

# Fiscal Year 2025 (ending March 31, 2026) Second Quarter Financial Results

November 10, 2025 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.

### Highlights



#### Results for FY2025 Q2(Jul.-Sep.)

Both sales revenue and profit increased due to higher sales in the P&S and Machinery businesses

#### Sales revenue

224.7 billion yen/ +5.7% (YoY)

 Sales revenue increased due to higher sales of both hardware and consumables in the P&S business and strong sales of machine tools in the Machinery business

#### Business segment profit 22.0 billion yen/ +8.9% (YoY)

 Despite higher sales promotion and SG&A expenses, business segment profit increased due to effects from price adjustments mainly in the P&S business and higher sales in the Machinery business

#### **Operating profit**

22.8 billion yen/ +36.0% (YoY)

 Operating profit and subsequent items increased significantly due to the posting of gains on sales of fixed assets and other factors

#### Forecast for FY2025

## The forecasts for both sales revenue and profits were revised upward

- Reflecting steady performance in the first half and positive effects from changes in the exchange rate for the forecast period
- The forecast for operating profit takes into account a gain on transfer of the Karaoke Club business and other factors

#### **Shareholder Returns**

- The interim dividend for FY2025 is 50 yen per share
- The forecast for the annual dividend remains unchanged



## Results for FY2025 Q2 (Jul.-Sep.)

#### **Consolidated Results for FY2025 Q2**



Both sales revenue and profit increased mainly due to higher sales in the P&S and Machinery businesses. Operating profit and subsequent items increased significantly due to the posting of gains on sales of fixed assets and other factors.

			(	100 Millions of yen)
	24Q2	25Q2	Change (w/o FX)	Rate of Change (w/o FX)
Oalaa marramaa	0.405	0.047	122	5.7%
Sales revenue	2,125	2,247	(118)	(5.6%)
Duainese segment profit	202	220	18	8.9%
Business segment profit	202	220	(9)	(4.5%)
Business segment profit ratio	9.5%	9.8%		
Other income/expense	-34	8 -	42	-
Operating profit	167	228	60	36.0%
Operating profit ratio	7.9%	10.1%		
Income before tax	179	235	56	31.2%
Net income attribute to parent company	116	165	49	42.2%
USD	150.26	147.50	-2.76	-
EUR	164.27	171.59	7.32	-

<sup>•</sup> Gains on sales of fixed assets : +23

## **Results for FY2025 Q2 by Business Segment**



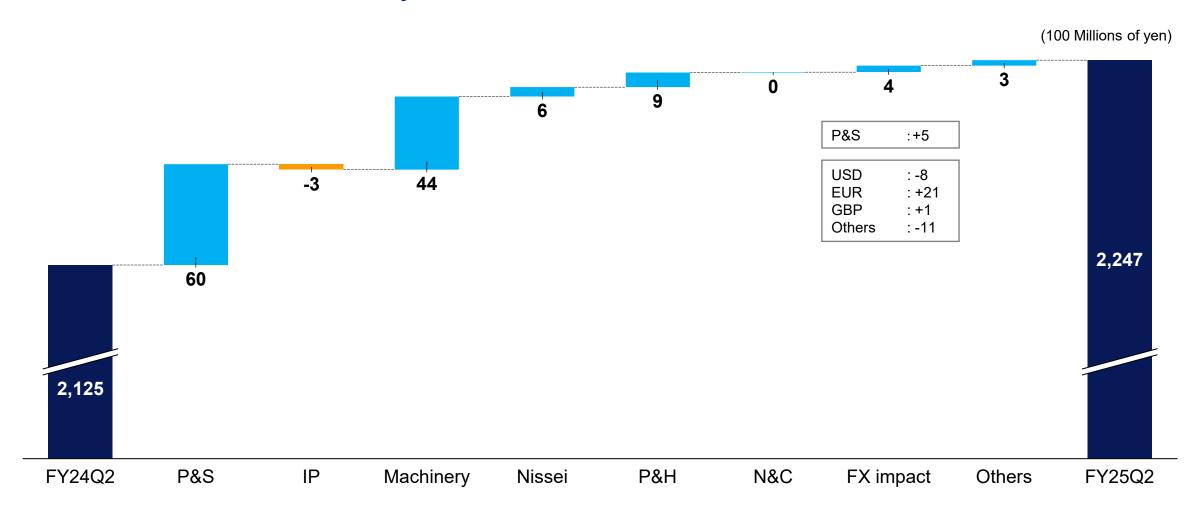
(100 Millions of yen)

	Sales revenue			Busines	iness segment profit		Operating profit		
	24Q2	25Q2	Change	24Q2	25Q2	Change	24Q2	25Q2	Change
P&S (Printing & Solutions)	1,320	1,385	65	171	178	7	164	169	5
IP (Industrial Printing)	346	343	-3	20	4	-17	13	-1	-13
Machinery	162	203	42	1	18	17	-1	17	18
Nissei	50	55	5	1	4	3	1	4	3
P&H (Personal & Home)	131	140	9	4	14	10	3	13	10
N&C (Network & Contents)	95	95	0	4	3	-1	3	3	-1
Others	22	25	3	0	0	0	-16	23	39
Total	2,125	2,247	122	202	220	18	167	228	60

<sup>\* &</sup>quot;Other" includes elimination amounts from inter-segment transactions.



