



Fiscal year ending December 2017
First three months
(January – March)
Business Results

April 28, 2017

OTSUKA CORPORATION

Summary of Business Results, January - March, 2017

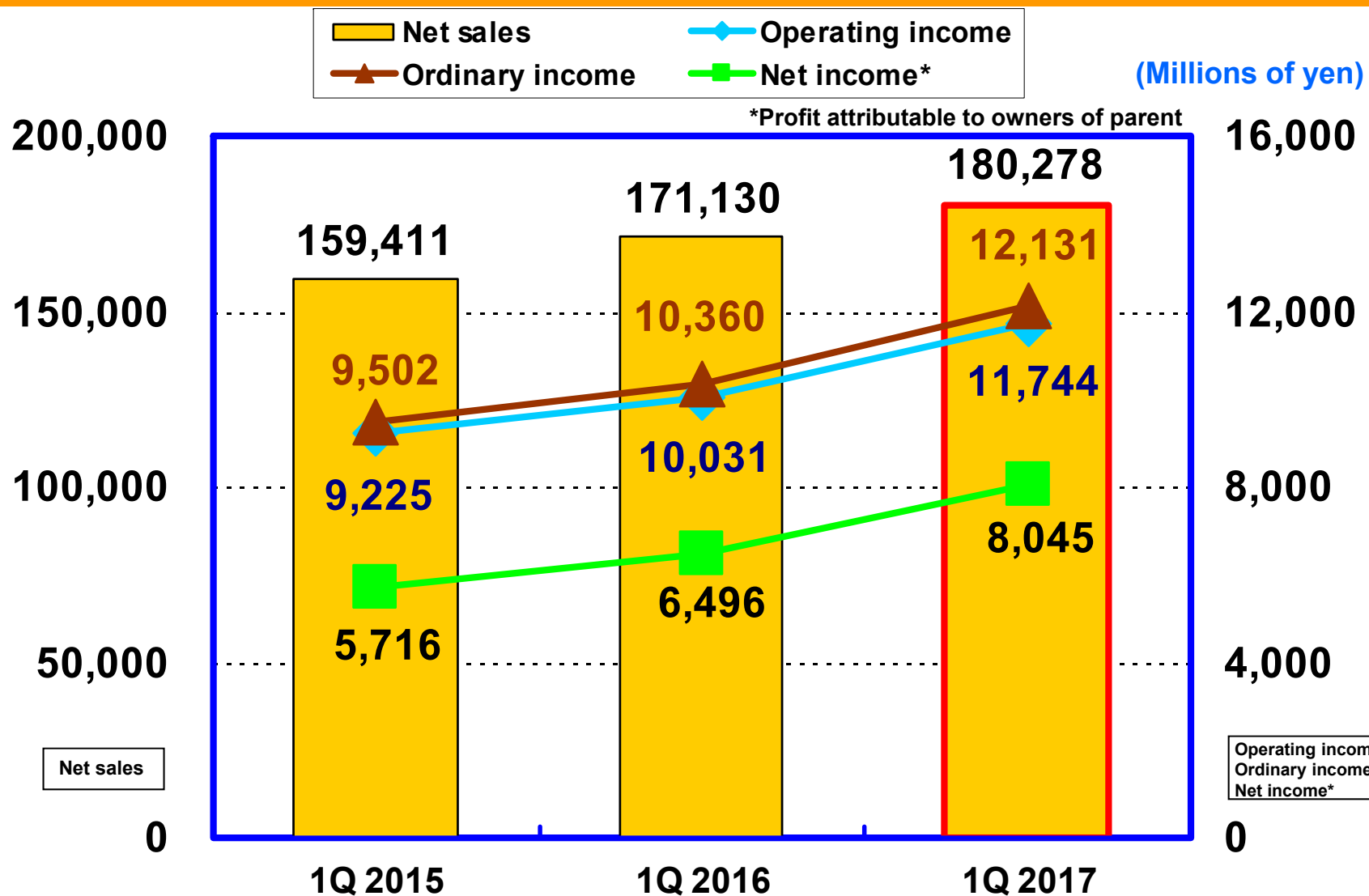
(Millions of yen)

	Consolidated		Non-Consolidated	
	Amount	Change to Last year	Amount	Change to Last year
Net sales	180,278	+5.3%	161,528	+3.8%
Operating income	11,744	+17.1%	10,205	+12.5%
Ordinary income	12,131	+17.1%	11,010	+12.2%
Net income*	8,045	+23.8%	7,562	+19.4%

