



Fiscal year ending December 2008
Past 3 Quarters
(January – September Total)
Business Results

October 28, 2008

OTSUKA CORPORATION

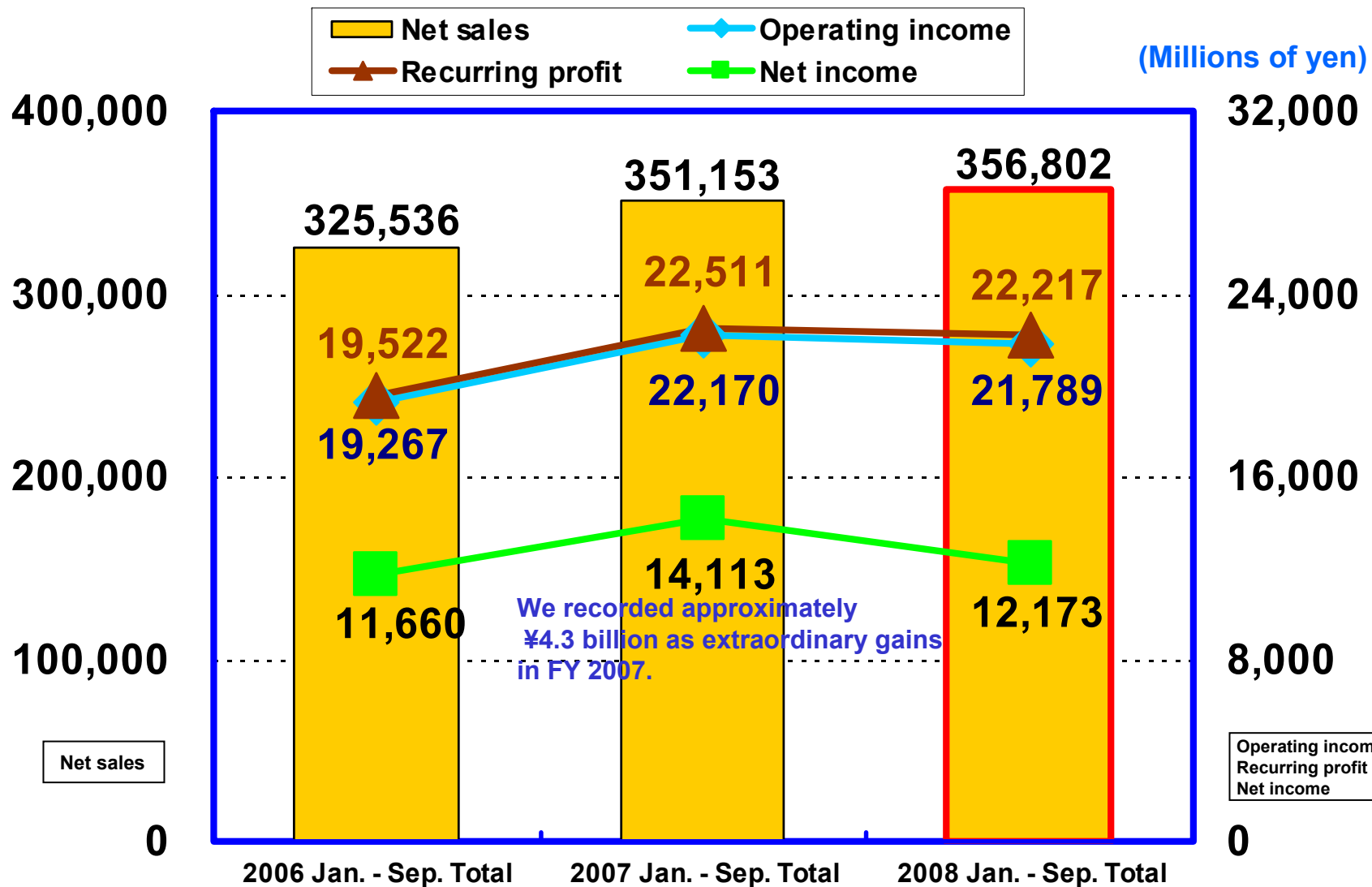
Summary of Business Results, January – September, 2008

(Millions of yen)

	Consolidated		Non-Consolidated	
	Amount	Change to Last year	Amount	Change to Last year
Net sales	356,802	+1.6%	333,945	+1.9%
Operating income	21,789	-1.7%	20,343	-0.3%
Recurring profit	22,217	-1.3%	20,958	+0.5%
Net income	12,173	-13.7%	11,639	-18.3%

Consolidated

Net sales and Profits



External Environment

Since this summer, business confidence has been degraded increasingly

Affected by the decelerating world economy, expanding financial crisis, drastic fluctuations on corporate stock and exchange market, etc.

While needs of IT utilization remain as steady undertone, cautious stance is being intensified against IT investments

