

Business Segment Information
***Added information on Sales revenue by region**

Printing & Solutions Sales Revenue & Profit

brother
at your side

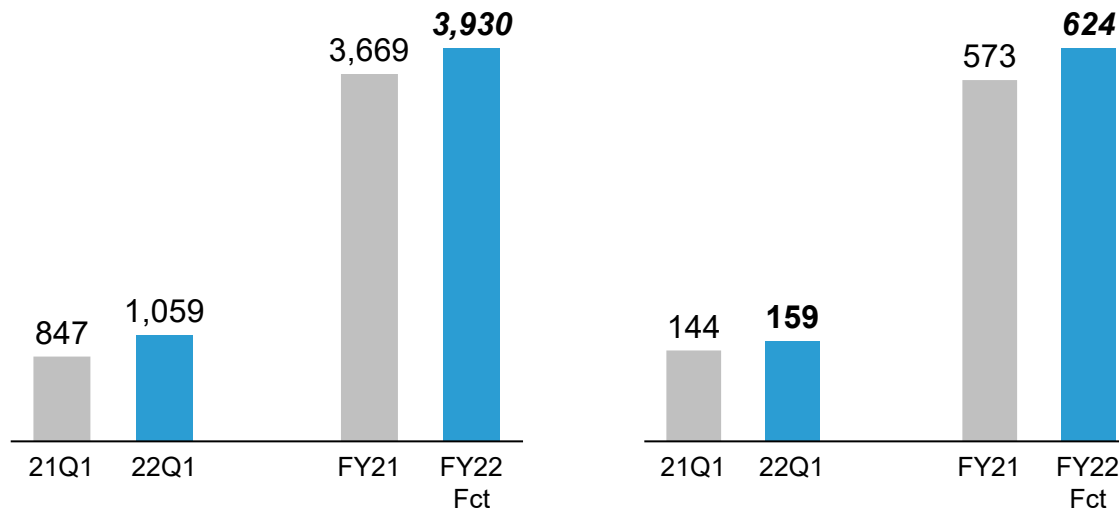
(100 Millions of Yen)

	21Q1	22Q1	Change	Change w/o FX
Sales Revenue	991	1,218	23.0%	11.0%
Communications & Printing Equipment	847	1,059	25.0%	13.0%
Labeling	144	159	10.8%	-0.7%
Business Segment Profit	164	179	9.0%	-
Operating Profit	163	169	3.6%	-

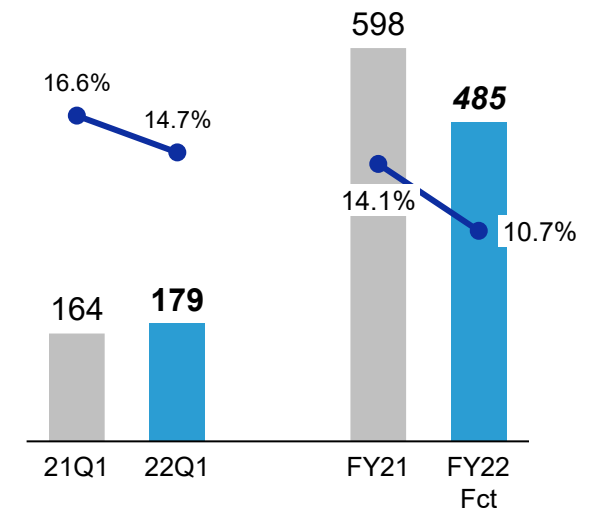
	FY21	FY22 Forecast	Change vs LY	Change w/o FX
Sales Revenue	4,242	4,553	7.3%	2.0%
Communications & Printing Equipment	3,669	3,930	7.1%	1.8%
Labeling	573	624	8.7%	3.2%
Business Segment Profit	598	485	-18.8%	-
Operating Profit	594	485	-18.4%	-

