



Fiscal year ending December 2017
Nine months (January – September)
Business Results

October 31, 2017

OTSUKA CORPORATION

Summary of Business Results, January – September, 2017

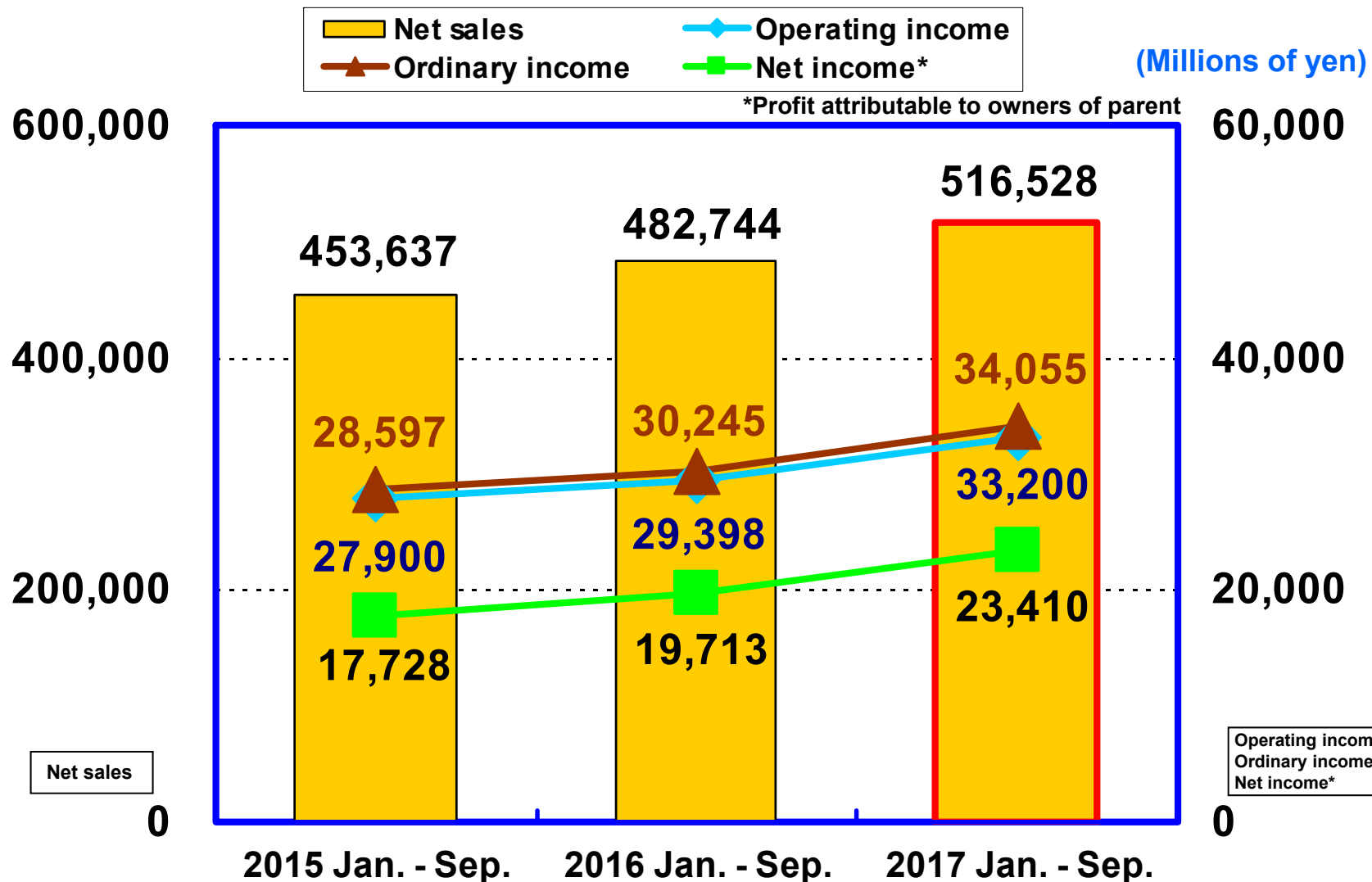
(Millions of yen)

	Consolidated		Non-Consolidated	
	Amount	Change to Last year	Amount	Change to Last year
Net sales	516,528	+7.0%	467,964	+6.3%
Operating income	33,200	+12.9%	29,950	+11.6%
Ordinary income	34,055	+12.6%	31,180	+11.3%
Net income*	23,410	+18.8%	21,730	+17.5%