*Profit attributable to owners of parent

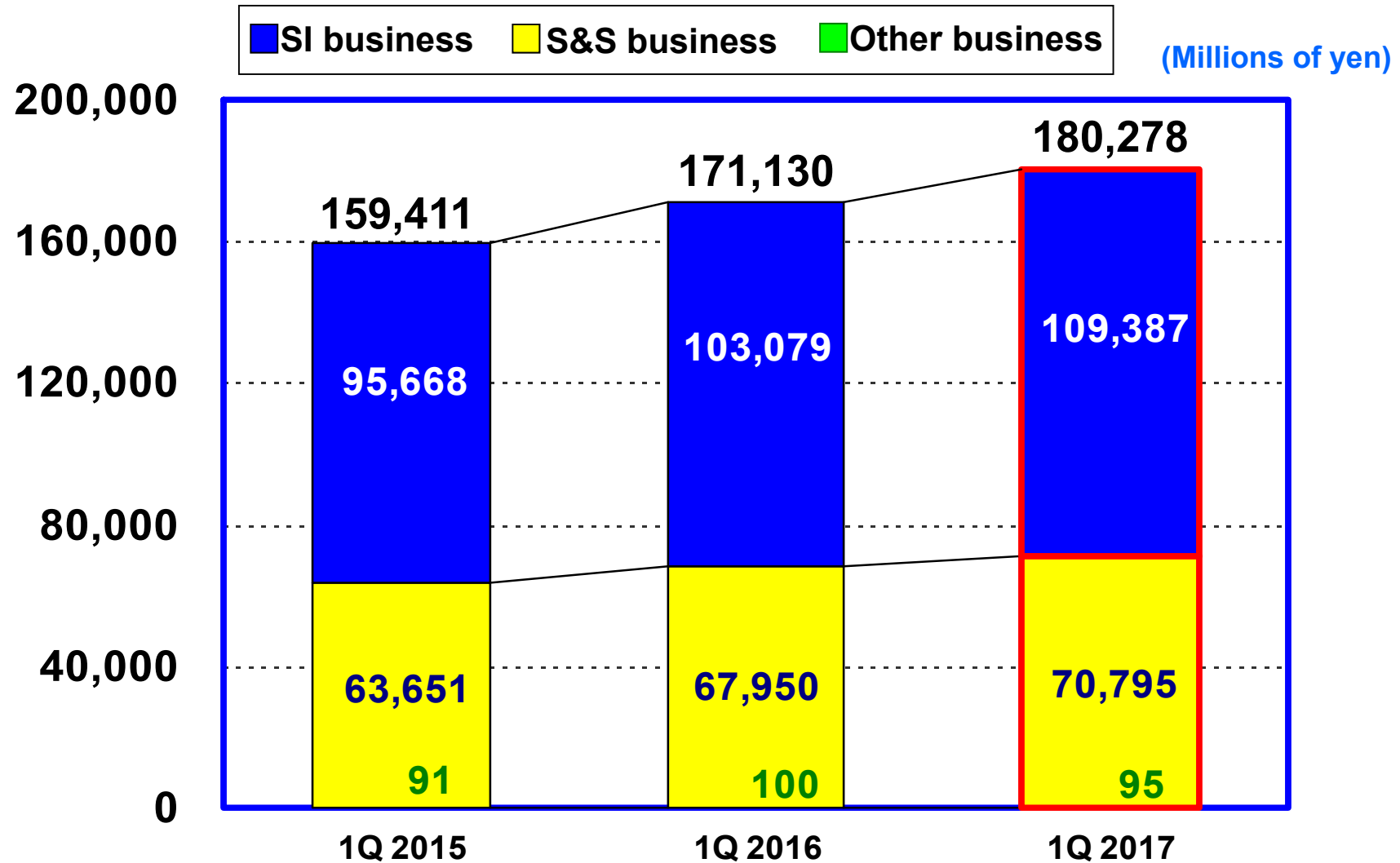
Consolidated

Net sales and Profits

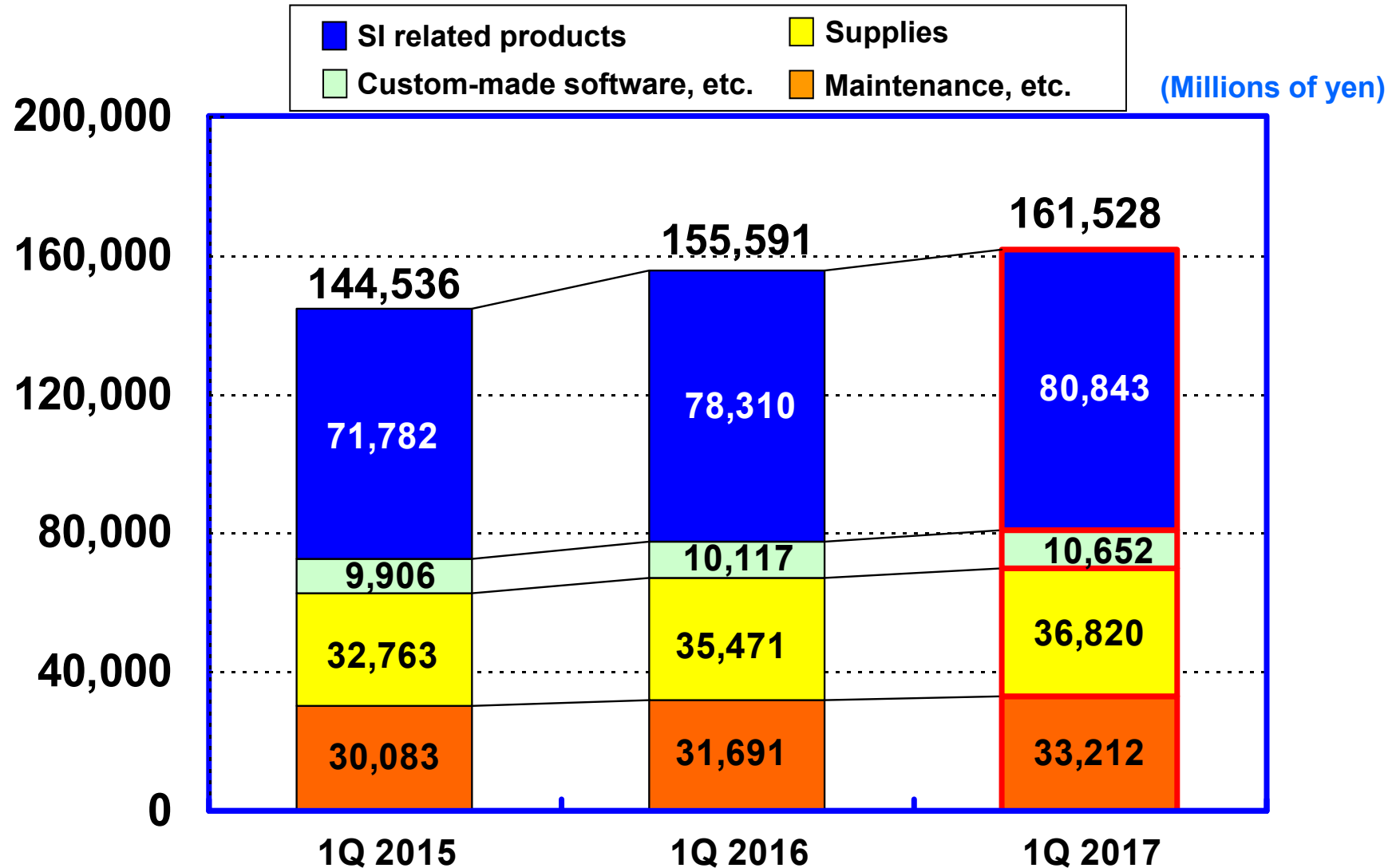


Consolidated