<Sales Revenue>
Communications
& Printing Equipment

Labeling



<Business Segment Profit> ● Profit Ratio



Printing & Solutions Sales Revenue & Profit

[added] Sales Revenue
by Region

brother
at your side

(100 Millions of Yen)

	21Q1	22Q1	Change	Change w/o FX	FY21	FY22 Forecast	Change vs LY	Change w/o FX
Sales Revenue	991	1,218	23.0%	11.0%	4,242	4,553	7.3%	2.0%
Communications & Printing Equipment	847	1,059	25.0%	13.0%	3,669	3,930	7.1%	1.8%
Americas	291	403	38.2%	18.8%	1,307	1,518	16.1%	7.9%
Europe	271	324	19.4%	13.3%	1,210	1,151	-4.9%	-6.9%
Asia & Others	183	210	14.9%	2.6%	698	732	4.9%	-4.3%
Japan	102	123	20.7%	20.7%	455	529	16.5%	16.5%
Labeling	144	159	10.8%	-0.7%	573	624	8.7%	3.2%
Americas	64	82	27.9%	9.5%	260	282	8.5%	0.7%
Europe	43	42	-0.8%	-5.8%	173	188	8.6%	6.7%
Asia & Others	25	24	-6.6%	-16.4%	91	101	9.9%	1.2%
Japan	11	10	-4.0%	-4.0%	49	53	8.1%	8.1%
Business Segment Profit	164	179	9.0%	-	598	485	-18.8%	-
Operating Profit	163	169	3.6%	-	594	485	-18.4%	-

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

[revised]

brother
at your side

	20Q1	20Q2	20Q3	20Q4	21Q1	21Q2	21Q3	21Q4	22Q1	22Q2	22Q3	22Q4	FY20	FY21
LBP														
Sales revenue growth rate (JPY/YoY)														
Hardware	6%	19%	18%	18%	-10%	-4%	-9%	-8%	41%	-	-	-	15%	-8%
Consumable	-18%	1%	0%	-1%	21%	15%	14%	16%	18%	-	-	-	-5%	16%
Sales revenue growth rate (LC/YoY)														
Hardware	11%	22%	21%	18%	-16%	-9%	-15%	-13%	25%	-	-	-	18%	-13%
Consumable	-15%	2%	2%	-3%	12%	9%	6%	9%	7%	-	-	-	-4%	9%
IJP														
Sales revenue growth rate (JPY/YoY)														
Hardware	-37%	-49%	-12%	-3%	90%	95%	17%	15%	18%	-	-	-	-25%	45%
Consumable	-23%	-1%	9%	-6%	11%	-6%	-3%	2%	19%	-	-	-	-5%	0%
Sales revenue growth rate (LC/YoY)														
Hardware	-33%	-48%	-9%	-3%	79%	87%	11%	10%	8%	-	-	-	-23%	38%
Consumable	-20%	-1%	10%	-8%	5%	-10%	-7%	-2%	11%	-	-	-	-5%	-4%
Cosumable Ratio	55%	57%	55%	56%	56%	57%	58%	59%	53%	-	-	-	55%	57%
Growth rate of Hardware (Units/YoY)														
LBP	12%	10%	6%	0%	-28%	-16%	-20%	-16%	14%	-	-	-	7%	-20%
IJP	-39%	-57%	-24%	-25%	65%	101%	1%	7%	8%	-	-	-	-36%	34%

*The sales revenue growth rate of LBP Hardware (local currency basis) for the first quarter of FY2022 has been revised to 25% from the previous announcement (August 5, 2022) of 28%.