*Profit attributable to owners of parent

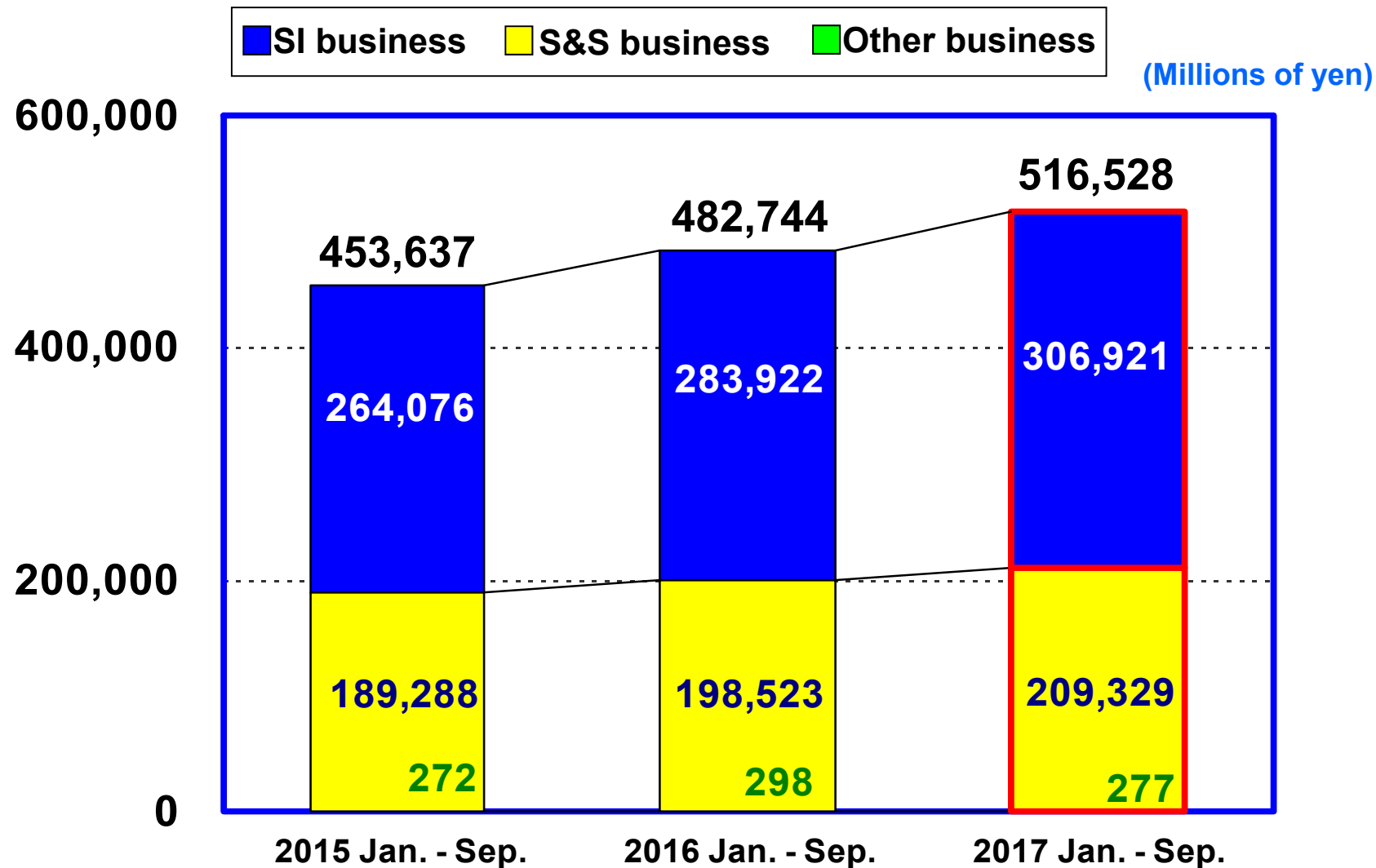
Consolidated

Net sales and Profits

