# Success is not an accident.





#### Dear fellow shareholders:

# Fiscal 2005 was another great year for Brady.

Disciplined execution of our business plans and successful integration of our acquisitions, supported by a good economy and favorable foreign exchange rates, resulted in record sales and profitability.

Success is not an accident. Our passion, focus and discipline; our exceptional people; and our great products have all led to our solid performance this year.

Our focus in fiscal 2005 was to leverage our strengths. We acquired companies in businesses we understand well in order to deepen our market penetration or expand our global footprint. We offered new proprietary products that capitalized on our core competencies in specialty materials, software development and regulatory expertise. And we invested in expanding many of our global operations with new equipment and capacity.

We acquired four companies this year – businesses that span the globe from the U.S. to Europe to Southeast Asia. Thanks to some good timing, along with a disciplined acquisition process, these new members of the Brady team are already making significant contributions.

Other activities included expanding our operations in Wuxi, China; Sydney, Australia; and Manaus, Brazil. And at our corporate headquarters in Milwaukee, we are adding 90,000 square feet for a consolidated warehouse and distribution center. I'm particularly proud that we employ the same high safety and environmental standards across the globe regardless of lesser government requirements in some areas.

Brady remains a financially strong company with a solid balance sheet and excellent cash flow. I'm also happy to report we were able to make a 2-for-1 stock dividend in December, and in September increased our dividend payment for the 20th straight year.

As we look ahead, our goal is to be the market leader in all of our businesses and in all geographies. We strive for this everyday whether the economy is booming or struggling. And we remain committed to creating long-term, sustainable value for our shareholders.

Thanks for your continued support.

Frank M. Jaehnert President, Chief Executive Officer and Member of the Board of Directors

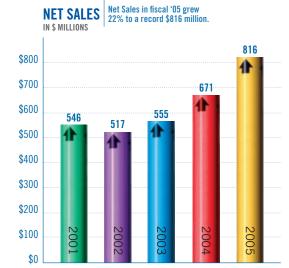


2005 FINANCIAL HIGI	HLIGHT	S	
YEARS ENDED JULY 31	20041	20051	% CHANGE
(Dollars in thousands except per share amounts)			
RESULTS OF OPERATIONS			
Net Sales	\$671,219	\$816,447	21.6%
Operating Income	\$70,981	\$122,452	72.5%
Net Income	\$50,871	\$81,947	61.1%
Return On Invested Capital <sup>2</sup>	13.0%	14.5%	
Net Income Per Diluted Common Share			
Class A Nonvoting	\$1.07	\$1.64	53.3%
Class B Voting	\$1.05	\$1.63	55.2%
Operating Income Margin	10.6%	15.0%	
Net Income Margin	7.6%	10.0%	
OTHER INFORMATION			
Working Capital	\$131,706	\$141,560	7.5%
Total Debt	\$150,051	\$150,030	0.0%
Stockholders' Investment	\$403,315	\$497,274	23.3%
Research & Development	\$23,028	\$25,078	8.9%
Cash Flow from Operations	\$87,646	\$119,103	35.9%
Capital Expenditures	\$14,892	\$21,920	47.2%
Depreciation & Amortization	\$20,190	\$26,822	32.8%
Acquisition Spend	\$228,928	\$79,926	-65.1%
Dividend Yield	1.9%	1.3%	
Trailing 12 Months P/E Ratio	21.2	20.9	
Current Ratio	2.1	1.9	-9.5%
Weighted Avg. Shares Outstanding (Diluted)	47,812,994	49,858,708	4.3%

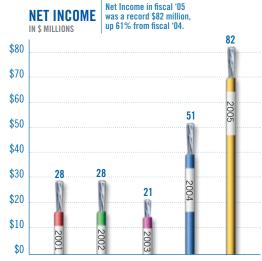


<sup>&</sup>lt;sup>2</sup>Return on invested capital is calculated by taking net income plus tax effected interest expense divided by the average of the last five quarters short-term and long-term debt plus total stockholders' investment.

