# **ANNUAL REPORT 2005**

For the fiscal year ended December 31, 2005

# C O N T E N T S

Consolidated Financial Highlights	s 1
To Our Shareholders and Investors	2
Overview of Consolidated Operations	3
Overview of Key Strategic Businesses (Non-consolidated)	6
Forecast for Fiscal 2006	10
Topics	12
Social Contribution and Environmental Preservation Activities	14
Corporate Governance	16
Board of Directors and Corporate Auditors	20
Business Risks	21
Financial Section	22
Principal Group Companies	47
Corporate Data	48
Stock Information	49

# **Mission Statement**

### **Mission**

OTSUKA CORPORATION serves a wide range of companies, providing comprehensive support for their business activities by presenting, within a concrete framework, new business opportunities and management improvement strategies brought about by innovations in information and telecommunication technology. By so doing, we continue to facilitate the growth of our client companies and contribute to the development of our country and the creation of a spiritually enriching society.

### Goals

- To become a corporate group that is recognized and trusted as a valuable corporate citizen.
- To encourage employee growth and self-realization through the attainment of personal goals and professional achievement.
- To demonstrate harmonious coexistence and growth with nature and society.
- To create business models that consistently keep pace with the changing times.

# **Principles**

- Always thinking from the customer's perspective and acting through harmonious team work.
- Maintaining the spirit of challenge inherited from our predecessors, exercising our own critical judgment, and acting on our own initiative.
- Fully complying with all prevailing laws and regulations, and maintaining high ethical standards.

### **Otsuka Corporation**

#### Forward-Looking Statements

The forecasts, plans and outlooks concerning future operating results that are described in this Annual Report are judgments believed to be reasonable by the Company's management, based upon the information available to OTSUKA CORPORATION and member companies of the OTSUKA Group at the time such future projections were created. Various factors that form the basis of these forward-looking statements may differ from the OTSUKA Group's assumptions, and actual results may differ significantly from those presented here. Such factors include changes to the economic situation in principal markets and to product demand, and changes in various domestic and international regulations, accounting standards and customary business practices.

# **Consolidated Financial Highlights**

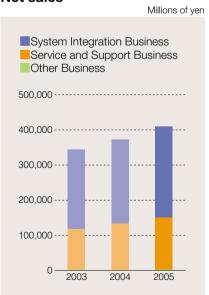
OTSUKA CORPORATION and its Consolidated Subsidiaries ears ended December 31, 2003, 2004 and 2005			Millions of yen	Thousands of U.S. dollars	%
	2003	2004	2005	2005	Change
Net sales	¥344,377	¥372,481	¥409,413	\$3,467,551	+9.9
System Integration Business	225,842	238,729	258,275	2,187,479	+8.2
Service and Support Business	116.665	130.959	149,100	1,262,815	+13.9
Other Business	1.869	2.792	2.037	17,256	-27.0
Operating income	9,221	17,009	21,911	185,576	+28.8
Recurring profit	9,055	17,036	22,210	188,116	+30.4
Income before income taxes and minority interests	4,619	18,548	20,552	174,074	+10.8
Net income	2,457	11,247	11,747	99,494	+4.4
Total assets	162,144	167,228	173,927	1,473,084	+4.0
Total interest-bearing debt	36,858	21,337	11,695	99,059	-45.2
Total shareholders' equity	43,978	54,667	58,920	499,030	+7.8
Net income per share (EPS) (Yen and U.S. dollars)	77.67	355.88	371.72	3.15	+4.5
Dividends per share of common stock (Yen and U.S. dollars)	20.00	55.00	75.00	0.64	+36.4
Cash flows from operating activities per share					
(Yen and U.S. dollars)	497.87	743.43	710.97	6.02	-4.4
Operating income to net sales ratio (%)	2.68	4.57	5.35	_	
Net income to net sales ratio (%)	0.71	3.02	2.87	_	
Total interest-bearing debt ratio (%)	22.73	12.76	6.72	_	
Shareholders' equity ratio (%)	27.12	32.69	33.88	_	
Return on equity (ROE) (%)	5.69	22.80	20.68	_	

Note:

Figures for ROE are calculated using average shareholders' equity.

U.S. dollar amounts are computed using the December 31, 2005 exchange rate of ¥118.07=US\$1.

### **Net sales**



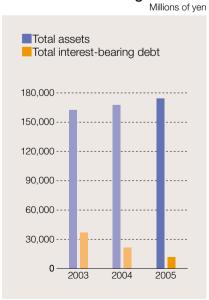
Note:

Rounding down sums of less than a million yen.

# Operating income, Recurring profit, Net income



# Total assets, Total interest-bearing debt



# To Our Shareholders and Investors



Yuji Otsuka President & Chief Executive Officer

I am pleased to announce the results for the fiscal year ended December 31, 2005.

In the fiscal year under review, the OTSUKA Group posted net sales of ¥409,413 million, which was an increase of 9.9% from the previous fiscal year and this is the first time in our history that the net sales of the Group exceeded the ¥400 billion. By segment, sales in System Integration Business sales rose 8.2%, to ¥258,275 million, buoyed up by a strong performance by personal computers, servers and information security-related products. In the Service and Support Business, sales grew by 13.9%, to \forall 149,100 million, underpinned by another good performance by the "tanomail" office supply mail-order service, and by a robust showing by maintenance services.

while recurring profit rose 30.4%, to \(\frac{\text{Y22,210}}{210}\) million, and net income increased 4.4%, to \{\}11,747 million, all new highs. In part, this record-breaking performance was achieved by the OTSUKA Group's successful endeavors to hold down SG&A expenses relative to the higher sales. Thus, the Company has successfully recorded the highest net sales, recurring profit and net income in three consecutive fiscal years despite net income in the previous fiscal year included extraordinary income of ¥5,481 million from the exemption from the obligation under the substitutional portion of the social welfare pension fund. In view of these results, management has resolved to raise the cash dividend \(\fomats20\) from in the preceding term to \(\fomats75\) per share. The OTSUKA Group will continue to pursue management reforms to respond to the trust of all stakeholders, in line with its Mission Statement.

In these endeavors, please continue to give us your support.

Yuji Otsuka, President & Chief Executive Officer

March. 2006

# **Overview of Consolidated Operations**

# Signs of Mild Economic Recovery

In the fiscal year under review, despite concerns such as crude oil appreciations in the Japanese economy, major manufacturers maintained their strong showing, and the upturn in corporate earnings expanded to large non-manufacturing companies and small and medium enterprises. An increase in corporate capital investment and an upswing in employment opportunities are other indications that a mild recovery is underway, driven by domestic demand.

## Corporate IT Investment Remains Strong

In the IT-related industrial sector in which the OTSUKA Group operates, IT investment by enterprises remained strong. Key factors included stepped-up investment to protect the security of information inspired by the enforcement of the Personal Information Protection Law as of April 1, 2005, the continued strength of system replacement demand, and government policies such as the IT Investment Promotion Tax.

# Helping Customers to Save Costs and Improve Productivity

Against this backdrop, and raising "Grow with Customers and Respond to Their Trust" as its slogan for fiscal 2005, the OTSUKA Group focused on expanding its business with existing customers while at the same time developing and cultivating new customers. This involved strengthening of functionality and promoting greater use of "SPR", a system developed by OTSUKA CORPORATION that combines the functions of customer relationship management (CRM) and sales force automation (SFA) programs. "SPR" provides a way of encompassing and sharing information relating to customer transaction histories, the history of OTSUKA's responses, customer input, and the status of business discussions. In this way, "SPR" is used to efficiently provide customers with solutions neccessary to their needs, such as how to reduce costs and improve productivity.

Specifically, this involved aggressive proposals on integrated systems combining copiers, computers, facsimiles, telephones, communication lines and so forth, as part of a continuing emphasis information security-related business, and keystrategic businesses such as the "tanomail" office supply mail-order business, etc.

# Increases of 9% in Net Sales,28% in Operating Income and 30% in Recurring Profit

On a consolidated basis, net sales grew 9.9%, to \$409,413 million, operating income rose 28.8%, to \$21,911 million, recurring profit rose 30.4%, to \$22,210 million, and net income posted an increase of 4.4%, to \$11,747 million. Thus, the OTSUKA Group has successfully recorded the highest net income despite net income in the previous fiscal year included extraordinary gain of \$5,481 million associated with the exemption from the obligation under the substitutional portion of the social welfare pension fund, and achieve further growth in sales and income.

(Millions of yen)

	Fiscal 2004	Fiscal 2005		
	Amount	Amount Change to Last Year		
Net sales	372,481	409,413	+9.9%	
Operating income	17,009	21,911	+28.8%	
Recurring profit	17,036	22,210	+30.4%	
Net income	11,247	11,747	+4.4%	

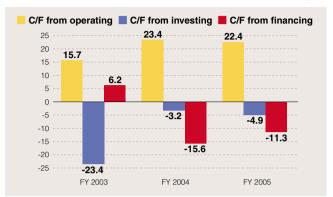
### What is "SPR"?

"SPR" is a combined customer relationship management (CRM) and sales force automation (SFA) system developed by OTSUKA CORPORATION. "SPR" handles customer profile information and acts as a database for transaction histories (Past) that includes details of daily meetings and contact information relating to some 20,000 companies customers. It also includes information on the status of proposals that have been submitted to customers (Present), and on customers' needs and requirements (Future). The Company comprehensively analyzes and utilizes this information to efficiently create optimal solutions for each customer.



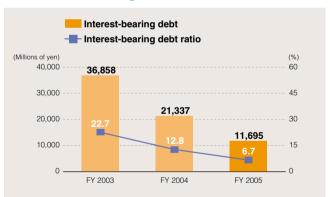
### Cash Flows

(Billions of yen)



Buoyed by the solid business results, cash provided by operating activities amounted to \(\frac{\text{\frac{\tinx{\finter{\frac{\text{2}\timed{\frac{\text{\frac{\text{\frac{\text{\frac{\text{\frac{\text{\frac{\tinc{\tinc{\tince{\tinx{\frac{\tinc{\tinc{\tinc{\tinc{\tinx{\fin}}}}{\text{\frac{\text{\frac{\text{\frac{\text{\frac{\text{\frac{\text{\frac{\tinc{\tinc{\tinc{\frac{\tinc{\tinx{\frac{\tinc{\tinx{\frac{\tinx{\finte}\ta}\tinx{\frac{\tinx{\frac{\tinx{\fin}}\text{\frac{\tinx{\frac{\tinx{\frac{\tinx{\frac{\tinx{\frac{\tinx{\frac{\tinx{\fin}}}}}}{\tinx{\frac{\tinx{\frac{\tinx{\fin}}}}{\tinx{\frac{\tinx{\frac{\tinx{\frac{\tinx{\frac{\tinx{\frac{\tinx{\frac{\tinx{\frac{\tinx{\frac{\tinx{\frac{\tinx{\frac{\frac{\frac{\frac{\tinx{\frac{\fin}}}}}}}}{\tinx{\frac{\frac{\frac{\frac{\frac{\fin}}}}}}}{\tinx{\frac{ million in the preceding term. Cash used in investing activities amounted to ¥4,986 million, compared to ¥3,245 million. Cash flows from financing activities amounted to ¥11,338 million, compared to \\ \text{\formula}15.617 million by advancing the redemption of bollowings.

# Interest-bearing debt



In the fiscal year under review, interest-bearing debt (including short-term and long-term loans) decreased by approximately ¥9.6 billion, to ¥11,695 million, reflecting a reduction in loans against the backdrop of strong cash flows from operating activities. As a result, interest-bearing debt was less than "cash, time deposits and other cash equivalents", which amounted to ¥14,507 million.

# **Overview of Business Segments**

## System Integration Business

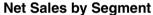
The System Integration Business provides optimized system services ranging from consulting to system design and development, transport and installation work and network construction. By focusing resources on the innovative "ODS21" knowledge management system and the "SMILE series" integrated mission-critical systems, personal computers, servers and information security-related products continued to do well, resulting in an increase of 8.2% in net sales, to ¥258,275 million.

## Service and Support Business

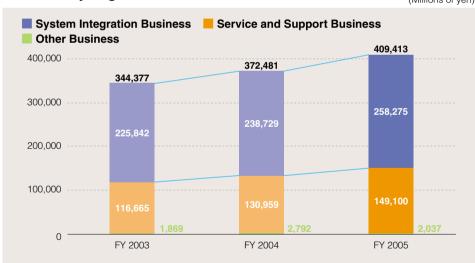
The Service and Support Business provides customers with total support for installed systems encompassing supplies, hardware and software maintenance, telephone support and IT education. The "tanomail" office supply mail-order service via Website and catalog channels continued to generate good growth in sales of OA supplies, and robust results were also posted by the maintenance business, which includes information security-related services. As a result, net sales amounted to ¥149,100 million, 13.9% more than the preceding year.

