

July 31, 2009

## **Financial Report for the Six Months of the Fiscal Year Ending December 31, 2009 (Consolidated)**

### **OTSUKA CORPORATION (URL: <http://www.otsuka-shokai.co.jp>)**

Listing: The First Section of Tokyo Stock Exchange, Code 4768

Representative: Yuji Otsuka, President & Chief Executive Officer

Contact: Youichi Harada, Managing Director & Senior Executive Operating Officer

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Scheduled date to file Quarterly Securities Report: August 11, 2009

Scheduled date to commence dividend payments: —

(All amounts less than one million yen are rounded down)

#### **1. Financial Results for the Six Months of the Fiscal Year 2009 (From January 1, 2009 to June 30, 2009)**

##### **(1) Results of operations (cumulative) (Percentages indicate changes from the same period of the previous year)**

	Net sales	Operating income	Ordinary income	Net income
Six months ended	Millions of yen %			
June 30, 2009	228,160 —	11,085 —	11,246 —	6,348 —
June 30, 2008	253,064 2.7	18,751 2.3	19,053 2.5	10,651 5.8

	Net income per share	Diluted net income per share
Six months ended	yen	yen
June 30, 2009	200.90	—
June 30, 2008	337.06	336.70

##### **(2) Financial position**

	Total assets	Net assets	Equity ratio	Net assets per share
As of	Millions of yen	Millions of yen	%	yen
June 30, 2009	212,844	100,220	46.6	3,141.62
December 31, 2008	196,946	97,790	49.2	3,065.54

Reference) Equity:

As of June 30, 2009: 99,280 million yen; As of December 31, 2008: 96,876 million yen

#### **2. Dividends**

	Dividends per share				
(Record date)	First quarter	Second quarter	Third quarter	Year-end	Annual
Fiscal Year 2008	yen —	yen 0.00	yen —	yen 130.00	yen 130.00
Fiscal Year 2009	—	0.00	—	—	—
Fiscal Year 2009 (forecast)	—	—	—	130.00	130.00

Note) Revision of the forecasts in the second quarter of the fiscal year 2009: No

### **3. Financial Forecasts for the Fiscal Year 2009 (From January 1, 2009 to December 31, 2009)**

(Percentages indicate changes from the same period of the previous year)

	Net sales		Operating income		Ordinary income		Net income		Net income per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	yen
Full-Year	447,000	(4.3)	18,500	(31.7)	19,000	(31.2)	9,260	(35.6)	293.02

Notes) 1. Revision of the forecasts in the second quarter of the fiscal year 2009: No  
2. The above forecasts are based on the information available as of the date on which these materials were released.  
Actual results are subject to change due to various future events and may differ from these figures.

#### **4. Others**

- (1) Changes in significant subsidiaries during the period (changes in specified subsidiaries resulting in the change in scope of consolidation): No

(2) Application of simplified accounting and specific accounting for preparing the quarterly consolidated financial statements: Yes

(3) Changes in accounting policies, procedures, and methods of presentation for preparing the quarterly consolidated financial statements (changes described in the section indicating changes in significant matters forming the basis of preparing the quarterly consolidated financial statements)

  - 1) Changes due to revisions to accounting standards and other regulations: Yes
  - 2) Changes due to other reasons: Yes

(4) Number of shares issued (common stock)

  - 1) Number of shares issued at the end of the period (including treasury stock):

As of June 30, 2009:	31,667,020 shares
As of December 31, 2008:	31,667,020 shares
  - 2) Number of treasury shares at the end of the period:

As of June 30, 2009:	65,395 shares
As of December 31, 2008:	65,342 shares
  - 3) Average number of shares during the period (cumulative from the beginning of the fiscal year):

Six months ended June 30, 2009:	31,601,667 shares
Six months ended June 30, 2008:	31,601,988 shares

\*This financial report is an abridged translation from the Japanese "Kessan Tanshin," which has been prepared in accordance with accounting principles generally accepted in Japan, for reference purpose only.

## Consolidated Balance Sheets

(Millions of yen)

	As of June 30, 2009	As of December 31, 2008 (Summary)
<b>Assets</b>		
<b>Current assets</b>		
Cash and deposits	39,052	21,544
Notes and accounts receivable-trade	74,139	71,843
Short-term investment securities	4,997	4,996
Merchandise	12,549	14,442
Work in process	817	892
Raw materials and supplies	1,040	1,191
Other	14,052	14,539
Allowance for doubtful accounts	(441)	(271)
<b>Total current assets</b>	<b>146,207</b>	<b>129,178</b>
<b>Noncurrent assets</b>		
Property, plant and equipment		
Buildings and structures, net	26,300	26,905
Other, net	21,173	20,796
<b>Total property, plant and equipment</b>	<b>47,473</b>	<b>47,702</b>
Intangible assets	5,342	5,085
Investments and other assets		
Investment securities	6,574	6,355
Other	8,347	9,556
Allowance for doubtful accounts	(1,100)	(932)
<b>Total investments and other assets</b>	<b>13,820</b>	<b>14,979</b>
<b>Total noncurrent assets</b>	<b>66,636</b>	<b>67,767</b>
<b>Total assets</b>	<b>212,844</b>	<b>196,946</b>
<b>Liabilities</b>		
<b>Current liabilities</b>		
Notes and accounts payable-trade	68,679	62,626
Short-term loans payable	9,540	9,540
Income taxes payable	4,879	5,297
Provision for bonuses	2,573	2,498
Other	23,374	15,917
<b>Total current liabilities</b>	<b>109,046</b>	<b>95,880</b>
<b>Noncurrent liabilities</b>		
Long-term loans payable	70	90
Provision for retirement benefits	1,566	1,514
Provision for directors' retirement benefits	451	530
Other	1,488	1,141
<b>Total noncurrent liabilities</b>	<b>3,577</b>	<b>3,275</b>
<b>Total liabilities</b>	<b>112,624</b>	<b>99,155</b>