Brady Corporation is an international manufacturer and marketer of identification solutions and specialty materials that help customers increase safety, security, productivity and performance. Its products include high-performance labels and signs, printing systems and software, label-application and data-collection systems, safety devices and precision die-cut materials. Founded in 1914, the company is the provider of choice to more than 300,000 customers in electronics, telecommunications, manufacturing, electrical, construction, education and a variety of other industries. Brady's reputation for innovation, commitment to quality and service, and dedicated employees have made it a world leader in its markets.



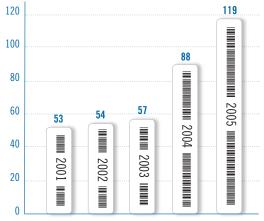
Brady pipe markers identify pipes and provide information on direction of flow and special properties of the contents.



Brady wire markers make installing and maintaining wire networks and systems more efficient.

# **CASH FLOW FROM OPERATIONS**

Cash flow in fiscal '05 rose 36% to a record



Brady offers complete solutions for tracking work-in-progress, including bar-code software, printers and high-performance labels.

# PASSION |



# IS A PART OF EVERYTHING WE DO

# **GLOBAL EXPANSIONS**

- · To meet customer demands, Brady expanded capacity and upgraded clean room operations in Wuxi, China and expanded operations in Manaus, Brazil
- · Completed renovation of Brady facilities in Zele, Belgium
- · Brady Australia consolidated some operations and moved into new, larger facilities
- · Establishing a new sales and production office in Bratislava, Slovakia to better serve the Eastern European market
- · Building a consolidated warehouse and distribution center adjacent to Brady's corporate headquarters in Milwaukee





# Brady Business -

# WE IDENTIFY AND PROTECT PREMISES, PRODUCTS AND PEOPLE WITH:

- + Facility Identification, Safety and Complementary Products
- Wire Identification
- + Precision Die-Cut Parts
- + High-Performance Identification



**Customer Service:** answering the call and supporting our customers with service that is seamless, responsive and efficient.

Christa Foster & Shunza Williams Customer Service Representatives – Milwaukee, WI

# - Clear and Simple:

**OUR VISION IS TO BE THE MARKET LEADER** IN ALL OUR BUSINESSES IN ORDER TO ACHIEVE SUSTAINABLE TOP TIER GROWTH AND PROFITABILITY.

# WE ACHIEVE THIS THROUGH

- World class people
- + Innovative differentiated solutions
- Materials expertise
- Operational excellence
- + Global presence
- Premier channels
- + Customer application expertise
- \* Targeted acquisitions
- Focus and discipline
- Loyal Customers

**Business Development:** working to acquire companies that increase market penetration, enhance global footprint, product offering or technological capabilities.

Mike Naumann Director, Business Development - Milwaukee, WI











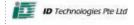














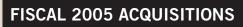














**ID Technologies, Singapore** August 2004



Electromark, Wolcott, NY February 2005



Signs & Labels, Ltd., U.K. June 2005



**Technology Print Supplies, Thailand July 2005** 



# PEOPLE THAT MAKE A DIFFERENCE

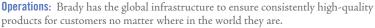
# Our people, nearly 4,500 strong worldwide, go the extra mile for our customers.

In 2005, Brady continued to invest in its people with Leadership Development and other programs.

Sales/Marketing: Offering our customers complete solutions is what differentiates us. Providing more than labels and signs, we also offer software and printers to create them, and specialty materials to meet special needs.

