



Fiscal year ending December 2011
First three months
(January – March)
Business Results

April 28, 2011

OTSUKA CORPORATION

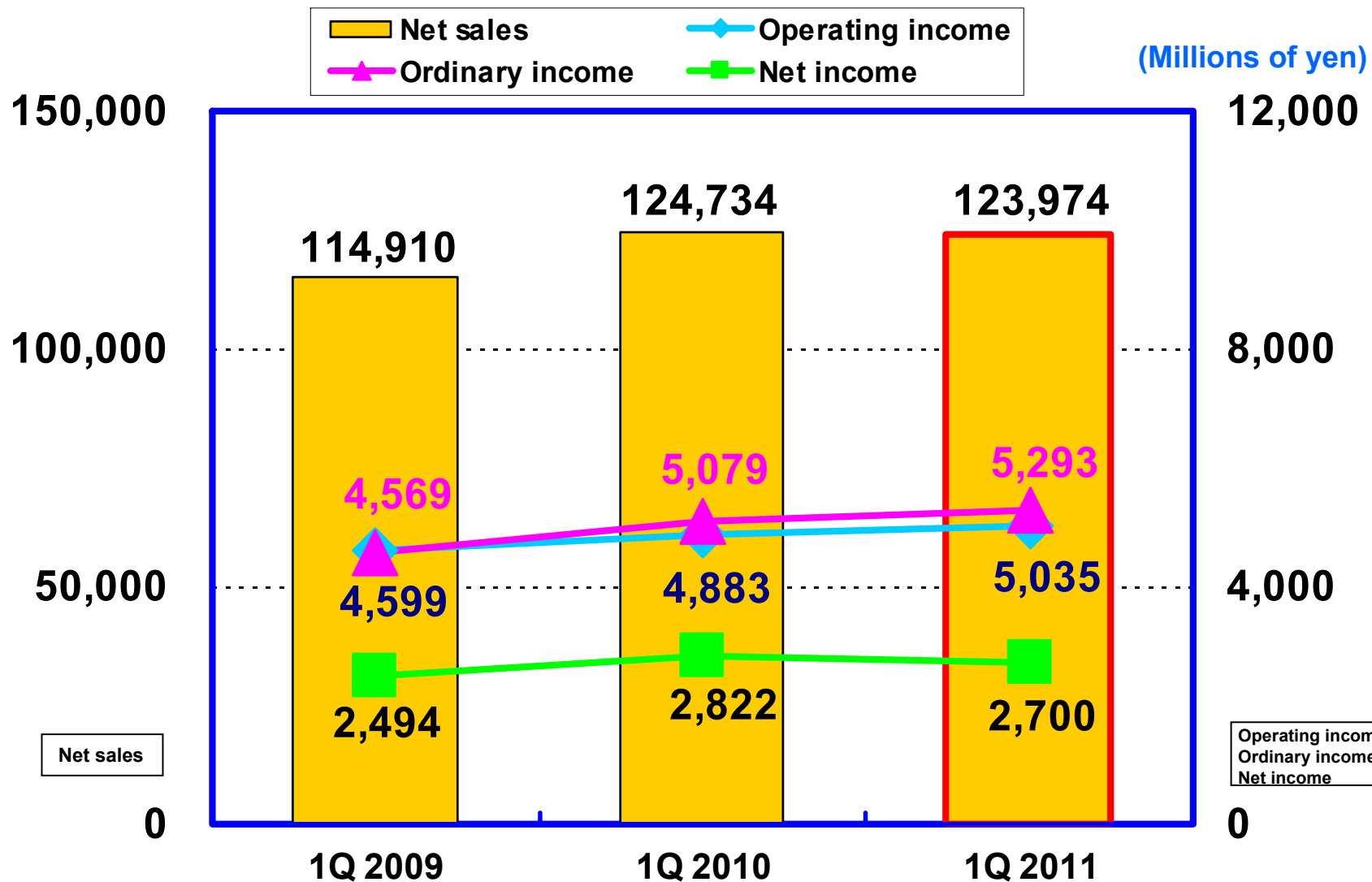
Summary of Business Results, January - March, 2011

(Millions of yen)

	Consolidated		Non-Consolidated	
	Amount	Change to Last year	Amount	Change to Last year
Net sales	123,974	-0.6%	114,998	-1.1%
Operating income	5,035	+3.1%	4,394	+0.5%
Ordinary income	5,293	+4.2%	4,615	+0.4%
Net income	2,700	-4.3%	2,347	-8.5%