### Other Business

Net sales by the Other Business declined 27%, to ¥2,037 million.







# **Overview of Key Strategic Businesses** (Non-consolidated)

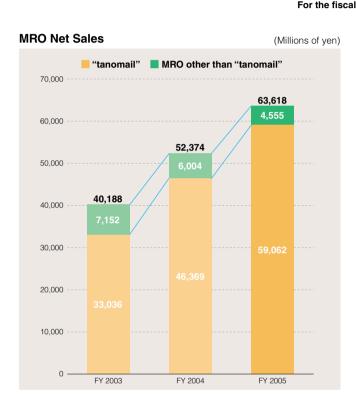
OTSUKA CORPORATION has positioned "MRO", "SMILE", "ODS21" and "OSM" as its key strategic businesses and concentrated resources accordingly. Below is an overview of each strategic business for the fiscal year under review.

**Key Strategic Business** 



For the fiscal year under review, net sales rose 21.5% to ¥63,618 million.

of the above, "tanomail": For the fiscal year under review, net sales rose 27.4% to ¥59,062 million.



The "MRO" business, which sells products such as stationery, daily office necessities and OA supplies, was able to achieve sales of well over ¥60 billion due to the strong performance by the "tanomail" office supply mail-order service, the core pillar of the "MRO" business.

Because "tanomail" is so easy to use and the products and materials it handles are needed by virtually all enterprises, it is playing a major role in developing customer transaction accounts.



"tanomail" catalog, Vol. 15

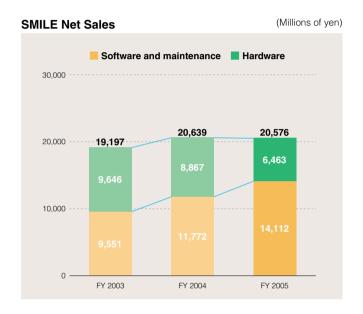


"tanomail" on the Internet at http://www.tanomail.com

Key Strategic Business SMILE

For the fiscal year under review, net sales declined 0.3% to \pmu20.576 million.

of the above, software and maintenance: For the fiscal year under review, net sales rose 19.9% to \$14,112 million.

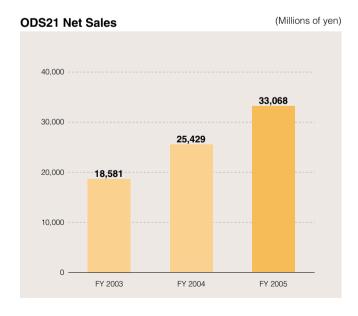




"SMILE" is the Company's proprietary integrated mission-critical operational system, which encompasses 27 years of experience extending back to the days of the office computer. There are two products: "SMILE  $\alpha$  AD", which is geared to the needs of midsize and smaller companies, and "SMILE ie", for large and midsize companies. In addition to packages for customers looking to revamp their mission-critical systems, product functionality has been reinforced and the range of program options enhanced, generating strong sales of software and maintenance.

Key Strategic Business ODS21

For the fiscal year under review, net sales rose 30.0% to \\$33,068 million.





"ODS21" is a knowledge management system that combines copiers and computers to digitally capture paper-based information, bringing it under the same central management as other digital information, facilitating the sharing and utilization of such information. The increasing focus on ensuring the security of information generated strong sales for "ODS21".

**Key Strategic Business** 



For the fiscal year under review, net sales rose 93.0% to ¥19,106 million.



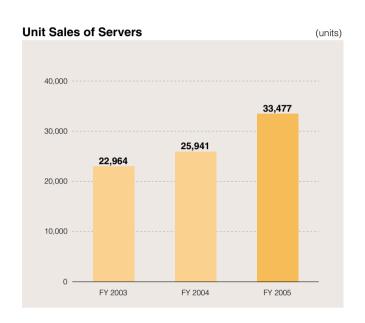


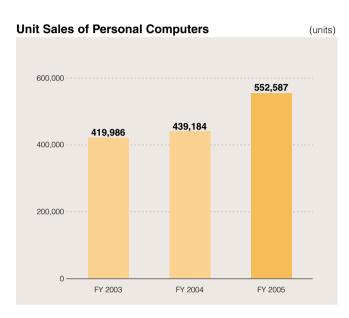
"OSM", OTSUKA CORPORATION's name-brand information security business, enjoyed a huge jump in sales of 93% that reflected skyrocketing investment in information security measures by enterprises, following the enforcement of the Personal Information Protection Law in April 1, 2005.

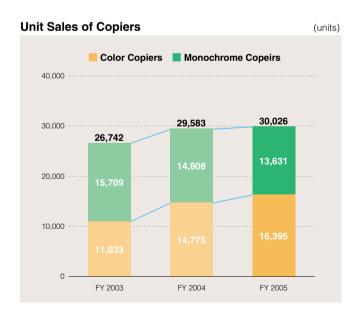
# Overall information security support during system life-cycle



Three-year Summary of Unit Sales of Computers and Copiers







# Forecast for Fiscal 2006

# Management Improvement by Utilizing IT

Looking ahead, although there are concerns that corporate results could be impacted by appreciations of crude oil and other raw materials, the fact is that in every industry, enterprises, no matter how big or small, have to aggressively utilize IT and improve their management, and this will be supported by the growth of corporate profits.

Ever since its inception, the OTSUKA Group has always endeavored to satisfy needs of its customers by expanding its

range of products and services, becoming a one-stop provider of copiers, computers, telecommunication equipment, network lines and more, and building its own system to provide customers with total support services.

Based on its medium-term management strategy, the Company will continue to strive in line with its Mission Statement, growing with its customers by resolving their problems, and thereby further enhancing its enterprise value.

# **Medium-term Goals and Action Policy**

# **Basic Policy**

 Grow along with customers, in line with our Mission Statement

# **Medium-term Plan**

- Maintain the workforce at the same
- Increase revenue and profit to expand the Company's business
  - Set a ratio of operating income/recurring profit to net sales of 6% as a goal
- Utilize customer asset data to develop new demand
- Enhance productivity by achieving improvement of people, materials and money

# Specific Policies

The slogan for fiscal 2006 is:

"Respond to customers' trust from their viewpoint"

Specific Policies

#### 1. Expand business with existing customers

The Company has business dealings with some 660,000 companies, ranging in size from very large enterprises to small firms. However, most of these transactions still involve only single items. Hence, there will be a focus on expanding the items involved.

#### 2. Use "tanomail" to develop new customers

There will be further emphasis on employing "tanomail" to develop new customers, using the service as a portal linked to the provision of one-stop solutions.

#### 3. Promote further development and utilization of "SPR"

The number of "SPR"-based information items has grown very large, and has been a factor in the Company's improved performance. Further development and utilization of "SPR" will be pursued to promote optimal solutions with increased efficiency.

#### 4. Expansion of Sales Support Center capabilities

The Company established the Sales Support Center, where sales personnel concentrate on conducting surveys, drafting proposals, preparing estimates and other such tasks. This has made it possible to increase the time spent actually talking with customers. The efficiency of sales activities is being further improved by expanding the number of sales bases served by the center.

### Forecast for Fiscal 2006

The Company forecasts that in fiscal 2006, net sales will increase 5.0%, to ¥430 billion, operating income will increase 8.6%, to ¥23.8 billion, recurring profit will increase 8.1%, to ¥24 billion, and net income will increase 12.4%, to ¥13.2 billion.

(Millions of yen)

	Fiscal 2005	Fiscal 2006 (Forecast)		
	Amount	Amount Change to Last Year		
Net sales	409,413	430,000	+5.0%	
Operating income	21,911	23,800	+8.6%	
Recurring profit	22,210	24,000	+8.1%	
Net income	11,747	13,200	+12.4%	

# **Topics**

## Privacy Mark certification

On October 31, 2005, the Japan Information Processing Development Corporation (JIPDEC) certified OTSUKA CORPORATION as a recipient of JIPDEC's Privacy Mark.



Any business that handles personal information may apply for the JIPDEC Privacy Mark. Certification is given to businesses that institute and adhere to a management system for providing such information with the proper protection. To acquire the mark, OTSUKA CORPORATION set up a program that is in compliance with the provisions laid down by Japanese Industrial Standard JIS Q 15001 and had on-site inspections by JIPDEC.

Also, to acquire the Privacy Mark, the Company set up a companywide "Compliance Program License System" to thoroughly operate and further strengthen the compliance program.

#### **Compliance Program License System**

The "Compliance Program (CP) License System" was developed by OTSUKA CORPORATION to educate employees and raise awareness about information security and the Personal Information Protection Law, and help them acquire knowledge and make the proper decisions relating to information security. There are five license grades, CP5 to CP1. Anyone who wishes to work in the Company is required to have at least a grade CP4 license.

As part of the corporate information security total support provided by the "OSM" business, the Company is implementing a service to help businesses set up personal privacy protection programs and acquire the Privacy Mark. Looking ahead, the Company will utilize the experience gained through its acquisition of the Privacy Mark and implementation of the compliance program, to provide services that feature even more solid reliability.

# ■ OTSUKA CORPORATION comes out top in the "PC-SERVER Service Category" of NIKKEI **COMPUTER's Tenth Customer Satisfaction Survey conducted in 2005**

At the Company, we have always tried our utmost to provide optimal services tailored to fit each customer's needs. Now, we will try even harder to enhance our services.



Source: Top in the "PC-SERVER Service Category" of NIKKEI COMPUTER's Tenth Customer Satisfaction Survey, August 8, 2005 edition

### New TV commercials start to air

The Company's new TV commercials have made their appearance, adding four new variations to the popular "tanomail" office gag series.

### Information security



# Office comfort



# Snowed under at the office



# In the vanguard



# Social Contribution and Environmental Preservation Activities

Starting from our immediate surroundings, OTSUKA CORPORATION is contributing to society and helping to preserve the environment in a diverse range of fields. Here are some highlights in 2005.

## Heartful Fund Program

Some employees voluntarily donate 100 yen every month to this program and the Company contribute the same amounts as the aggregate donations from such employees to the program. The fund is used to help handicapped people and for environmental preservation and disaster relief activities. During 2005, funds were used in eight instances to provide relief to disaster areas and in four instances to help the handicapped, and were also used in three instances to support environmental preservation projects.



# In-house Fund Raising Activities

In addition to the Heartful Fund Program, funds are raised inhouse, such as when large-scale disasters strike. In 2005, funds were raised for victims of the Sumatra earthquake and tsunami disaster, and to help with the cost of treating serious diseases.

# Chuetsu (Niigata Prefecture) Earthquake **Charity Talk Show and Live Concert**

In the wake of the Chuetsu earthquake, a charity talk show and live concert were held in the Company's conference room for earthquake disaster reconstruction, and for repairing the base of operations for revitalization activities in the area. The event was cosponsored by JEN, an NGO that coordinated local volunteers, and the Tokamachi Local Revitalization Committee.





# ■ OTSUKA Participates in "Team Minus 6%" **Planning**

The international community joined together to draft the Kyoto Protocol in an effort to resolve the serious problem of global warming. Japan's target is to reduce its greenhouse gas emissions by 6%. "Team Minus 6%" is a national campaign to achieve that target. "Team Minus 6%" has set the following six actions to reduce carbon dioxide emissions.





OTSUKA CORPORATION signed on as a participant in August 2005. As of the end of December 2005, four consolidated subsidiaries of the OTSUKA Group had also signed on.

# OTSUKA CORPORATION Social and **Environmental Report 2005**

Each year, OTSUKA CORPORATION produces and distributes a Social and Environmental Report about its previous year's social contribution and environmental preservation activities. To reduce the use of paper resources, the report is posted on the Company's homepage instead of being printed.



http://www.otsuka-shokai.co.jp/eco/2005/index.html

### **Environmental Solutions**

OTSUKA CORPORATION develops and offers customers a broad selection of environmental solutions based on its track record and expertise in applying them to its in-house environmental improvement efforts.

