

### Highlights of Consolidated Results for the 1st Quarter of Fiscal Year ending March 31, 2020

	Millions of yen (except for per share amounts)		
	Three months ended	Three months ended	Change
	June 30, 2018	June 30, 2019	
Revenue	Y 171,095	Y 159,231	-6.9 %
Business segment profit	20,477	17,641	-13.8 %
Operating profit	22,255	18,088	-18.7 %
Profit before income taxes	22,502	18,029	-19.9 %
Profit for the period	16,627	12,907	-22.4 %
Profit for the period attributable to owners of the parent company	16,565	12,871	-22.3 %
Comprehensive income for the period	12,502	(2,906)	-123.2 %
Basic earnings per share for the period (yen)	63.79	49.55	
Diluted earnings per share for the period (yen)	63.60	49.41	

(Note) Business segment profit is calculated by subtracting cost of sales and selling, general and administrative expenses from revenue.

	As of	As of	
	March 31, 2019	June 30, 2019	
Total assets	Y 708,604	Y 706,010	
Total equity	441,593	430,244	
Equity attributable to owners of the parent company	424,759	413,534	
Equity attributable to owners of the parent company ratio	59.9 %	58.6 %	
Equity attributable to owners of the parent company per share (yen)	1,635.22	1,591.89	

### Highlights of Consolidated Forecast for Fiscal Year ending March 31, 2020

	Millions of yen (except for per share amounts)		
	Year ended	[Forecast]	Change
	March 31, 2019	Year ending March 31, 2020	
Revenue	Y 683,972	Y 690,000	0.9 %
Business segment profit	71,973	66,500	-7.6 %
Operating profit	71,925	65,000	-9.6 %
Profit before income taxes	72,274	65,000	-10.1 %
Profit for the period	54,177	48,900	-9.7 %
Profit for the period attributable to owners of the parent company	53,902	48,500	-10.0 %
Basic earnings per share for the period (yen)	207.54	186.71	
Dividends per common share (yen)	60.00	66.00	

(Note 1) No change has been made to forecasted operating results from the most recent announcement.

(Note 2) No change has been made to forecasted dividends per common share from the most recent announcement.

(Note 3) Business segment profit is calculated by subtracting cost of sales and selling, general and administrative expenses from revenue.

#### Notes:

- The financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS).
- Amounts less than 1 million yen have been rounded down.
- Yen amounts for the three months ended June 30, 2019 have been translated into U.S. dollars for convenience only, at a uniform rate of US\$1=108.00 yen, in the accompanying consolidated financial statements.
- Operating results for the three months ended June 30, 2019 are based on the following currency exchange rates:  
Actual average rates for the three months ended June 30, 2019: US\$=110.00 yen, EURO=123.29 yen  
Forecasts for the year ending March 31, 2020 are based on the following currency exchange rates:  
Assumed average rates for the year ending March 31, 2020: US\$=110.00 yen, EURO=125.00 yen
- Number of shares outstanding (including treasury stock): 262,220 thousands as of March 31, 2019, 262,220 thousands as of June 30, 2019  
Number of treasury stock outstanding: 2,463 thousands as of March 31, 2019, 2,444 thousands as of June 30, 2019  
Number of weighted average shares: 259,692 thousands during the three months ended June 30, 2018, 259,770 thousands during the three months ended June 30, 2019
- Changes in Accounting Policies: The Brother Group adopted IFRS 16 "Leases" as of April 1, 2019.  
The Group applied this standard in compliance with the transition provisions, thereby recognizing the cumulative effects of adoption of this standard as an adjustment to the opening balance of retained earnings as at the beginning of the current fiscal year. Figures as of March 31, 2019 are not restated, complying with IAS 17 "Leases".

The above-mentioned forecasts are the results of estimations based on outlook for economic environment and predictions at the time of this announcement.  
The actual results of business performance may sometimes differ from these forecasts due to various factors.

