



Fiscal year ending December 2015
First three months
(January – March)
Business Results

April 28, 2015

OTSUKA CORPORATION

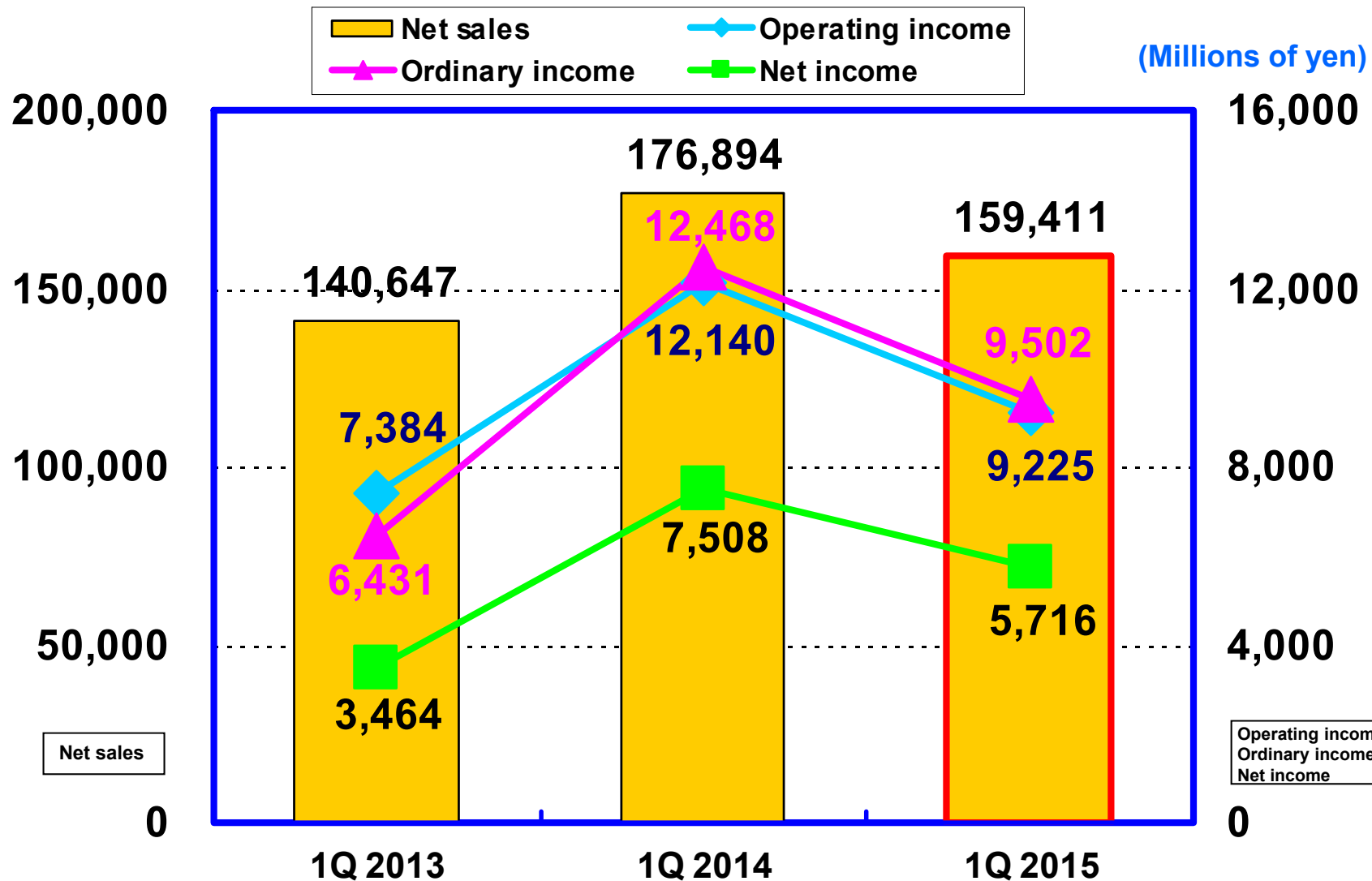
Summary of Business Results, January - March, 2015

(Millions of yen)

	Consolidated		Non-Consolidated	
	Amount	Change to Last year	Amount	Change to Last year
Net sales	159,411	-9.9%	144,536	-11.9%
Operating income	9,225	-24.0%	7,844	-27.0%
Ordinary income	9,502	-23.8%	8,276	-25.7%
Net income	5,716	-23.9%	5,124	-24.7%