- Helped to reduce the amount of paper consumed by using "ODS21" to shift to a paperless environment
- Used "tanomail" to promote green procurement
- Used the "Web Learning" to help improve education about the environment
- Contributed to reduced use of resources by promoting the recycling of PCs and toner cartridges

# **Corporate Governance**

# Basic Stance Regarding Corporate Governance

Based on a corporate ethic and spirit of compliance spelled out in its mission statement, the OTSUKA Group aims to adapt nimbly to changes in the environment and augment its competitiveness by ensuring thorough compliance and raising both operational transparency and fairness.

### Current Status of Implementation of Corporate Governance Measures

As a company with a Corporate Auditors system, OTSUKA CORPORATION aims to augment corporate governance by further enhancement of the General Shareholders Meeting, augmenting the auditing capabilities of corporate auditors, reforming the Board of Directors and making an active and ongoing commitment to disclosure and investor relations (IR) activities.

## 1. Status of Business Management Framework, Operational Decision-making, Management, Oversight and Other Corporate Governance Structures

1) Enhancement of the General Shareholders Meeting

The OTSUKA Group believes that enhancement of the General Shareholders Meeting is crucial to improving corporate governance, and is working to ensure that as many shareholders as possible attend meetings, while concurrently introducing an electronic voting system that will allow shareholders to exercise their voting rights via the Internet.

#### 2) Board of Directors

As of December 31, 2005, the Board of Directors consists of 13 directors, of which 11 board members concurrently serving as Executive Officers responsible for making decisions and overseeing business operations based on actual on-site conditions. There are no outside directors at present.

The Board of Directors meet regularly twice a month to discuss critical management issues as well as to deliberate on progress regarding businesses performance and make swift decisions toward resolving relevant issues. Group Management Meetings comprising top management of all Group companies are also held to clarify operational conditions at each company and progress in achieving profitability in addition to working to strengthen corporate governance.

#### 3) Executive Officer System

OTSUKA CORPORATION introduced the Executive Officer System on July 1, 2003, and has since been working to realize more rapid decision-making of management policies and execution of business operations as well as to strengthen the oversight structure for more efficient business operations. Consequently, the Board of Directors handles overall decision-making for important management matters as well as supervisory functions pertaining to business operations. Executive Officers elected by the Board of Directors are responsible for execution of business operations as decided by the Board of Directors and under the direction of the President. As of December 31, 2005 there were 30 Executive Officers (32 as of March 30, 2006), of which 11 are serving concurrently as directors.

#### 4) Progress in Establishing Committees

Revisions to the Commercial Code enforced from April 2003 introduced a new corporate governance structure called the Committee System. OTSUKA CORPORATION will deliberate on the advisability of adopting this system within the Group.

#### 5) Corporate Auditors System

OTSUKA CORPORATION uses a Corporate Auditors system. The Board of Corporate Auditors is comprised of four auditors that includes two outside auditors, all of whom attend such important meetings as Board of Directors meetings and management meetings to monitor that the management of operations is being properly carried out. The corporate auditors reinforce auditing at the operational level through such means as identifying potential problems at an early stage by regularly engaging in dialogue via the Board of Corporate Auditors with management along with independent auditors, as well as by collaborating and coordinating with internal departments conducting auditing of subsidiaries and affiliates.

No personal, capital or business interests exist between outside auditors and OTSUKA CORPORATION.

#### 6) Independent Auditors

OTSUKA CORPORATION has designated Chuo Aoyama Pricewaterhouse Coopers as its independent auditor, with the following certified public accountants (CPA) noted below and 20 assistants carrying out auditing related operations. Chuo Aoyama Pricewaterhouse Coopers has also been appointed as stipulated in the Commercial Code's Audit Special Exceptions Law.

Auditing Firm	liting Firm Name of CPA	
Chuo Aoyama Pricewaterhouse Coopers	Designated Employee and Managing Partner Kazuhiko Nakai	14 years
Chuo Aoyama Pricewaterhouse Coopers	Designated Employee and Managing Partner Kenichi Akiyama	1 year
Chuo Aoyama Pricewaterhouse Coopers	Designated Employee and Managing Partner Tetsuya Ishii	5 years

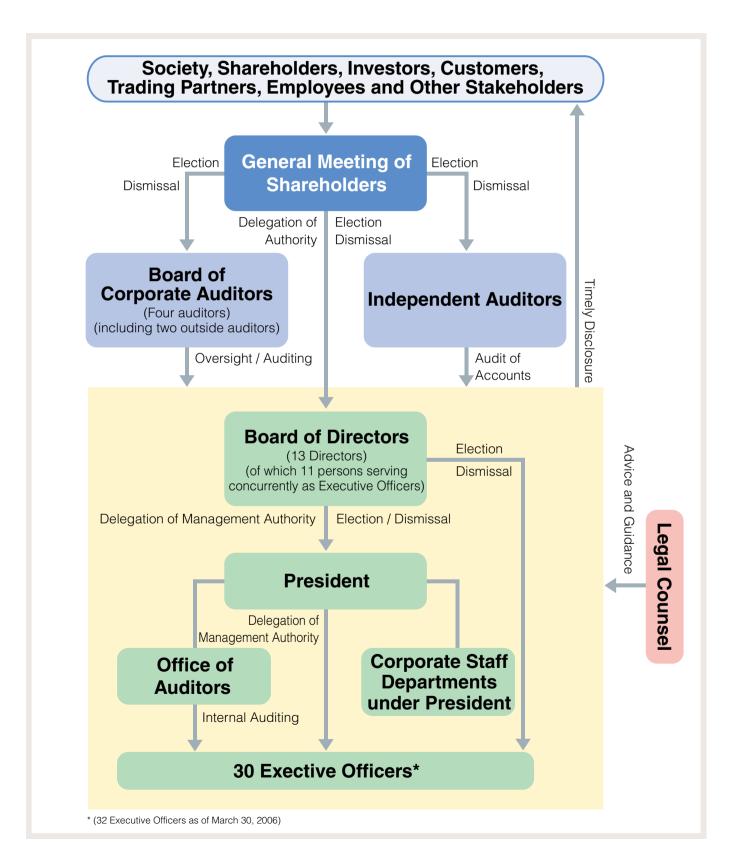
<sup>\*</sup> Years of continuous auditing experience indicates the number of years that the individual has either conducted audits in compliance with Securities and Exchange Laws or in compliance with the Commercial Code's Audit Special Exceptions Law, whichever period is longer.

#### 7) Status of Monitoring Operations

Critical items that impact operations and performance are reported immediately to the Board of Directors and the Board of Corporate Auditors as they arise. Moreover, the Office of Auditors under the direction of the President has been established to conduct periodic and on-demand internal audits of all operations and assess the adequacy of policies, plans and procedures, the effectiveness of their implementation in operations and progress in compliance, as well as to offer concrete advice and recommendations for improving operations and raising awareness. The Office of Auditors has had 11 staffs as of December 31, 2005. OTSUKA CORPORATION has established and operates an Internal Communication and Improvement Advocacy System that allows employees to directly report and propose improvements to the President. The purpose of the system is as follows:

- To quickly identify, address and prevent occurrences pertaining to dishonesty and misconduct in relation to corporate ethics and fair trade.
- To assess, suitably handle and prevent such incidences as abuse of authority and sexual harassment.
- To receive proposals and consultation, as well as to individually address issues related to business operations and work flows.

As of December 31, 2005, the structure for corporate management decision-making, business operations and oversight is as follows:



#### 2. Remuneration for Board Members and Auditors

1) Remuneration for Directors and Corporate Auditors in the current fiscal year is as follows:

	Directors		Auditors		Total	
Category	Number of persons	Compensation (Millions of yen)	Number of persons	Compensation (Millions of yen)	Number of persons	Compensation (Millions of yen)
Remuneration based on Articles of Incorporation or General Meeting of Shareholders resolution (Notes 1, 2, 3 and 4)	13	284	4	30	17	314
Retirement bonuses determined by General Meeting of Shareholders resolution	_	_	_	_	_	_
Total		284		30		314

#### Notes:

- 1. Amounts are paid within the range specified below:
- Directors: Up to ¥650 million as approved at the General Meeting of Shareholders on March 14, 1990 Auditors: Up to ¥50 million as approved at the General Meeting of Shareholders on March 30, 2005
- 2 Directors compensation is based on Chapter 269, Section 1, Article 1 of the Japanese Commercial Code
- 3. Aside from the above amounts, ¥113 million is used for compensation to 6 Directors for services rendered outside the realm of their directorships.
- 4. As of the end of the fiscal year, there were 13 directors and 4 auditors.
- 5. The Company does not have any outside directors.
- 2) Remuneration for Independent Auditors in the current fiscal year is as follows:

Category	Compensation (Millions of yen)
Remuneration for Auditing & Attestation	37
Remuneration for Other Services	_
Total	37

#### 3. The following organizational changes were implemented recently in order to strengthen corporate governance.

(As of July 1, 2005)

- 1) The Compliance Office was newly established under the direction of the President in order to help the Company consistently fulfill its legal and social responsibilities based on its Mission Statement.
- 2) The Corporate Planning Office and the Customer Relationship Office were placed under the direction of the President in order to improve the function of internal controls from the standpoint of corporate governance.

(As of March 30, 2006)

3) In order to promote the separation of the execution of business operations by Executive Officers and oversight by directors, OTSUKA CORPORATION has separated the positions of Executive Officers to include Senior Executive Operating Officers and Operating Officers. Respective directors' positions, except the Executive Managing Director, will remain the same.

# Board of Directors and Corporate Auditors (As of March 30, 2006)



President & Chief Executive Officer Yuji Otsuka



Executive Managing Director Akira Ishitani



Managing Director & Senior Executive Operating Officer Yoshiaki Nagashima



Managing Director & Senior Executive Operating Officer Youichi Harada



Managing Director & Executive Operating Officer Kazuhide Hamada



Managing Director & Executive Operating Officer Kazuyuki Katakura



Managing Director & Executive Operating Officer Katsuhiko Nakajima



Managing Director & Operating Officer Toshiyasu Takahashi

Director & Senior Managing Officer Yuuichi Itou Kimio Shiokawa

Masakazu Tachibana Shinji Usami

Katsuhiro Yano

Standing Auditor Tatsuzo Yoshida

Katsuhide Haneishi Katsumi Furuhata Jiro Makino

# **Business Risks**

The most common risks that could potentially impact the Group's business performance results and financial condition are outlined below. While these are the most common risks, they do not represent all potential risks.

The items covered herein are possible future occurrences determined by OTSUKA CORPORATION as of March 30, 2006.

#### Customer related Risks

OTSUKA CORPORATION does business with over 660,000 companies ranging from large enterprises to small firms. Consequently, its level of dependency on any one customer base, industry or business scale is low. However, the Group's operations could be impacted by convergent changes in IT investment trends by a large number of companies as a result of unexpected changes in the economic environment.

## Supplier related Risks

The OTSUKA Group is supplied with high-quality products, services and technologies (hereafter called "products") by numerous suppliers for respective segments in order to optimally resolve the problems of each customer. While working to deepen its relationship with suppliers to ensure stable supply of these "products", the Group is constantly working to acquire information on newer "products" as well. However, the Group's operations could be impacted by the inability to supply "products" in the quantity demanded by customers because of insufficient supply of "products" due to issues at supplier sites, as well as by the Group's inability to obtain substitutes.

# Information Leakage Risks

The OTSUKA Group possesses an abundance of individual and corporate information pertaining to operations that is handled carefully. The Group received approval to use the Privacy Mark of the Japan Information Processing Development Corporation, and its Internet Data Center acquired certification for Information Security Management Systems (ISMS).

As a concrete measure to manage data, the Group has released an internal and external Personal Information Protection Policy, as well as established regulations on personal information protection, confidentiality and information system security. The Group has its employees take a pledge of confidentiality as well as works to prevent information leakage from within the Group and raises awareness of information management through its proprietary educational "Compliance Program License System" and other measures. Even with these measures, however, the Group's operations could be impacted by assuming liabilities for damage and loss of trust by society in the unlikely event that personal or corporate information is leaked outside the Group.

