



Fiscal year ending December 2016
First three months
(January – March)
Business Results

April 28, 2016

OTSUKA CORPORATION

Summary of Business Results, January - March, 2016

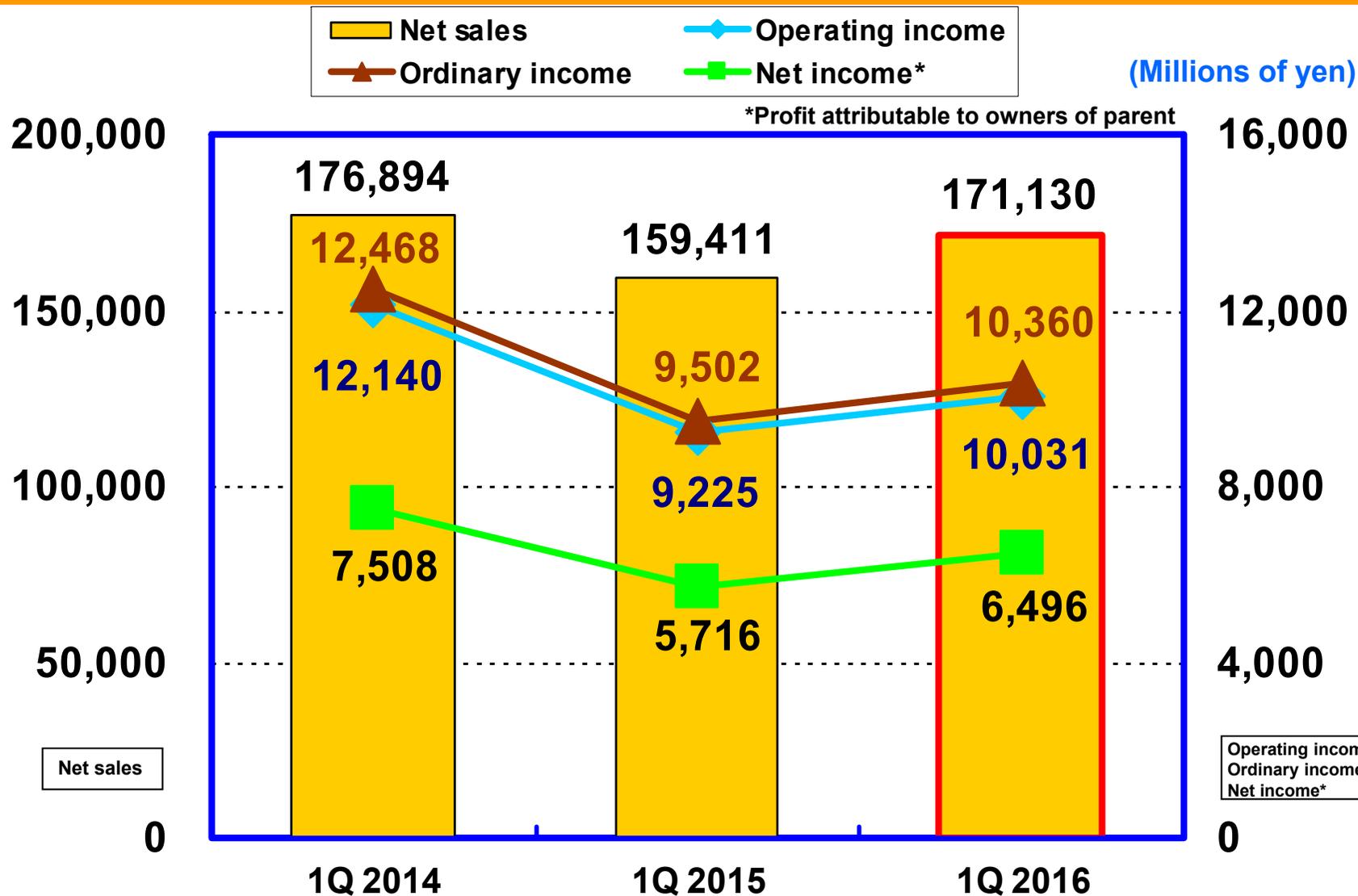
(Millions of yen)

	Consolidated		Non-Consolidated	
	Amount	Change to Last year	Amount	Change to Last year
Net sales	171,130	+7.4%	155,591	+7.6%
Operating income	10,031	+8.7%	9,074	+15.7%
Ordinary income	10,360	+9.0%	9,814	+18.6%
Net income*	6,496	+13.6%	6,335	+23.7%

