



Fiscal year ending December 2009
Nine months (January – September)
Business Results

October 29, 2009

OTSUKA CORPORATION

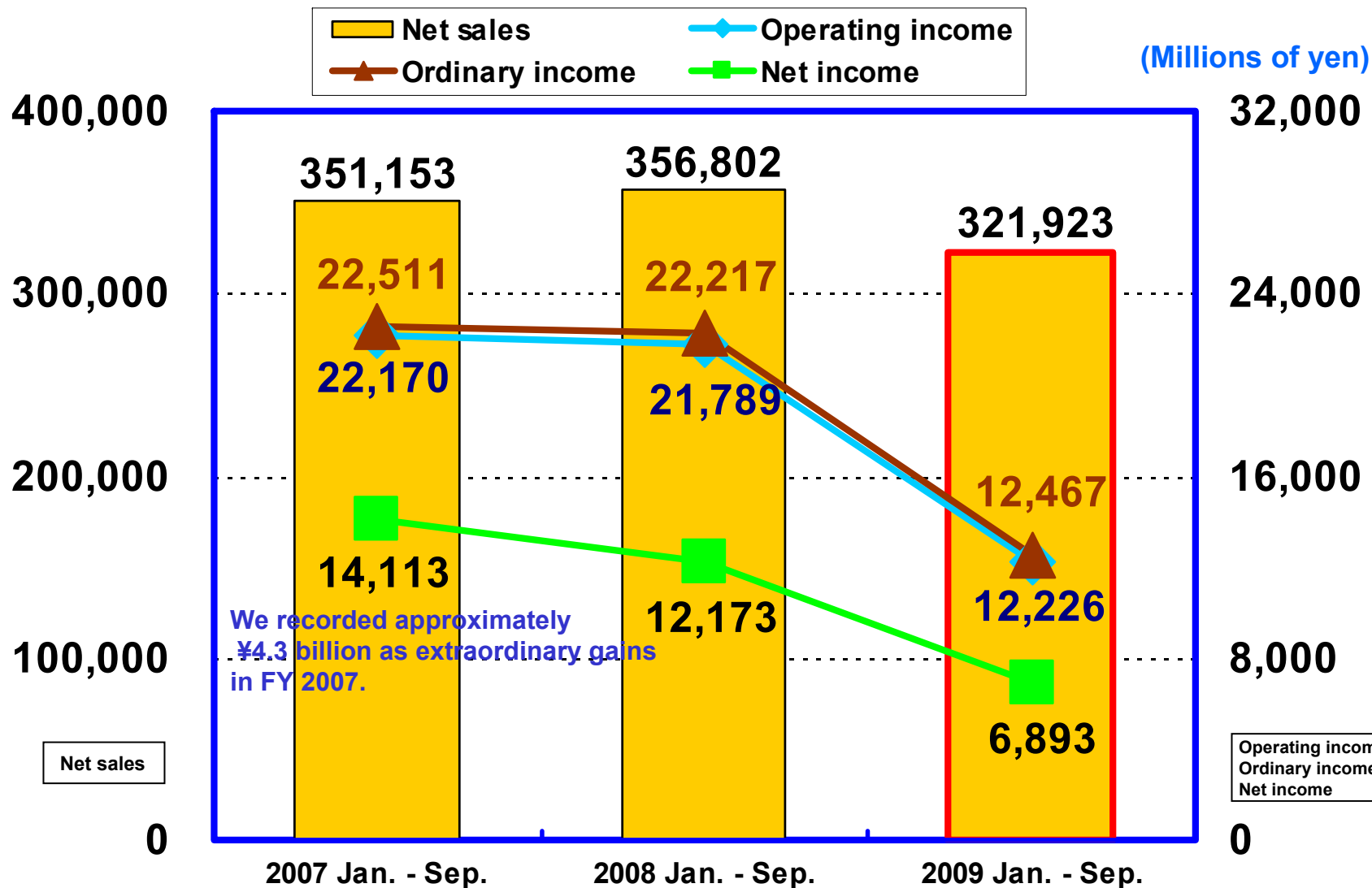
Summary of Business Results, January – September, 2009

(Millions of yen)

	Consolidated		Non-Consolidated	
	Amount	Change to Last year	Amount	Change to Last year
Net sales	321,923	-9.8%	301,504	-9.7%
Operating income	12,226	-43.9%	11,036	-45.8%
Ordinary income	12,467	-43.9%	11,568	-44.8%
Net income	6,893	-43.4%	6,609	-43.2%

Consolidated

Net sales and Profits



External Environment

Economy entered recovery phase but is still facing harsh conditions.

Exports and production are picking up, however, the resilience is weak due to a decline in domestic demand

Business confidence improved in certain areas and corporate bankruptcies are diminishing

Medium- and small-sized companies still facing harsh conditions

Companies are continuously cutting back on investment in facilities and equipments