# **Financial Section**

# **Three-Year Financial Data**

OTSUKA CORPORATION and Its Consolidated Subsidiaries Years ended December 31, 2003, 2004 and 2005		Λ.	Millions of yen	Thousands of U.S. dollars
	2003	2004	2005	2005
Net sales	¥344,377	¥372,481	¥409,413	\$3,467,551
System Integration Business	225,842	238,729	258,275	2,187,479
Service and Support Business	116,665	130,959	149,100	1,262,815
Other Business	1,869	2,792	2,037	17,256
Operating income	9,221	17,009	21,911	185,576
Recurring profit	9,055	17,036	22,210	188,116
Income before income taxes and minority interests	4,619	18,548	20,552	174,074
Net income	2,457	11,247	11,747	99,494
Total assets	162,144	167,228	173,927	1,473,084
Total interest-bearing debt	36,858	21,337	11,695	99,059
Total shareholders' equity	43,978	54,667	58,920	499,030
Net income per share (EPS) (Yen and U.S. dollars)	77.67	355.88	371.72	3.15
Dividends per share of common stock (Yen and U.S. dollars)	20.00	55.00	75.00	0.64
Cash flows from operating activities per share (Yen and U.S. dollars)	497.87	743.43	710.97	6.02
Operating income to net sales ratio (%)	2.68	4.57	5.35	_
Net income to net sales ratio (%)	0.71	3.02	2.87	_
Total interest-bearing debt ratio (%)	22.73	12.76	6.72	_
Shareholders' equity ratio (%)	27.12	32.69	33.88	_
Return on equity (ROE) (%)	5.69	22.80	20.68	_

Figures for ROE are calculated using average shareholders' equity.

U.S. dollar amounts are computed using the December 31, 2005 exchange rate of ¥118.07=US\$1.

Management's Analysis of Operating Results & Financial Position	23
Consolidated Balance Sheets	26
Consolidated Statements of Income	28
Consolidated Statements of Shareholders' Equity	29
Consolidated Statements of Cash Flows	30
Notes to Consolidated Financial Statements	31
Report of Independent Auditors	46

### Management's Analysis of Operating Results & Financial Position

#### **Summary of Sales and Profits**

			Millions of yen	
			Difference	% Change
			to	to
	2004	2005	Last Year	Last Year
Net sales	¥372,481	¥409,413	+36,932	+9.9%
System Integration Business	238,729	258,275	+19,546	+8.2
Service & Support Business	130,959	149,100	+18,140	+13.9
Other Business	2,792	2,037	-755	-27.0
Cost of sales	285,655	314,142	+28,486	+10.0
Gross profit	86,825	95,271	+8,445	+9.7
Selling, general and administrative expenses	69,815	73,360	+3,544	+5.1
Operating income	17,009	21,911	+4,901	+28.8
Recurring profit	17,036	22,210	+5,174	+30.4
Income before income taxes and minority interests	18,548	20,552	+2,004	+10.8
Income taxes*	7,077	8,575	+1,498	+21.2
Net income	11,247	11,747	+500	+4.4

<sup>\*</sup> Including adjustment amount for corporate and other taxes

#### **Sales Summary**

In the term under review, the System Integration Business and Service & Support Business both recorded robust sales, and overall, consolidated subsidiaries also did well. As a result, consolidated net sales rose 9.9%, to a record ¥409,413 million.

#### **System Integration Business**

The System Integration Business provides optimized system services ranging from consulting to system design and development, transport, installation, and network construction. By focusing resources on the innovative "ODS21" knowledge management system and the "SMILE series" of integrated mission-critical operational system, sales of personal computers, servers and information security-related products remained brisk, resulting in an increase of 8.2% in net sales, to ¥258,275 million.

#### Service & Support Business

The Service & Support Business follows up system installation by providing total support that includes the provision of supplies, hardware and software maintenance, telephone support, and IT education.

Website and catalog sales by the "tanomail" office supply mail-order service business continued to do well, and OA supplies again posted strong growth. A solid performance was also turned in by the maintenance business, which includes information security-related services. As a result, net sales grew 13.9%, to ¥149,100 million.

#### Other Business

In Other Business, net sales decreased 27.0%, to ¥2,037 million.

#### Summary of Income and Expenses

Although cost of sales rose 10.0%, to ¥314,142 million, gross profit increased 9.7%, to ¥95,271 million, a rise attributable to the increase in net sales.

Operating income rose 28.8%, to ¥21,911 million, against the backdrop of the increase in gross profit and an 0.8 percentage point decline in SG&A expenses to net sales, to 17.9%. As a result, the ratio of operating income to net sales improved 0.8 percentage point.

Recurring profit reached a record high for the fifth-straight fiscal year, rising 30.4%, to ¥22,210 million, following a decrease in other expenses brought about by lower interest expenses.

Although there was ¥1,668 million in amortization of the transition amount arising from the adoption of new accounting

standards for retirement benefits, income before income taxes and minority interests increased 10.8%, to ¥20,552 million owing to the rise in recurring profit.

In aggregate, the Company absorbed the effect of the preceding term's extraordinary income of ¥5,481 million associated with the gain from the exemption from the obligation under the substitutional portion of the social welfare pension fund, and posted an increase of 4.4% in net income, to ¥11,747 million. Net income per share was ¥371.72, up from ¥355.88 in the preceding fiscal year.

### **Financial Position**

				Millions of yer
			Difference	% Change
			to	to
	2004	2005	Last Year	Last Yea
Assets:	¥167,228	¥173,927	+6,698	+4.0%
Current assets	87,984	100,396	+12,411	+14.1
Fixed assets	79,244	73,530	-5,713	-7.2
Liabilities:	111,463	113,647	+2,183	+2.0
Current liabilities	100,409	99,655	-753	-0.8
Long-term liabilities	11,054	13,991	+2,937	+26.6
Minority interests	1,098	1,359	+261	+23.8
Shareholders' equity	54,667	58,920	+4,253	+7.8

#### Assets

Total assets increased ¥6,698 million, to ¥173,927 million. Current assets rose ¥12,411 million, to ¥100,396 million, as the good results achieved by the Company were reflected by increases in cash, time deposits and other cash equivalents and accounts and notes receivable. Fixed assets decreased ¥5,713 million to ¥73,530 million, due in part to the liquidation of deferred tax assets on revaluation of land.

#### Liabilities

Total liabilities rose ¥2,183 million, to ¥113,647 million. Current liabilities declined ¥753 million, to ¥99,655 million. This is attributable to the fact that while there were increases in notes and trade payables, income taxes payable and other items, there was also a decrease in short-term bank loans. Long-term liabilities increased ¥2,937 million to ¥13,991 million.

#### Shareholders' Equity

Shareholders' equity grew ¥4,253 million, to ¥58,920 million. This growth occurred despite a decrease in excess of land revaluation after tax-effect accounting following the liquidation of deferred tax assets on revaluation of land, and is mainly attributable to an increase in retained earnings. As a result, the shareholders' equity ratio rose 1.2 percentage points, to 33.9%.

The interest coverage ratio was 129.08 times; the interest-bearing debt ratio was 6.72%; return on assets (ROA) was 12.88%; and return on equity (ROE) was 20.68%.

	2004	2005
Interest coverage ratio (times)	48.94	129.08
Interest-bearing debt ratio (%)	12.76	6.72
ROA* (%)	10.36	12.88
ROE (%)	22.80	20.68

<sup>\*</sup> ROA = Business profit/total assets (average during the year) Business profit = Operating income + interest received + dividends received

#### Cash flows

	Millions of yen		
	2004	2005	
Cash flows from operating activities	¥23,494	¥22,468	
Cash flows from investing activities	-3,245	-4,986	
Cash flows from financing activities	-15,617	-11,338	
Cash and cash equivalents at end of year	7,717	13,891	

#### **Cash Flows from Operating Activities**

Cash provided by operating activities decreased ¥1,026 million (4.4%) to ¥22,468 million. This happened even though income before income taxes and minority interests increased, and is mainly attributable to a rise in accounts and notes receivable.

#### **Cash Flows from Investing Activities**

Cash used in investing activities increased ¥1,740 million (53.6%), to ¥4,986 million, due mainly to proceeds from the sale of property, plant and equipment in the preceding term.

#### **Cash Flows from Financing Activities**

Cash used in financing activities decreased ¥4,279 million (27.4%) to ¥11,338 million. This is attributable mainly to expenditures made to redeem corporate bonds in the preceding term.

Free cash flows that are the sum of cash provided by operating activities and cash used in investing activities, decreased ¥2,766 million, to ¥17,482 million.

#### Outlook

Consolidated projections for the current fiscal year ending December 31, 2006, are as follows: a 5.0% increase in net sales, to ¥430 billion, an 8.6% rise in operating income, to ¥23.8 billion, an 8.1% increase in recurring profit, to ¥24 billion, and a 12.4% rise in net income, to ¥13.2 billion.

# **Consolidated Balance Sheets**

OTSUKA CORPORATION and Its Consolidated Subsidiaries December 31, 2004 and 2005			Thousands of U.S. dollars
	N	U.S. dollars (Note 3)	
	2004	Millions of yen 2005	2005
ASSETS			
Current assets			
Cash, time deposits and other cash equivalents (Notes 11 and 15)	¥ 9,043	¥ 14,507	\$ 122,869
Accounts and notes receivable:	,		·,
Trade	54,415	60,515	512,541
Unconsolidated subsidiaries and affiliates	11	2	25
Other	3,383	2,763	23,401
	57,810	63,281	535,968
Less: Allowance for bad debts	(299)	(283)	(2,404)
	57,511	62,997	533,564
Inventories (Note 6)	16,277	16,652	141,036
Deferred tax assets (Note 10)	1,794	2,151	18,224
Other current assets	3,357	4,086	34,614
Total current assets	87.984	100,396	850,309
Investments and advances	07,304	100,000	030,003
Investments in securities (Note 4)	2,943	4,568	38,693
Investments in unconsolidated subsidiaries and affiliates	2,943	4,308	3,458
Guarantee deposits	2,699	2,763	23,406
Deferred tax assets non-current (Note 10)	2,437	2,703 2,579	21,850
Deferred tax assets on revaluation of land	6,228	2,579	21,030
Other investments	4,960	5,132	43,466
Less: Allowance for bad debts	(786)	(830)	(7,037)
	18,862	14,621	123,838
Property, plant and equipment (Notes 14 and 15)	10,002	14,021	123,030
Land	17,592	17 502	148,999
Buildings and structures	65,111	17,592 65,841	557,645
Construction in progress	05,111	63	536
Others	— 11,218	12,242	103,691
	· · · · · · · · · · · · · · · · · · ·	· · · · · · · · · · · · · · · · · · ·	<u> </u>
Less: Accumulated depreciation	93,923 (39,325)	95,739 (42,094)	810,872 (356,520)
Net property, plant and equipment			· · · · · · · · · · · · · · · · · · ·
	54,598	53,645	454,352
Intangibles and deferred charges Software	F 407	4.000	40.000
	5,197	4,830	40,909
Others	586	433	3,674
	5,783	5,264	44,584
Total assets	¥167,228	¥173,927	\$1,473,084

The accompanying notes are an integral part of these statements.

			Thousands of	
	Millions of yen		U.S. dollars (Note 3	
	2004	2005	2005	
LIABILITIES, MINORITY INTERESTS AND SHAREHOLDERS' EQUITY				
Current liabilities				
Short-term bank loans (Note 7)	¥ 13,850	¥ 7,600	\$ 64,368	
Current maturities of long-term debts (Note 7)	6,208	891	7,553	
Accounts and notes payable:				
Trade	42,918	46,932	397,497	
Unconsolidated subsidiaries and affiliates	232	146	1,242	
Other	20,531	22,251	188,461	
	63,682	69,330	587,201	
Income taxes payable (Note 10)	3,112	7,447	63,073	
Other current liabilities	13,555	14,385	121,839	
Total current liabilities	100,409	99,655	844,036	
Long-term liabilities	100,100		011,000	
Long-term debt (Note 7)	1,279	3,204	27,137	
Reserve for retirement benefits (Note 8)	9,572	10,277	87,049	
Deferred tax liabilities non-current (Note 10)	26	29	248	
Deferred tax liabilities on revaluation of land	_	267	2,269	
Other long-term liabilities	176	212	1,799	
	11,054	13,991	118,503	
Minority interests in consolidated subsidiaries	1,098	1,359	11,513	
Contingent liabilities (Note 9)				
Shareholders' equity				
Common stock:				
Authorized: 112,860,000 shares				
Outstanding: December 31, 2004 31,667,020 shares				
December 31, 2005 31,667,020 shares	10,374	10,374	87,870	
Capital surplus	16,254	16,254	137,670	
Retained earnings	36,932	46,941	397,575	
Excess of land revaluation after tax-effect accounting (Note14)	(9,075)	(15,572)	(131,893	
Unrealized gain on investment securities after tax-effect accounting	413	1,109	9,397	
Foreign currency translation adjustment	(122)	(74)	(626	
Less: Treasury stock	, ,	` ,	, ,	
December 31, 2004 63,990 shares				
December 31, 2005 64,431 shares	(109)	(113)	(963	
Total shareholders' equity	54,667	58,920	499,030	
Total liabilities, minority interests and shareholders' equity	¥167,228	¥173,927	\$1,473,084	

The accompanying notes are an integral part of these statements.