Net sales by segments

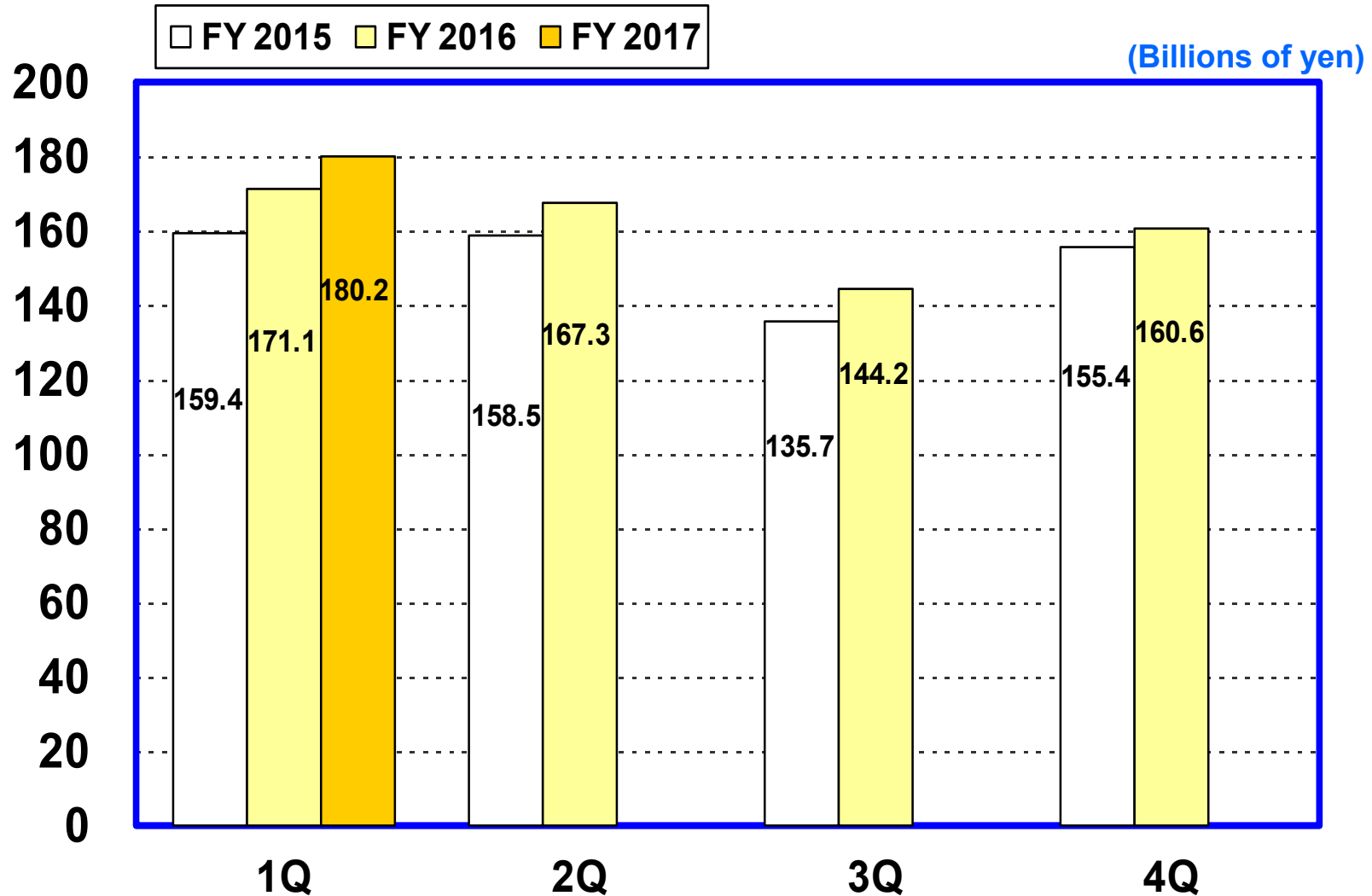


Net sales by 4 segments



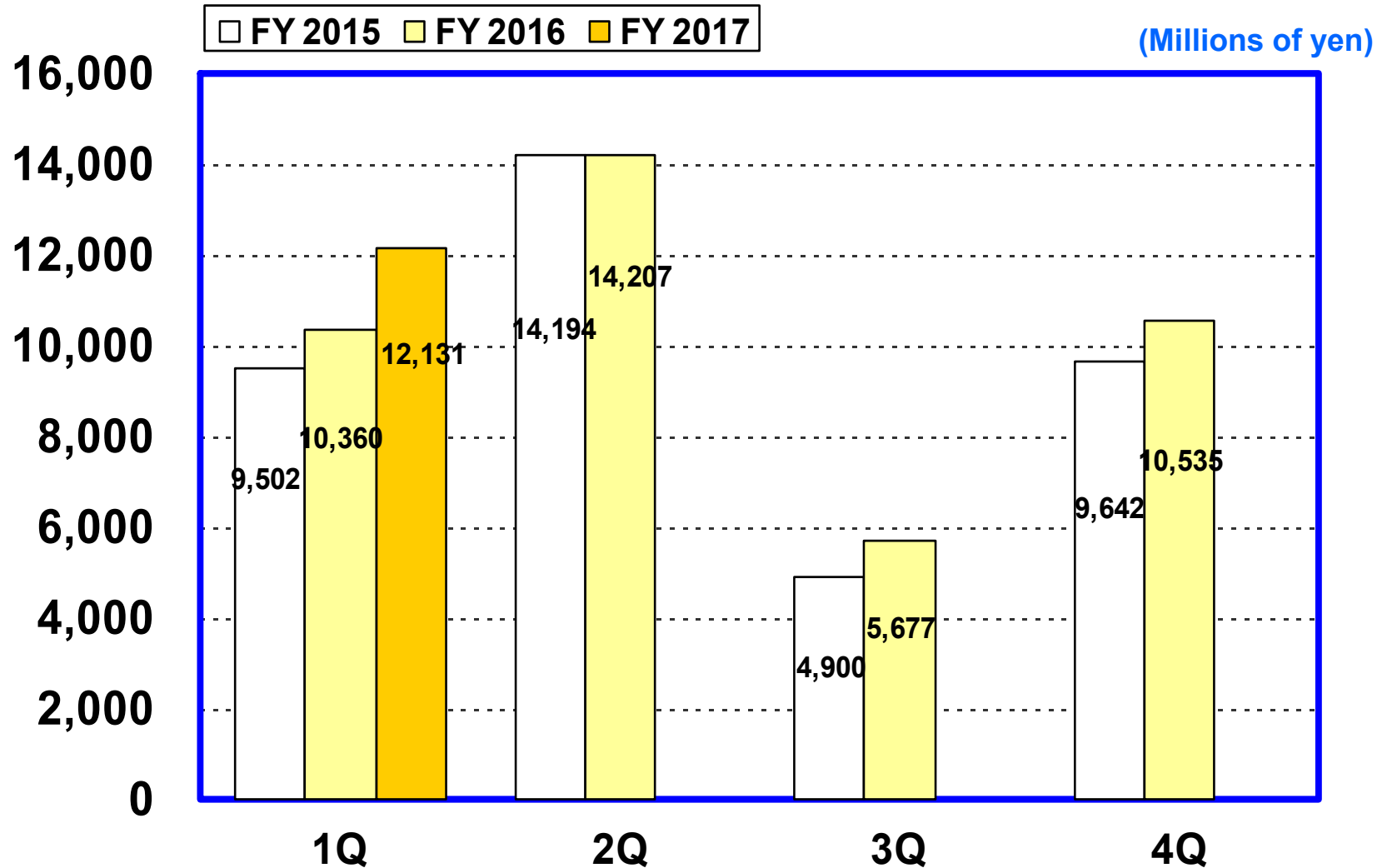
Consolidated

Quarterly change of Net sales