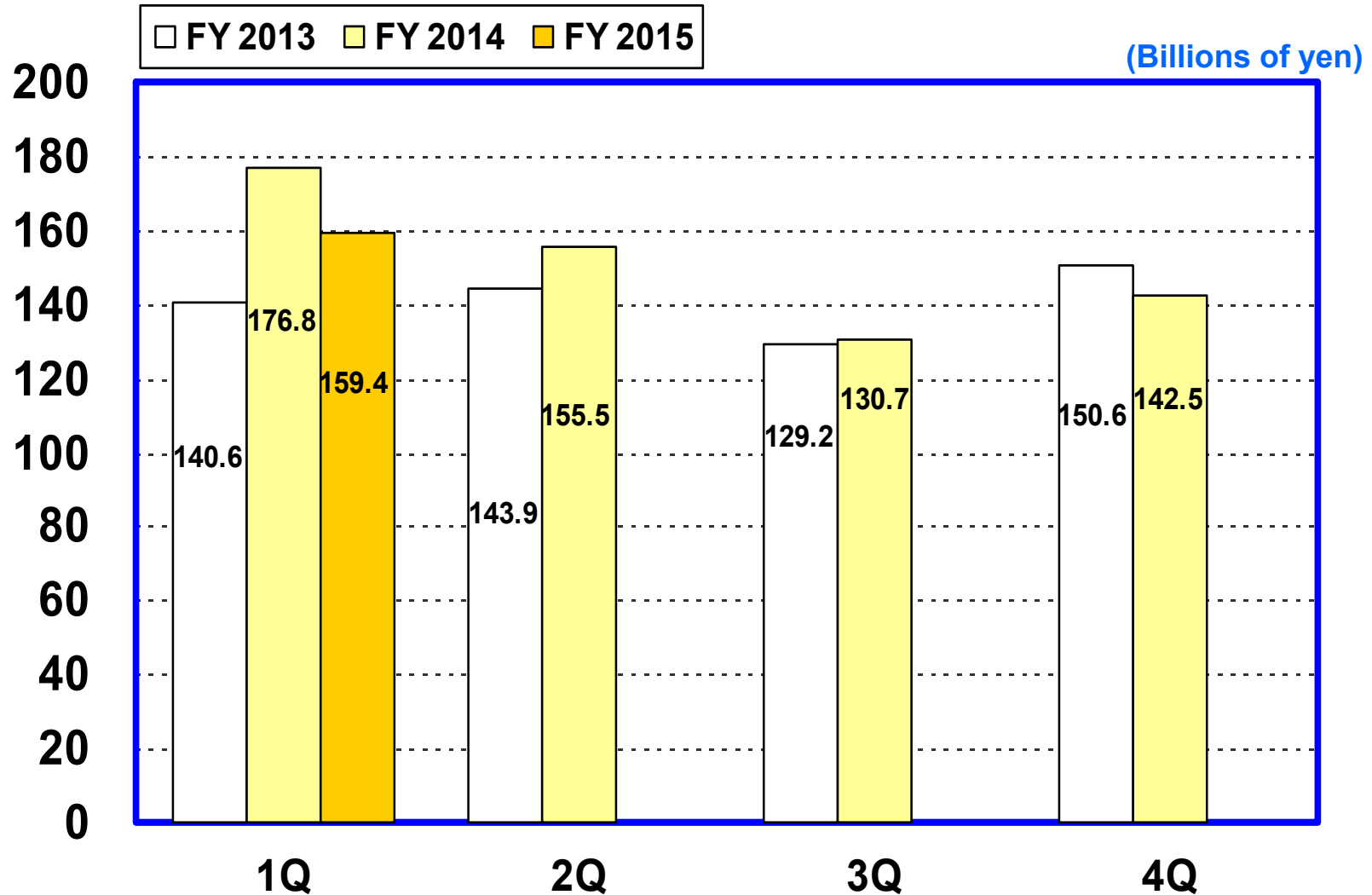
Consolidated

Net sales and Profits



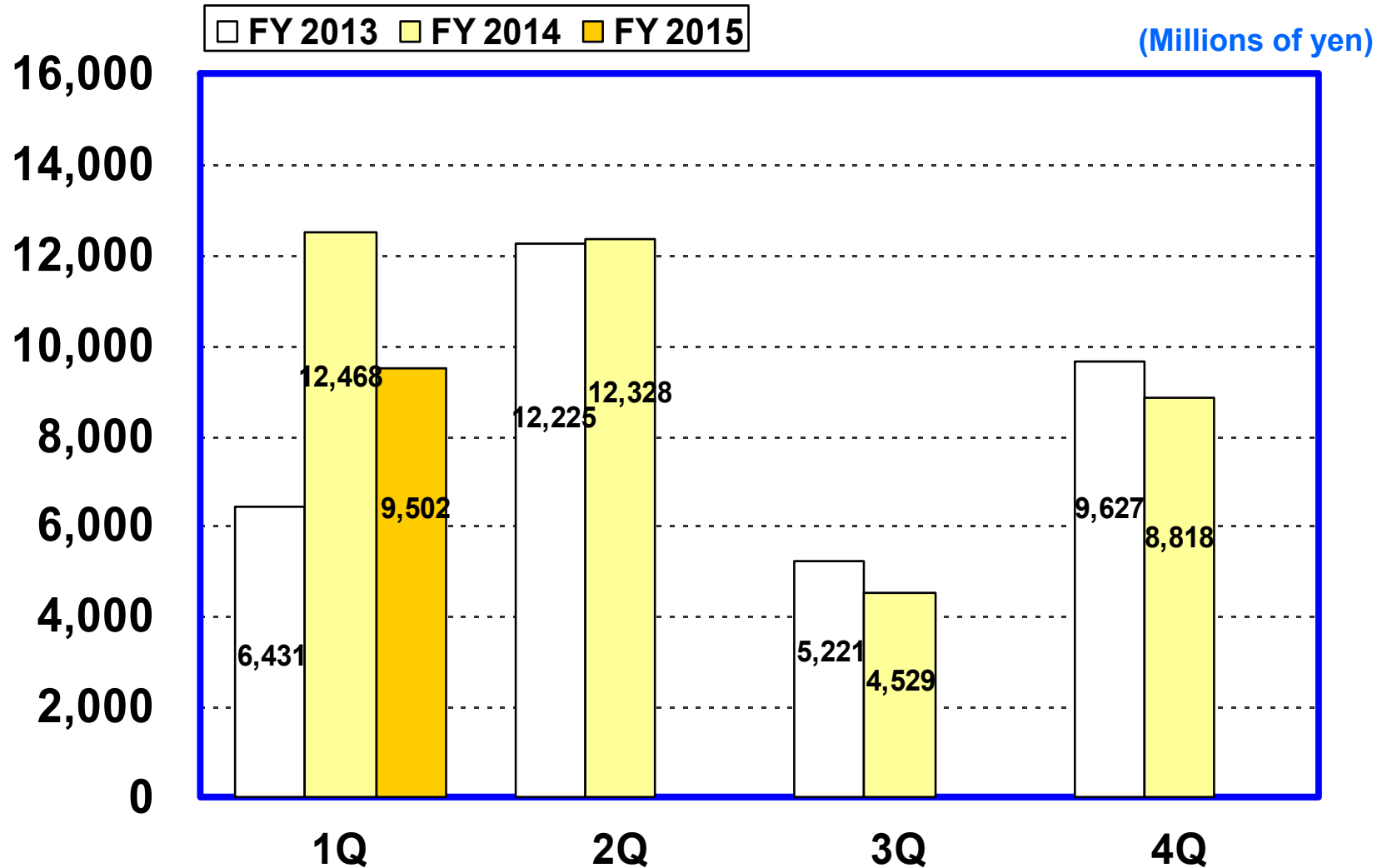
Consolidated

