

With Shareholders

## IR Communication

### Communication with Shareholders and Investors

#### Strengthen information disclosure

The Brother Group is committed to improving the transparency of its business operations and building long-term relationships with stakeholders based on trust. To this end, the Brother Group has been increasing the opportunities for providing shareholders and investors with the latest information in plain terms. For institutional investors and securities analysts, financial results briefings are held twice a year and presentations are given by the president. We also actively visit these stakeholders and accept their requests for an interview individually. For private investors, we actively present our business performance at IR seminars organized by stock exchanges, among others; corporate presentations are made at the branches of securities companies across the country. In March 2011, we joined an IR workshop for private investors hosted by a newspaper company, where the president explained Brother's business activities and strategies in person. We will continue to create opportunities for communicating with as many shareholders and investors as possible, and will actively disclose information.

On Thursday, June 23, 2011, Brother Industries Ltd. held the 119th annual shareholders meeting at Nagoya Tokyu Hotel (Nagoya City, Aichi Prefecture) with the attendance of 436 shareholders, to present the Brother Group's results for FY 2010 and to explain the business outlook for FY 2011. All items on the agenda were approved and passed as drafted, by a majority of the shareholders. The shareholders meeting was followed by a communications meeting where shareholders could talk with Brother's top managers. An exhibition booth was set up at the venue of the communications meeting to display Brother products, including printing devices, home sewing machines, and online karaoke equipment, as well as samples of products and parts that were processed with industrial equipment and garment printers. Creative approaches were taken to help shareholders learn more about Brother's business. The exhibition booth also featured a presentation about the planetarium dome, "Brother Earth" at the Nagoya City Science Museum. Brother Industries, Ltd. obtained the naming rights for the planetarium in January 2011.

Shareholders were able to pick up and try the products, and learn firsthand about Brother's contributions to local communities. The exhibition booth facilitated direct communication between shareholders and top managers, thus helping shareholders learn more about the Brother Group.



119th annual shareholders meeting



Communications meeting held after the shareholders meeting



#### From the person in charge

#### To ensure a better understanding of Brother

Corporate Communication Dept. Brother Industries, Ltd. **Takamori Ichikawa**

Whenever we explain directly to shareholders and investors about Brother, we try to explain our business performance and strategies as plainly as possible, and at presentations, we receive various feedbacks from participants. We will continue to strive to reach as many stakeholders as possible, and reflect such feedback in our IR activities.