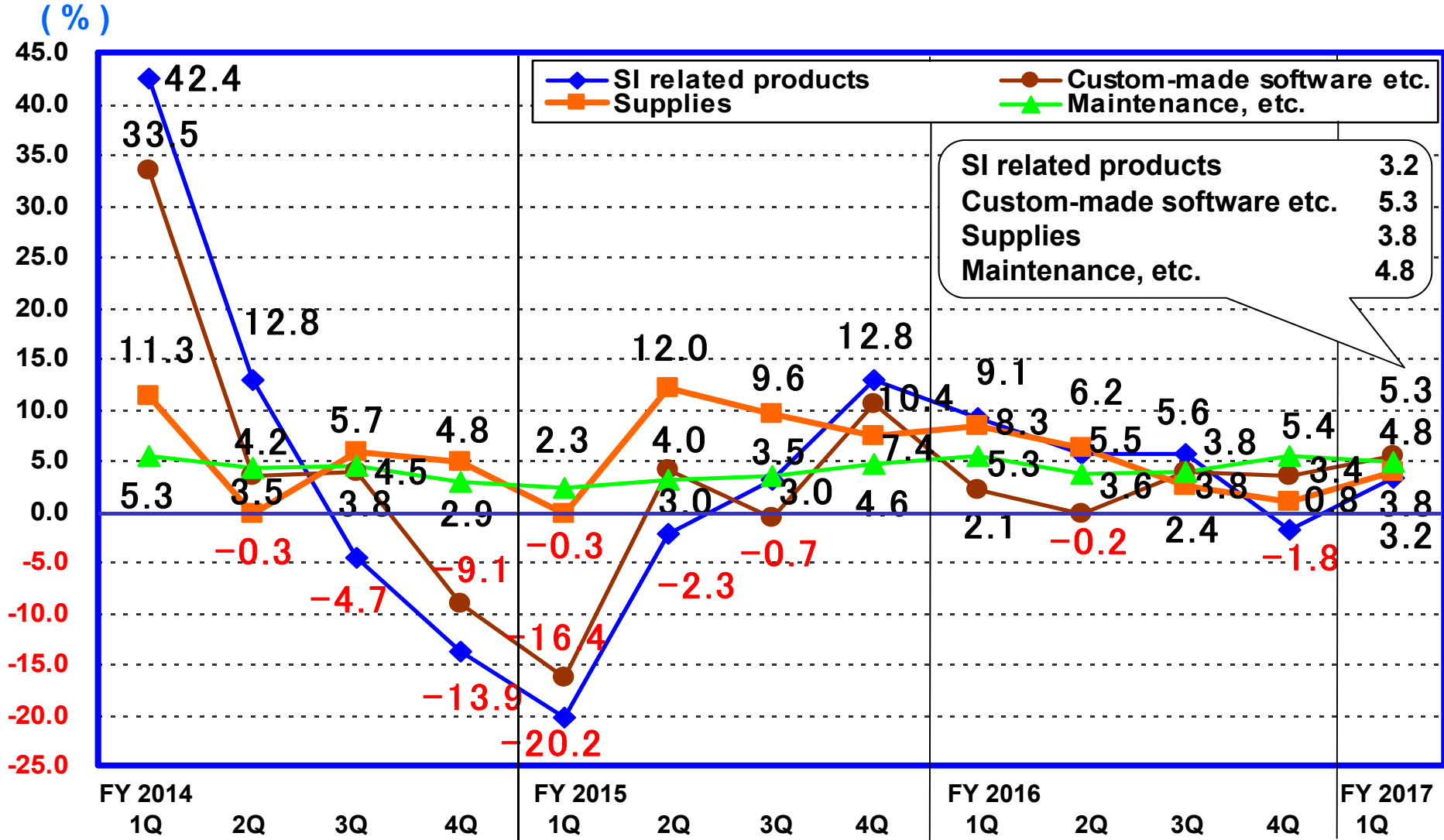
Consolidated

Quarterly change of Ordinary income



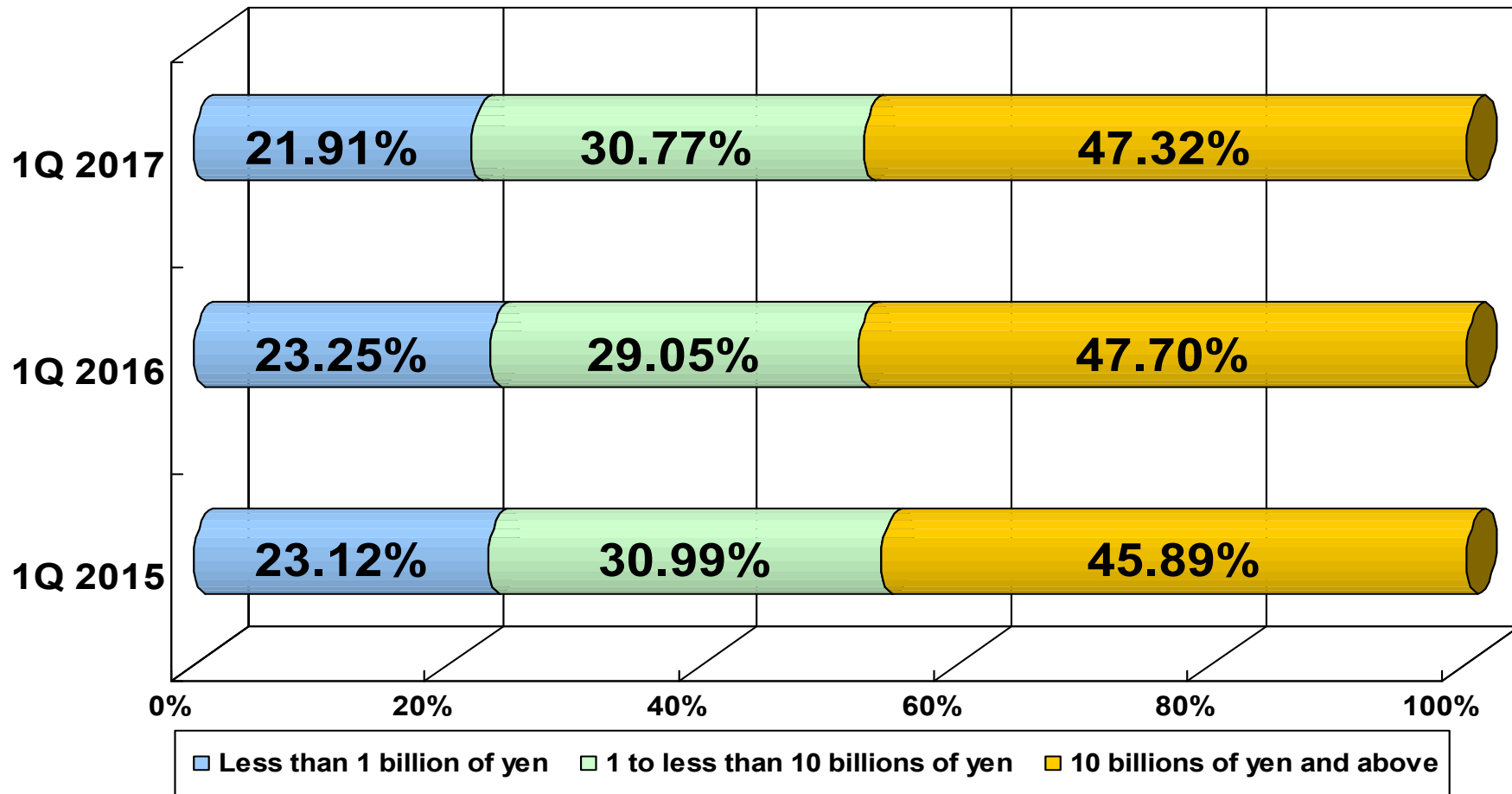
Non-Consolidated

