small Office Home Office) to business offices.

Main products and services

- Laser Printer/All-in-One
- Inkjet Printer/All-in-One
- Fax Machine
- Electronic Stationery
- Typewriter

Net sales : ¥430,826 million

Communications and printing equipment

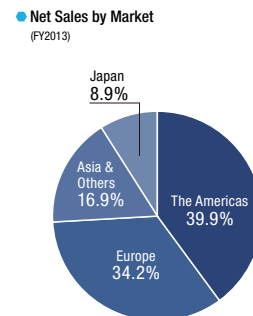
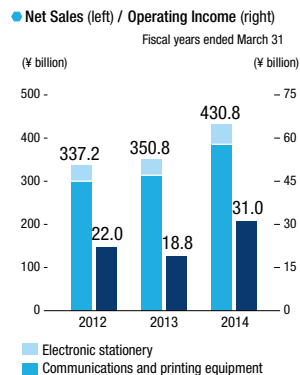
In the Americas and Asia, including China, strong demand for both equipment and consumables, coupled with exchange rate benefits, lifted net sales 22.5% year on year to ¥384,137 million.

Electronic stationery

In addition to strong sales primarily in Japan and the Asia region, net sales rose by 25.0% year on year to ¥46,688 million, assisted by beneficial effects from exchange rates.

Operating income : ¥30,958 million

Operating income increased 64.4% year on year to ¥30,958 million, as exchange rate benefits overcame the negative effects of higher selling, general and administrative expenses.



Personal & Home (P&H) Business

Business outline

The Personal & Home (P&H) business encompasses sewing products and services including home sewing machines and embroidery machines. Its mission is to offer customers Brother sewing and embroidery products that are fun, easy to use and can provide a myriad of ways to enhance their creativity.

The P&H product line offers a wide range of products from conventional home sewing machines to very advanced computer-internet-connected sewing machines, with extensive possibilities for creative sewing and embroidery.

Main products and services

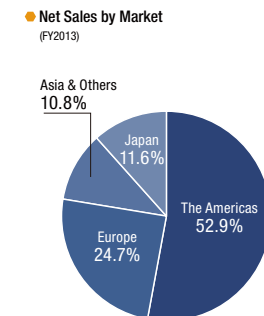
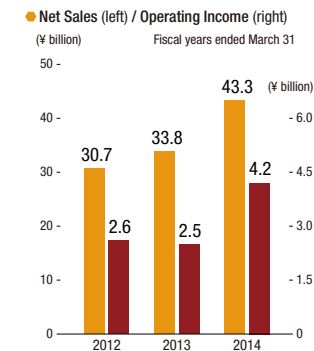
- Sewing Machine
- Sewing and Embroidery Machine
- Commercial Embroidery Machine

Net sales : ¥43,276 million

Strong sales mainly in Europe and the United States joined with positive exchange rate effects to push net sales up 28.0% year on year to ¥43,276 million.

Operating income : ¥4,216 million

Operating income rose by 69.4% year on year to ¥4,216 million, primarily due to beneficial exchange rates.



Machinery & Solution (M&S) Business

Business outline

The Machinery & Solution (M&S) business offers customers energy-saving industrial sewing machines that provide ease of use and high-quality sewing capabilities, as well as machine tools which are effectively used for cutting small parts for automobiles, hard disk drives, and mobile phones. Along with their customer-oriented support, M&S helps customers improve productivity and create products with added value.

Main products and services

- Industrial Sewing Machine
- Machine Tool
- Garment Printer

Net sales : ¥63,098 million

Industrial sewing machines

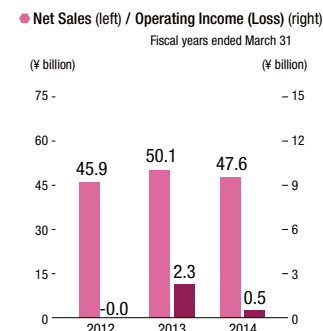
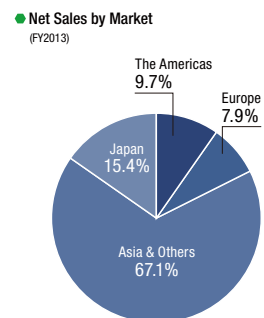
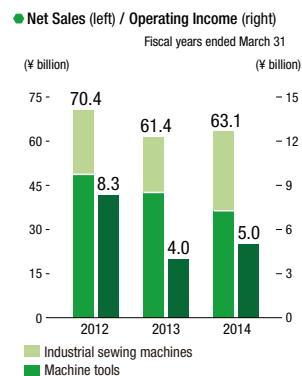
Net sales increased 41.6% year on year to ¥26,781 million, reflecting a recovery in capital investment demand in the garment manufacturing industry in China and the Asia region.

Machine tools

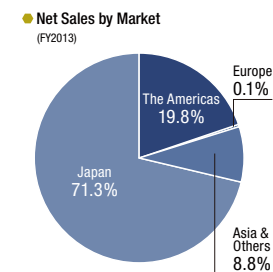
Net sales declined 14.6% year on year to ¥36,316 million, as the current round of large-scale orders for the IT industry drew to a close.

Operating income : ¥4,991 million

In tandem with higher sales from industrial sewing machines, beneficial exchange rate effects lifted operating income 24.6% year on year to ¥4,991 million.



*The bulk of net sales in the Network & Contents Business occur in Japan. Accordingly, the breakdown of net sales by region has been omitted.



*Fourth-quarter results only (post-consolidation) for fiscal 2012.

Network & Contents (N&C) Business

Business outline

The Network & Contents (N&C) business provides online karaoke systems for business use. It also pursues new customer value by offering services and products suitable for various industries, including health and education, by leveraging the contents and distribution technologies developed for the online karaoke business.

Main products and services

- Online Karaoke System
- Fitness Lesson System for Fitness Studio
- Applications for Smartphones / Tablets

Net sales : ¥47,582 million

Net sales declined 5.0% year on year to ¥47,582 million, as effects from the release last year of new online karaoke machines ended.

Operating income : ¥452 million

Operating income declined 80.5% year on year to ¥452 million, the result of lower sales and negative effects from higher expenses, including investments to bolster competitiveness in the karaoke shop business.

Industrial Part

Business outline

In the reducer business, which includes small-sized gear motors, a broad range of products are offered and custom-made products are delivered. Production capabilities of various small-sized gears and an integrated production system are what reinforce the strength of the gear business. Notably, a large market share is maintained in Japan.

Main products and services

- Reducer
- Gear

Net sales : ¥16,099 million

Operating income: ¥1,106 million