Andrew Weinbach, holding Brady diecut materials for cellular phones Strategic Account Manager - Austin, TX

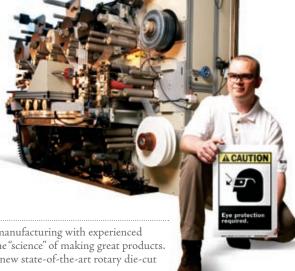




Alfredo Rodriquez Jan Mehle holding Brady's IDXpert™ Printer Jim Lampert

Site Operations Manager - Brooklyn Park, MN Operations Manager, Seton - Branford, CT

Site Operations Leader - Tijuana, Mexico



Manufacturing: Blending new technologies in manufacturing with experienced operators who understand both the "art" and the "science" of making great products. Over the past 24 months, Brady has added 12 new state-of-the-art rotary die-cut machines throughout the world.

**Steve Fox** Rotary Die-cut Operator – Milwaukee, WI

# **OUR MODEL FOR LEADERSHIP:**

- Practice the values: teamwork, growth and honesty
- Focus on the customer
- **Expect high performance of ourselves and others**
- Be bold and decisive
- Hold ourselves and others accountable
- **Continuously learn more and coach others**
- Inspire one another

# **OUR INTEGRITY** IS NEVER COMPROMISED.

Because Brady's people maintain the highest ethical standards, the company was named to Business Ethics Magazine's list of 100 Best Corporate Citizens for the sixth year in a row.



### **BOARD OF DIRECTORS**

>> FROM LEFT TO RIGHT >>

- + Frank R. Jarc
- + Gary E. Nei
- + Mary K. Bush
- + Frank W. Harris
- Robert C. Buchanan
- + Richard A. Bemis
- + Peter J. Lettenberger
- + Roger D. Peirce
- Elizabeth Pungello
- + Frank M. Jaehnert (not pictured)





# **BRADY AMERICAS**

Our businesses in North, Central and South America. Operations in Wisconsin, Minnesota, Connecticut, New York and California in the U.S.; Canada, Mexico and Brazil.

· In 2005, Brady Americas experienced sales growth and profit improvement in all countries with Canada and Brazil being particularly strong. Contributing to this were: a continued focus on leveraging Brady's manufacturing infrastructure and implementing best practices across all businesses to improve service and increase productivity; recent acquisitions including Emedoo and Electromark; and the launch of several new products.

## **BRADY EUROPE**

Operations in the United Kingdom, Belgium, France, Germany, Sweden, Italy, Spain, Hungary and the Netherlands.

· In 2005, Brady Europe generally outpaced economic indicators. New catalogs targeted at specific markets, such as the French janitorial market, proved a successful initiative for growth in the direct marketing business. A focus on geographic expansion in Southern and Cental Europe, with new investments in Spain and Slovakia, continued. The acquisition of Signs & Labels, Inc. strengthened our market position in the U.K., and increased investment in product development resulted in the successful launch of MiniMark™, the first printer system specifically designed in Europe for Europe.

### **BRADY ASIA-PACIFIC**

Operations in Australia, China, Japan, South Korea, Malaysia, The Philippines, Singapore, Taiwan and Thailand.

· In 2005, Brady continued to invest in its Asian infrastructure, capacity and personnel in support of increased demand from the electronics and telecommunications industries. Other highlights included the successful integration of the ID Technologies and Brady businesses in Singapore, and the expansion into Thailand.

Andre Dantas Sales Manager – Manaus Ricardo Barros Marketing Specialist - Brady Brazil present Brady's GlobalMark® Industrial Labelmaker





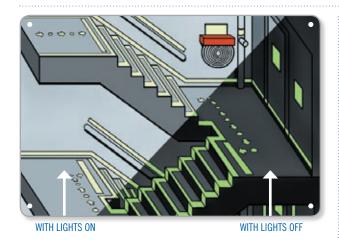
## LABXPERT™ LABELING SYSTEM





Built upon the same printer platform as Brady's IDXpert™ handheld labeler, the LabXpert<sup>™</sup> printer features more than 140 laboratory-specific symbols, and label templates for vials and test tubes. Coupled with Brady's new IdentiLab™ software, this versatile laboratory tool can take complex high-volume sample labeling to the next level of accuracy and convenience.

