



Fiscal year ending December 2014
Nine months (January – September)
Business Results

October 30, 2014

OTSUKA CORPORATION

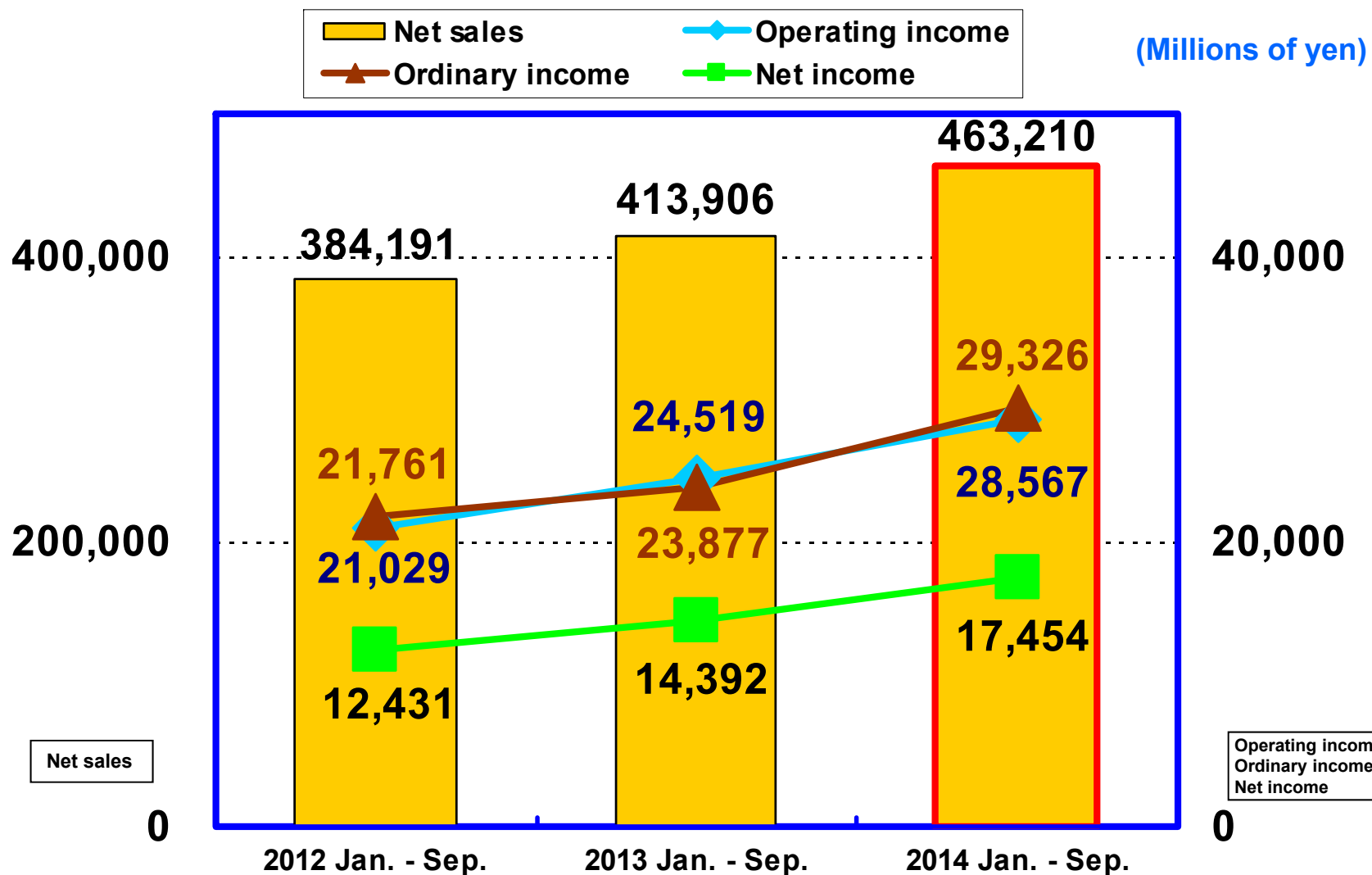
Summary of Business Results, January – September, 2014

(Millions of yen)

	Consolidated		Non-Consolidated	
	Amount	Change to Last year	Amount	Change to Last year
Net sales	463,210	+11.9%	427,952	+11.8%
Operating income	28,567	+16.5%	25,534	+15.5%
Ordinary income	29,326	+22.8%	26,409	+15.8%
Net income	17,454	+21.3%	15,912	+11.4%

Consolidated

Net sales and Profits



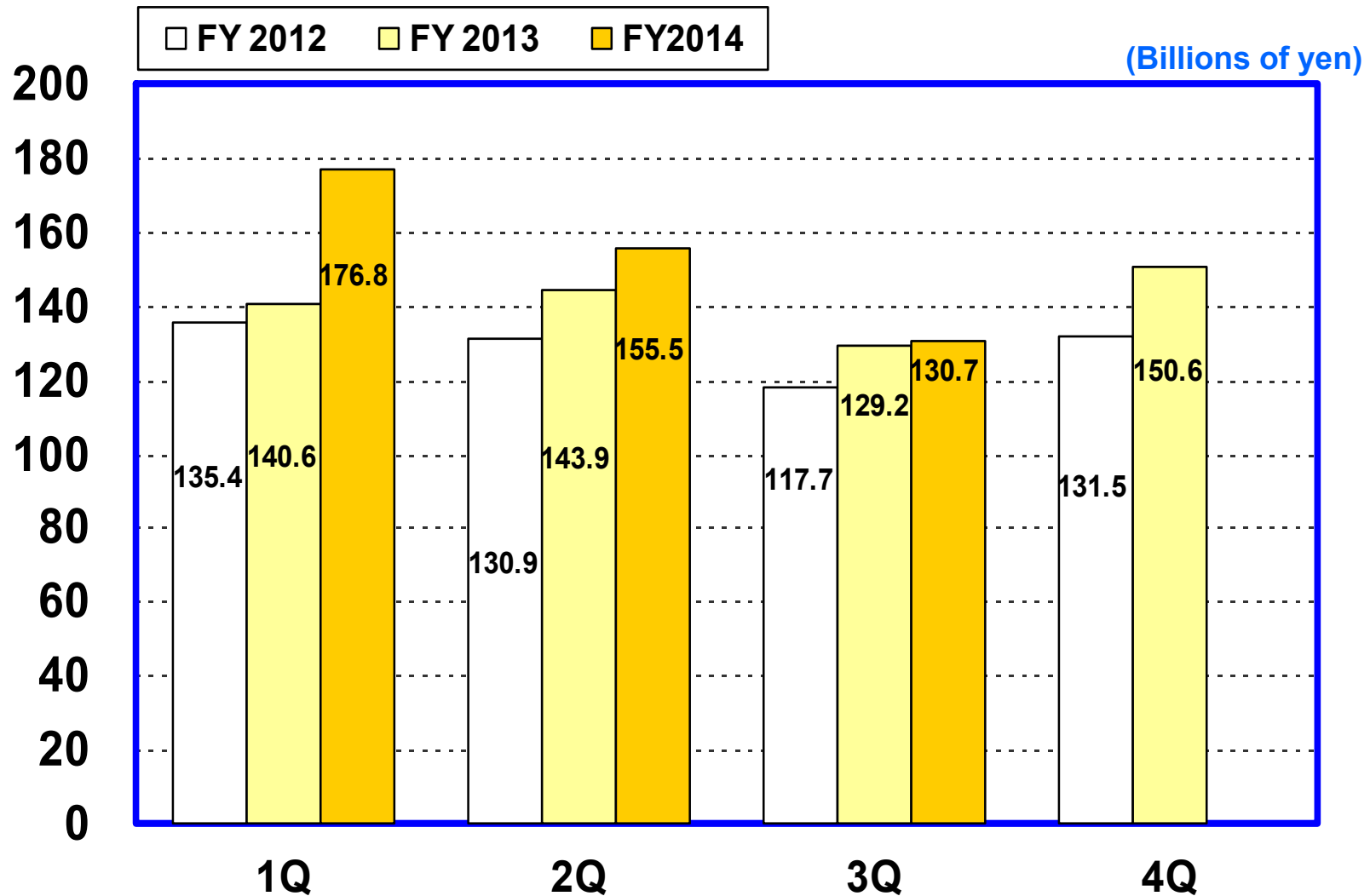
Summary of Business Results, July – September, 2014