Quarterly change of Net sales



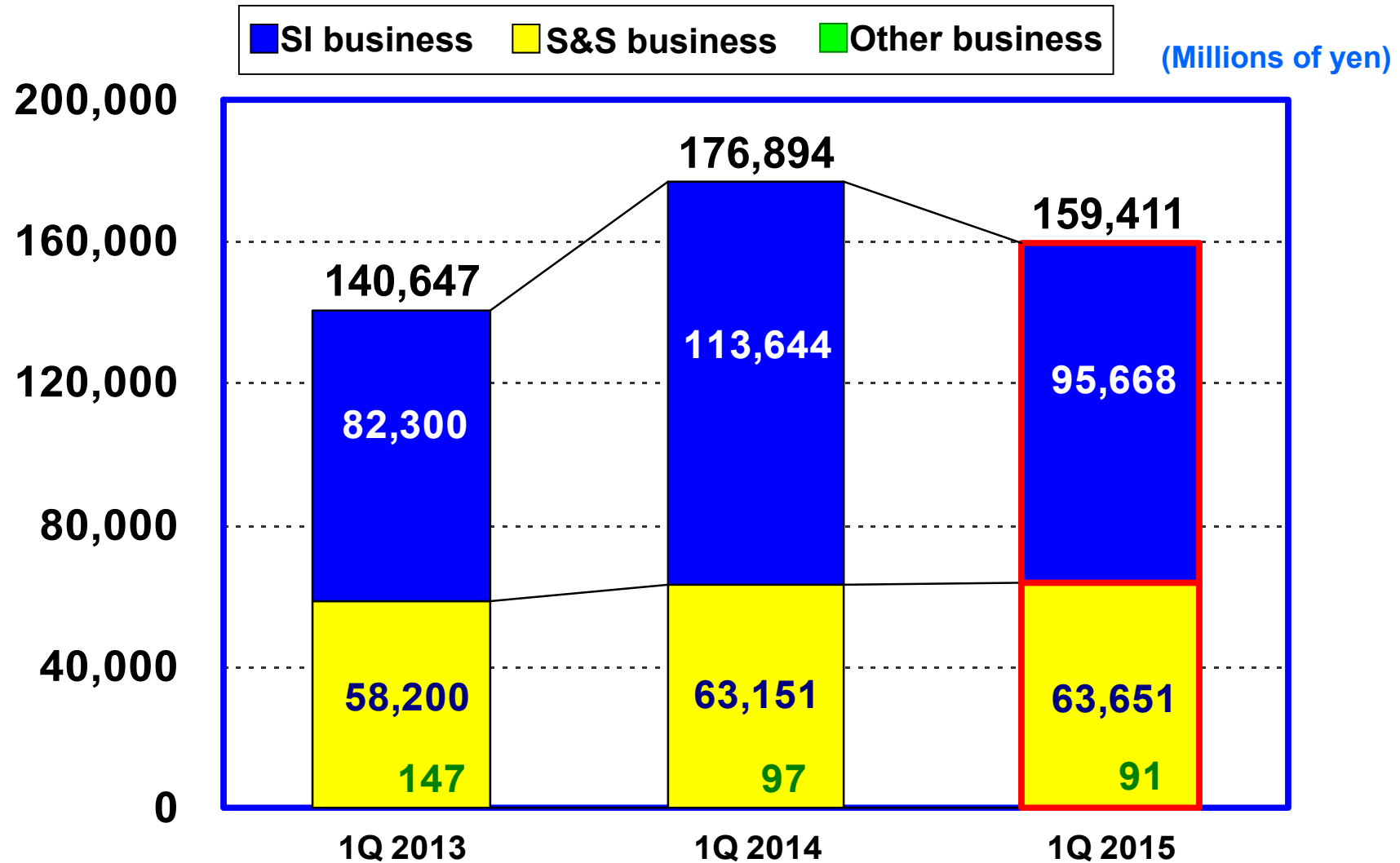
Consolidated

Quarterly change of Ordinary income

