

# Focusing Efforts on the Accumulated Business

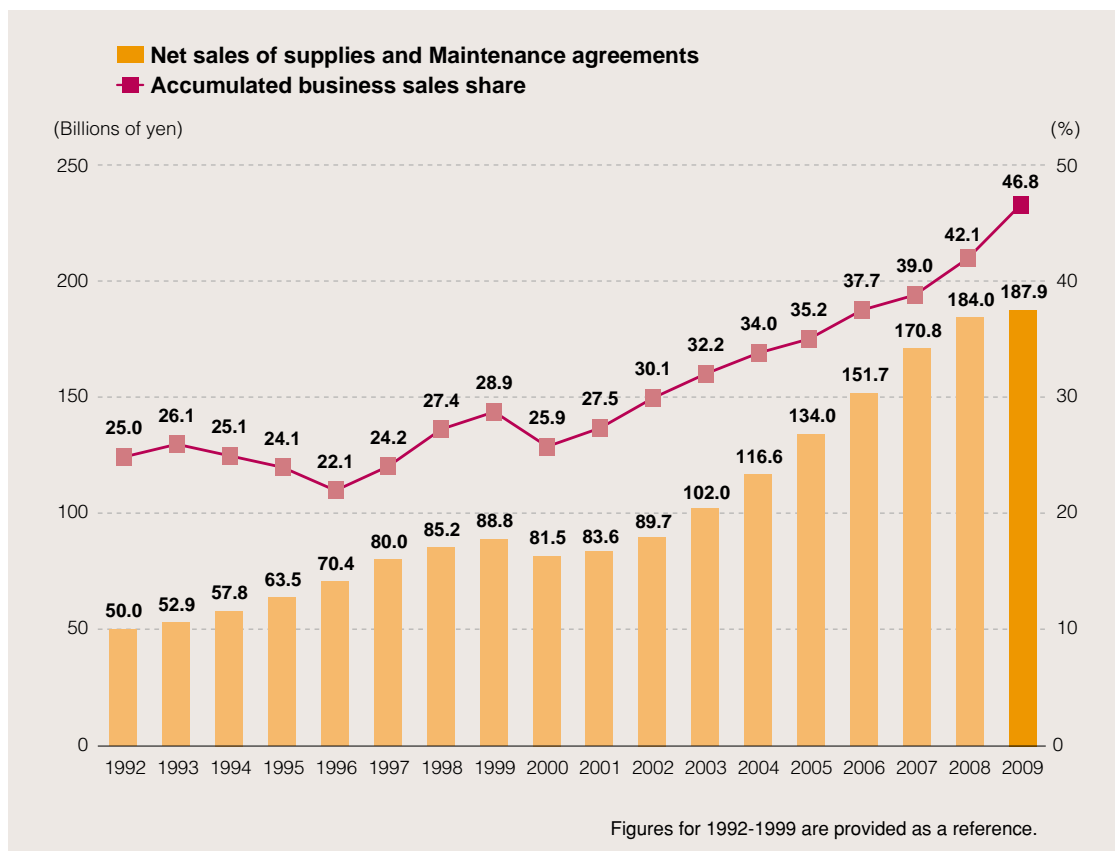
OTSUKA CORPORATION places special emphasis on office supply and maintenance agreement services as the “accumulated business” within the Service and Support business.

The accumulated business is not easily impacted by fluctuations in the economy and is steadily achieving growth annually. As such, this can be said to be a cumulative or accumulation business.

In fiscal 2009 as well, sales in the accumulated business grew steadily, increasing ¥3,900 million, or 2.1% and accounting for 46.8% of net sales (non-consolidated basis).

OTSUKA CORPORATION will continue to focus on the accumulated business as it works to raise the stability of its operations.

## ■ Accumulated Business (Non-consolidated)



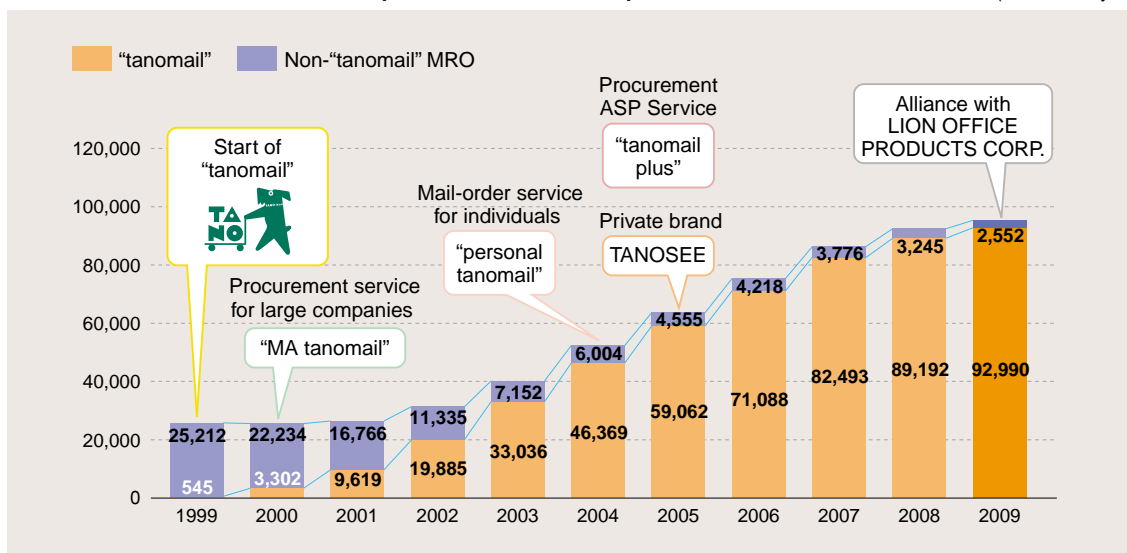
“tanomail” and “tayoreru” are the core pillars of the accumulated business.

# たのめーる “tanomail”

Although growth rates have slowed, the “tanomail” office supply mail-order service business is steadily growing, and in fiscal 2009 net sales increased 4.3% to ¥92,900 million.

Annual Sales of “tanomail” (Non-consolidated)

(Millions of yen)



# たよれーる “tayoreru”

Supporting customer information systems and corporate activities, “tayoreru” service supports customers’ IT and business operations.  
OTSUKA CORPORATION aims to be an indispensable presence in customers’ business infrastructure.