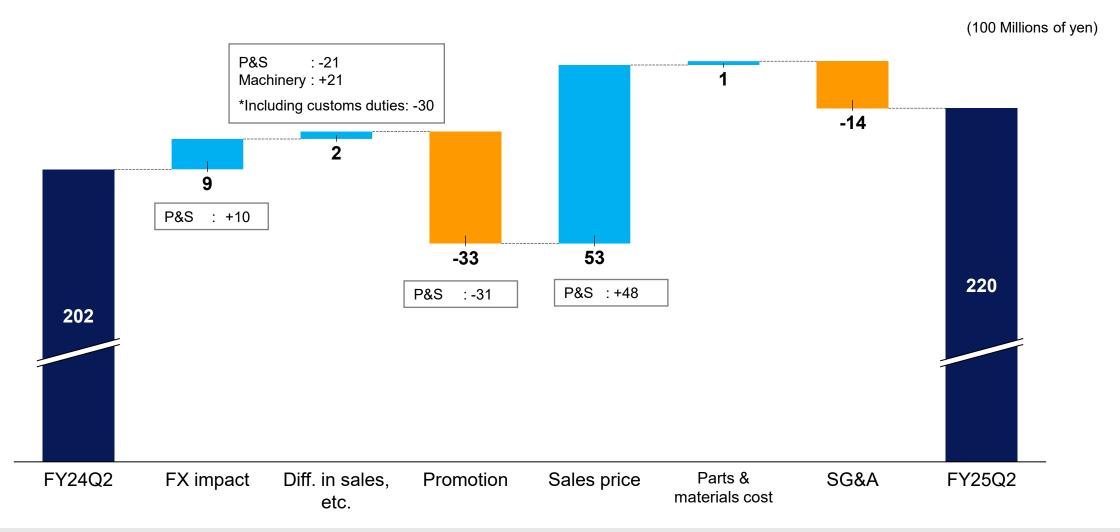
Sales revenue increased due to higher sales of both hardware and consumables in the P&S business and strong sales of machine tools in the Machinery business.



<sup>\*</sup> Amounts of change are on a results basis excluding foreign exchange effects



Despite higher sales promotion and SG&A expenses, business segment profit increased due to effects from price adjustments mainly in the P&S business and higher sales in the Machinery business.





## Results for FY2025 First Half (Apr.-Sep.)

#### **Consolidated Results for FY2025 1H**

Other income/expense

Operating profit ratio

attribute to parent company

**Operating profit** 

Income before tax

Net income

USD EUR



While sales revenue increased backed by higher sales in the P&S and Machinery businesses, business segment profit decreased due to higher sales promotion and SG&A expenses. Operating profit and subsequent items were flat year-on-year due to the posting of gains on sales of fixed assets and other factors.

	FY24 1H	FY25 1H	Change (w/o FX)	Rate of Change (w/o FX)
Salac rovenue	4 272	4,378	105	2.5%
Sales revenue	4,272	4,370	(221)	(5.2%)
Business segment profit	430	408	-21	-5.0%
business segment prom	430	400	(-12)	(-2.7%)
Business segment profit ratio	10.1%	9.3%		

-21

387

8.8%

405

283

146.57

167.74

•Gains on sales of fixed assets : +23

23

2

-10

-5.73

2.28

(100 Millions of yen)

0.5%

-2.4%

0.4%

-44

385

9.0%

415

281

152.30

165.46

## Results for FY2025 1H by Business Segment



(100 Millions of yen)

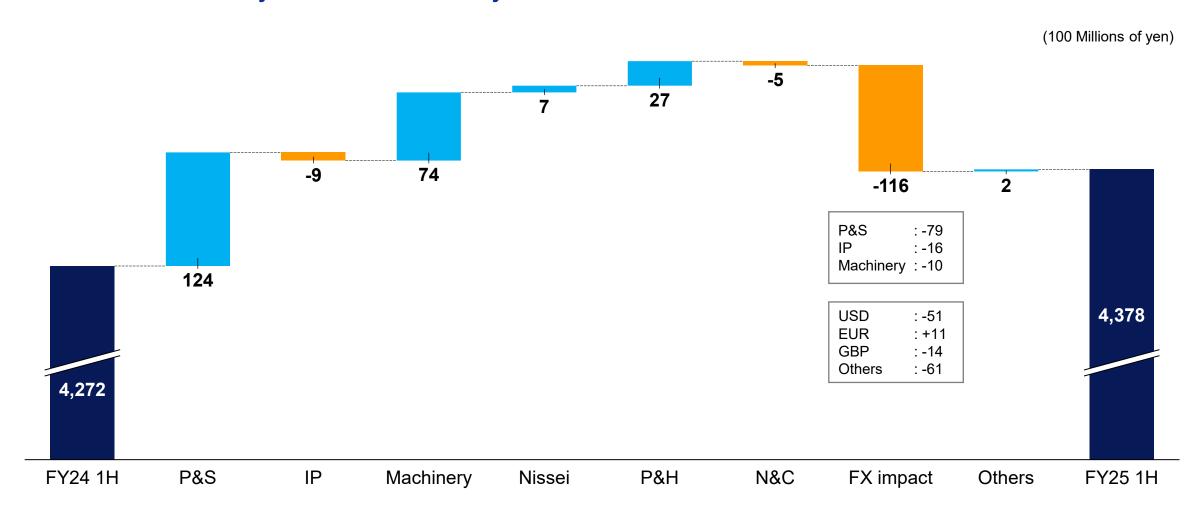
	Sales revenue			Busines	ss segme	nt profit	Operating profit		
	FY24 1H	FY25 1H	Change	FY24 1H	FY25 1H	Change	FY24 1H	FY25 1H	Change
P&S (Printing & Solutions)	2,663	2,708	45	350	330	-20	332	296	-36
IP (Industrial Printing)	691	666	-25	43	13	-30	34	5	-29
Machinery	320	384	65	4	31	27	3	31	28
Nissei	99	105	6	2	6	4	2	7	4
P&H (Personal & Home)	255	273	18	18	23	5	16	19	3
N&C (Network & Contents)	193	189	-5	10	5	-5	10	5	-6
Others	50	53	2	4	1	-2	-12	24	37
Total	4,272	4,378	105	430	408	-21	385	387	2

<sup>\* &</sup>quot;Other" includes elimination amounts from inter-segment transactions.