Machinery Sales Revenue & Profit

(100 Millions of Yen)

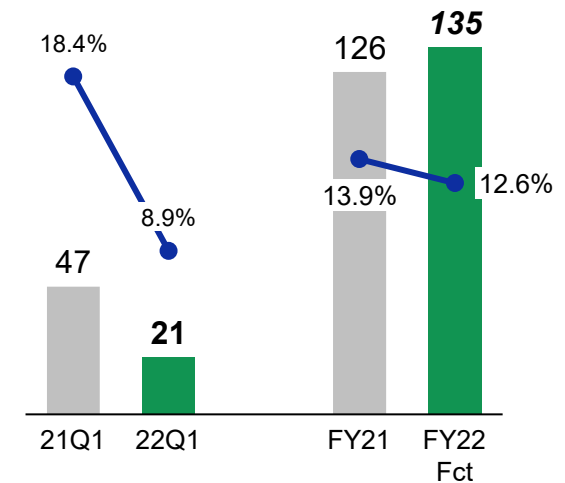
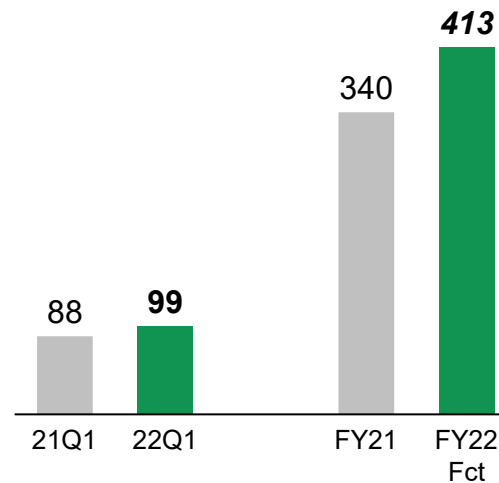
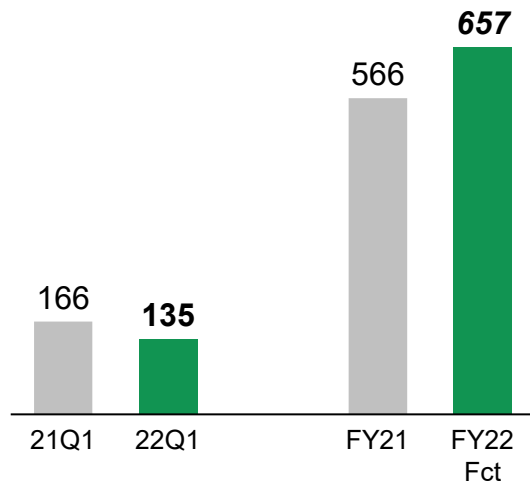
	21Q1	22Q1	Change	Change w/o FX
Sales Revenue	254	234	-7.6%	-14.2%
Machine Tools	166	135	-18.3%	-21.5%
Industrial Sewing Machines	88	99	12.5%	-0.3%
Business Segment Profit	47	21	-55.4%	-
Operating Profit	46	24	-47.2%	-

	FY21	FY22 Forecast	Change vs LY	Change w/o FX
Sales Revenue	905	1,070	18.1%	12.9%
Machine Tools	566	657	16.1%	12.1%
Industrial Sewing Machines	340	413	21.5%	14.2%
Business Segment Profit	126	135	7.3%	-
Operating Profit	126	136	8.1%	-

<Sales Revenue>
Machine Tools

Industrial Sewing Machines

<Business Segment Profit> ● Profit Ratio



Machinery Sales Revenue & Profit

[added] Sales Revenue
by Region

brother
at your side

(100 Millions of Yen)