<Needs of IT utilization >

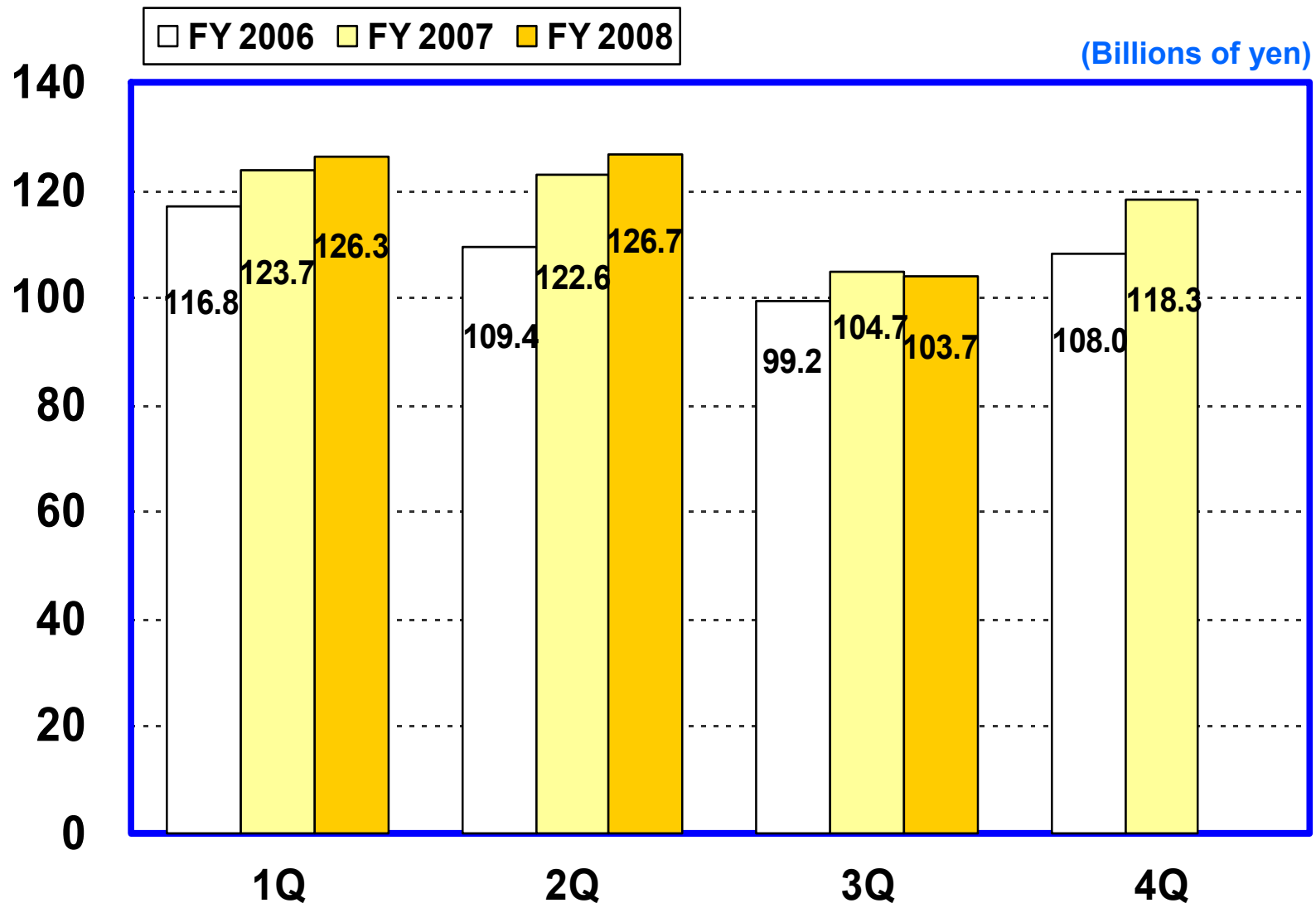
- **Productivity improvement and cost reduction**
- **Enhancement of information security countermeasure and renewals of the information system infrastructure**

OTSUKA Group's activities

- **Enhancement of the “community-based sales structure”**
- **Assessing the IT investment trend for each business enterprise size, promote the complex system proposals, total proposals, and concrete and quick-impact proposals**
- **Streamline the sales activities by enhancement of the “SPR” and the thorough use of the “Sales Support Center”**
- **Fortify promotion of the accumulated business**