(Millions of yen)

	Consolidated		Non-Consolidated	
	Amount	Change to Last year	Amount	Change to Last year
Net sales	130,799	+1.2%	119,112	+0.3%
Operating income	4,280	-15.0%	3,522	-18.4%
Ordinary income	4,529	-13.3%	3,776	-16.7%
Net income	2,437	-23.9%	2,062	-26.9%

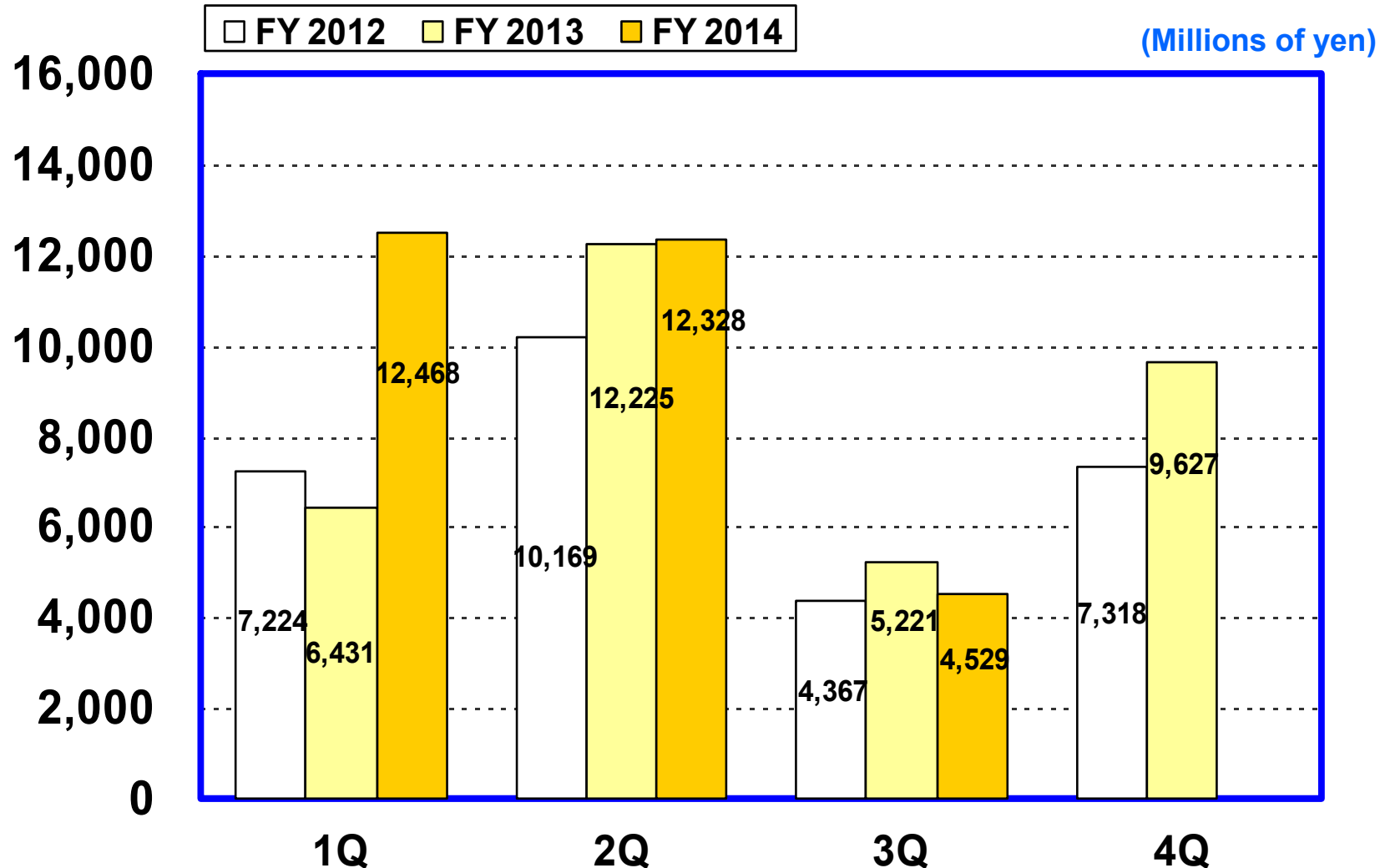
Consolidated

Quarterly change of Net sales



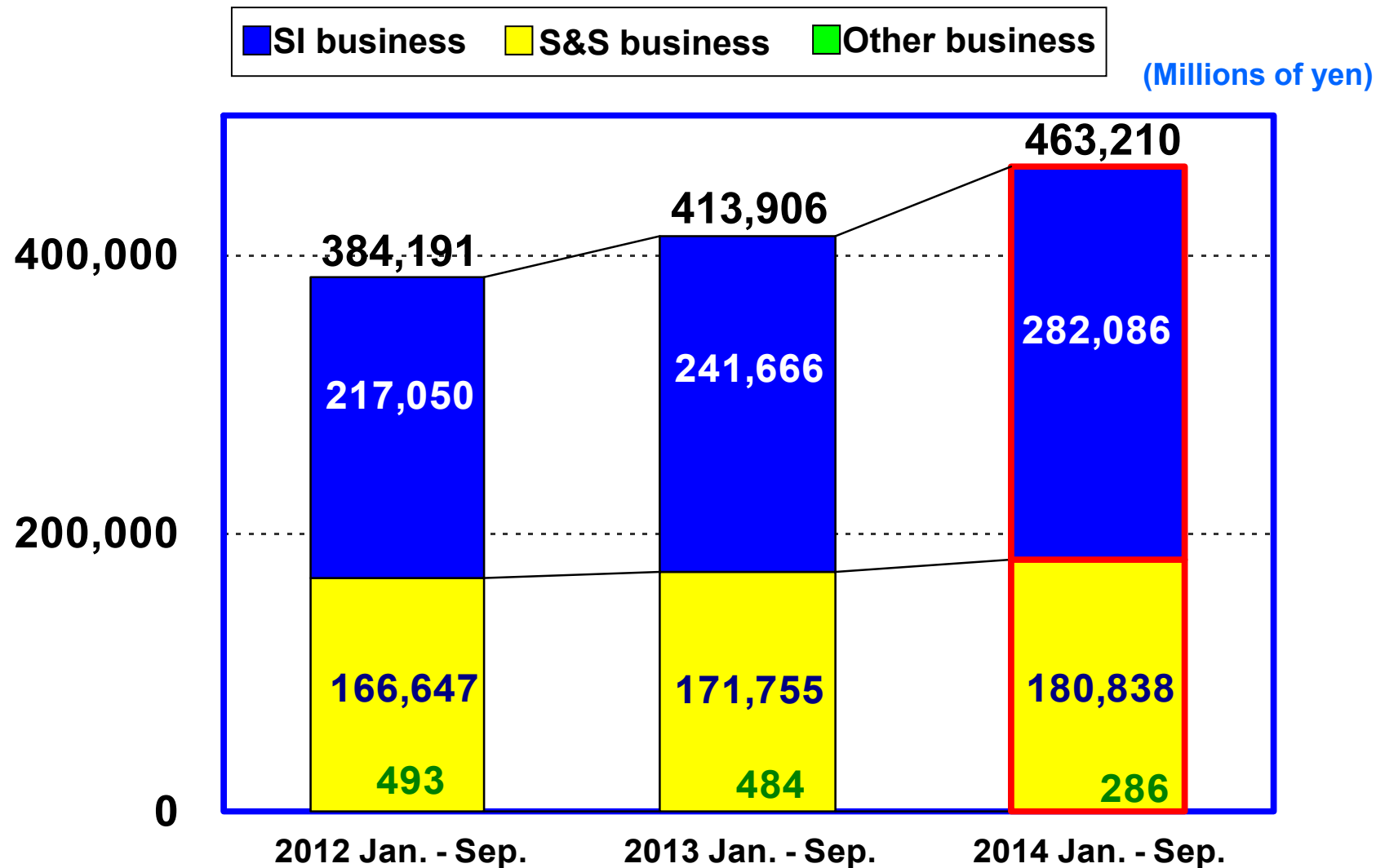
Consolidated

Quarterly change of Ordinary income

