

Fiscal Year 2024 (ending March 31, 2025) First Quarter Financial Results

**August 6, 2024
Brother Industries, Ltd.**

Akira Nakashima
Executive Officer, Responsible for Finance & Accounting Dept.

Information on this report, other than historical facts, refers to future prospects and performance, and has been prepared by our Management on the basis of information available at the time of the announcement. This covers various risks, including, but not limited to, economic conditions, customer demand, foreign currency exchange rates, tax rules, regulation and other factors. As a result, actual future performance may differ from any forecasts contained on this report.

Results for FY2024 Q1(Apr.-Jun.)

While sales revenue increased due to positive FX effects, business segment profit and subsequent items were flat year-on-year due to lower sales in the P&S business and higher SG&A expenses

◆ Sales revenue **214.7 billion yen/ +7.1% (year-on-year)**

- ✓ Sales revenue increased due to positive FX effects, despite the impact of lower sales in the P&S business

◆ Business segment profit **22.8 billion yen/ -1.4% (year-on-year)**

- ✓ Despite positive FX effects in addition to the effects of lower logistics costs and price adjustments, business segment profit was flat year-on-year due to lower sales mainly in the P&S business and higher SG&A expenses

Forecast for FY2024

No change from the previous forecast (announced on May 9, 2024), including the exchange rate precondition and segment breakdown

Results for FY2024 Q1 (Apr.-Jun.)

While sales revenue increased due to positive FX effects, business segment profit and subsequent items were flat year-on-year due to lower sales in the P&S business and higher SG&A expenses.

Sales revenue

Sales revenue increased by 7.1% year-on-year to **214.7** billion yen.

Sales revenue increased due to positive FX effects, despite the impact of lower sales in the P&S business.

Business segment profit

Business segment profit decreased by 1.4% year-on-year to **22.8** billion yen.

Despite positive FX effects in addition to the effects of lower logistics costs and price adjustments, business segment profit was flat year-on-year due to lower sales mainly in the P&S business and higher SG&A expenses.

Forecast for FY2024

There has been no change from the previous forecast announced on May 9, 2024, including the exchange rate precondition and segment breakdown.

Results for FY2024 Q1 (Apr.-Jun.)

Consolidated Results for FY2024 Q1



While sales revenue increased due to positive FX effects, business segment profit and subsequent items were flat year-on-year due to lower sales in the P&S business and higher SG&A expenses

(100 Millions of Yen)

	23Q1	24Q1	Change (w/o FX)	Rate of Change (w/o FX)
Sales revenue	2,004	2,147	143 (-32)	7.1% (-1.6%)
Business segment profit	231	228	-3 (-49)	-1.4% (-21.2%)
Business segment profit ratio	11.5%	10.6%		
Other income/expense	-11	-10	1	
Operating profit	220	218	-2	-1.0%
Operating profit ratio	11.0%	10.2%		
Income before tax	227	235	9	3.9%
Net income attribute to parent company	162	165	3	1.7%
USD	138.11	156.53	18.42	
EUR	150.35	168.37	18.02	

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Sales revenue in the first quarter of FY2024 was **214.7** billion yen, up 14.3 billion yen from the same period of the previous fiscal year.

Business segment profit decreased by 0.3 billion yen to **22.8** billion yen.

Operating profit decreased by 0.2 billion yen to **21.8** billion yen.

Net income attributable to owners of the parent company increased by 0.3 billion yen to **16.5** billion yen.

Results for FY2024 Q1 by Business Segment



(100 Millions of Yen)

	Sales revenue			Business segment profit			Operating profit		
	23Q1	24Q1	Change	23Q1	24Q1	Change	23Q1	24Q1	Change
P&S	1,272	1,343	71	193	179	-14	180	168	-12
Machinery	188	210	22	10	8	-2	12	9	-3
Domino	256	293	37	21	18	-4	18	17	-1
Nissei	53	50	-3	5	1	-4	5	1	-4
P&H	115	125	10	-6	14	20	-6	13	19
N&C	89	98	9	5	6	0	6	7	1
Other	31	28	-3	4	3	0	6	4	-3
Total	2,004	2,147	143	231	228	-3	220	218	-2

* "Other" includes elimination amounts from inter-segment transactions.

This slide shows a summary of results for each business segment.