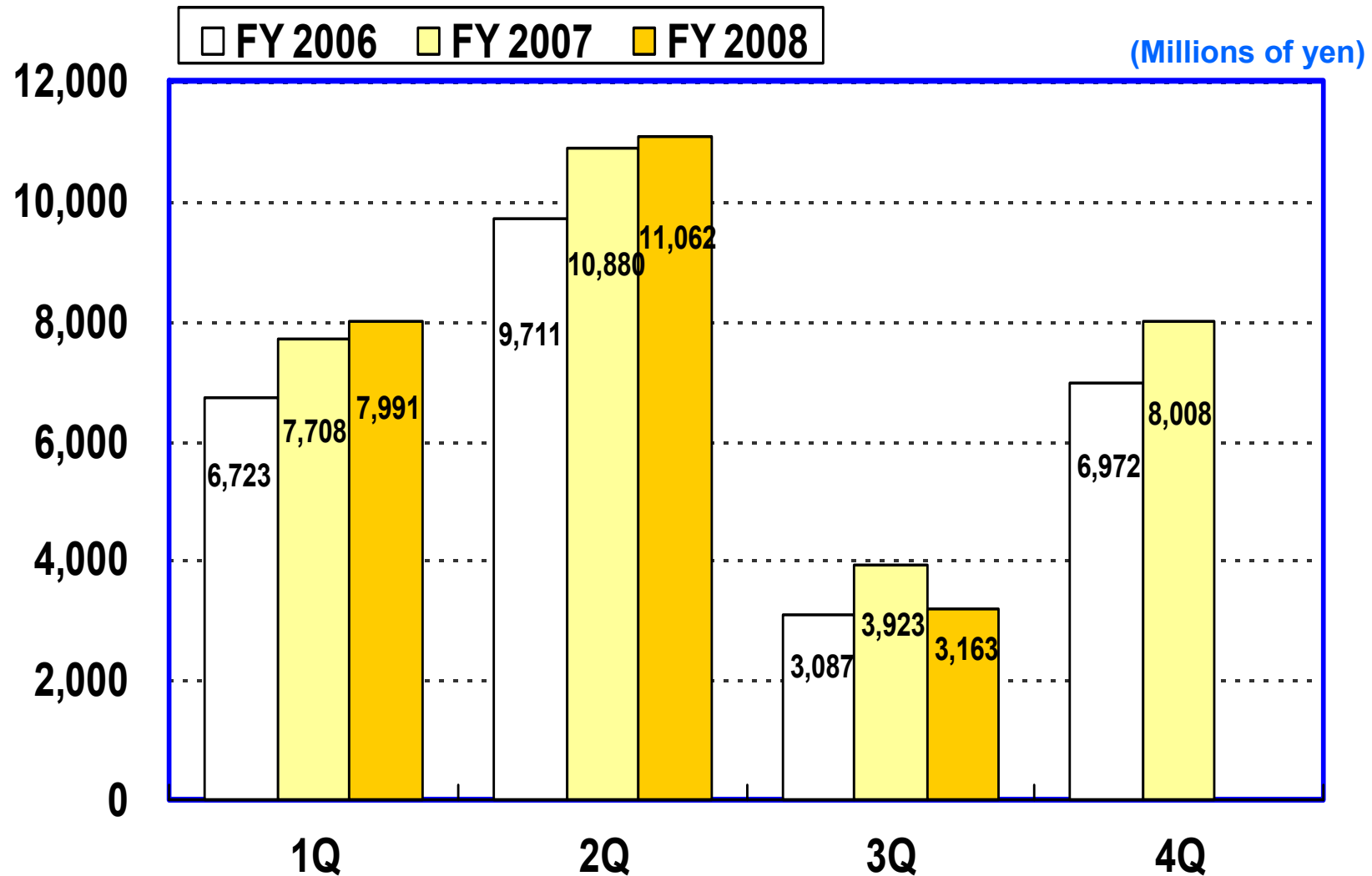
Consolidated

Quarterly change of Net sales



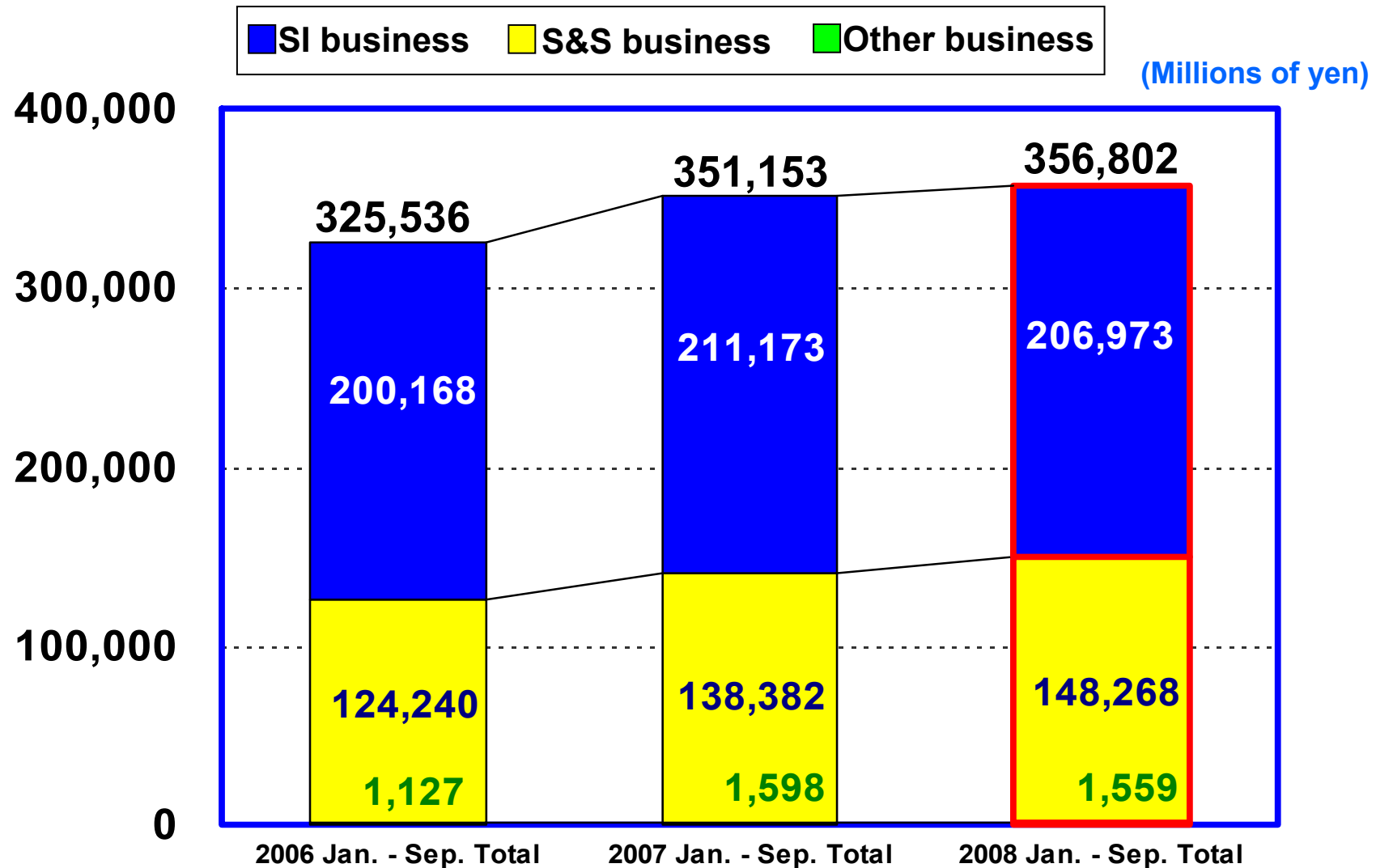
Consolidated

Quarterly change of Recurring profit

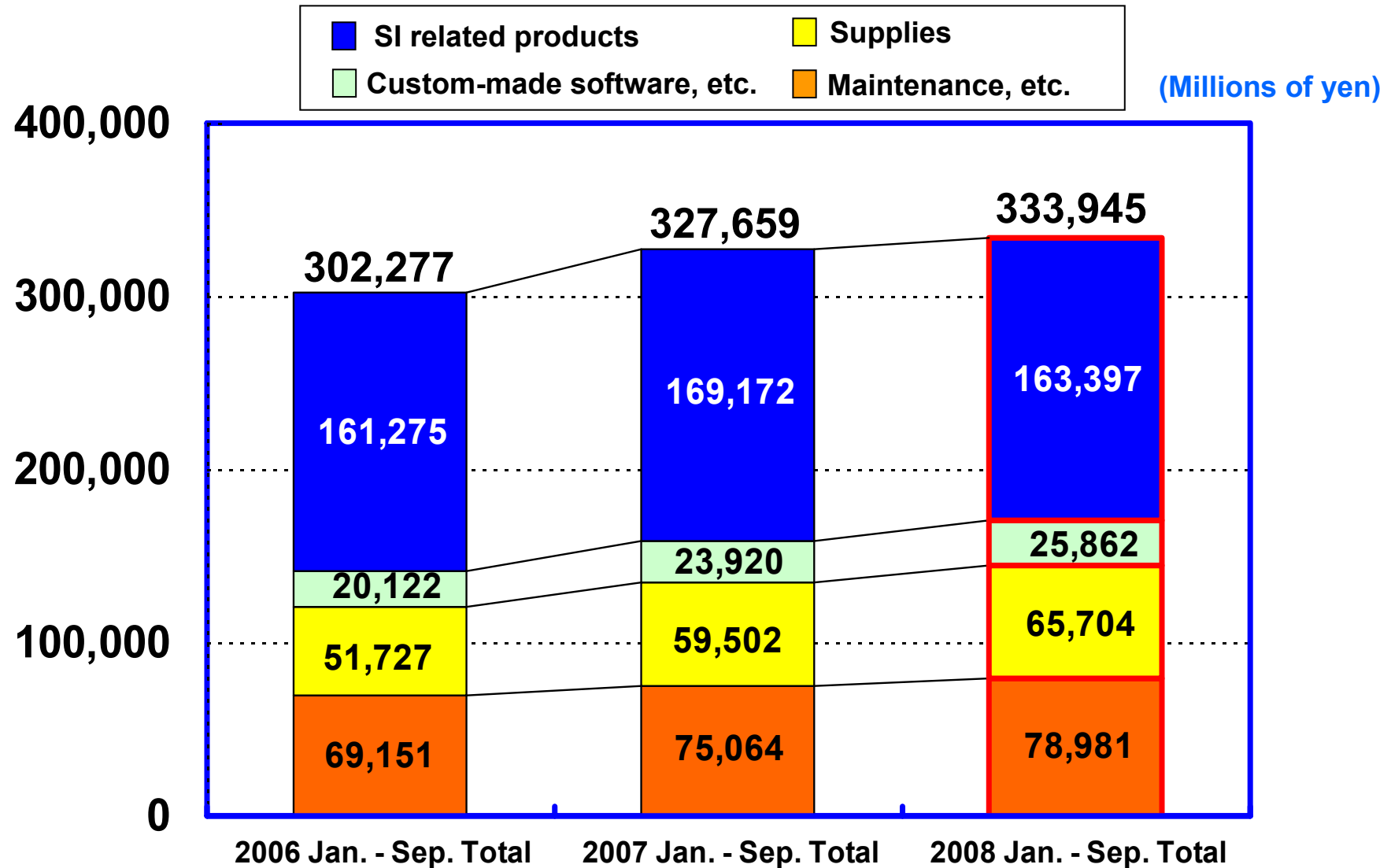