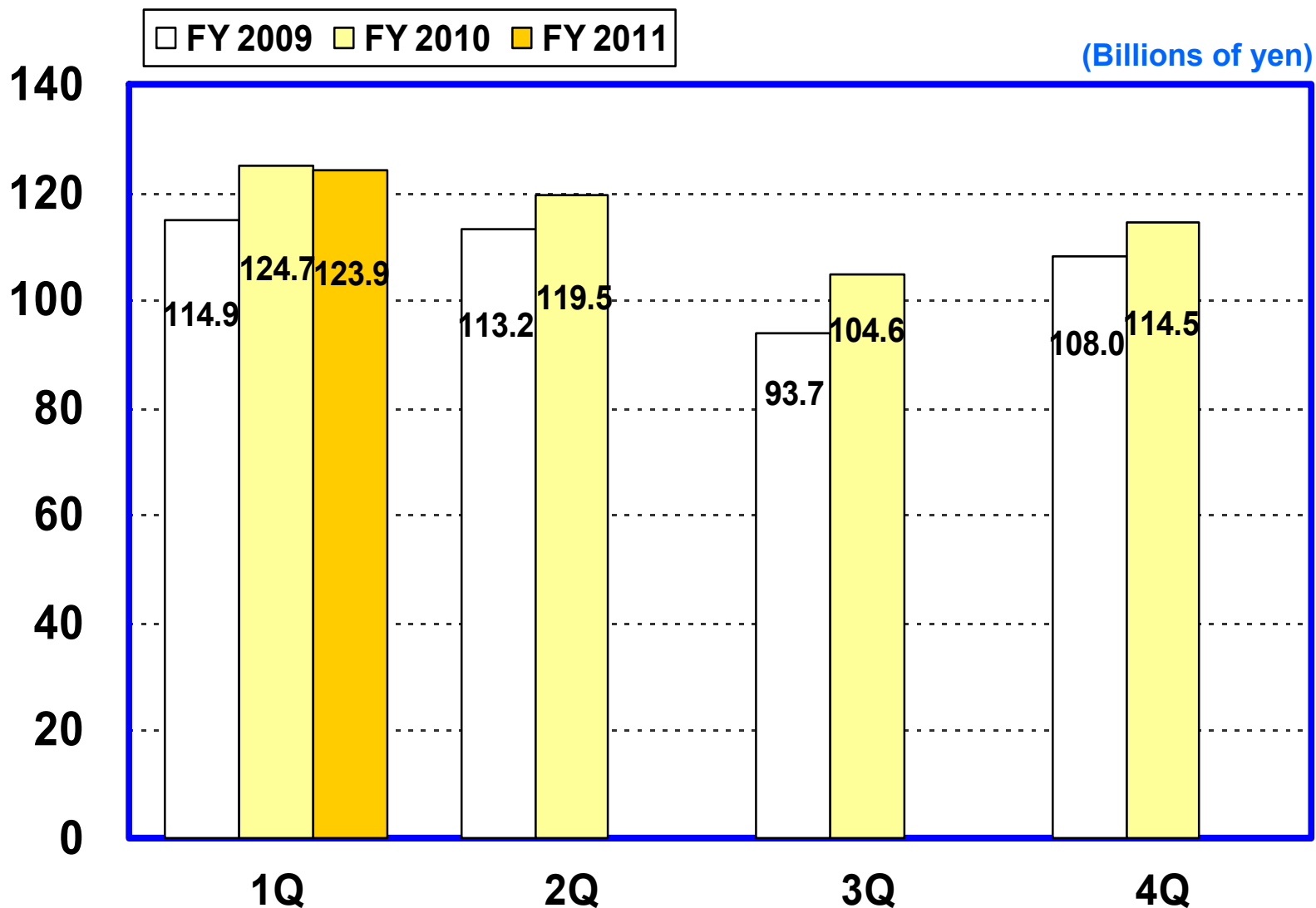
Consolidated

Net sales and Profits



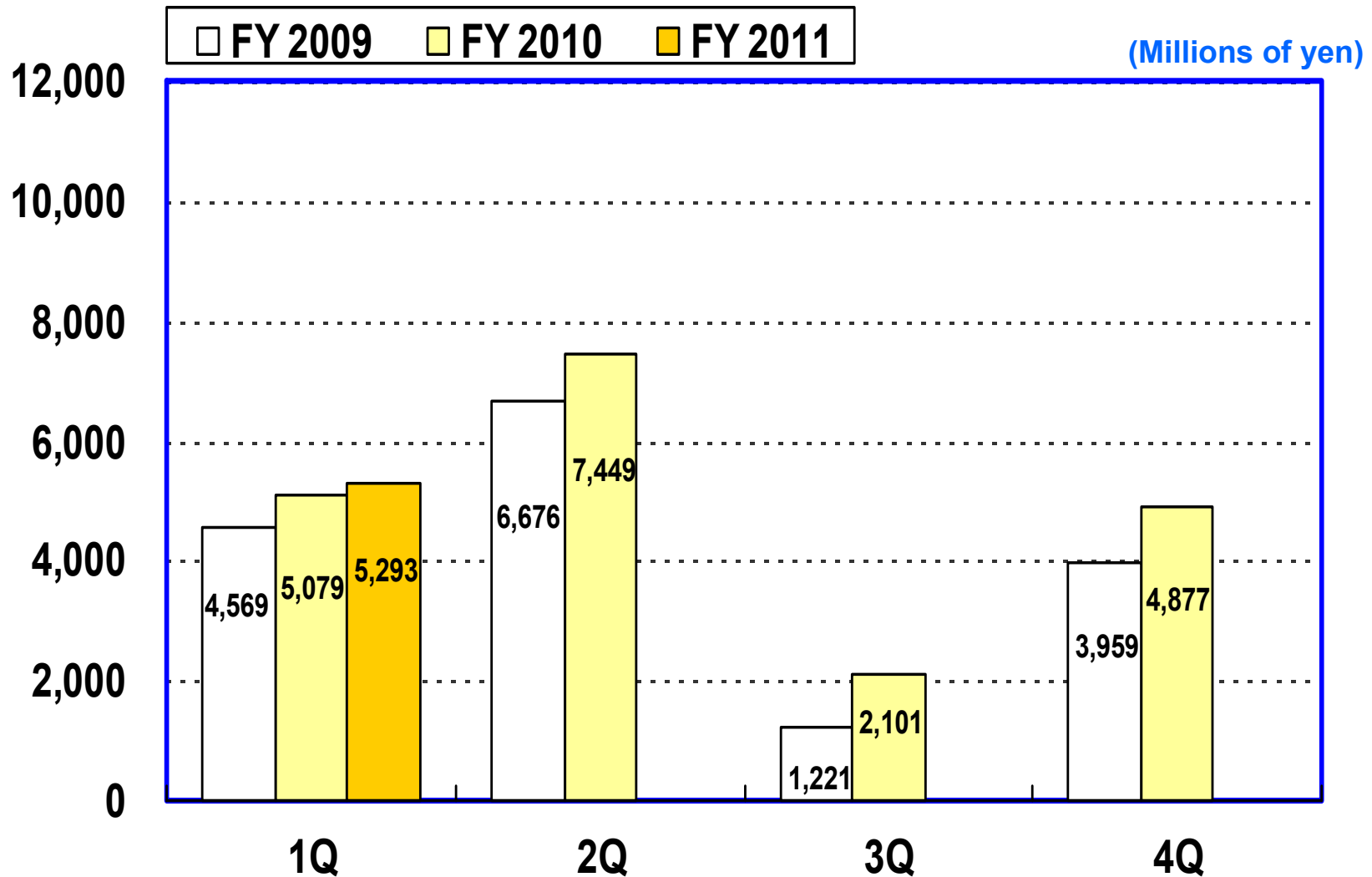
Consolidated

