



Fiscal year ending December 2015
Nine months (January – September)
Business Results

October 29, 2015

OTSUKA CORPORATION

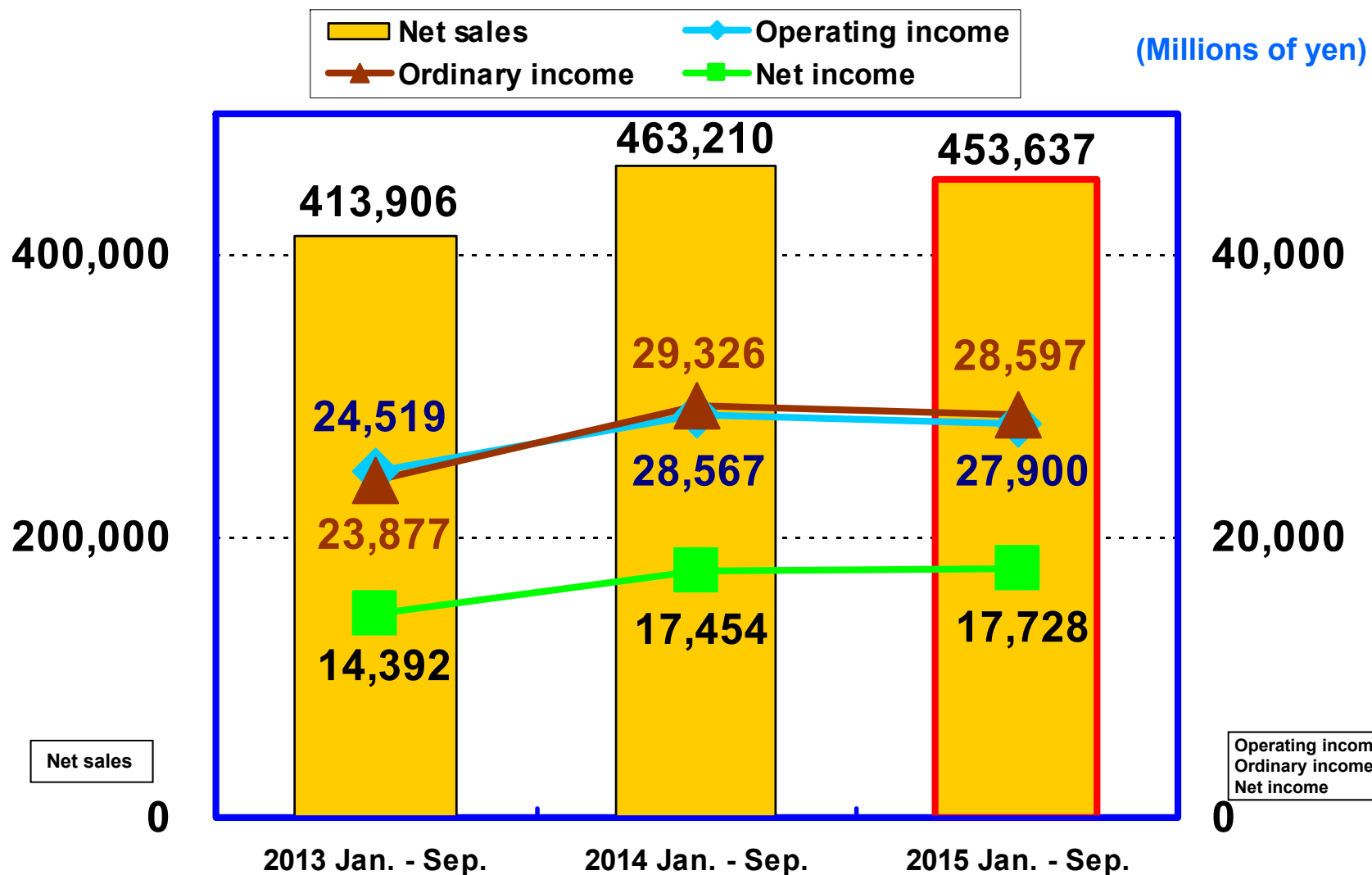
Summary of Business Results, January – September, 2015

(Millions of yen)

	Consolidated		Non-Consolidated	
	Amount	Change to Last year	Amount	Change to Last year
Net sales	453,637	-2.1%	416,737	-2.6%
Operating income	27,900	-2.3%	24,969	-2.2%
Ordinary income	28,597	-2.5%	25,920	-1.8%
Net income	17,728	+1.6%	16,137	+1.4%

