Fiscal Year 2016 (ending March 31, 2017)

First Half & Second Quarter Results
(ended September 30, 2016)

Brother Industries, Ltd.

November 7, 2016

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.

Highlight for FY2016 1H

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Consolidated Results for FY2016 1H

(100 Millions of Yen)

	161H	151H	Rate of Change (w/o forex impact)	16Q2	15Q2	Rate of Change (w/o forex impact)
Sales Revenue	**3,103**	3,415	-9.2% (+2.5%)	**1,527**	1,774	-13.9% (+0.7%)
Business Segment Profit	**347**	271	28.1%	**145**	118	23.5%
Business Segment Profit Ratio	**11.2%**	7.9%		**9.5%**	6.6%	
Operating Profit	**362**	303	19.5%	**151**	139	8.6%
Operating Profit Ratio	**11.7%**	8.9%		**9.9%**	7.8%	
Income before Tax	**371**	293	26.5%	**159**	127	25.7%
Net Income	**270**	211	27.9%	**117**	95	23.0%
Exchange Rates						
USD	**106.43**	121.50		**102.91**	121.91	
EUR	**119.12**	134.60		**114.59**	136.00	

- ✓ Despite robust sales in the P&S business, sales as a whole decreased on a yen basis due to the negative impact of the yen's appreciation and the lack of large orders for machine tools from IT customers.
- ✓ Profits at all levels increased because some of the measures to improve profitability worked mainly in the P&S business, despite a ¥7.7 billion negative impact of the yen's appreciation on business segment profit.

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Highlight by business segment

(100 Millions of Yen)

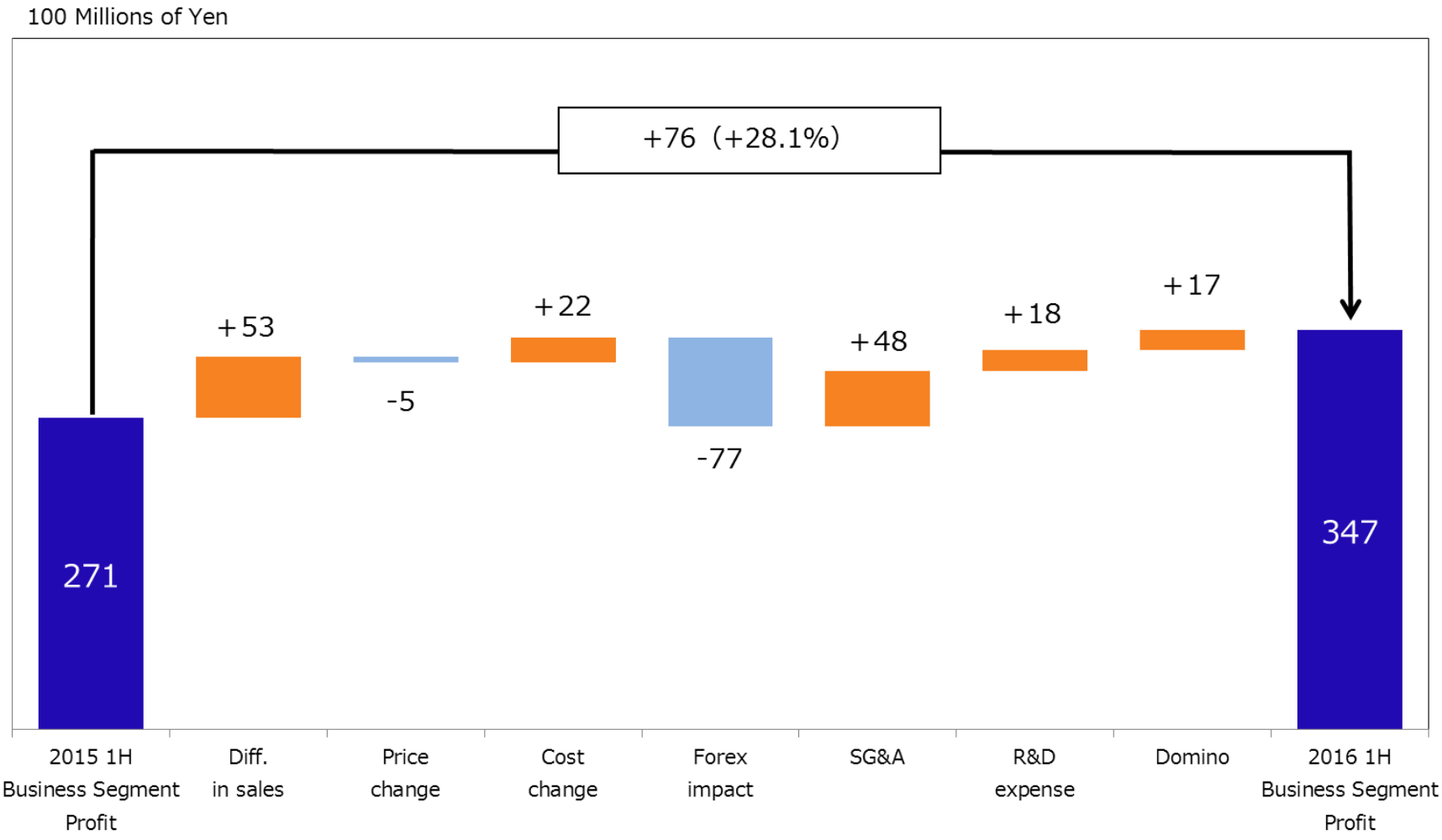
Sales Revenue	161H	151H	Rate of Change	Rate of Change (w/o forex impact)
Total	**3,103**	**3,415**	**-9.2%**	**2.5%**
Printing & Solutions	**1,868**	**2,070**	**-9.7%**	**3.6%**
Personal & Home	**206**	**247**	**-16.5%**	**-3.7%**
Machinery	**436**	**582**	**-25.0%**	**-18.9%**
Network & Contents	**246**	**274**	**-10.4%**	**-10.0%**
Domino business	**282**	**168**	**-**	**-**
Other	**65**	**75**	**-12.7%**	**-12.7%**

Business Segment Profit	161H	151H	Rate of Change
Total	**347**	**271**	**28.1%**
Printing & Solutions	**281**	**143**	**96.8%**
Personal & Home	**5**	**25**	**-81.9%**
Machinery	**29**	**85**	**-66.0%**
Network & Contents	**10**	**8**	**22.6%**
Domino business	**19**	**20**	**-**
Other	**4**	**7**	**-46.3%**
Adjustment	**-1**	**-18**	**-**