## **FY2025 1H Main Factors for Changes in Sales Revenue**



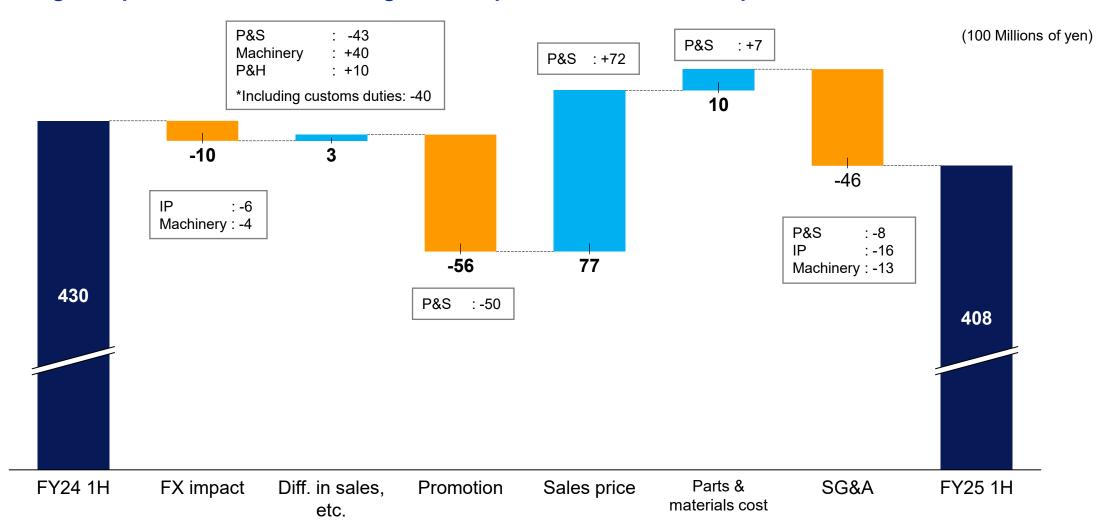
Despite negative FX effects, sales revenue increased due to higher sales of both hardware and consumables in the P&S business and steady sales in the Machinery and P&H businesses.



<sup>\*</sup> Amounts of change are on a results basis excluding foreign exchange effects



Despite effects from price adjustments in the P&S business and higher sales mainly in the Machinery business, business segment profit decreased due to higher sales promotion and SG&A expenses and other factors.





## **Forecast for FY2025**

#### **Preconditions for Forecast for FY2025**



Exchange rates for the forecast period were changed.

The impact from tariff policies by the U.S. is expected to be entirely absorbed by price adjustments and other countermeasures.

#### **Exchange rate**

#### **■** Exchange rates for the forecast period

1 USD = 140 yen, 1 EUR = 165 yen (Change from 1 EUR = 160 yen)

#### ■ Additional tariff assumptions

(Refer to page 35 for main production areas of each business)

Major countries and regions	April	May to July	August to October	November to fiscal year-end
China	145%	30%		20%
Vietnam	10%		20%	
Philippines	10%		19%	
Japan	10%		15%	

#### **U.S.** tariff policy

#### ■ Outlook for tariff impact

- ✓ Based on the above assumptions, the additional tariff burden for the full year will be approximately 14 billion yen (forecast as of November 10, 2025; the result for the first half year of approximately 4 billion yen is included)
- ✓ It is expected that the impact of tariffs on profit will be entirely absorbed by implementing countermeasures against the additional tariff burden and risk of a decrease in sales, such as price increases in the U.S., control of expenses, cost-cutting measures, and production adjustments

### **Forecast for FY2025**



The forecasts for both sales revenue and profits were revised upward, reflecting the steady performance in the first half and the review of in the exchange rate for the forecast period.

The forecast for operating profit takes into account a gain on transfer of the Karaoke Club business and other factors.

(100 Millions of yen)

	Previous Forecast	FY25 Forecast	Change (w/o FX)	Rate of Change (w/o FX)	FY24 Actual	Change (w/o FX)	Rate of Change (w/o FX)
Salaa rayanya	9.750	0.000	250	2.9%	9.766	234	2.7%
Sales revenue	8,750	9,000	(50)	(0.6%)	8,766	(474)	(5.4%)
Duainaga aggment nyafit	750	800	50	6.7%	777	23	3.0%
Business segment profit	750		(6)	(0.8%)	777	(7)	(0.9%)
Business segment profit ratio	8.6%	8.9%			8.9%		
Other income/expense	-20	20 -	40	-	-78	98	-
Operating profit	730	820	90	12.3%	699	121	17.3%
Operating profit ratio	8.3%	9.1%			8.0%		
Income before tax	750	840	90	12.0%	747	93	12.5%
Net income attribute to parent company	550	630	80	14.5%	548	82	15.0%
USD	141.97	144.22	2.25	-	152.48	-8.26	-
EUR	162.09	167.20	5.11	-	163.62	3.58	-

<sup>•</sup> The exchange rates for the forecast period : 1 USD = 140 yen, 1 EUR = 165 yen

 $<sup>\</sup>cdot$ Gains on sales of fixed assets (Q2): +23

<sup>•</sup>Gain on transfer of the Karaoke Club business, etc. (Q3): +45

<sup>•</sup>FX losses : approximately-25

## **Forecast for FY2025 by Business Segment**



(100 Millions of yen)

	Sales revenue			Busines	Business segment profit			Operating profit		
	Previous Forecast	FY25 Forecast	Change	Previous Forecast	FY25 Forecast	Change	Previous Forecast	FY25 Forecast	Change	
P&S (Printing & Solutions)	5,327	5,568	241	612	644	32	615	626	11	
IP (Industrial Printing)	1,345	1,363	19	24	24	0	23	15	-8	
Machinery	791	812	21	46	50	4	46	50	4	
Nissei	220	210	-11	5	8	3	5	8	4	
P&H (Personal & Home)	552	569	18	58	54	-4	58	49	-9	
N&C (Network & Contents)	396	364	-32	22	16	-6	22	61	40	
Others	119	115	-4	-16	5	21	-38	11-	48	
Total	8,750	9,000	250	750	800	50	730	820	90	