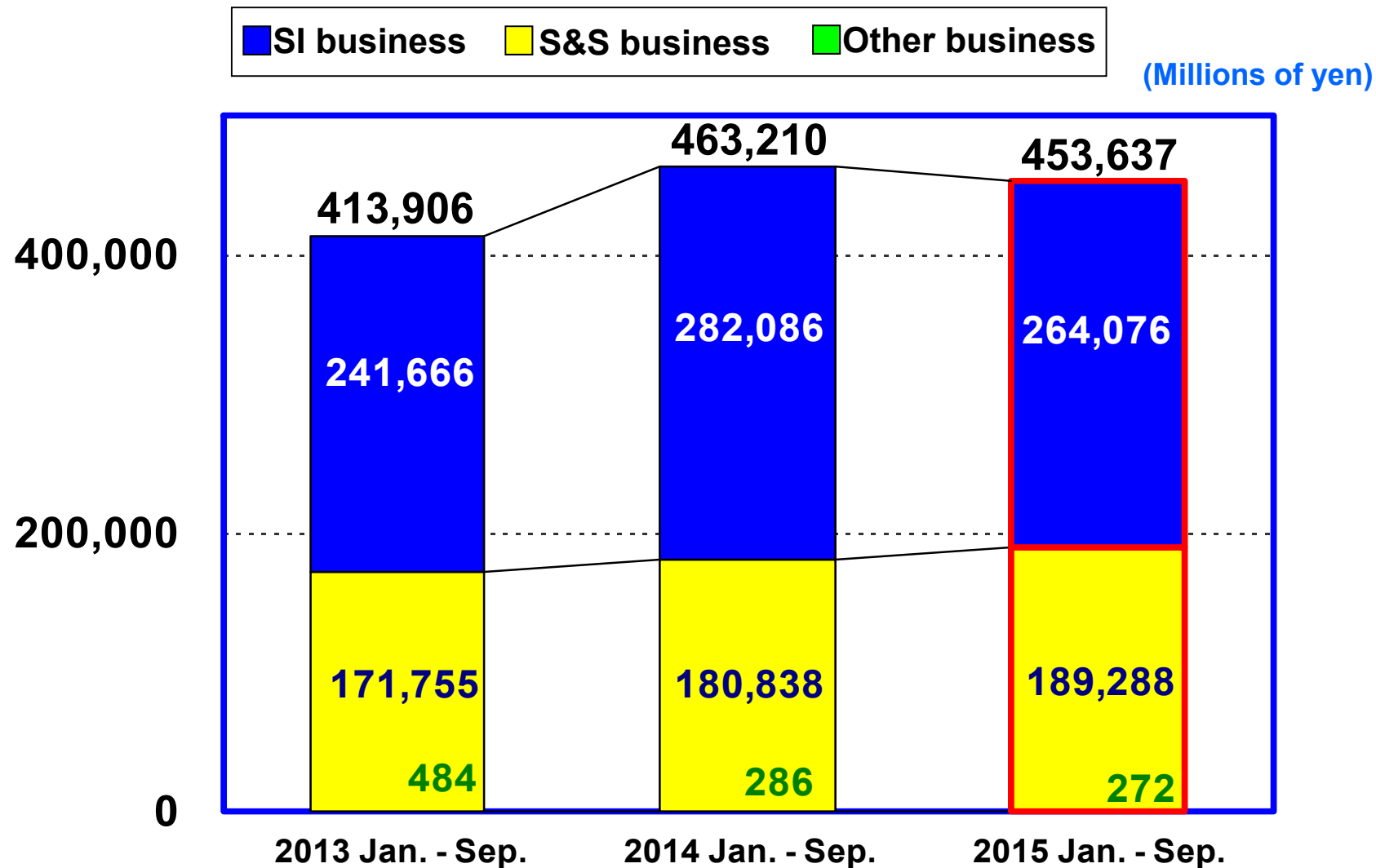
Consolidated

Net sales and Profits

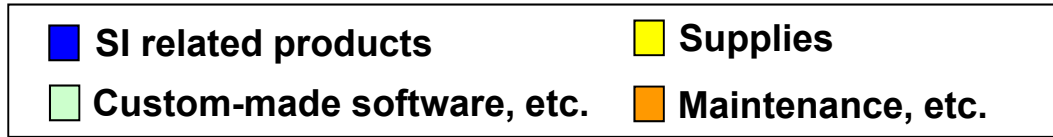


Consolidated

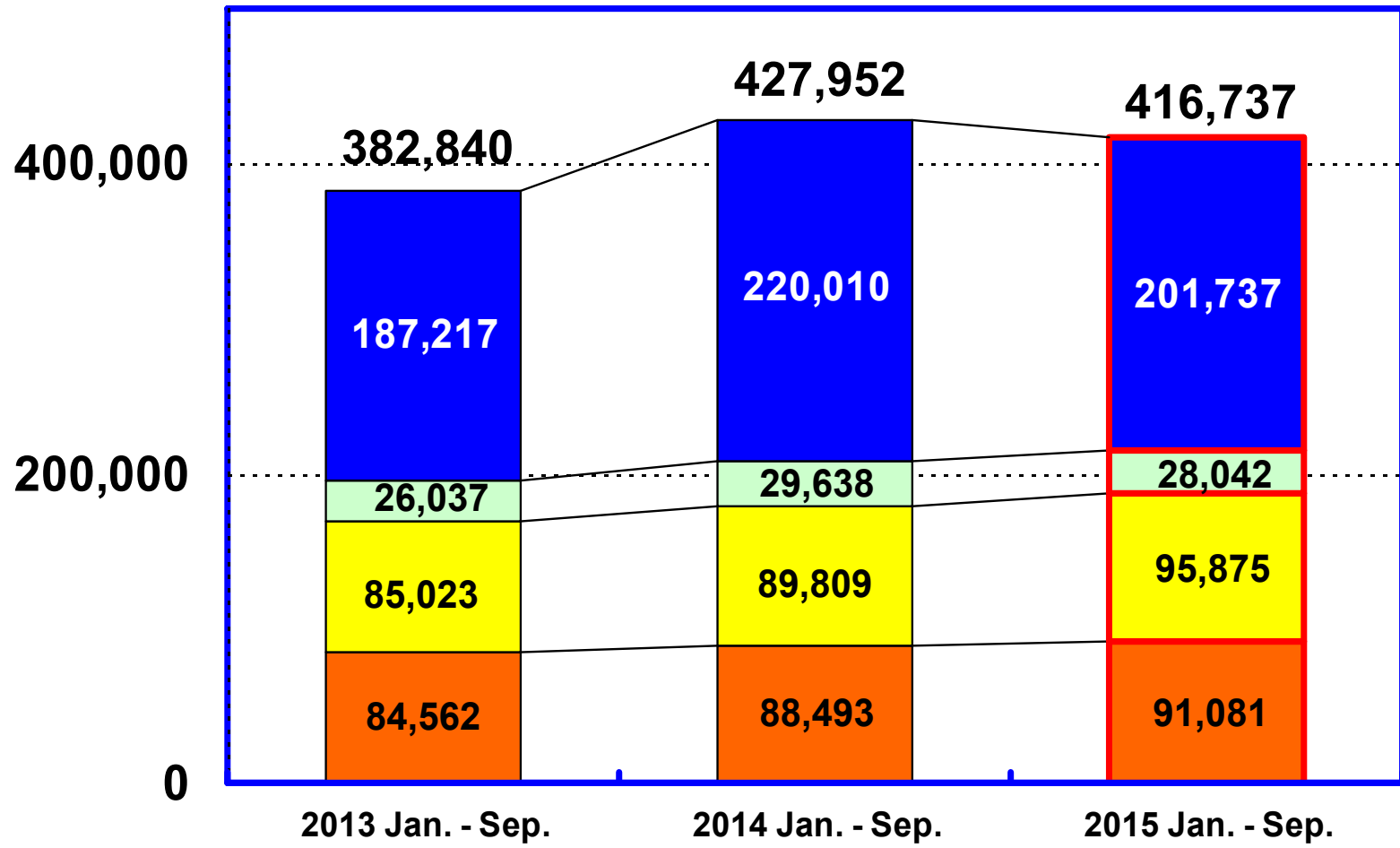
Net sales by segments



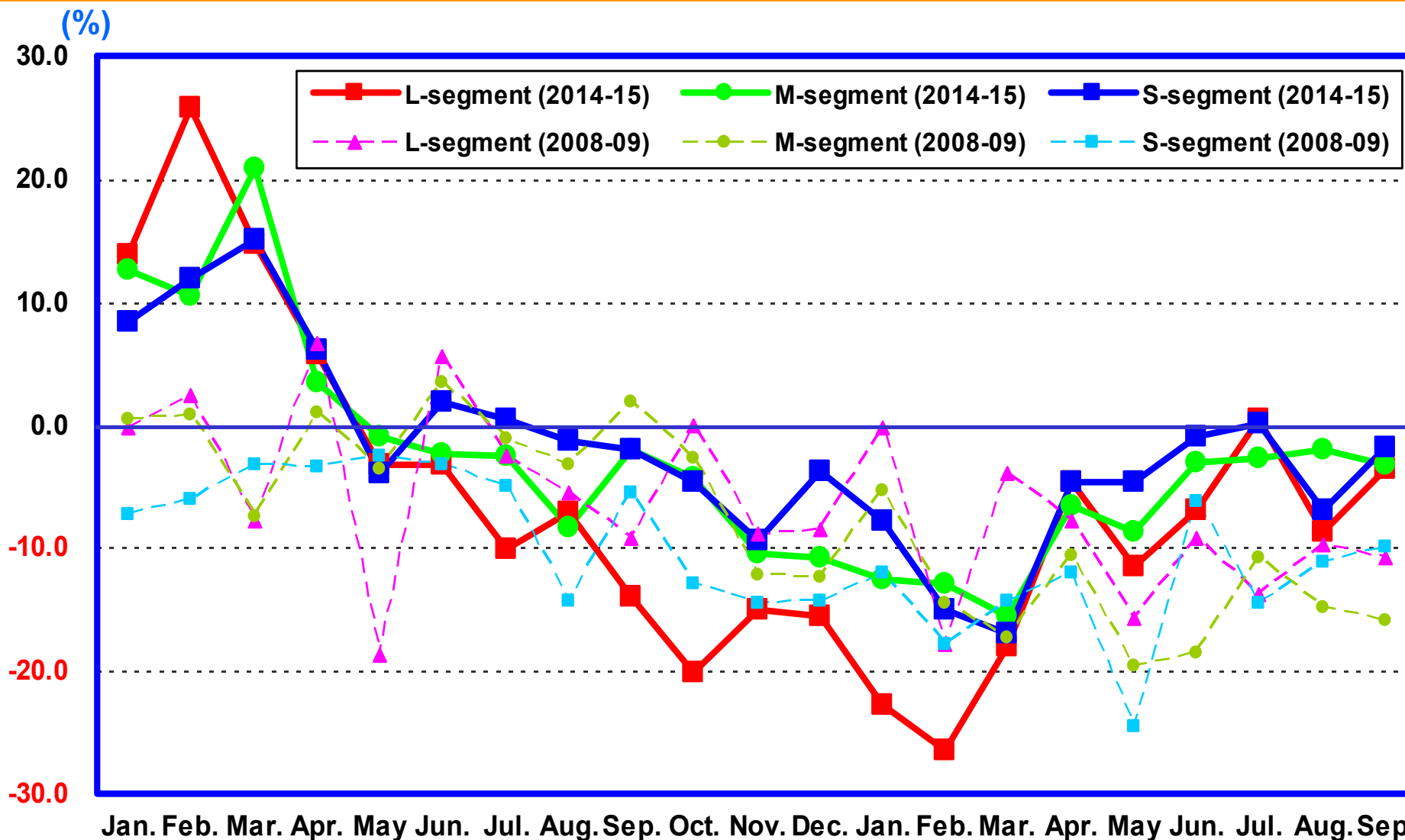
Net sales by 4 segments



(Millions of yen)

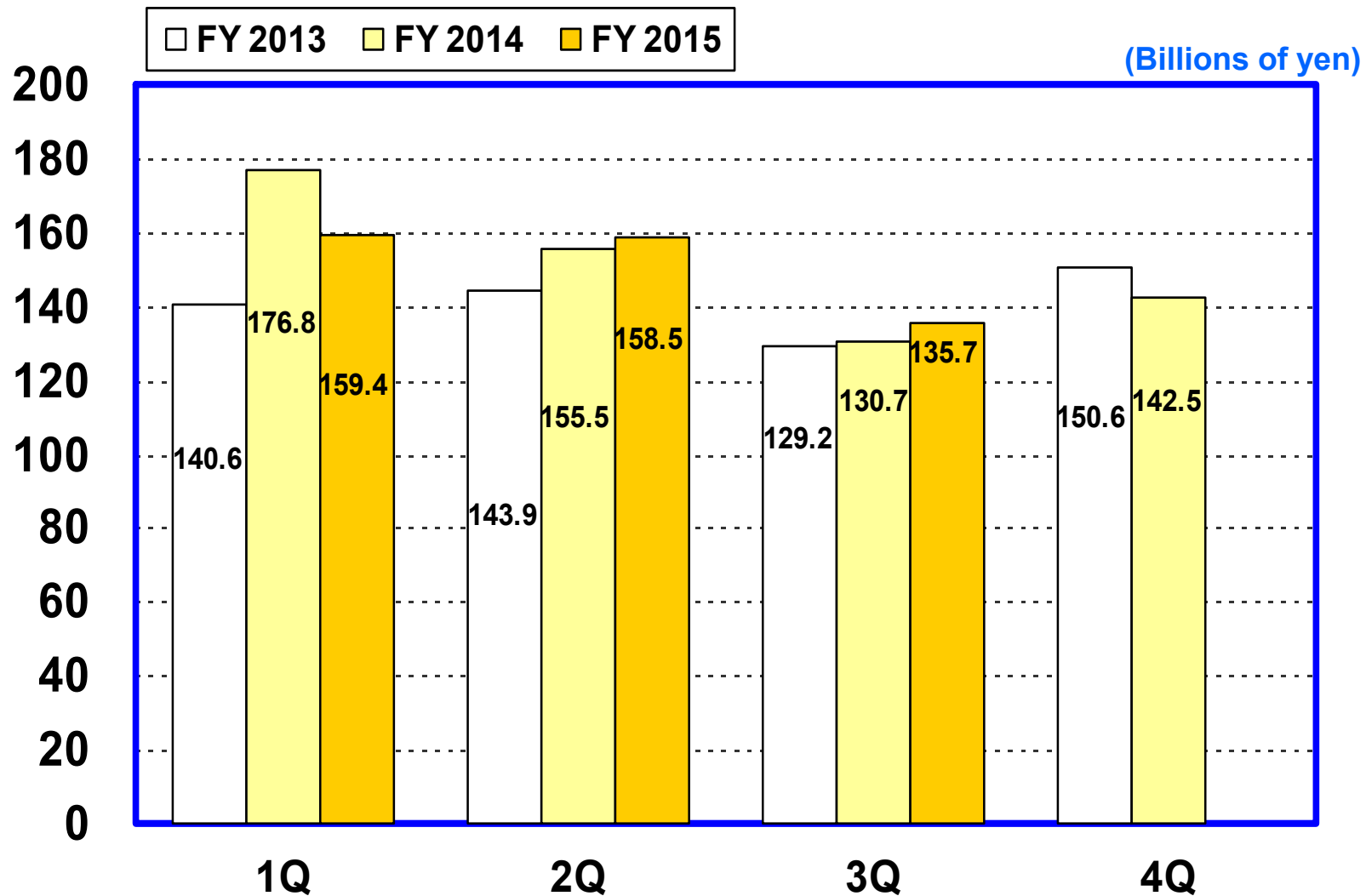


Monthly percentage of net sales per account by customer's total annual business scale