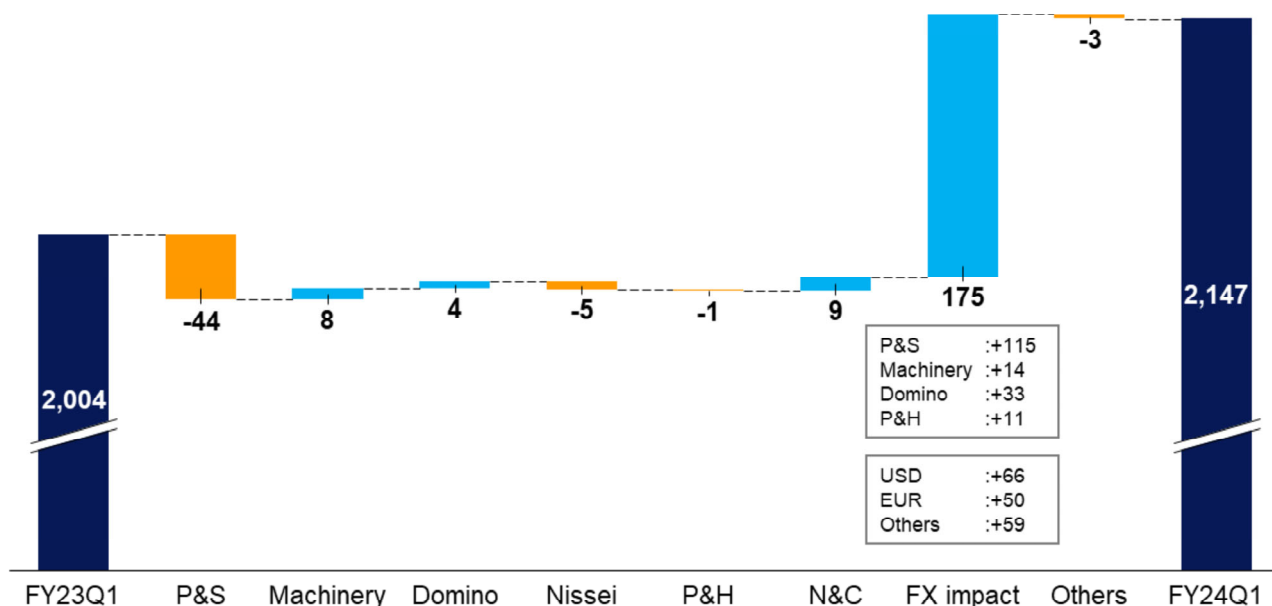
FY2024 Q1

Main Factors for Changes in Sales Revenue

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Sales revenue increased due to positive FX effects, despite the impact of lower sales in the P&S business

(100 Millions of Yen)



* Amounts of change are on a results basis excluding foreign exchange effects

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These are the factors contributing to increases or decreases in sales revenue in the first quarter of FY2024.

•P&S

Sales revenue decreased in both communications and printing equipment and labeling.

•Machinery

Although sales of machine tools remained flat, sales revenue increased due to strong sales of industrial sewing machines, reflecting a recovery in market conditions and other factors.

•Domino

Although sales of hardware decreased, sales revenue increased due to steady sales of consumables.

•Nissei

Sales revenue for both reducers and gears decreased due to weak demand for capital investment.

•P&H

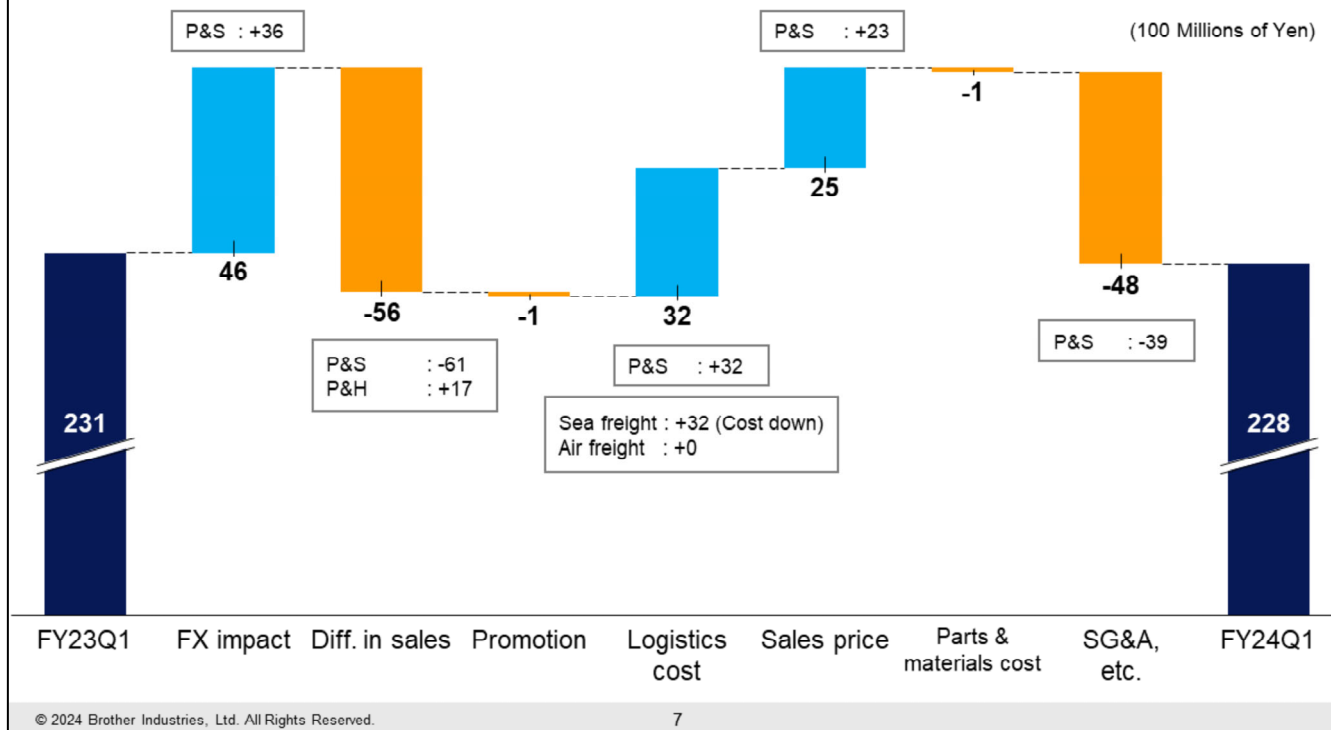
Sales revenue was flat year-on-year, with sales of middle- and high-end models remaining sluggish, especially in the Americas.