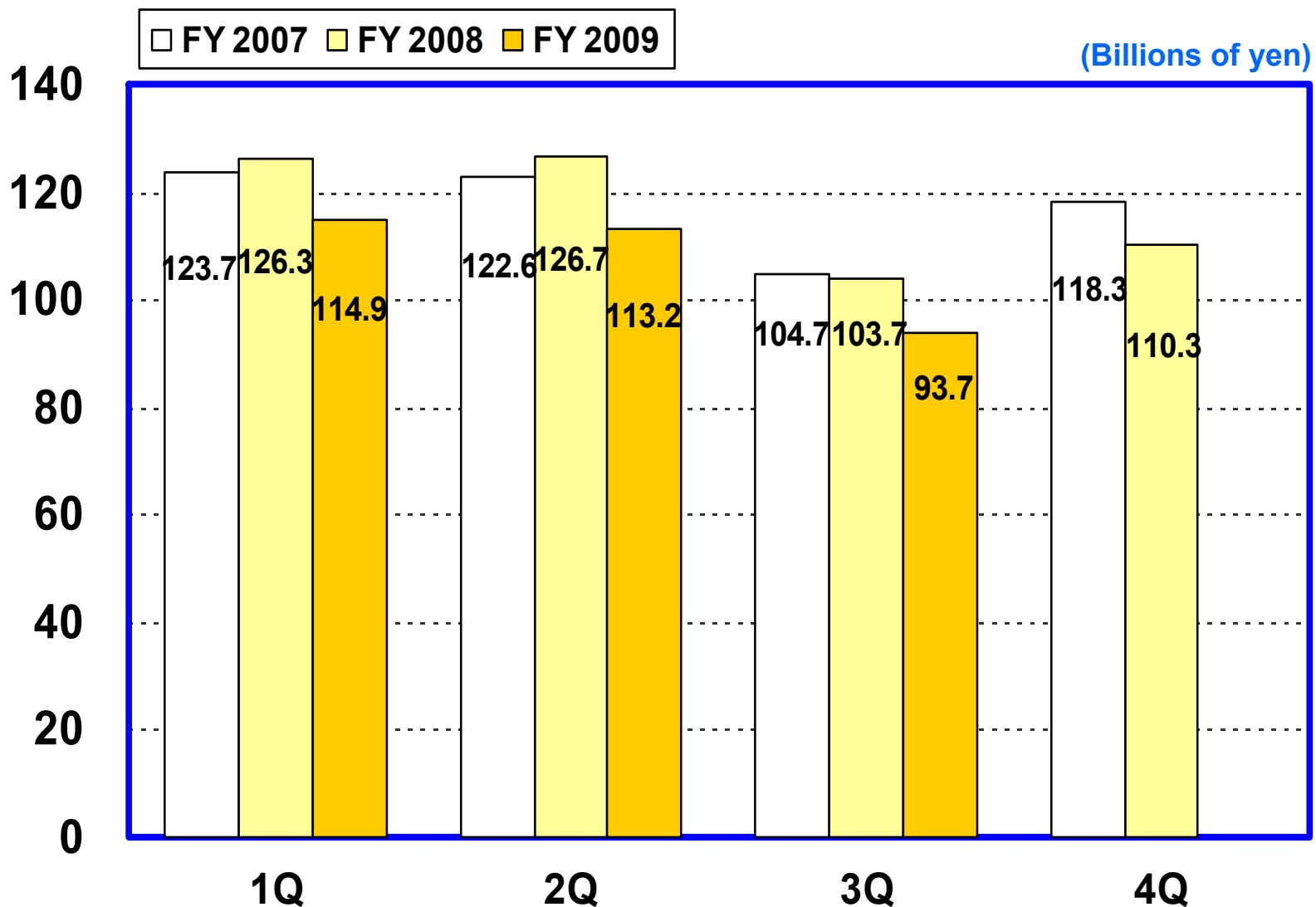
Despite the need for IT utilization, IT investments are continuously being curtailed.

OTSUKA Group's Activities

- **System proposals that lead to cost reductions, improvement of productivity and strengthening of competitiveness**
- **Enhancement of community-based sales structure**
- **Focus on “tanomail”**
- **New business activities**