## Consolidated Statement of Financial Position

	Millions of yen		Thousands of U.S. dollars
	As of March 31, 2019	As of June 30, 2019	As of June 30, 2019
<b>Assets</b>			
Current assets			
Cash and cash equivalents	Y 131,152	Y 120,961	\$ 1,120,009
Trade and other receivables	101,498	95,160	881,111
Other financial assets	7,970	10,820	100,185
Inventories	128,517	128,497	1,189,787
Other current assets	15,633	14,109	130,639
Subtotal	384,772	369,549	3,421,750
Non-current assets classified as held for sale	157	151	1,398
Total current assets	384,930	369,700	3,423,148
Non-current assets			
Property, plant and equipment	115,997	107,603	996,324
Right-of-use assets	-	28,678	265,537
Investment property	6,040	8,113	75,120
Goodwill and intangible assets	146,203	137,546	1,273,574
Investments accounted for using the equity method	1,538	1,499	13,880
Other financial assets	32,799	31,165	288,565
Deferred tax assets	14,827	15,166	140,426
Other non-current assets	6,265	6,536	60,519
Total non-current assets	323,673	336,310	3,113,981
Total assets	Y 708,604	Y 706,010	\$ 6,537,130
<b>Equity and liabilities</b>			
Liabilities			
Current liabilities			
Trade and other payables	Y 62,216	Y 53,569	\$ 496,009
Bonds and borrowings	19,560	19,840	183,704
Other financial liabilities	2,382	10,392	96,222
Income taxes payable	8,071	4,593	42,528
Provisions	3,806	3,639	33,694
Contract liabilities	4,299	4,215	39,028
Other current liabilities	49,507	43,672	404,370
Total current liabilities	149,844	139,924	1,295,593
Non-current liabilities			
Bonds and borrowings	77,232	76,317	706,639
Other financial liabilities	9,666	30,700	284,259
Retirement benefits liabilities	17,585	17,364	160,778
Provisions	3,160	3,210	29,722
Deferred tax liabilities	6,456	5,916	54,778
Contract liabilities	890	881	8,157
Other non-current liabilities	2,174	1,451	13,435
Total non-current liabilities	117,166	135,842	1,257,796
Total liabilities	267,010	275,766	2,553,389
Equity			
Capital stock	19,209	19,209	177,861
Capital surplus	17,577	17,557	162,565
Retained earnings	462,244	466,885	4,323,009
Treasury stock	(2,694)	(2,667)	(24,694)
Other components of equity	(71,577)	(87,451)	(809,731)
Equity attributable to owners of the parent company	424,759	413,534	3,829,019
Non-controlling interests	16,833	16,710	154,722
Total equity	441,593	430,244	3,983,741
Total equity and liabilities	Y 708,604	Y 706,010	\$ 6,537,130

## Consolidated Statement of Income

	Millions of yen		Thousands of U.S. dollars
	Three months ended June 30, 2018	<b>Three months ended June 30, 2019</b>	<b>Three months ended June 30, 2019</b>
Revenue	Y 171,095	<b>Y 159,231</b>	\$ 1,474,361
Cost of sales	(98,125)	<b>(87,743)</b>	<b>(812,435)</b>
Gross profit	72,969	<b>71,488</b>	661,926
Selling, general and administrative expenses	(52,492)	<b>(53,847)</b>	(498,583)
Other income	2,272	<b>1,208</b>	11,185
Other expenses	(493)	<b>(760)</b>	<b>(7,037)</b>
Operating profit	22,255	<b>18,088</b>	167,481
Finance income	2,368	<b>1,676</b>	15,519
Finance expenses	(2,139)	<b>(1,760)</b>	<b>(16,296)</b>
Share of profit/(loss) of investments accounted for using the equity method	18	<b>24</b>	222
Profit before income taxes	22,502	<b>18,029</b>	166,935
Income tax expenses	(5,875)	<b>(5,121)</b>	<b>(47,417)</b>
Profit for the period	16,627	<b>12,907</b>	119,509
Profit for the period attributable to:			
Owners of the parent company	16,565	<b>12,871</b>	119,176
Non-controlling interests	62	<b>35</b>	324
Profit for the period	Y 16,627	<b>Y 12,907</b>	\$ 119,509
Earnings per share:	Yen	<b>Yen</b>	U.S. dollars
Basic earnings per share	Y 63.79	<b>Y 49.55</b>	\$ 0.46
Diluted earnings per share	63.60	<b>49.41</b>	0.46