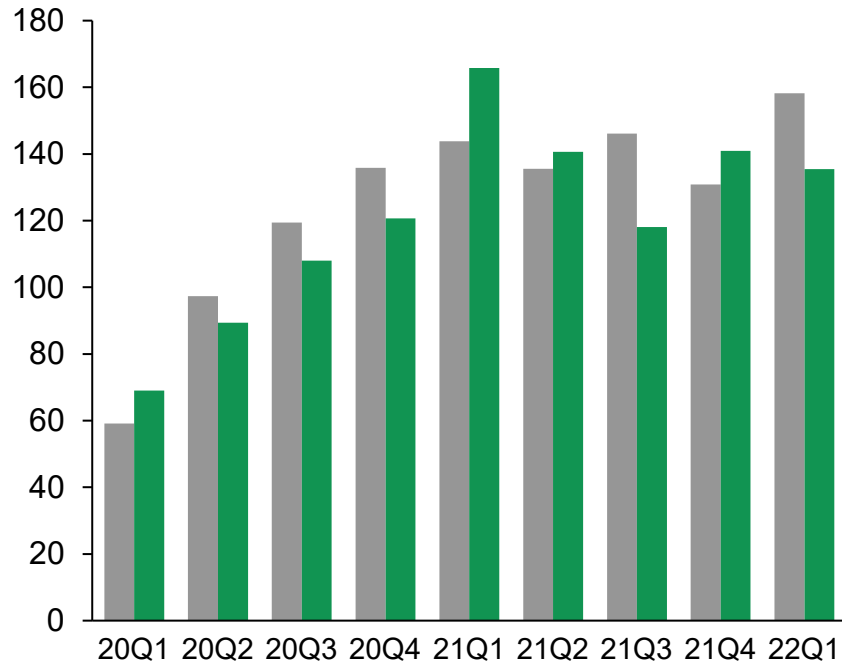
	21Q1	22Q1	Change	Change w/o FX	FY21	FY22 Forecast	Change vs LY	Change w/o FX
Sales Revenue	254	234	-7.6%	-14.2%	905	1,070	18.1%	12.9%
Machine Tools	166	135	-18.3%	-21.5%	566	657	16.1%	12.1%
Americas	9	10	13.1%	-	33	36	9.6%	-
Europe	9	12	37.7%	-	34	36	4.5%	-
Asia & Others	125	88	-30.1%	-	408	468	14.5%	-
Japan	23	26	13.0%	-	90	117	30.3%	-
Industrial Sewing Machines	88	99	12.5%	-0.3%	340	413	21.5%	14.2%
Americas	22	27	26.7%	8.1%	94	116	23.4%	14.0%
Europe	17	21	19.6%	14.4%	72	84	15.4%	13.5%
Asia & Others	43	47	9.7%	-5.0%	159	191	20.4%	11.1%
Japan	6	4	-37.8%	-37.8%	15	22	52.3%	52.3%
Business Segment Profit	47	21	-55.4%	-	126	135	7.3%	-
Operating Profit	46	24	-47.2%	-	126	136	8.1%	-

Machinery (Machine Tools) Order Trends

(100 Millions of Yen)