Consolidated

Net sales by segments

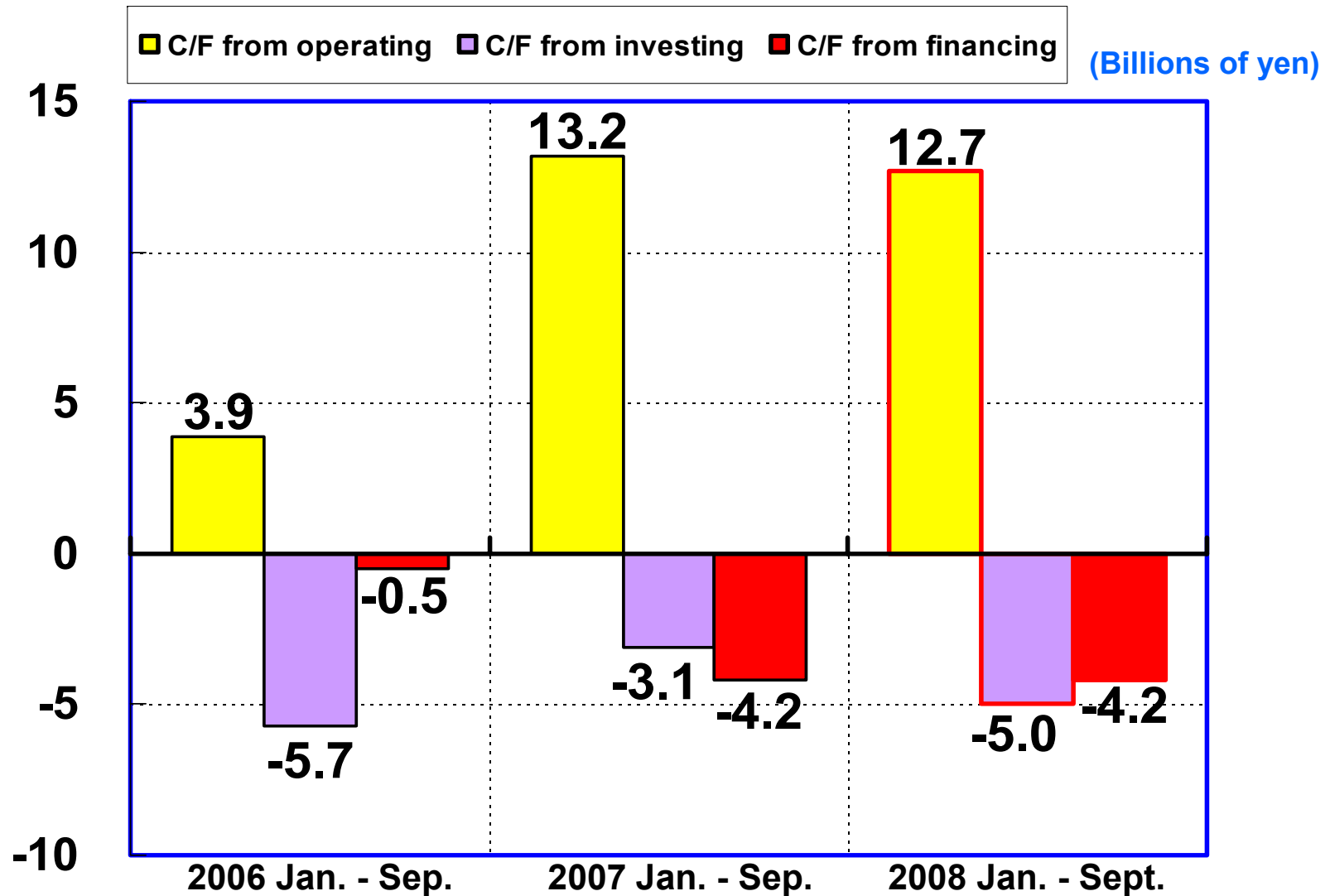


Net sales by 4 segments



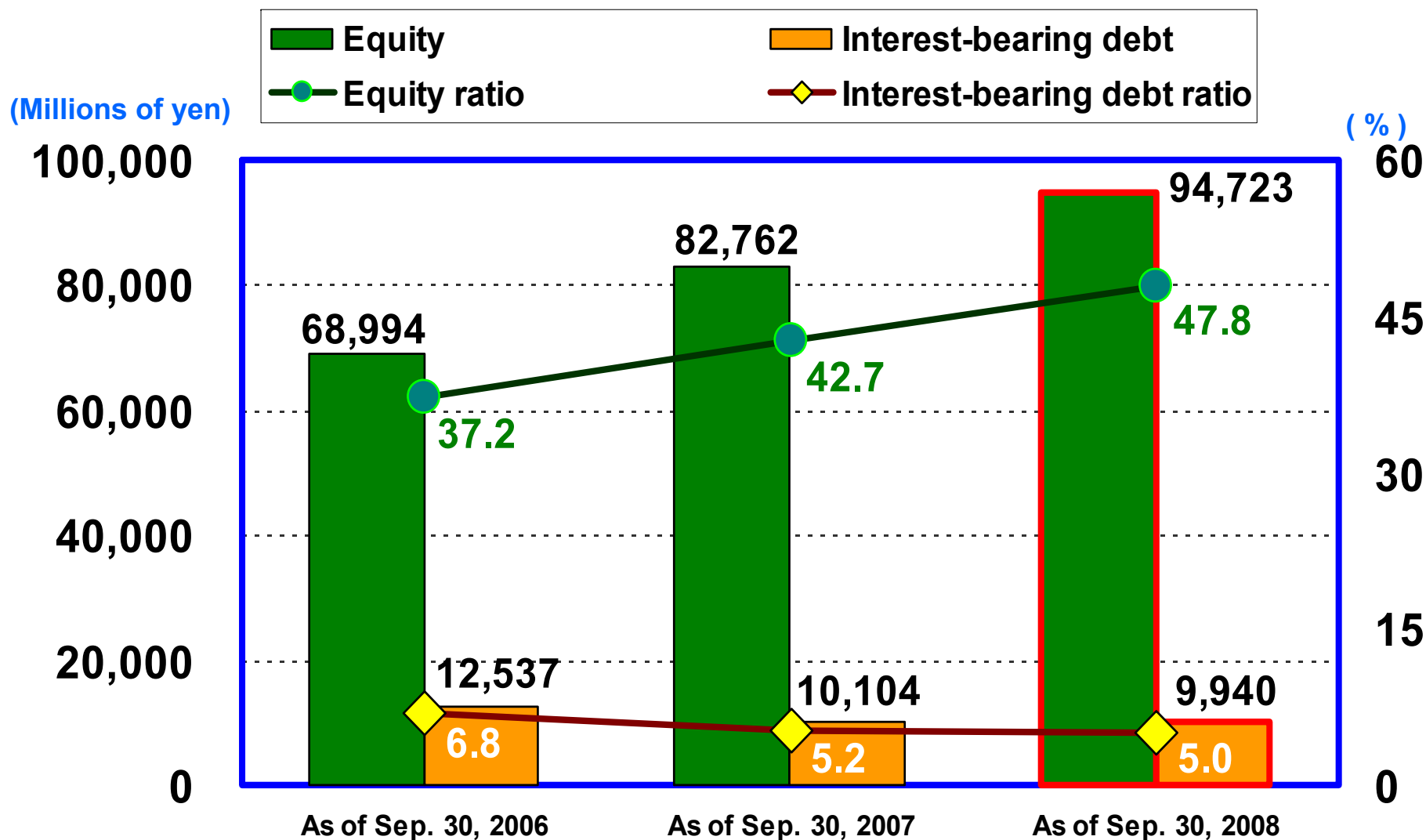
Consolidated

Cash flows



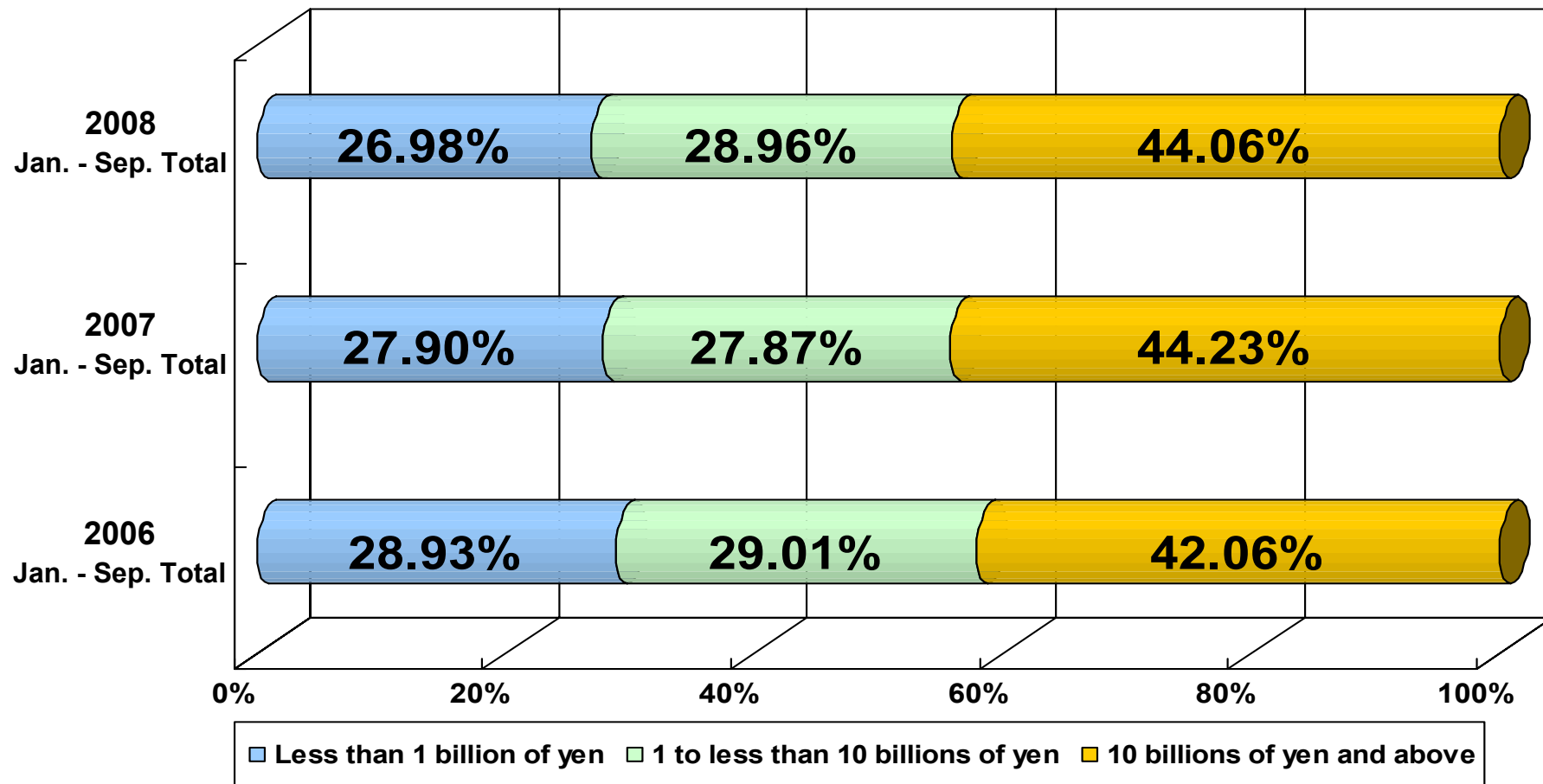
Consolidated