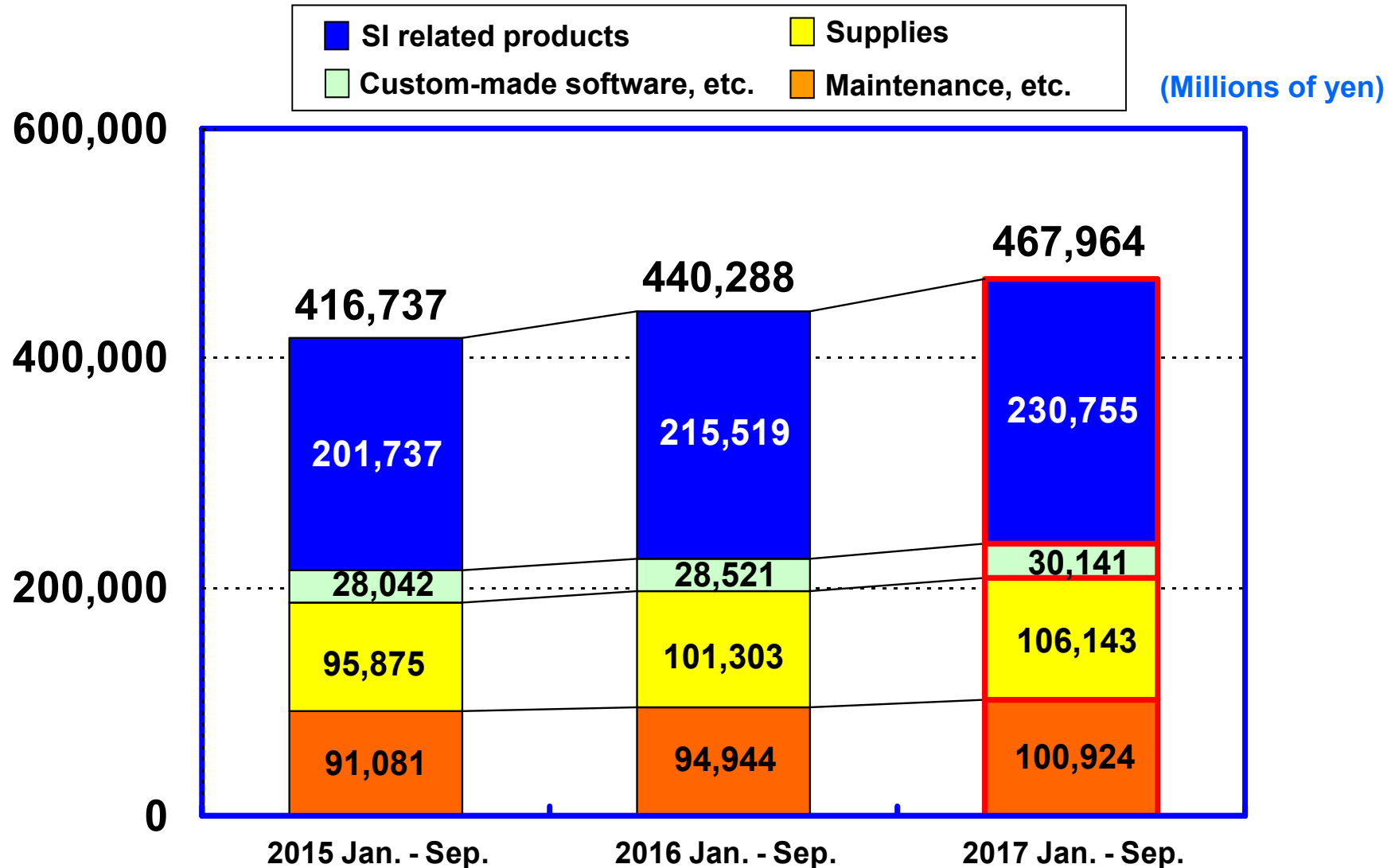


Consolidated

Net sales by segments

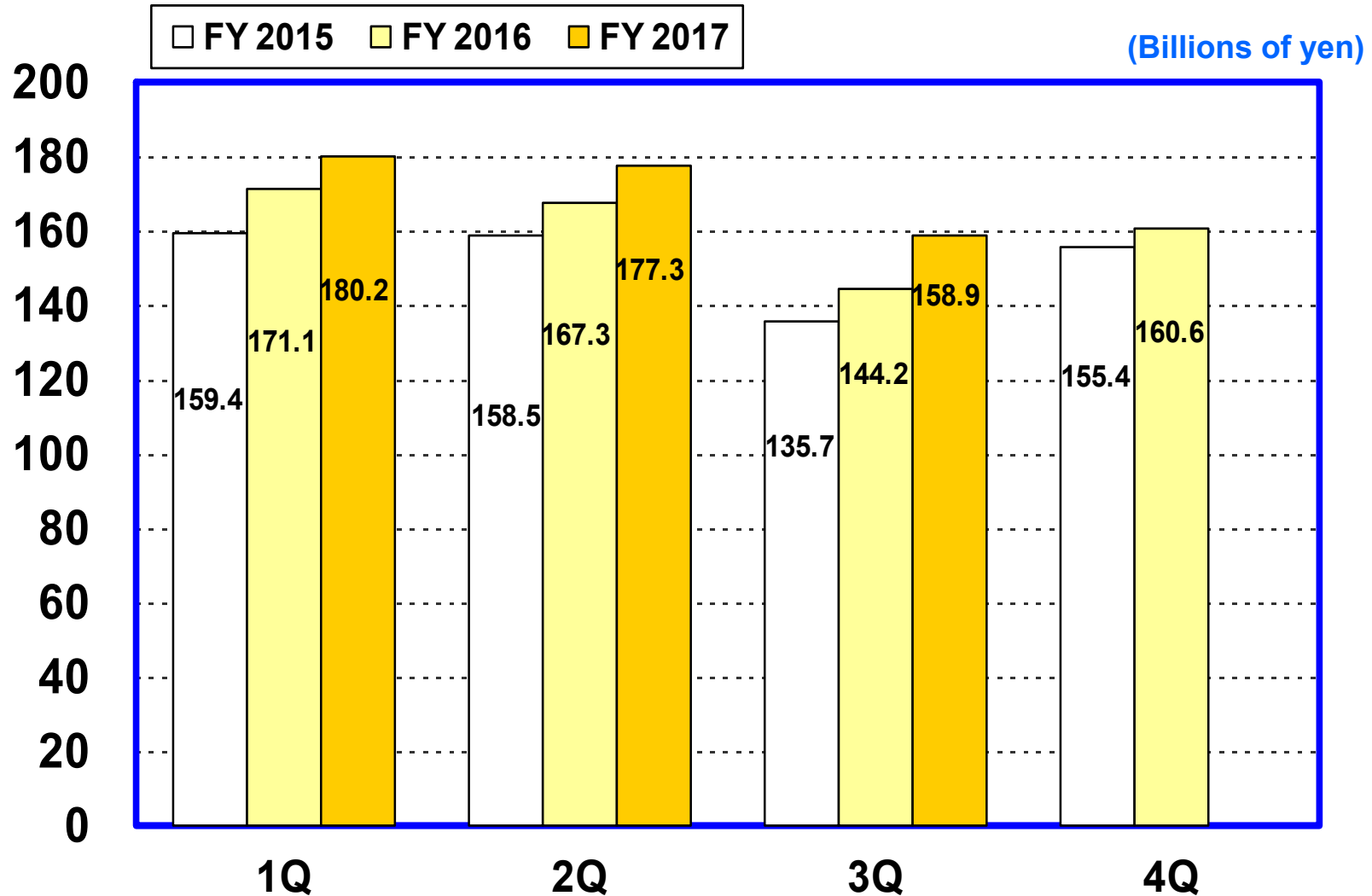


Net sales by 4 segments