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



Non-Consolidated

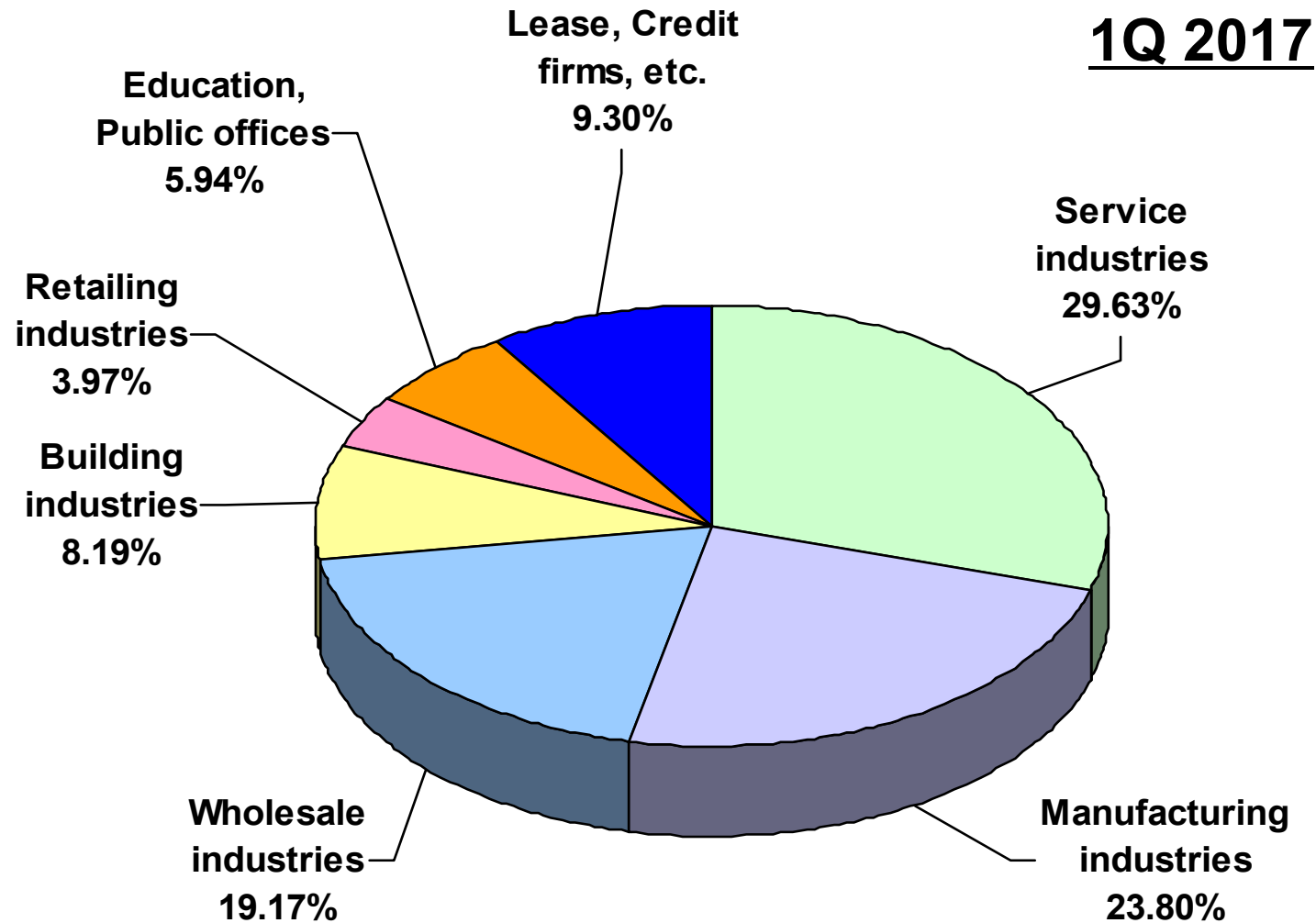
Net sales structure on customers' total annual business scale