Operating Profit	161H	151H	Rate of Change
Total	**362**	**303**	**19.5%**
Printing & Solutions	**303**	**163**	**85.9%**
Personal & Home	**5**	**26**	**-81.1%**
Machinery	**31**	**84**	**-62.9%**
Network & Contents	**0**	**8**	**-98.4%**
Domino business	**19**	**18**	**-**
Other	**5**	**22**	**-79.0%**
Adjustment	**-1**	**-18**	**-**

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Main Factors for Changes in Business Segment Profit



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Highlight by business segment



Printing & Solutions

Communications & Printing equipment / Electronic stationery

(100 Millions of Yen)

	151H	161H	Change	Rate of Change (w/o FX)
Sales Revenue				
Printing & Solutions	2,070	**1,868**	**-9.7%**	**3.6%**
Communication & Printing equipment	1,829	**1,648**	**-9.9%**	**3.4%**
Electronic stationery	240	**220**	**-8.5%**	**5.4%**
Business Segment Profit	143	**281**	**96.8%**	**-**
Operating Profit	163	**303**	**85.9%**	**-**



Black & White All-in-One
MFC-L6900DW



Label Printer PT-P300BT

<Sales Revenue>

(Communications & Printing equipment)

- ✓ Sales remained robust mainly in the U.S. and China.
- ✓ Unit sales of both mono and color laser printers exceeded those of the previous year.
- ✓ Although unit sales of inkjet printers fell below that of the previous year, the shift to models with super high-yield ink tanks improved the model mix.

(Electronic stationery)

- ✓ Sales steadily increased in the labeling and mobile solutions businesses.
- ✓ Label Printer PT-P300BT, dedicated for smartphones, was launched.

<Operating Profit>

- ✓ Fixed cost reductions, improved efficiency in the use of sales promotion expenses and R&D cost reductions worked well for strengthening profitability.
- ✓ Profitability improved due to an increase in sales of inkjet printers with super high-yield ink tanks.
- ✓ Profitability improved in emerging markets as well.

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Highlight by business segment



Personal & Home

Home sewing machines

(100 Millions of Yen)

	151H	161H	Change	Rate of Change (w/o FX)
Sales Revenue	247	**206**	**-16.5%**	**-3.7%**
Business Segment Profit	25	**5**	**-81.9%**	**-**
Operating Profit	26	**5**	**-81.1%**	**-**

<Sales Revenue>

✓ Despite no significant change in demand in developed nations, sales in the Americas fell below the previous year's level due to no major model change to our leading products.

<Operating Profit>

✓ Operating income significantly fell year-on-year due to the negative impact of the yen's appreciation and to sales of mid-range/high-end models being lower than the forecasts.



XV-8550D
©Disney



PR1050X

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Highlight by business segment



Machinery

Industrial sewing machines/Machine tools/Industrial Parts

(100 Millions of Yen)

	151H	161H	Change	Rate of Change (w/o FX)
Sales Revenue				
Machinery Business	582	**436**	**-25.0%**	**-18.9%**
Industrial sewing machines	152	**126**	**-16.9%**	**-3.8%**
Machine tools	340	**220**	**-35.5%**	**-31.9%**
Industrial Parts	89	**90**	**1.1%**	**4.8%**
Business Segment Profit	85	**29**	**-66.0%**	**-**
Operating Profit	84	**31**	**-62.9%**	**-**



SPEEDIO S500X1



NEXIO S-7300A



GTR F series

<Sales Revenue>

(Industrial sewing machines)

✓ Sales decreased due to low demand in China as well as the negative impact of the yen's appreciation.

(Machine tools)

✓ Sales largely decreased despite spot orders from IT-related customers in China and steady sales to auto-related markets. This significant decrease is because we did not receive large orders from IT-related customers, unlike in the same period last year.

(Industrial Parts)

✓ Both domestic sales and overseas sales remained at the same level as last year.

<Operating profit>

✓ Operating income significantly decreased due to a large decrease in sales of machine tools, the yen's appreciation and an increase in investments for future growth.

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Highlight by business segment



Network & Contents

Online karaoke machines

(100 Millions of Yen)

	151H	161H	Change
Sales Revenue	274	**246**	**-10.4%**
Business Segment Profit	8	**10**	**22.7%**
Operating Profit	8	**0**	**-98.3%**



JOYSOUND MAX



JOYSOUND 響 HIBIKI

<Sales Revenue>

- ✓ In the online karaoke business, sales decreased because sales of the new on-line karaoke equipment have settled down
- ✓ In the karaoke club business, sales remained steady due to the reorganization of unprofitable clubs.

<Business Segment Profit>

- ✓ Business segment profit increased due to cost reductions in the karaoke club business and reductions in SGA.

<Operating Profit>

- ✓ Operating profit significantly decreased due to one-time expenses regarding structural reforms for strengthening profitability.

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Domino Business

※16Q2 v 15Q2

(100 Millions of Yen)

	15Q2	16Q2	Change	Rate of Change (w/o FX)
Sales Revenue	168	**137**	**-18.3%**	**13.8%**
Business Segment Profit	20	**11**	**-45.6%**	**-**
Operating Profit	18	**11**	**-40.9%**	**-**





<Sales Revenue>

- ✓ While sales decreased on a yen basis due to the negative impact of forex, sales increased on a British pound basis. (Sales were flat on a constant currency basis.)
- ✓ Hardware sales were below our forecast because capital expenditure did not work well due to the economic slowdown in emerging countries. However, aftermarket sales, including consumables sales and service revenue, remained steady.

<Operating Profit>

- ✓ Operating income decreased due to an increase in investments for future growth and the negative impact of the yen's appreciation.

<Topix>

- ✓ The impact from Brexit is predicted to be minor because Domino's sales in the U.K. account for only 8% of Domino's total sales. Cost competitiveness has become more intense in the Euro zone due to the depreciation of British pound.
- ✓ The production of some of Domino's products was shifted to Brother's factories in China.