*Profit attributable to owners of parent

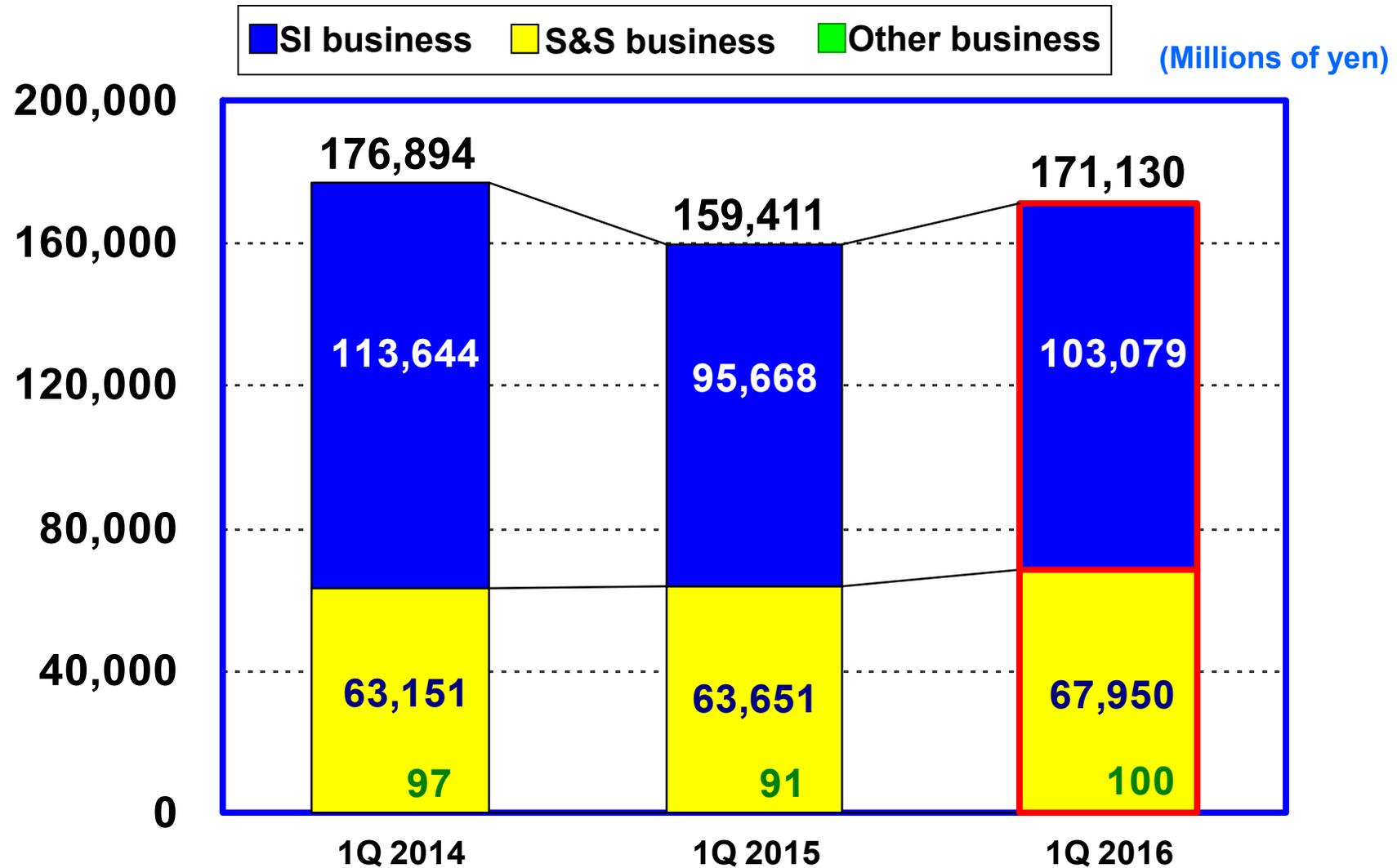
Consolidated

Net sales and Profits

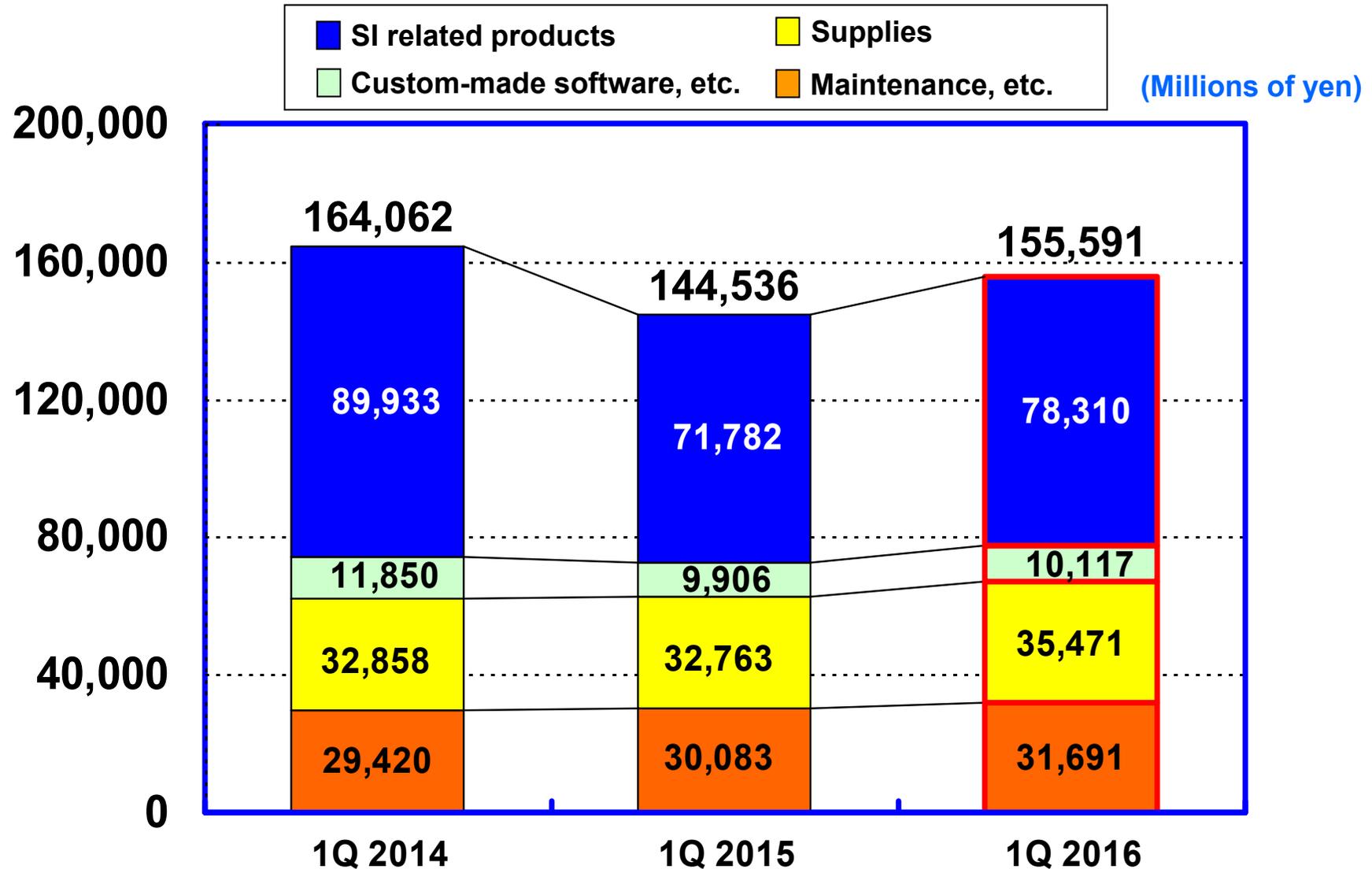


Consolidated

Net sales by segments

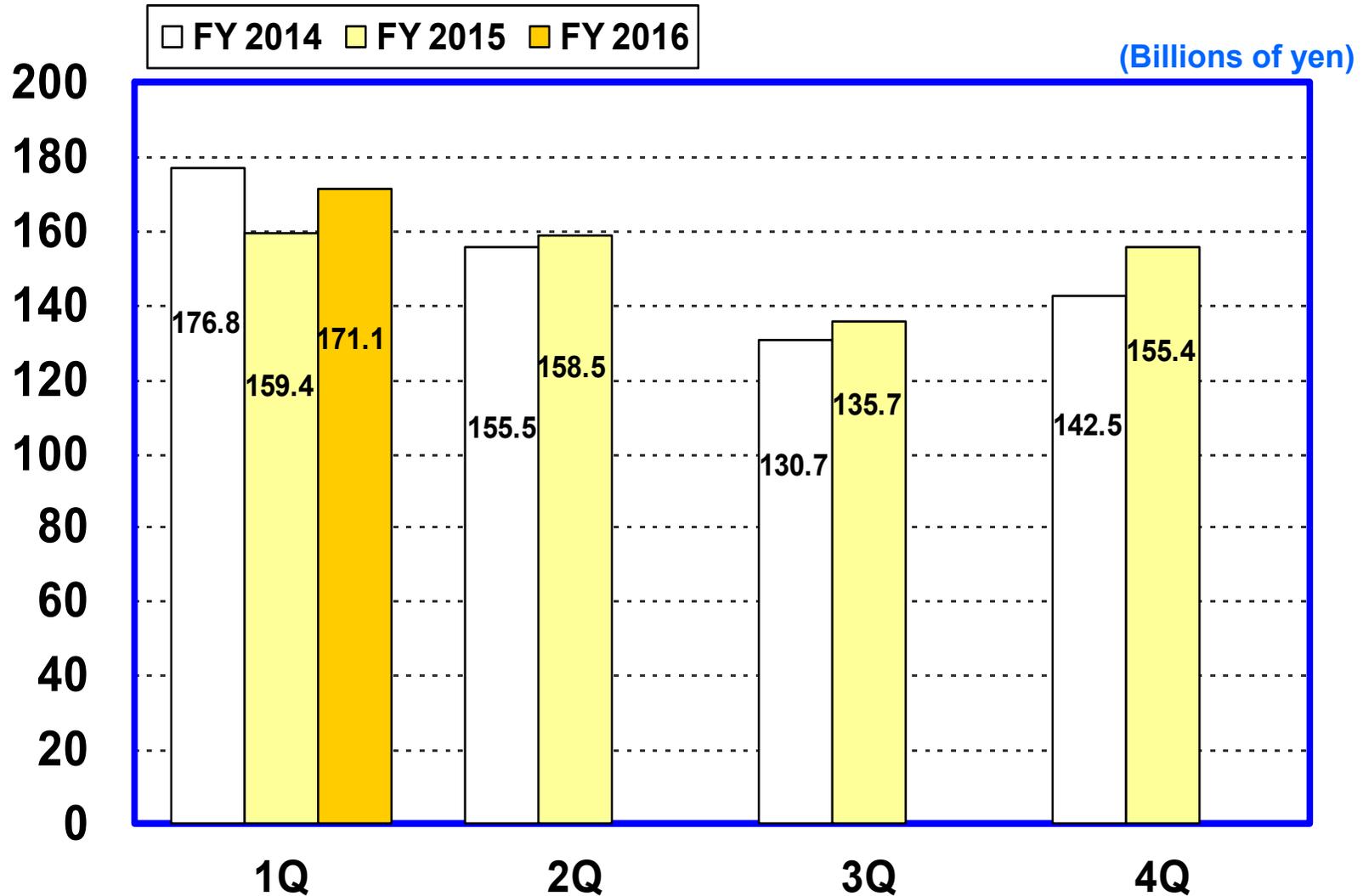