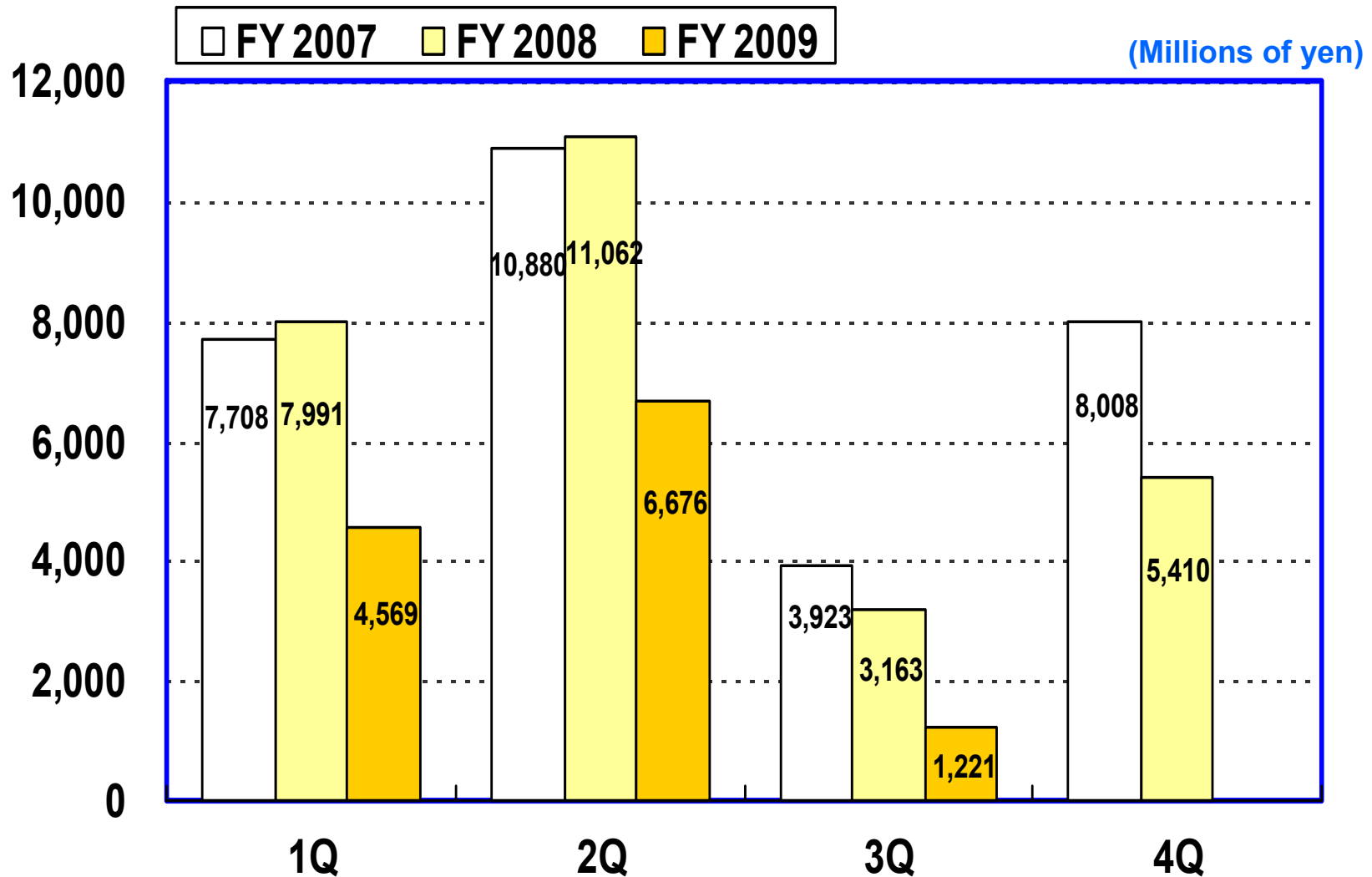
Consolidated

Quarterly change of Net sales



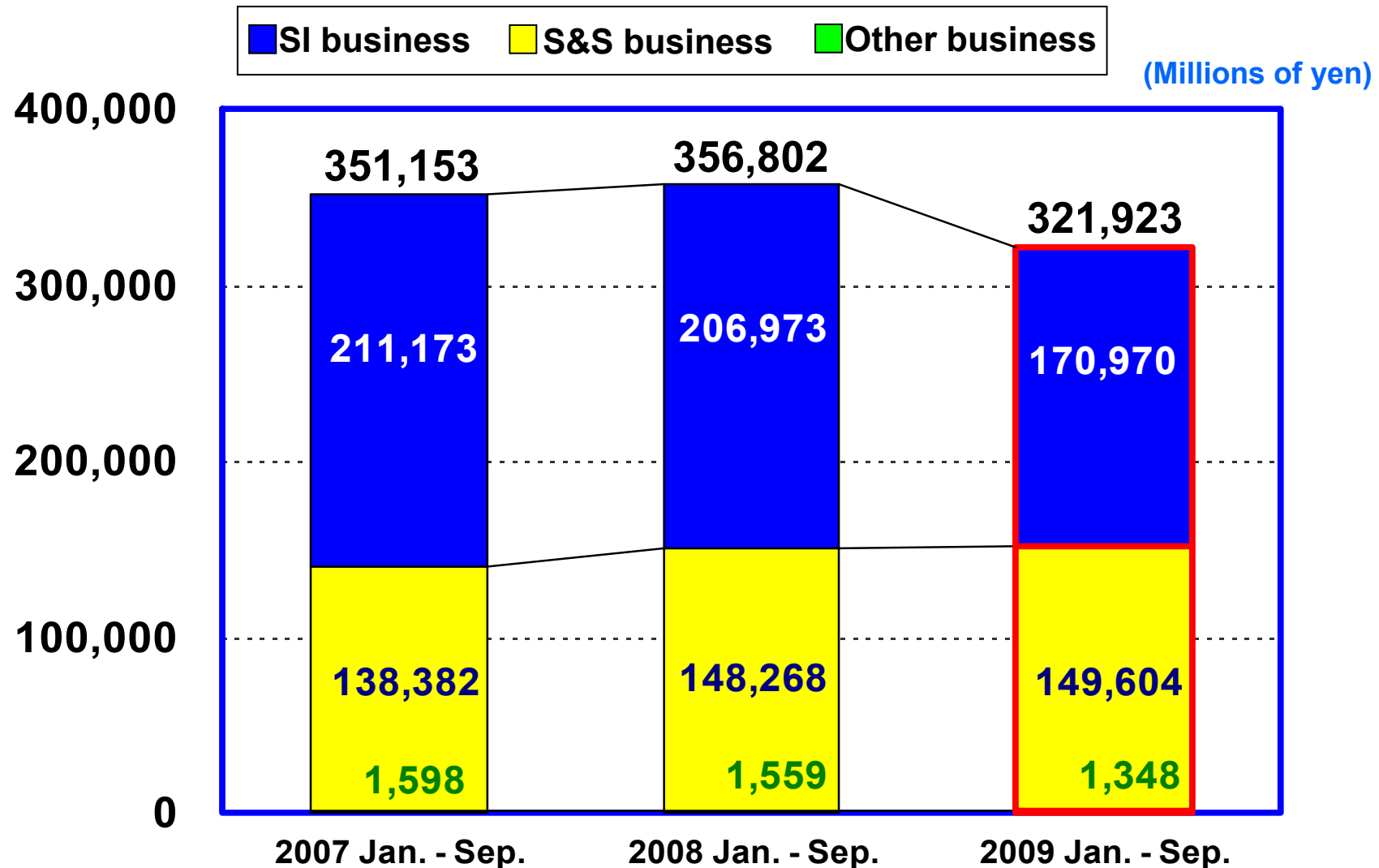
Consolidated

Quarterly change of Ordinary income

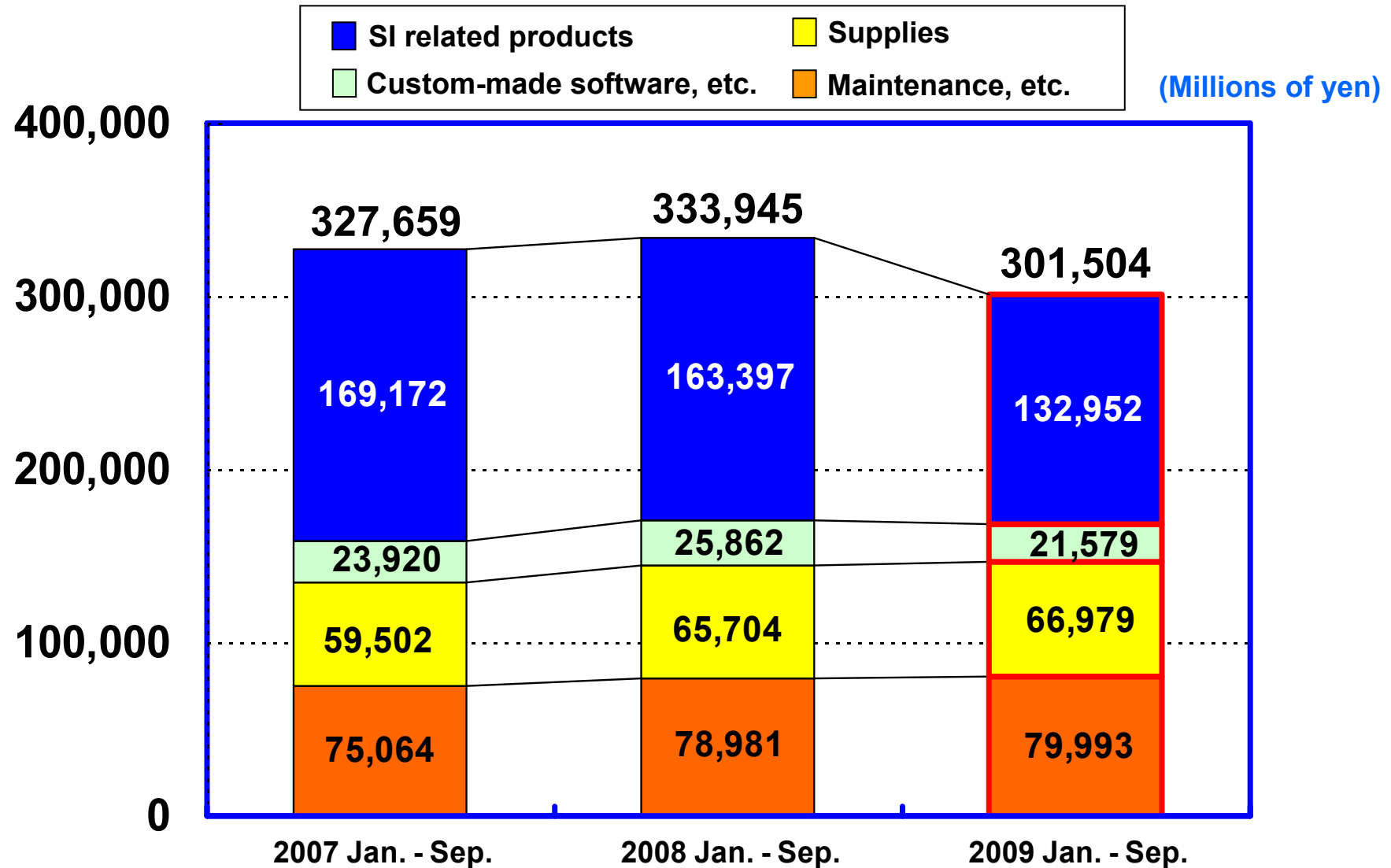


Consolidated

Net sales by segments

