

Overview of Key Strategic Businesses (Non-consolidated)

<Amount of Sales>

(Millions of yen)

	FY 2019	FY 2020		FY 2021	
	Amount	Amount	Change to Last Year	Amount	Change to Last Year
“tanomail”	166,649	163,448	-1.9%	173,528	+6.2%
SMILE	13,241	11,568	-12.6%	11,345	-1.9%
ODS	55,798	52,117	-6.6%	55,084	+5.7%
OSM	77,535	81,847	+5.6%	85,769	+4.8%

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

<Reference: Number of Units Sold>

(Units)

	Units	Units	Change to Last Year	Units	Change to Last Year
Copiers	37,930	36,619	-3.5%	37,039	+1.1%
(of which color copiers)	36,648	35,690	-2.6%	36,249	+1.6%
Servers	32,063	25,507	-20.4%	24,606	-3.5%
Personal computers	1,789,884	1,537,963	-14.1%	1,449,698	-5.7%
Client Total	1,830,498	1,638,051	-10.5%	1,624,893	-0.8%

In 2021 as well, despite the difficult environment caused by the COVID-19 pandemic, OTSUKA CORPORATION achieved growth in “tanomail”, document solutions, security management and unit sales of copiers.