## Consolidated Statement of Comprehensive Income

	Millions of yen		Thousands of U.S. dollars
	Three months ended June 30, 2018	<b>Three months ended June 30, 2019</b>	<b>Three months ended June 30, 2019</b>
Profit for the period	Y 16,627	<b>Y 12,907</b>	<b>\$ 119,509</b>
Other comprehensive income, net of income tax			
Items that will not be reclassified subsequently to profit or loss			
Gains/(Losses) on investments in equity instruments designated as FVTOCI	(342)	<b>76</b>	<b>704</b>
Total of items that will not be reclassified subsequently to profit or loss	<u>(342)</u>	<u><b>76</b></u>	<u><b>704</b></u>
Items that may be reclassified subsequently to profit or loss			
Exchange differences on translating foreign operations	(3,781)	<b>(15,890)</b>	<b>(147,130)</b>
Total of items that may be reclassified subsequently to profit or loss	<u>(3,781)</u>	<u><b>(15,890)</b></u>	<u><b>(147,130)</b></u>
Other comprehensive income for the period, net of income tax	<u>(4,124)</u>	<u><b>(15,814)</b></u>	<u><b>(146,426)</b></u>
Comprehensive income for the period	<u>12,502</u>	<u><b>(2,906)</b></u>	<u><b>(26,907)</b></u>
Comprehensive income for the period attributable to:			
Owners of the parent company	12,465	<b>(2,925)</b>	<b>(27,083)</b>
Non-controlling interests	<u>37</u>	<u><b>18</b></u>	<u><b>167</b></u>
Comprehensive income for the period	<u>Y 12,502</u>	<u><b>Y (2,906)</b></u>	<u><b>\$ (26,907)</b></u>

## Consolidated Statement of Changes in Equity

Three months ended June 30, 2018

	Millions of yen									
	Equity attributable to owners of the parent company					Other components of equity				
	Capital stock	Capital surplus	Retained earnings	Treasury stock	Exchange differences on translating foreign operations	Gains/(Losses) on investments in equity instruments designated as FVTOCI	Total	Total	Non-controlling interests	Total equity
Balance as of March 31, 2018	19,209	17,517	427,842	(2,800)	(66,255)	-	(66,255)	395,514	16,980	412,494
Cumulative effect of adoption of the new accounting standards	-	-	(393)	-	-	-	-	(393)	-	(393)
Balance as of April 1, 2018	19,209	17,517	427,449	(2,800)	(66,255)	-	(66,255)	395,120	16,980	412,101
Profit for the period	-	-	16,565	-	-	-	-	16,565	62	16,627
Other comprehensive income	-	-	-	-	(3,777)	(322)	(4,099)	(4,099)	(24)	(4,124)
Total comprehensive income for the period	-	-	16,565	-	(3,777)	(322)	(4,099)	12,465	37	12,502
Acquisition of treasury stock	-	-	-	(2)	-	-	-	(2)	-	(2)
Disposal of treasury stock	-	(17)	(7)	24	-	-	-	0	-	0
Dividends paid	-	-	(7,800)	-	-	-	-	(7,800)	(133)	(7,934)
Reclassification to retained earnings	-	-	(322)	-	-	322	322	-	-	-
Total transactions with owners	-	(17)	(8,130)	22	-	322	322	(7,803)	(133)	(7,937)
Balance as of June 30, 2018	19,209	17,500	435,883	(2,778)	(70,032)	-	(70,032)	399,783	16,883	416,667