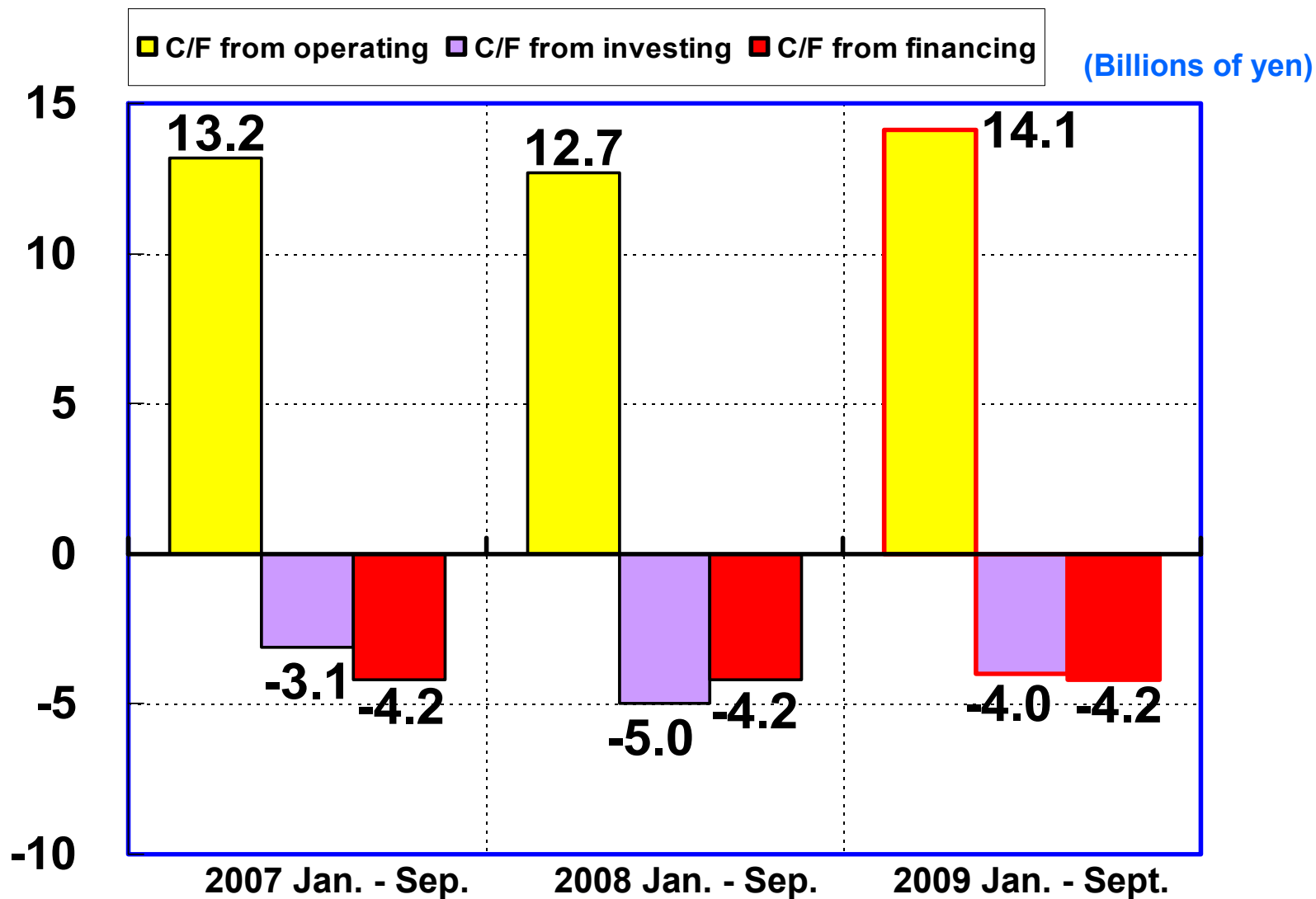


Net sales by 4 segments



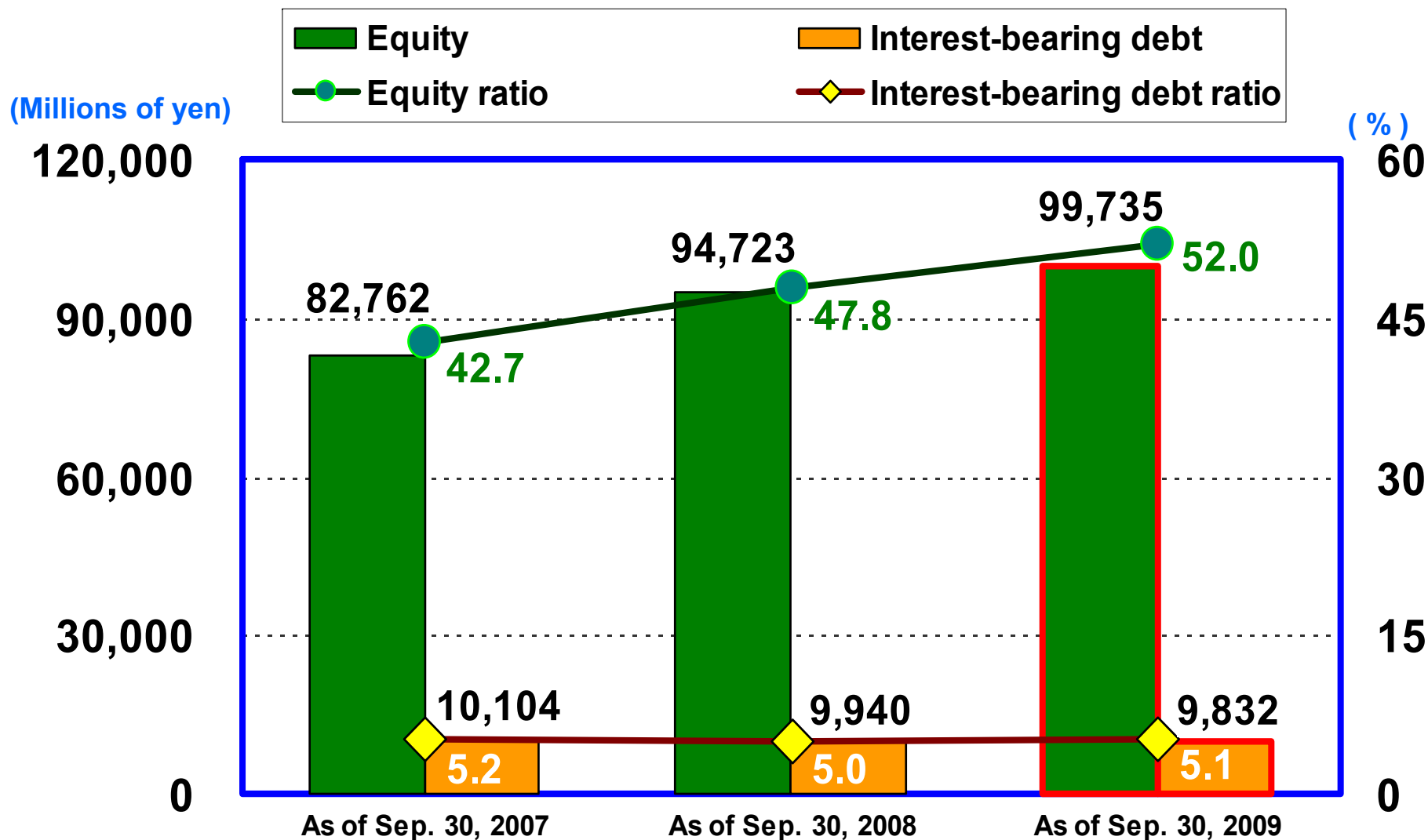
Consolidated

Cash flows



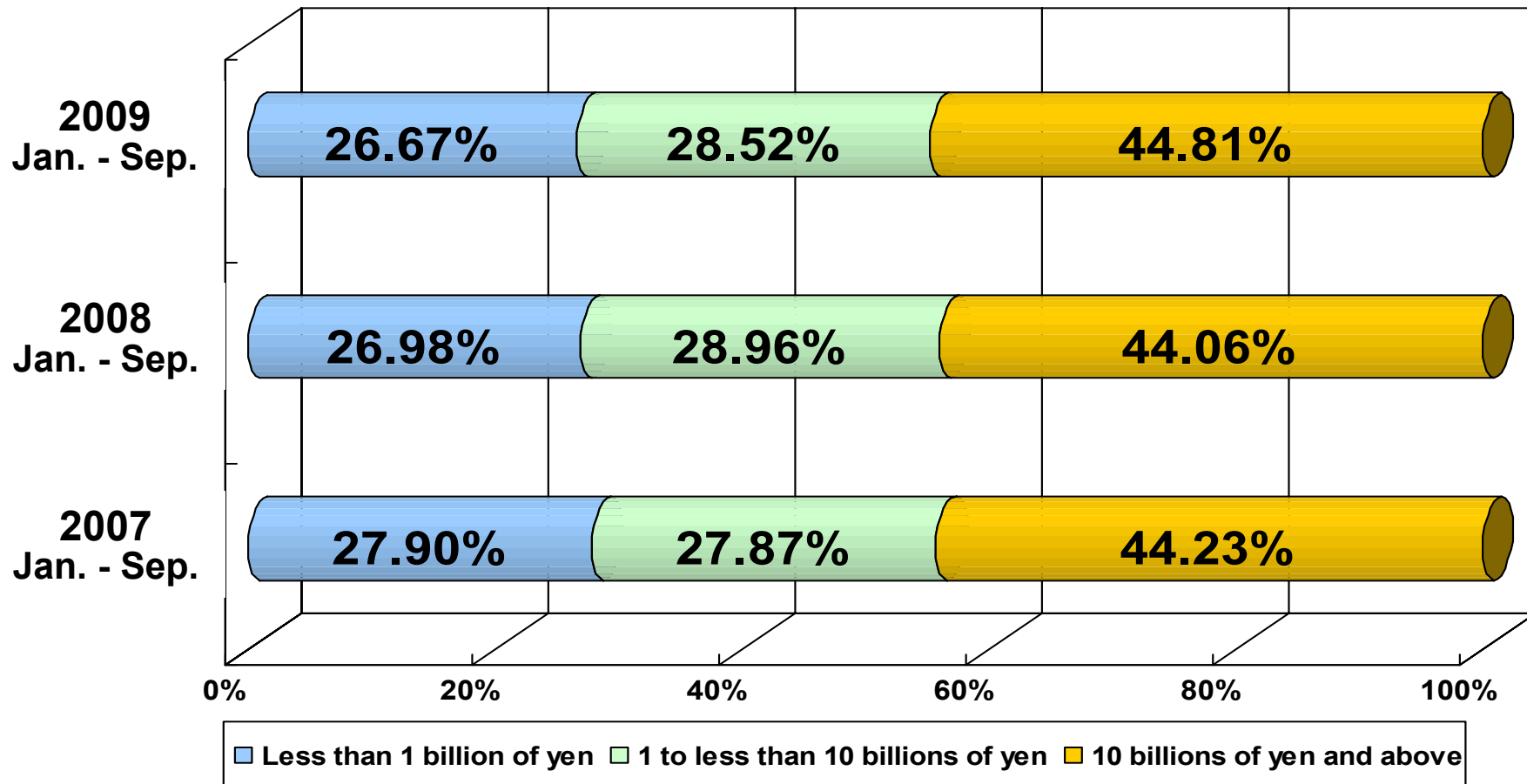
Consolidated

Equity and Interest-bearing debt



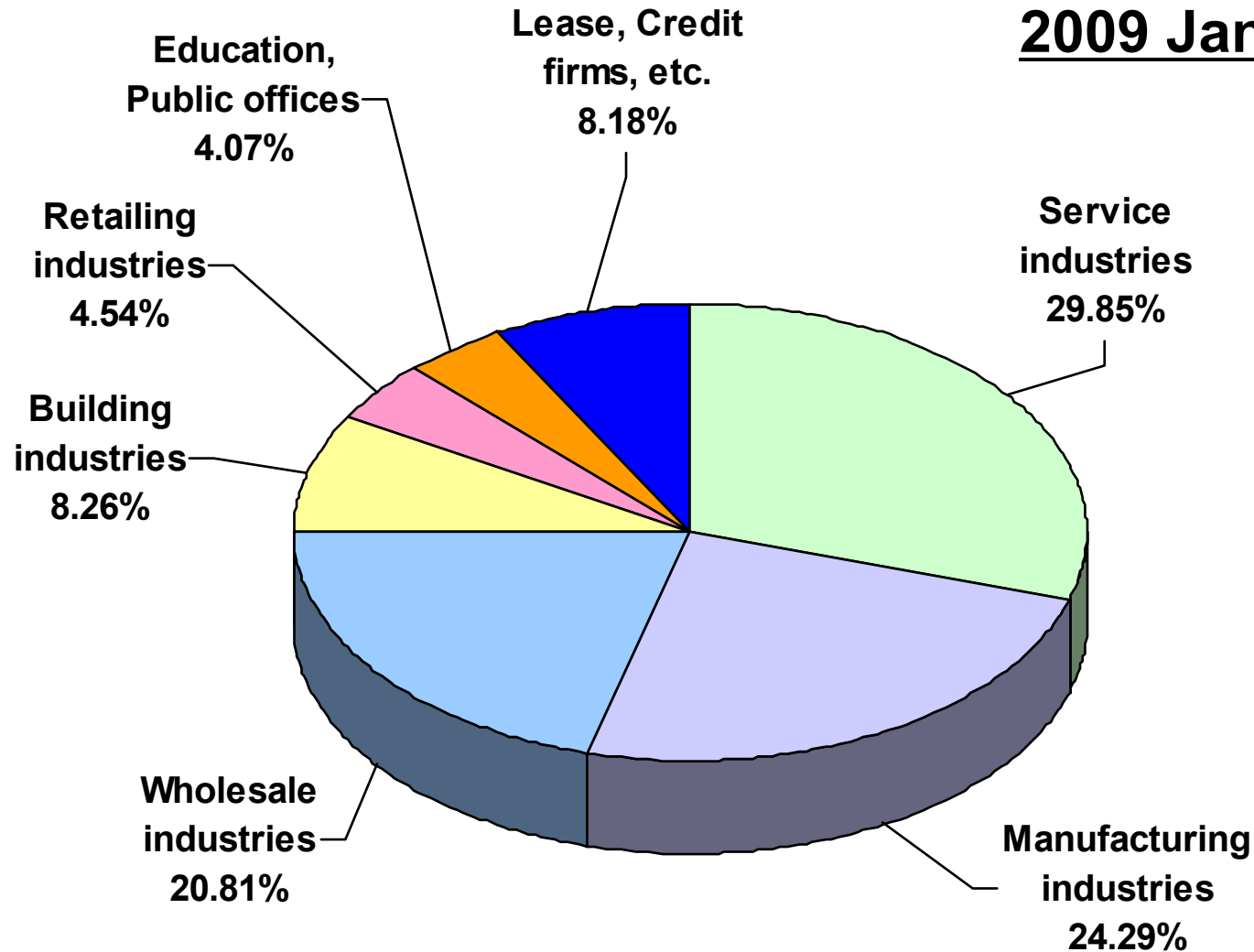
Non-Consolidated

Net sales structure on customers' total annual business scale



Sales breakdown by customers' type of industry

2009 Jan. – Sep.





Key strategic business

<Amount of Sales>

(Millions of yen)

	2007 Jan. - Sep.	2008 Jan. - Sep.		2009 Jan. - Sep.		
	Amount	Amount	Change to Last year	Amount	Difference to Last year	Change to Last year
MRO	63,151	68,791	+8.9%	69,820	+1,029	+1.5%
SMILE (software)	5,097	4,992	-2.1%	4,613	-378	-7.6%
ODS21	28,114	28,211	+0.3%	24,543	-3,668	-13.0%
OSM	29,306	32,870	+12.2%	30,573	-2,297	-7.0%

<Number of Sales>

(Units)

Copier	22,976	22,702	-1.2%	18,802	-3,900	-17.2%
(of which Color copier)	15,143	15,706	+3.7%	14,026	-1,680	-10.7%
Server	26,880	25,423	-5.4%	23,673	-1,750	-6.9%
PC	353,929	389,326	+10.0%	373,692	-15,634	-4.0%