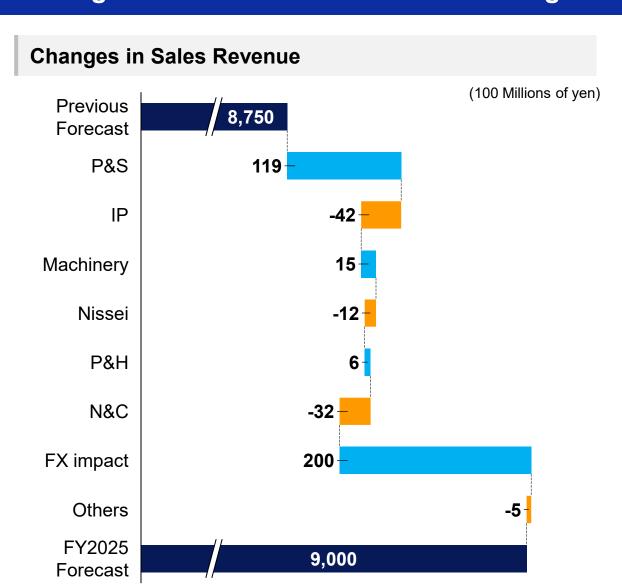
<sup>\* &</sup>quot;Others" includes elimination amounts from inter-segment transactions.

 $\cdot$ Gain on transfer of the Karaoke Club business, etc. (Q3): +45

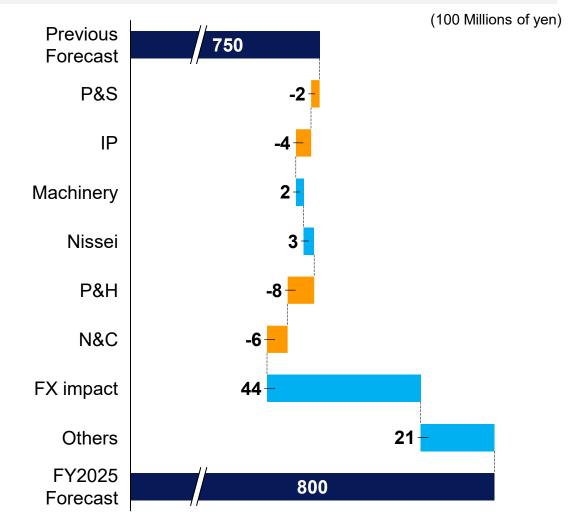
 $\cdot$ Gains on sales of fixed assets (Q2): +23

### FY2025 Changes in Sales Revenue / Business Segment Profit





#### **Changes in Business Segment Profit**



<sup>\*</sup> Amounts of change are on a results basis excluding foreign exchange effects



## Financial Position/ Capital Expenditure, Depreciation & Amortization / R&D Expenses

#### **Financial Position**



#### **Statements of Financial Position: Main Items**

(100 Millions of yen)

		(1)	JU Millions of yen)
	End of Mar 25	End of Sep 25	Change
Current assets	5,741	5,810	69
Cash&Cash equivalents	1,728	1,595	-133
Inventories	2,268	2,375	107
Non-current assets	3,586	3,581	-5
Total liabilities	2,412	2,297	-115
Interest-bearing debt	6	8	2
Shareholders' equity*	6,914	7,093	180
Total assets	9,327	9,391	65

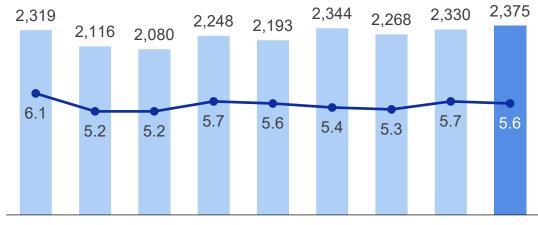
	End of Mar 25	End of Sep 25	Change
Net cash	1,722	1,586	-135
Shareholders' equity ratio	74.1%	75.5%	1.4%
ROE	8.1%	-	-

<sup>\*</sup>Equity attributable to owners of the parent company

#### Inventory

Inventories (100 Millions of yen)

→ Inventories / Cash of sales (Number of months)



Sep-23 Dec-23 Mar-24 Jun-24 Sep-24 Dec-24 Mar-25 Jun-25 Sep-25

### Capital Expenditure, Depreciation and Amortization / R&D Expenses



**FY25** 

Fct

179 331

510

FY23

134

346

479

Industrial area

Total

Consumer area & Others

FY24

148

347

495

Prev.

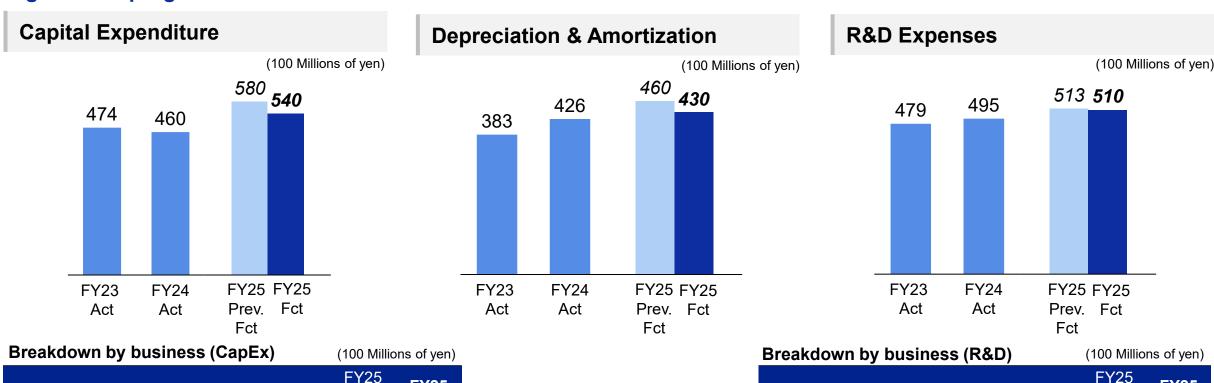
Fct

177

336

513

The forecasts for capital expenditure, depreciation and amortization, and R&D expenses were revised downward in light of the progress in the first half.