(Millions of yen)

	As of June 30, 2009	As of December 31, 2008 (Summary)
<b>Net assets</b>		
Shareholders' equity		
Capital stock	10,374	10,374
Capital surplus	16,254	16,254
Retained earnings	87,893	85,652
Treasury stock	(123)	(122)
Total shareholders' equity	114,399	112,159
Valuation and translation adjustments		
Valuation difference on available-for-sale securities	571	429
Revaluation reserve for land	(15,574)	(15,574)
Foreign currency translation adjustment	(115)	(137)
Total valuation and translation adjustments	(15,119)	(15,282)
Minority interests	939	913
Total net assets	100,220	97,790
Total liabilities and net assets	212,844	196,946

## **Consolidated Statement of Income (cumulative)**

(Millions of yen)

Six months ended  
June 30, 2009

Net sales	228,160
Cost of sales	177,445
Gross profit	50,714
Selling, general and administrative expenses	39,628
Operating income	11,085
Non-operating income	
Interest income	22
Interest on securities	16
Dividends income	59
House rent income	107
Equity in earnings of affiliates	3
Other	98
Total non-operating income	308
Non-operating expenses	
Interest expenses	62
Provision of allowance for doubtful accounts	82
Other	1
Total non-operating expenses	146
Ordinary income	11,246
Extraordinary income	
Gain on sales of investment securities	21
Gain on change in equity	6
Total extraordinary income	27
Extraordinary loss	
Loss on retirement of noncurrent assets	34
Impairment loss	9
Loss on valuation of investment securities	80
Provision of allowance for doubtful accounts	45
Other	0
Total extraordinary losses	171
Income before income taxes and minority interests	11,102
Income taxes	4,657
Minority interests in income	96
Net income	6,348

## **Consolidated Statement of Cash Flows**

(Millions of yen)

Six months ended  
June 30, 2009

Net cash provided by (used in) operating activities	
Income before income taxes and minority interests	11,102
Depreciation and amortization	2,859
Impairment loss	9
Increase (decrease) in allowance for doubtful accounts	338
Interest and dividends income	(82)
Interest income on securities	(16)
Interest expenses	62
Equity in (earnings) losses of affiliates	(3)
Loss on retirement of noncurrent assets	34
Decrease (increase) in notes and accounts receivable-trade	(2,407)
Decrease (increase) in inventories	2,084
Increase (decrease) in notes and accounts payable-trade	6,053
Increase (decrease) in accrued expenses	7,339
Loss (gain) on sales of investment securities	(21)
Loss (gain) on valuation of investment securities	80
Loss (gain) on change in equity	(6)
Increase (decrease) in provision for retirement benefits	983
Other, net	691
<b>Subtotal</b>	<b>29,102</b>
Interest and dividends income received	102
Interest expenses paid	(63)
Income taxes paid	(4,885)
<b>Net cash provided by (used in) operating activities</b>	<b>24,256</b>
Net cash provided by (used in) investment activities	
Purchase of property, plant and equipment	(1,411)
Proceeds from sales of property, plant and equipment	11
Purchase of software	(1,528)
Purchase of investment securities	(10)
Proceeds from sales of investment securities	51
Payments of long-term loans receivable	(5)
Collection of long-term loans receivable	109
Other, net	(160)
<b>Net cash provided by (used in) investment activities</b>	<b>(2,943)</b>

(Millions of yen)

Six months ended  
June 30, 2009

Net cash provided by (used in) financing activities	
Repayment of long-term loans payable	(20)
Cash dividends paid	(4,104)
Other, net	(70)
Net cash provided by (used in) financing activities	(4,194)
Effect of exchange rate change on cash and cash equivalents	(0)
Net increase (decrease) in cash and cash equivalents	17,117
Cash and cash equivalents at beginning of period	27,169
Cash and cash equivalents at end of period	44,286

## **Segment Information**

### **Information by Business Segment**

Six months ended June 30, 2009

(Millions of yen)

	System Integration business	Service and Support business	Other business	Total	Elimination or corporate	Consolidated total
Net sales						
(1) Outside customers	125,603	101,563	993	228,160	–	228,160
(2) Inter-segment sales/transfers	104	145	936	1,186	(1,186)	–
Total	125,708	101,709	1,929	229,346	(1,186)	228,160
Operating income (loss)	10,191	4,484	29	14,706	(3,620)	11,085

Notes) 1. Business segments are defined in consideration of the operations of the Group.