# BRADYGLO™ PHOTOLUMINESCENT PRODUCTS





In an emergency, moving people out of a building in an orderly, quick and safe way is a prime concern. When the lights go out, BradyGlo™ photoluminescent products show the way: illuminating evacuation routes, helping guide people around obstacles, and along stairs and through hallways to the safest, nearest exit.

# AQUALERT™ WATER INDICATING LABELS



Brady's AquAlert™ labels change color permanently when they come in contact with water or water-based liquids. Who needs to know if something got wet? Electronics and mobile phone manufacturers looking to verify warranty claims.

#### **RESEARCH & DEVELOPMENT**

Linda Dean Manager, R&D Project Office holding BradyGlo™ Sign – Milwaukee, WI **Sohail Akhter** Site R&D Manager holding Codesoft™ Identification Software – Milwaukee, WI





# SAFETY AND FACILITY IDENTIFICATION AND COMPLIMENTARY PRODUCTS









Brady products play a key role in helping customers create and maintain safer work environments and comply with regulatory standards issued by the National Safety Council, the Occupational Safety and Health Administration (OSHA) and other industry associations in the U.S. and abroad. Brady safety products include safety and informational signs and printers, warehouse identification products, pipe markers and valve tags, lockout/tagout products, security and traffic control products and asset identification.

# WIRE IDENTIFICATION PRODUCTS



## PRECISION DIE-CUT PARTS



With state-of-the-art clean rooms and the latest in die-cut technology, Brady serves the global telecommunciatons and hard disk drive markets with custom-designed products that seal, insulate, protect, shield or otherwise enhance mechanical performance. In cellular phones, pagers, personal data assistants and other computing devices, you'll find Brady products helping them work better and last longer.

# HIGH PERFORMANCE IDENTIFICATION

Brady's high-performance label materials excel in two very important ways: they adhere and they remain legible, no matter what. Whether it's a bar-code label on a printed circuit board going through a solder bath or a label inside an aircraft flying at 30,000 feet in below zero air temperatures, customers rely on Brady's high performance materials to consistently provide important information. In addition, Brady's high performance technology lends itself well to security and brand protection applications. Labels which leave a particular residue when removed can be used to verify authenticity of a product; others which "shatter" upon removal can show evidence of product tampering.

# PERFORMANCE comes from setting high expectations

(DOLLARS IN THOUSANDS EXCEPT PER SHARE AMOUNTS) Years ended July 31, 1995 through 2005	1995	1996	1997	1998	1999	2000
OPERATING DATA						
Net Sales	\$319,946	\$365,929	\$433,649	\$463,235	\$479,025	\$550,664
Sales Growth %	22.9%	14.4%	18.5%	6.8%	3.4%	15.0%
Cost of product sold	149,218	172,813	201,664	212,980	216,060	245,587
Gross Margin	170,728	193,116	231,985	250,255	262,965	305,077
Gross Margin %	53.4%	52.8%	53.5%	54.0%	54.9%	55.4%
Operating expenses:						
Research and development	10,426	11,309	16,300	20,287	17,116	20,555
Selling, general and administrative	119,717	140,642	165,317	178,648	182,688	215,231
Restructuring charge - net	_	_	_	5,390	(611)	_
Total operating expenses	130,143	151,951	181,617	204,325	199,193	235,786
Operating income	40,585	41,165	50,368	45,930	63,772	69,291
% of Sales	12.7%	11.2%	11.6%	9.9%	13.3%	12.6%
Other income and (expense):						
Investment and other income - net	4,609	4,570	1,159	638	1,455	7,418
Interest expense	(555)	(302)	(256)	(403)	(445)	(578)
Net other income	4,054	4,268	903	235	1,010	6,840
Income before income taxes and cumulative effect of changes in accounting principles	44,639	45,433	51,271	46,165	64,782	76,131
Income taxes	16,728	17,406	19,564	18,129	25,198	28,930
Net income	\$27,911	\$28,027	\$31,707	\$28,036	\$39,584	\$47,201
% of Sales	8.7%	7.7%	7.3%	6.1%	8.3%	8.6%
Net income per Common Share (Diluted):						
Class A Nonvoting	\$0.63	\$0.63	\$0.72	\$0.62	\$0.87	\$1.03
Class B Voting	\$0.62	\$0.62	\$0.70	\$0.60	\$0.85	\$1.01
Cash dividends on:1						
Class A Common Stock	\$0.14	\$0.20	\$0.26	\$0.30	\$0.32	\$0.34
Class B Common Stock	\$0.12	\$0.19	\$0.25	\$0.29	\$0.31	\$0.33
BALANCE SHEET (at July 31)						
Working Capital	\$129,938	\$109,688	\$130,724	\$125,386	\$129,884	\$116,084
Total Assets	230,005	261,835	291,662	311,824	351,120	398,134
Long-term Obligations, Less Current Maturities	1,903	1,809	3,890	3,716	1,402	4,157
Stockholders' Investment	170,823	189,263	206,547	233,373	260,564	291,224