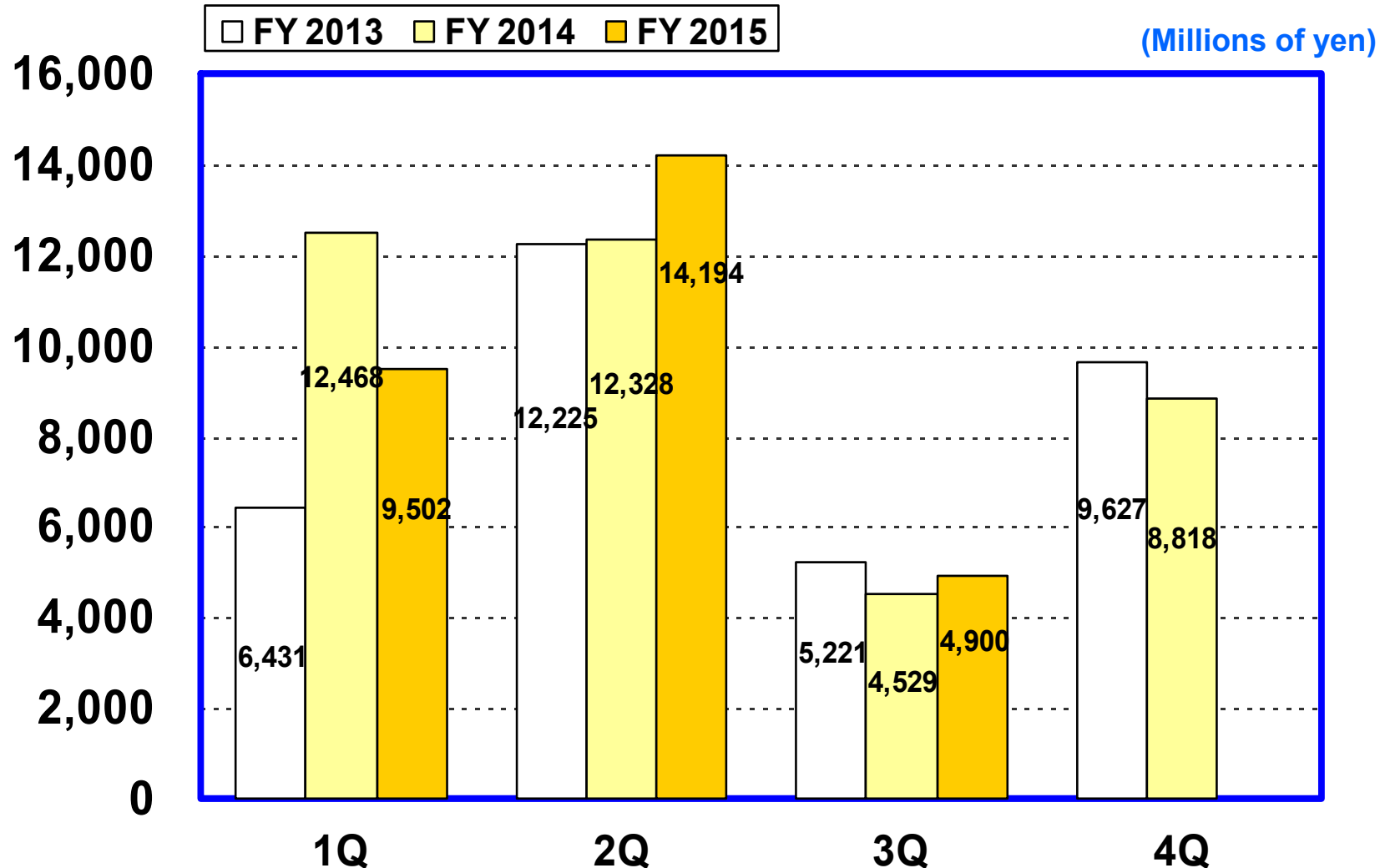
Consolidated

Quarterly change of Net sales



Consolidated

Quarterly change of Ordinary income



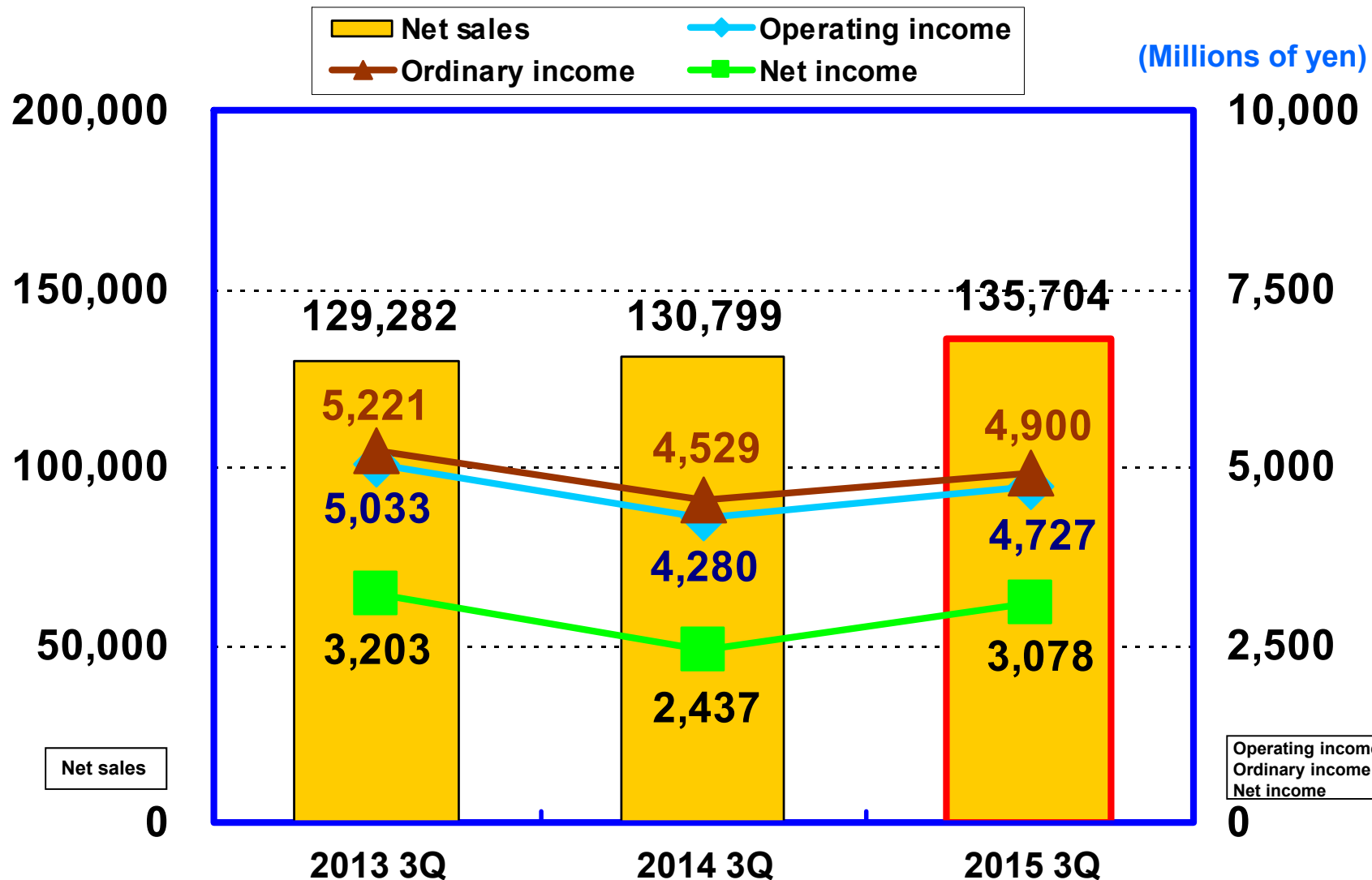
Summary of Business Results, July – September, 2015

(Millions of yen)

	Consolidated		Non-Consolidated	
	Amount	Change to Last year	Amount	Change to Last year
Net sales	135,704	+3.7%	124,411	+4.4%
Operating income	4,727	+10.4%	4,156	+18.0%
Ordinary income	4,900	+8.2%	4,418	+17.0%
Net income	3,078	+26.3%	2,830	+37.2%