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Main achievements in 2016 1H

Printing & Solutions business

・Launched inkjet printers with high-yield ink cartridges in the U.S. and Japan following the earlier launch in emerging markets



INKvestment

MFC-J985DW

・Renewal of high-speed/durable mono laser printers



HL-L6400DW



MFC-L5755DW



MFC-L6900DW

・Received five "Summer 2016 Pick" awards in Printers/MFPs and Scanners from Buyers Laboratory LLC, a U.S. independent evaluation organization

BLI BUYERS LAB 2016 PICK



Machine tools

・Start of operations of Kariya sixth factory



Industrial Printing

・Launched laser marker LM-2500



LM-2500



Printing production information on motor parts



Printing lot numbers on switch parts

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Forecast for FY2016

(100 Millions of Yen)

	FY16	Previous forecast	Rate of Change	FY15	Rate of Change (w/o forex impact)
Sales Revenue	**6,300**	6,400	-1.6%	6,821	-7.6% (+3.6%)
Business Segment Profit	**550**	500	10.0%	549	0.1%
Business Segment Profit Ratio	**8.7%**	7.8%		8.1%	
Operating Profit	**550**	485	13.4%	586	-6.2%
Operating Profit Ratio	**8.7%**	7.6%		8.6%	
Income before Tax	**550**	485	13.4%	572	-3.8%
Net Income	**390**	335	16.4%	412	-5.4%
Exchange Rates					
USD	**105.47**	106.09		120.16	
EUR	**117.09**	117.25		132.36	

<Main points for revised forecast>

・Sales revenue

With consideration of the current progress, the sales forecast has been revised downward.

・Business segment profit

The forecast for the P&S business has been revised upward because profitability has been steadily improving.
The forecast for the P&H business has been revised downward with consideration of the impact arising from changes in the model mix.
The forecast for the Machinery business has been revised downward due to the downwardly-revised forecasts for industrial sewing machines and industrial parts.

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Forecast for 2016 by business segment

(100 Millions of Yen)

Sales Revenue	FY16 Forecast	Previous Forecast	Rate of Change	FY15	Rate of Change	Rate of Change (w/o forex impact)
Total	**6,300**	**6,400**	**-1.6%**	**6,821**	**-7.6%**	**3.6%**
Printing & Solutions	**3,716**	**3,743**	**-0.7%**	**4,150**	**-10.5%**	**1.8%**
Personal & Home	**461**	**474**	**-2.8%**	**510**	**-9.7%**	**3.0%**
Machinery & Solution	**902**	**936**	**-3.7%**	**993**	**-9.2%**	**-2.7%**
Network & Contents	**502**	**518**	**-3.1%**	**539**	**-6.8%**	**-6.6%**
Domino business	**571**	**582**	**-1.8%**	**483**	**18.3%**	**45.5%**
Other	**148**	**147**	**0.7%**	**146**	**0.8%**	**-1.4%**

Business Segment Profit	FY16 Forecast	Previous Forecast	Rate of Change	FY15	Rate of Change
Total	**550**	**500**	**10.0%**	**549**	**0.1%**
Printing & Solutions	**420**	**345**	**21.7%**	**336**	**25.2%**
Personal & Home	**25**	**34**	**-26.5%**	**48**	**-47.4%**
Machinery & Solution	**46**	**58**	**-20.7%**	**114**	**-59.7%**
Network & Contents	**18**	**20**	**-10.0%**	**22**	**-17.3%**
Domino business	**37**	**38**	**-2.6%**	**38**	**-**
Other	**4**	**5**	**-20.0%**	**12**	**-66.1%**
Adjustment	**-**	**-**	**-**	**-20**	**-**

Operating Profit	FY16 Forecast	Previous Forecast	Rate of Change	FY15	Rate of Change
Total	**550**	**485**	**13.4%**	**586**	**-6.1%**
Printing & Solutions	**433**	**338**	**28.1%**	**390**	**11.0%**
Personal & Home	**25**	**34**	**-26.5%**	**49**	**-48.7%**
Machinery & Solution	**48**	**56**	**-14.3%**	**114**	**-57.8%**
Network & Contents	**4**	**18**	**-77.8%**	**-5**	**-**
Domino business	**36**	**34**	**5.9%**	**35**	**-**
Other	**4**	**5**	**-20.0%**	**23**	**-82.6%**
Adjustment	**-**	**-**	**-**	**-20**	**-**

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Appendix

Actual for 2016Q2 by business segment

(100 Millions of Yen)

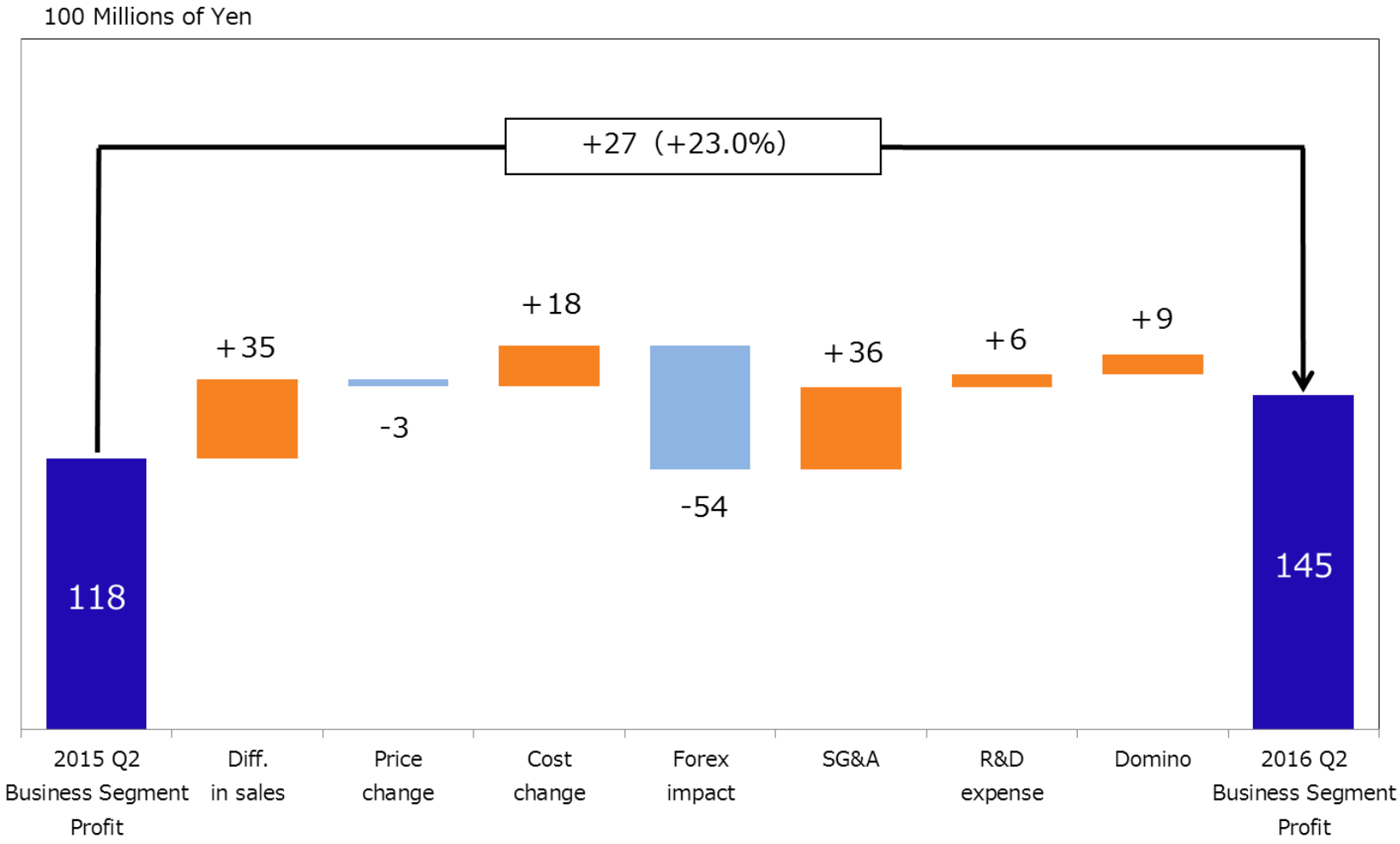
Sales Revenue	16Q2	15Q2	Rate of Change	Rate of Change (w/o forex impact)
Total	**1,527**	**1,774**	**-13.9%**	**0.7%**
Printing & Solutions	**915**	**1,031**	**-11.2%**	**4.6%**
Personal & Home	**111**	**138**	**-19.6%**	**-4.9%**
Machinery	**207**	**235**	**-11.9%**	**-3.3%**
Network & Contents	**120**	**155**	**-22.7%**	**-22.4%**
Domino business	**137**	**168**	**-18.3%**	**13.8%**
Other	**38**	**48**	**-20.8%**	**-20.8%**