	FY23	FY24	FY25 Prev. Fct	FY25 Fct
Industrial area	100	83	113	103
Consumer area & Others	375	376	467	437
Total	474	460	580	540

<sup>\*</sup> The industrial area combines the IP (Domino for FY23-24), Machinery and Nissei businesses

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## **Shareholder Returns**

#### **Shareholder Returns**



There has been no change since the the previous forecast.

The interim dividend for FY2025 is 50 yen per share. The annual dividend is scheduled to be 100 yen.

[Basic policy]
Implement stable
and continuous
shareholder returns

#### Dividend

Minimum annual dividend of 100 yen per share. Target dividend payout ratio of 40%

#### Repurchase of our own shares

- Plan to repurchase a total of 60 billion yen of our own shares during the CS B2027 period
- Currently conducting a share repurchase up to 20 billion yen (From May 12, 2025 to April 30, 2026)

#### Additional shareholder returns

 Consider additional shareholder returns depending on factors such as business performance (increase in dividend level and flexible repurchase of our own shares additionally)

	Interim dividend	Year-end dividend	Annual dividend
FY2023	34 yen	50 yen	84 yen
FY2024	50 yen	50 yen	100 yen
FY2025	50 yen	50 yen (planned)	100 yen (planned)



## **Business Segment Information**

### **Printing & Solutions** Sales Revenue & Profit



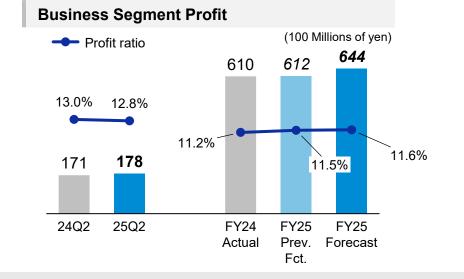
(100)	Millions	of yen)
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	24Q2	25Q2	Change (w/o FX)	Change (w FX)
Sales revenue	1,320	1,385	4.5%	4.9%
Communications & printing equipment	1,149	1,207	4.7%	5.0%
Americas	462	471	3.5%	1.9%
Europe	345	383	5.8%	10.8%
Asia & others	238	247	5.6%	3.9%
Japan (incl. OEM)	104	106	4.2%	2.5%
Labeling	171	178	3.8%	4.3%
Americas	83	84	2.3%	1.0%
Europe	50	54	3.5%	8.4%
Asia & others	27	28	5.8%	4.1%
Japan	11	12	-	11.0%
Business segment profit	171	178		3.8%
Operating profit	164	169	-	2.9%

			(100 N	Iillions of ye
FY24	FY25	FY25	Change vs LY	Change vs LY
Actual	Prev. Fct.	Forecast	(w/o FX)	(w FX)
5,448	5,327	5,568	5.0%	2.2%
4,755	4,647	4,858	5.0%	2.2%
1,850	1,734	1,839	5.6%	-0.6%
1,501	1,566	1,622	5.6%	8.0%
952	932	961	6.1%	0.9%
452	415	436	-1.8%	-3.4%
693	680	710	5.3%	2.4%
318	307	322	7.4%	1.1%
217	219	228	3.0%	5.4%
109	105	109	4.4%	-0.6%
49	49	51	-	3.8%
610	612	644	-	5.6%
589	615	626	-	6.3%

Industrial/Consumer										
Communications & Printing Home & Office Is	ng Equipment, abeling	Consumer								
Commercial & Industr	ial Labeling	Industrial								
Positioning in CS B2027										
Communications & Printir Home & Office Ia	ng Equipment, Ibeling	Core business								
Commercial & Industr	ial Labeling	Growth business								
Main Pr	oducts and \$	Services								
Laser All-in-One	Inkjet All-in-C	ne Label printer								

#### Sales Revenue (100 Millions of yen) **Communications & Printing Equipment** Labeling 4,755 *4,647* **4,858** 710 693 680 1,149 **1,207** 178 171 24Q2 25Q2 FY24 FY25 FY25 24Q2 25Q2 FY24 FY25 FY25 Actual Prev. Forecast Actual Prev. Forecast Fct. Fct.



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



		23Q1	23Q2	23Q3	23Q4	24Q1	24Q2	24Q3	24Q4	25Q1	25Q2	25Q3	25Q4	FY23	FY2
Sales rever	nue growth rate (Yo	Y)													
Laser															
JPY	Hardware	4%	-17%	-13%	-1%	-5%	2%	-1%	1%	1%	5%	-	-	-8%	-1
	Consumable	3%	15%	11%	18%	11%	14%	14%	-2%	-3%	3%	-	-	11%	9
LC	Hardware	-1%	-21%	-16%	-9%	-12%	2%	0%	1%	9%	5%	-	-	-13%	-2
	Consumable	-3%	7%	5%	7%	0%	12%	12%	-2%	3%	2%	-	-	4%	5
Inkjet															
JPY	Hardware	5%	3%	-5%	-1%	18%	12%	17%	14%	4%	13%	-	-	0%	15
	Consumable	15%	16%	0%	5%	-1%	6%	11%	-2%	-4%	9%	-	-	8%	3
LC	Hardware	2%	-2%	-8%	-7%	10%	14%	18%	16%	12%	13%	-	-	-4%	15
	Consumable	9%	9%	-4%	-3%	-9%	4%	10%	-2%	1%	8%	-	-	2%	1'
Cosumable	e ratio	54%	53%	54%	56%	55%	55%	56%	55%	54%	54%	-	-	54%	55
Growth rate	e of hardware (Units	/YoY)													
Laser		-1%	-21%	-8%	-6%	-13%	-2%	-6%	1%	5%	5%	-	-	-10%	-5
Inkjet		4%	0%	-3%	-9%	13%	14%	17%	11%	9%	10%	-	-	-2%	14