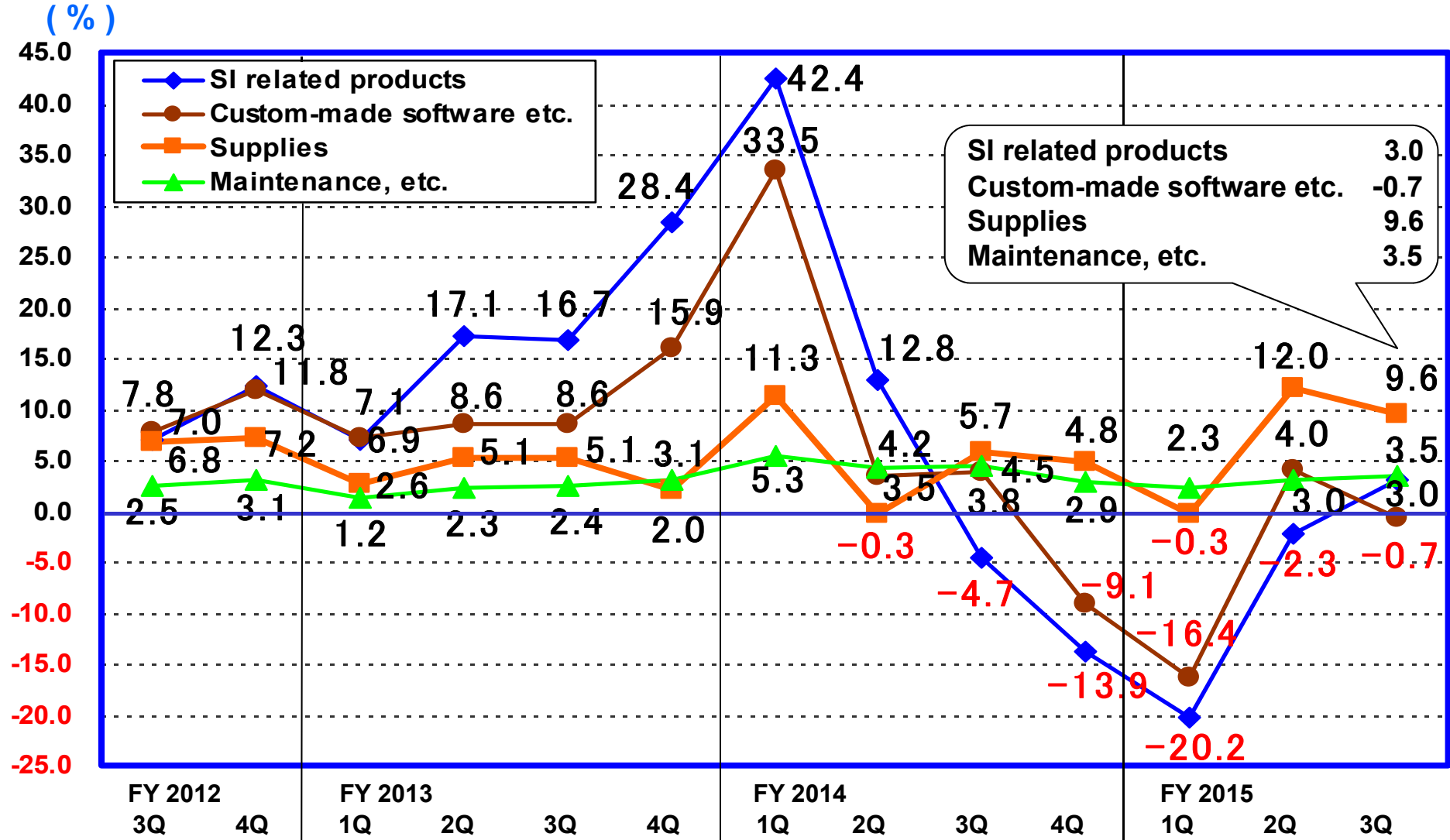
Consolidated

Net sales and Profits, July – September



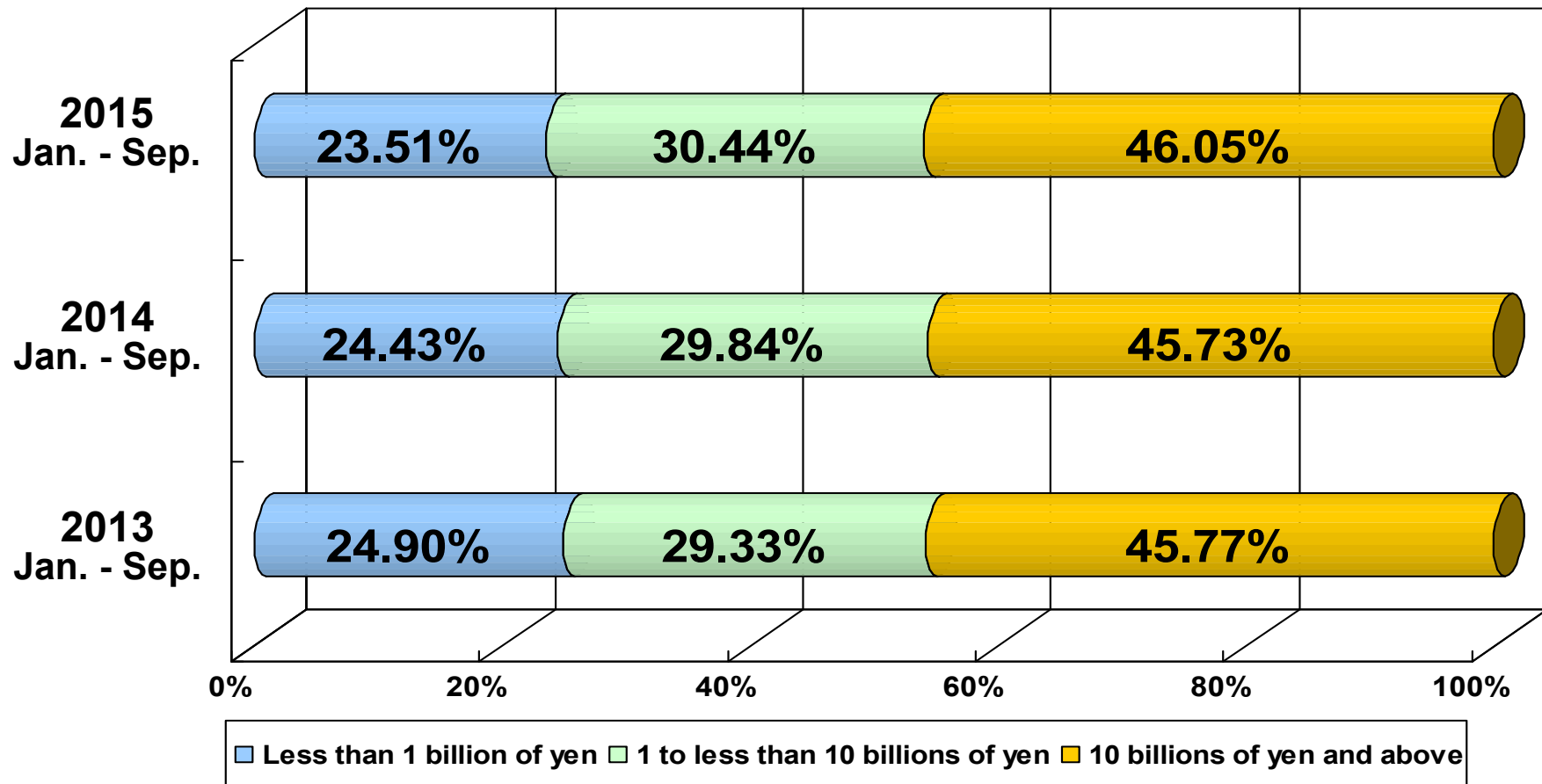
Non-Consolidated

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



Non-Consolidated

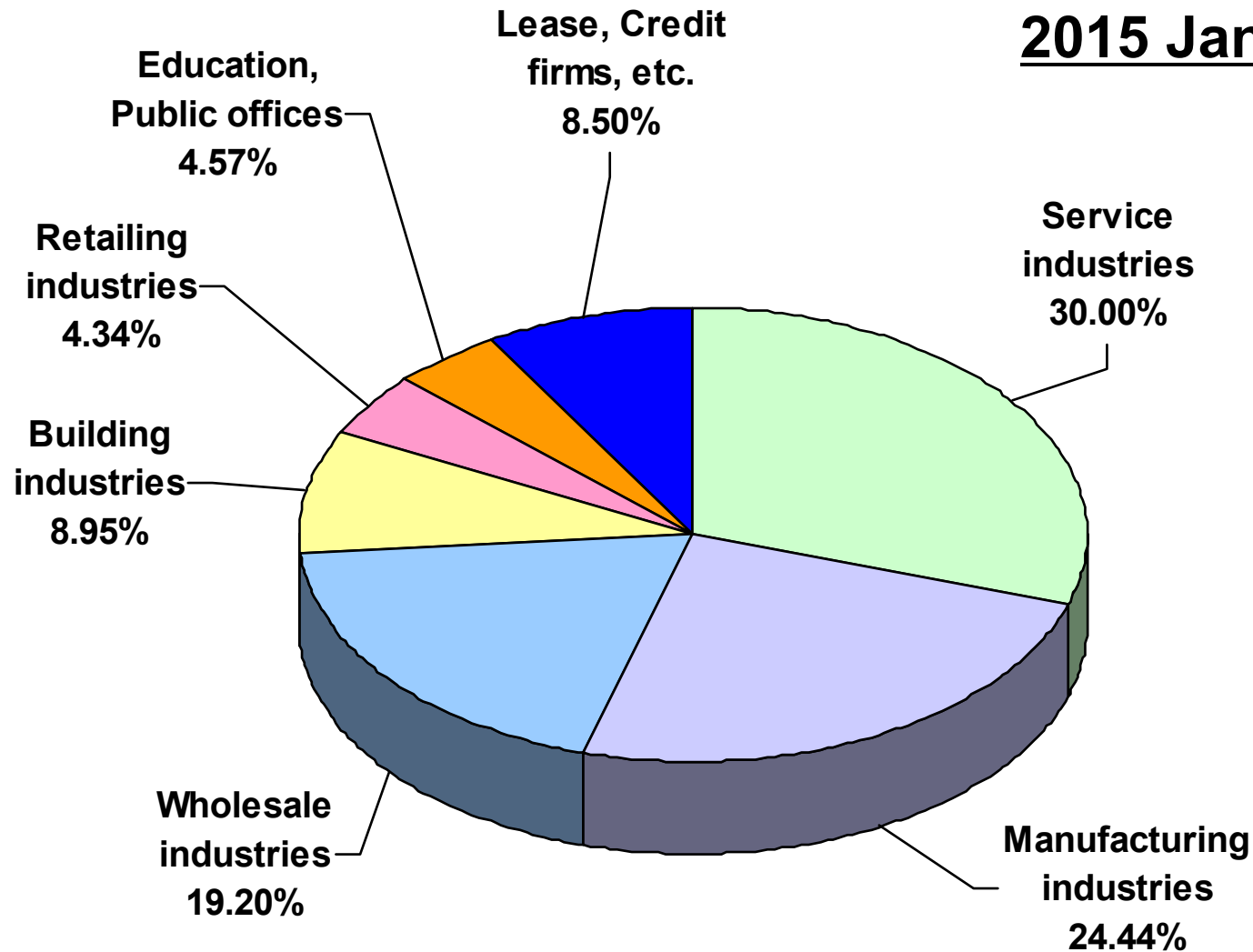
Net sales structure on customers' total annual business scale