Three months ended June 30, 2019

	Millions of yen									
	Equity attributable to owners of the parent company					Other components of equity				
	Capital stock	Capital surplus	Retained earnings	Treasury stock	Exchange differences on translating foreign operations	Gains/(Losses) on investments in equity instruments designated as FVTOCI	Total	Total	Non-controlling interests	Total equity
Balance as of March 31, 2019	19,209	17,577	462,244	(2,694)	(71,577)	-	(71,577)	424,759	16,833	441,593
Cumulative effect of adoption of the new accounting standards	-	-	(494)	-	-	-	-	(494)	(8)	(503)
Balance as of April 1, 2019	19,209	17,577	461,749	(2,694)	(71,577)	-	(71,577)	424,264	16,825	441,090
Profit for the period	-	-	12,871	-	-	-	-	12,871	35	12,907
Other comprehensive income	-	-	-	-	(15,874)	76	(15,797)	(15,797)	(16)	(15,814)
Total comprehensive income for the period	-	-	12,871	-	(15,874)	76	(15,797)	(2,925)	18	(2,906)
Acquisition of treasury stock	-	-	-	(1)	-	-	-	(1)	-	(1)
Disposal of treasury stock	-	(19)	(8)	28	-	-	-	0	-	0
Dividends paid	-	-	(7,803)	-	-	-	-	(7,803)	(134)	(7,937)
Reclassification to retained earnings	-	-	76	-	-	(76)	(76)	-	-	-
Total transactions with owners	-	(19)	(7,735)	26	-	(76)	(76)	(7,805)	(134)	(7,939)
Balance as of June 30, 2019	19,209	17,557	466,885	(2,667)	(87,451)	-	(87,451)	413,534	16,710	430,244

Three months ended June 30, 2019

	Thousands of U.S. dollars									
	Equity attributable to owners of the parent company					Other components of equity				
	Capital stock	Capital surplus	Retained earnings	Treasury stock	Exchange differences on translating foreign operations	Gains/(Losses) on investments in equity instruments designated as FVTOCI	Total	Total	Non-controlling interests	Total equity
Balance as of March 31, 2019	177,861	162,750	4,280,037	(24,944)	(662,750)	-	(662,750)	3,932,954	155,861	4,088,824
Cumulative effect of adoption of the new accounting standards	-	-	(4,574)	-	-	-	-	(4,574)	(74)	(4,657)
Balance as of April 1, 2019	177,861	162,750	4,275,454	(24,944)	(662,750)	-	(662,750)	3,928,370	155,787	4,084,167
Profit for the period	-	-	119,176	-	-	-	-	119,176	324	119,509
Other comprehensive income	-	-	-	-	(146,981)	704	(146,269)	(146,269)	(148)	(146,426)
Total comprehensive income for the period	-	-	119,176	-	(146,981)	704	(146,269)	(27,083)	167	(26,907)
Acquisition of treasury stock	-	-	-	(9)	-	-	-	(9)	-	(9)
Disposal of treasury stock	-	(176)	(74)	259	-	-	-	0	-	0
Dividends paid	-	-	(72,250)	-	-	-	-	(72,250)	(1,241)	(73,491)
Reclassification to retained earnings	-	-	704	-	-	(704)	(704)	-	-	-
Total transactions with owners	-	(176)	(71,620)	241	-	(704)	(704)	(72,269)	(1,241)	(73,509)
Balance as of June 30, 2019	177,861	162,565	4,323,009	(24,694)	(809,731)	-	(809,731)	3,829,019	154,722	3,983,741