Quarterly change of Net sales



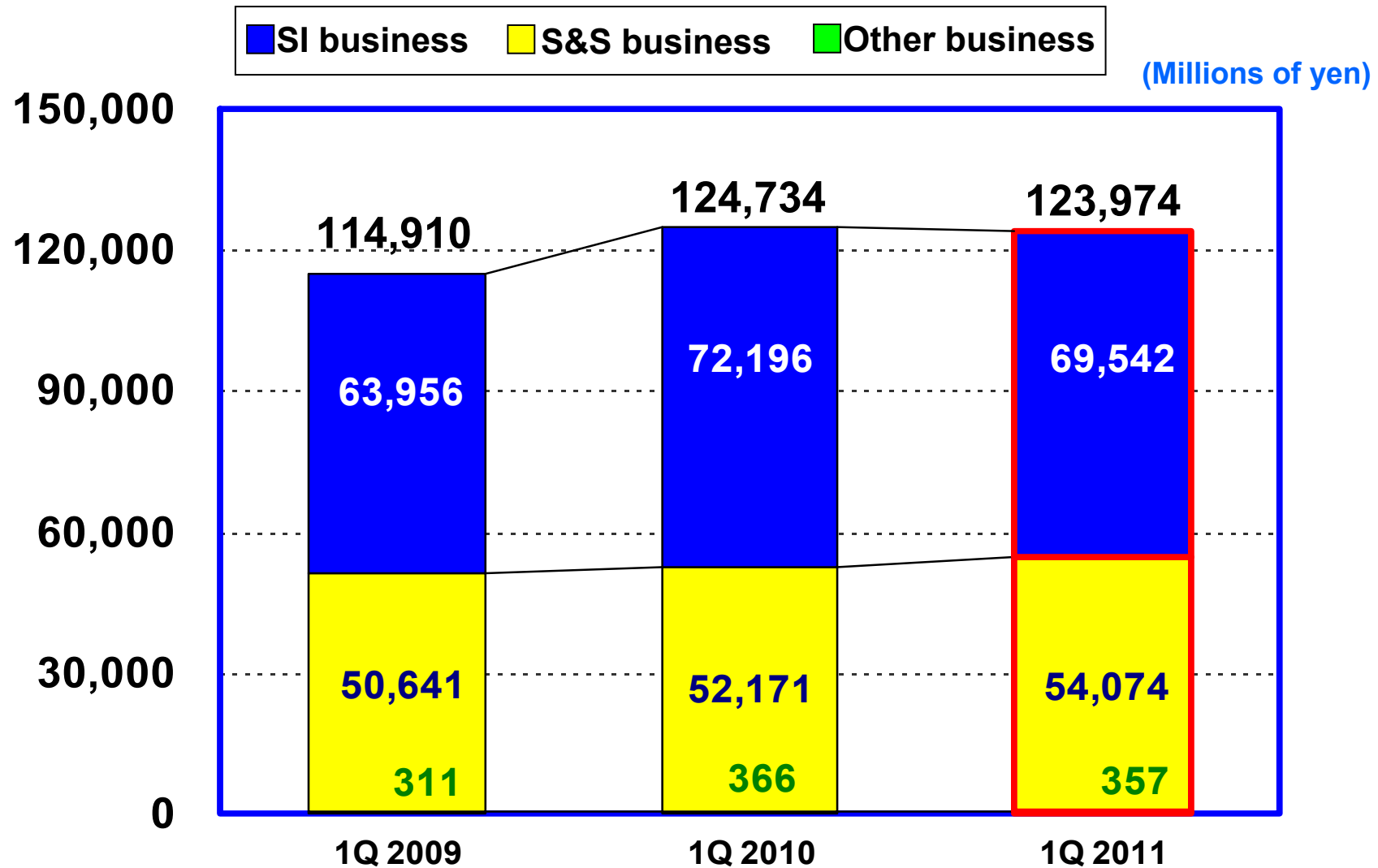
Consolidated

Quarterly change of Ordinary income