Equity and Interest-bearing debt



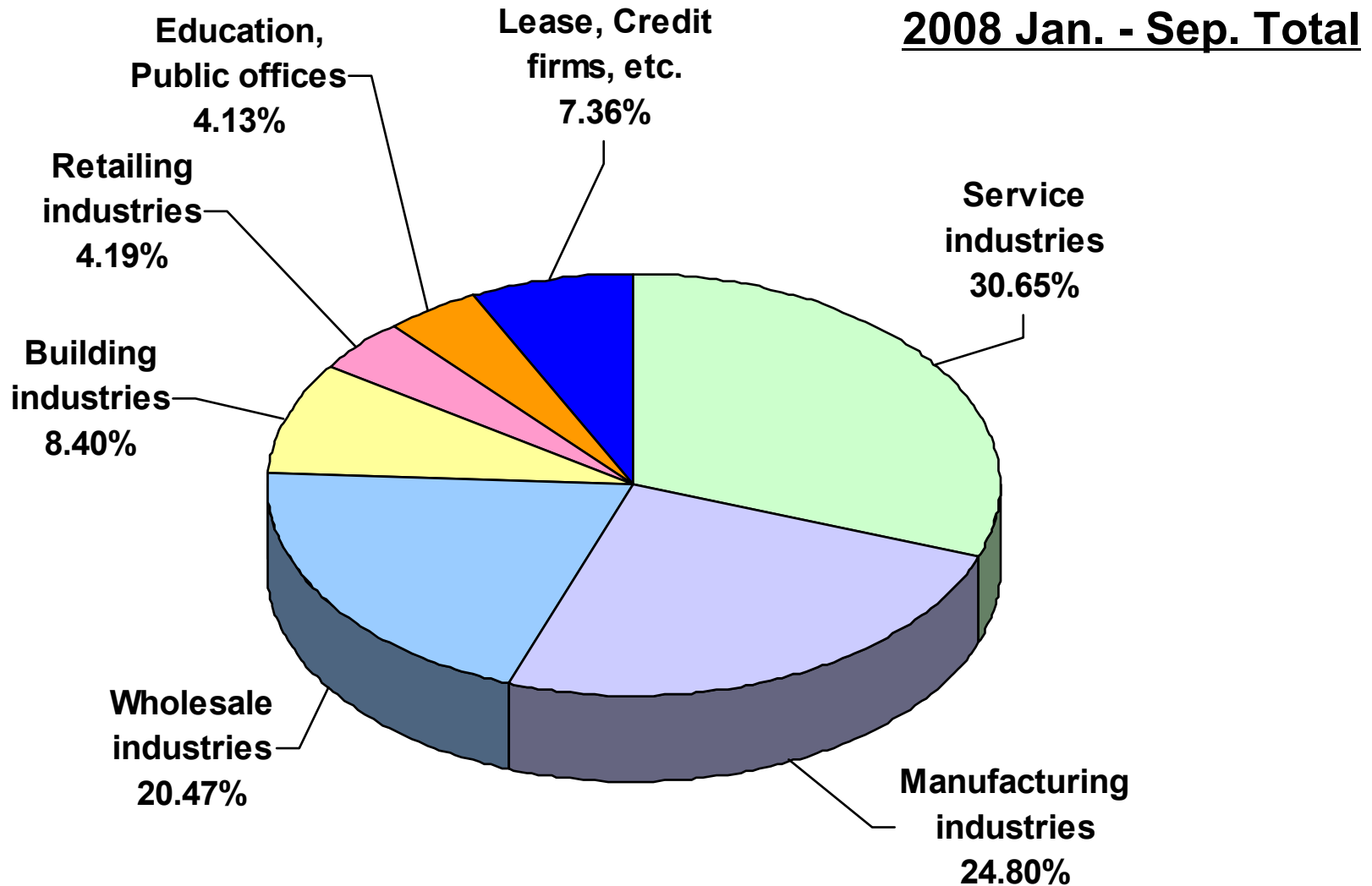
Non-Consolidated

Net sales structure on customers' total annual business scale



Non-Consolidated

Sales breakdown by customers' type of industry