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

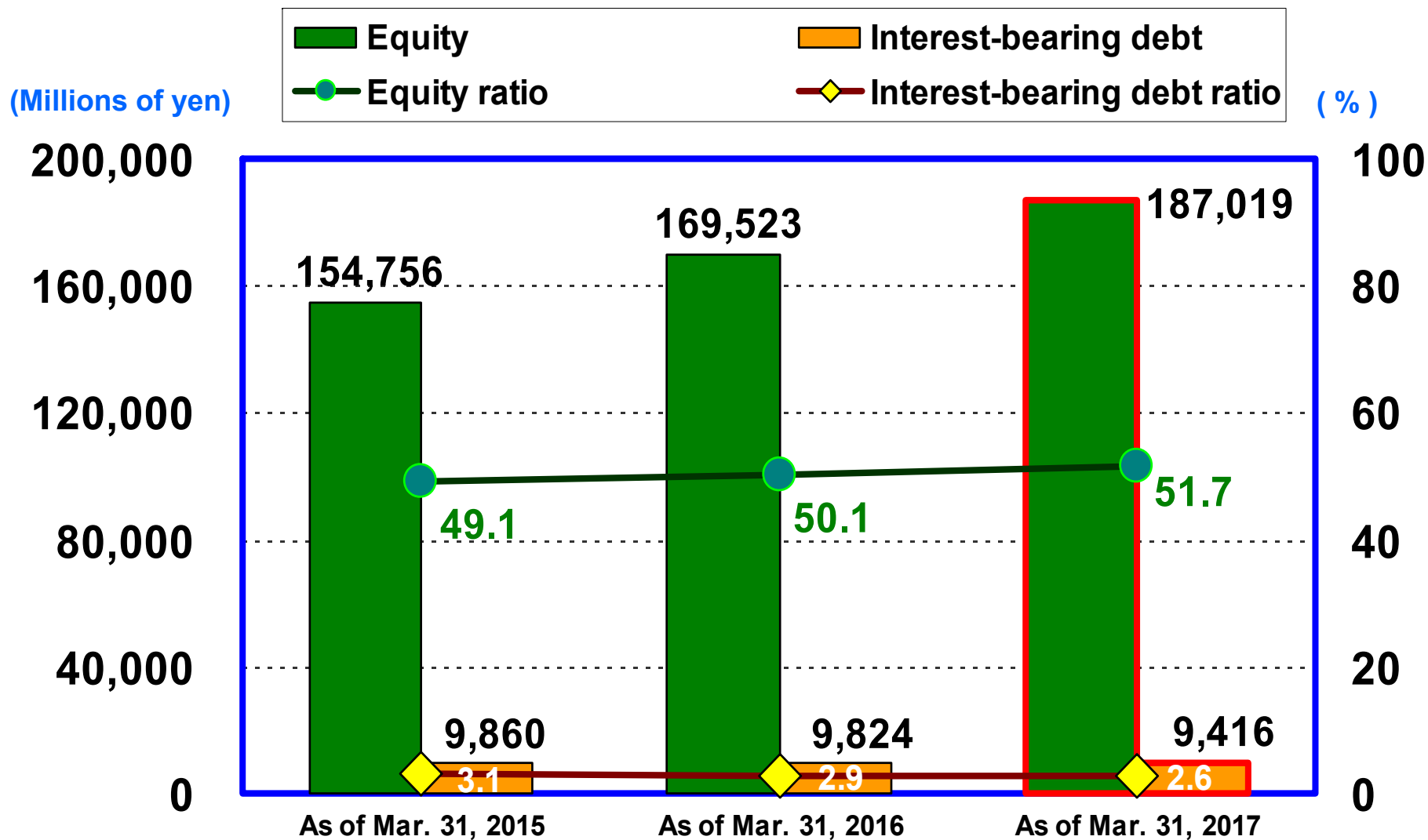
Non-Consolidated

Sales breakdown by customers' type of industry



Consolidated

Equity and Interest-bearing debt





Key strategic business

<Amount of Sales>

(Millions of yen)

	1Q 2015	1Q 2016		1Q 2017		
	Amount	Amount	Change to Last year	Amount	Difference to Last year	Change to Last year
“tanomail”	35,091	38,366	+9.3%	39,485	+1,118	+2.9%
SMILE	2,631	2,197	-16.5%	2,543	+345	+15.7%
ODS21	11,902	12,032	+1.1%	14,519	+2,487	+20.7%
OSM	14,439	17,983	+24.5%	17,924	-59	-0.3%