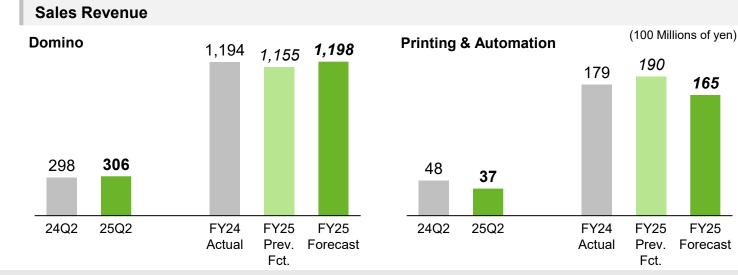
## **Industrial Printing Sales Revenue & Profit**

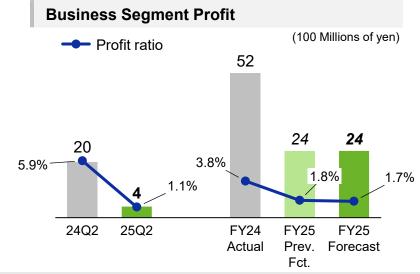


printer

	24Q2	25Q2	Change (w/o FX)	Change (w FX)	FY24 Actual	FY25 Prev. Fct.	FY25 Forecas
Sales revenue	346	343	-0.9%	-0.8%	1,373	1,345	1,363
Domino	298	306	2.3%	2.5%	1,194	1,155	1,198
Americas	77	86	7.1%	12.0%	313	314	324
Europe	131	125	-1.6%	-4.8%	516	488	508
Asia & others	80	81	0.2%	1.4%	322	307	318
Japan	10	14	-	32.7%	42	46	48
Printing & automation	48	37	-21.3%	-21.2%	179	190	165
Americas	25	18	-28.5%	-29.5%	98	103	86
Europe	10	9	-17.4%	-13.8%	38	43	39
Asia & others	8	7	-10.5%	-11.7%	28	29	26
Japan	4	4	-	-7.5%	14	14	15
Business segment profit	20	4	-	-82.2%	52	24	24
Operating profit	13	-1	-	-	32	23	15

	lions of yen)	(100 Mill
Industrial/Consumer	Change vs LY	ange vs LY (
industrial/Consumer	(w FX)	(w/o FX)
Industrial	-0.7%	2.1%
	0.3%	3.1%
Positioning in CS B2027	3.4%	-0.2%
Growth business	-1.5%	6.2%
Growth Business	-1.3%	0.0%
Main Products and Service	12.7%	-
	-7.8%	-4.4%
Coding and marking	-12.7%	-7.0%
equipment	1.4%	-0.8%
	-9.1%	-4.9%
G	4.3%	-
	-54.9%	-
Digital printing equipment	-53.3%	_



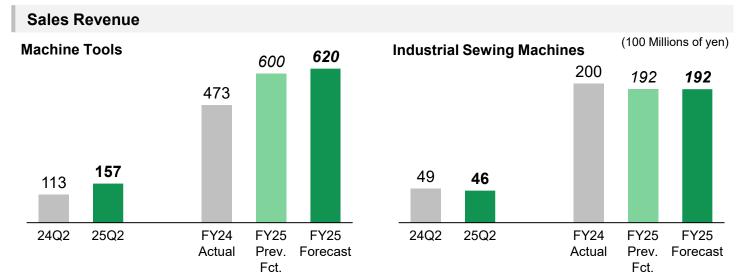


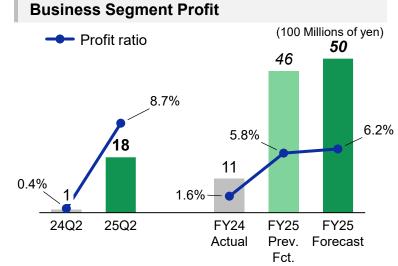
## **Machinery Sales Revenue & Profit**



								(100 Mi	llions of yen
	24Q2	25Q2	Change (w/o FX)	Change (w FX)	FY24 Actual	FY25 Prev. Fct.	FY25 Forecast	Change vs LY (w/o FX)	Change vs LY (w FX)
Sales revenue	162	203	26.9%	25.7%	673	791	812	23.8%	20.6%
Machine tools	113	157	40.1%	39.0%	473	600	620	33.6%	31.0%
Americas	10	7	-	-35.4%	33	49	42		24.9%
Europe	4	8	-	78.6%	26	40	26		0.9%
Asia & others	70	118	-	68.1%	319	387	442	-	38.8%
Japan	28	25	-	-12.7%	96	124	110		15.0%
Industrial sewing machines	49	46	-4.0%	-5.4%	200	192	192	0.5%	-4.0%
Americas	2	4	60.1%	59.9%	11	12	14	36.8%	29.1%
Europe	6	4	-33.7%	-31.0%	27	32	24	-12.5%	-10.5%
Asia & others	39	37	-2.9%	-5.1%	159	145	151	0.6%	-4.9%
Japan	1	1	-	-10.0%	4	3	3	-	-13.5%
Business segment profit	1	18	-	2396.9%	11	46	50	-	370.7%
Operating profit	-1	17	-	-	12	46	50	-	327.4%