•N&C

Sales revenue increased, mainly due to strong sales of karaoke systems.

As a result of these factors, in addition to the positive FX effects of 17.5 billion yen resulting from the weaker yen, company-wide sales revenue increased by 14.3 billion yen to **214.7** billion yen.

Despite positive FX effects in addition to the effects of lower logistics costs and price adjustments, business segment profit was flat year-on-year due to lower sales mainly in the P&S business and higher SG&A expenses



These are the main factors contributing to increases or decreases in business segment profit.

•FX impact

Foreign exchange effects were positive, mainly in the P&S business.

•Differences in sales

Decreased sales in the P&S business contributed to the differences.

•Logistics costs

Logistics costs decreased, mainly in the P&S business, due to a stabilization of rising sea freight costs.

•Sales price

There were effects from price adjustments mainly for consumables in the P&S business.

•SG&A costs

There was an increase in SG&A costs, especially labor costs, mainly in the P&S business.

As a result of these main factors, business segment profit was **22.8** billion yen, a year-on-year decrease of 0.3 billion yen.

Forecast for FY2024

Forecast for FY2024



No change from the previous forecast, including the exchange rate precondition and segment breakdown

(100 Millions of Yen)

	FY23 Actual	FY24 Forecast	Change (w/o FX)	Rate of Change (w/o FX)
Sales revenue	8,229	8,800	571 (499)	6.9% (6.1%)
Business Segment Profit	756	880	124 (95)	16.4% (12.6%)
Business Segment Profit Ratio	9.2%	10.0%		
Other income/expense	-258	0	258	
Operating Profit	498	880	382	76.7%
Operating Profit Ratio	6.1%	10.0%		
Income before Tax	525	880	355	67.5%
Net Income				
attribute to parent company	316	630	314	99.1%
USD	144.40	149.78	5.38	
EUR	156.80	160.45	3.65	

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There has been no change in the forecast for FY2024 from the previous forecast announced on May 9, 2024, including the exchange rate precondition and segment breakdown.

[Reference] Year-on-year change

Sales revenue is expected to increase by 57.1 billion yen to **880** billion yen.

As for profit,

we expect business segment profit to increase by 12.4 billion yen to **88** billion yen,

operating profit to increase by 38.2 billion yen to **88** billion yen,

and net income attributable to owners of the parent company to increase by 31.4 billion yen to **63** billion yen.

Forecast for FY2024 by Business Segment



(100 Millions of Yen)

	Sales revenue			Business Segment Profit			Operating Profit		
	FY23 Actual	FY24 Forecast	Change	FY23 Actual	FY24 Forecast	Change	FY23 Actual	FY24 Forecast	Change
P&S	5,149	5,228	79	625	604	-21	610	604	-6
Machinery	774	1,171	397	22	127	105	23	127	104
Domino	1,096	1,137	41	51	45	-6	-241	45	286
Nissei	208	234	26	10	14	4	10	14	4
P&H	505	538	33	25	54	29	25	54	29
N&C	381	390	9	16	24	8	17	24	7
Other	116	102	-14	6	12	6	54	12	-42
Total	8,229	8,800	571	756	880	124	498	880	382

* "Other" includes elimination amounts from inter-segment transactions.

This slide shows the forecast for the full year by business segment.

Financial Position

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(100 Millions of Yen)

	End of Mar 24	End of Jun24	Change
Current assets	5,419	5,702	283
Cash&Cash equivalents	1,661	1,741	79
Inventories	2,080	2,248	168
Non-current assets	3,542	3,672	130
Total liabilities	2,280	2,332	52
Interest-bearing debt	6	6	0
Shareholders' equity*	6,680	7,041	360
Total assets	8,961	9,374	413

*Equity attributable to owners of the parent company

	End of Mar 24	End of Jun24	Change
Net cash	1,655	1,735	79
Shareholders' equity ratio	74.5%	75.1%	0.6%
ROE	5.0%	-	-

Inventories



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The balance sheet amounts have swelled as a whole as the yen has depreciated.

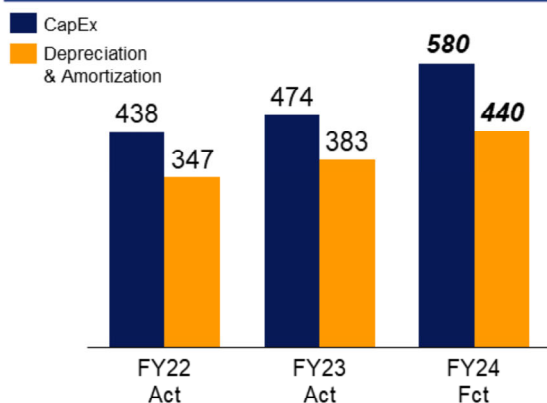
Inventories and inventory turnover in months are also affected by FX.