Trends in order amount and sales revenue

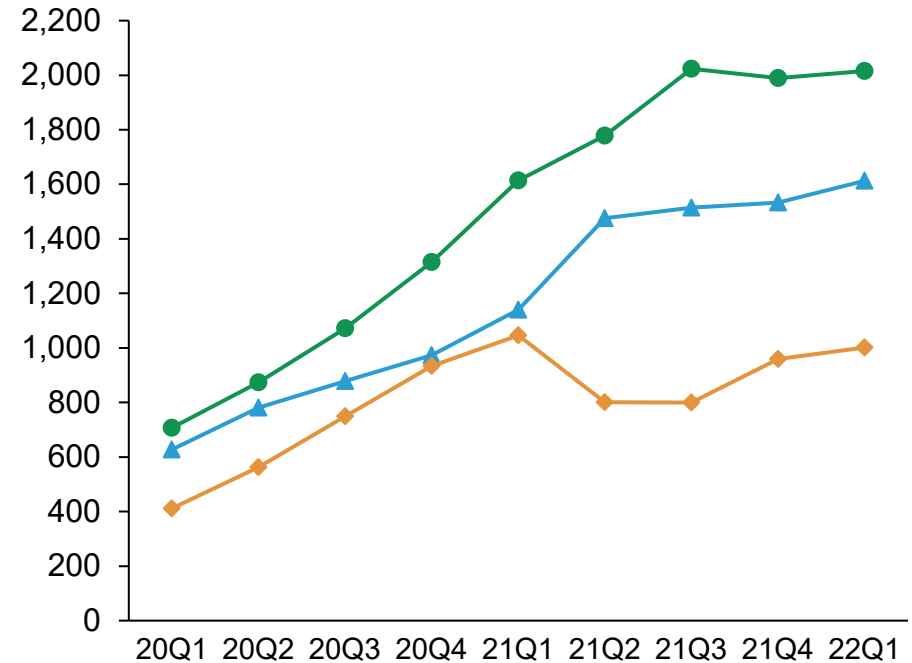
- Order amount
- Sales revenue



* Total amount of domestic and overseas orders for hardware products
Overseas orders are converted into yen using the exchange rate for each quarter

(Reference) Machine tool statistics of the Japan Machine Tool Builders' Association

- Domestic demand
- Demand from overseas except China
- China



* Source: Major machine tool statistics of the Japan Machine Tool Builders' Association

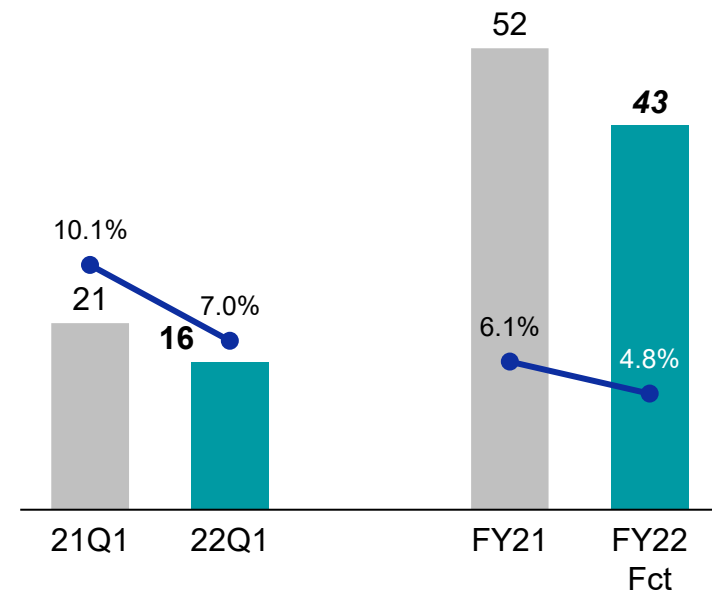
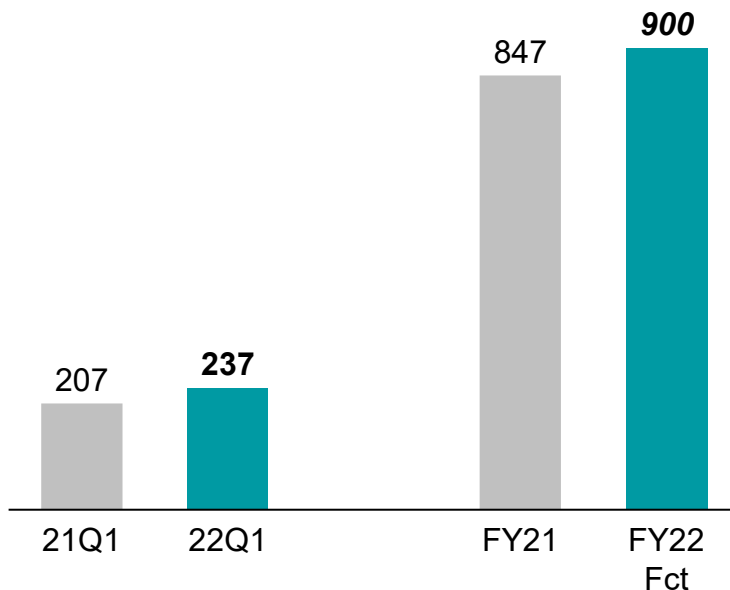
Domino Sales Revenue & Profit

