

# 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

## MRO

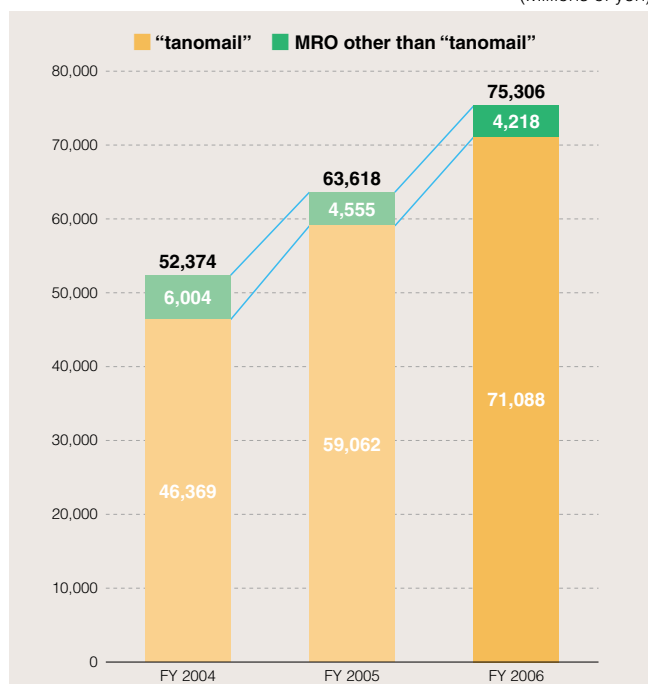
For the fiscal year under review, net sales rose **18.4%** to **¥75,306 million**.

of the above, “tanomail”:

For the fiscal year under review, net sales rose **20.4%** to **¥71,088 million**.

### MRO Net Sales

(Millions of yen)



The “MRO” business, which engages in selling products such as stationery, daily office necessities and OA supplies, was able to achieve sales exceeding ¥75 billion due to the strong performance by the “tanomail” office supply mail-order service, the core pillar of the “MRO” business.

The number of “tanomail” accounts is steadily increasing, which in turn is contributing to the acquisition of new customers.



“tanomail” catalog, Vol. 17



“tanomail” on the Internet at <http://www.tanomail.com>

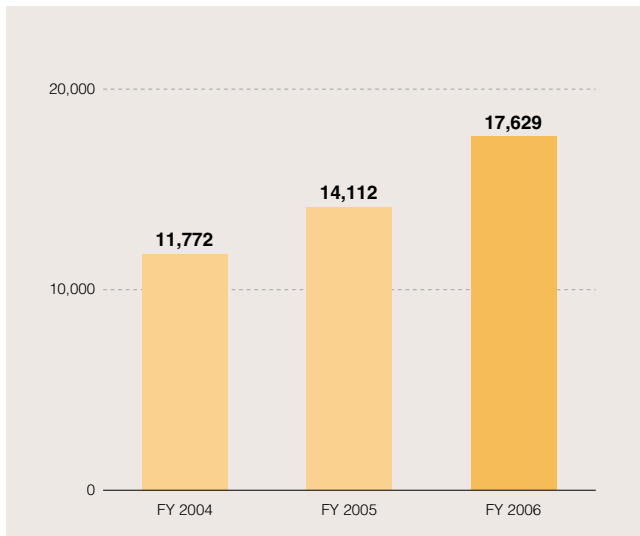
Key Strategic Business

## SMILE

For the fiscal year under review, net sales rose **24.9%** to **¥17,629 million**.

### SMILE Net Sales

(Millions of yen)



“SMILE” is the Company’s proprietary integrated mission-critical operational system, which encompasses 28 years of experience. 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, strong sales were generated by reinforcing product functionality and enhancing the range of program options.

(Software and maintenance sales only are included from the year under review.)

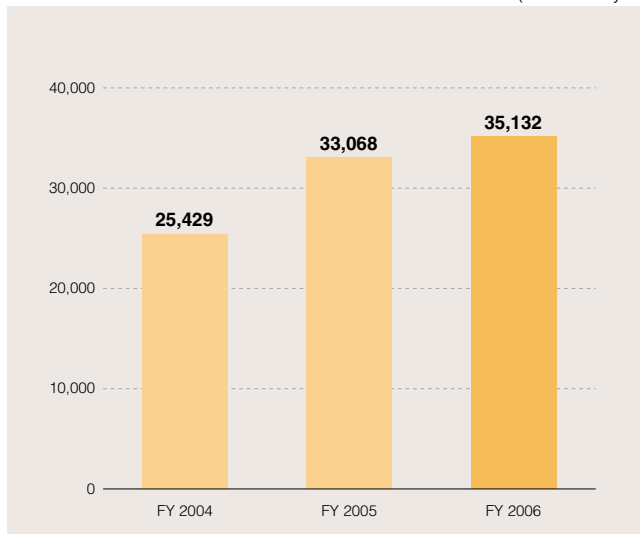
Key Strategic Business

## ODS21

For the fiscal year under review, net sales rose **6.2%** to **¥35,132 million**.

### ODS21 Net Sales

(Millions of yen)



“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, and in turn, facilitating the sharing and utilization of such information.

Net sales were up 6.2%, hampered by delays in demand due to revisions in law and regulation.