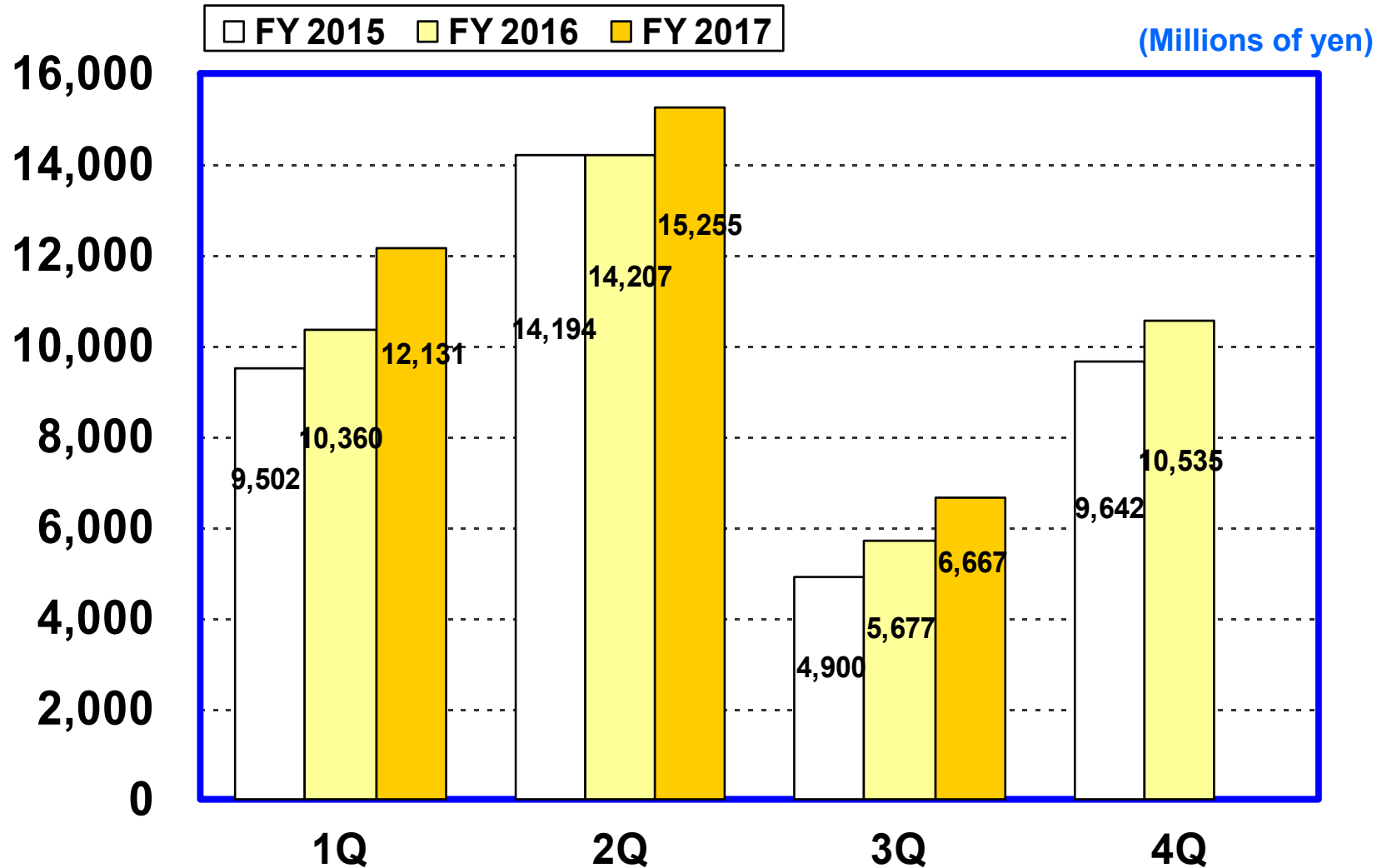
Consolidated

Quarterly change of Net sales



Consolidated

Quarterly change of Ordinary income