Capital Expenditure, Depreciation and Amortization/ R&D Expenses

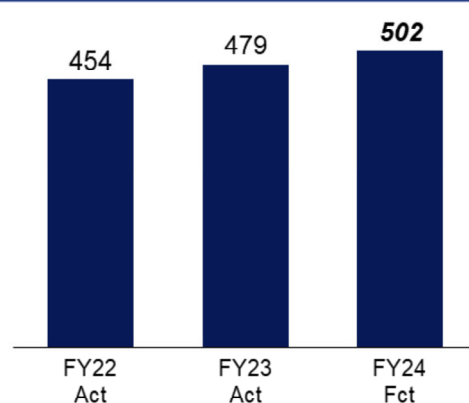
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(100 Millions of Yen)

Capital Expenditure/Depreciation & Amortization



R&D Expenses



Breakdown by business (CapEx)

	FY22	FY23	FY24
Industrial area	82	100	118
Consumer area & Others	356	375	462
Total	438	474	580

Breakdown by business (R&D)

	FY22	FY23	FY24
Industrial area	123	134	147
Consumer area & Others	331	346	355
Total	454	479	502

* The industrial area combines the Machinery, Domino, and Nissei businesses

FY2024 capital expenditure, depreciation and amortization, and R&D expenses also remain unchanged from the previous announcement.

Business Segment Information

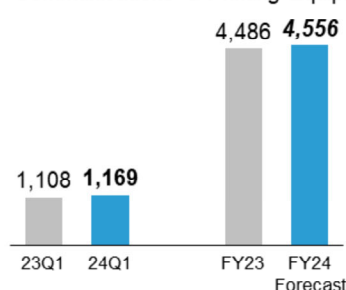
(100 Millions of Yen)

	23Q1	24Q1	Change	Change w/o FX
Sales revenue	1,272	1,343	5.6%	-3.5%
Communications & printing equipment	1,108	1,169	5.5%	-3.5%
Americas	410	441	7.5%	0.5%
Europe	360	366	1.8%	-9.5%
Asia & others	238	247	4.0%	-6.1%
Japan (incl. OEM)	100	114	13.9%	7.9%
Labeling	164	174	6.3%	-3.1%
Americas	75	80	5.9%	-2.6%
Europe	49	54	10.7%	-1.9%
Asia & others	29	29	0.1%	-9.6%
Japan	11	12	6.7%	-
Business segment profit	193	179	-7.2%	-
Operating profit	180	168	-6.5%	-

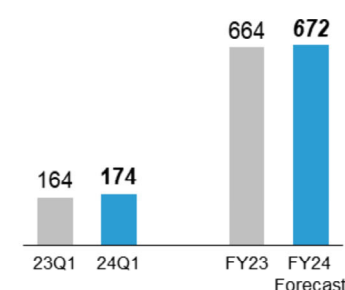
	FY23	FY24 Forecast	Change vs LY	Change w/o FX
Sales revenue	5,149	5,228	1.5%	3.1%
Communications & printing equipment	4,486	4,556	1.6%	3.1%
Americas	1,742	1,778	2.1%	4.6%
Europe	1,449	1,434	-1.0%	0.4%
Asia & others	866	892	3.0%	3.7%
Japan (incl. OEM)	429	452	5.4%	5.4%
Labeling	664	672	1.2%	2.6%
Americas	304	303	-0.3%	1.4%
Europe	208	211	1.6%	2.9%
Asia & others	104	106	1.6%	2.2%
Japan	48	52	8.6%	-
Business segment profit	625	604	-3.4%	-
Operating profit	610	604	-1.0%	-

<Sales Revenue>

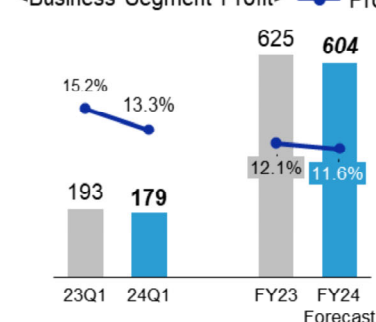
Communications & Printing Equipment



Labeling



<Business Segment Profit> Profit ratio



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In the P&S business, sales revenue in the first quarter was **134.3** billion yen.

Growth on a local currency basis was negative 3.5 %.

•Communications & printing equipment

Sales revenue was **116.9** billion yen. Growth on a local currency basis was negative 3.5%.

Sales revenue increased due to positive FX effects, despite a decrease in sales of both hardware and consumables.

The details are explained on the next page.

•Labeling

Sales revenue was **17.4** billion yen. Growth on a local currency basis was negative 3.1%.

Sales revenue increased due to positive FX effects, despite softer sales of both hardware and consumables.

Business segment profit was **17.9** billion yen.

Profit decreased due to higher SG&A costs, especially labor costs, despite a decrease in logistics costs, the effects from price adjustments for consumables, and positive FX effects.