# **Consolidated Statements of Income**

OTSUKA CORPORATION and Its Consolidated Subsidiaries For the years ended December 31, 2004 and 2005			Thousands of U.S. dollars
	N	fillions of yen	(Note 3)
	2004	2005	2005
Net sales (Note 18)	¥372,481	¥409,413	\$3,467,551
Cost of sales (Notes 17 and 18)	285,655	314,142	2,660,646
Gross profit	86,825	95,271	806,904
Selling, general and administrative expenses (Notes 17 and 18)	69,815	73,360	621,327
Operating income	17,009	21,911	185,576
Other income (expenses)	,	,-	,-
Interest and dividend income	54	61	519
Interest expenses	(348)	(170)	(1,441)
Gain on sale of investments in securities	9	_	
Gain on sale of investments in subsidiaries and affiliates	456	86	732
Transfer from allowance for bad debts	93	16	136
Gain from the exemption from the obligation under the substitutional portion			
of social welfare pension fund	5,481	_	_
Dilution gain from change in equity interest	248	13	114
Loss on sale / disposal of property, plant and equipment	(808)	(99)	(844)
Impairment losses(Notes 2(16), 16)	(1,491)		`_
Loss on sale of investments in securities	_	(4)	(42)
Loss on revaluation of investments in securities	(253)		`_
Loss on sale of investments in subsidiaries and affiliates	(26)	_	_
Loss on revaluation of membership	(23)	(1)	(12)
Amortization of transition amount arising from adopting new accounting standard	,	( )	, ,
for retirement benefits	(1,724)	(1,668)	(14,127)
Losses on the settlement of the retirement benefits plan	(448)		·
Other, net	321	408	3,462
	1,538	(1,358)	(11,502)
Income before income taxes and minority interests	18,548	20,552	174.074
Income taxes (Note 10)	. 0,0 . 0	_0,00_	,•
Current	5,040	9,569	81,052
Deferred	2,036	(994)	(8,420)
	7,077		72,632
Minority interests in net gains of consolidated subsidiaries	224	8,575 229	1,946
Net income	¥ 11,247	¥ 11,747	\$ 99,494
			U.S. dollars
		yen	(Note 3)
Net income and dividends per share (Note 2(14))			
Net income	¥355.88	¥371.72	\$3.15
Cash dividends	55.00	75.00	0.64

The accompanying notes are an integral part of these statements.

# **Consolidated Statements of Shareholders' Equity**

OTSUKA CORPORATION and Its Consolidated Subsidiaries						Milli	ons of yen
For the years ended December 31, 2004 and 2005 Number of	f				Unrealized	Foreign	
shares o	f			Excess	gain on	currency	
common	n Common	Capital	Retained	of land	investment	translation	Treasury
stock	k stock	surplus	earnings	revaluation	securities	adjustment	stock
<b>Balance at December 31, 2003</b> 31,667,020	) ¥10,374	¥16,254	¥29,485	¥(12,219)	¥ 325	¥(133)	¥(108
Sale of land	- —	_	(3,143)	3,143	_	_	_
Retirement of treasury stocks relating							
to merger	- —	_	(24)	_	_	_	_
Unrealized gain on investment securities	- —	_	_	_	88	_	_
Foreign currency translation adjustment	- —	_	_	_	_	11	_
Net income for the year	- —	_	11,247	_	_	_	_
Cash dividends paid	- —	_	(632)	_	_	_	_
Purchase of treasury stock		_	_	_	_	_	(0
<b>Balance at December 31, 2004</b> 31,667,020	) ¥10,374	¥16,254	¥36,932	¥ (9,075)	¥ 413	¥(122)	¥(109
Excess of land revaluation	- –	_	_	(6,496)	_	_	_
Unrealized gain on investment securities –	- –	_	_	_	696	_	_
Foreign currency translation adjustment	- –	_	_	_	_	48	_
Net income for the year	- –	_	11,747	_	_	_	_
Cash dividends paid		_	(1,738)	_	_	_	_
Purchase of treasury stock	- –	_	_	_	_	_	(3
Balance at December 31, 2005 31,667,020	¥10,374	¥16,254	¥46,941	¥(15,572)	¥1,109	¥ (74)	¥(113
					Thousands o	of U.S. dollar	s (Note 3)
Number o	f				Unrealized	Foreign	<u> </u>
shares o	f			Excess	gain on	currency	

Balance at December 31, 2005	31,667,020	\$87,870	\$137,670	\$397,575	\$(131,893)	\$9,397	\$ (626)	\$ (963)
Purchase of treasury stock	_	_	_	_	_	_	_	(33)
Cash dividends paid	_	_	_	(14,721)	_	_	_	_
Net income for the year	_	_	_	99,494	_	_	_	_
Foreign currency translation adjustmen	t <u> </u>	_	_	_	_	_	413	_
Unrealized gain on investment securitie	es —	_	_	_	_	5,897	_	_
Excess of land revaluation	_	_	_	_	(55,026)	_	_	_
Balance at December 31, 2004	31,667,020	\$87,870	\$137,670	\$312,802	\$ (76,866)	\$3,499	\$(1,040)	\$ (929)
	stock	stock	surplus	earnings	revaluation	securities	adjustment	stock
	common	Common	Capital	Retained	of land	investment	translation	Treasury
	shares of				Excess	gain on	currency	
	Number of					Unrealized	Foreign	
						Thousands of	of U.S. dollar	s (Note 3)

The accompanying notes are an integral part of these statements.

# **Consolidated Statements of Cash Flows**

OTSUKA CORPORATION and Its Consolidated Subsidiaries December 31, 2004 and 2005			Thousands of U.S. dollars
	M	illions of yen	U.S. dollars (Note 3)
	2004	2005	2005
Cash flows from operating activities:			
Income before income taxes and minority interests	¥18,548	¥20,552	\$174,074
Depreciation and amortization	6,162	6,066	51,379
Amortization of difference between cost of investment and equity	0,102	0,000	01,070
in net assets of consolidated subsidiaries	37	20	169
Increase(decrease) in reserve for retirement benefits	(4,531)	1,100	9,322
Increase(decrease) in allowance for bad debts	(179)	28	242
Interest and dividend income	(54)	(61)	(519
Interest expenses	348	170	1,441
Loss on sale / disposal of property, plant and equipment	808	99	844
Impairment losses	1,491	_	_
Gain on sale of investments in subsidiaries and affiliates	(456)	(86)	(732
Loss on sale of investments in securities		` 4	` 42
Loss on revaluation of investments in securities	253	_	_
Loss on revaluation of membership	23	1	12
Dilution gain from change in equity interest	(248)	(13)	(114
Increase in accounts and notes receivable	(2,995)	(5,249)	(44,458
Decrease (increase) in inventories	292	(367)	(3,109
Increase in accounts and notes payable	7,544	4,178	35,387
Other	1,087	1,764	14,940
Subtotal	28,132	28,209	238,922
Interest and dividend income received	55	20,209 61	522
Interest expenses paid	(351)	(169)	(1,438)
Income taxes paid	(4,341)	(5,632)	(47,708)
Net cash provided by operating activities			
Cash flows from investing activities:	23,494	22,468	190,298
Payments for purchase of property, plant and equipment	(3,081)	(2,561)	(21,693
Proceeds from sale of property, plant and equipment	1,482	(2,301)	95
Payments for software developed	(1,877)	(2,166)	(18,353
Payments for purchase of investments in securities	(367)	(357)	(3,030
Proceeds from sale of investments in securities	79	144	1,221
Proceeds from sale of investments in consolidated subsidiaries(Note 11(3))	449	_	
Payments for long-term loans receivable	(5)	(6)	(56
Proceeds from long-term loans receivable	28	4	41
Other	45	(53)	(453)
Net cash used in investing activities	(3,245)	(4,986)	(42,230
Cash flows from financing activities:	(0,210)	(1,000)	( -=,====
Decrease in short-term bank loans, net	(8,910)	(6,250)	(52,934
Proceeds from long-term debts	1,800	2,900	24,561
Repayments for long-term debts	(8,378)	(6,291)	(53,285
Proceeds from issue of new shares	520	63	538
Cash dividends paid	(633)	(1,737)	(14,718
Other	(15)	(22)	(190
Net cash used in financing activities	(15,617)	(11,338)	(96,028
Effect of exchange rate changes on cash and cash equivalents	(13,017)	(11,338)	253
Net Increase in cash and cash equivalents			
Cash and cash equivalents at beginning of year	4,635	6,174 7,717	52,292
Increase in cash and cash equivalents due to merger (Note 11(2))	3,020 60	7,717	65,359 —
Cash and cash equivalents at end of year (Note 11(1))	¥ 7,717	¥13,891	\$117,652

The accompanying notes are an integral part of these statements.

#### 1. Basis of Presenting the Consolidated Financial Statements

#### **Accounting Principles**

The accompanying consolidated financial statements of OTSUKA CORPORATION (the "Company") and its subsidiaries are prepared on the basis of accounting principles generally accepted in Japan, which are different in certain respects as to application and disclosure requirements from International Financial Reporting Standards, and are compiled from the consolidated financial statements prepared by the Company as required by the Securities and Exchange Law of Japan.

Certain items presented in the consolidated financial statements submitted to the Director of the Kanto Finance Bureau in Japan have been reclassified for the convenience of readers outside Japan.

The consolidated financial statements are not intended to present the consolidated financial position, results of operations and cash flows in accordance with accounting principles and practices generally accepted in countries and jurisdictions other than Japan.

#### 2. Summary of Significant Accounting Policies

#### (1)Scope of consolidation

The Company had 16 subsidiaries (majority-owned companies) and 15 subsidiaries as at December 31, 2004 and 2005, respectively. The consolidated financial statements include the accounts of the Company and 11 subsidiaries and 11 subsidiaries for the years ended December 31, 2004 and 2005, respectively.

The 11 subsidiaries which were consolidated in the year ended December 31, 2005 are listed below:

	Equity ownership percentage
OSK Co., LTD.	100.0%
Netplan Co., LTD.	100.0%
Alpha Techno Co., LTD.	100.0%
Fujimi Construction Co., LTD.	100.0%
Alpha System Co., LTD.	100.0%
Alpha Net Co., LTD.	100.0%
Otsuka Information Technology Corp.	100.0%
Otsuka Auto Service Co., LTD	100.0%
Net World Corporation	68.4%
Otsuka Business Service Co., LTD.	65.0%
10art-ni Corporation	52.8%

The Company and its consolidated subsidiaries are hereinafter referred to as the "Companies."

Generally, Companies that are owned more than 50 % are classified as subsidiaries and companies that are owned more than 20 % are classified as affiliates. However, companies that are owned between 40 % and 50 % may also be classified as subsidiaries and companies that are owned between 15 % and 20 % may also be classified as affiliates, if the Company substantially controls the investees' management or has significant influence and relationships with the investees, respectively.

The consolidated subsidiaries listed above apply a fiscal year ending on December 31 of each year, which is the same as that of the Company.

The accounts of the remaining 5 and 4 unconsolidated subsidiaries as at December 31, 2004 and 2005, respectively, consisted of insignificant amounts in terms of total assets, net sales, net income and retained earnings, and have, therefore, been excluded from consolidation.

(Fiscal year 2004)

JPSS Co., LTD. were excluded from consolidation from this fiscal year due to the sale of ownership.

#### (2)Elimination of intercompany accounts

For the purposes of preparing the consolidated financial statements, all significant intercompany transactions, account balances and unrealized profits among the Companies have been eliminated in full, and the portion attributable to minority interests is charged/credited to minority interests.

For the elimination of investments in common stock of consolidated subsidiaries, together with the equity in the net assets of such subsidiaries, any difference between such investment costs and the amount of underlying equity in the net assets of the subsidiary is deferred and amortized to income over five years on a straight-line basis.

#### (3)Investments in unconsolidated subsidiaries and affiliates

The Company had 5 unconsolidated subsidiaries and 6 affiliates at December 31, 2004 and 4 unconsolidated subsidiaries and 10 affiliates at December 31, 2005.