Business Segment Profit	16Q2	15Q2	Rate of Change
Total	**145**	**118**	**23.5%**
Printing & Solutions	**112**	**40**	**179.4%**
Personal & Home	**5**	**19**	**-74.2%**
Machinery	**10**	**23**	**-56.3%**
Network & Contents	**6**	**11**	**-47.7%**
Domino business	**11**	**20**	**-45.6%**
Other	**2**	**5**	**-64.0%**
Adjustment	**0**	**0**	**-**

Operating Profit	16Q2	15Q2	Rate of Change
Total	**151**	**139**	**8.6%**
Printing & Solutions	**124**	**53**	**134.8%**
Personal & Home	**5**	**19**	**-74.2%**
Machinery	**12**	**21**	**-43.7%**
Network & Contents	**-3**	**11**	**-124.0%**
Domino business	**11**	**18**	**-40.9%**
Other	**2**	**18**	**-86.9%**
Adjustment	**0**	**0**	**-**

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Main Factors for Changes in Business Segment Profit



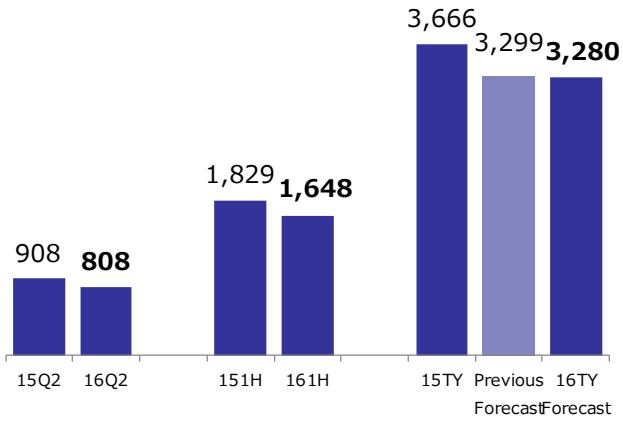
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Printing & Solutions
Sales Revenue & Operating Profit

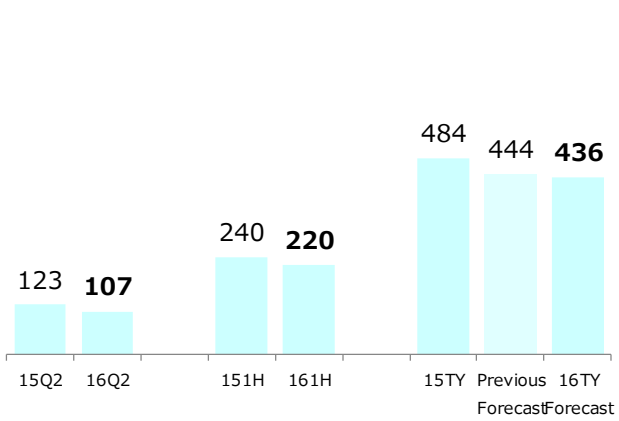
(100 Millions of Yen)

	15Q2	16Q2	Change	Change x FX	151H	161H	Change	Change x FX	15TY	Previous Forecast	16TY Forecast	Change	Change x FX
Sales Revenue	**1,031**	**915**	**-11.2%**	**4.6%**	**2,070**	**1,868**	**-9.7%**	**3.6%**	**4,150**	**3,743**	**3,716**	**-10.5%**	**1.8%**
Communications & Printing equipment	**908**	**808**	**-11.0%**	**4.9%**	**1,829**	**1,648**	**-9.9%**	**3.4%**	**3,666**	**3,299**	**3,280**	**-10.5%**	**1.7%**
Americas	364	303	-16.6%	0.4%	712	630	-11.5%	3.7%	1,393	1,225	1,238	-11.1%	3.0%
Europe	264	261	-1.0%	20.3%	571	513	-10.1%	4.8%	1,221	1,043	1,054	-13.7%	0.0%
Asia & Others	164	134	-18.7%	-3.1%	330	275	-16.7%	-1.6%	600	543	532	-11.3%	2.7%
Japan	116	111	-4.9%	-4.9%	216	230	6.3%	6.3%	453	488	456	0.7%	0.7%
Electronic stationery	**123**	**107**	**-13.2%**	**2.9%**	**240**	**220**	**-8.5%**	**5.4%**	**484**	**444**	**436**	**-9.9%**	**2.8%**
Americas	59	52	-11.7%	5.1%	117	107	-8.4%	6.2%	230	209	207	-10.0%	3.6%
Europe	35	30	-14.8%	3.5%	70	63	-10.8%	3.6%	147	129	128	-12.7%	0.7%
Asia & Others	18	16	-11.4%	6.7%	35	32	-7.7%	9.8%	69	63	63	-8.7%	6.3%
Japan	10	8	-19.2%	-19.2%	18	18	-1.7%	-1.7%	38	44	38	-0.4%	-0.4%
Business Segment Profit	**40**	**112**	**179.4%**	**-**	**143**	**281**	**96.8%**	**-**	**336**	**336**	**420**	**25.2%**	**-**
Operating Profit	**53**	**124**	**134.8%**	**-**	**163**	**303**	**85.9%**	**-**	**390**	**338**	**433**	**11.1%**	**-**