<sup>&</sup>lt;sup>1</sup> Adjusted for 100% stock dividend effective December 31, 2004. <sup>2</sup> Certain 2003 and 2004 items have been reclassified to conform with 2005 presentation.

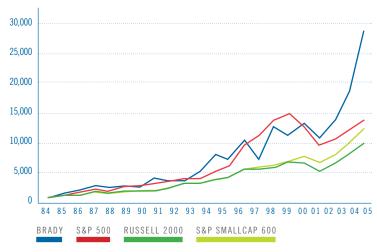
# 2005 Financial Review

2001	2002	2003²	2004²	2005
\$545,944	\$516,962	\$554,866	\$671,219	\$816,447
-0.9%	-5.3%	7.3%	21.0%	21.6%
257,313	256,186	275,717	325,858	383,171
288,631	260,776	279,149	345,361	433,276
52.9%	50.4%	50.3%	51.5%	53.1%
20,329	17,271	18,873	23,028	25,078
214,220	199,282	219,861	248,171	285,746
9,560	2,720	9,589	3,181	_
244,109	219,273	248,323	274,380	310,824
44,522	41,503	30,826	70,981	122,452
8.2%	8.0%	5.6%	10.6%	15.0%
686	1,714	1,750	577	1,369
(418)	(82)	(121)	(1,231)	(8,403)
268	1,632	1,629	(654)	(7,034)
44,790	43,135	32,455	70,327	115,418
17.044	14.000	11.005	10.450	00.471
17,244	14,882	11,035	19,456	33,471
\$27,546	\$28,253	\$21,420	\$50,871	\$81,947
5.0%	5.5%	3.9%	7.6%	10.0%
40.50	40.00	<b>\$0.40</b>	41.07	41.04
\$0.59	\$0.60	\$0.46	\$1.07	\$1.64
\$0.58	\$0.59	\$0.44	\$1.05	\$1.63
<b>#0.00</b>	<b>#0.00</b>	Φ0.40	do 40	<b>\$0.44</b>
\$0.36	\$0.38	\$0.40	\$0.42	\$0.44
\$0.35	\$0.37	\$0.39	\$0.40	\$0.42
\$123,830	\$135,764	\$123,878	\$131,706	\$141,560
393,592	420,525	449,519	697,900	850,147
4,144	3,751	568	150,019	150,026
-			403,315	
302,579	324,242	338,961	403,313	497,274



David Mathieson Chief Financial Officer

## **COMPARISON OF 21 YEAR CUMULATIVE TOTAL RETURN\***



\$1,000 invested in BRC in 1984 was worth over \$28,400 on 7/31/05 when dividends are reinvested.