Net sales by 4 segments



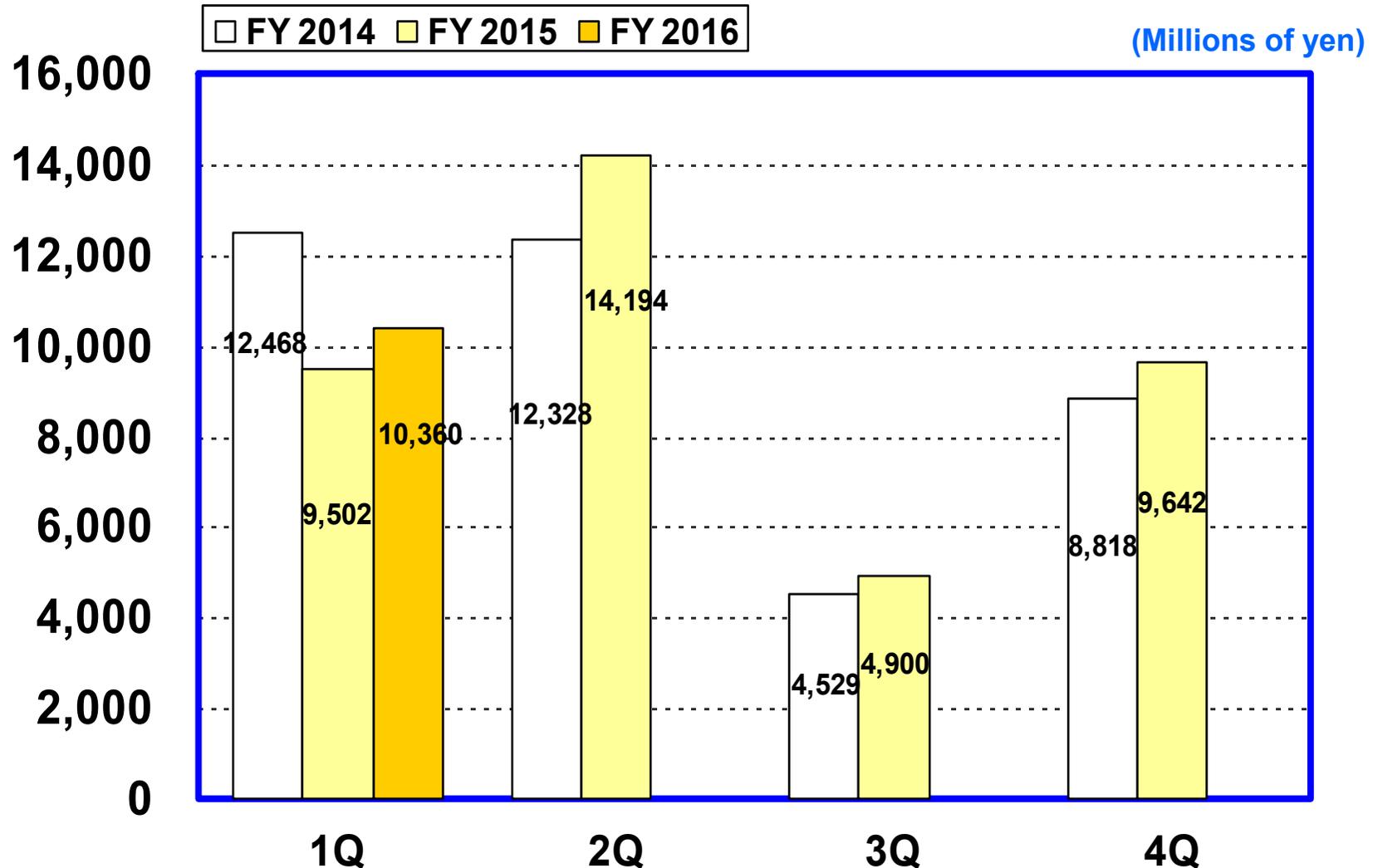
Consolidated

Quarterly change of Net sales



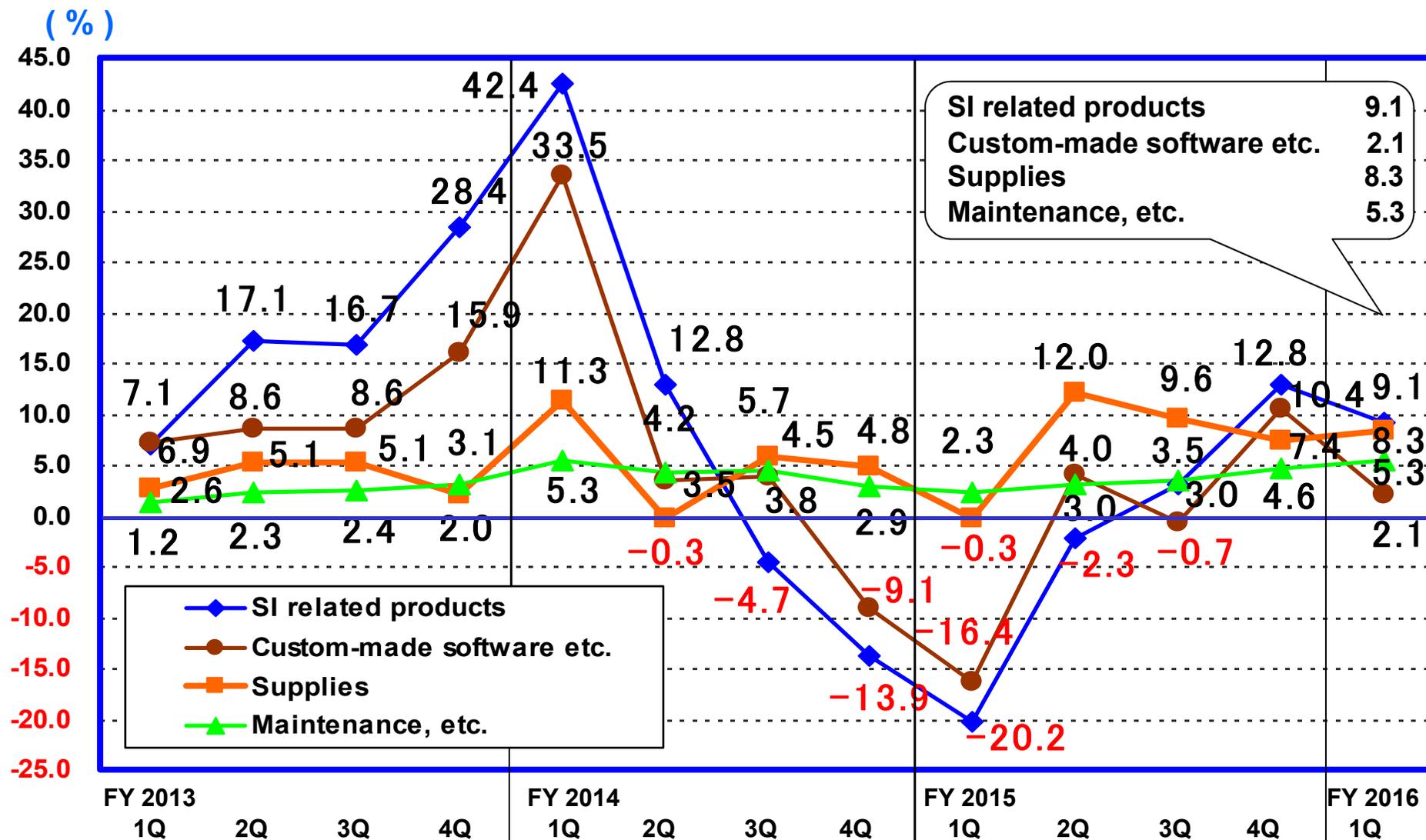
Consolidated

Quarterly change of Ordinary income



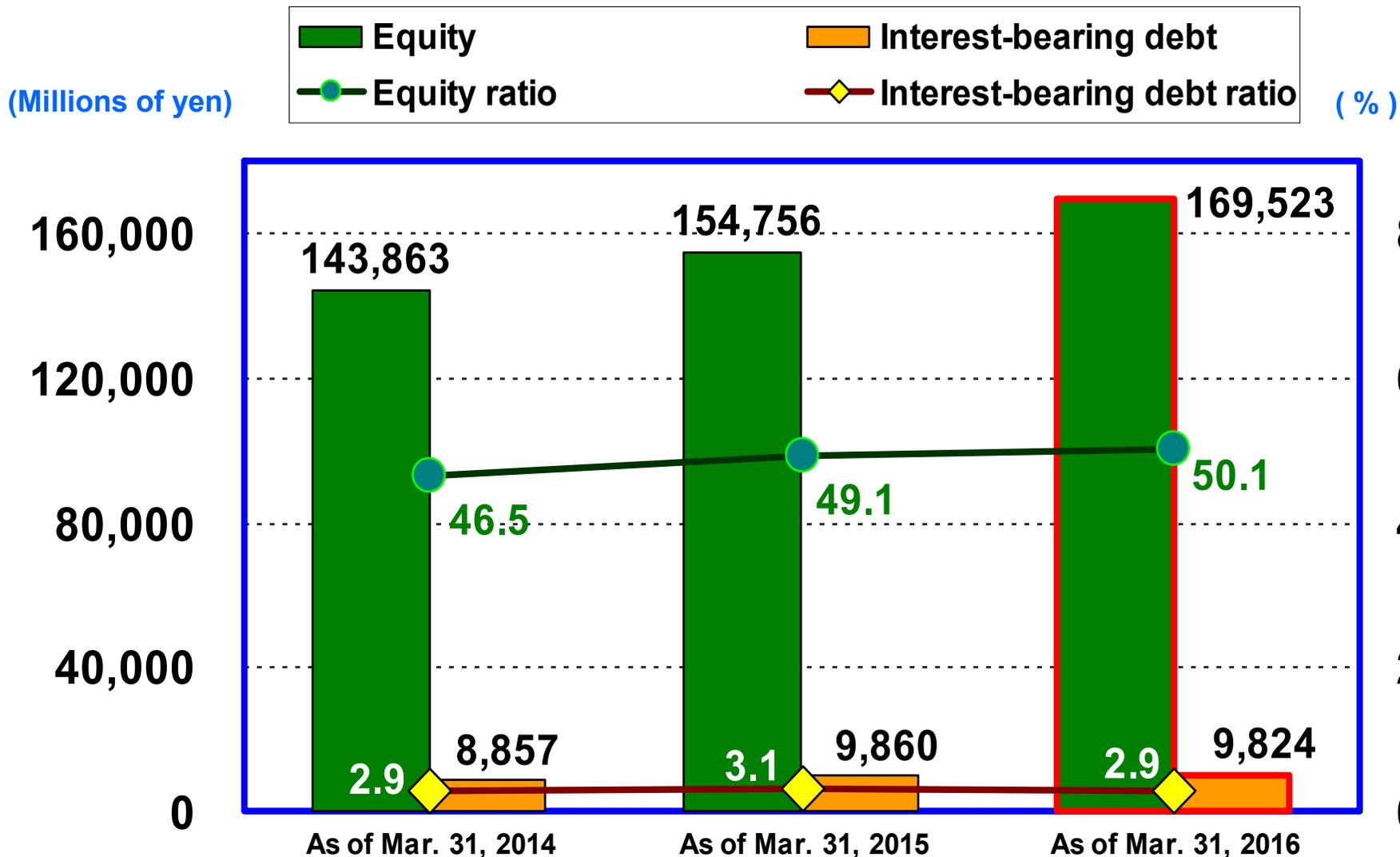