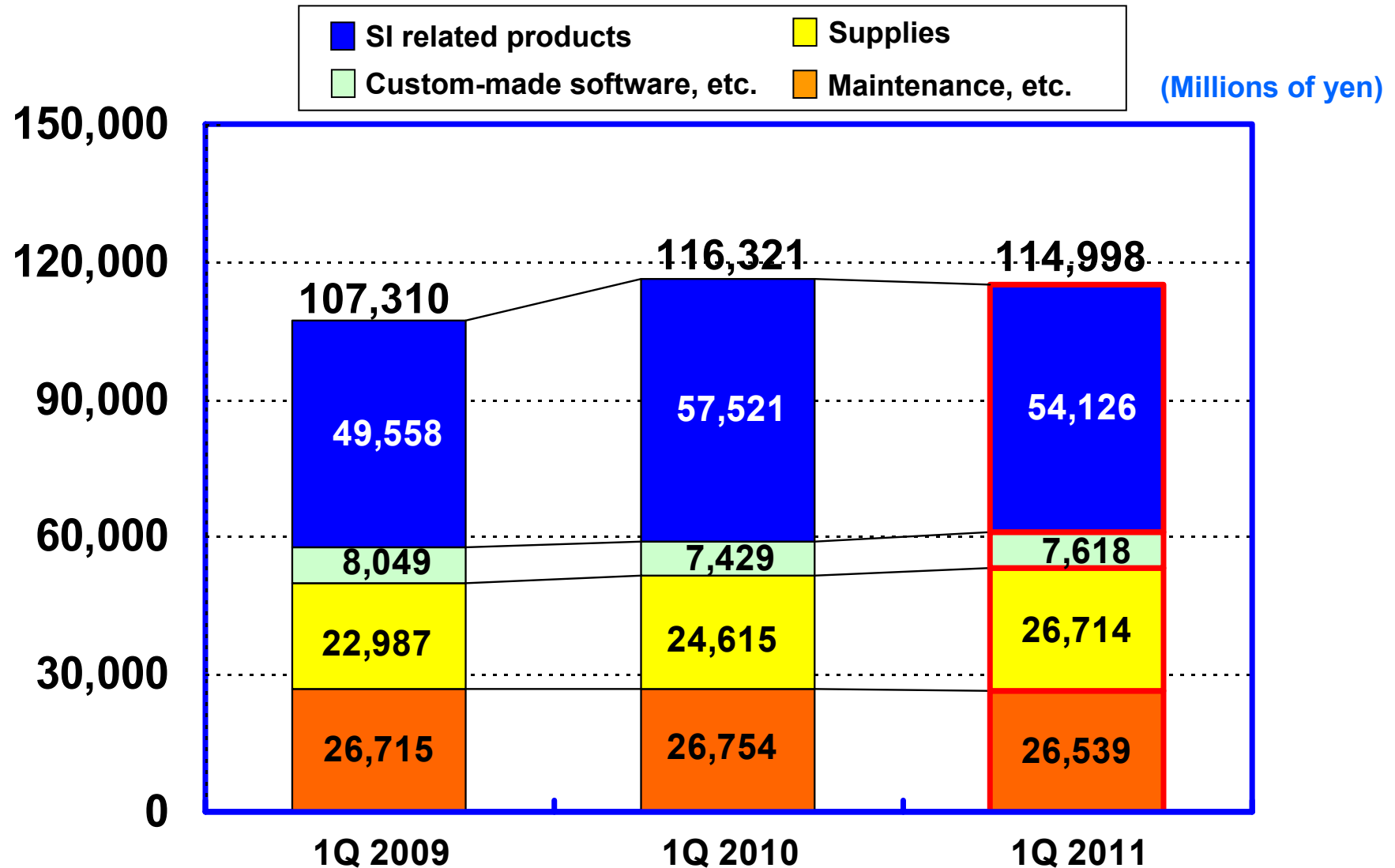


Consolidated

Net sales by segments

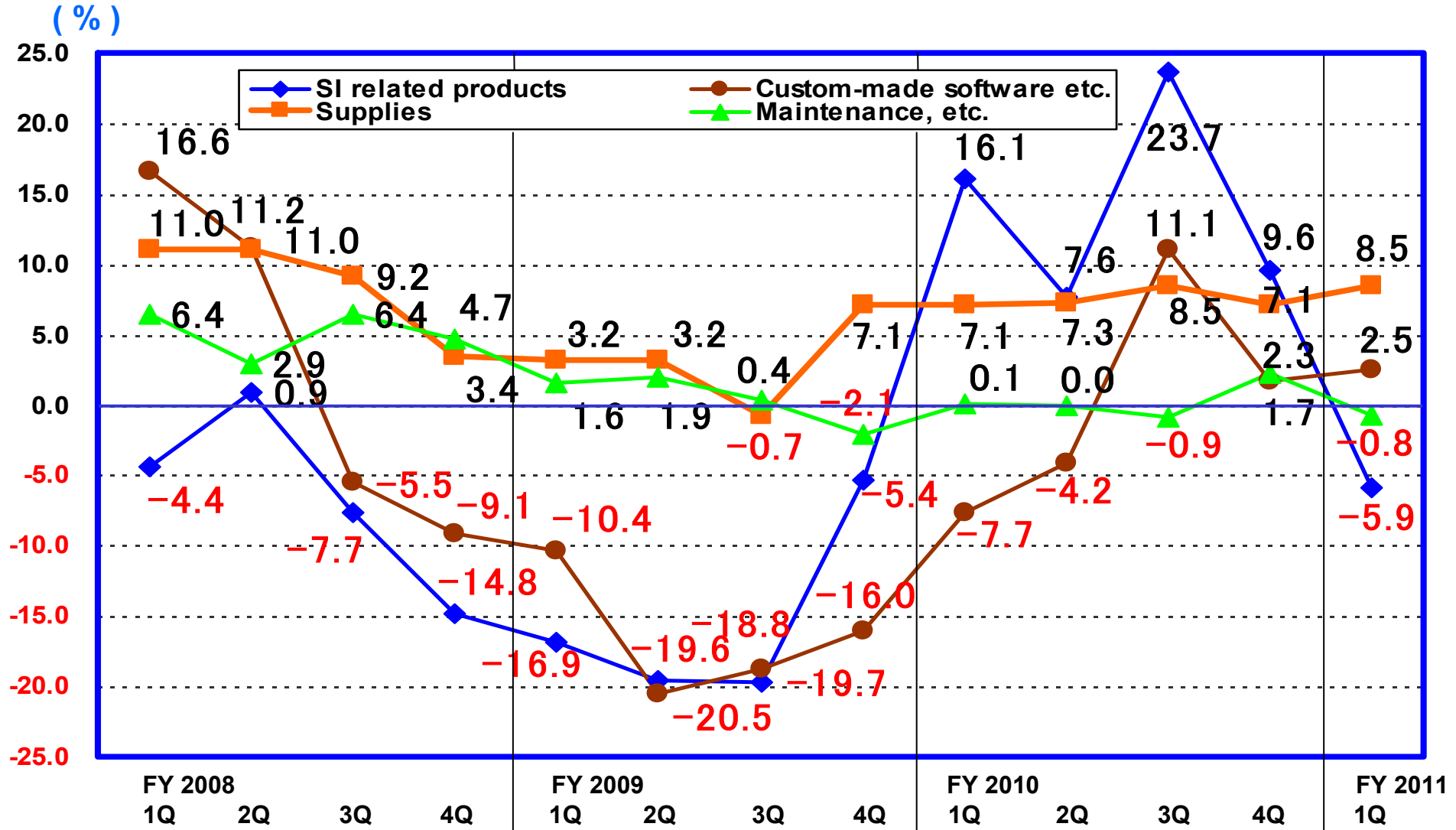


Net sales by 4 segments