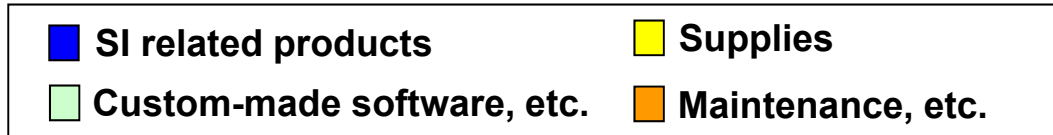


Consolidated

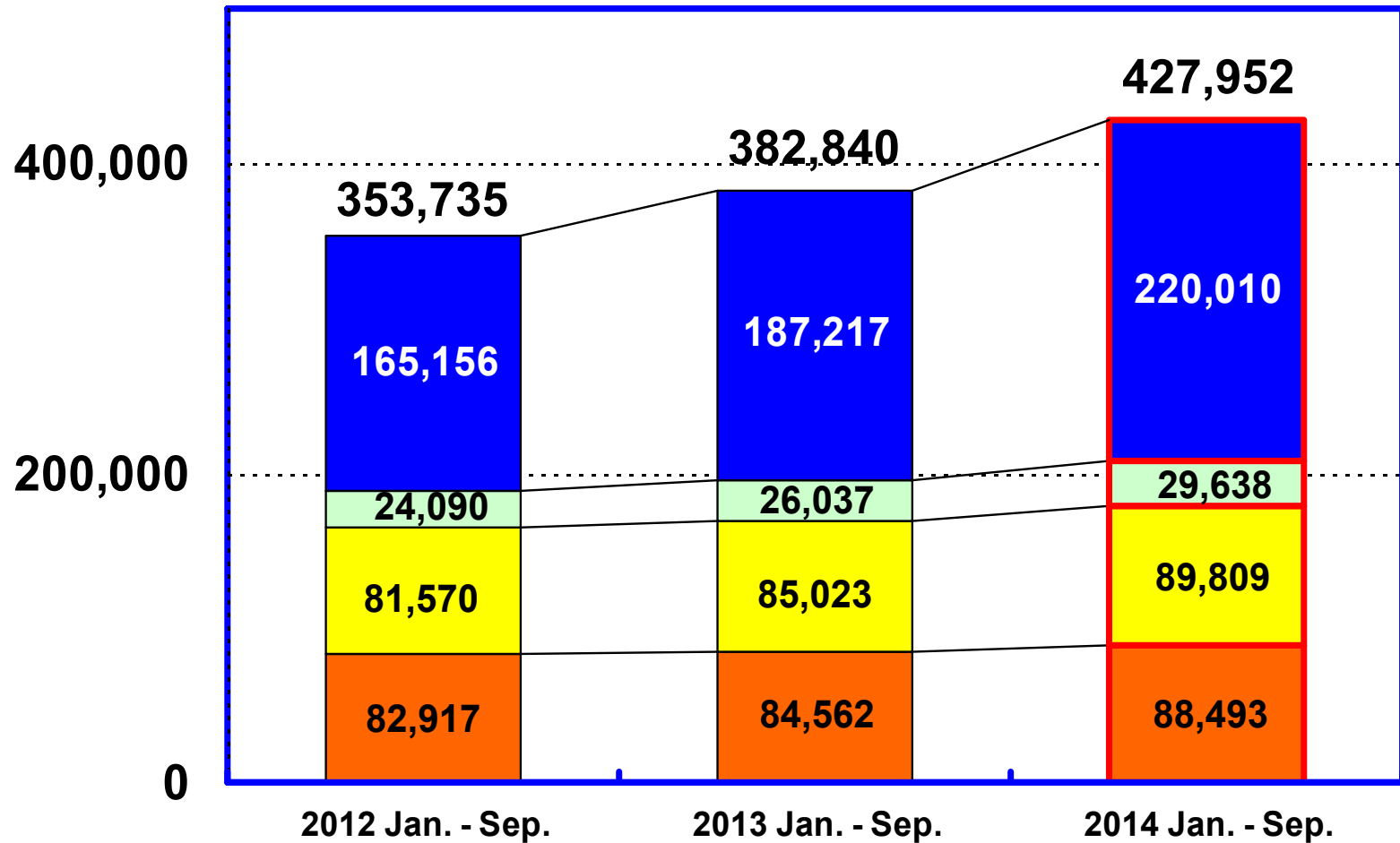
Net sales by segments



Net sales by 4 segments

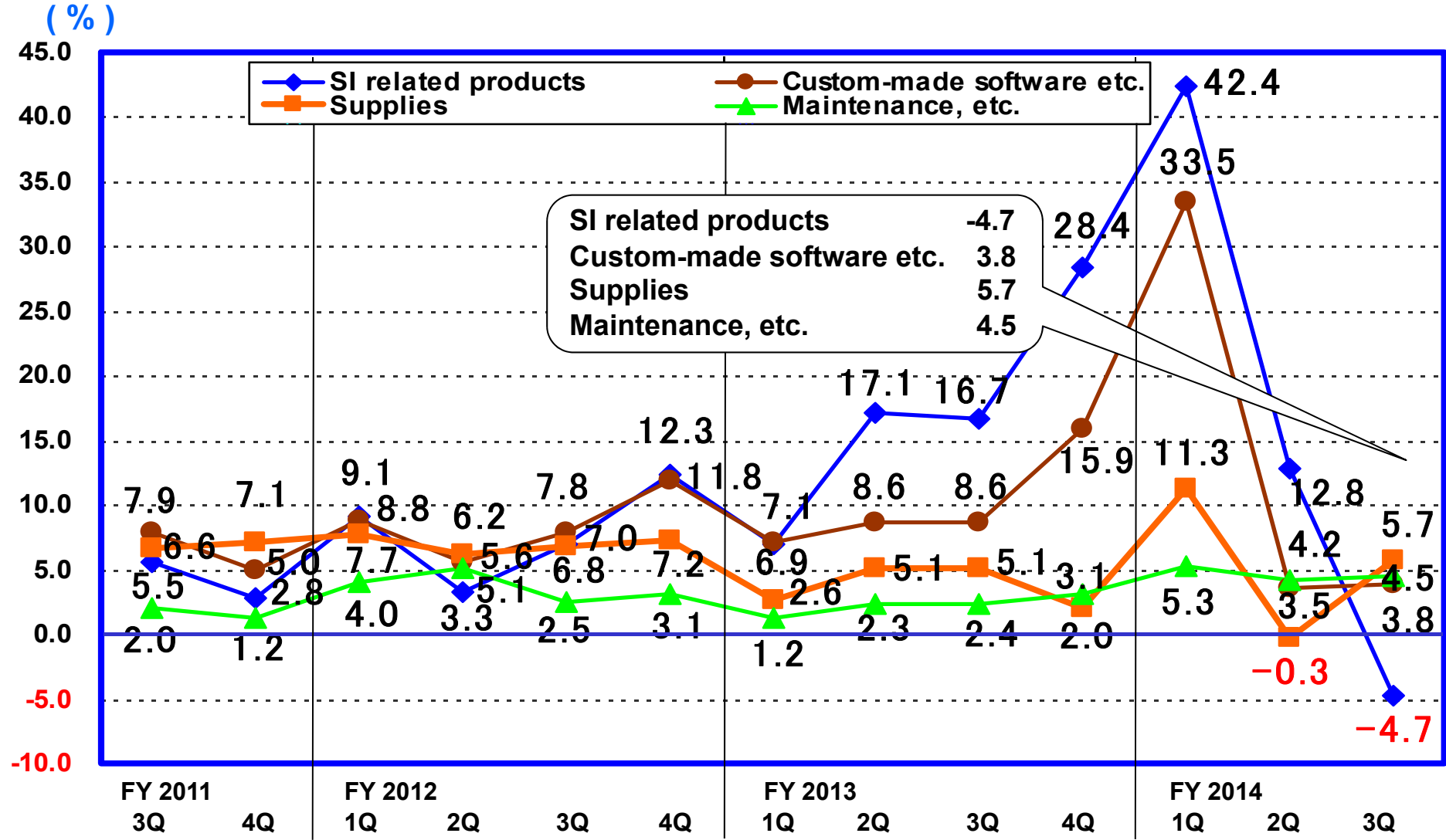


(Millions of yen)