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

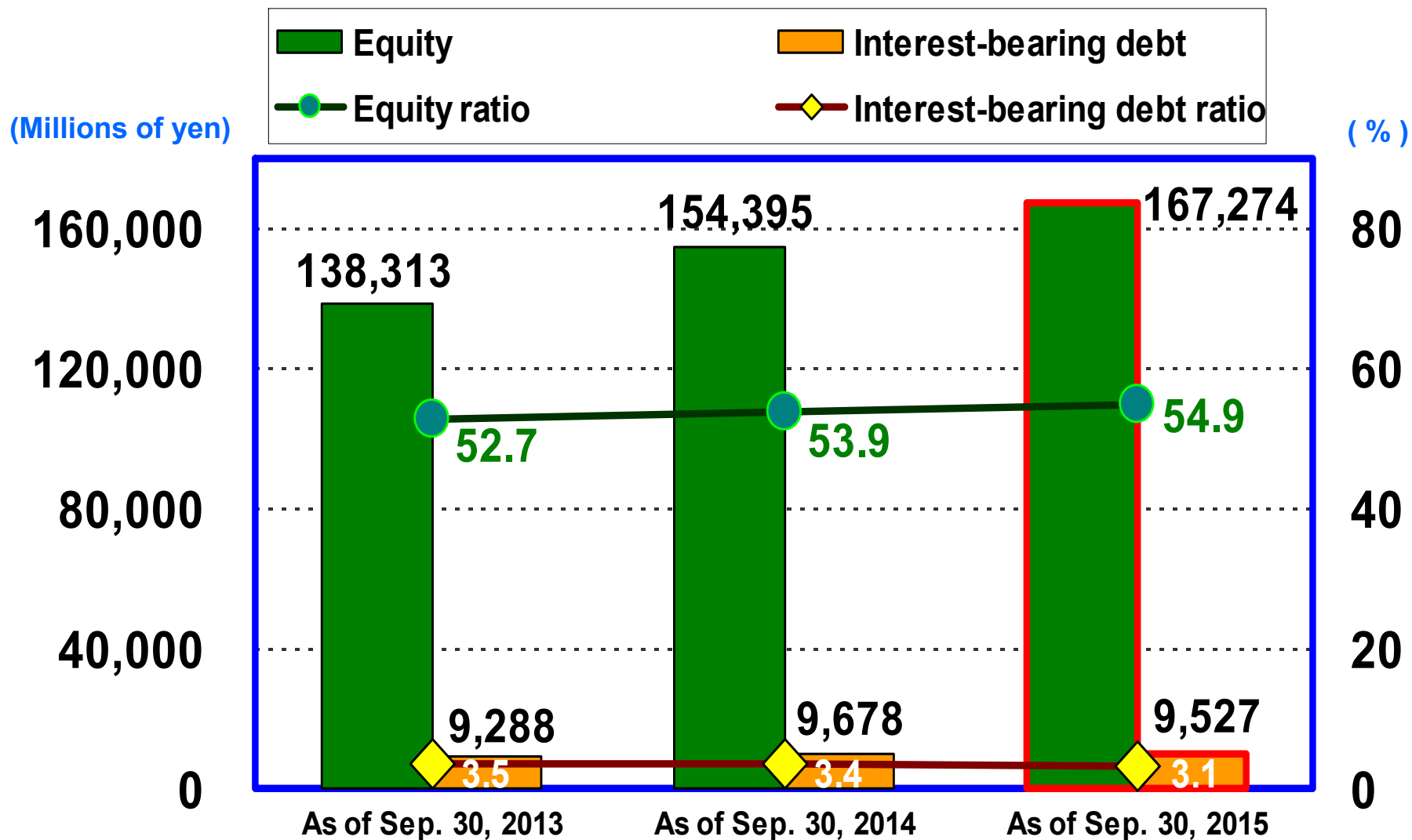
Sales breakdown by customers' type of industry

2015 Jan. – Sep.



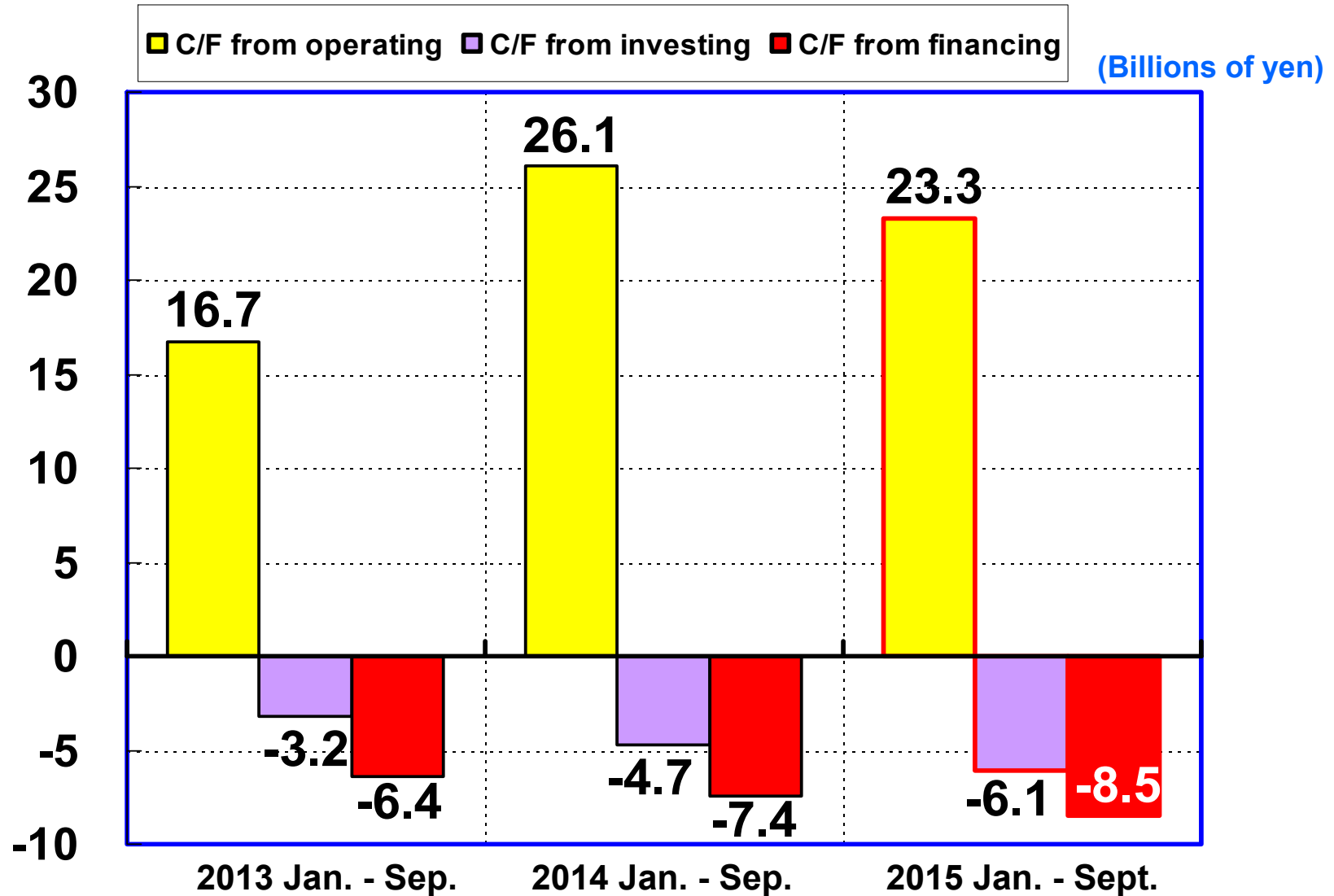
Consolidated

Equity and Interest-bearing debt



Consolidated

Cash flows





Key strategic business

<Amount of Sales>

(Millions of yen)

	2013 Jan. – Sep.	2014 Jan. – Sep.		2015 Jan. – Sep.			2015 Jul. – Sep.		
	Amount	Amount	Change to Last year	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
“tanomail”	89,731	95,110	+6.0%	102,438	+7,327	+7.7%	33,055	+3,138	+10.5%
SMILE	7,973	8,739	+9.6%	7,695	-1,044	-12.0%	1,706	-134	-7.3%
ODS21	32,441	33,101	+2.0%	34,543	+1,441	+4.4%	8,376	+636	+8.2%
OSM	37,202	38,735	+4.1%	44,064	+5,328	+13.8%	13,915	+2,237	+19.2%