Key strategic business

<Amount of Sales>

(Millions of yen)

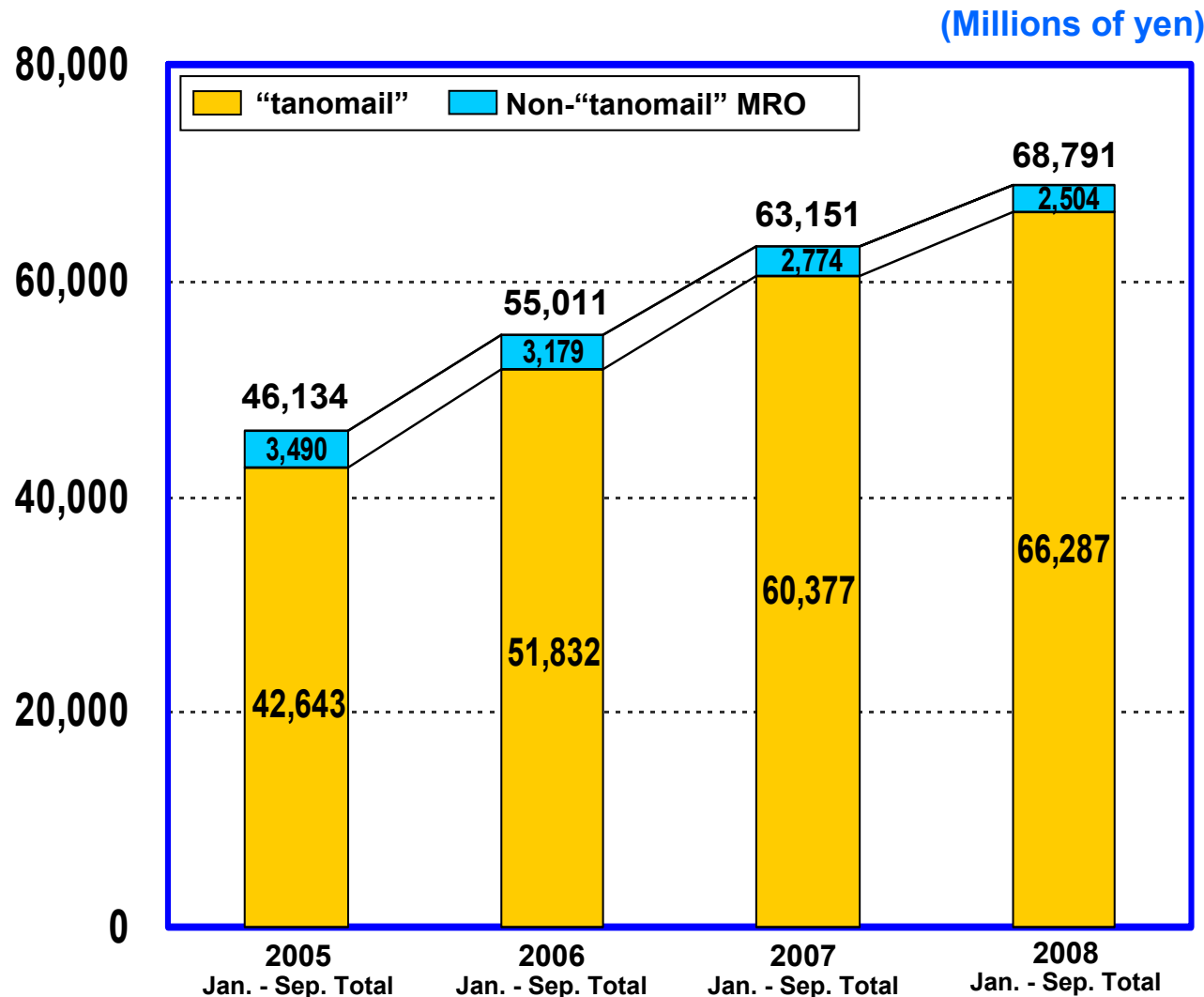
	2006 Jan. - Sep. Total	2007 Jan. - Sep. Total		2008 Jan. - Sep. Total		
	Amount	Amount	Change to Last year	Amount	Difference to Last year	Change to Last year
MRO	55,011	63,151	+14.8%	68,791	+5,639	+8.9%
SMILE (software)	5,196	5,097	-1.9%	4,992	-105	-2.1%
ODS21	25,320	28,114	+11.0%	28,211	+97	+0.3%
OSM	19,696	29,306	+48.8%	32,870	+3,563	+12.2%