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



	22Q1	22Q2	22Q3	22Q4	23Q1	23Q2	23Q3	23Q4	24Q1	24Q2	24Q3	24Q4	FY22	FY23
Laser (LBP)														
Sales revenue growth rate (JPY/YoY)														
Hardware	41%	45%	42%	36%	4%	-17%	-13%	-1%	-5%	-	-	-	41%	-8%
Consumable	18%	-8%	0%	4%	3%	15%	11%	18%	11%	-	-	-	3%	11%
Sales revenue growth rate (LC/YoY)														
Hardware	25%	23%	21%	23%	-1%	-21%	-16%	-9%	-12%	-	-	-	23%	-13%
Consumable	7%	-20%	-13%	-6%	-3%	7%	5%	7%	0%	-	-	-	-8%	4%
Inkjet (IJP)														
Sales revenue growth rate (JPY/YoY)														
Hardware	18%	32%	46%	39%	5%	3%	-5%	-1%	18%	-	-	-	33%	0%
Consumable	19%	-2%	8%	13%	15%	16%	0%	5%	-1%	-	-	-	9%	8%
Sales revenue growth rate (LC/YoY)														
Hardware	8%	16%	30%	27%	2%	-2%	-8%	-7%	10%	-	-	-	20%	-4%
Consumable	11%	-12%	-2%	4%	9%	9%	-4%	-3%	-9%	-	-	-	0%	2%
Consumable ratio														
	53%	47%	49%	53%	54%	53%	54%	56%	55%	-	-	-	51%	54%
Growth rate of hardware (Units/YoY)														
Laser (LBP)	14%	9%	3%	8%	-1%	-21%	-8%	-6%	-13%	-	-	-	8%	-9%
Inkjet (IJP)	8%	16%	42%	43%	4%	0%	-3%	-8%	13%	-	-	-	26%	-2%

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This slide shows the sales revenue growth rates of major printing products in the first quarter (local currency basis, year-on-year comparison).

The laser (LBP) sales growth was negative 12% for hardware and positive 0% for consumables. The rates for inkjet (IJP) sales were positive 10% for hardware and negative 9% for consumables.

[Hardware]

Sales of laser hardware decreased in each region, especially in Europe.

As for inkjets, sales remained steady in both developed and emerging countries.

[Consumables]

Sales of laser consumables were generally flat year-on-year, although there was some slight variation between regions.

Sales of inkjet consumables decreased in Europe and the U.S.

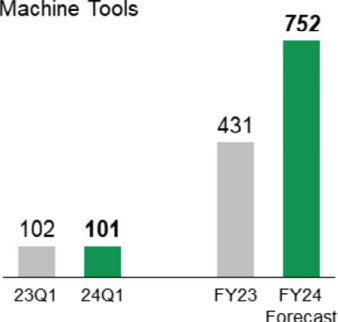
Machinery Sales Revenue & Profit

(100 Millions of Yen)

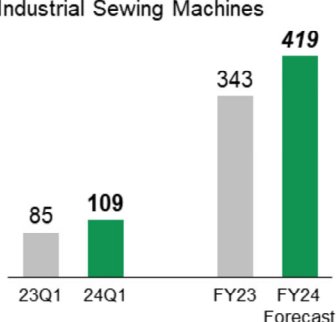
	23Q1	24Q1	Change	Change w/o FX	FY23	FY24 Forecast	Change vs LY	Change w/o FX
Sales revenue	188	210	11.8%	4.1%	774	1,171	51.3%	51.8%
Machine tools	102	101	-1.3%	-4.5%	431	752	74.6%	74.8%
Americas	7	8	10.2%	-	36	53	46.5%	-
Europe	9	5	-45.7%	-	32	47	50.3%	-
Asia & others	67	65	-2.3%	-	244	485	98.8%	-
Japan	20	24	17.0%	-	119	167	40.0%	-
Industrial sewing machines	85	109	27.6%	14.4%	343	419	22.2%	23.0%
Americas	26	32	24.0%	11.0%	114	137	20.1%	21.3%
Europe	22	20	-11.0%	-20.7%	74	97	31.1%	33.1%
Asia & others	32	53	67.8%	49.9%	134	166	23.3%	23.3%
Japan	6	4	-29.5%	-	20	19	-6.1%	-
Business segment profit	10	8	-16.0%	-	22	127	473.8%	-
Operating profit	12	9	-24.1%	-	23	127	451.9%	-

<Sales Revenue>

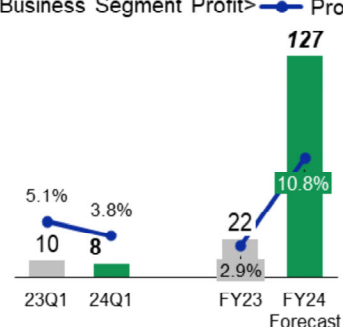
Machine Tools



Industrial Sewing Machines



<Business Segment Profit> Profit ratio



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In the Machinery business, sales revenue in the first quarter was **21.0** billion yen.

Growth on a local currency basis was positive 4.1%.

•Machine tools

Sales revenue was **10.1** billion yen. Growth on a local currency basis was negative 4.5%.

Although demand for capital investment in the automotive and general machinery markets is trending toward recovery, the market recovery in China has not reached the anticipated level of momentum.

Despite positive FX effects, sales of machine tools remained flat compared to the same period last year, when sales had picked up due to the effect of last-minute demand before price increases.