## Consolidated Statement of Cash Flows

	Millions of yen		Thousands of U.S. dollars
	Three months ended June 30, 2018	Three months ended June 30, 2019	Three months ended June 30, 2019
<b>Cash flows from operating activities</b>			
Profit before income taxes	Y 22,502	Y 18,029	\$ 166,935
Depreciation and amortization	8,422	10,250	94,907
Finance expenses/(income)	(228)	84	778
Share of loss/(profit) of investments accounted for using the equity method	(18)	(24)	(222)
Losses/(gains) on sale and disposal of fixed assets	159	228	2,111
Decrease/(increase) in trade and other receivables	3,809	3,997	37,009
Decrease/(increase) in inventories	(6,917)	(2,808)	(26,000)
Increase/(decrease) in trade and other payables	36	(5,328)	(49,333)
Decrease/(increase) in retirement benefit assets	(38)	(42)	(389)
Increase/(decrease) in retirement benefit liabilities	(85)	47	435
Other	(5,764)	(3,329)	(30,824)
Subtotal	21,877	21,102	195,389
Interest received	257	245	2,269
Dividends received	236	217	2,009
Interest paid	(127)	(303)	(2,806)
Income taxes paid	(5,643)	(8,818)	(81,648)
Net cash provided by operating activities	Y 16,600	Y 12,443	\$ 115,213
<b>Cash flows from investing activities</b>			
Purchases of property, plant and equipment	(5,153)	(5,154)	(47,722)
Proceeds from sales of property, plant and equipment	110	85	787
Purchases of intangible assets	(1,685)	(1,630)	(15,093)
Purchases of investments in equity instruments	(317)	(130)	(1,204)
Purchase of investments in debt instruments	(1,892)	(1,720)	(15,926)
Proceeds from sales or redemption of investments in debt instruments	1,650	1,359	12,583
Payments for acquisition of business	-	(1,737)	(16,083)
Other	(112)	(478)	(4,426)
Net cash provided by (used in) investing activities	Y (7,400)	Y (9,407)	\$ (87,102)
<b>Cash flows from financing activities</b>			
Proceeds from short-term borrowings	-	337	3,120
Repayment of short-term borrowings	(1,112)	-	-
Repayment of long-term borrowings	(272)	-	-
Repayment of lease obligations	(390)	(2,033)	(18,824)
Dividends paid	(7,800)	(7,803)	(72,250)
Dividends paid to non-controlling interests	(133)	(134)	(1,241)
Other	(1)	(1)	(9)
Net cash provided by (used in) financing activities	Y (9,711)	Y (9,633)	\$ (89,194)
Effect of exchange rate changes on cash and cash equivalents	(782)	(3,593)	(33,269)
Net increase/(decrease) in cash and cash equivalents	(1,294)	(10,191)	(94,361)
Cash and cash equivalents at the beginning of the period	121,384	131,152	1,214,370
Cash and cash equivalents at the end of the period	Y 120,089	Y 120,961	\$ 1,120,009

## Segment Information

Three months ended June 30, 2018

	Millions of yen							Reconciliations	Consolidated
	Reportable segments						Total		
	Printing & Solutions	Personal & Home	Machinery	Network & Contents	Domino	Others			
Revenue									
Customers	99,454	8,810	31,395	11,528	17,106	2,799	171,095	-	171,095
Intersegment	-	-	-	-	-	2,857	2,857	(2,857)	-
Total	99,454	8,810	31,395	11,528	17,106	5,656	173,952	(2,857)	171,095
Business segment profit	14,864	(145)	4,161	222	1,223	171	20,497	(20)	20,477
Other income and expenses	1,146	75	185	(47)	336	81	1,778	-	1,778
Operating profit	16,011	(70)	4,346	175	1,559	252	22,275	(20)	22,255
Finance income and expenses									228
Share of profit/(loss) of investments accounted for using the equity method									18
Profit before income taxes									22,502