(100 Millions of Yen)

	21Q1	22Q1	Change	Change w/o FX	FY21	FY22 Forecast	Change vs LY	Change w/o FX
Sales Revenue	207	237	14.5%	4.6%	847	900	6.2%	4.7%
Business Segment Profit	21	16	-21.0%	-	52	43	-16.7%	-
Operating Profit	21	20	-5.2%	-	43	42	-2.5%	-

<Sales Revenue>

<Business Segment Profit> ● Profit Ratio



Domino Sales Revenue & Profit

[added] Sales Revenue
by Region

brother
at your side

(100 Millions of Yen)

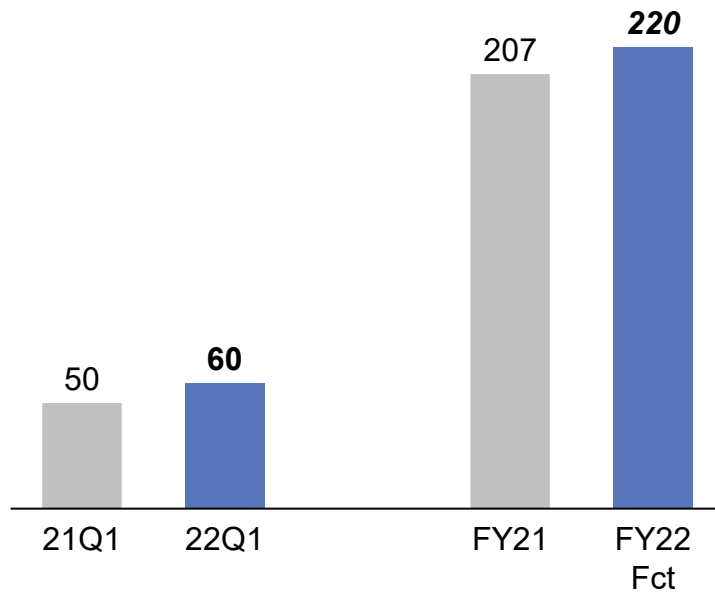
	21Q1	22Q1	Change	Change w/o FX	FY21	FY22 Forecast	Change vs LY	Change w/o FX
Sales Revenue	207	237	14.5%	4.6%	847	900	6.2%	4.7%
Americas	48	57	20.1%	8.3%	202	215	6.7%	5.9%
Europe	91	97	6.3%	-1.8%	379	388	2.5%	3.1%
Asia & Others	61	73	20.8%	6.4%	237	253	6.7%	3.8%
Japan	8	10	27.7%	27.7%	30	44	45.5%	45.5%
Business Segment Profit	21	16	-21.0%	-	52	43	-16.7%	-
Operating Profit	21	20	-5.2%	-	43	42	-2.5%	-

Nissei Sales Revenue & Profit

(100 Millions of Yen)

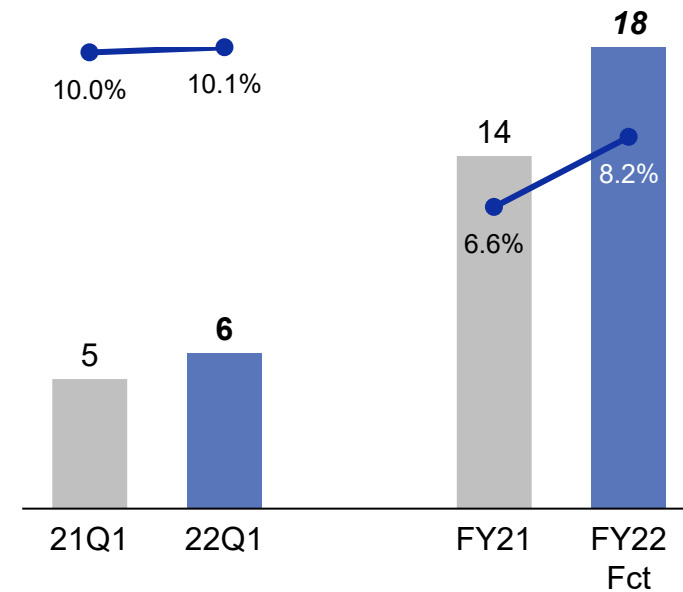
	21Q1	22Q1	Change	Change w/o FX	FY21	FY22 Forecast	Change vs LY	Change w/o FX
Sales Revenue	50	60	18.8%	14.4%	207	220	6.1%	3.8%
Business Segment Profit	5	6	20.2%	-	14	18	30.8%	-
Operating Profit	5	7	27.4%	-	13	16	18.6%	-