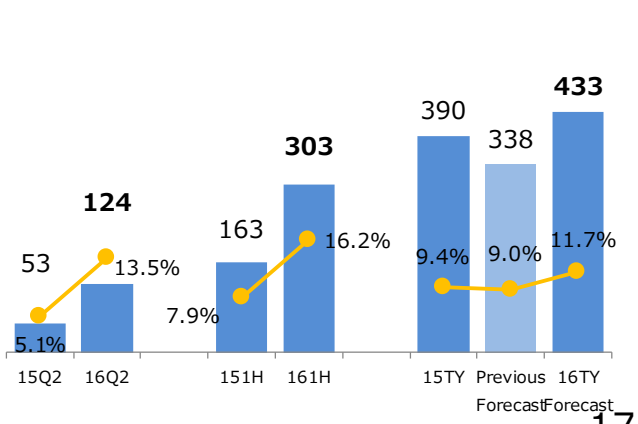
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Communications & Printing equipment



<Sales Revenue>
Electronic stationery



<Operating Profit>



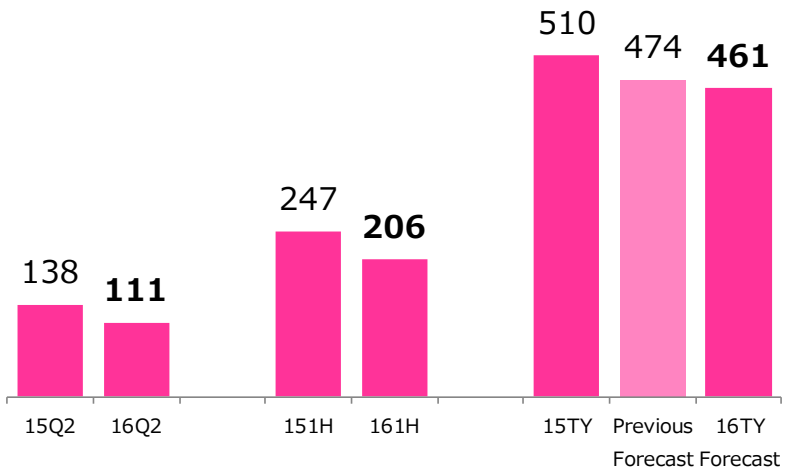
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Personal & Home
Sales Revenue & Operating Profit

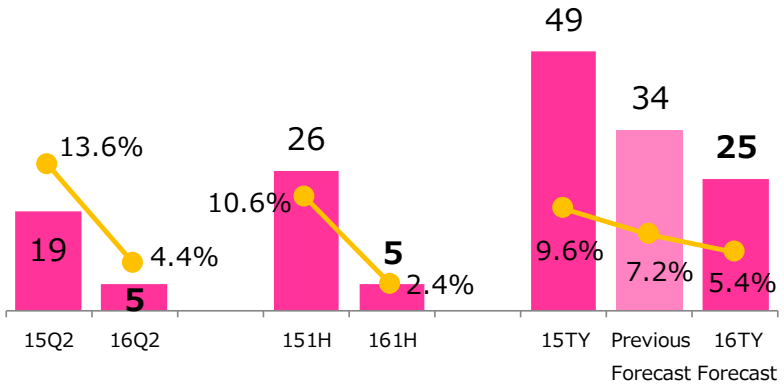
(100 Millions of Yen)

	15Q2	16Q2	Change	Change x FX	151H	161H	Change	Change x FX	15TY	Previous Forecast	16TY Forecast	Change	Change x FX
Sales Revenue	**138**	**111**	**-19.6%**	**-4.9%**	**247**	**206**	**-16.5%**	**-3.7%**	**510**	**474**	**461**	**-9.7%**	**3.0%**
Americas	90	71	-21.9%	-5.6%	151	119	-21.1%	-6.6%	304	278	270	-11.1%	3.6%
Europe	23	19	-15.7%	-0.1%	45	42	-6.2%	6.4%	101	92	90	-10.9%	1.3%
Asia & Others	15	12	-20.8%	-8.1%	32	27	-16.5%	-3.8%	62	60	57	-7.3%	5.1%
Japan	10	9	-4.7%	-4.7%	19	18	-4.0%	-4.0%	43	45	43	0.0%	0.0%
Business Segment Profit	**19**	**5**	**-74.1%**	**-**	**25**	**5**	**-81.9%**	**-**	**48**	**34**	**25**	**-47.4%**	**-**
Operating Profit	**19**	**5**	**-74.2%**	**-**	**26**	**5**	**-81.1%**	**-**	**49**	**34**	**25**	**-49.0%**	**-**