Three months ended June 30, 2019

	Millions of yen							Reconciliations	Consolidated
	Reportable segments						Total		
	Printing & Solutions	Personal & Home	Machinery	Network & Contents	Domino	Others			
Revenue									
Customers	98,194	8,883	20,540	11,319	16,853	3,441	159,231	-	159,231
Intersegment	-	-	-	-	174	2,538	2,712	(2,712)	-
Total	98,194	8,883	20,540	11,319	17,027	5,979	161,944	(2,712)	159,231
Business segment profit	16,440	146	536	(591)	1,104	201	17,837	(196)	17,641
Other income and expenses	185	(41)	33	52	6	210	447	-	447
Operating profit	16,626	104	569	(538)	1,110	412	18,285	(196)	18,089
Finance income and expenses									(84)
Share of profit/(loss) of investments accounted for using the equity method									24
Profit before income taxes									18,029

Three months ended June 30, 2019

	Thousand of U.S. dollars							Reconciliations	Consolidated
	Reportable segments						Total		
	Printing & Solutions	Personal & Home	Machinery	Network & Contents	Domino	Others			
Revenue									
Customers	909,204	82,250	190,185	104,806	156,046	31,861	1,474,361	-	1,474,361
Intersegment	-	-	-	-	1,611	23,500	25,111	(25,111)	-
Total	909,204	82,250	190,185	104,806	157,657	55,361	1,499,481	(25,111)	1,474,361
Business segment profit	152,222	1,352	4,963	(5,472)	10,222	1,861	165,157	(1,815)	163,343
Other income and expenses	1,713	(380)	306	481	56	1,944	4,139	-	4,139
Operating profit	153,944	963	5,269	(4,981)	10,278	3,815	169,306	(1,815)	167,481
Finance income and expenses									(778)
Share of profit/(loss) of investments accounted for using the equity method									222
Profit before income taxes									166,935

### Notes:

1) Main products in each business segment are as follows:

Printing & Solutions	Printers, All-in-Ones, Labeling Systems, Label Printers, Scanners, etc.
Personal & Home	Home Sewing Machines, Home Cutting Machines, etc.
Machinery	Industrial Sewing Machines, Garment Printers, Machine Tools, Reducers, Gears, etc.
Network & Contents	Online Karaoke Systems, Management of Karaoke Clubs, Content Services, etc.
Domino	Cording & Marking Equipment, Digital Printing Equipment, etc.
Others	Real Estate, etc.

2) Business segment profit is calculated by subtracting cost of sales and selling, general and administrative expenses from revenue.

# **FY2019 Q1 Results**

## **Supplementary Information**

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### **Brother Industries, Ltd.**

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.



(Millions of yen)

**1. Consolidated results**

	2018 1Q Act	2019 1Q Act	Change (w/o fx impact )
Sales Revenue	171,095	159,231	-6.9% (-4.9%)
Business Segment profit	20,477	17,641	-13.8%
Operating profit	22,255	18,088	-18.7%
Net Income	16,565	12,871	-22.3%
ROS(Business Segment profit)	12.0%	11.1%	-
ROS(Operating profit)	13.0%	11.4%	-
Yen-USD	108.71	110.00	-
Yen-Euro	129.39	123.29	-
Yen-GBP	147.54	140.88	-

	2018 Full Year Act	2019 Full Year Fct	Change (w/o fx impact )
Sales Revenue	683,972	690,000	0.9% (+1.9%)
Business Segment profit	71,973	66,500	-7.6%
Operating profit	71,925	65,000	-9.6%
Net Income	53,902	48,500	-10.0%
ROS(Business Segment profit)	10.5%	9.6%	-
ROS(Operating profit)	10.5%	9.4%	-
Yen-USD	110.69	110.00	-
Yen-Euro	128.43	125.00	-
Yen-GBP	145.68	145.00	-

	2019 Previous Forecast	2019 Revised Forecast	Change (w/o fx impact )
Sales Revenue	690,000	690,000	-
Business Segment profit	66,500	66,500	-
Operating profit	65,000	65,000	-
Net Income	48,500	48,500	-
ROS(Business Segment profit)	9.6%	9.6%	-
ROS(Operating profit)	9.4%	9.4%	-
Yen-USD	110.00	110.00	-
Yen-Euro	125.00	125.00	-
Yen-GBP	145.00	145.00	-