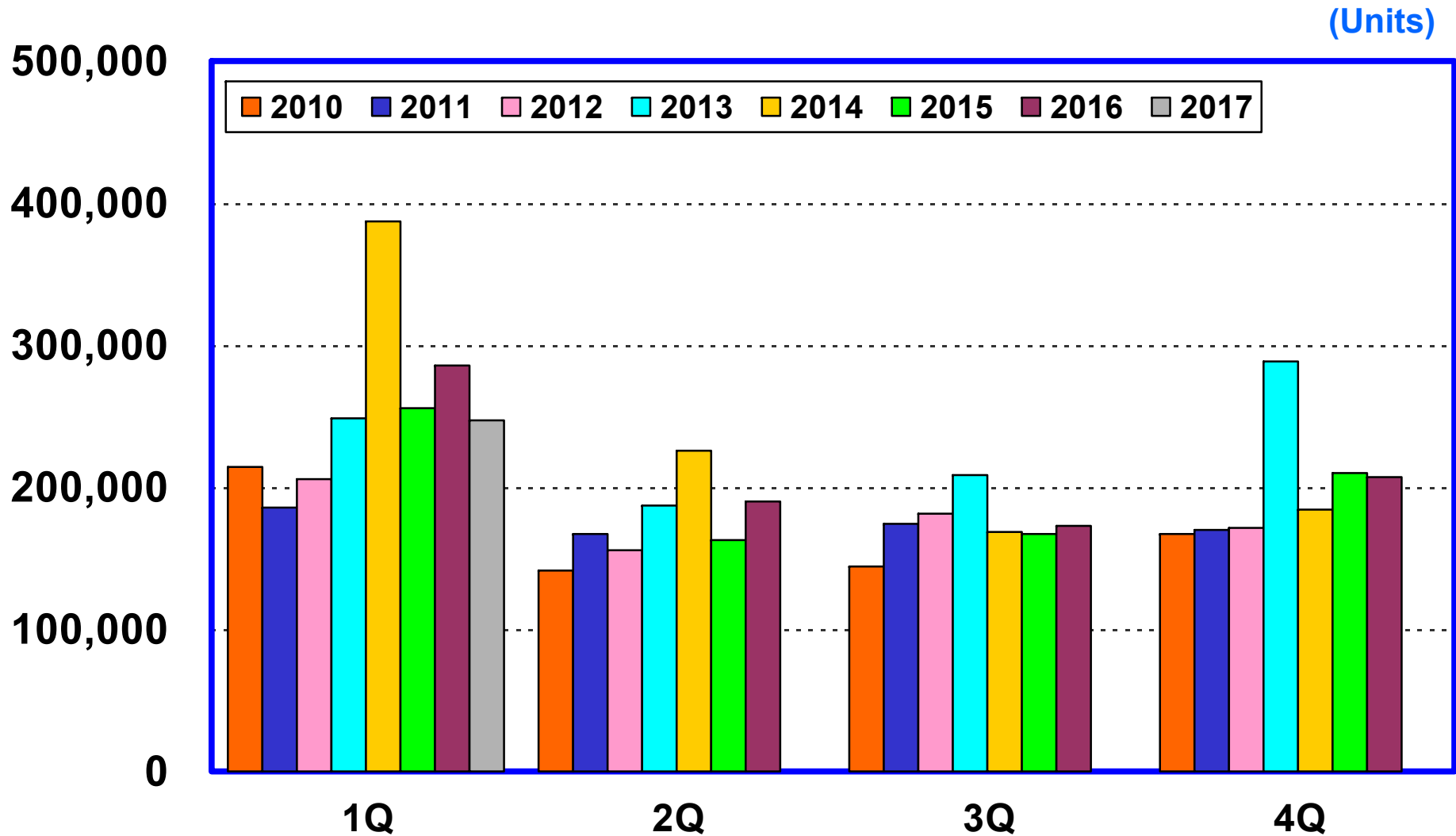
(ODS: Otsuka Document Solutions OSM: Otsuka Security Management)

<As reference: Number of Sales>

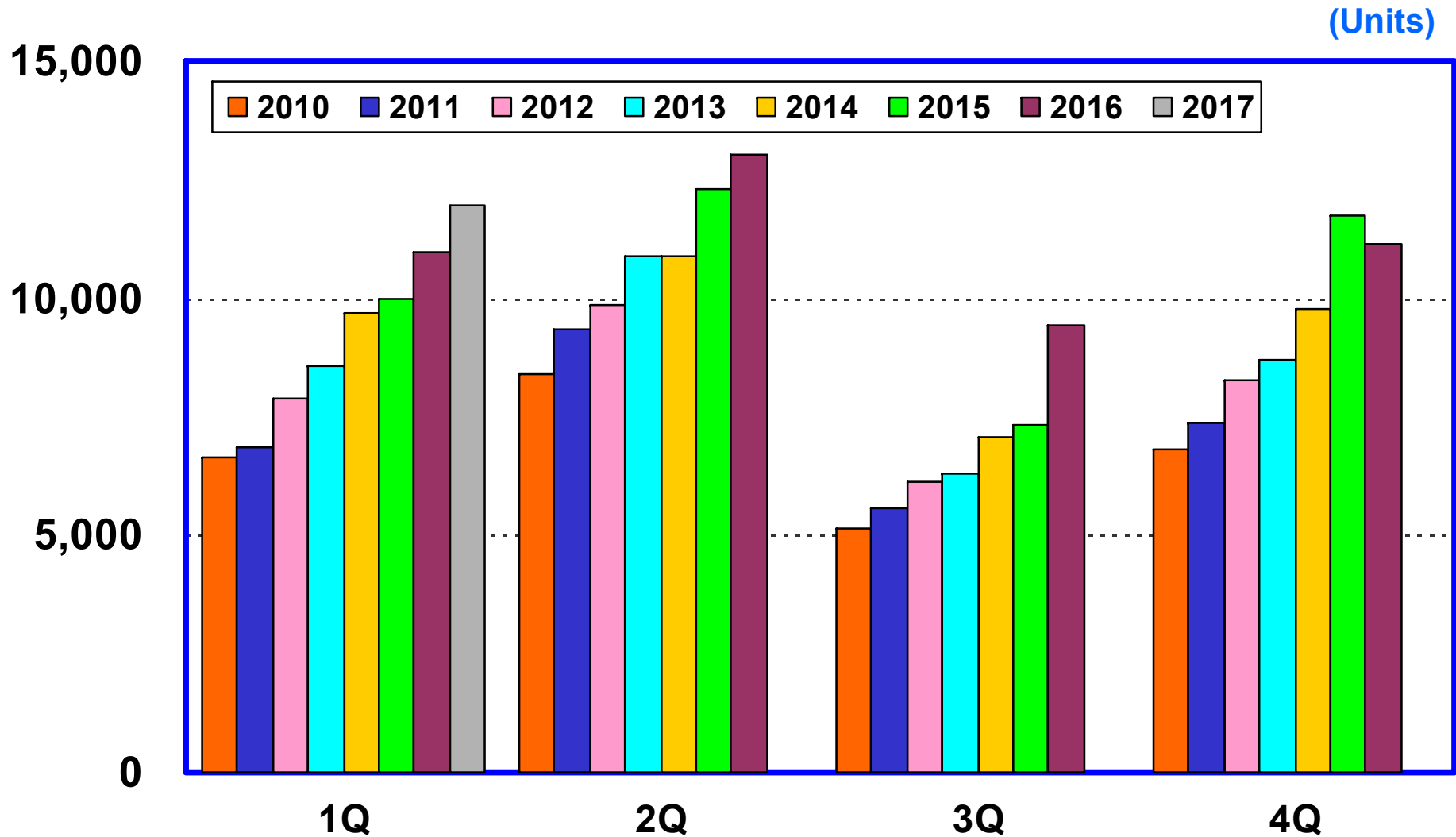
(Units)