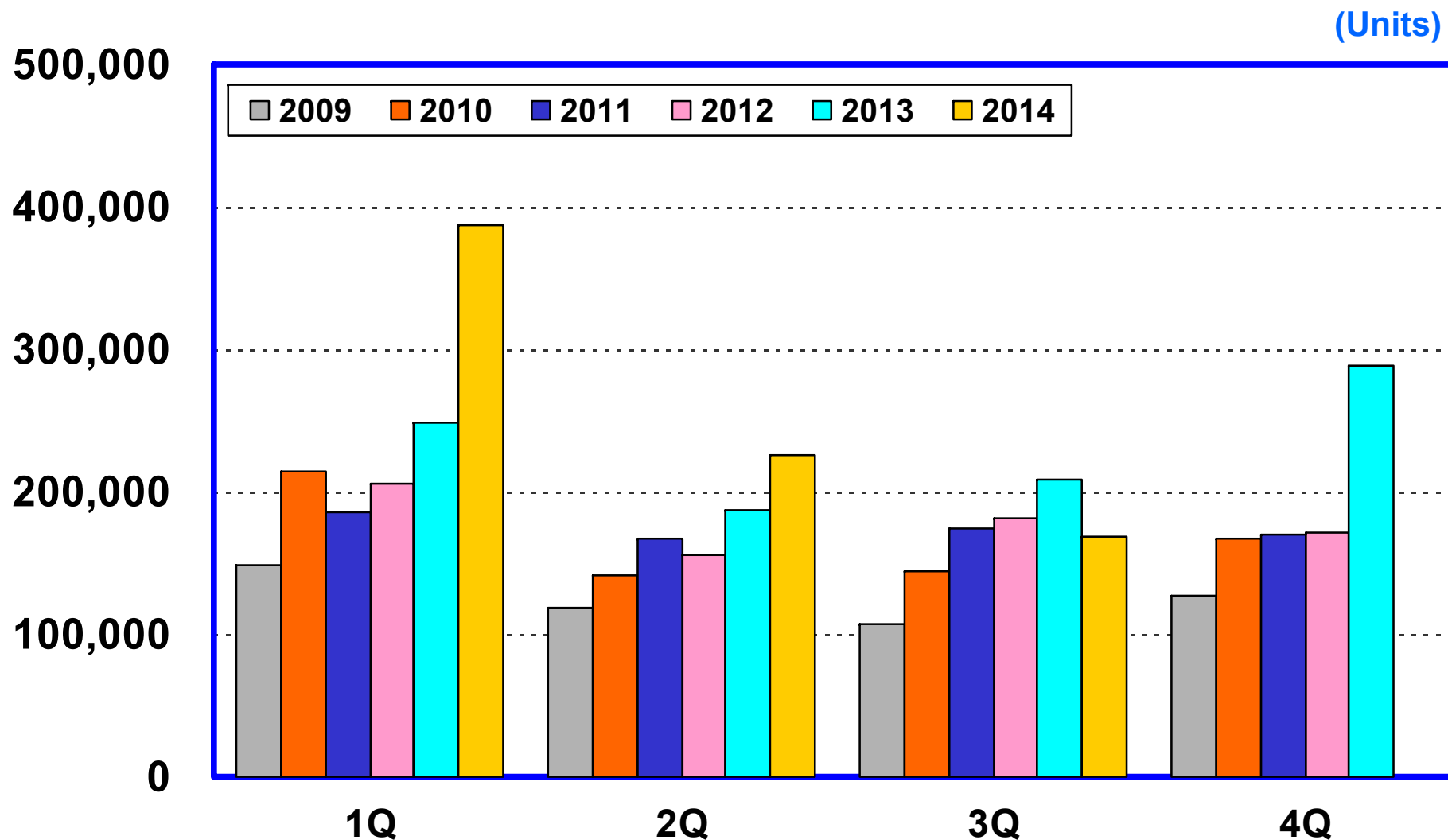


Non-Consolidated

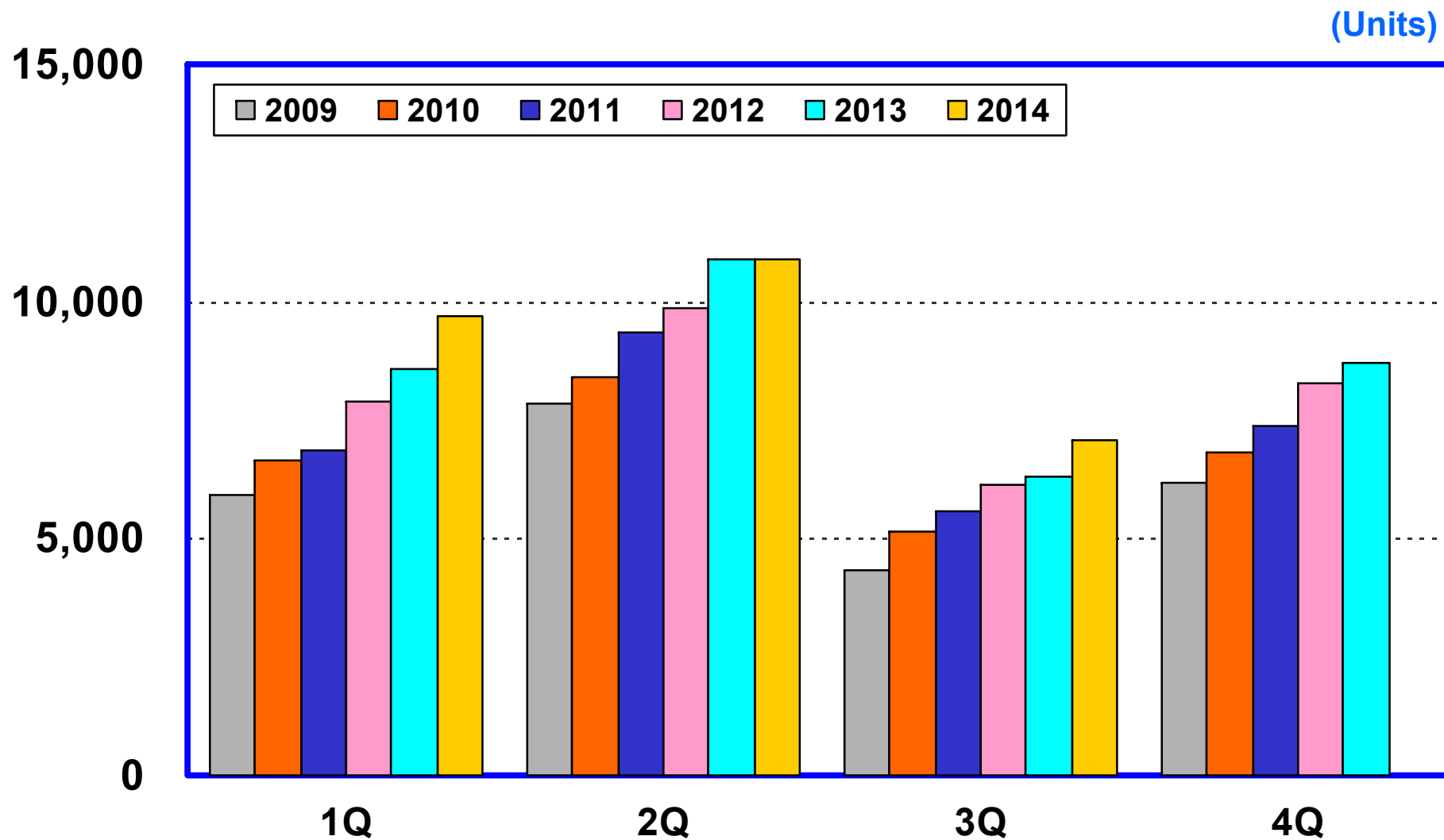
Quarterly Net Sales by 4 segments (% change year-on-year)