Non-Consolidated

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



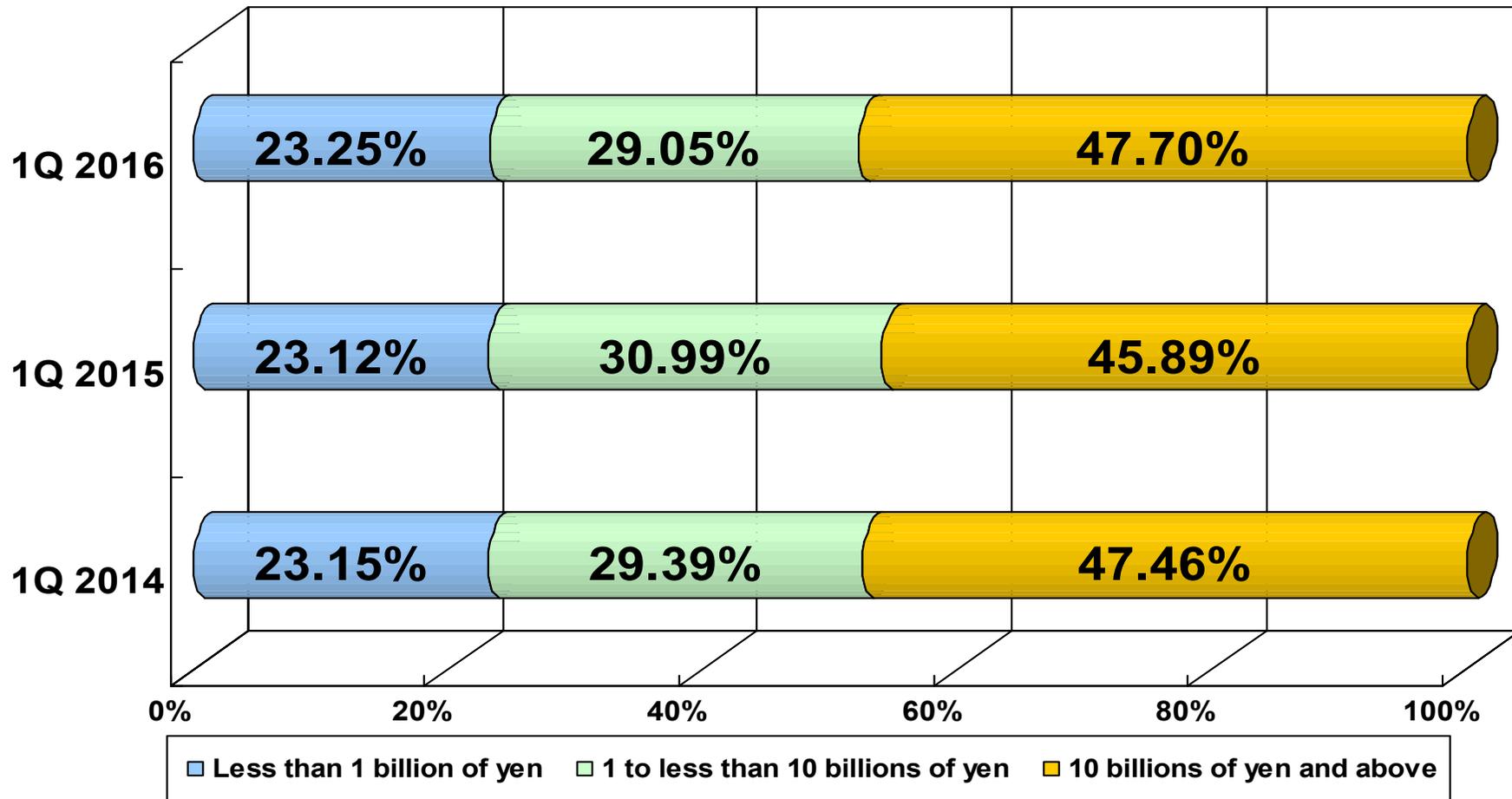
Consolidated

Equity and Interest-bearing debt



Non-Consolidated

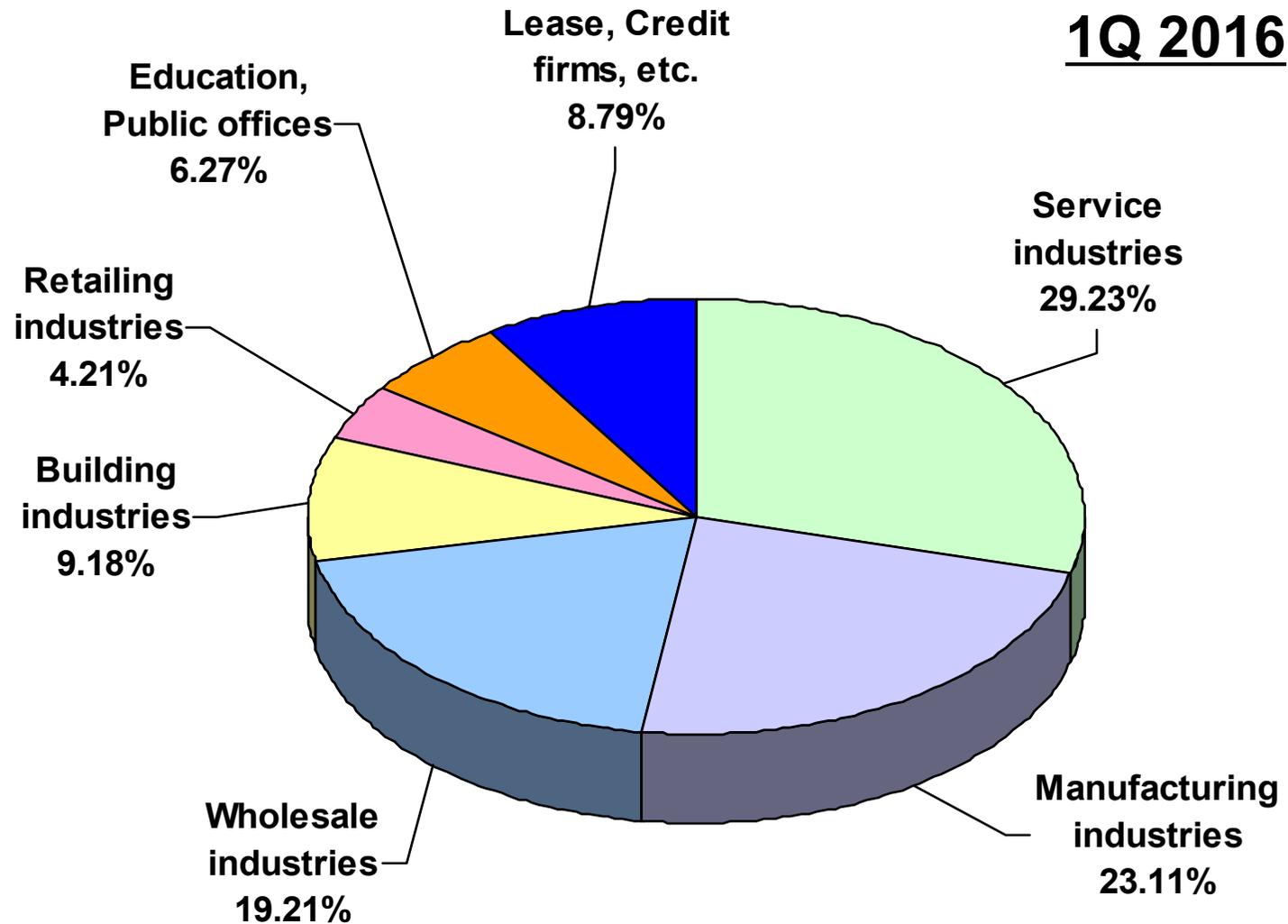
Net sales structure on customers' total annual business scale



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

Non-Consolidated

Sales breakdown by customers' type of industry





Key strategic business

<Amount of Sales>

(Millions of yen)