Copier	9,986	10,990	+10.1%	11,975	+985	+9.0%
(of which Color copier)	9,158	10,139	+10.7%	11,343	+1,204	+11.9%
Server	11,646	10,295	-11.6%	7,896	-2,399	-23.3%
PC	255,010	285,920	+12.1%	246,735	-39,185	-13.7%
Client Total		304,747	+14.7%	254,853	-49,894	-16.4%

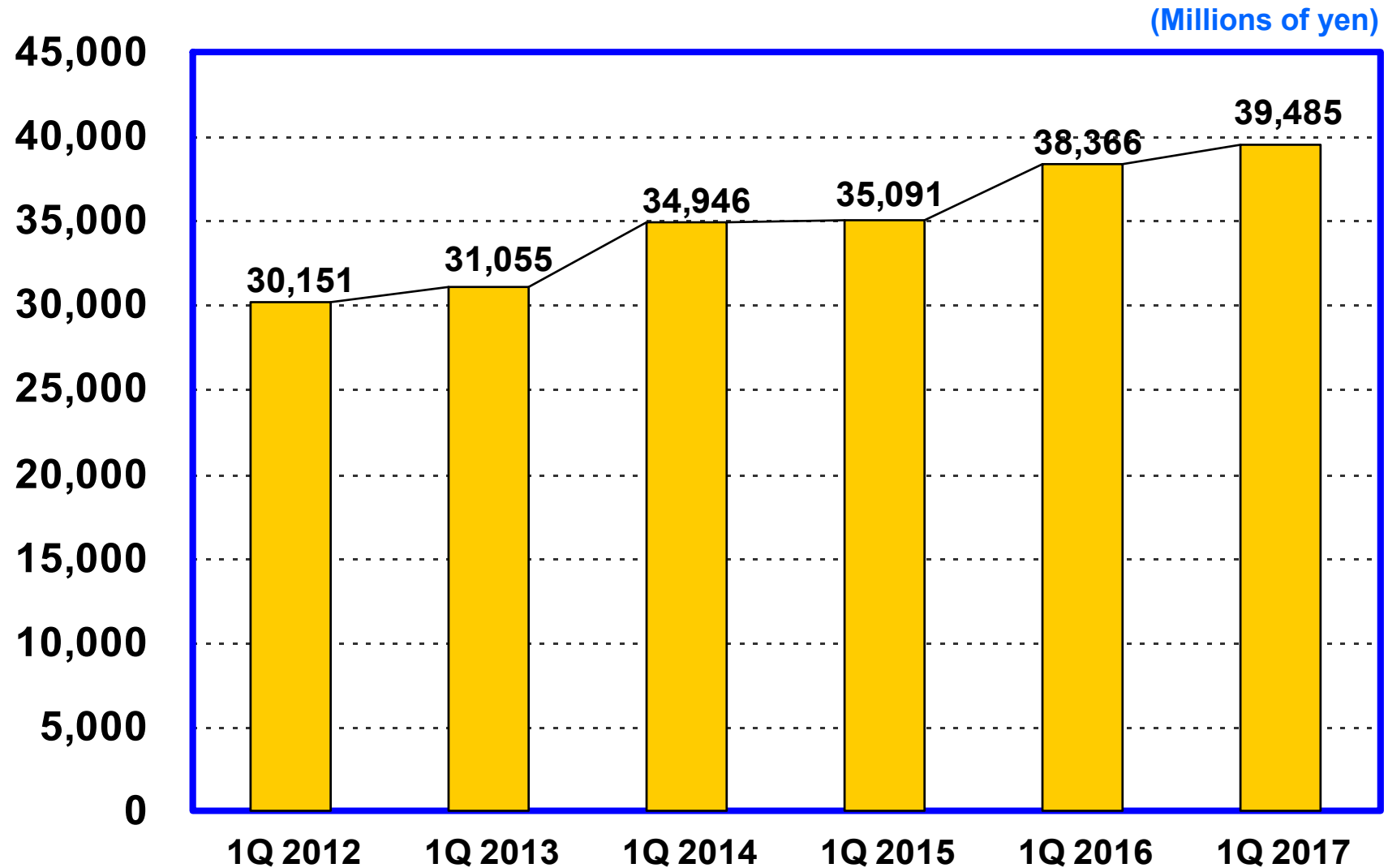
Quarterly Number of PCs Sold



Quarterly Number of Copiers Sold



“tanomail” Sales



Plans for FY 2017

(Millions of yen)

	Consolidated		
	1Q 2017 (Result)	1H 2017 (Plan)	FY 2017 (Plan)
Net sales	180,278	354,820	671,000
Operating income	11,744	24,740	41,000
Ordinary income	12,131	25,080	41,600
Net income*	8,045	16,507	27,280

*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 2017 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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