Quarterly Number of PCs Sold

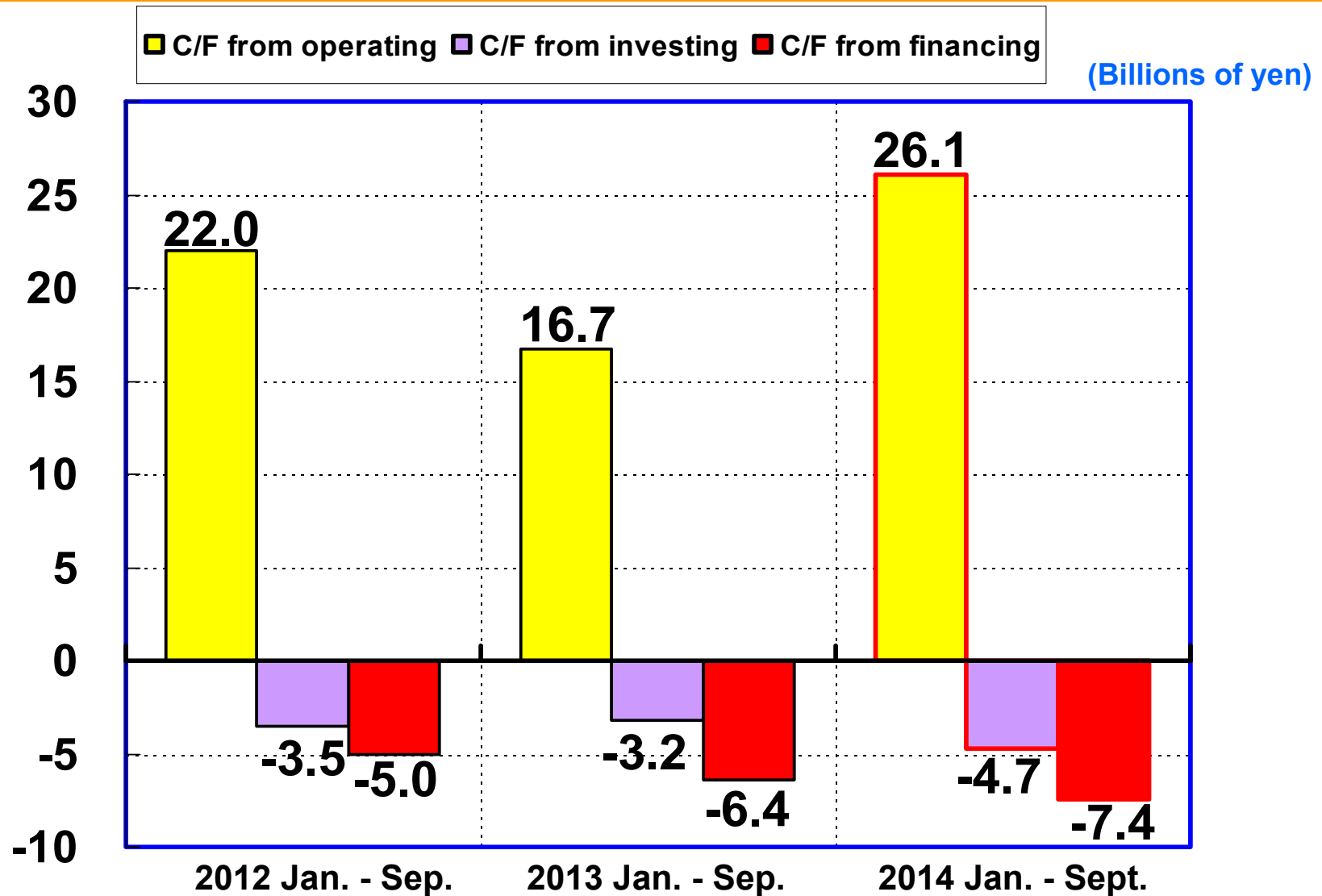


Quarterly Number of Copiers Sold



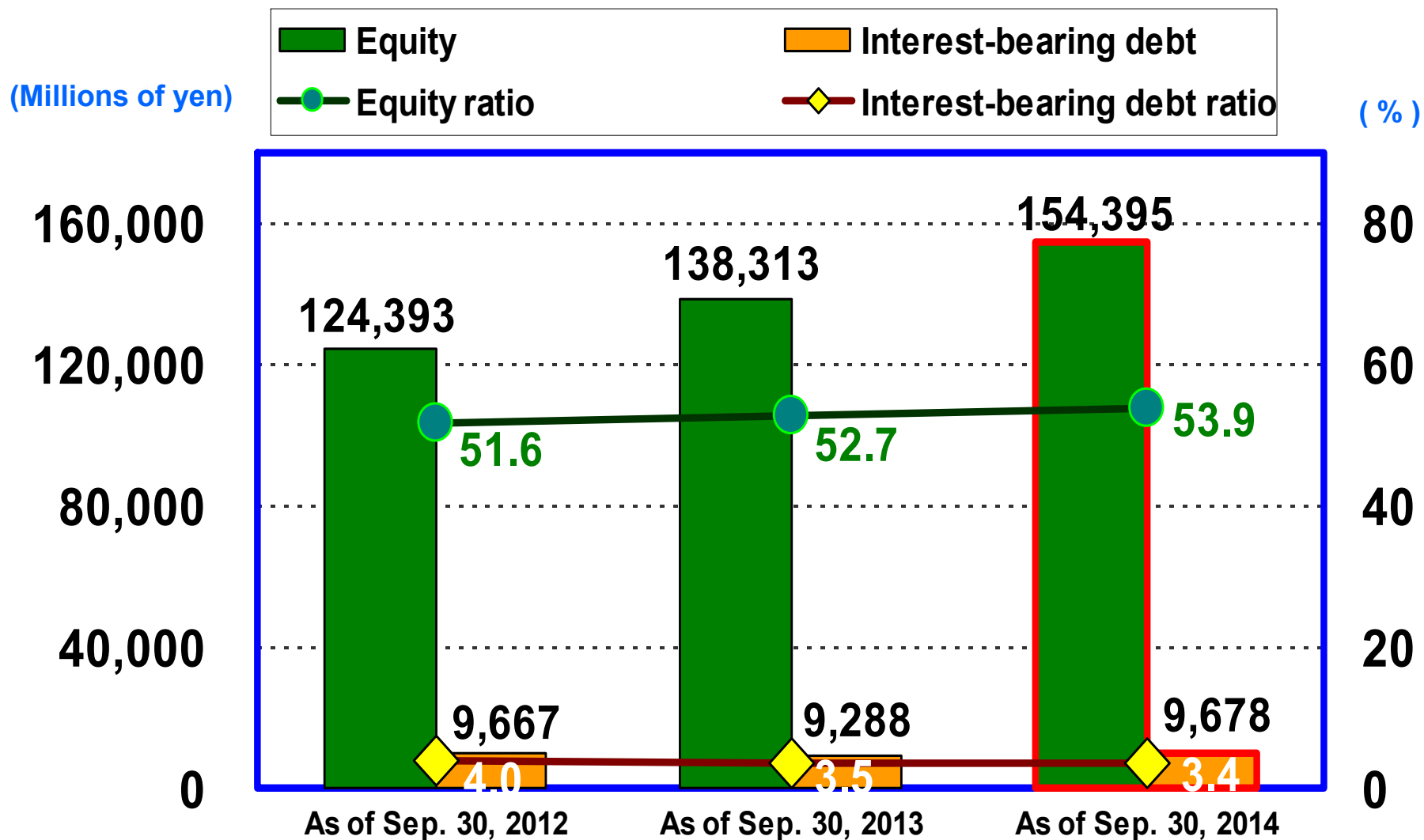
Consolidated

Cash flows



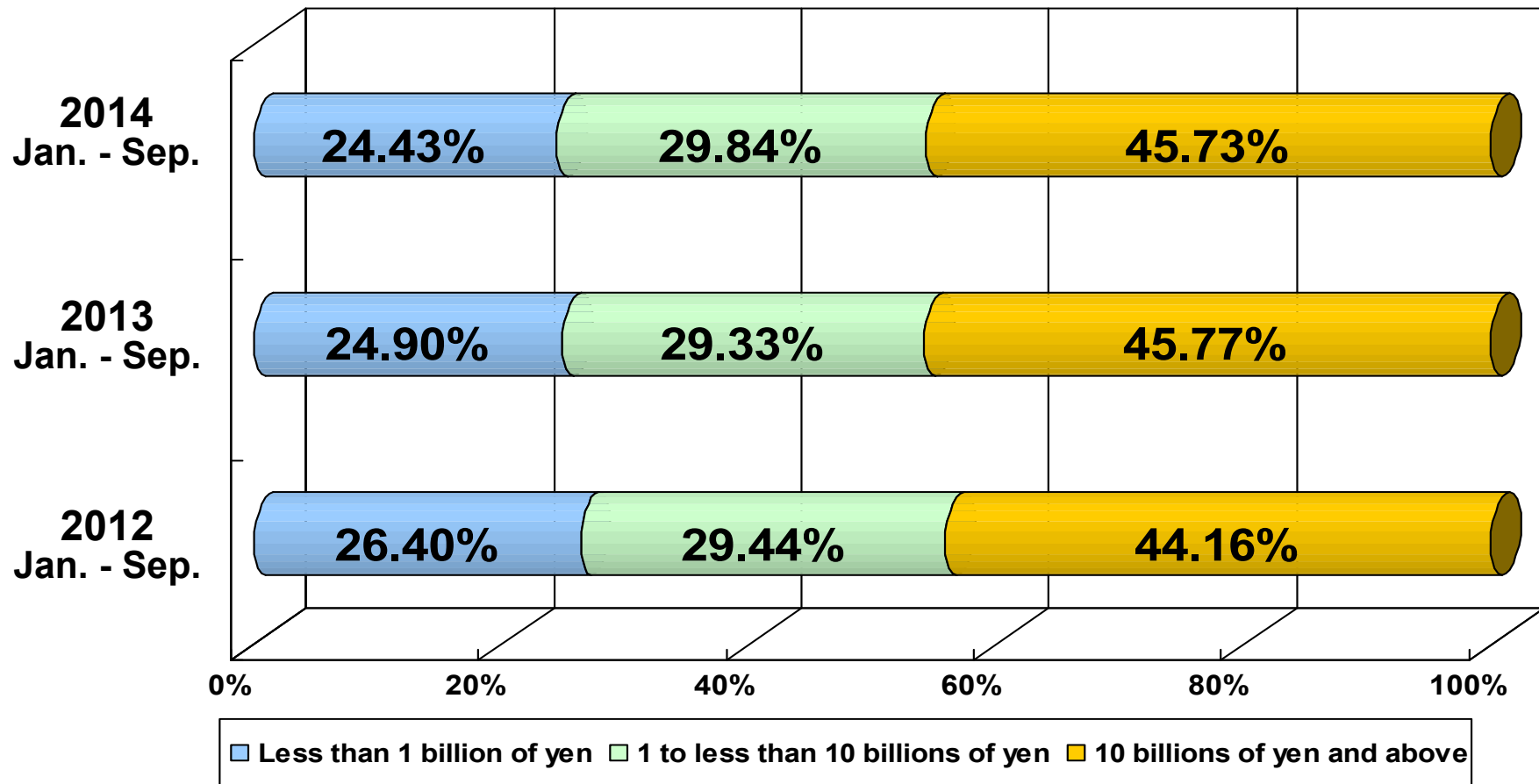
Consolidated

Equity and Interest-bearing debt



Non-Consolidated

Net sales structure on customers' total annual business scale

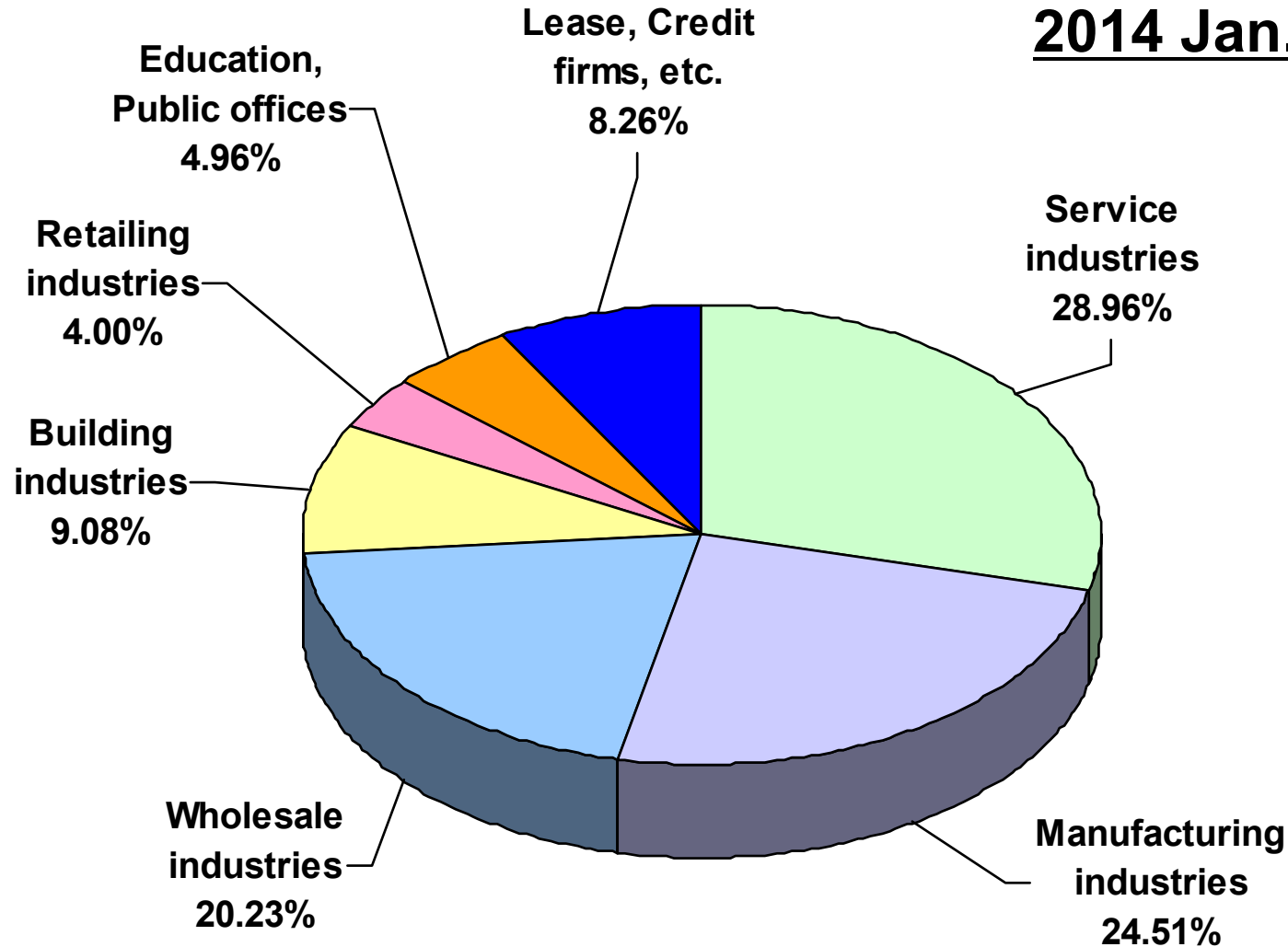


* "Less than 1 billion yen" includes public offices.

Non-Consolidated

Sales breakdown by customers' type of industry

2014 Jan. – Sep.





Key strategic business

<Amount of Sales>

(Millions of yen)

	2012 Jan. - Sep.	2013 Jan. - Sep.		2014 Jan. - Sep.		
	Amount	Amount	Change to Last year	Amount	Difference to Last year	Change to Last year
“tanomail”	85,752	89,731	+4.6%	95,110	+5,378	+6.0%
SMILE	6,542	7,973	+21.9%	8,739	+766	+9.6%
ODS21	31,246	32,441	+3.8%	33,101	+659	+2.0%
OSM	36,357	37,202	+2.3%	38,735	+1,533	+4.1%