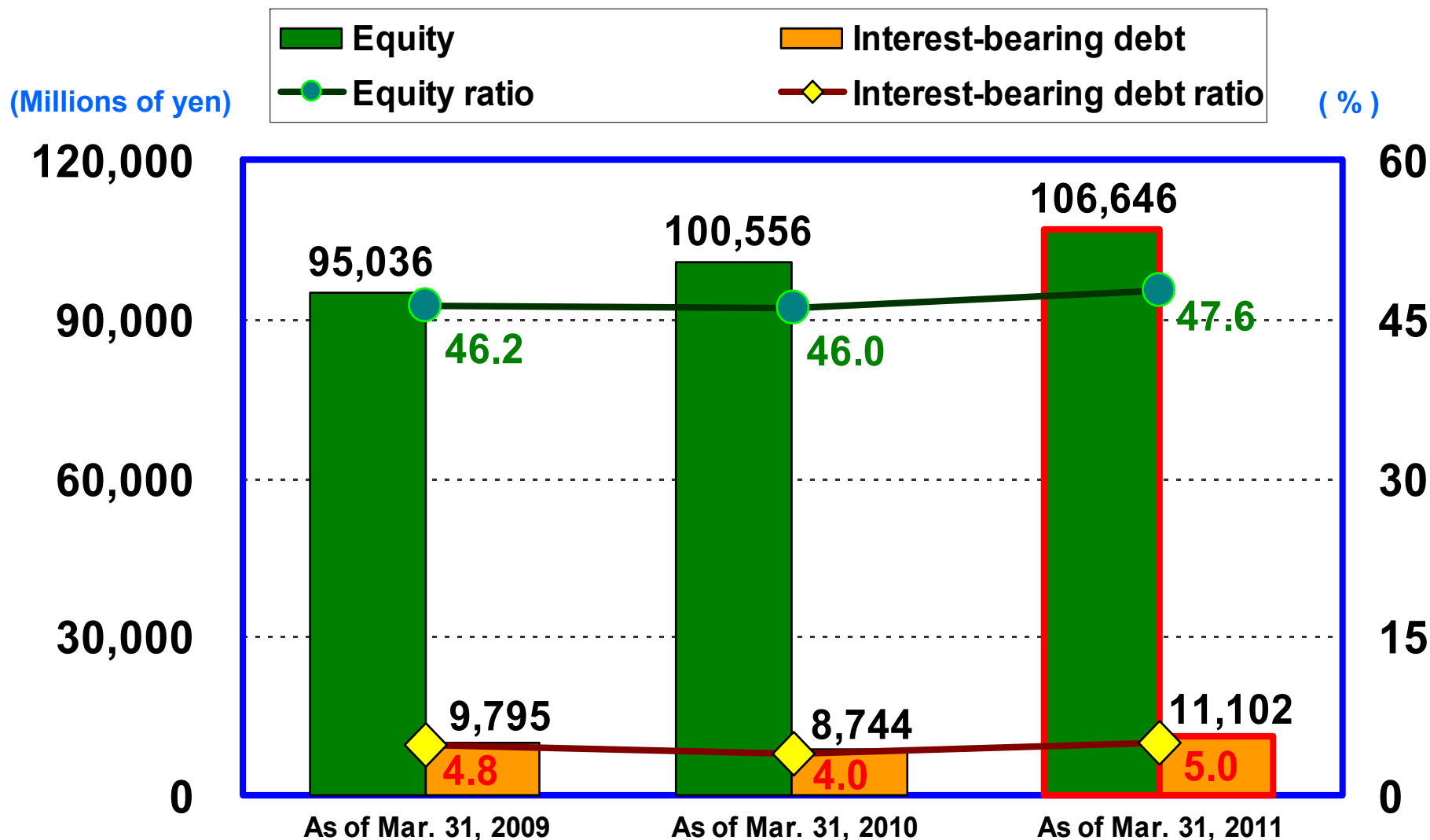
Non-Consolidated

Quarterly Net Sales by 4 segments (% change year-on-year)