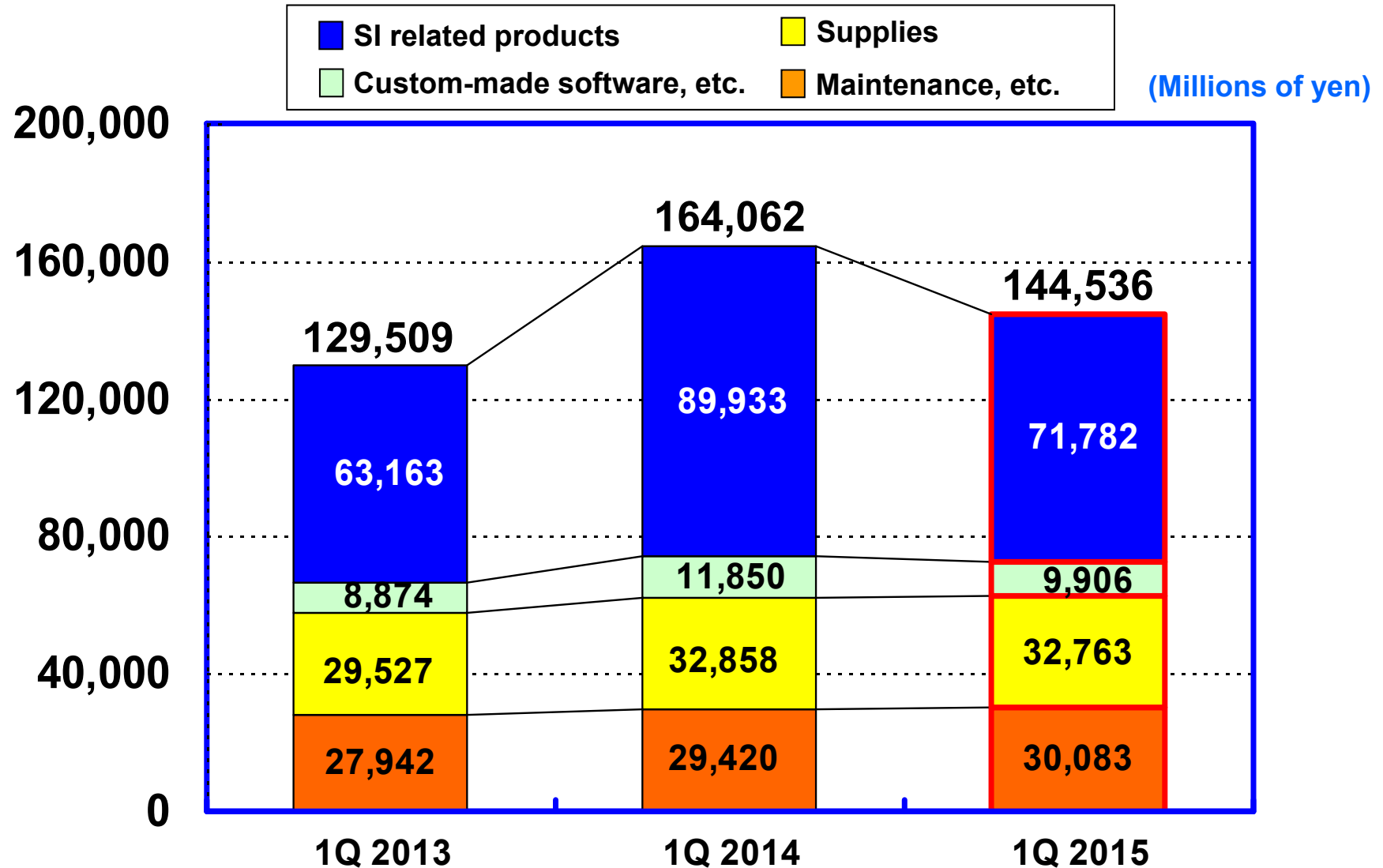


Consolidated

Net sales by segments

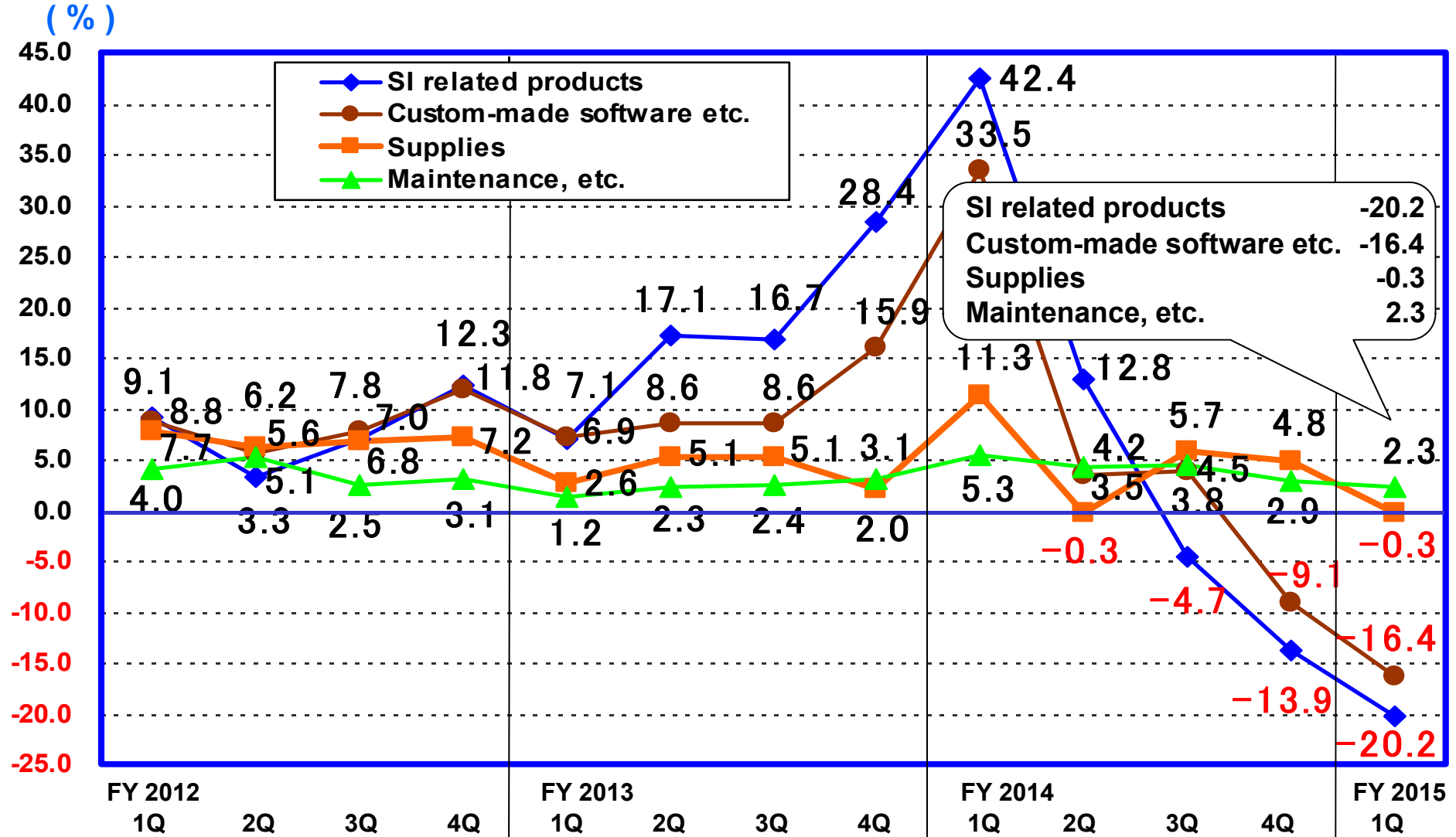


Net sales by 4 segments