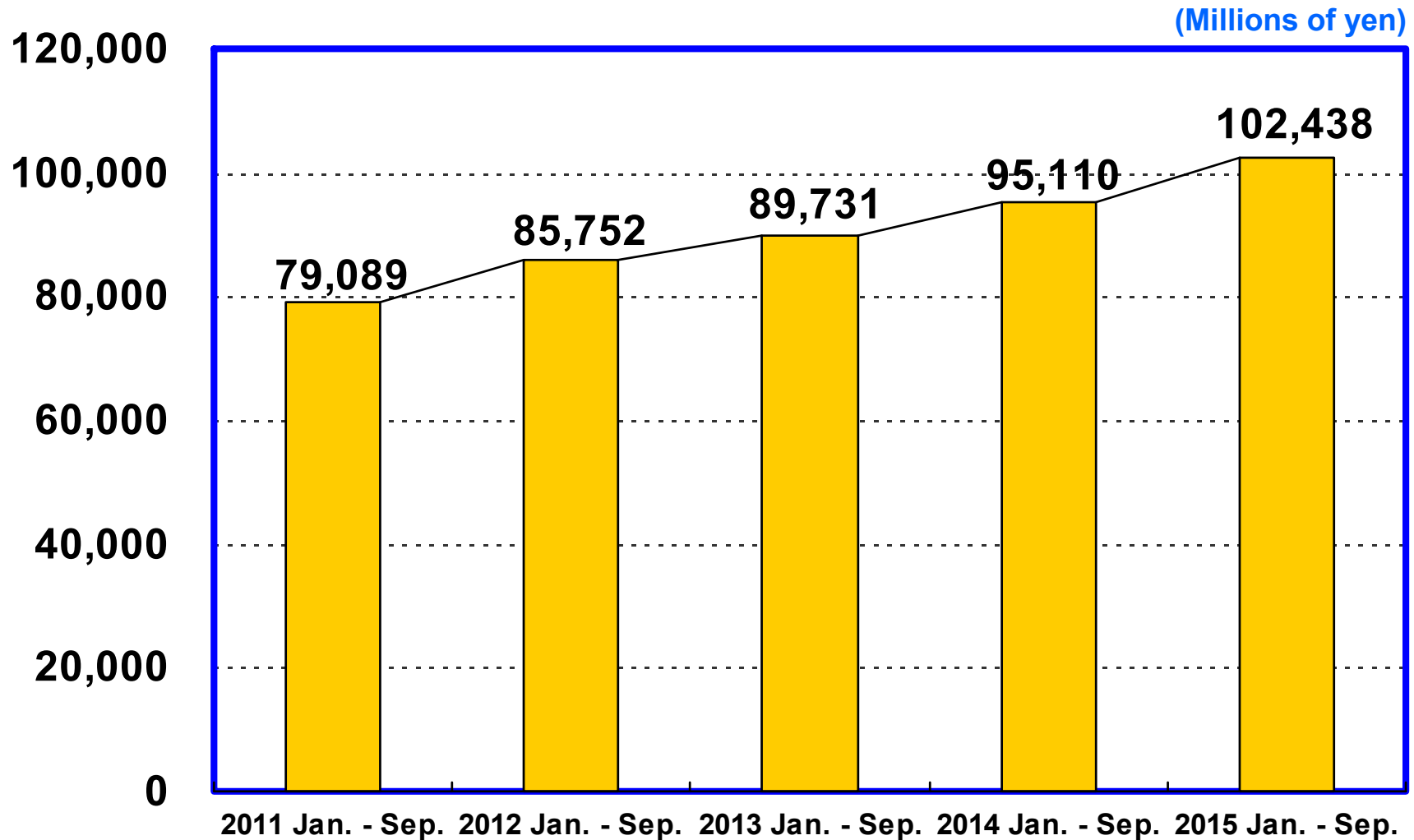
(ODS: Otsuka Document Solutions OSM: Otsuka Security Management)

<As reference: Number of Sales>

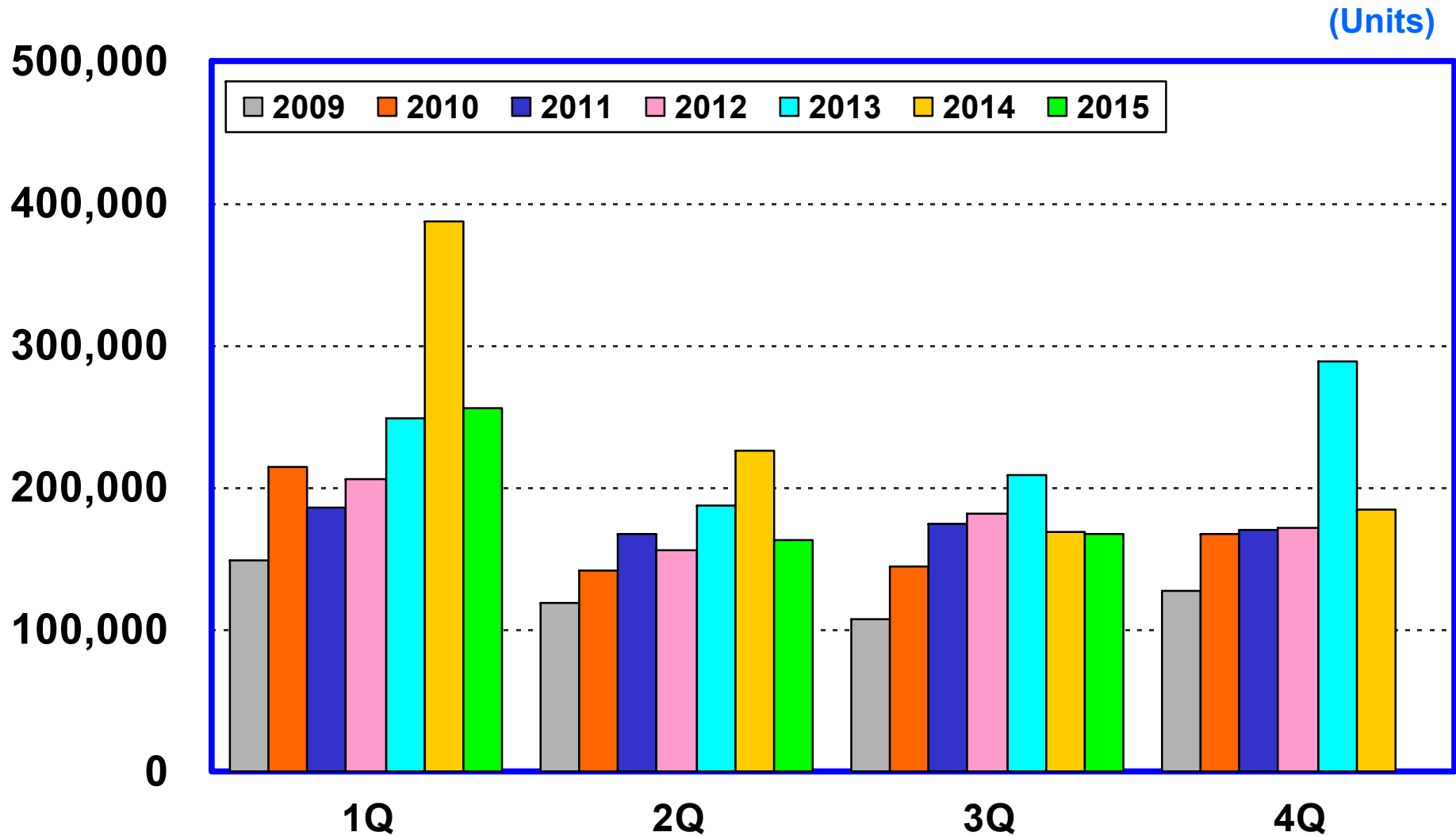
(Units)

Copier	25,723	27,639	+7.4%	29,635	+1,996	+7.2%	7,341	+285	+4.0%
(of which Color copier)	22,579	24,830	+10.0%	27,405	+2,575	+10.4%	6,801	+343	+5.3%
Server	27,804	29,929	+7.6%	29,753	-176	-0.6%	7,810	-1,160	-12.9%
PC	643,903	781,725	+21.4%	585,963	-195,762	-25.0%	167,416	-1,713	-1.0%
Client Total				621,990	-182,031	-22.6%	178,717	+755	+0.4%