2. The Group operates principally in three segments: system integration business, service and support business, and other business.

Segment	Major products and services
System Integration business	Research, analysis, design, and introduction for comprehensive information system Transport and installation Network construction Introduction for packaged software Development of consigned software Other related services
Service and Support business	Supplies for comprehensive information system Telephone support Maintenance Consigned system operation Data recovery IT education Guidance for operation of packaged software Hotel business
Other business	Construction Repair, sale of automobiles Insurance Printing

**(Reference)**

**Consolidated financial statements for the six months ended June 30, 2008  
(From January 1, 2008 to June 30, 2008)**

**(1) Consolidated statement of income**

	(Millions of yen)
	Interim Period FY2008 (Six months ended June 30, 2008)
	Amount
<b>Net sales</b>	253,064
Cost of sales	194,125
Gross profit	58,939
<b>Selling, general and administrative expenses</b>	40,188
Operating income	18,751
<b>Non-operating income</b>	
Interest income	31
Interest on securities	3
Dividend income	60
Rent income	107
Equity in net income (loss) of unconsolidated subsidiaries and affiliates	39
Others	137
Total non-operating income	379
<b>Non-operating expenses</b>	
Interest expenses	75
Others	1
Total non-operating expenses	77
Recurring profit	19,053
<b>Extraordinary gains</b>	
Gain on sales of investments in securities	12
Reversal of allowance for doubtful accounts	52
Gain on sales of fixed assets	7
Total extraordinary gains	72

	(Millions of yen)
	Interim Period FY2008 (Six months ended June 30, 2008)
	Amount
<b>Extraordinary losses</b>	
Loss on sales of fixed assets	7
Loss on disposal of fixed assets	915
Loss on impairment of fixed assets	14
Provision of allowance for doubtful accounts	22
Total extraordinary losses	960
Income before income taxes and minority interests	18,165
Income taxes	
Current	7,591
Deferred	(218)
Total income taxes	7,372
Minority interests	141
Net income	10,651

**(2) Consolidated statement of cash flows**

(Millions of yen)

	Interim Period FY2008 (Six months ended June 30, 2008)
	Amount
<b>Cash flows from operating activities</b>	
Income before income taxes and minority interests	18,165
Depreciation and amortization	2,830
Equity in net income of unconsolidated subsidiaries and affiliates	(39)
Increase (decrease) in reserve for employees' retirement benefits	159
Increase (decrease) in allowance for doubtful accounts	55
Interest and dividend income	(95)
Interest expenses	75
Gain on sales of fixed assets	(7)
Loss on sales/disposal of fixed assets	923
Loss on impairment of fixed assets	14
Gain on sales of investments in securities	(12)
(Increase) decrease in notes and accounts receivable	(7,726)
(Increase) decrease in inventories	16
Increase (decrease) in notes and accounts payable	10,882
Increase (decrease) in other accounts payable	7,160
Others	(1,337)
<b>Subtotal</b>	<b>31,064</b>
Interest and dividend income received	95
Interest expenses paid	(76)
Income taxes paid	(8,014)
<b>Net cash provided by operating activities</b>	<b>23,069</b>
<b>Cash flows from investing activities</b>	
Payments for purchase of tangible fixed assets	(1,458)
Proceeds from sales of tangible fixed assets	292
Payments for software development	(1,047)
Payments for purchase of investments in securities	(1,181)
Proceeds from sales of investments in securities	112
Payments for long-term loans receivable	(9)
Proceeds from collection of long-term loans receivable	31
Others	(234)
<b>Net cash used in investing activities</b>	<b>(3,495)</b>

(Millions of yen)	
	Interim Period FY2008 (Six months ended June 30, 2008)
	Amount
<b>Cash flows from financing activities</b>	
Repayments of long-term bank loans	(91)
Cash dividends paid	(4,104)
Others	(61)
Net cash used in financing activities	(4,257)
<b>Net increase in cash and cash equivalents</b>	<b>15,315</b>
<b>Cash and cash equivalents at beginning of period</b>	<b>25,374</b>
<b>Cash and cash equivalents at end of period</b>	<b>40,690</b>

**(3) Segment information**

**Information by Business Segment**

Interim period of Fiscal Year 2008 (From January 1, 2008 to June 30, 2008)

(Millions of yen)

	System Integration business	Service and Support business	Other business	Total	Elimination or corporate	Consolidated total
Net sales						
Outside customers	152,014	99,912	1,138	253,064	–	253,064
Inter-segment sales/transfers	95	123	1,163	1,382	(1,382)	–
Total	152,109	100,035	2,302	254,447	(1,382)	253,064
Costs and expenses	136,739	92,801	2,182	231,723	2,589	234,313
Operating income (loss)	15,369	7,234	120	22,723	(3,972)	18,751