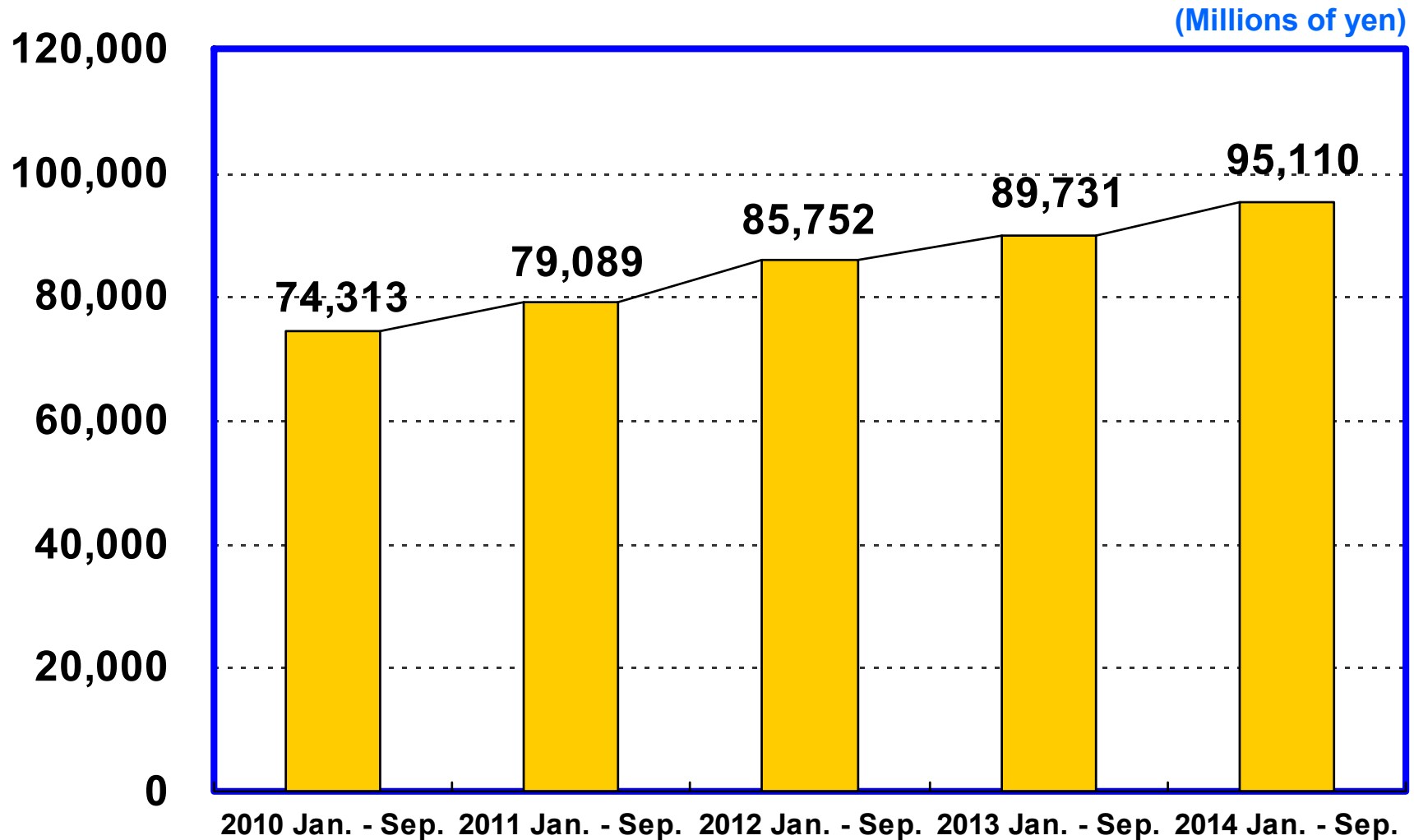
(ODS: Otsuka Document Solutions OSM: Otsuka Security Management)

<As reference: Number of Sales>

(Units)

Copier	23,845	25,723	+7.9%	27,639	+1,916	+7.4%
(of which Color copier)	20,056	22,579	+12.6%	24,830	+2,251	+10.0%
Server	28,305	27,804	-1.8%	29,929	+2,125	+7.6%
PC	542,772	643,903	+18.6%	781,725	+137,822	+21.4%

“tanomail” Sales



“tanomail” Catalogue Vol. 32



“tanomail” Vol. 32 (Autumn-Winter Issue)

- Quickly delivers essential items for office
- **Continues to offer free shipping for purchases of more than 300 yen**
- Discounts for more than 1,500 items

Contributes to office cost reductions

“Care tanomail” Catalogue Vol. 12



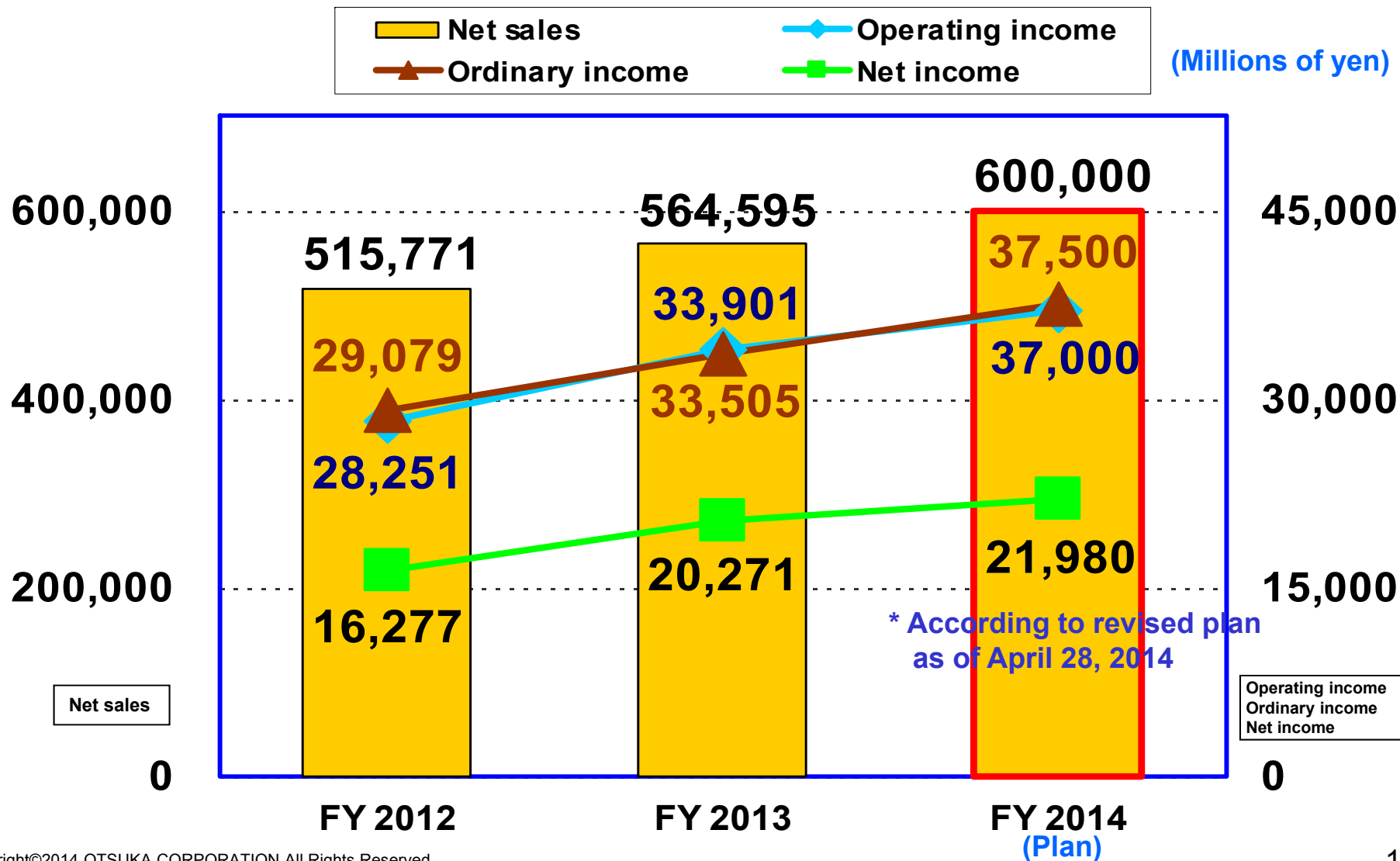
“Care tanomail” Vol. 12

- Items for nursing care
- Organized for easy reading
- Listing more than 7,100 items
- Discounts for more than 280 items

Supports all persons engaged in nursing care

Consolidated

Plans of Net sales and profit





Cautionary statement

1. This material is intended to provide information about the business performance of the 3rd quarter of fiscal year 2014 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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