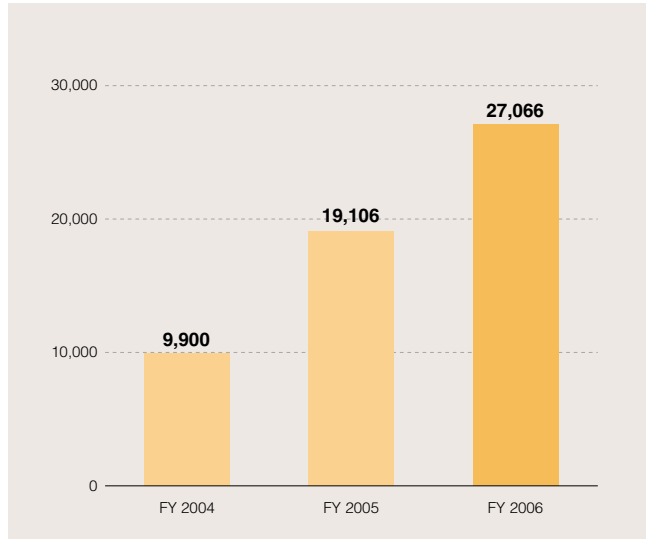
Key Strategic Business

OSM

For the fiscal year under review, net sales rose 41.7% to ¥27,066 million.

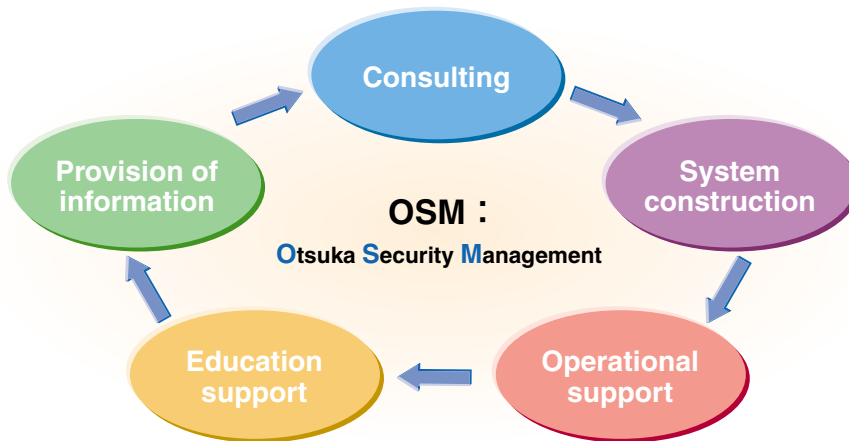
OSM Net Sales

(Millions of yen)



“OSM,” OTSUKA CORPORATION’s name-brand information security business, recorded a 41.7% increase in sales on the back of continued brisk investment in information security measures.

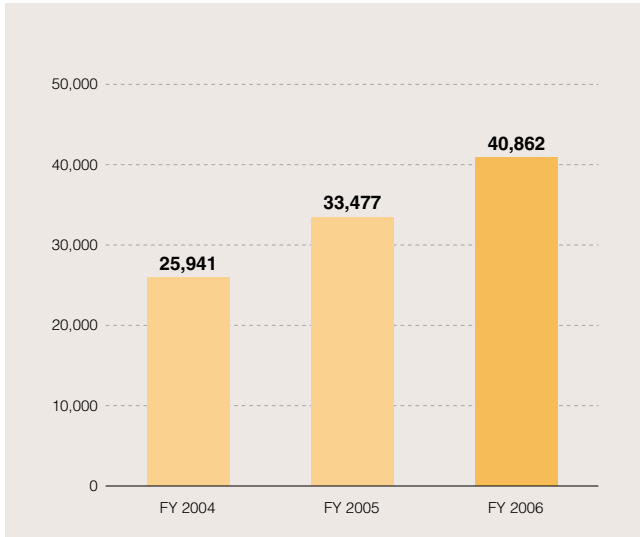
Overall information security support during system life-cycle



## Unit Sales of Computers and Copiers

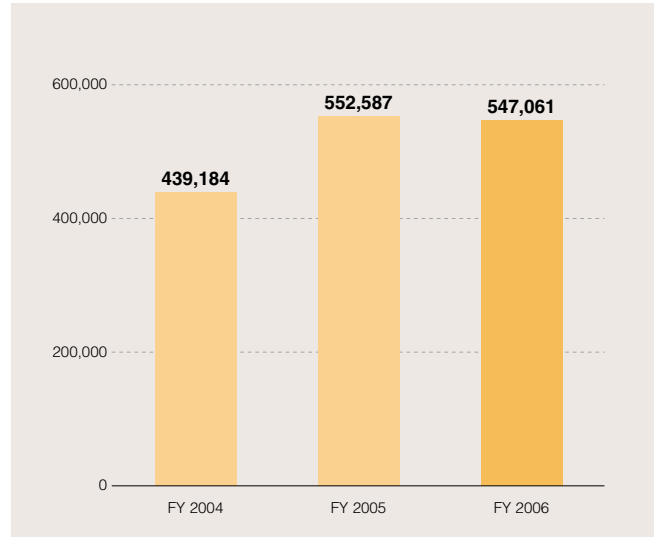
### Unit Sales of Servers

(units)



### Unit Sales of Personal Computers

(units)



### Unit Sales of Copiers

(units)