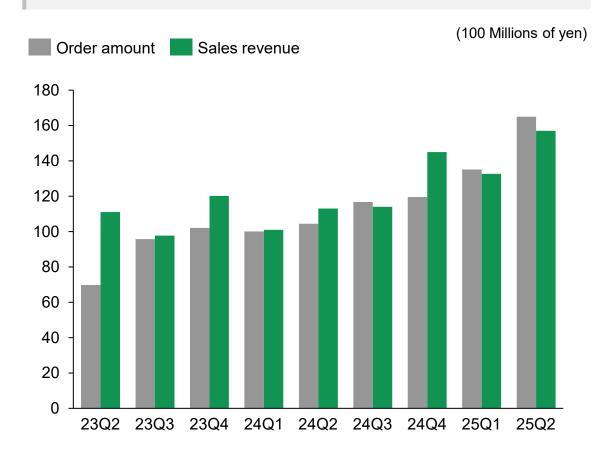




## Machinery (Machine Tools) Order Trends



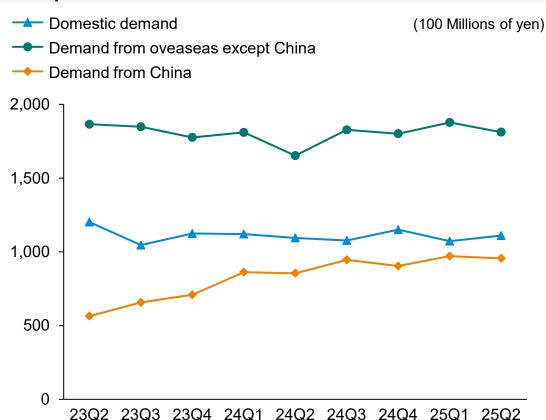
#### Trends in order amount and sales revenue



<sup>\*</sup> Total amount of domestic and overseas orders for hardware products

Overseas orders are converted into yen using the exchange rate for each guarter

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



<sup>\*</sup> Source: Major machine tool statistics of the Japan Machine Tool Builders' Association

### Nissei Sales Revenue & Profit

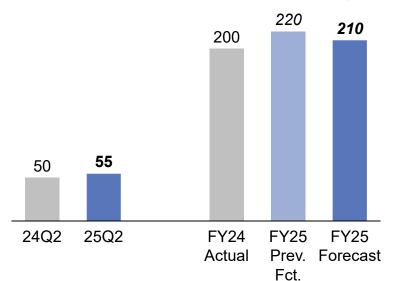


								(100 Mil	lions of yen)
	24Q2	25Q2	Change (w/o FX)	Change (w FX)	FY24 Actual	FY25 Prev. Fct.	FY25 Forecast	Change vs LY (w/o FX)	Change vs LY (w FX)
Sales revenue	50	55	11.4%	10.7%	200	220	210	6.4%	4.7%
Americas	8	12	56.1%	53.9%	31	35	37	24.8%	18.3%
Europe	-	-	-	-	-	-	-	-	-
Asia & others	8	7	-12.0%	-14.1%	29	31	27	-4.7%	-9.7%
Japan	34	36	-	6.6%	140	155	146	-	4.7%
Business segment profit	1	4	-	215.2%	 5	5	8	-	59.8%
Operating profit	1	4	-	277.5%	0	5	8	-	-



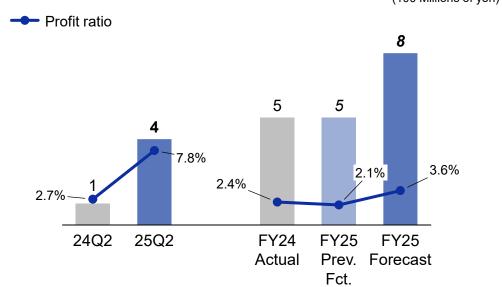
#### Sales Revenue

(100 Millions of yen)



#### **Business Segment Profit**

(100 Millions of yen)



## Personal & Home Sales Revenue & Profit

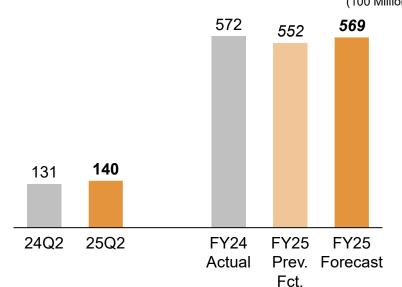


								(100 Mil	lions of yen)
	24Q2	25Q2	Change (w/o FX)	Change (w FX)	FY24 Actual	FY25 Prev. Fct.	FY25 Forecast	Change vs LY (w/o FX)	Change vs LY (w FX)
Sales revenue	131	140	6.6%	6.9%	572	552	569	3.1%	-0.4%
Americas	84	83	-0.2%	-1.5%	346	321	327	0.2%	-5.7%
Europe	28	35	17.5%	23.6%	139	143	147	3.4%	5.9%
Asia & others	12	15	23.3%	21.1%	57	56	62	13.9%	8.6%
Japan	7	8	-	16.1%	28	32	33	-	15.5%
Business segment profit	4	14	-	267.6%	73	58	54	-	-26.7%
Operating profit	3	13	-	314.5%	67	58	49	-	-26.1%



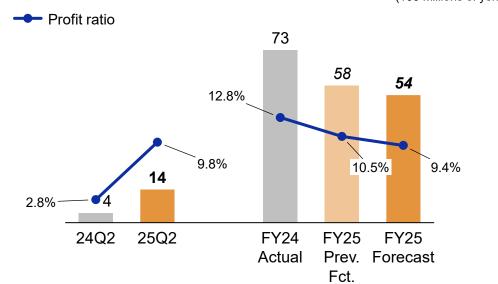
#### Sales Revenue

(100 Millions of yen)