•Industrial sewing machines

Sales revenue was **10.9** billion yen. Growth on a local currency basis was positive 14.4%.

As for industrial sewing machines, sales were strong due to a recovery in demand for capital investment for apparel in Asia as well as a shift in sales from the previous quarter to this quarter.

Sales of garment printers remained steady in the Americas and China.

Business segment profit was **0.8** billion yen.

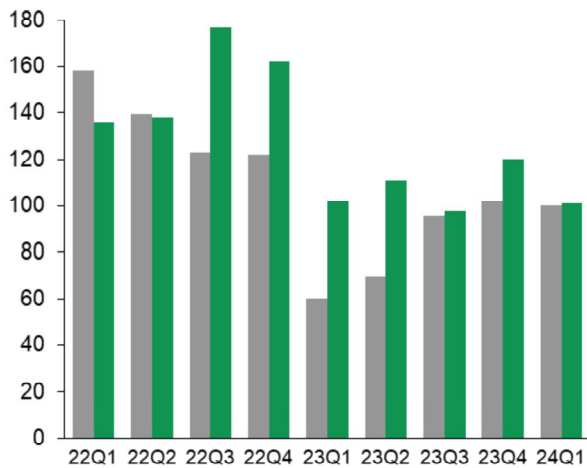
Profit decreased, mainly due to an increase in SG&A costs.

Machinery (Machine Tools) Order Trends

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Trends in order amount and sales revenue

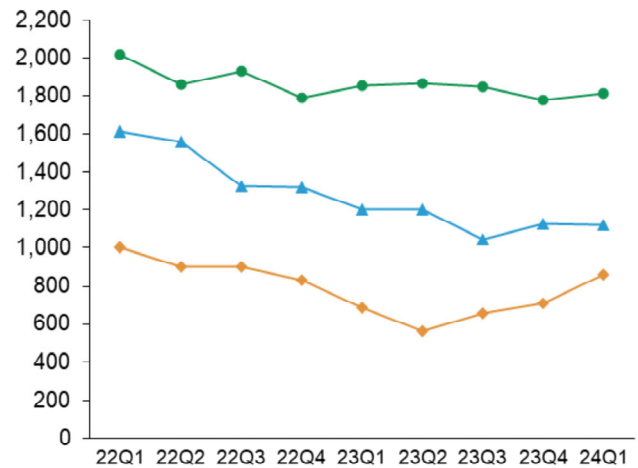
Order amount
Sales revenue



* 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

This slide shows trends in sales revenue and order amounts by quarter.

The order amounts are the aggregate amounts of orders for hardware products from both Japan and overseas.

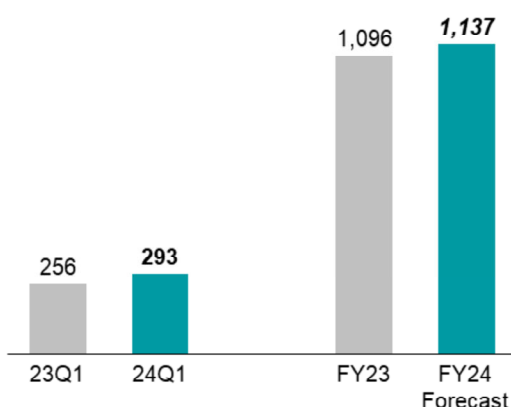
Although order amounts have been on a recovery trend since bottoming out in the first quarter of FY2023, and inquiries are steadily increasing, closing deals on those inquiries is taking time.

Domino Sales Revenue & Profit

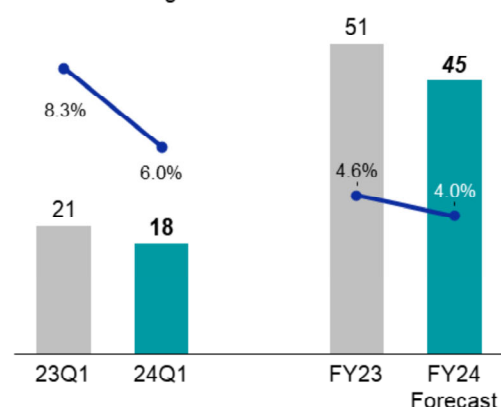
(100 Millions of Yen)

	23Q1	24Q1	Change	Change w/o FX		FY23	FY24 Forecast	Change vs LY	Change w/o FX
Sales revenue	256	293	14.6%	1.7%		1,096	1,137	3.7%	4.7%
Americas	64	78	21.3%	7.9%		281	298	5.8%	5.8%
Europe	113	124	10.0%	-2.3%		469	464	-1.1%	1.2%
Asia & others	70	82	17.2%	2.0%		310	336	8.3%	8.3%
Japan	10	10	4.4%	-		36	40	10.6%	-
Business segment profit	21	18	-16.9%	-		51	45	-11.3%	-
Operating profit	18	17	-5.8%	-		-241	45	-	-

<Sales Revenue>



<Business Segment Profit> Profit ratio



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In the Domino business, sales revenue in the first quarter was **29.3** billion yen.

Growth on a local currency basis was positive 1.7%.

Sales of both C&M and DP hardware decreased due to sluggish demand for capital investment, mainly in Europe.