No investments in affiliates for the years ended December 31, 2004 and 2005, were accounted for by the equity method. Investments in unconsolidated subsidiaries and affiliates not accounted for by the equity method were carried at cost or less, since they did not have a material impact on consolidated net income and retained earnings in the consolidated financial statements.

#### (4)Translation of foreign currency

All monetary assets and liabilities denominated in foreign currencies, whether long-term or short-term, are translated into Japanese yen at the exchange rates prevailing at the balance sheet date. Resulting gains and losses are included in net profit or loss for the period.

Assets and liabilities of the foreign subsidiaries and affiliates are translated into Japanese ven at the exchange rates prevailing at the balance sheet date. The shareholders' equity at the beginning of the year is translated into Japanese yen at the historical rates. Profit and loss accounts for the year are translated into Japanese yen using the average exchange rate during the year. Differences in yen amounts arising from the use of different rates are presented as "Foreign currency translation adjustment" in shareholders' equity.

#### (5) Cash and cash equivalents

Cash and cash equivalents in the consolidated statements of cash flows are composed of cash in hand, bank deposits which can be withdrawn on demand and short-term investments with an original maturity of three months or less and which represent a minor risk of fluctuation in value.

#### (6)Inventories

Inventories are valued by methods according to the category of inventories as follows:

Merchandise and maintenance parts: Merchandise and maintenance parts are stated at cost mainly determined by

the moving-average method

Work-in-process: Work-in-process is stated at cost determined by the individual cost method

Supplies: Supplies are stated at cost determined by the latest purchase price

#### (7)Financial instruments

(a) Securities

Securities held by the Company and its subsidiaries are classified into two categories:

#### • Equity investment in subsidiaries and affiliates

Investments of the Company in equity securities issued by unconsolidated subsidiaries and affiliates are accounted for by the equity method. In exceptional cases, investments in certain unconsolidated subsidiaries and affiliates are stated at cost, determined by the moving-average method, because the effect of application of the equity method would be immaterial.

#### Other securities

Securities with market quotations are stated at fair value, based on market prices at the balance sheet date. (Unrealized gains/losses from valuation of marketable securities are charged directly to shareholders' equity at a netof-tax amount, while cost of sale is determined by the moving-average method.)

Securities without market quotations are stated at cost; this is calculated by the moving-average method.

Regarding investments in limited partnerships and similar investments, which are accounted for as "investment securities" in the consolidated balance sheet effective from the fiscal year ended December 31, 2005, under Article 2-2 of Securities and Exchange Law, an amount equivalent to the Company's partnership investment gain or loss under the equity method of accounting, with such a gain or loss being based on the latest available financial statements of the corresponding limited partnerships, was recognized in the consolidated financial statements for the fiscal year ended December 31, 2005.

#### (b) Derivatives

All derivatives are stated at fair value, with changes in fair value included in net profit or loss for the period in which they arise, except for derivatives that are designated as "hedging instruments."

#### (c) Hedge accounting

Gains or losses arising from changes in fair value of the derivatives designated as "hedging instruments" are deferred as an asset or liability and included in net profit or loss in the same period during which the gains and losses on the hedged items or transactions are recognized.

Also, if interest rate swap contracts are used as a hedge and meet certain hedging criteria, the amount to be paid or received under the interest rate swap contract is added to or deducted from the interest on the assets or liabilities for which the swap contract was executed.

The derivatives designated as hedging instruments by the Companies are principally interest swaps, forward exchange contracts and currency swaps. The related hedged items are trade bank loans and accounts payable.

The Companies have a policy to utilize the above hedging instruments in order to reduce the Companies' exposure to the risks of interest and foreign exchange rate fluctuation. Thus, the Companies' purchases of the hedging instruments are limited to, at maximum, the amounts of the hedged items.

The Company evaluates the effectiveness of its hedging activities by reference to the accumulated gains or losses on the hedging instruments and the related hedged items from the commencement of the hedges.

#### (8)Property, plant and equipment

Depreciation is computed using the declining-balance method, at rates based on the estimated useful lives of assets, which are prescribed by Japanese income tax laws. Depreciation of buildings newly acquired after April 1, 1998 has been provided based on the straight-line method in conformity with Japanese tax laws.

Normal repairs and maintenance, including minor renewals and improvements, are charged to income as incurred.

#### (9)Accounting for leases

Leases that transfer substantially all the risks and rewards of ownership of the assets to lessees are accounted for as capital leases, except that leases that do not transfer ownership of the assets at the end of the lease term are accounted for as operating leases, in accordance with accounting principles and practices generally accepted in Japan.

#### (10)Software

The amortization of costs of software developed for external sales is computed at an amount based on the ratio of actual sales during the year to total estimated sales for the estimated salable period. However, the amortization costs should not be lower than the amount computed based on asset purchase value on a straight-line basis over the estimated remaining useful life of the asset, which is 3 years.

Software developed for internal use is amortized on a straight-line basis over the estimated useful life of the asset, which is 5 years.

#### (11)Accounting for income taxes

Income taxes of the Company and its domestic subsidiaries consist of corporate income taxes, local taxes and enterprise taxes.

The Company and its subsidiaries have adopted the deferred tax accounting method. Income taxes were determined using the asset and liability approach, whereby deferred tax assets and liabilities were recognized in respect of temporary differences between the tax basis of assets and liabilities and those as reported in the consolidated financial statements

#### (12)Allowance for bad debts

An allowance for bad debts is provided at an amount of potential losses from uncollectable receivables based on the actual historical rate of losses from bad debts for ordinary receivables, and on the estimated recoverability of specific doubtful receivables.

#### (13)Reserve for retirement benefits

(a) Retirement benefits for employees

The reserve for retirement benefits represents the estimated present value of projected benefit obligations in excess of

the fair value of the plan assets, except that the unrecognized transition amount arising from adopting the new accounting standard is amortized on a straight-line basis over 5 years, the unrecognized actuarial differences are amortized on a straight-line basis over a period of 12 years from year following the year in which they arise, and the unrecognized prior service cost is amortized on a straight-line basis over a period of 12 years.

(Fiscal year 2004)

On February 1, 2004, the Company and certain domestic subsidiaries were granted the approval by the government relieving them of the obligation to pay benefits related to past employee services under the substitutional portion. Since then on August 17, 2004, the Company and 7 consolidated subsidiaries had restituted substitutional portion.

On April, 2004, the Company and certain of its subsidiaries changed the type of a termination allowance plan.

#### (b) Retirement benefits for directors

The Company and 6 consolidated subsidiaries have provided for accrued retirement benefits to directors at an amount equivalent to 100% of the benefits the Company would be required to pay, had all eligible directors retired at the balance sheet date.

(Fiscal year 2004)

Along with the maintenance of bylaw, 4 consolidated subsidiaries have provided for accrued retirement benefits to directors from this fiscal year. The effect is negligible.

(Fiscal year 2005)

Along with the maintenance of bylaw, 2 consolidated subsidiaries have provided for the accrued retirement benefits to directors from this fiscal year. This effect is negligible.

#### (14)Net income and dividends per share

Net income per common share is based upon the weighted average number of common shares outstanding during each year. Cash dividends per share shown for each year in the consolidated statements of income represent dividends declared as applicable to the respective year.

#### (15)Accounting for the consumption tax

The Japanese Consumption Tax Law generally imposes consumption tax at a flat rate on all domestic consumption of goods and services. The consumption tax withheld upon sale is not included in the amount of "Net sales" in the accompanying consolidated statements of income but is recorded as a liability. Consumption tax, which is paid by the Company and domestic subsidiaries on purchases of goods and services, is not included in the amounts of costs/expenses in the consolidated statements of income, but is offset against the balance withheld, and the net balance is included in "Other current liabilities" in the consolidated balance sheets.

#### (16) Change of accounting policy

(Fiscal year 2004)

Accounting standard for impairment of Fixed Assets

On August 9, 2002, the Business Accounting Council in Japan issued "Accounting Standard for Impairment of Fixed Assets." The standard requires that fixed assets be reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. An impairment loss shall be recognized in the income statement by reducing the carrying amount of impaired assets or a group of assets to the recoverable amount to be measured as the higher of net selling price and value in use.

The standard shall be effective for fiscal years beginning April 1, 2005. However, earlier adoption is permitted for fiscal years beginning January 1, 2005 and for fiscal years ending between December 31, 2004 and December 30, 2005.

The Company and its subsidiaries adopted this standard with effect from the year ended December 31, 2004. As a result of this adoption, income before income taxes decreased by 1,491 million yen. The impairment loss was included in accumulated depreciation.

#### (17) Change of presentation

(Fiscal year 2005)

In accordance with the "Law for the Partial Revision of the Securities and Exchange Law etc." (Low No.97 of June 9, 2004), effective from December 1, 2004, and the revision of the "Practical Guidelines Concerning Accounting for Financial Instruments" (Accounting Committee Report No.14) on February 15, 2005, the investments in investment limited liability partnerships or similar partnerships (Which are defined as securities under the Securities and Exchange Law) are changed to be presented as the "Investments in securities". The relevant amount included in "Investments in securities" is ¥182 million (1,544 thousand U.S. dollars) at December 31, 2005 and these amount included in "Other investments" was ¥183 million at December 31, 2004.

#### (18) Rounding of amounts

Rounding down sums of less than a million yen.

#### 3. U.S. Dollar Amounts

Amounts in U.S. dollars are included solely for the convenience of readers outside Japan. The rate of ¥118.07=US\$1, the rate of exchange on December 31, 2005, has been used in translation. The inclusion of such amounts is not intended to imply that Japanese yen have been or could be readily converted, realized or settled in U.S. dollars at this or any other rate.

#### 4. Investments in Securities

At December 31, 2004 and 2005 investments in securities were as follows:

#### (1) Other securities with fair value

							Milli	ons of yen	Th	ousands of	U.S. dollars
				2004				2005			2005
			Carrying				Carrying			Carrying	
		Cost	amount	Differences	C	ost	amount	Differences	Cost	amount	Differences
Fair value greater than cost											
Stocks	¥	747	¥1,444	¥697	¥1,3	16	¥3,087	¥1,771	\$11,146	\$26,152	\$15,005
Bonds		_	_	_		_	_	_	_	_	_
Other securities		38	62	24	;	89	182	93	757	1,549	792
	¥	785	¥1,506	¥721	¥1,4	05	¥3,270	¥1,865	\$11,904	\$27,702	\$15,798
Fair value less than or equal to											
cost											
Stocks	¥	350	¥ 333	¥(17)	¥	1	¥ 1	¥ (0)	\$ 16	\$ 11	\$ (4
Bonds		_	_	_		_	_	_	_	_	_
Other securities		51	50	(0)		_	_		_	_	_
	¥	401	¥ 384	¥(17)	¥	1	¥ 1	¥ (0)	\$ 16	\$ 11	\$ (4
Total	¥	1,187	¥1,890	¥703	¥1,4	07	¥3,272	¥1,864	\$11,920	\$27,714	\$15,793

#### (2) Other securities sold in 2004 and 2005 (for the years ended December 31, 2004 and 2005)

	Millions of yen			ns of yen	Tho	usands of l	J.S. dollars	
	2004			2005		200		2005
Amount	Total	Total	Amount	Total	Total	Amount	Total	Total
for	gains	losses	for	gains	losses	for	gains	losses on
sale	on sale	on sale	sale	on sale	on sale	sale	on sale	sale
¥79	¥9	¥0	¥2	_	¥4	\$18	_	\$42

## (3) Securities not stated at fair value

		Millions of yen	Thousands of U.S. dollars		
	2004 2005 Stated amount on Stated amount on consolidated consolidated balance sheets balance sheets		2004 20		2005
			Stated amount on consolidated balance sheets		
Other securities					
Unlisted stocks	¥1,040	¥1,068	\$9,050		
Mid-term government bonds fund	2	_	_		
Foreign currency-denominated mutual fund	_	35	300		
Preferred subscription certification	10	10	84		
Investment limited liability partnerships	_	182	1,544		

## (4) Prospected amounts of redemption of other securities with maturity dates subsequent to the consolidated balance sheet dates

		Millions of yen			Thousands o	f U.S. dollars
		2004	004 2005			2005
	Within	More than	Within	More than	Within	More than
	one year	one year	one year	one year	one year	one year
Others	_	¥10	_	¥10	_	\$84
Total	_	¥10	_	¥10	_	\$84

## 5. Derivative Information

At December 31,2004 and 2005 derivatives were as follows:

Currency

			Millions of yer
			2004
Contractual value or notional	principal amount		Valuation
Total	Over one year	Fair value	gain(loss
¥377	¥377	¥328	¥(48
			Millions of yer
			2005
Contractual value or notional	principal amount		Valuation
Total	Over one year	Fair value	gain(loss
¥377	¥266	¥379	¥1
		Thousands	of U.S. dollars
			2005
Contractual value or notional	principal amount		Valuation
Total	Over one year	Fair value	gain(loss)
\$3,195	\$2,255	\$3,210	\$14
	Total  ¥377  Contractual value or notional Total  ¥377  Contractual value or notional Total	Contractual value or notional principal amount Total Over one year  ¥377 ¥266  Contractual value or notional principal amount Total Over one year	Contractual value or notional principal amount Total Over one year Fair value  ¥377 ¥377 ¥328  Contractual value or notional principal amount Total Over one year Fair value  ¥377 ¥266 ¥379  Thousands  Contractual value or notional principal amount Total Over one year Fair value  Fair value  Total Over one year Fair value

(Note)

Except for derivatives that are designed as hedging instruments

#### 6. Inventories

Inventories at December 31, 2004 and 2005 comprised the following:

		Millions of yen		
	2004	2005	2005	
Merchandise and maintenance parts	¥15,356	¥15,766	\$133,536	
Work-in-process	746	763	6,462	
Supplies	173	122	1,037	
	¥16,277	¥16,652	\$141,036	

## 7. Short-term Bank Loans and Long-term Debt

The annual average interest rates applicable to short-term bank loans at December 31, 2004 and 2005 were 0.74% and 0.75%, respectively.