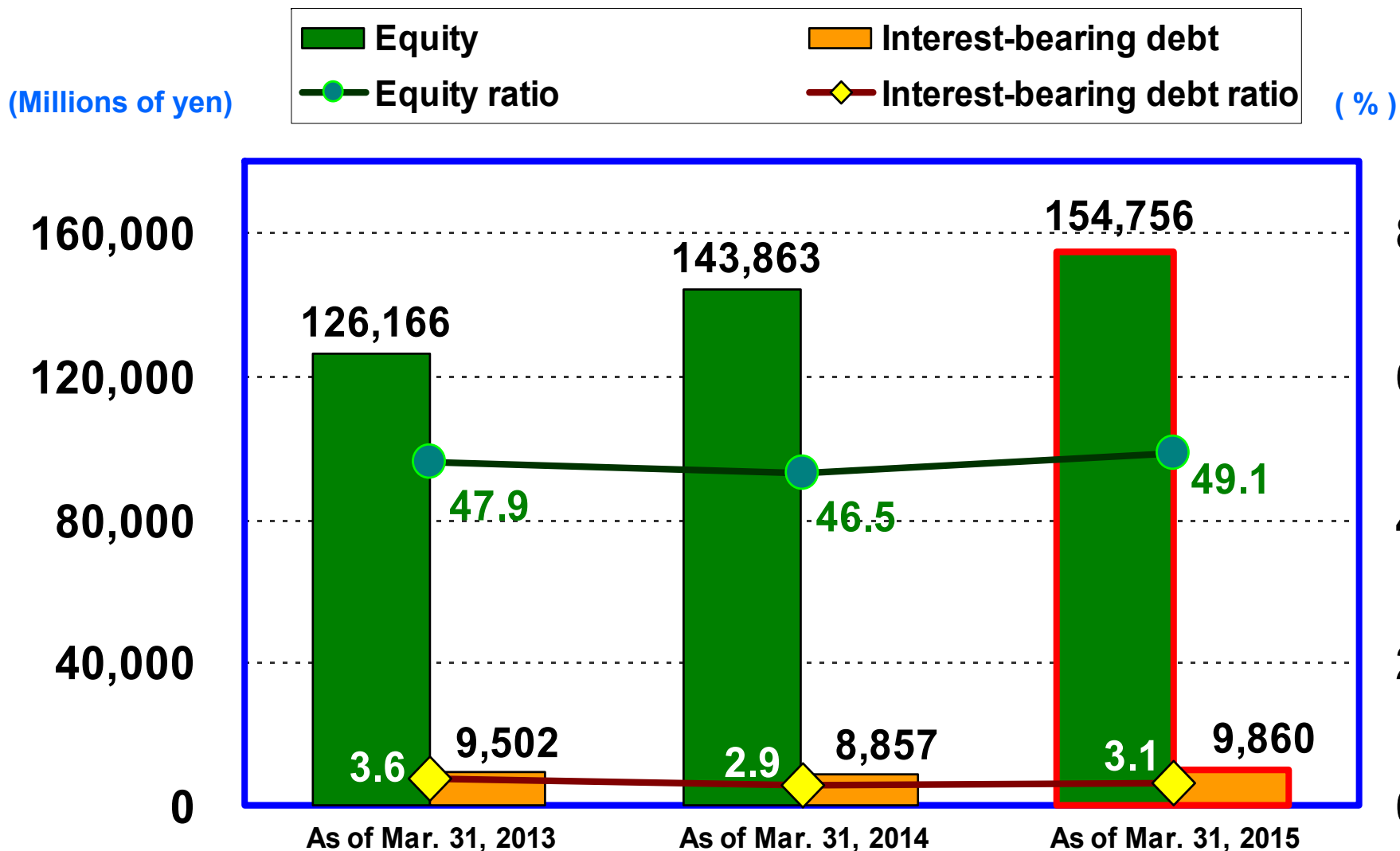
Non-Consolidated

Quarterly Net Sales by 4 segments (% change year-on-year)