<Sales Revenue>



<Operating Profit>



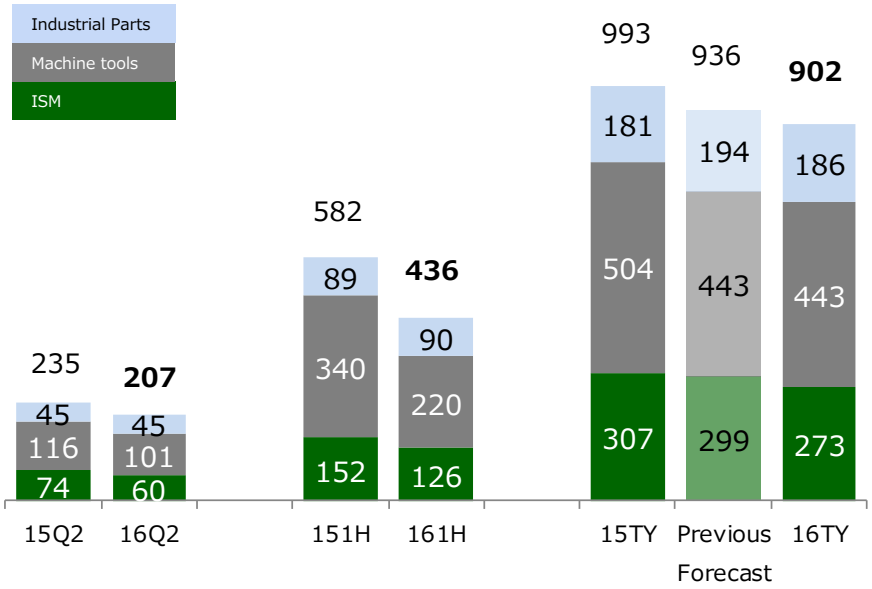
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Machinery Business
Sales Revenue & Operating Profit

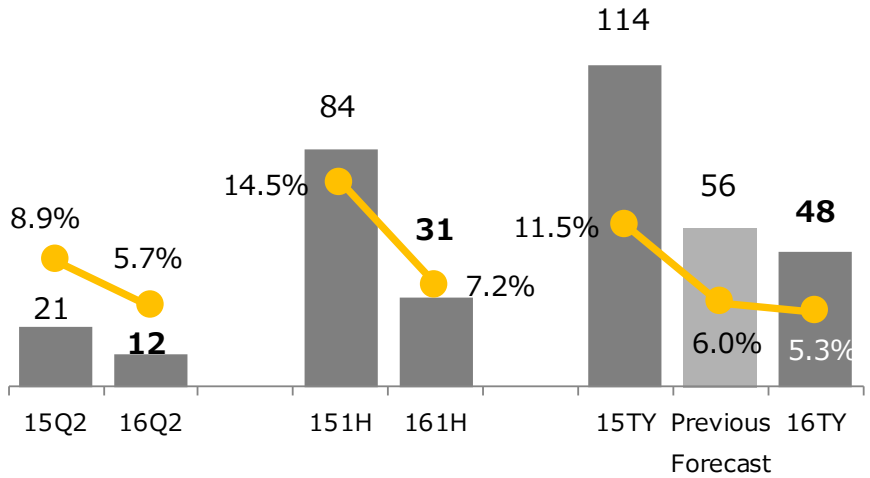
(100 Millions of Yen)

	15Q2	16Q2	Change	Change x FX	151H	161H	Change	Change x FX	15TY	Previous Forecast	16TY Forecast	Change	Change x FX
Sales Revenue	**235**	**207**	**-11.9%**	**-3.3%**	**582**	**436**	**-25.0%**	**-18.9%**	**993**	**936**	**902**	**-9.2%**	**-2.7%**
Industrial sewing machines	**74**	**60**	**-18.8%**	**-2.8%**	**152**	**126**	**-16.9%**	**-3.8%**	**307**	**299**	**273**	**-11.1%**	**2.0%**
Machine tools	**116**	**101**	**-12.4%**	**-6.7%**	**340**	**220**	**-35.5%**	**-31.9%**	**504**	**443**	**443**	**-12.2%**	**-8.7%**
Industrial Parts	**45**	**45**	**0.7%**	**4.6%**	**89**	**90**	**1.1%**	**4.8%**	**181**	**194**	**186**	**2.4%**	**5.9%**
Business Segment Profit	**23**	**10**	**-56.3%**	**-**	**85**	**29**	**-66.0%**	**-**	**114**	**58**	**46**	**-59.7%**	**-**
Operating Profit	**21**	**12**	**-43.7%**	**-**	**84**	**31**	**-62.9%**	**-**	**114**	**56**	**48**	**-57.9%**	**-**

<Sales Revenue>



<Operating Profit>



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Machinery Business
Sales Revenue & Operating Profit

(100 Millions of Yen)

	15Q2	16Q2	Change	Change x FX	151H	161H	Change	Change x FX	15TY	Previous Forecast	16TY Forecast	Change	Change x FX
Sales Revenue	**235**	**207**	**-11.9%**	**-3.3%**	**582**	**436**	**-25.0%**	**-18.9%**	**993**	**936**	**902**	**-9.2%**	**-2.7%**
Industrial sewing machines	**74**	**60**	**-18.8%**	**-2.8%**	**152**	**126**	**-16.9%**	**-3.8%**	**307**	**299**	**273**	**-11.1%**	**2.0%**
Americas	16	14	-16.4%	-0.1%	32	27	-17.6%	-4.5%	63	55	53	-15.1%	-1.8%
Europe	11	9	-16.9%	-1.4%	23	22	-5.1%	7.7%	46	46	46	-0.8%	12.5%
Asia & Others	45	36	-21.1%	-4.6%	93	75	-19.9%	-6.3%	192	183	168	-12.8%	0.5%
Japan	2	2	12.3%	12.3%	3	3	-6.2%	-6.2%	6	16	7	6.1%	6.1%
Machine tools	**116**	**101**	**-12.4%**	**-6.7%**	**340**	**220**	**-35.5%**	**-31.9%**	**504**	**443**	**443**	**-12.2%**	**-8.7%**
Americas	7	7	-8.0%	-	13	14	6.3%	-	25	29	29	16.6%	-
Europe	5	5	0.5%	-	13	11	-15.8%	-	19	24	22	11.6%	-
Asia & Others	87	71	-18.4%	-	283	160	-43.2%	-	392	292	305	-22.2%	-
Japan	16	18	13.7%	-	32	35	7.9%	-	68	97	88	28.4%	-
Industrial Parts	**45**	**45**	**0.7%**	**4.6%**	**89**	**90**	**1.1%**	**4.8%**	**181**	**194**	**186**	**2.4%**	**5.9%**
Americas	7	6	-16.0%	-0.3%	14	13	-5.7%	8.0%	28	28	26	-7.2%	6.2%
Europe	-	-	-	-	-	-	-	-	-	-	-	-	-
Asia & Others	4	4	-15.3%	0.6%	8	8	-2.4%	15.3%	15	16	16	11.8%	28.6%
Japan	34	36	6.2%	6.2%	68	70	2.8%	2.8%	139	150	144	3.4%	3.4%
Business Segment Profit	**23**	**10**	**-56.3%**	**-**	**85**	**29**	**-66.0%**	**-**	**114**	**58**	**46**	**-59.7%**	**-**
Operating Profit	**21**	**12**	**-43.7%**	**-**	**84**	**31**	**-62.9%**	**-**	**114**	**56**	**56**	**-50.8%**	**-**