<sup>\*\$1,000</sup> invested on 7/31/84 in stock or index-including reinvestment of dividends. Fiscal years ended July 31. Copyright ©2002, Standard & Poor's, a division of The McGraw-Hill Companies, Inc. All rights reserved. www.researchdatagroup.com/S&P.htm

# COMES FROM FOCUS AND DISCIPLINE

## CORPORATE RESULTS

#### SHAREHOLDERS' EQUITY IN \$ MILLIONS 497 500 403 400 339 324 303 300

200

100

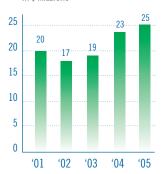
0 '01 '02 '03 **'04** <sup>6</sup>05

**DIVIDEND HISTORY\*\*** 

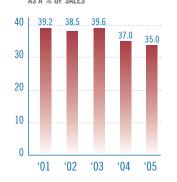


\*\* Effective October 10, 2005, Brady increased its annual dividend to \$0.52 per share.

#### **RESEARCH & DEVELOPMENT** IN \$ MILLIONS

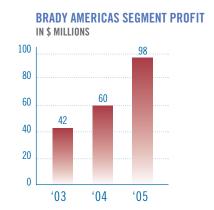


#### **SELLING, GENERAL & ADMINISTRATIVE** AS A % OF SALES

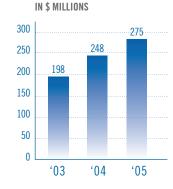


## REGIONAL RESULTS

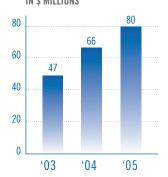
**BRADY AMERICAS SALES** IN \$ MILLIONS 418 400 342 299 300 200 100 0 <sup>6</sup>03 <sup>6</sup>04 605



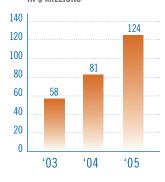
**BRADY EUROPE SALES** 



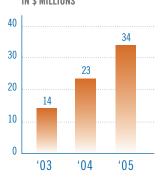
**BRADY EUROPE SEGMENT PROFIT** IN \$ MILLIONS



**BRADY ASIA-PACIFIC SALES** IN \$ MILLIONS

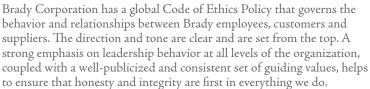


#### **BRADY ASIA-PACIFIC SEGMENT PROFIT** IN \$ MILLIONS



# Corporate Governance & Shareholder Services

## HONESTY AND INTEGRITY FIRST



- · An effective and proactive Audit Committee of the Board of Directors is supported by a strong internal audit function.
- · Brady's Code of Ethics is publicly available on www.bradycorp.com under the Corporate Governance tab.
- · A tool for reporting suspected ethics violations is available at www.bradyethics.com. We encourage our customers, suppliers and shareholders to utilize this site in the event of ethical concerns.



#### **Common Shares**

Brady Corporation Class A Common Stock trades on the New York Stock Exchange under the symbol BRC. As of September 15, 2005, there were 707 Class A Common Stock shareholders of record and about 4,000 beneficial shareholders. There are three Class B Common Stock shareholders.

## **Quarterly Stock Data**

	2003		2004		2005	
	HIGH	LOW	HIGH	LOW	HIGH	LOW
4th Quarter	\$17.50	\$15.34	\$23.24	\$18.14	\$34.96	\$28.80
3rd Quarter	\$16.94	\$12.93	\$20.44	\$17.45	\$35.70	\$26.30
2nd Quarter	\$17.79	\$12.53	\$21.73	\$16.99	\$32.22	\$26.75
1st Quarter	\$17.68	\$13.75	\$18.24	\$15.84	\$27.49	\$21.01

#### **Dividends**

Brady has paid dividends on its Common Stock every quarter since going public in June 1984 and the Company has increased the dividend every year for each of the past 20 years. At its September 2005 meeting, the Board of Directors increased the quarterly dividend on Class A Common Stock to \$0.13 per share per quarter or \$0.52 per year. Dividends are normally paid on the last day of business in October, January, April and July.