Summary of Business Results, July – September, 2017

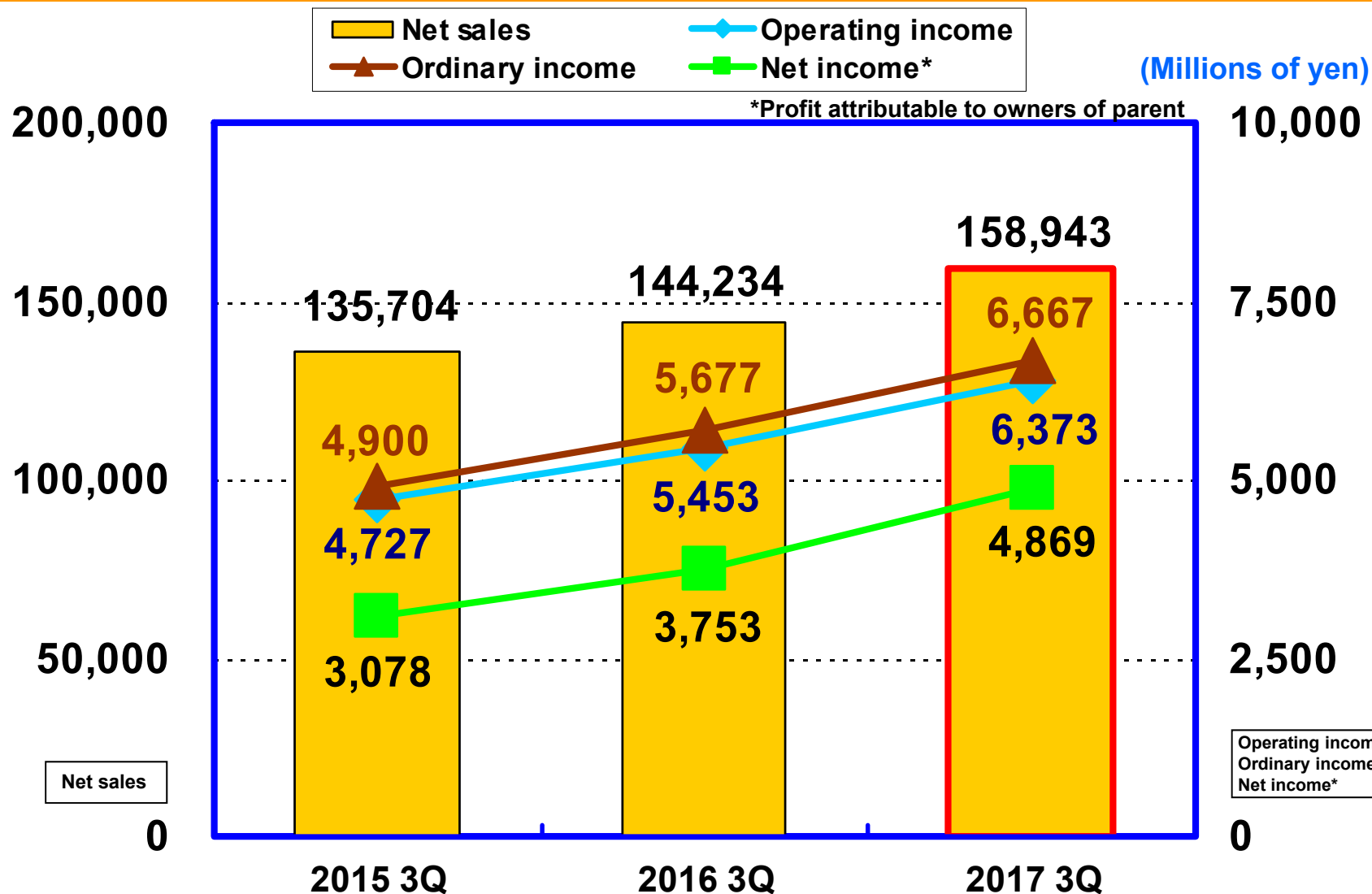
(Millions of yen)