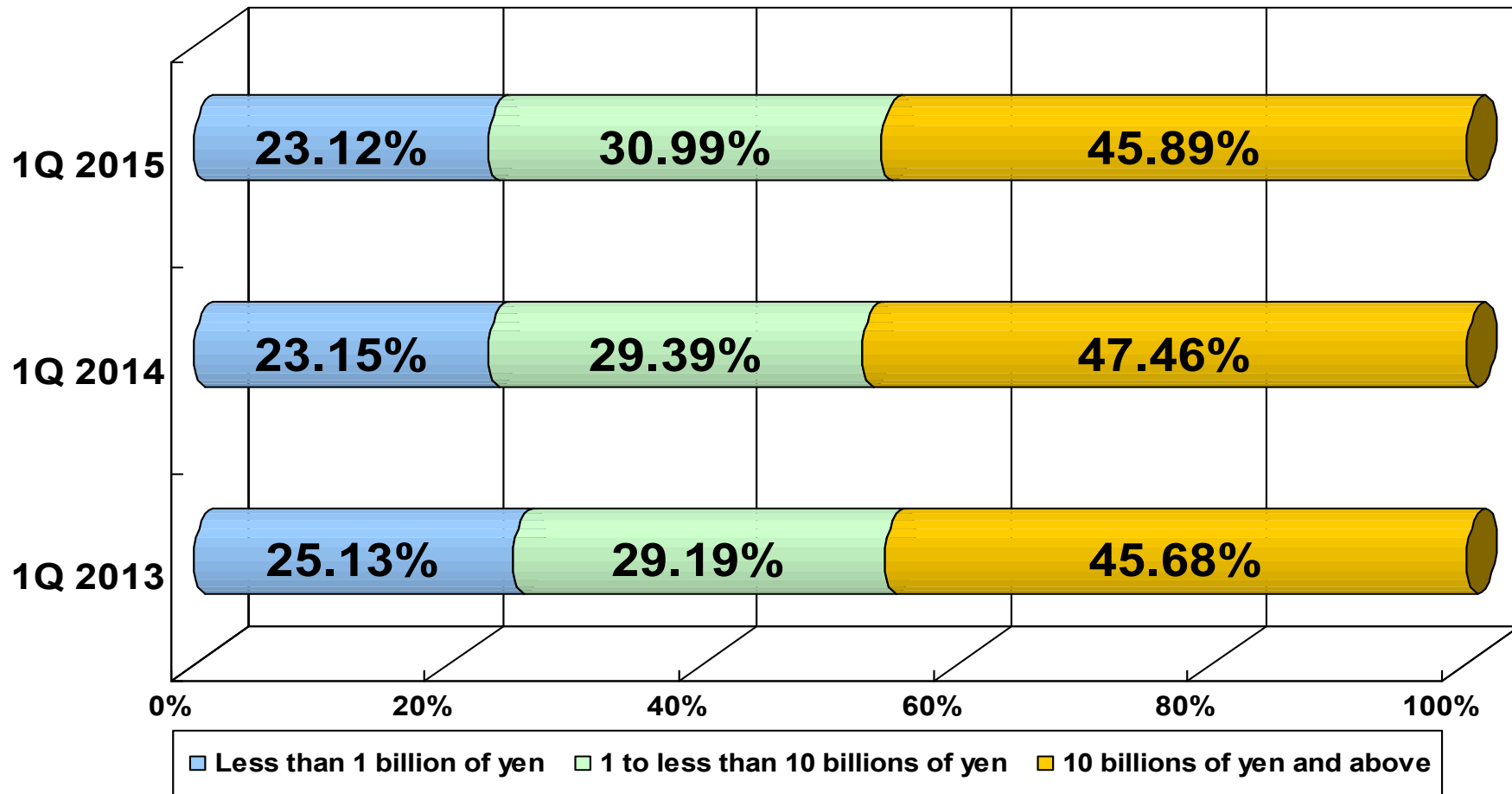
Consolidated

Equity and Interest-bearing debt



Non-Consolidated

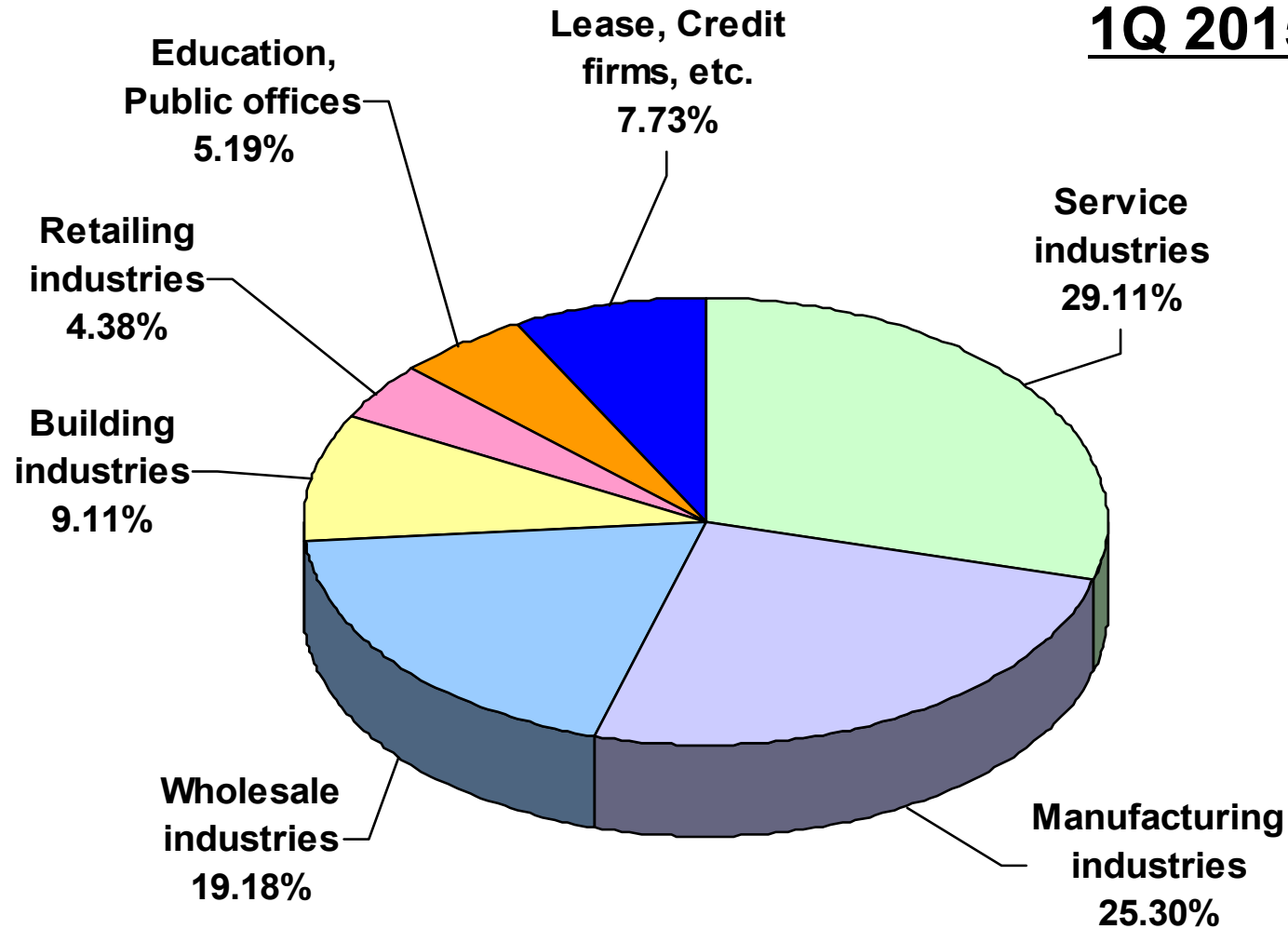
Net sales structure on customers' total annual business scale



* "Less than 1 billion yen" includes public offices.

Sales breakdown by customers' type of industry

1Q 2015





Key strategic business

<Amount of Sales>

(Millions of yen)

	1Q 2013	1Q 2014		1Q 2015		
	Amount	Amount	Change to Last year	Amount	Difference to Last year	Change to Last year
“tanomail”	31,055	34,946	+12.5%	35,091	+145	+0.4%
SMILE	2,250	3,248	+44.4%	2,631	-616	-19.0%
ODS21	11,150	12,549	+12.5%	11,902	-646	-5.2%
OSM	12,872	14,429	+12.1%	14,439	+10	+0.1%