Consumables remained steady.

Overall, sales revenue increased due to positive FX effects.

Business segment profit was **1.8** billion yen.

Profit decreased due to an increase in SG&A costs, including costs for labor and for the renewal of core business systems.

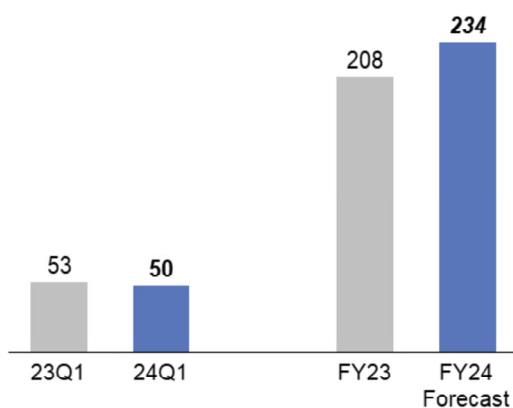
Nissei

Sales Revenue & Profit

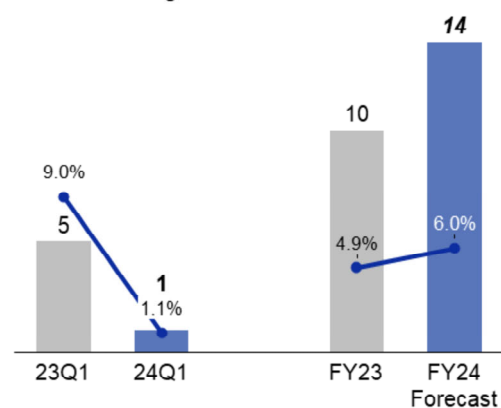
(100 Millions of Yen)

	23Q1	24Q1	Change	Change w/o FX	FY23	FY24 Forecast	Change vs LY	Change w/o FX
Sales revenue	53	50	-6.4%	-9.5%	208	234	12.3%	12.4%
Americas	8	8	-2.7%	-14.2%	33	37	11.3%	11.4%
Europe	-	-	-	-	-	-	-	-
Asia & others	11	9	-17.5%	-24.7%	35	38	8.3%	8.8%
Japan	35	33	-3.8%	-	141	160	13.6%	-
Business segment profit	5	1	-89.0%	-	10	14	37.3%	-
Operating profit	5	1	-80.7%	-	10	14	41.2%	-

<Sales Revenue>



<Business Segment Profit> — Profit ratio



In the Nissei business, sales revenue in the first quarter was **5.0** billion yen.

Growth on a local currency basis was negative 9.5%.

Revenue decreased due to weak sales of both reducers and gears as a result of sluggish demand for capital investment.

Business segment profit was **0.1** billion yen.

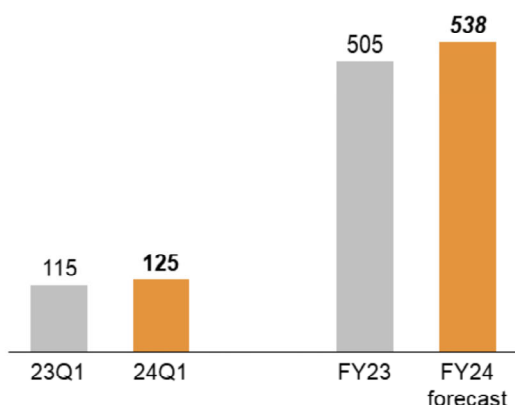
Profit decreased significantly due to lower sales revenue and higher SG&A costs.

Personal & Home Sales Revenue & Profit

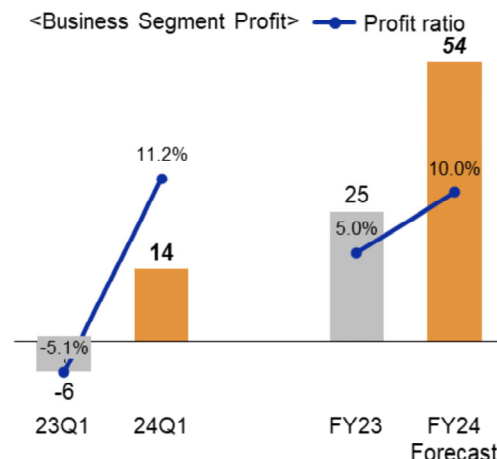
(100 Millions of Yen)

	23Q1	24Q1	Change	Change w/o FX	FY23	FY24 Forecast	Change vs LY	Change w/o FX
Sales revenue	115	125	8.7%	-1.0%	505	538	6.6%	8.1%
Americas	69	70	0.5%	-8.1%	300	329	9.6%	11.4%
Europe	28	33	20.8%	7.4%	126	126	0.2%	1.6%
Asia & others	13	16	23.2%	12.5%	51	54	5.9%	6.8%
Japan	5	6	18.9%	-	28	29	4.9%	-
Business segment profit	-6	14	-	-	25	54	114.6%	-
Operating profit	-6	13	-	-	25	54	117.9%	-

<Sales Revenue>



<Business Segment Profit>



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In the P&H business, sales revenue in the first quarter was **12.5** billion yen. Growth on a local currency basis was negative 1.0%.