**2. Balance sheet**

(Millions of yen)

	2018 Full Year Act	2019 1Q Act	Change
Current assets	384,930	369,700	- 15,229
Non-current assets	323,673	336,310	12,636
Current liabilities	149,844	139,924	- 9,919
Non-current liabilities	117,166	135,842	18,675
Equity attributable to owners of the parent company	424,759	413,534	- 11,225
Total assets	708,604	706,010	- 2,593
Cash & cash equivalents	131,152	120,961	-10,191
Interest-bearing debt	96,792	96,158	-634
DER*	0.23	0.23	—
Equity ratio attributable to owners of the parent company	59.9%	58.6%	—

\* DER = Interest-bearing debt / Equity attributable to owners of the parent company

**3. Cash flows**

(Millions of yen)

	2018 1Q Act	2019 1Q Act	Change
Net cash provided by operating activities	16,600	12,443	- 4,156
Net cash used in investing activities	- 7,400	- 9,407	- 2,007
Net cash used in financing activities	- 9,711	- 9,633	77
Cash and cash equivalents at end of period	120,089	120,961	871

## 4. Sales Revenue by business segment

(Millions of yen)

	2018 1Q Act	2019 1Q Act	Change (w/o fx impact)
Printing & Solutions	99,454	98,194	-1.3% (+1.1%)
Communications and Printing equipment	87,563	85,759	-2.1% (+0.4%)
Electronic stationery	11,891	12,435	4.6% (+6.7%)
Personal & Home	8,810	8,883	0.8% (+3.0%)
Machinery	31,395	20,540	-34.6% (-33.8%)
Industrial sewing machines	8,659	7,227	-16.5% (-15.1%)
Machine tools	17,782	8,874	-50.1% (-49.5%)
Industrial Parts	4,953	4,438	-10.4% (-9.9%)
Network & Contents	11,528	11,319	-1.8% (-1.7%)
Domino	17,106	16,853	-1.5% (+2.0%)
Others	2,799	3,441	22.9% (+22.9%)
G. total	171,095	159,231	-6.9% (-4.9%)

	2018 Full Year Act	2019 Full Year Fct	Change (w/o fx impact)
Printing & Solutions	403,036	397,500	-1.4% (+0.1%)
Communications and Printing equipment	353,120	347,500	-1.6% (-0.1%)
Electronic stationery	49,916	49,900	-0.0% (+1.4%)
Personal & Home	45,445	45,200	-0.5% (+1.3%)
Machinery	104,130	107,900	3.6% (+4.0%)
Industrial sewing machines	32,626	34,400	5.4% (+6.6%)
Machine tools	51,768	52,500	1.4% (+1.3%)
Industrial Parts	19,735	21,000	6.4% (+6.9%)
Network & Contents	47,926	50,200	4.7% (+4.8%)
Domino	71,234	73,900	3.7% (+3.8%)
Others	12,198	15,200	24.6% (+24.9%)
G. total	683,972	690,000	0.9% (+1.9%)

	2019 Previous Forecast	2019 Revised Forecast	Change (w/o fx impact)
Printing & Solutions	397,500	397,500	-
Communications and Printing equipment	347,500	347,500	-
Electronic stationery	49,900	49,900	-
Personal & Home	45,200	45,200	-
Machinery	107,900	107,900	-
Industrial sewing machines	34,400	34,400	-
Machine tools	52,500	52,500	-
Industrial Parts	21,000	21,000	-
Network & Contents	50,200	50,200	-
Domino	73,900	73,900	-
Others	15,200	15,200	-
G. total	690,000	690,000	-

## 5. Business Segment profit by business segment

(Millions of yen)

	2018 1Q Act	2019 1Q Act	Change
Printing & Solutions	14,864	16,440	10.6%
Personal & Home	- 145	146	-
Machinery	4,161	536	-87.1%
Network & Contents	222	- 591	-
Domino	1,223	1,104	-9.7%
Others	171	201	17.7%
Adjustment	- 20	- 196	-
G. total	20,477	17,641	-13.8%

