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

## <Amount>

(Millions of yen)

|  | FY 2007 | FY 2008 |  | FY 2009 |  |
| :--- | ---: | ---: | ---: | ---: | :---: |
|  | Amount | Amount | Change to Last Year | Amount | Change to Last Year |
| "tanomail" | 82,493 | 89,192 | $+8.1 \%$ | $\mathbf{9 2 , 9 9 0}$ | $\mathbf{+ 4 . 3 \%}$ |
| SMILE | 6,938 | 6,858 | $-1.1 \%$ | $\mathbf{6 , 3 2 7}$ | $\mathbf{- 7 . 7} \%$ |
| ODS21 | 38,320 | 37,650 | $-1.7 \%$ | $\mathbf{3 3 , 0 7 3}$ | $\mathbf{- 1 2 . 2} \%$ |
| OSM | 39,985 | 43,448 | $+8.7 \%$ | $\mathbf{4 0 , 8 2 6}$ | $\mathbf{- 6 . 0 \%}$ |

<Reference: Number of units sold>
(Units)

|  | Units | Units | Change to Last Year | Units | Change to Last Year |
| :--- | ---: | ---: | ---: | ---: | :---: |
| Copiers | 30,615 | 29,288 | $-4.3 \%$ | $\mathbf{2 5 , 3 6 7}$ | $\mathbf{- 1 3 . 4 \%}$ |
| (of which color copiers) | 20,413 | 20,595 | $+0.9 \%$ | $\mathbf{1 9 , 1 9 5}$ | $\mathbf{- 6 . 8 \%}$ |
| Servers | 35,741 | 35,014 | $-2.0 \%$ | $\mathbf{3 2 , 3 8 9}$ | $\mathbf{- 7 . 5 \%}$ |
| Personal computers | 481,502 | 508,967 | $+5.7 \%$ | $\mathbf{5 0 0 , 2 7 6}$ | $\mathbf{- 1 . 7 \%}$ |

Key strategic businesses were generally impacted by overall curtailments in IT investments and reductions in expenses, and growth rates slackened or fell below the levels recorded in the previous fiscal year.

Among key strategic businesses, the "tanomail" office supply mail-order service business recorded steady growth. Color copiers accounted for $75.7 \%$ of copier sales.