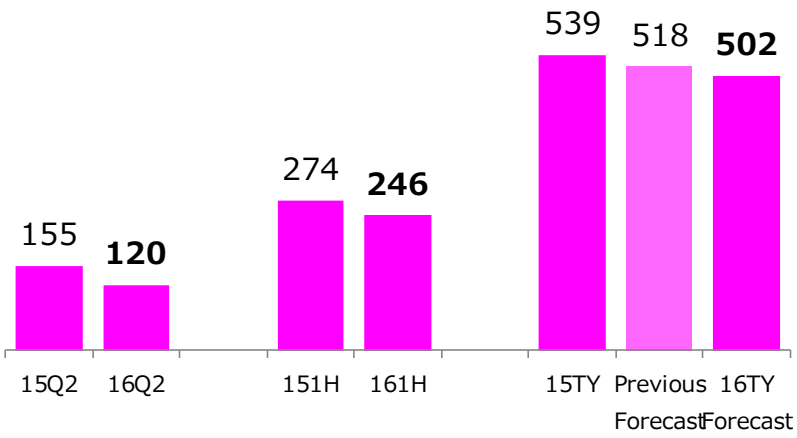
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Network & Contents
Sales Revenue & Operating Profit

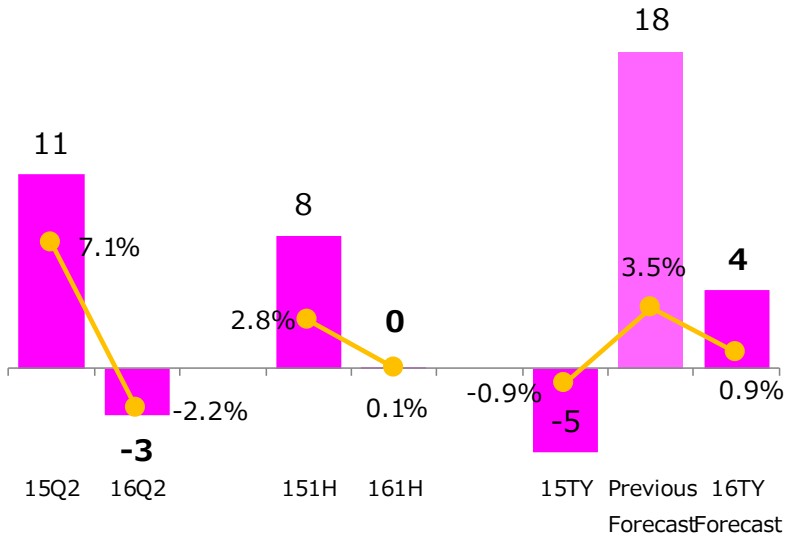
(100 Millions of Yen)

	15Q2	16Q2	Change	151H	161H	Change	15TY	Previous Forecast	16TY Forecast	Change
Sales Revenue	**155**	**120**	**-22.7%**	**274**	**246**	**-10.4%**	**539**	**518**	**502**	**-6.8%**
Business Segment Profit	**11**	**6**	**-47.7%**	**8**	**10**	**22.7%**	**22**	**20**	**18**	**-17.2%**
Operating Profit	**11**	**-3**	**-124.0%**	**8**	**0**	**-98.3%**	**-5**	**18**	**4**	**-**

<Sales Revenue>



<Operating Profit>



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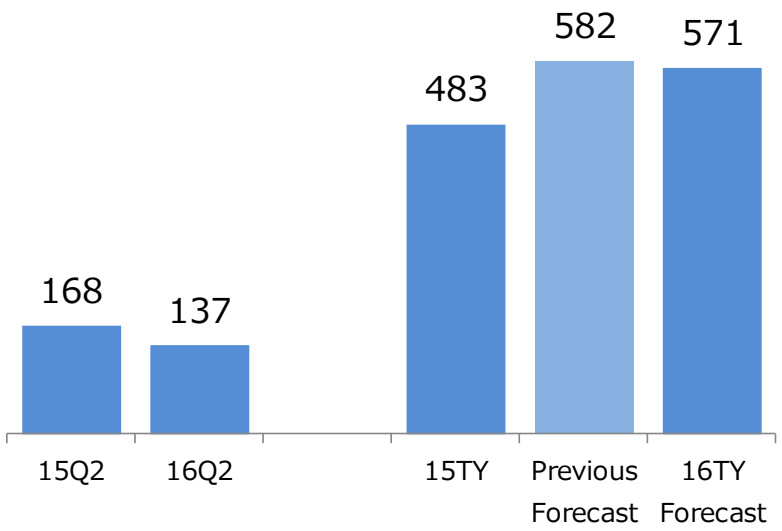
Domino Business
Sales Revenue & Operating Profit

(100 Millions of Yen)

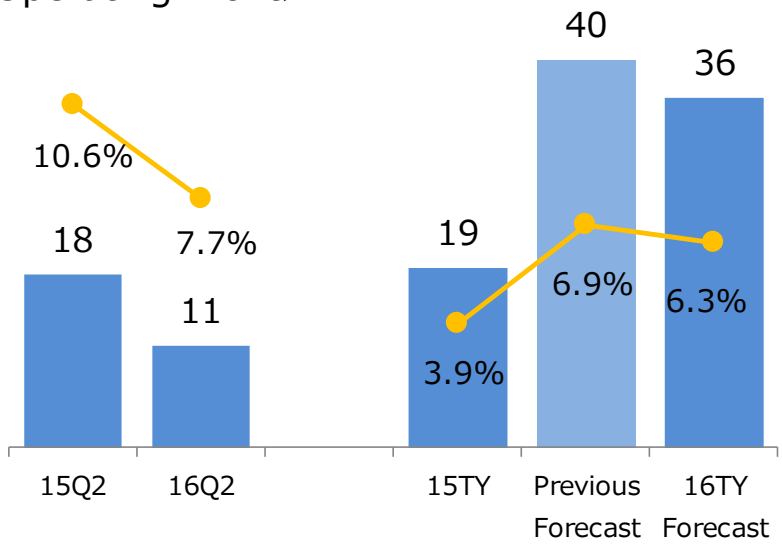
	15Q2	16Q2	Change	Change x FX	15TY	Previous Forecast	16TY Forecast	Change	Change x FX
Sales Revenue	**168**	**137**	**-18.3%**	**13.8%**	**483**	**582**	**571**	**-**	**-**
Americas	38	34	-10.7%	24.4%	112	136	135	-	-
Europe	81	63	-21.7%	9.1%	239	290	278	-	-
Asia & Others	49	40	-18.7%	13.3%	133	156	158	-	-
Business Segment Profit	**20**	**11**	**-45.6%**	**-**	**38**	**40**	**37**	**-**	**-**
Operating Profit	**18**	**11**	**-40.9%**	**-**	**19**	**40**	**36**	**-**	**-**