	1Q 2014	1Q 2015		1Q 2016		
	Amount	Amount	Change to Last year	Amount	Difference to Last year	Change to Last year
“tanomail”	34,946	35,091	+0.4%	38,366	+3,274	+9.3%
SMILE	3,248	2,631	-19.0%	2,197	-433	-16.5%
ODS21	12,549	11,902	-5.2%	12,032	+129	+1.1%
OSM	14,429	14,439	+0.1%	17,983	+3,543	+24.5%

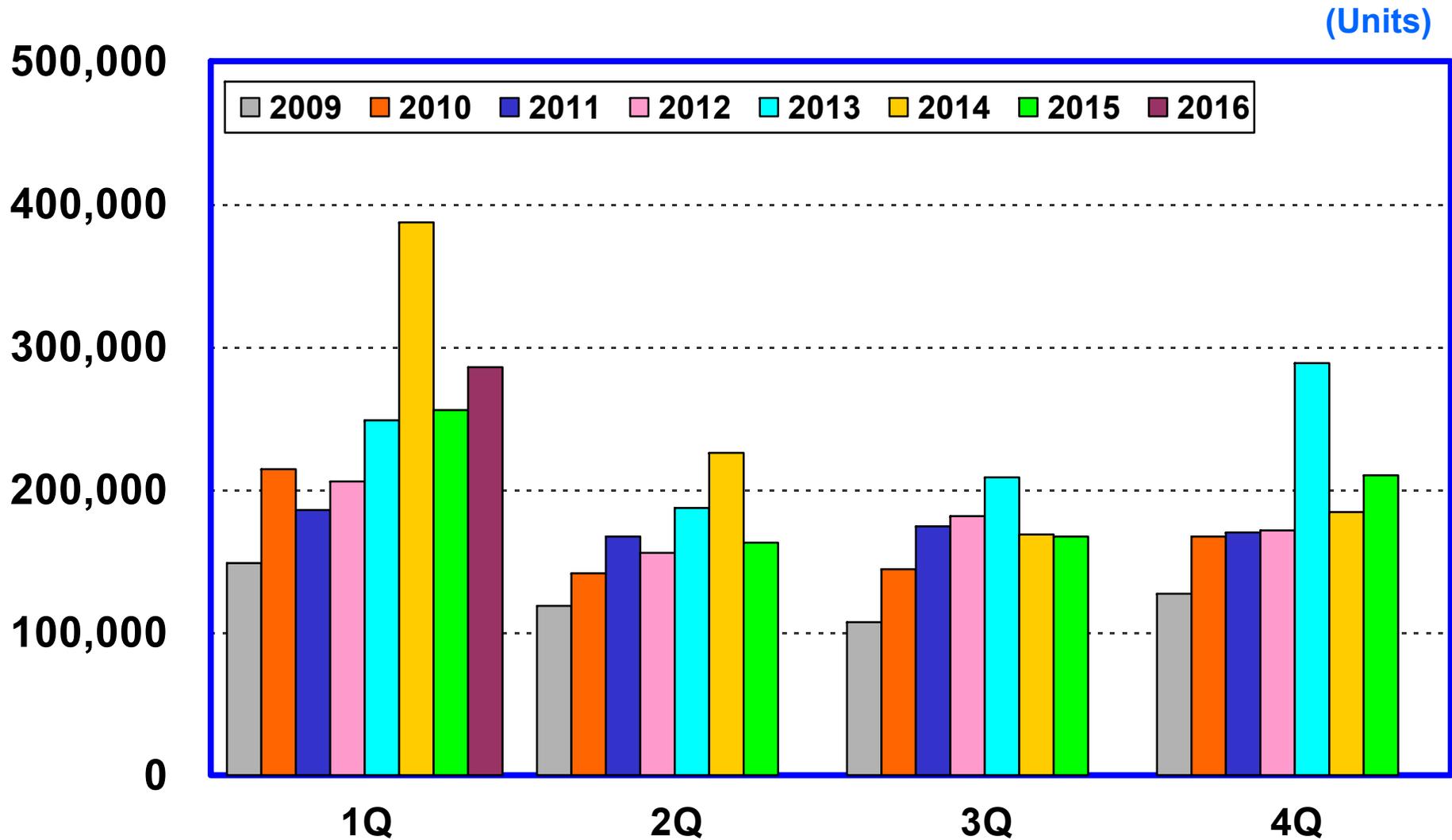
(ODS: Otsuka Document Solutions OSM: Otsuka Security Management)

<As reference: Number of Sales>

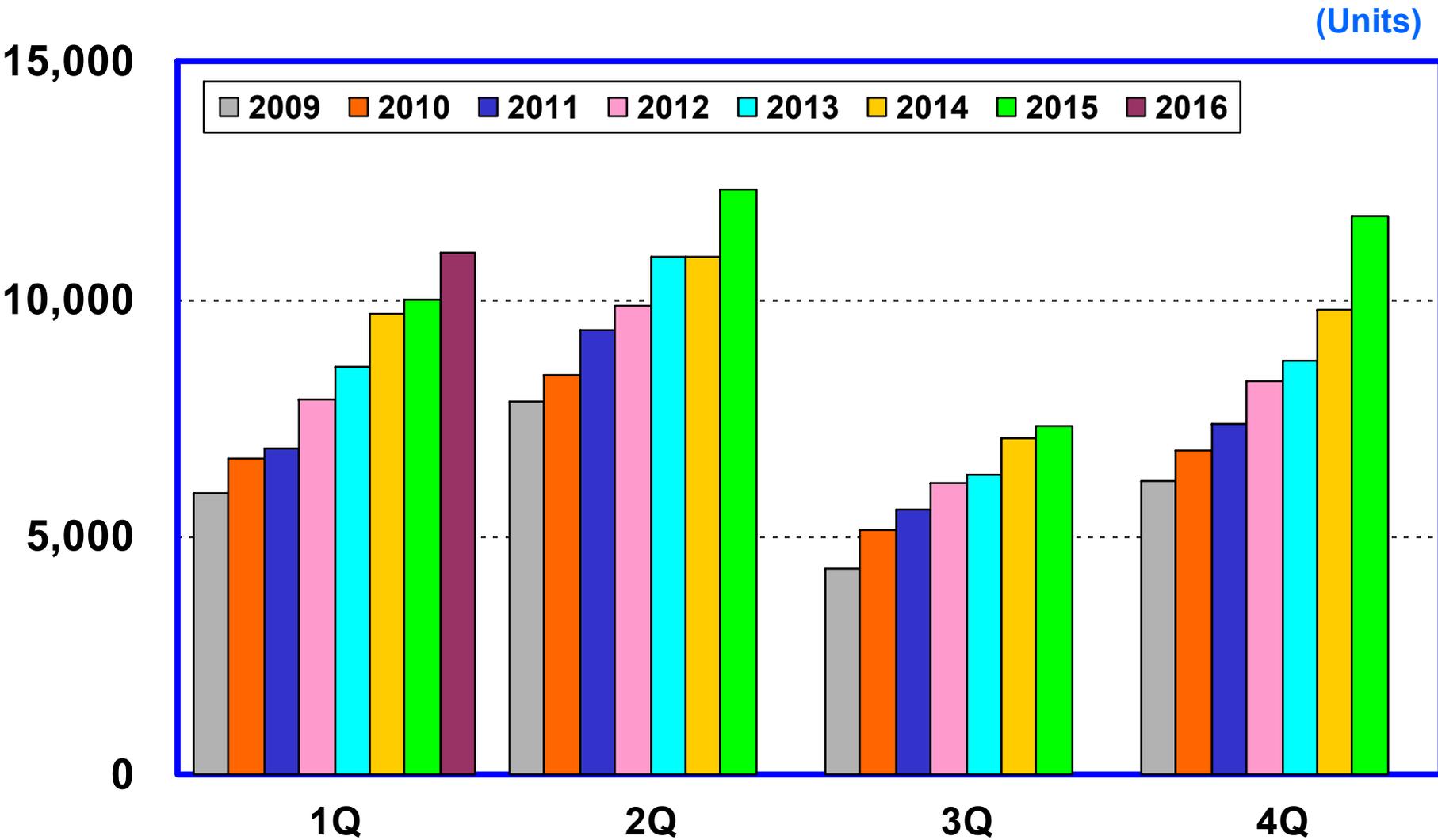
(Units)