	2018 Full Year Act	2019 Full Year Fct	Change
Printing & Solutions	52,181	48,100	-7.8%
Personal & Home	4,037	3,200	-20.7%
Machinery	9,753	8,800	-9.8%
Network & Contents	1,778	2,200	23.7%
Domino	3,948	3,900	-1.2%
Others	436	300	-31.3%
Adjustment	- 161	0	-
G. total	71,973	66,500	-7.6%

	2019 Previous Forecast	2019 Revised Forecast	Change
Printing & Solutions	48,100	48,100	-
Personal & Home	3,200	3,200	-
Machinery	8,800	8,800	-
Network & Contents	2,200	2,200	-
Domino	3,900	3,900	-
Others	300	300	-
Adjustment	0	0	-
G. total	66,500	66,500	-

## 6. Operating profit by business segment

(Millions of yen)

	2018 1Q Act	2019 1Q Act	Change
Printing & Solutions	16,011	16,626	3.8%
Personal & Home	- 70	104	-
Machinery	4,346	569	-86.9%
Network & Contents	175	- 538	-
Domino	1,559	1,110	-28.8%
Others	252	412	63.2%
Adjustment	- 20	- 196	-
G. total	22,255	18,088	-18.7%

	2018 Full Year Act	2019 Full Year Fct	Change
Printing & Solutions	52,903	47,400	-10.4%
Personal & Home	4,028	3,200	-20.6%
Machinery	9,910	8,700	-12.2%
Network & Contents	1,593	2,000	25.5%
Domino	2,864	3,900	36.1%
Others	786	- 200	-
Adjustment	- 161	-	-
G. total	71,925	65,000	-9.6%

	2019 Previous Forecast	2019 Revised Forecast	Change
Printing & Solutions	47,400	47,400	-
Personal & Home	3,200	3,200	-
Machinery	8,700	8,700	-
Network & Contents	2,000	2,000	-
Domino	3,900	3,900	-
Others	- 200	- 200	-
Adjustment	-	-	-
G. total	65,000	65,000	-

**7. Sales revenue by region**

(Millions of yen)

	2017 Full Year Act	2018 Full Year Act	Change
The Americas	209,602	208,916	-0.3%
Europe	181,224	180,341	-0.5%
Asia & Others	201,162	170,293	-15.3%
Japan	121,008	124,421	2.8%
G. total	712,997	683,972	-4.1%

**8. R&D Expenses / Capex / Depreciation & Amortization**

(Millions of yen)

	2018 1Q Act	2019 1Q Act	Change
R&D Expenses	10,086	10,277	190
Capex	5,595	4,604	- 991
Depreciation & Amortization	8,422	8,087	- 334

	2018 Full Year Act	2019 Full Year Fct	Change
R&D Expenses	43,259	45,800	2,540
Capex	27,030	36,600	9,569
Depreciation & Amortization	33,674	33,600	- 74

	2019 Previous Forecast	2019 Revised Forecast	Change
	45,800	45,800	-
	38,500	36,600	- 1,900
	34,500	33,600	- 900

\*Excluding acquisition and depreciation of right-of-use assets pursuant to application of IFRS 16 Leases.

**9. Other Financial Data**

	2017 Full Year Act	2018 Full Year Act
ROE	13.5%	13.1%
ROA	7.2%	7.6%
EPS	192.63	207.54
Dividend per Share	54.0	60.0
Dividend payout ratio	28.0%	28.9%

**10. Exchange rates**

	2018 1Q Act	2019 1Q Act
Yen-USD	108.71	110.00
Yen-Euro	129.39	123.29
Yen-GBP	147.54	140.88

	2017 Full Year Act	2018 Full Year Act	2019 Full Year Fct
	110.81	110.69	110.00
	129.45	128.43	125.00
	147.27	145.68	145.00