*The FY 2015 figures are the results for the nine months from the 2nd quarter when Domino became a consolidated company.
*The figures for FY2016 first half and FY2015 first half are not shown because they are not comparable to each other.
* The growth rates are shown on a British pound basis.

<Sales Revenue>



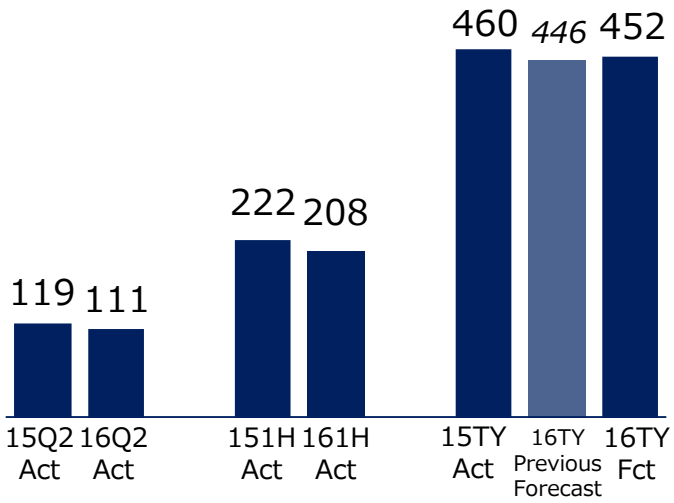
<Operating Profit>



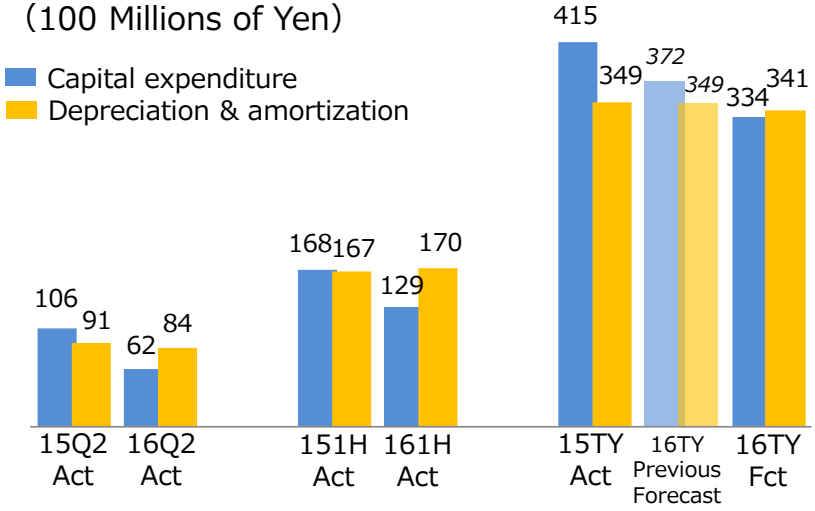
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R&D expenses / Capital expenditure / Depreciation and amortization / Inventories

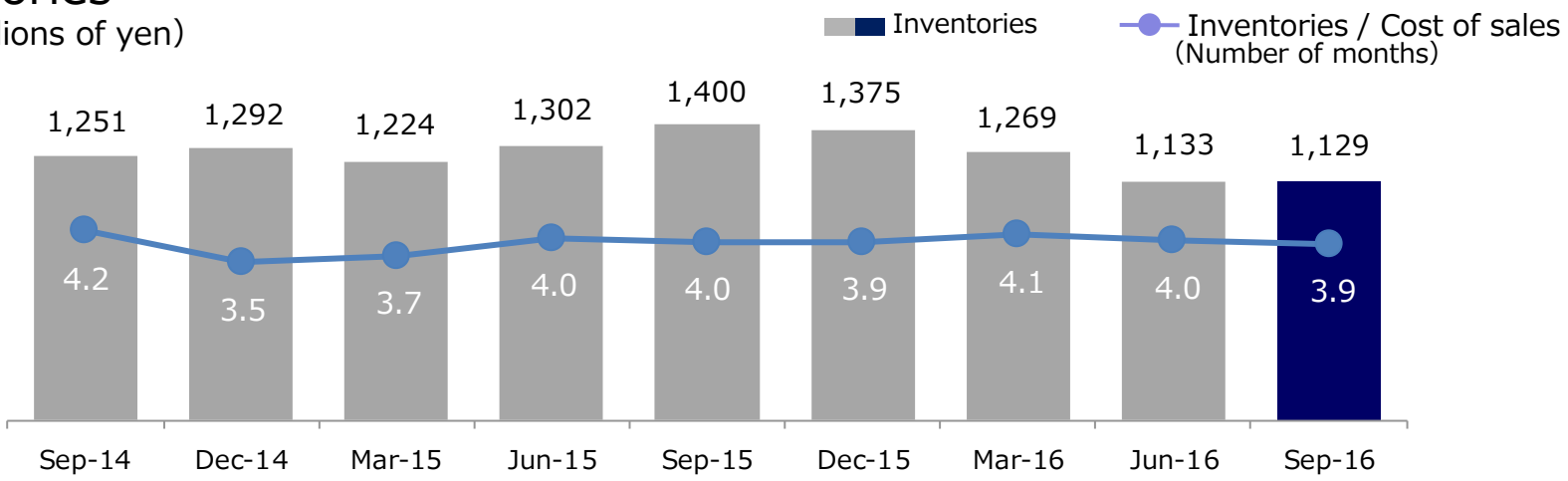
R&D expenses
(100 Millions of Yen)



Capital expenditure / Depreciation & amortization
(100 Millions of Yen)



Inventories
(100 Millions of yen)



*Jun-15 actual for Inventories does not include Domino business figures.

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