	Consolidated		Non-Consolidated	
	Amount	Change to Last year	Amount	Change to Last year
Net sales	158,943	+10.2%	143,199	+10.4%
Operating income	6,373	+16.9%	5,563	+20.4%
Ordinary income	6,667	+17.5%	5,811	+20.1%
Net income*	4,869	+29.8%	4,253	+31.6%

*Profit attributable to owners of parent

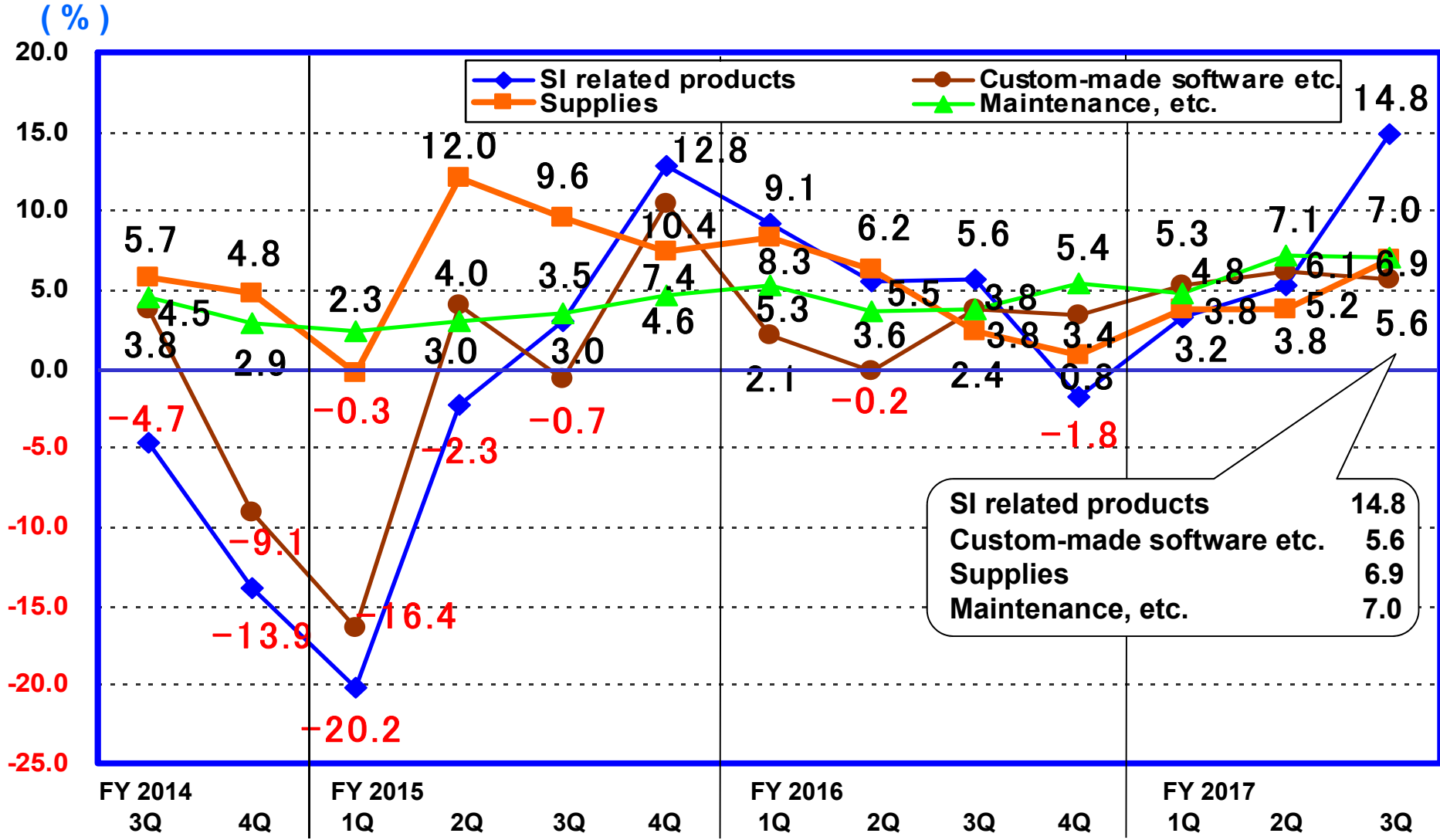
Consolidated

Net sales and Profits, July – September



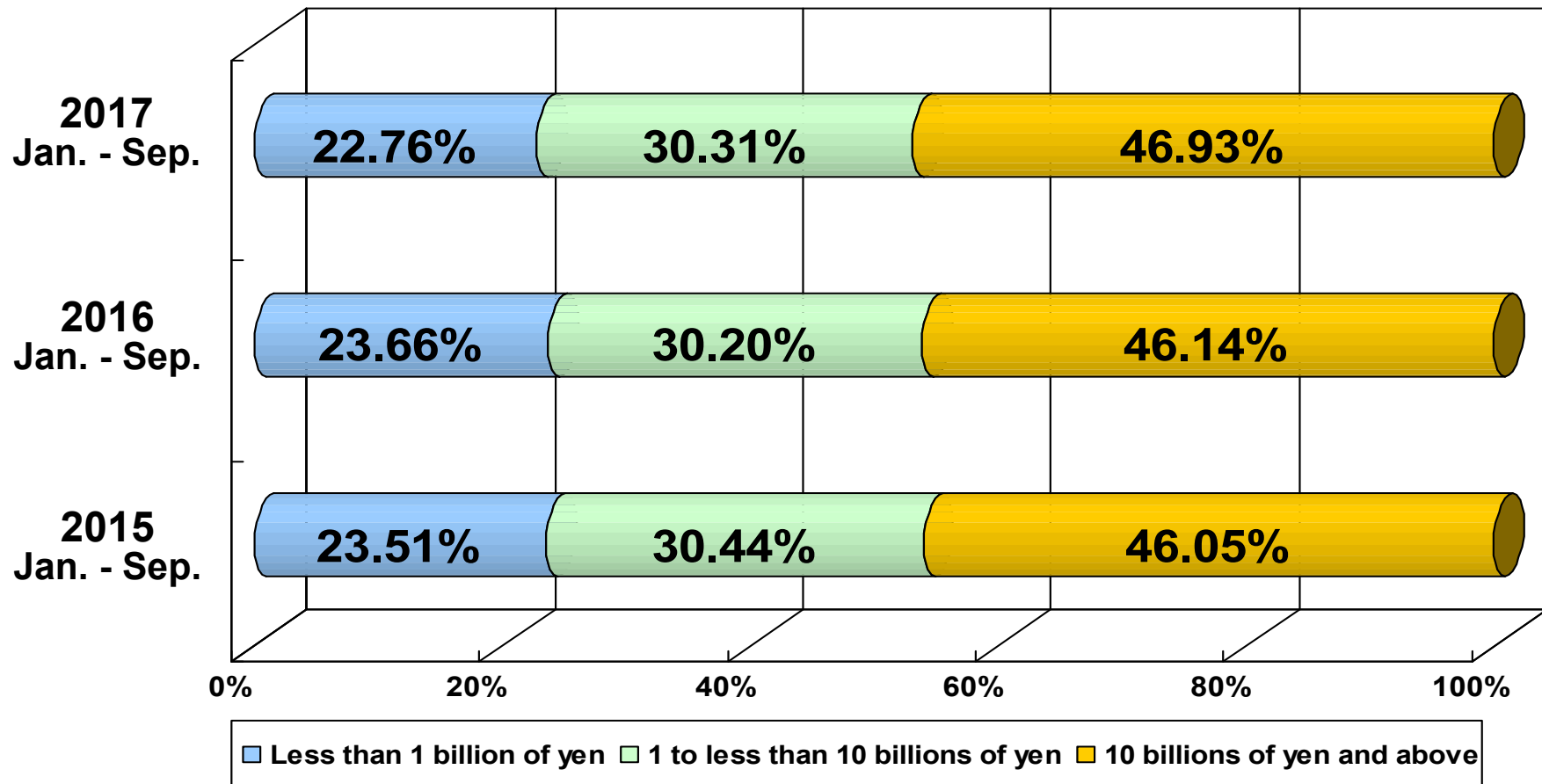
Non-Consolidated