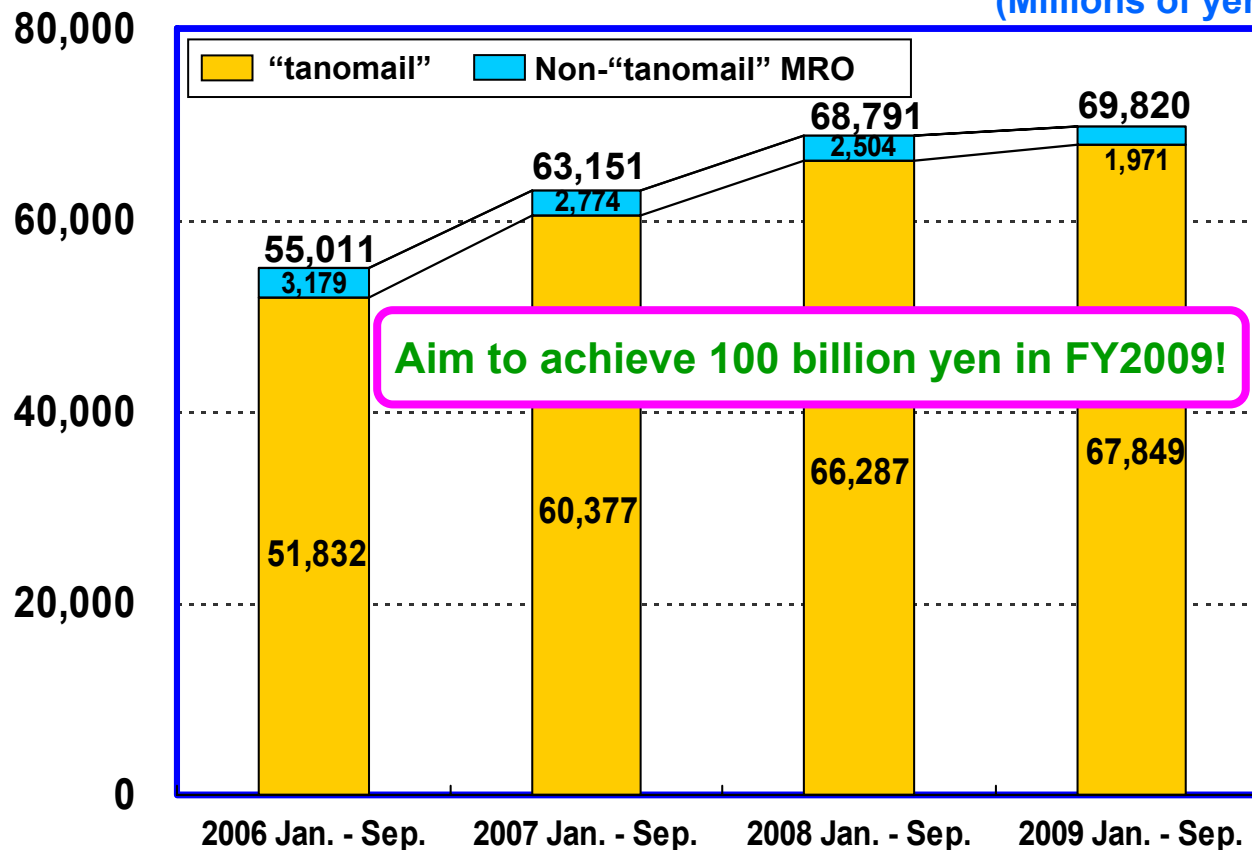
Sales change of MRO business



Execution of Campaign to Commemorate 10th Anniversary of "tanomail"

"Personal tanomail" 5th anniversary campaign currently being implemented

(Millions of yen)

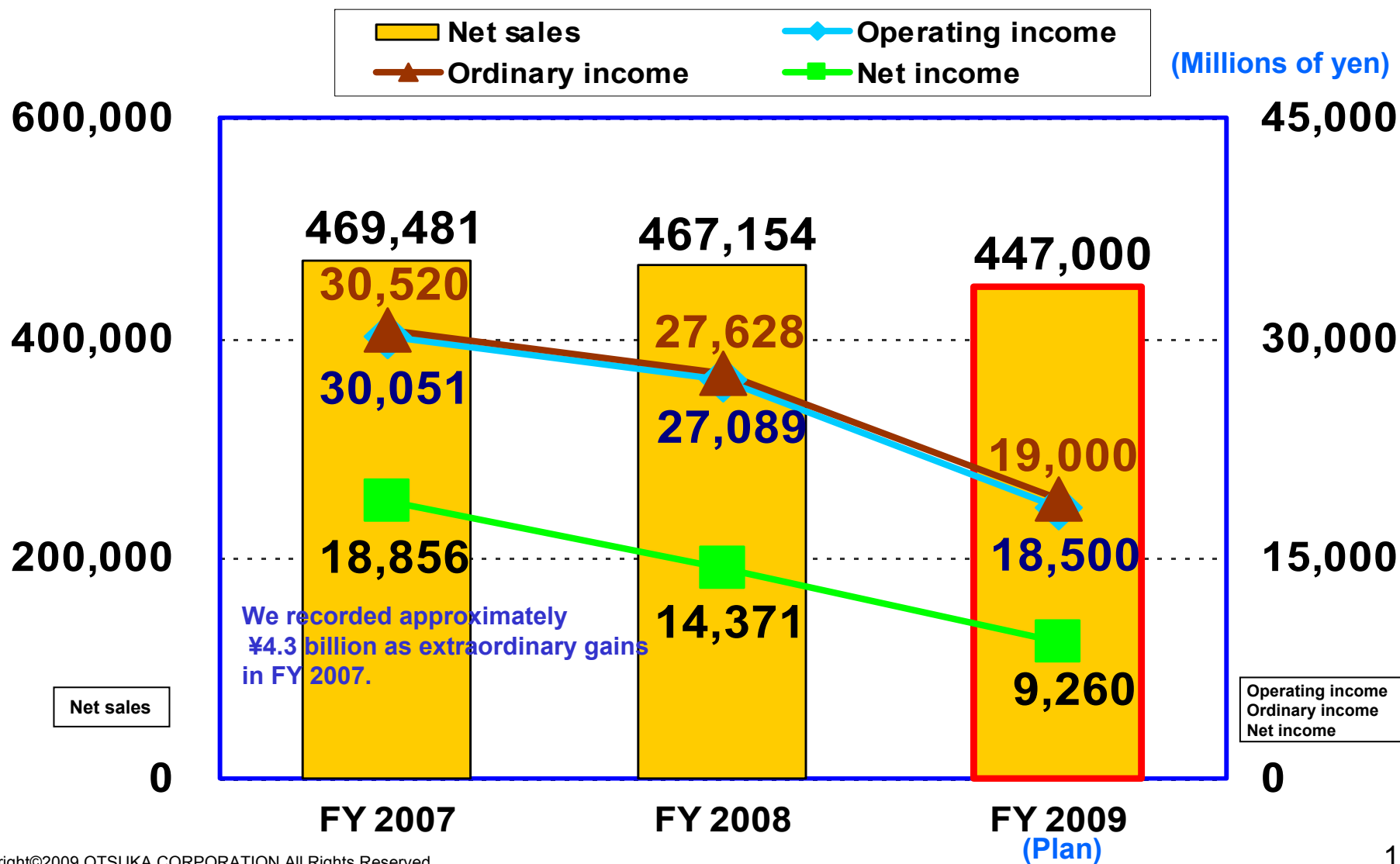


Aim to achieve 100 billion yen in FY2009!

- 2009 Jan. - Sep.**
Sales change to last year
- MRO Business +1.5%
 - "tanomail" +2.4%
 - "tanomail" proportion within MRO 97.2%
 - MRO Business 69.8 Billion Yen
 - "tanomail" 67.8 Billion Yen

Consolidated

Plans of Net sales and profit





Cautionary statement

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