#### **Dividend Reinvestment**

Shareholders of record may have their dividends automatically reinvested in Brady stock through a Dividend Reinvestment Program. For more information on this program, see the description on the Internet at www.investor.bradycorp.com or call Brady's investor line at 414-438-6918.



#### **Stock Transfer Agent**

Wells Fargo Bank Minnesota, N.A. Shareowner Services P.O. Box 64584 St. Paul, MN, 55164-0854 www.wellsfargo.com/com/shareowner\_services

#### **Brady Information**

Brady's Internet site at www.investor.bradycorp.com contains corporate governance information, investor presentations, 10-K, 10-Q and other SEC filings, annual reports, news releases, frequently asked investor questions, stock prices, a Brady investment calculator, product information and a variety of other information about Brady.

## **Information Requests and Investor News Line**

A phone system at 414-438-6918 enables you to listen to financial news highlights, request printed 10-K and other financial information, request dividend reinvestment information or be transferred to an investor relations representative. Or you may send your information requests to Investor Relations, Brady Corporation, P.O. Box 571, Milwaukee, WI 53201-0571, or e-mail investor@bradycorp.com.

### **Analyst and Investor Contact**

Barbara Bolens, Vice President, Treasurer and Director of Investor Relations, 414-438-6940.

### **Annual Meeting**

The Brady Corporation Annual Meeting will be at 9 a.m., Thursday, November 17, 2005, at Brady Corporation, 6555 W. Good Hope Road, Milwaukee, Wisconsin. A webcast with highlights will be posted on the Internet at www.investor.bradycorp.com.



#### **UNITED STATES**

Brady Corporation P.O. Box 571 Milwaukee, WI 53201

Brady Worldwide, Inc. — 6555 W. Good Hope Road Milwaukee, WI 53223

2221 W. Camden Road Milwaukee, WI 53209

5300 N. 118th Court, Bldg. F Milwaukee, WI 53225

Brady Coated Products P.O. Box 298 2230 W. Florist Ave. Milwaukee, WI 53201

Brady Precision Die-Cut Products South 6500 NW 12th Avenue, Suite 119 Fort Lauderdale, FL 33309

Brady Varitronics 6835 Winnetka Circle Brooklyn Park, MN 55428

Brandon International 5152 Commerce Drive Baldwin Park, CA 91706

Electromark 6188 West Port Bay Rd. Wolcott, NY 14590

Emed Co. 2491 Wehrle Drive Williamsville, NY 14221

Seton Identification Products 20 Thompson Rd. Branford, CT 06405

StopWare 1710 Zanker Rd., Suite 202 San Jose, CA 95112

Temtec 100 Route 50 Suffern, NY 10901

TISCOR 12250 Parkway Centre Dr. Poway, CA 92064

#### **AUSTRALIA**

Brady Australia Pty. Ltd. Seton Australia Pty. Ltd. 4-6 Regents Park Estate, Block S 391 Park Road Regents Park NSW 2143 Australia

Safety Signs Service 663 Dundas Road Forestfield WA 6058 Australia

#### **BELGIUM**

W.H. Brady, N.V. Industrie Park C/3 Lindestraat 20 B-9240 Zele, Belgium

#### BRAZIL

W.H.B. do Brasil Ltda. Rua Rosangela Donata De Oliveira 30 06236-110 Osasco São Paulo, Brazil

Seton do Brasil Centro Empresarial Alphaville Av. Jurua, 105 — Modulo 4 06455-908 Barueri São Paulo, Brazil

W.H.B do Brasil Ltda. Brady Manaus Avenida Solimões, N. 2100 Distrito Industrial da Sulframa 69075-200 Manaus Amazonas, Brazil

#### **CANADA**

W.H.B. Identification Solutions, Inc. Seton-Canada 56 Leek Crescent Richmond Hill Ontario, Canada

#### CHINA

Brady (Beijing) Co. Ltd. Unit 8401/8402 Plant #8 3 Yong Chang Bei Road BDA Beijing 100176, PRC

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