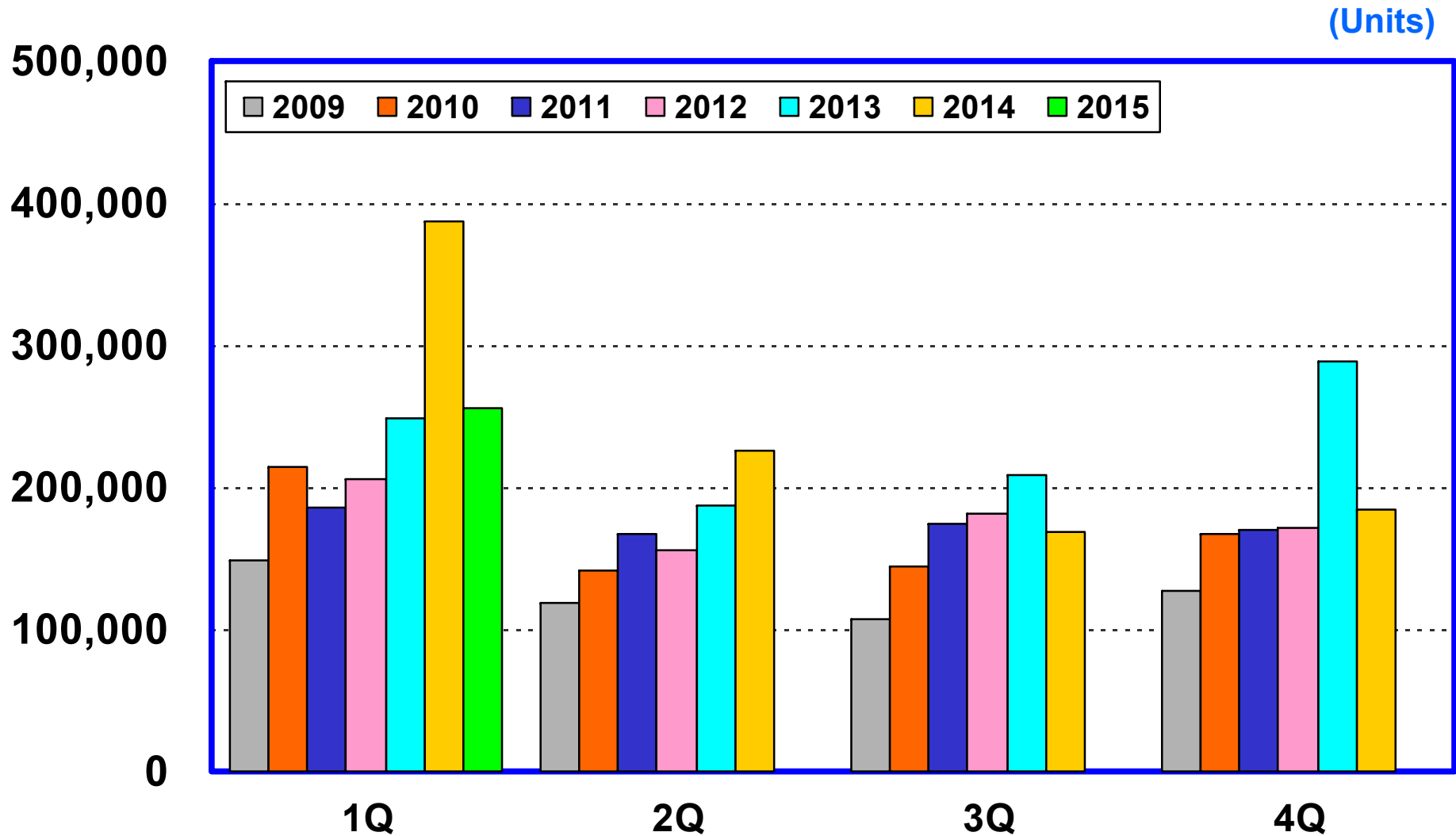
(ODS: Otsuka Document Solutions OSM: Otsuka Security Management)

<As reference: Number of Sales>

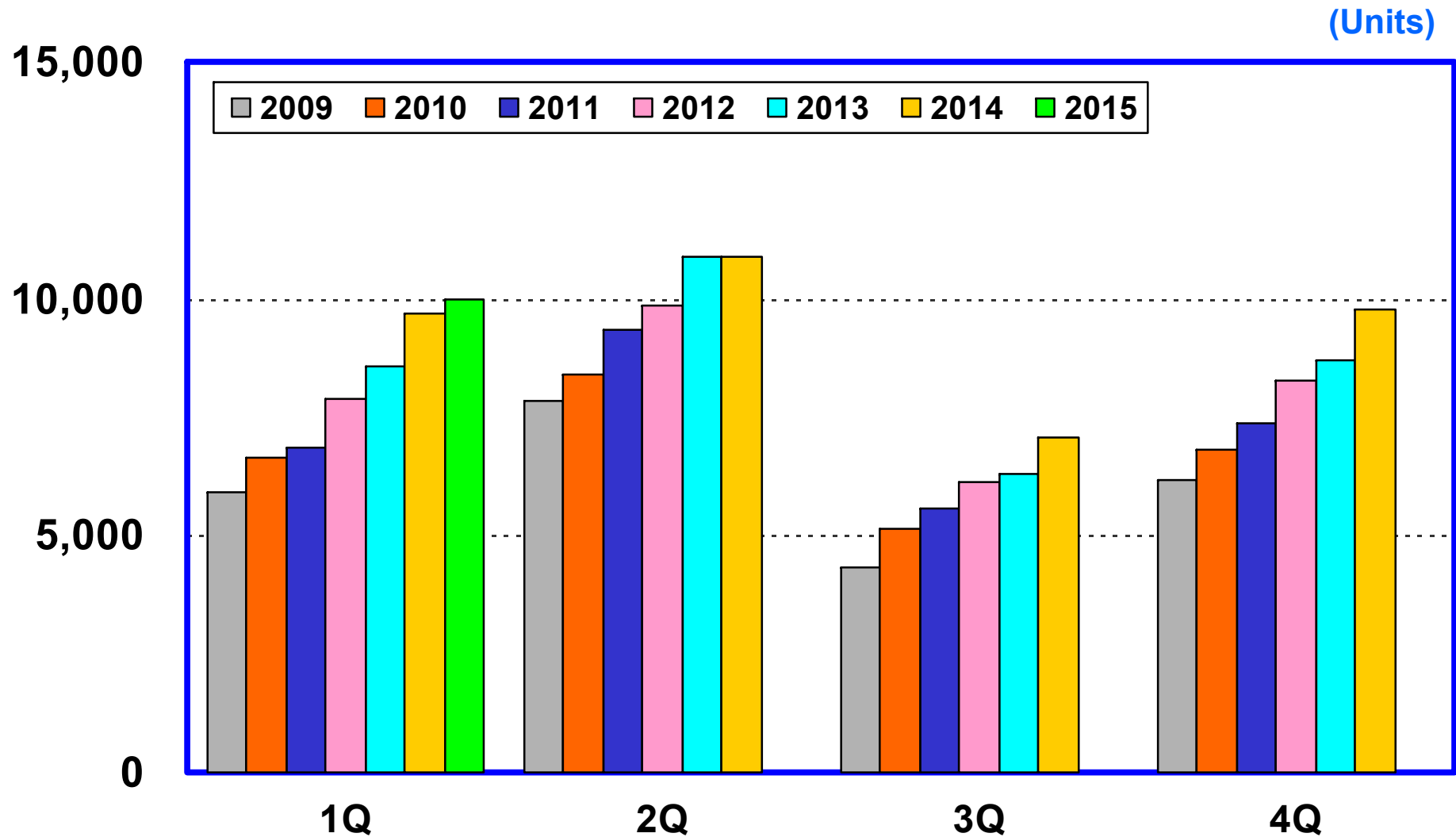
(Units)