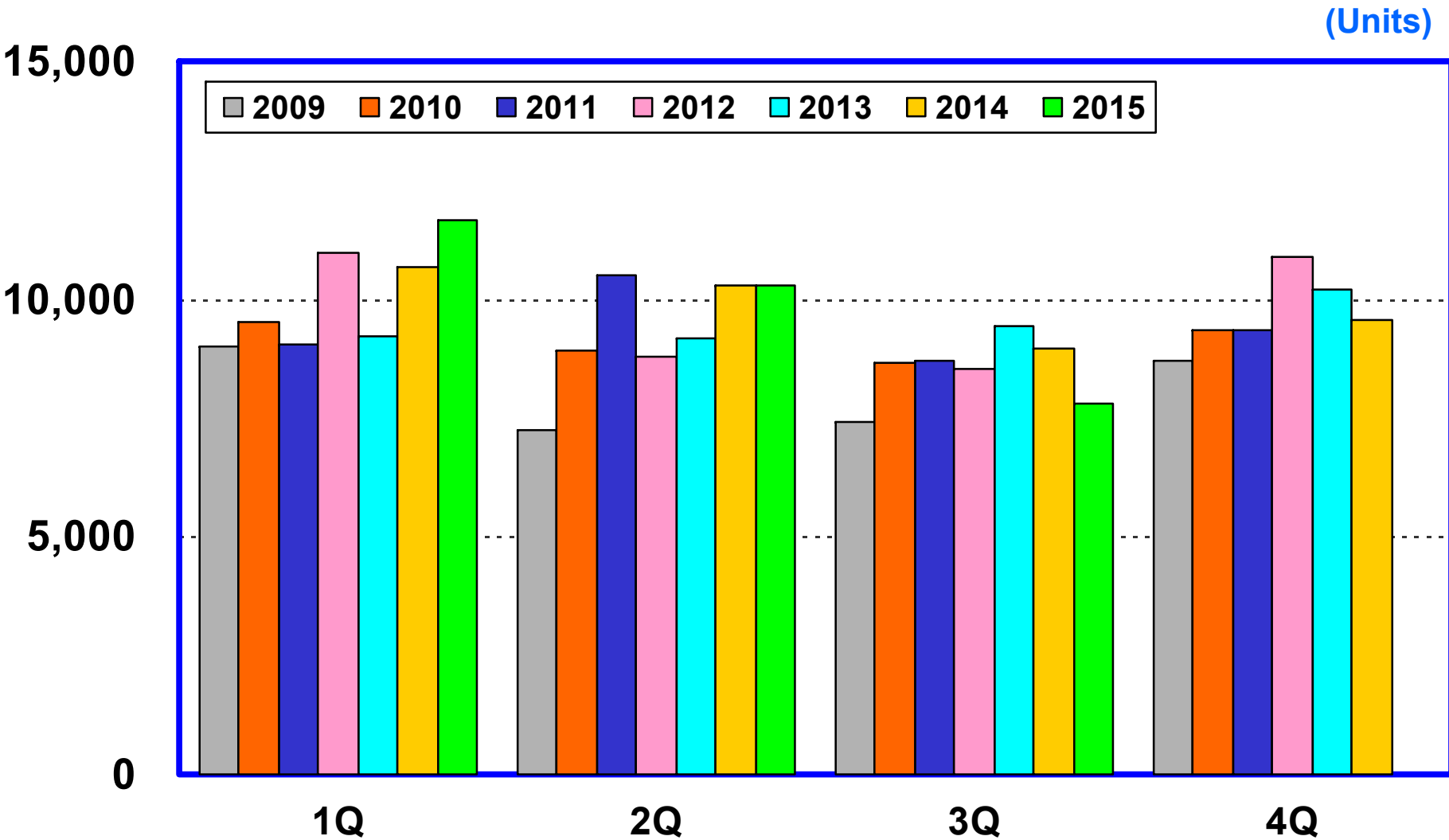
“tanomail” Sales



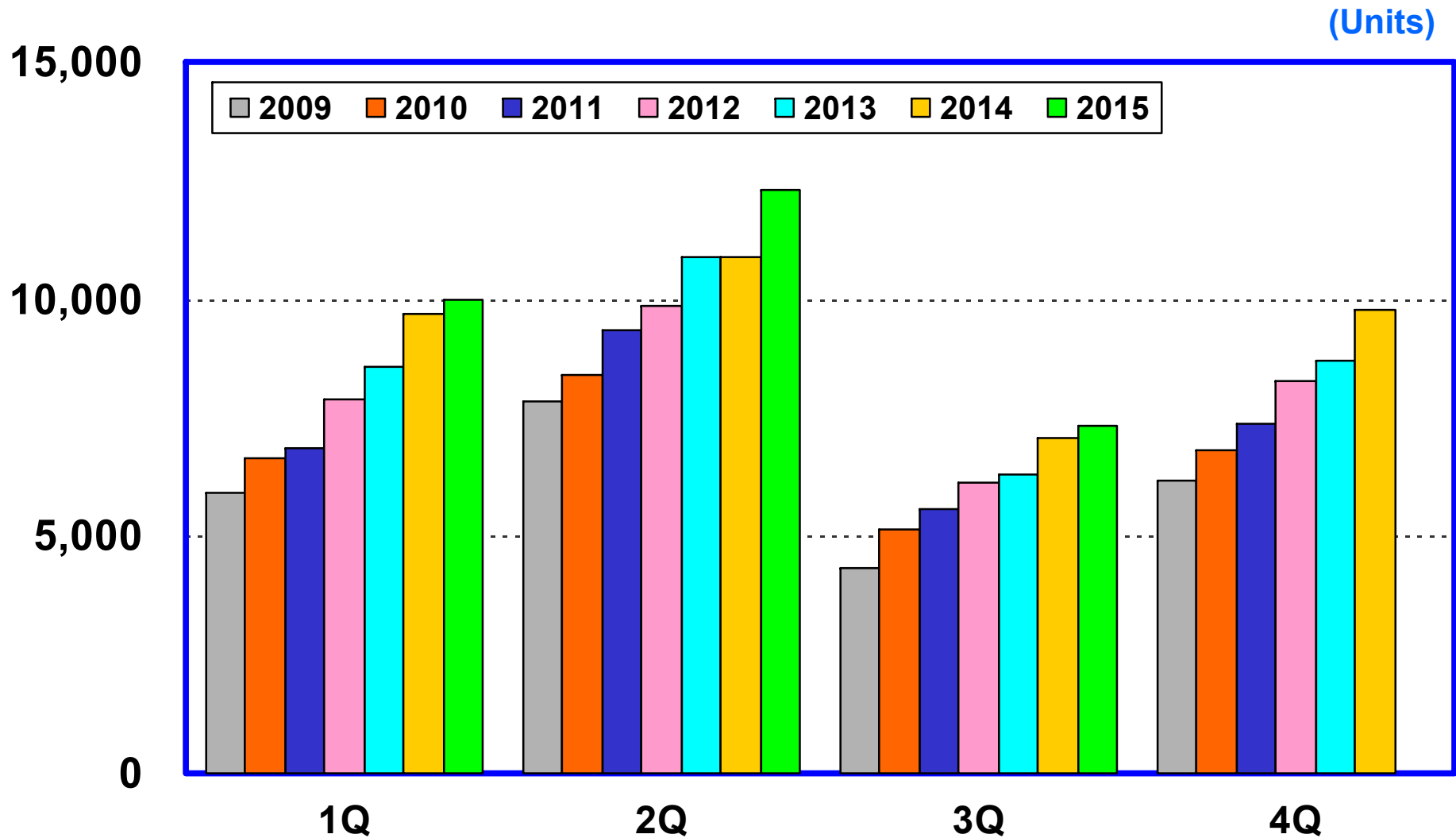
Quarterly Number of PCs Sold



Quarterly Number of Servers Sold

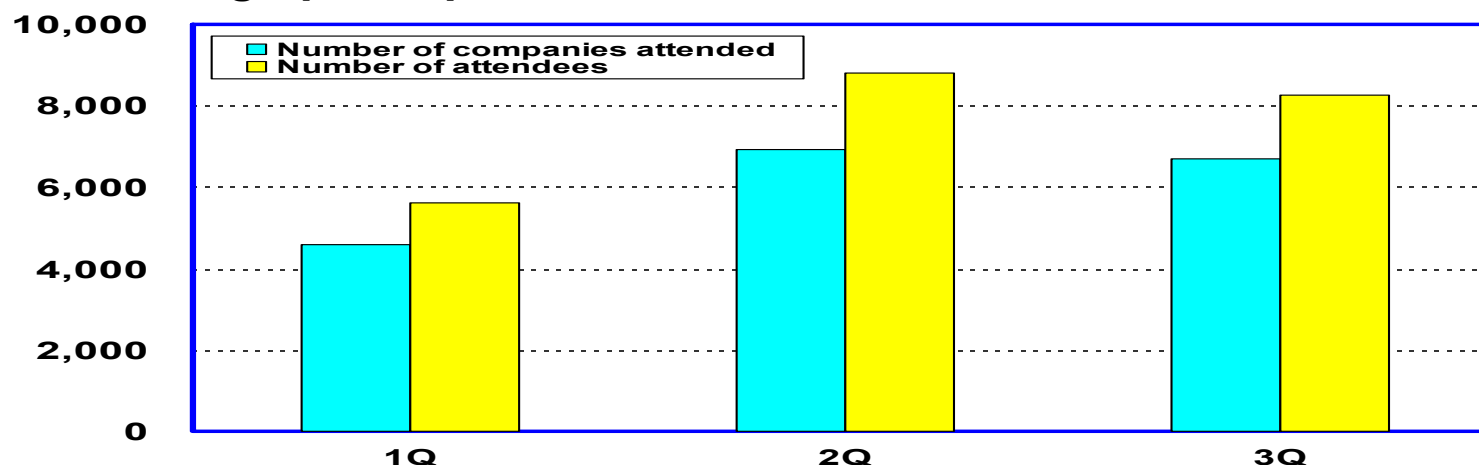


Quarterly Number of Copiers Sold

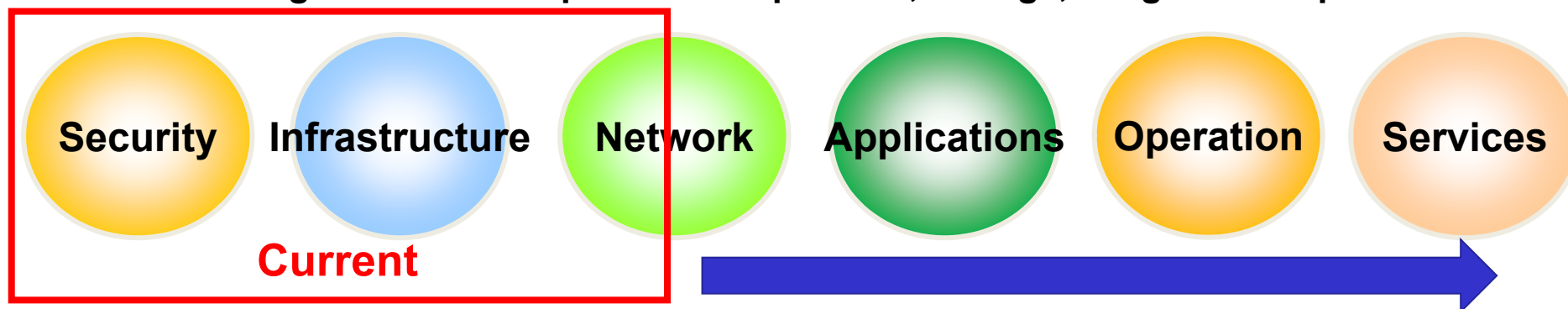


“My Number” Related Business - 1

- Continuation of high participants in our seminars



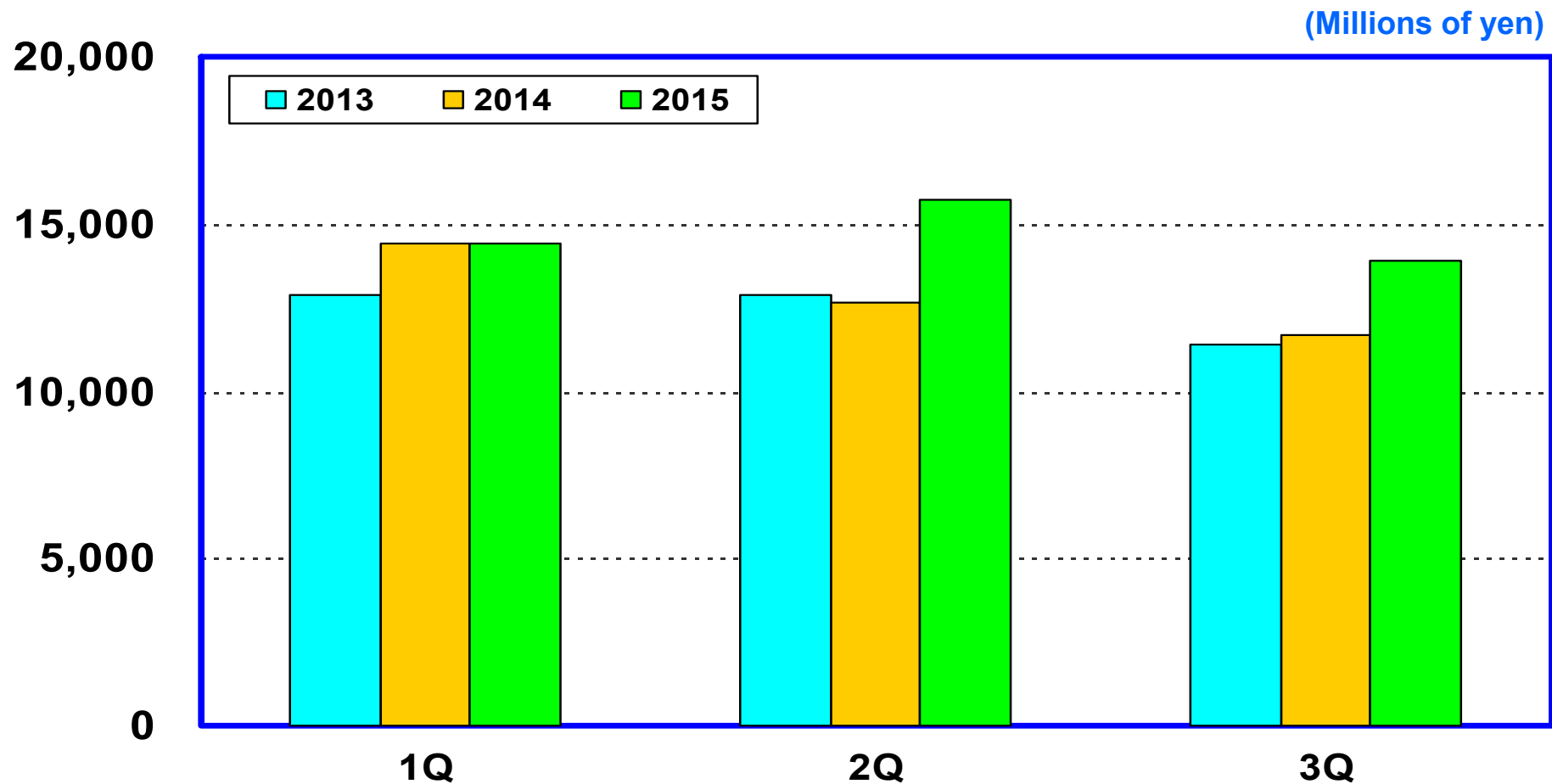
- Launched “*Raku Raku System in Response to My Number*” in September
Management of each process: acquisition, storage, usage and disposal



- About 80,000 business meetings held until October, followed by business negotiations

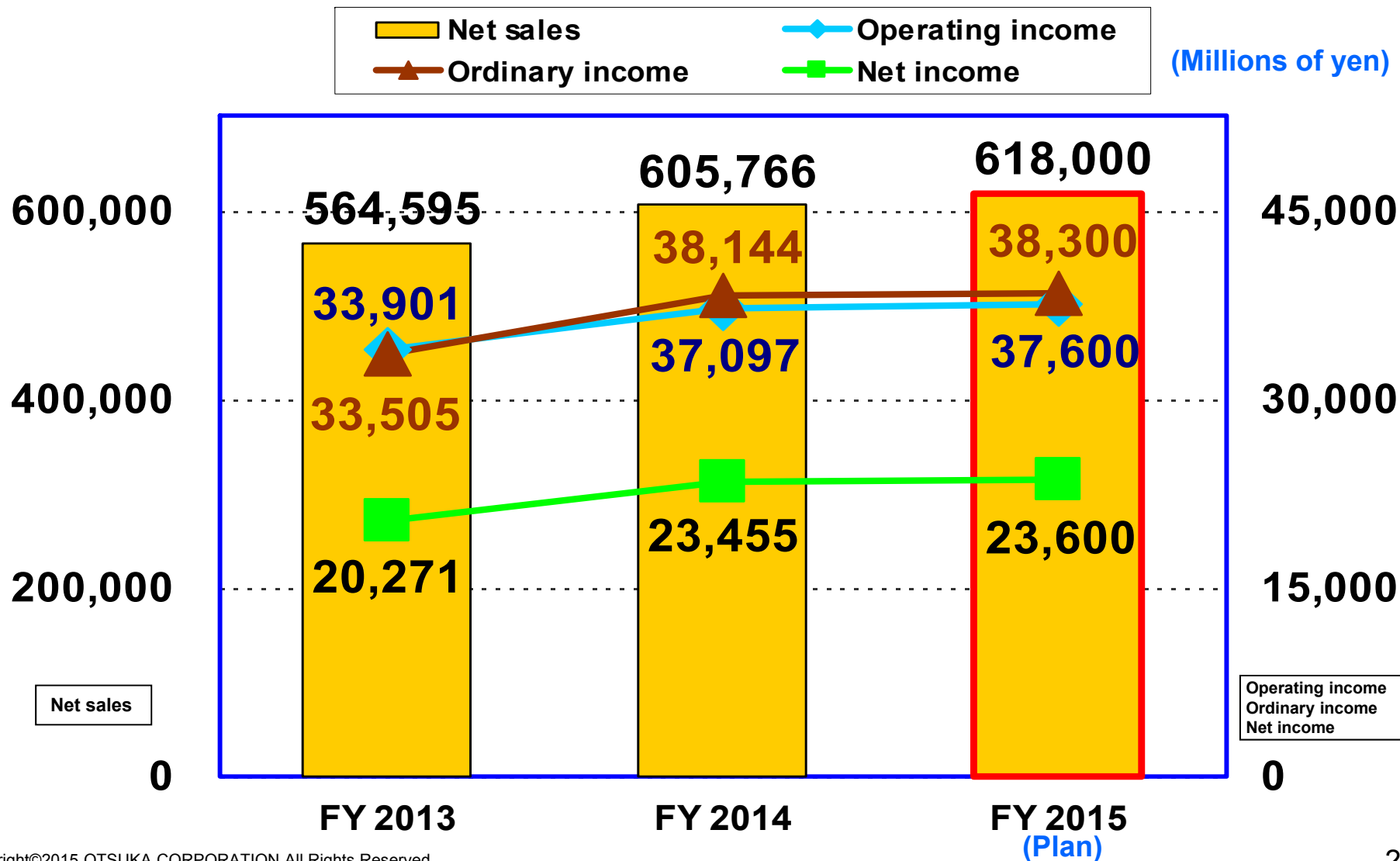
“My Number” Related Business - 2

Positive impact on security business, continued high growth of OSM sales



Consolidated

Plans of Net sales and profit





Cautionary statement

1. This material is intended to provide information about the business performance of the 3rd 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.
2. Forward-looking statements in this material with respect to OTSUKA CORPORATION's strategies, plans, beliefs, and other statements related to future trends and performance are not historical facts, and as such involve risks and uncertainties. Such statements are not guarantees of future performance. Actual results may differ considerably from projections due to unpredictable changes to the economic situation, and a number of factors. Key factors that could affect actual results are general economic conditions, social trends, change of relative competitiveness in demand action for products and services provided by OTSUKA CORPORATION. Key factors that may affect business performance are not limited to these items described here.
3. Statements in this document are based on the current beliefs, estimates and expectations of management. OTSUKA CORPORATION undertakes no obligation to update any forward-looking statements.
4. OTSUKA CORPORATION shall in no event be liable for any damages arising out of the use or interpretation of this material.