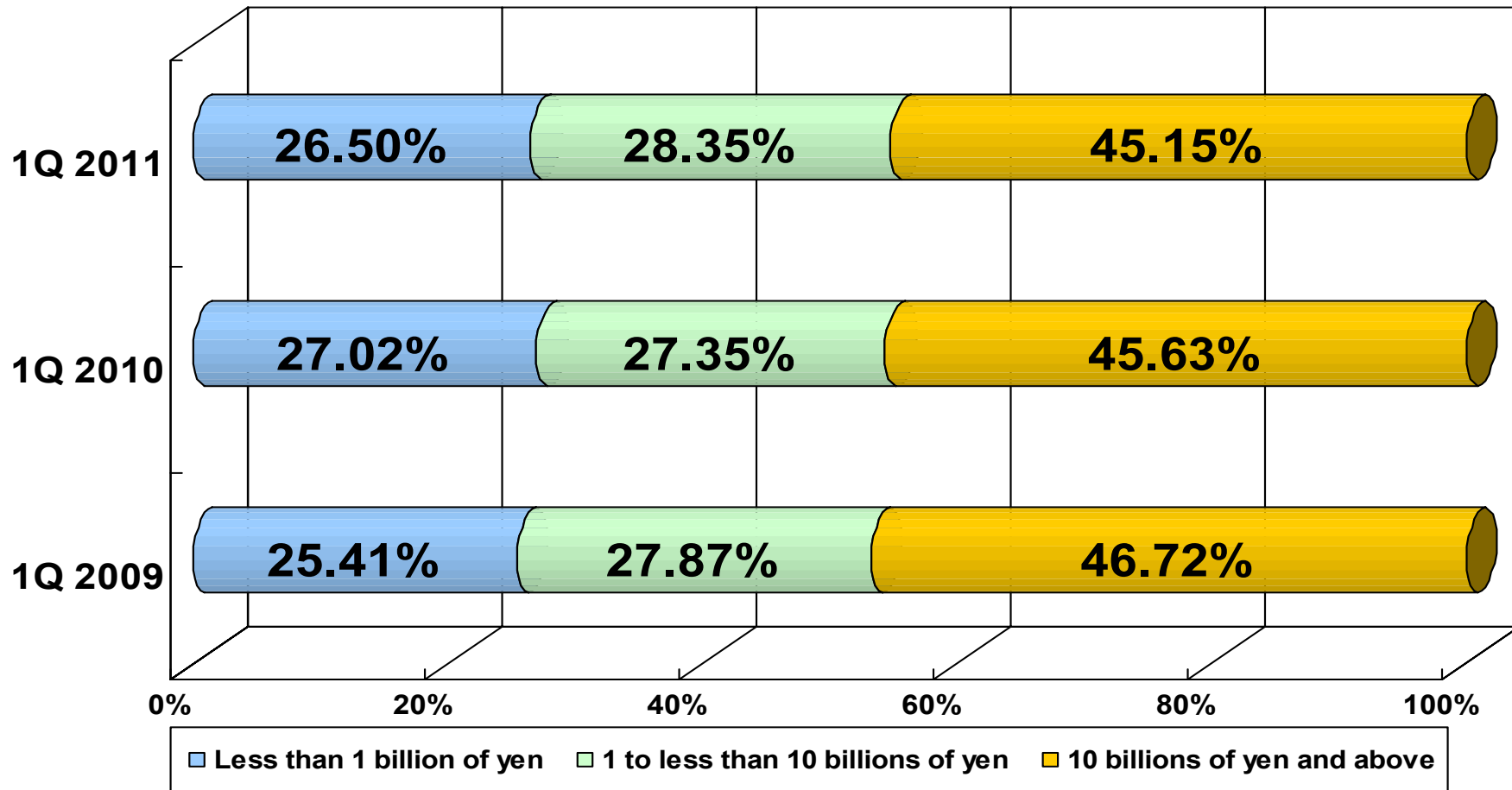
Consolidated

Equity and Interest-bearing debt



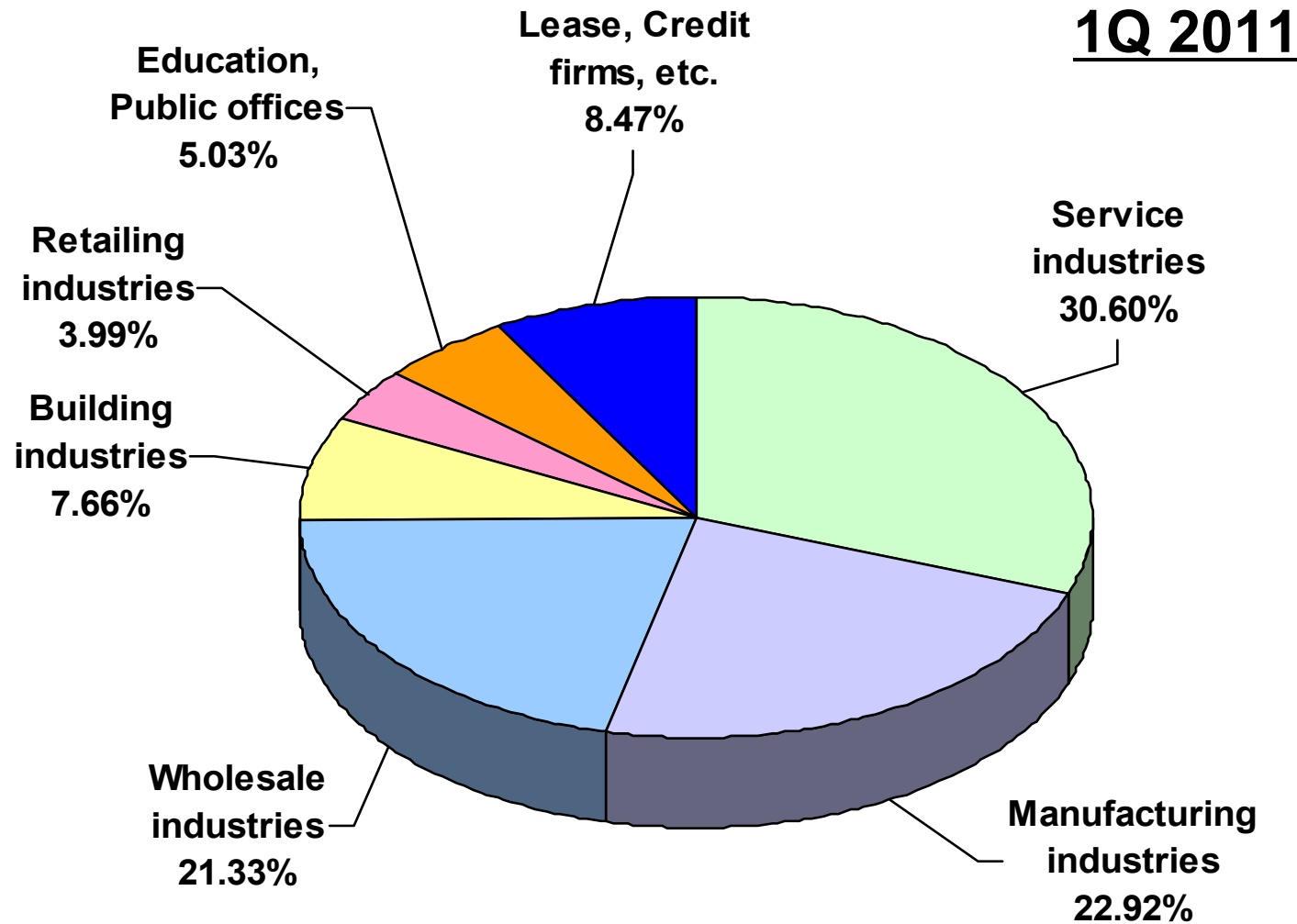
Non-Consolidated

Net sales structure on customers' total annual business scale



* "Less than 1 billion yen" includes public offices.

Sales breakdown by customers' type of industry





Key strategic business

<Amount of Sales>

(Millions of yen)

	1Q 2009	1Q 2010		1Q 2011		
	Amount	Amount	Change to Last year	Amount	Difference to Last year	Change to Last year
“tanomail”	23,269	25,539	+9.8%	27,414	+1,875	+7.3%
SMILE	1,546	1,443	-6.7%	1,776	+333	+23.1%
ODS21	8,583	9,562	+11.4%	9,651	+89	+0.9%
OSM	11,018	12,163	+10.4%	12,359	+195	+1.6%