Although sales of middle- and high-end models remained sluggish in the Americas due to inflation and high interest rates, sales in other regions remained steady.

Overall, sales revenue increased due to positive FX effects.

Business segment profit was **1.4** billion yen.

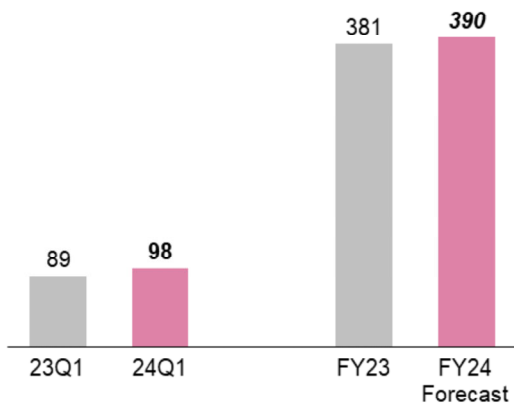
Profit turned positive as gross profit margins improved, including factory operating rates returning to normal.

Network & Contents Sales Revenue & Profit

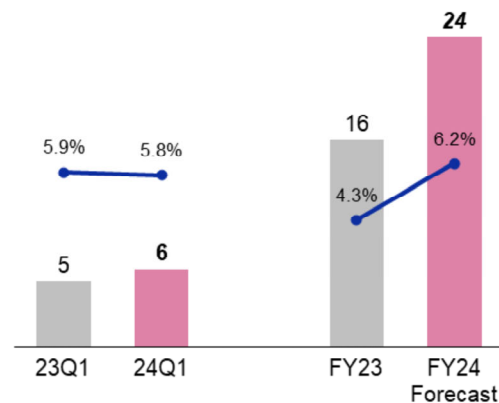
(100 Millions of Yen)

	23Q1	24Q1	Change	FY23	FY24 Forecast	Change vs LY
Sales revenue	89	98	9.9%	381	390	2.4%
Business segment profit	5	6	6.9%	16	24	47.9%
Operating profit	6	7	13.2%	17	24	44.6%

<Sales Revenue>



<Business Segment Profit> — Profit ratio



In the N&C business, sales revenue in the first quarter was **9.8** billion yen, a year-on-year increase of 9.9%.

Sales revenue increased mainly due to strong sales of new karaoke systems that were launched in the previous fiscal year.

Business segment profit was **0.6** billion yen.

Profit increased as a result of the effects of higher sales.

Topics

Hoshizaki Factory Acquires RBA Platinum Certification



Hoshizaki Factory, which produces key components for inkjet products, has acquired RBA Platinum certification.

Achieved sustainability targets related to RBA certification ahead of schedule.

■ Hoshizaki Factory acquires RBA Platinum certification

- The Responsible Business Alliance (RBA) is a global organization that aims for member companies to fulfill their social responsibilities through the development of sustainable supply chains.
- Acquired the Platinum certification **with the highest score of 200 points** for proper management in the audit areas of labor, health and safety, environment, ethics, and supply chain management system



Hoshizaki Factory (Nagoya city, Aichi)



RBA Platinum Certificate

■ Achieved the sustainability targets stated in the medium-term business strategy “CS B2024” ahead of schedule

FY2024 Target	Acquire RBA gold certification at three Group manufacturing sites		
Progress	Date	Site	Certification acquired
	September 2022	BROTHER INDUSTRIES (VIETNAM) LTD.	Gold*
	October 2023	BROTHER TECHNOLOGY (SHENZHEN) LTD.	Platinum
	November 2023	BROTHER INDUSTRIES (PHILIPPINES), INC.	Platinum
	May 2024 (current)	Hoshizaki Factory	Platinum

* Certification is expected to be renewed in FY2024 at Silver or higher

The Brother Group has set “pursuing a responsible value chain” as one of its five materiality issues, and its target for FY2024 is to “acquire RBA gold certification at three Group manufacturing sites.”

The Hoshizaki Factory, which produces key components for inkjet products, has acquired RBA Platinum certification.

This is the fourth site in the Brother Group to acquire RBA certification, following BROTHER INDUSTRIES (VIETNAM) LTD., which acquired Gold certification in FY2022, and BROTHER TECHNOLOGY (SHENZHEN) LTD. and BROTHER INDUSTRIES (PHILIPPINES), INC., which acquired Platinum certification in FY2023, and is the third site to acquire Platinum certification.

The company was recognized for its proper management in the audit areas of labor, health and safety, the environment, ethics, and supply chain management systems, receiving 200 points, which is the highest possible score.
















Going forward, we will continue our efforts throughout the supply chain to contribute to the development of a sustainable society.



Thank you for your continued support.

Reference: Brother's business areas

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Business areas		Business segments		Area (Main products & service portfolio)					
Industrial area	Machinery/FA	Machinery	Nissei						
			Industrial Equipment						
	Industrial Printing		Industrial Sewing Machines	Industrial Sewing Machines					
			Garment Printing						
Consumer area	Printing	Domino							
		Printing & Solutions	Labeling						Commercial & Industrial Labeling
									Home & Office Labeling
									Communications & Printing Equipment
	Home & Culture	Personal & Home							
		Network & Contents							