Copier	8,555	9,679	+13.1%	9,986	+307	+3.2%
(of which Color copier)	7,379	8,546	+15.8%	9,158	+612	+7.2%
Server	9,211	10,681	+16.0%	11,646	+965	+9.0%
PC	248,030	387,275	+56.1%	255,010	-132,265	-34.2%

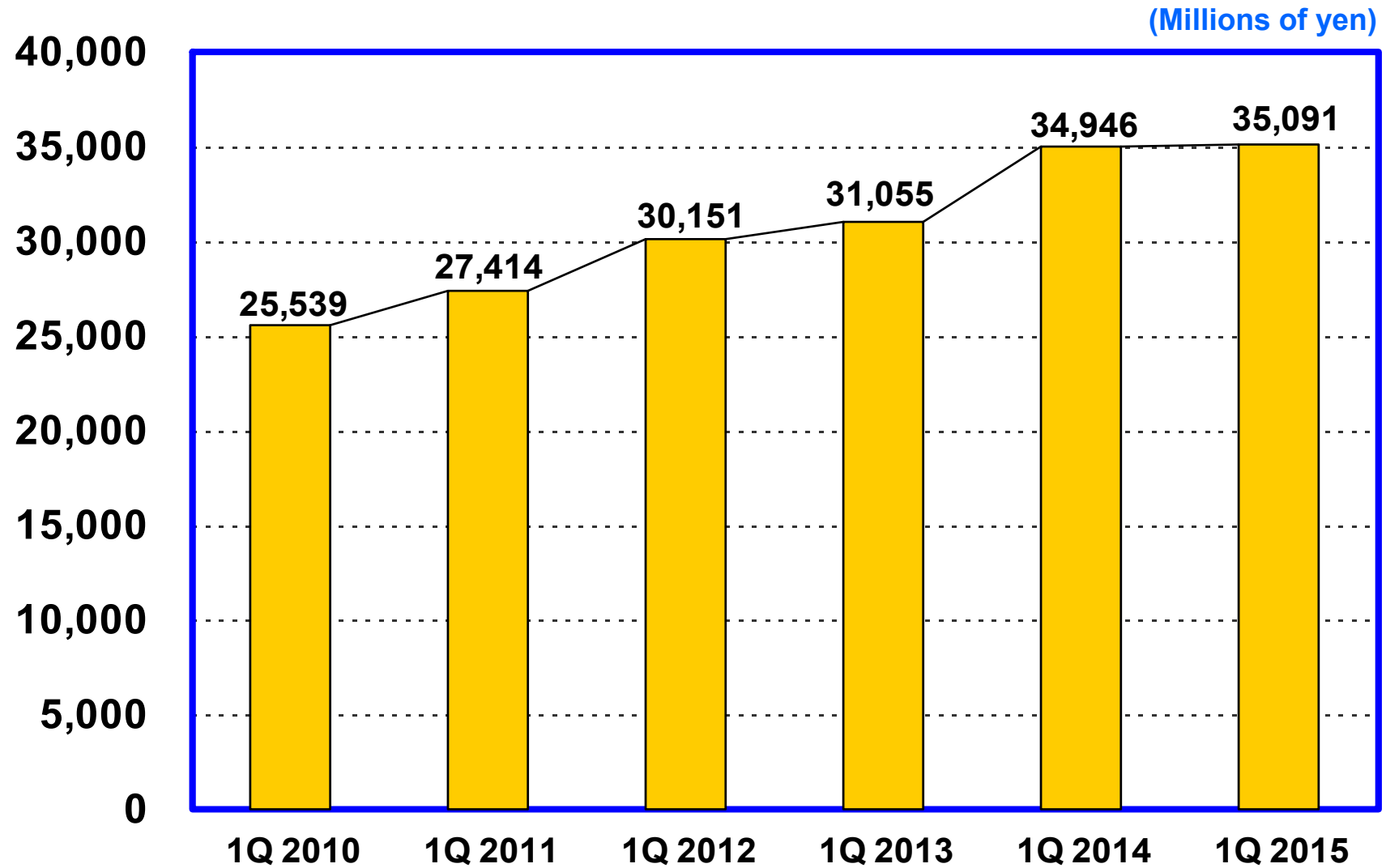
Quarterly Number of PCs Sold



Quarterly Number of Copiers Sold



“tanomail” Sales



Plans for FY 2015

(Millions of yen)

	Consolidated		
	1Q 2015 (Result)	1H 2015 (Plan)	FY 2015 (Plan)
Net sales	159,411	324,640	618,000
Operating income	9,225	23,020	37,600
Ordinary income	9,502	23,385	38,300
Net income	5,716	14,465	23,600



Cautionary statement

1. This material is intended to provide information about the business performance of the 1st quarter of fiscal year 2015 and strategy of the OTSUKA CORPORATION and Group companies. It is not intended and should not be construed as an inducement to purchase or sell stocks of OTSUKA CORPORATION.
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