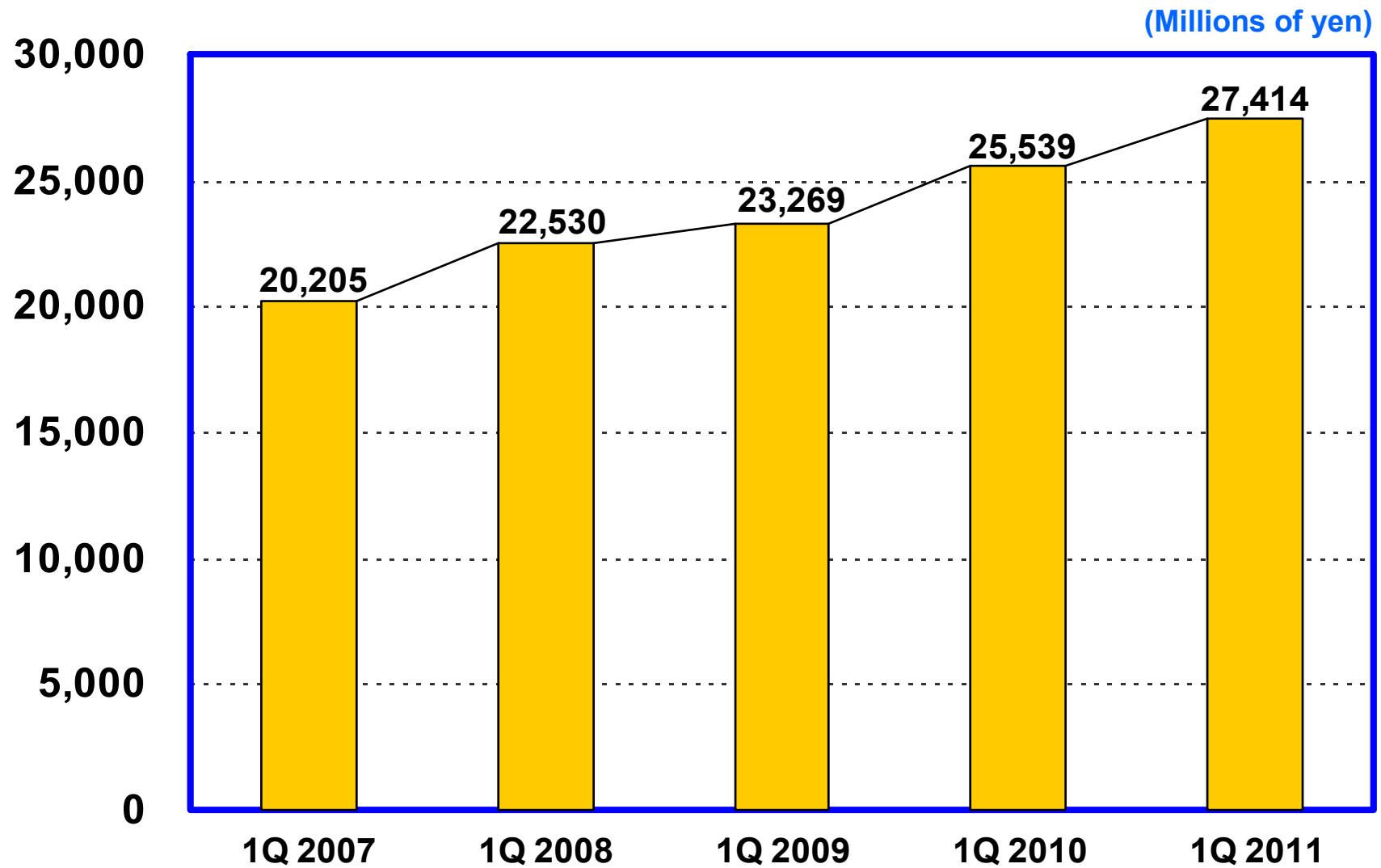
<As reference: Number of Sales>

(Units)

Copier	5,900	6,646	+12.6%	6,841	+195	+2.9%
(of which Color copier)	4,314	5,071	+17.5%	5,551	+480	+9.5%
Server	9,008	9,500	+5.5%	9,025	-475	-5.0%
PC	148,582	214,538	+44.4%	185,635	-28,903	-13.5%

* The scope of calculation for copiers and color copiers has partially changed as of January-September, 2010.
 Figures for the first quarter of 2009 and the first quarter of 2010 are also indicated accordingly.

“tanomail” Sales



The Great East Japan Earthquake —Conditions Before and After

We express our deepest sympathies to the persons who have suffered from the recent Great East Japan Earthquake.

<Before the earthquake>

- **IT investments were continuing to pick up centering on demand for replacement and upgrades.**

<After the earthquake>

- **Sendai Branch temporarily ceases operations.**
- **Stagnation of sales activities mainly in the Tokyo Metropolitan area.**
- **Disruption of supply chains.**
- **Decrease in customers' willingness to make IT investments.**

The Great East Japan Earthquake —OTSUKA's Responses

- **Visit customers to confirm conditions, make utmost efforts to provide support.**
- **Free-of-charge repairs and maintenance of damaged equipment, free-of-charge provision of “Alpha Office” groupware service.**
- **Donations of surgical masks, disinfectant hand gel, and LED light bulbs.**
- **“tanomail” “personal tanomail” relief money.**
- **Relief money provided by employees and OTSUKA CORPORATION.**

The Great East Japan Earthquake —Future Impacts

<Factors of concern>

- **A cautious stance toward IT investments.**
- **Greater difficulty in procuring products.**

<Factors for a recovery>

- **From April, make deliveries of products that could not be delivered in March.**
- **Reactivate business transactions that were postponed.**
- **Disaster countermeasures (business continuity plan, backups, others), demand for power-saving measures.**
- **Reconstruction demand.**

Plans for FY 2011

(Millions of yen)

	Consolidated		
	1Q 2011 (Result)	1H 2011 (Plan)	FY 2011 (Plan)
Net sales	123,974	254,500	486,000
Operating income	5,035	13,000	21,000
Ordinary income	5,293	13,260	21,500
Net income	2,700	6,650	10,720



Cautionary statement

1. This material is intended to provide information about the business performance of the 1st quarter of fiscal year 2011 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.
2. Forward-looking statements in this material with respect to OTSUKA CORPORATION's strategies, plans, beliefs, and other statements related to future trends and performance are not historical facts, and as such involve risks and uncertainties. Such statements are not guarantees of future performance. Actual results may differ considerably from projections due to unpredictable changes to the economic situation, and a number of factors. Key factors that could affect actual results are general economic conditions, social trends, change of relative competitiveness in demand action for products and services provided by OTSUKA CORPORATION. Key factors that may affect business performance are not limited to these items described here.
3. Statements in this document are based on the current beliefs, estimates and expectations of management. OTSUKA CORPORATION undertakes no obligation to update any forward-looking statements.
4. OTSUKA CORPORATION shall in no event be liable for any damages arising out of the use or interpretation of this material.