<Sales Revenue>



<Business Segment Profit>

—●— Profit Ratio



Nissei Sales Revenue & Profit

[added] Sales Revenue
by Region

brother
at your side

(100 Millions of Yen)

	21Q1	22Q1	Change	Change w/o FX	FY21	FY22 Forecast	Change vs LY	Change w/o FX
Sales Revenue	50	60	18.8%	14.4%	207	220	6.1%	3.8%
Americas	8	10	25.9%	7.1%	30	32	4.2%	-3.7%
Europe	-	-	-	-	-	-	-	-
Asia & Others	7	10	30.2%	19.1%	28	31	7.9%	-0.3%
Japan	35	41	15.0%	15.0%	149	158	6.2%	6.2%
Business Segment Profit	5	6	20.2%	-	14	18	30.8%	-
Operating Profit	5	7	27.4%	-	13	16	18.6%	-

Personal & Home Sales Revenue & Profit

brother
at your side

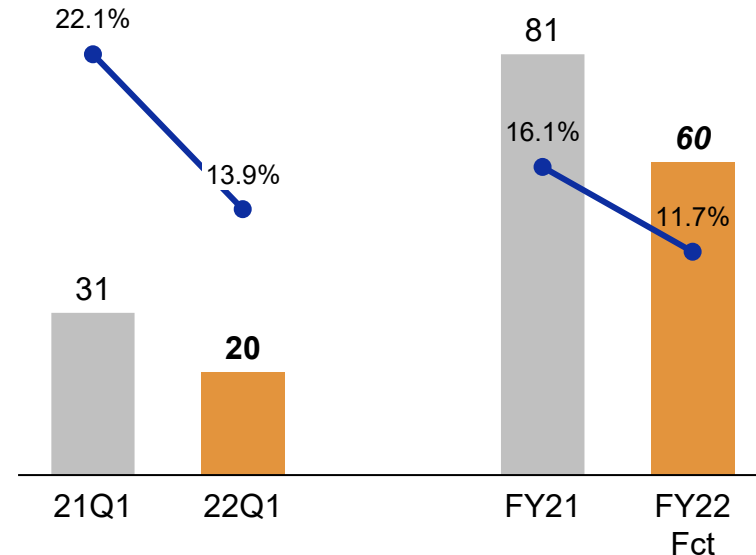
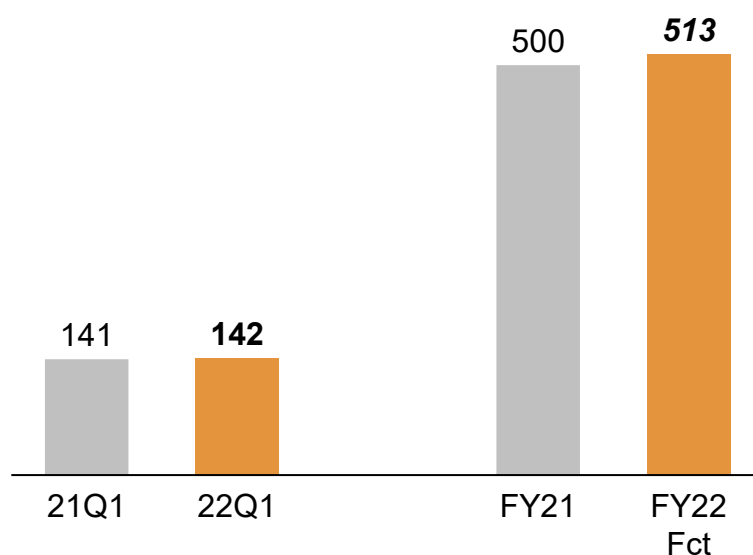
(100 Millions of Yen)