Long-term debt at December 31, 2004 and 2005 consisted of the following:

	Millions of yen		Thousands of U.S. dollars	
	2004 <b>2005</b>		2005	
Long-term loans from banks with annual interest rates				
from 0.66% to 2.25%	¥7,487	¥4,095	\$34,690	
	7,487	4,095	34,690	
Less : Current maturities of long-term debts	(6,208)	(891)	(7,553	
	¥1,279	¥3,204	\$27,137	

Aggregate annual maturities of long-term debt subsequent to December 31, 2005 are as follows:

Year ending December 31	Millions of yen	Thousands of U.S. dollars
2006	¥891	\$7,553
2007	622	5,274
2008	2,581	21,862
	¥4,095	\$34,690

#### 8. Reserve for Retirement Benefits

#### (1) Retirement benefit plan

(Fiscal year 2004)

The Company and certain of its subsidiaries operate a fund-type corporate pension plan, an agreement type corporate pension plan and a termination allowance plan as defined-benefit pension plans.

(Fiscal year 2005)

The Company and certain of its subsidiaries operate a fund type corporate pension plan, an agreement type corporate pension plan and a termination allowance plan as defined-benefit pension plans.

## (2) The reserve for retirement benefits as of December 31, 2004 and 2005 is analyzed as follows:

		Millions of yen	
	2004	2005	2005
Projected benefit obligations	¥(35,894)	¥(38,389)	\$(325,143)
Plan assets	27,708	36,958	313,025
	(8,186)	(1,430)	(12,117)
Unrecognized transition amount	1,668	_	_
Unrecognized prior service cost	(7,770)	(7,079)	(59,962)
Unrecognized actuarial differences	8,758	1,877	15,905
	(5,530)	(6,632)	(56,175)
Prepaid pension cost	(3,734)	(3,261)	(27,620)
Reserve for retirement benefits	¥ (9,264)	¥ (9,893)	\$ (83,795)

The balance of the reserve for retirement benefits in the accompanying consolidated balance sheets at December 31, 2004 and 2005 included retirement benefits for directors in the amounts of 307 million yen and 384 million yen (3,253 thousand U.S. dollars), respectively.

## (3) Pension expense related to the retirement benefits for the year ended December 31, 2004 and 2005 were as follows:

	N	fillions of yen	Thousands of U.S. dollars
	2004	2005	2005
Service cost	¥2,708	¥2,910	\$24,649
Interest cost	667	527	4,463
Expected return on plan assets	(1,128)	(554)	(4,693)
Amortization of transition amount	1,724	1,668	14,127
Amortization of the unrecognized prior service cost	(539)	(690)	(5,850)
Amortization of the unrecognized actuarial differences	530	831	7,044
Additional benefits for employees' early retirement	_	126	1,074
Net pension expense	¥3,963	¥4,819	\$40,815
Gain from the exemption from the obligation under the			
substitutional portion of social welfare pension fund	(5,481)	_	_
Loss on the settlement of the retirement benefits plan	448	_	_

Service cost includes the pension costs of subsidiaries under the simplified method

#### (4) Computation Basis of Pension Liabilities

As of December 31, 2004 and 2005

	2004	2005
Discount rate	1.5%	1.5%
Expected rate of return on plan assets	3.7%	2.0%
Periodic allocation principle	Standard of fixed-	Standard of fixed-
for projected benefit obligation	amount-for-period	amount-for-period
Amortization of unrecognized prior service cost	12 years	12 years
Amortization of transition amount	5 years	5 years
Amortization of unrecognized	12 years from the fiscal year	12 years from the fiscal year
actuarial differences	following occurrence	following occurrence

## 9. Contingent Liabilities

The Company was contingently liable for guarantees of loans at December 31, 2004 and 2005 as follows:

		Millions of yen	
	2004	2005	2005
Loans taken out by:			
NACOS COMPUTER SYSTEMS CORP.	¥40	_	_
	¥40	_	_

#### 10. Income Taxes

The statutory tax rate used for calculating deferred tax assets and liabilities at December 31, 2005 was 40.7%.

Since the difference between the statutory tax rate (40.7%) and the effective tax rate (41.7%) for the fiscal year ended December 31, 2005 is less than 5%, a reconciliation of these two rates are not presented.

At December 31, 2004 and 2005, significant components of the deferred tax assets and liabilities were as follows:

	Millions of yen		Thousands of U.S. dollars	
	2004	2005	2005	
Deferred tax assets:				
Allowance for bad debts	¥ 208	¥ 248	\$ 2,104	
Enterprise taxes	357	684	5,793	
Accrued bonuses	970	1,029	8,717	
Retirement benefits for employees	3,730	3,994	33,832	
Retirement benefits for directors	137	168	1,431	
Membership	303	291	2,469	
Impairment losses	951	912	7,726	
Software cost	225	137	1,166	
Operating loss carryforwards	412	173	1,466	
Eliminated unrealized profits	411	445	3,772	
Other	651	837	7,096	
Total deferred tax assets	8,359	8,923	75,577	
Less: Valuation allowance	(229)	(326)	(2,766)	
Net deferred tax assets	8,129	8,596	72,810	
Deferred tax liabilities:				
Reserve for computer program	2,103	1,786	15,128	
Prepaid pension cost	1,522	1,333	11,292	
Unrealized gain on investment securities	283	761	6,449	
Other	17	17	146	
Total deferred tax liabilities	3,927	3,898	33,017	
Net deferred tax assets	¥4,202	¥4,698	\$39,793	

## 11. Supplementary Cash Flow Information

## (1)Cash and cash equivalents consisted of:

	Millions of yen		Thousands of U.S. dollars	
	2004	2005	2005	
Cash, time deposits and other cash equivalents	¥9,043	¥14,507	\$122,869	
Time deposits with deposit terms of more than three months	(1,326)	(616)	(5,217)	
Cash and cash equivalents at end of year	¥7,717	¥13,891	\$117,652	

## (2)The property and the debt that were taken over from Quark Co., LTD., which merged with the Alpha System Co.,LTD (consolidated subsidiary), were as follows:

(Fiscal year 2004)

	Millions of yen
Current assets	¥ 99
Non-current assets	3
Total assets	¥103
Current liabilities	¥ 51
Non-current liabilities	8
Total liabilities	¥ 60

## (3)The main items of property and debt of JPSS Co., LTD. excluded from the scope of consolidation through share transfer are as follows:

(Fiscal year 2004)

	Millions of yen
Current assets	¥258
Non-current assets	34
Current liabilities	(211)
Non-current liabilities	(22)
Minority interests in consolidated subsidiaries	(1)
Consolidated adjustment account	16
Gain on sale of investments in securities	226
Amount for sale of investments in securities	300
Cash and cash equivalents	(110)
Proceeds from sale of investments in securities	¥189

## 12. Subsequent Events

#### (1) Appropriation

The following appropriation of the Company's retained earnings in respect of the year ended December 31, 2005 was as proposed by the Board of Directors and approved by the shareholders at the annual general meeting held on March 30, 2006:

Appropriation	Millions of yen	Thousands of U.S. dollars
Cash dividends (¥75.00 per share)	¥2,730	\$20,074

#### 13. Lease Transactions

Acquisition costs, accumulated depreciation and net book values of leased assets at December 31, 2004 and 2005 are summarized as follows:

		Millions of yen	
	2004	2005	2005
Acquisition cost	¥4,589	¥6,154	\$52,126
Accumulated depreciation	(3,005)	(3,307)	(28,011)
Net book value	¥1,584	¥2,847	\$24,114

Accumulated depreciation at December 31, 2005 included accumulated impairment loss in the amount of 0 million yen (2 thousand U.S. dollars).

Future minimum lease payments under finance leases at December 31, 2004 and 2005 are summarized as follows:

	1	Millions of yen	Thousands of U.S. dollars
	2004	2005	2005
Due within one year	¥ 717	¥1,159	\$ 9,822
Due after one year	895	1,734	14,686
	¥1,613	¥2,893	\$24,509
Accumulated impairment loss on leaseholds	¥ 0	¥ 0	\$ 2

Lease rental expenses, depreciation and interest expenses for the years ended December 31, 2004 and 2005 are summarized as follows:

	Millions of yen		Thousands of U.S. dollars
	2004	2005	2005
Lease rental expenses	¥1,223	¥1,395	\$11,822
Depreciation	1,158	1,330	11,270
Release of accumulated impairment loss on leaseholds	_	0	2
Interest expenses	42	55	466
Impairment loss on leaseholds	0	_	_

Depreciation expense is calculated using the straight-line method, with the lease period as the useful life and a residual value of zero.

The amounts of future lease payments on operating leases at December 31, 2004 and 2005 are summarized as follows:

		Millions of yen	
	2004	2005	2005
Due within one year	¥337	¥ 479	\$ 4,061
Due after one year	520	1,152	9,762
	¥857	¥1,632	\$13,823

#### 14. Land Revaluation

Pursuant to the Law Concerning Land Revaluation, the Company revalued land used for business activities on December 31, 2001. The excess of the revalued carrying amount over the book value before revaluation was recorded as "Excess of land revaluation after tax-effect accounting" in shareholders' equity in the accompanying consolidated balance sheets. The land prices used for the revaluation were determined based on the prices in the official notice published by the Commissioner of the National Tax Agency in accordance with Article 2, Paragraphs 3 and 4 of the Enforcement Ordinance Concerning Land Revaluation, after making reasonable adjustments. Revaluation is permitted for one time only. The excess of the book value after revaluation over the fair value is 1,571 million yen (13,309 thousand U.S. dollars) at December 31, 2005. As a result of assessing the realization, deferred tax assets on revaluation of land, the amount of 6,496 million yen (55,026 thousand U.S dollars), is deducted at December 31, 2005. Because management considers that it is more likely than not that the deferred tax assets on revaluation of land will not be realized.

#### 15. Pledged Assets

At December 31, 2004 and 2005, assets pledged as collateral for accounts and notes payable and loan from banks were as follows:

		Millions	of yen	Thousands of U.S. dollars
	2004		2005	2005
Land	¥ 816	¥	816	\$ 6,914
Buildings	832		813	6,894
Time deposits	43		11	93
	¥1,692	¥	1,641	\$13,901

## 16. Explanatory Notes of Other Income and Expenses

(Fiscal year 2004)

· Impairment losses

The Company acknowledged "Loss on impairment of Fixed Assets" as follows;

#### a. Grouping

The assets of the Company are grouped into each of business departments, assets held by hotel business, leaseholds and common assets.

#### b. Assessment of recoverable value

Recoverable value is assessed net sale value.

## c. Assets subject to impairment

- Leaseholds whose fair values have diminished significantly compared to their book value due to the recent decline in land price.
- · Assets which provided a low level operating profit (hotel business) due to excessive depreciation costs arising from investments during the past year.