#### **Business Segment Profit**

(100 Millions of yen)

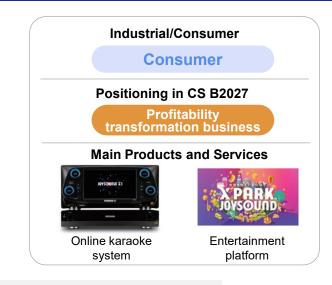


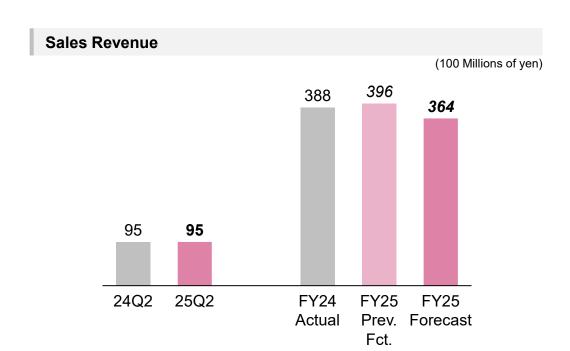
## Network & Contents Sales Revenue & Profit

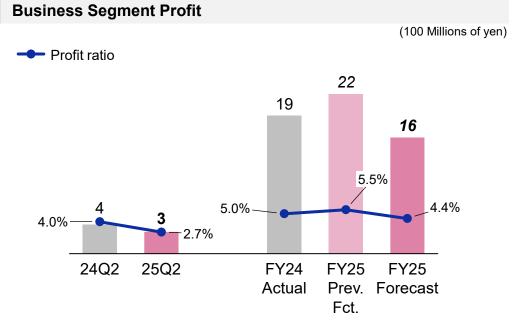


	24Q2	25Q2	Change	FY24 Actual	FY2 Prev.
Sales revenue	95	95	0.2%	388	
Business segment profit	4	3	-32.3%	19	
Operating profit	3	3	-21.1%	20	

		(100	Millions of yen)
FY24 Actual	FY25 Prev. Fct.	FY25 Forecast	Change vs LY
388	396	364	-6.2%
19	22	16	-16.9%
20	22	61	210.9%









## **Topics**

### **Topics** | Business Transfers and Acquisitions



To accelerate business portfolio transformation, we have decided to proceed with business transfers and acquisitions as part of the strategic policy of our medium-term business strategy "CS B2027."

**Target Businesses** 

**Overview** 

**Effective date** 

**N&C Business** 

Transfer karaoke club business operated by Standard to Koshidaka Holdings

September 12, 2025 News Release:

https://download.brother.com/pub/com/en/news/2025/250912e-01.pdf

November 1, 2025 (Completion of business transfer)

Industrial Sewing Machine Business (Machinery Business)

Acquisition of the automotive division from Konrad Busche GmbH, which provides industrial sewing machine solutions mainly in Europe

November 10, 2025 News Release:

https://download.brother.com/pub/com/en/news/2025/251110e-01.pdf

Scheduled on January 1, 2026



## Reference

### Reference: Effects of the U.S. Tariff Policy | Main Production Sites and U.S. Sales Ratios



Many of the production sites are located in Southeast Asia. The U.S. accounts for just over 20% of the company's total sales. The P&S business accounts for the largest share of sales.

Business (New	/ Segments)	Main Products	Main Production Sites	U.S. Sales Ratio (FY2024 Result)
D.O.C.	Communications & Printing	Laser products	Vietnam, China (certain products only)	
P&S Printing & Solutions	Equipment	Inkjet products	Philippines	Slightly less than 30%
<b>5</b>	Labeling	Labeling products	China, Philippines	
IP	Domino	Coding & marking equipment Digital printing equipment	U.K. China	Slightly less than 20%
Industrial Printing	Printing & Automation	Garment printer	Japan	Approx. 50%
Machinery	Industrial Equipment	Industrial equipment	Japan, China (for Chinese market) India (for Indian market)	Mid-single digits %
wiaciiiiei y	Industrial Sewing Machine	Industrial Sewing Machine	China	iviid-sirigie digits 70
Niss	ei	Gearmotor & gear	Japan	Approx. 15%
P&H Perso	onal & Home	Home sewing machine	Taiwan, Vietnam	Approx. 50%
N&C Networ	k & Contents	Online Karaoke system	Japan	None
Compan	y total	-	-	Slightly more than 20%

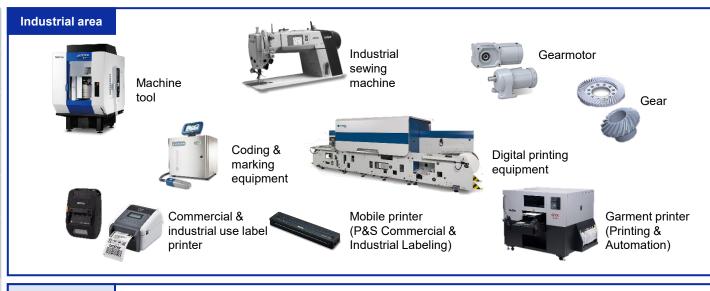
### Reference: Brother Group's business areas



#### **Business areas**

#### **Business Name Sub-segments Industrial Equipment Machinery Industrial Sewing Machines** Industrial area Nissei **Domino** IP (Industrial **Printing**) **Printing & Automation Commercial & Industrial** Labeling P&S (Printing & **Home & Office Labeling** Solutions) Consumer area **Communications & Printing Equipment** P&H (Personal & Home) **N&C (Network & Contents) New businesses**

#### **Product / Service portfolio**













Labeling system

Printer/All-in-One (P&S Communications & Printing Equipment)

Home sewing machine

Online karaoke system

New businesses



Spot coolers



Handwriting app that allows real-time sharing



Fuel cell