	21Q1	22Q1	Change	Change w/o FX	FY21	FY22 Forecast	Change vs LY	Change w/o FX
Sales Revenue	141	142	0.7%	-9.9%	500	513	2.6%	-2.6%
Business Segment Profit	31	20	-36.4%	-	81	60	-25.7%	-
Operating Profit	31	20	-35.1%	-	82	60	-26.9%	-

<Sales Revenue>

<Business Segment Profit>

● Profit Ratio



Personal & Home Sales Revenue & Profit

[added] Sales Revenue
by Region

brother
at your side

(100 Millions of Yen)

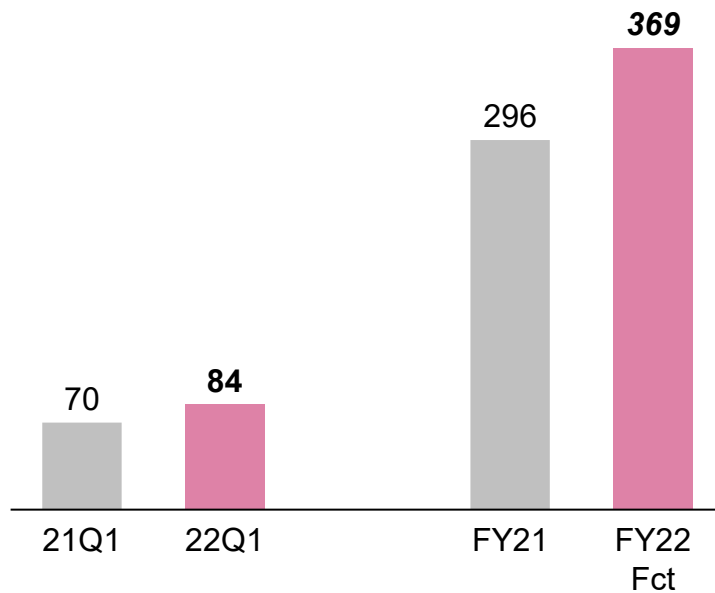
	21Q1	22Q1	Change	Change w/o FX	FY21	FY22 Forecast	Change vs LY	Change w/o FX
Sales Revenue	141	142	0.7%	-9.9%	500	513	2.6%	-2.6%
Americas	72	85	17.7%	0.8%	277	295	6.4%	-0.8%
Europe	47	35	-25.7%	-29.0%	140	140	0.0%	-1.6%
Asia & Others	14	14	4.1%	-4.8%	52	60	16.5%	8.8%
Japan	8	8	-2.0%	-2.0%	31	18	-42.6%	-42.6%
Business Segment Profit	31	20	-36.4%	-	81	60	-25.7%	-
Operating Profit	31	20	-35.1%	-	82	60	-26.9%	-

Network & Contents Sales Revenue & Profit

(100 Millions of Yen)

	21Q1	22Q1	Change	FY21	FY22 Forecast	Change vs LY
Sales Revenue	70	84	20.9%	296	369	24.8%
Business Segment Profit	-8	3	-	-27	4	-
Operating Profit	-3	7	-	-6	4	-

<Sales Revenue>



<Business Segment Profit> —●— Profit Ratio