<Number of Sales>

(Units)

Copier	22,805	22,976	+0.7%	22,702	-274	-1.2%
(of which Color copier)	13,711	15,143	+10.4%	15,706	+563	+3.7%
Server	28,140	26,880	-4.5%	25,423	-1,457	-5.4%
PC	408,821	353,929	-13.4%	389,326	+35,397	+10.0%

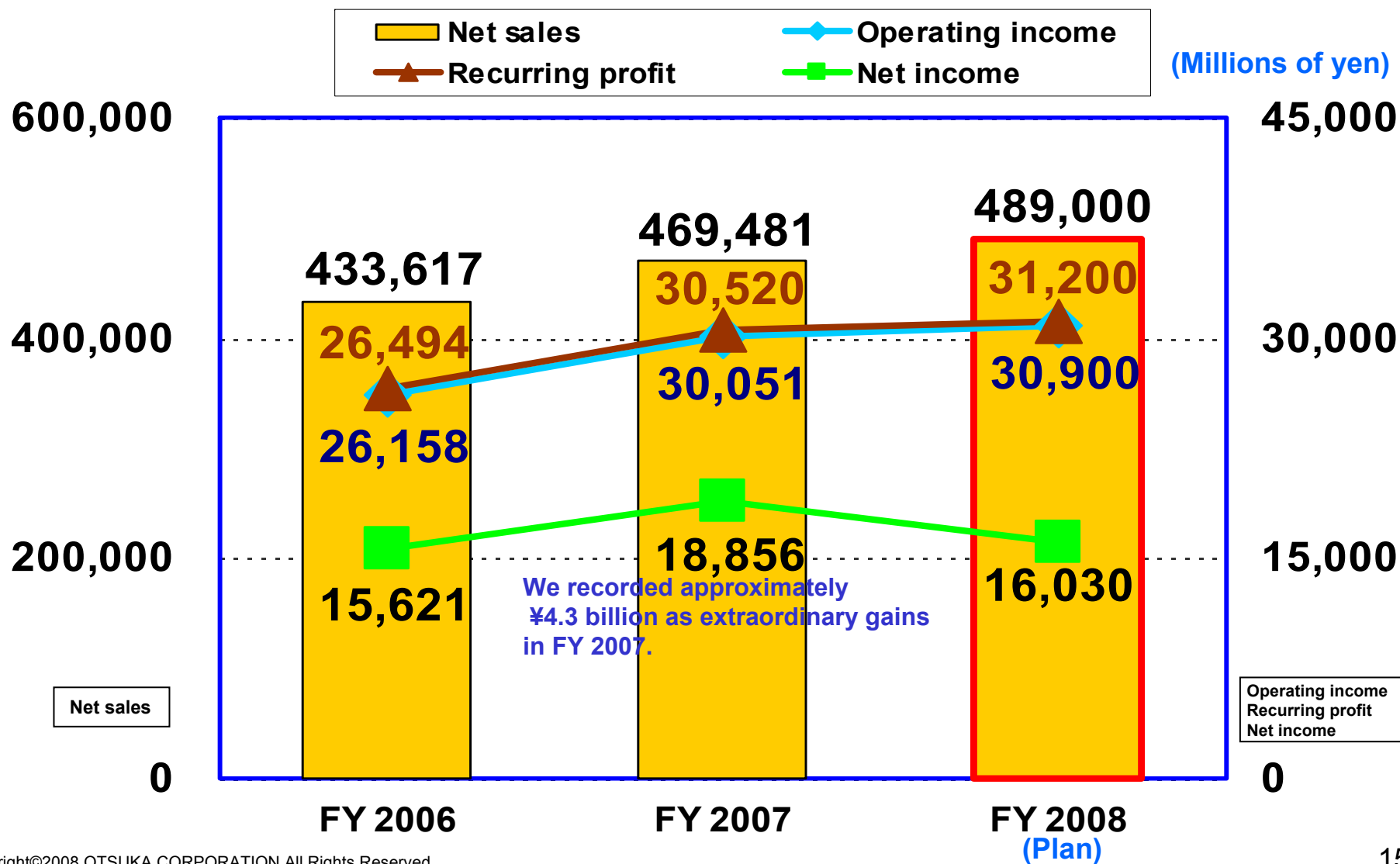
Sales change of MRO business



- 2008 Jan. - Sep. Total
Sales change to last year
- MRO Business +8.9%
 - "tanomail" +9.8%
 - "tanomail" proportion within MRO 96.4%
 - MRO Business 68.7 Billion Yen
 - "tanomail" 66.2 Billion Yen

Consolidated

Plans of Net sales and profit





Cautionary statement

1. Our quarterly business performance shown here has not been audited by Independent Auditors.
2. This material is intended to provide information about the business performance of the 3rd quarter of fiscal year 2008 and strategy of the OTSUKA CORPORATION and Group companies. It is not intended and should not be construed as an inducement to purchase or sell stocks of OTSUKA CORPORATION.
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