## d. Details of impairment loss

Assets held by hotel business (location: Shizuoka)

	Millions of yen
Land	¥ 246
Buildings and structures	1,082
Other tangible assets	16
Other intangible assets	24
Guarantee deposits	0
Leaseholds	0

Leaseholds (location: Saitama)

	Millions of yen
Land	¥120

The impairment loss was included in accumulated depreciation.

### 17. Research and Development Costs

Research and development costs included in cost of sales and selling, general and administrative expenses for the years ended December 31, 2004 and 2005 amounted to 721 million yen and 667 million yen (5,654 thousand U.S. dollars), respectively.

# 18. Segment Information

The business segment information of the Company and its consolidated subsidiaries for the years ended December 31, 2004 and 2005 is summarized as follows:

## (1)Business segment information

						Millions of yen
						2004
	System	Service &			Elimination or	Consolidated
	Integration	Support	Other	Total	corporate	total
Net sales to:						
Outside customers	¥238,729	¥130,959	¥2,792	¥372,481	¥ —	¥372,481
Inter-segment sales/transfers	78	151	2,152	2,382	(2,382)	
	238,807	131,111	4,945	374,863	(2,382)	372,481
Operating expenses	225,160	122,664	4,858	352,683	2,788	355,471
Operating income	¥ 13,647	¥ 8,446	¥ 86	¥ 22,180	¥ (5,170)	¥ 17,009
Assets, depreciation and capital exp	enditure:					
Assets	¥ 85,641	¥ 55,667	¥1,959	¥143,268	¥23,960	¥167,228
Depreciation and amortization	3,053	2,461	37	5,552	610	6,162
Impairment losses	_	1,370	_	1,370	120	1,491
Capital expenditure	2,558	2,125	21	4,705	414	5,120

						Millions of yen
						2005
	System	Service &			Elimination or	Consolidated
	Integration	Support	Other	Total	corporate	total
Net sales to:						
Outside customers	¥258,275	¥149,100	¥2,037	¥409,413	¥ —	¥409,413
Inter-segment sales/transfers	96	203	2,331	2,631	(2,631)	
	258,372	149,304	4,368	412,045	(2,631)	409,413
Operating expenses	239,706	140,040	4,262	384,008	3,494	387,502
Operating income	¥ 18,665	¥ 9,263	¥ 106	¥ 28,036	¥ (6,125)	¥ 21,911
Assets, depreciation and capital exp	enditure:					
Assets	¥ 87,140	¥ 60,411	¥1,954	¥149,506	¥24,421	¥173,927
Depreciation and amortization	3,237	2,211	33	5,482	583	6,066
Capital expenditure	2,512	1,940	4	4,456	273	4,730

					Thousand	s of U.S. dollars
						2005
	System	Service &			Elimination or	Consolidated
	Integration	Support	Other	Total	corporate	total
Net sales to:						
Outside customers	\$2,187,479	\$1,262,815	\$17,256	\$3,467,551	\$ —	\$3,467,551
Inter-segment sales/transfers	817	1,724	19,744	22,286	(22,286)	
	2,188,297	1,264,539	37,001	3,489,838	(22,286)	3,467,551
Operating expenses	2,030,206	1,186,077	36,097	3,252,381	29,592	3,281,974
Operating income	\$ 158,091	\$ 78,461	\$ 903	\$ 237,456	\$ (51,879)	\$ 185,576
Assets, depreciation and capital ex	penditure:					
Assets	\$ 738,042	\$ 511,654	\$16,551	\$1,266,248	\$206,835	\$1,473,084
Depreciation and amortization	27,420	18,732	281	46,433	4,945	51,379
Capital expenditure	21,275	16,434	34	37,744	2,318	40,062

#### Notes:

- 1. Business segments are defined in consideration of the operations of the companies.
- 2. Significant operations of each segment are as summarized below;
  - (a)The system integration business provides optimized system services ranging from consulting to system design and development, transport and installation and network construction.
  - (b)The service & support business offers total support for systems installed by customers with supplies, hardware and software maintenance, telephone support and IT education.
  - (c)Other business includes the construction industry, automobile maintenance and direct mail production and shipment outsourcing, etc.
- 3. Significant components of "Eliminations or corporate" are as follows;

		Millions of yen	Thousands of U.S. dollars	
	2004	2005	2005	
Non-allocable operating expenses	¥ 5,239	¥ 6,165	\$ 52,217	
Corporate assets	25,615	26,126	221,283	

Non-allocable operating expenses include administrative expenses incurred by the management control department of the Company.

Corporate assets include surplus funds, long-term investments (investment securities) and assets used by the management control department of the Company.

Corporate assets include deferred tax assets on revaluation of land in fiscal year 2004.

- 4. Depreciation and amortization and capital expenditure include amortization and increase of long-term prepaid expenses.
- (2) Segment information by geographic area is not disclosed pursuant to regulations on consolidated financial statements in Japan, since both net sales and assets of the Company and its domestic consolidated subsidiaries, taken as a whole, were more than 90% of consolidated net sales and assets.
- (3) Information for overseas sales is not disclosed pursuant to regulations on consolidated financial statements in Japan, since aggregate of overseas sales of the Company and its domestic consolidated subsidiaries and overseas consolidated subsidiaries, were less than 10% of consolidated net sales.

(Change of accounting policy)

(Fiscal year 2004)

Accounting standard for impairment of Fixed Assets

As described in 'Note 2(16) Change of accounting policy' the Companies and its subsidiaries adopted "Accounting Standard for impairment of Fixed Assets" effective from the year ended December 31, 2004. The effect of the adoption was to recognize Impairment losses on the Service & Support business and the corporate, amounting to 1,370 million yen, 120 million yen, respectively. Operating assets of these businesses decreased by 1,370 million yen, 120 million yen, respectively.

## **Report of Independent Auditors**

To the Board of Directors and Shareholders of

#### OTSUKA CORPORATION

We have audited the accompanying consolidated balance sheets of OTSUKA CORPORATION and its subsidiaries as of December 31, 2005 and 2004, and the related consolidated statements of income, shareholders' equity, and cash flows for the years then ended, all expressed in Japanese Yen. These consolidated financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these consolidated financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in Japan. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the consolidated financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall consolidated financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of OTSUKA CORPORATION and its subsidiaries as of December 31, 2005 and 2004, and the consolidated results of their operations and their cash flows for the years then ended in conformity with accounting principles generally accepted in Japan.

As described in Note 2(16), effective for the year ended March 31, 2004, OTSUKA CORPORATION and its subsidiaries adopted "Accounting Standard for impairment of Fixed Assets" with effect from the year ended December 31, 2004.

The amounts expressed in U.S. dollars, which are provided solely for the convenience of the reader, have been translated on the basis set forth in Note 3 to the accompanying consolidated financial statements.

ChuoAoyama PricewaterhouseCoopers

Chuolioyama Pricewaterhouse Coopers

Tokyo, Japan March 30, 2006

# Principal Group Companies (As of December 31, 2005)

The OTSUKA Group (OTSUKA CORPORATION and its subsidiaries) consists of 15 subsidiaries, including 11 consolidated subsidiaries as well as 10 affiliated companies that carry out System Integration, Service and Support, and Other Business. The 11 consolidated subsidiaries are listed below.

Company Name	Established	Capital (¥ million)	Voting right ratio	Scope of Business
System Integration Business				
OSK Co., Ltd.	1984	300	100.0%	Development and sale of packaged software
Netplan Co., LTD.	1992	400	100.0%	Electronic communications construction and interior con- struction
Alpha System Co., LTD.	1967	80	100.0%	Consigned software development, packaged software devel- opment and ERP consulting business
Net World Corporation	1990	585	68.4%	Sales and technical support for network related equipment
10art-ni Corporation	1997	977	52.8%	Java and Linux related product development and corporate information systems construction
Otsuka Information Technology Corp. (Taiwan)	1997	NT\$116 million	100.0%	Sale of CAD/CAM solutions
■ Service and Support Business				
Alpha Techno Co., LTD.	1996	50	100.0%	Emergency repair of PCs and peripheral equipment, disposal and data recovery service
Alpha Net Co., LTD.	1997	400	100.0%	Comprehensive service and support for network systems
Other Business				
Fujimi Construction Co., LTD.	1964	99	100.0%	Construction, building maintenance and management
Otsuka Auto Service Co., LTD.	1987	50	100.0%	Sale, maintenance and body work for automobiles, and commissioned sales of insurance
Otsuka Business Service Co., LTD.	1992	50	65.0%	<ul> <li>Creation and commissioned shipment of direct mail materials, data management and processing as well as commissioned creation of Websites</li> </ul>

# Corporate Data (As of December 31, 2005)

Name OTSUKA CORPORATION

**Founded** July 17, 1961 (registered as joint-stock company on December 13, 1961)

Paid-in Capital ¥10,374,851,000

**Number of Employees** 6,297 (with consolidated subsidiaries: 7,749)

**Business System Integration Business:** 

> Sales of computers, copiers, communication equipment and software, and software development of consigned software, other activities

**Service and Support Business:** 

Supplies, maintenance, and educational support, other activities

Main Banks The Bank of Yokohama, Ltd.

The Bank of Tokyo-Mitsubishi UFJ, Ltd.

Mizuho Bank, Ltd.

The Bank of Tokyo-Mitsubishi, Ltd. and the UFJ Bank Limited merged on January 1, 2006, to form The Bank of Tokyo-Mitsubishi UFJ, which is why the latter name is displayed.

## Base (As of December 31, 2005)

**Head Office** 2-18-4 lidabashi, Chiyoda-ku, Tokyo, 102-8573

TEL 03-3264-7111

**Branch Offices** Metropolitan Office

2-18-4 lidabashi, Chiyoda-ku, Tokyo, 102-8573

TEL 03-3264-7111

Kansai Office

6-14-1 Fukushima, Fukushima-ku, Osaka-shi, Osaka, 553-8558

TEL 06-6456-2711

Chubu Office

3-5-33 Masaki, Naka-ku, Nagoya-shi, Aichi, 460-0024

TEL 052-350-4811

Local Area Sales Groups Chuo Sales Group 1 Chuo Sales Group 2 Josai Sales Group

> Johoku Sales Group Tama Sales Group Keiyo Sales Group

Saitama Sales Group Kanagawa Sales Group Osaka Northern Sales Group

Osaka Southern Sales Group

**Regional Offices** Sapporo Branch Sendai Branch Utsunomiya Branch

> Nagoya Branch Mikawa Branch Kyoto Branch Kobe Branch Hiroshima Branch Kyushu Branch

# Stock Information (As of December 31, 2005)

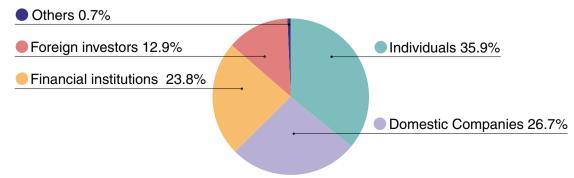
Authorized Common Stock
Issued Common Stock
Number of Shares of Unit Stock
Number of Shareholders

112,860,000 shares 31,667,020 shares 100 shares 4,924

## Major Shareholders

Name	Investr OTSUKA CO	ment in RPORATION	Investment in Major Shareholders by OTSUKA CORPORATION		
ivallie	Number of Shares held	Ownership interest (%)	Number of Shares held	Ownership interest (%)	
Otsuka Sobi Co., Ltd.	8,112,730	25.61	_	_	
Yuji Otsuka	2,622,580	8.28	_	_	
Japan Trustee Services Bank, Ltd. (Trust Account)	2,393,800	7.55	_	_	
The Master Trust Bank of Japan, Ltd. (Trust Account)	2,036,300	6.43	_	_	
Minoru Otsuka	1,795,490	5.66	_	_	
OTSUKA CORPORATION Employee Stock-Sharing Plan	1,237,020	3.90	_	_	
Atsushi Otsuka	1,155,650	3.64	_	_	
Terue Otsuka	645,500	2.03	_	_	
Trustee of Individually Operated Designated Money Trusts (Shiteitan) Mitsui Asset Trust and Banking Company, Limited ( Account 1)	551,100	1.74	_	_	
The Bank of Yokohama, Ltd.	310,840	0.98	382,204	0.02	

## ■ Breakdown of Shareholders (Based on total shares)



OTSUKA CORPORATION WEBSITE http://www.otsuka-shokai.co.jp **Otsuka Corporation** 2-18-4 lidabashi, Chiyoda-ku, Tokyo 102-8573, Tokyo TEL: +81-3-3264-7111