Copier	9,679	9,986	+3.2%	10,990	+1,004	+10.1%
(of which Color copier)	8,546	9,158	+7.2%	10,139	+981	+10.7%
Server	10,681	11,646	+9.0%	10,295	-1,351	-11.6%
PC	387,275	255,010	-34.2%	285,920	+30,910	+12.1%
Client Total				304,747	+39,136	+14.7%

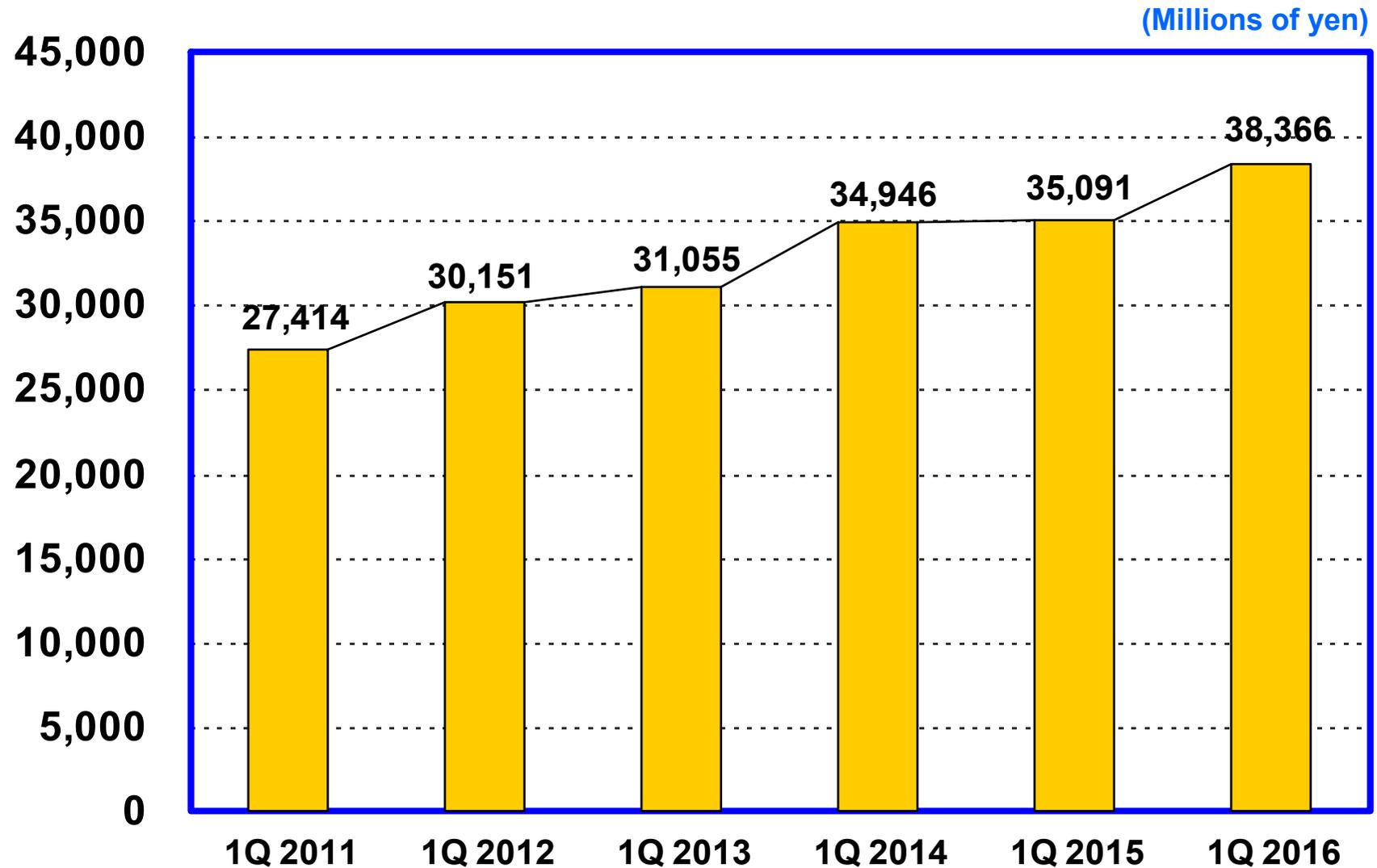
Quarterly Number of PCs Sold



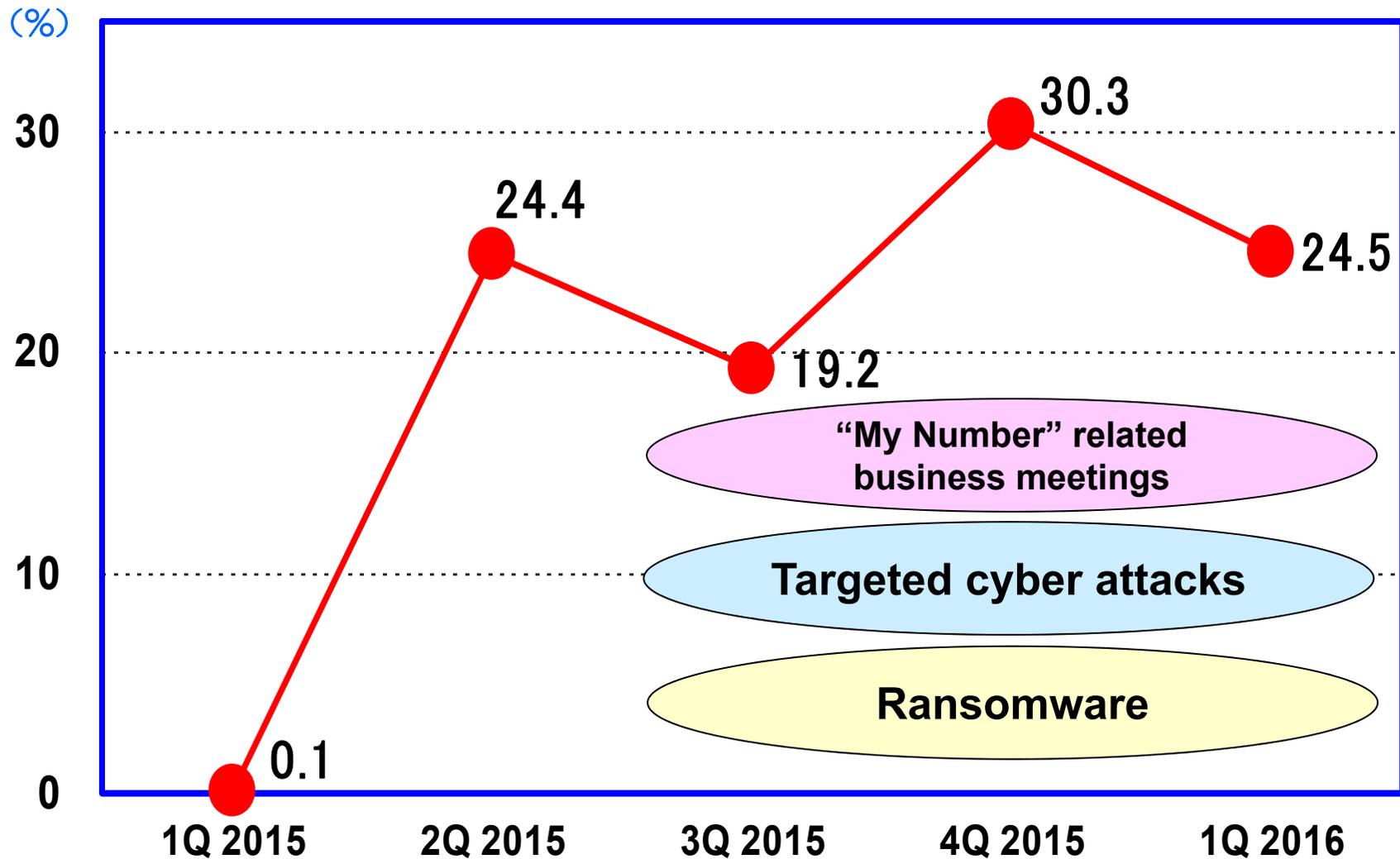
Quarterly Number of Copiers Sold



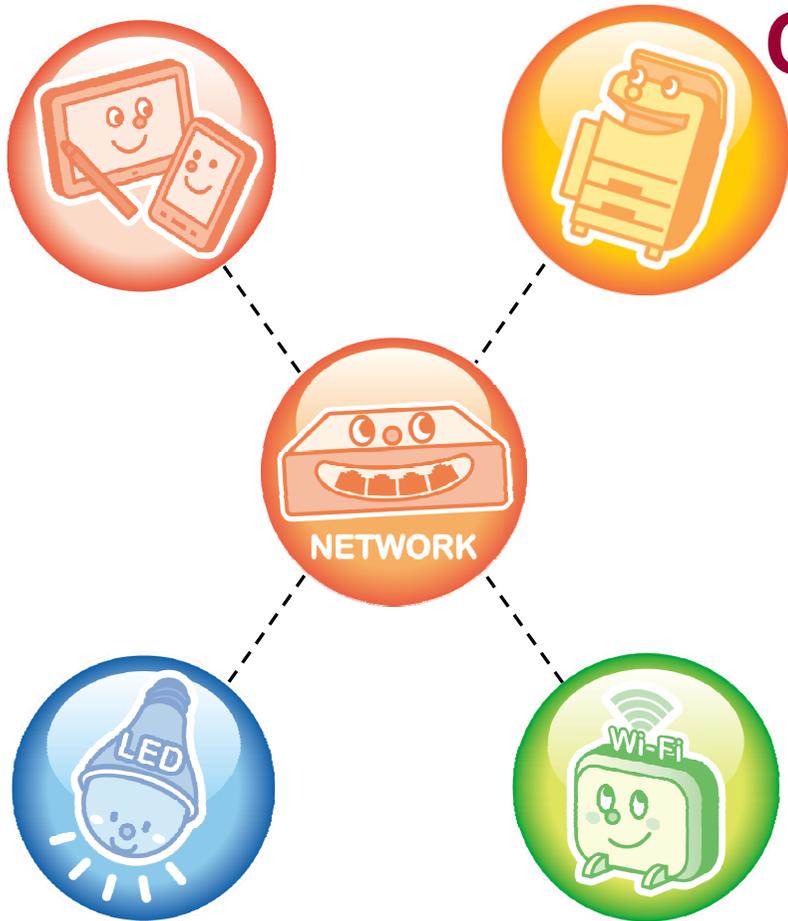
“tanomail” Sales



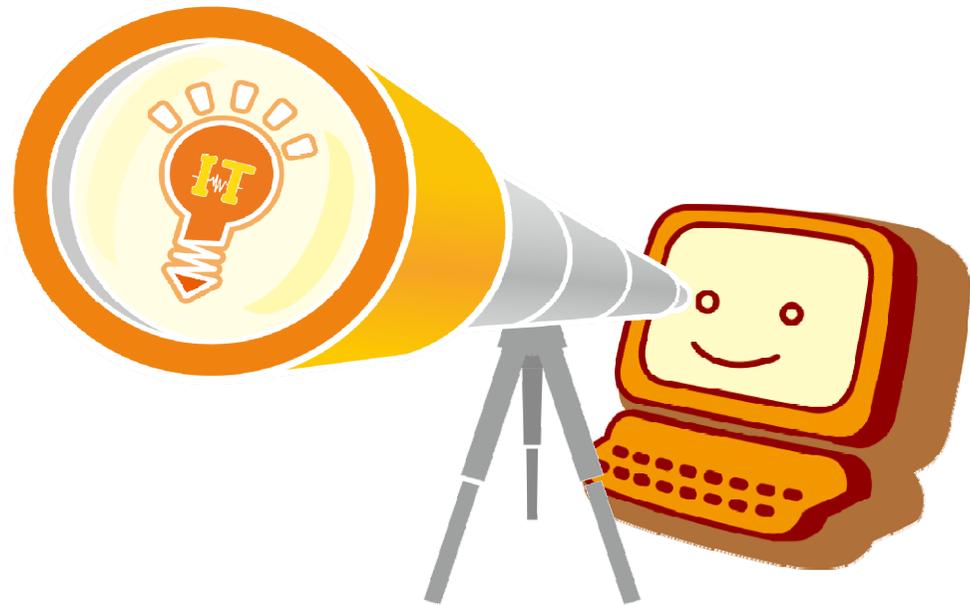
Growth in sales of security business (OSM)



Jissen (Practical) Solution Fair 2016



**Connect it, and you will see
business expansion!**



Participants of JSF 2016

	No. of companies	No. of persons
Tokyo	11,150	14,681
Osaka	4,471	6,044
Nagoya	1,811	2,410
Total	17,432	23,135

Plans for FY 2016

(Millions of yen)

	Consolidated		
	1Q 2016 (Result)	1H 2016 (Plan)	FY 2016 (Plan)
Net sales	171,130	336,130	639,000
Operating income	10,031	24,970	40,000
Ordinary income	10,360	25,224	40,500
Net income*	6,496	15,684	25,180

*Profit attributable to owners of parent



Cautionary statement

1. This material is intended to provide information about the business performance of the 1st quarter of fiscal year 2016 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.
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