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



Non-Consolidated

Net sales structure on customers' total annual business scale

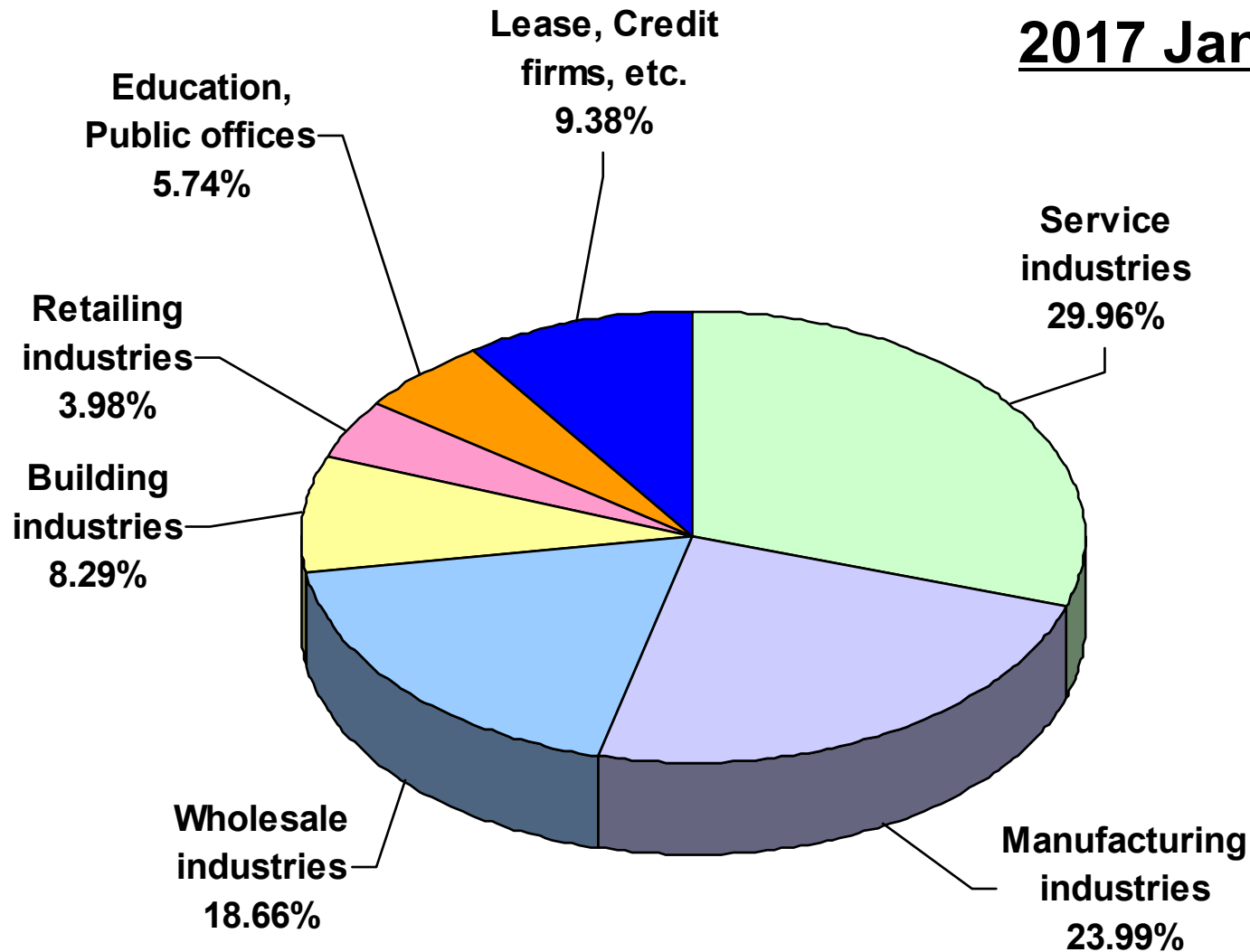


* "Less than 1 billion yen" includes public offices.

Non-Consolidated

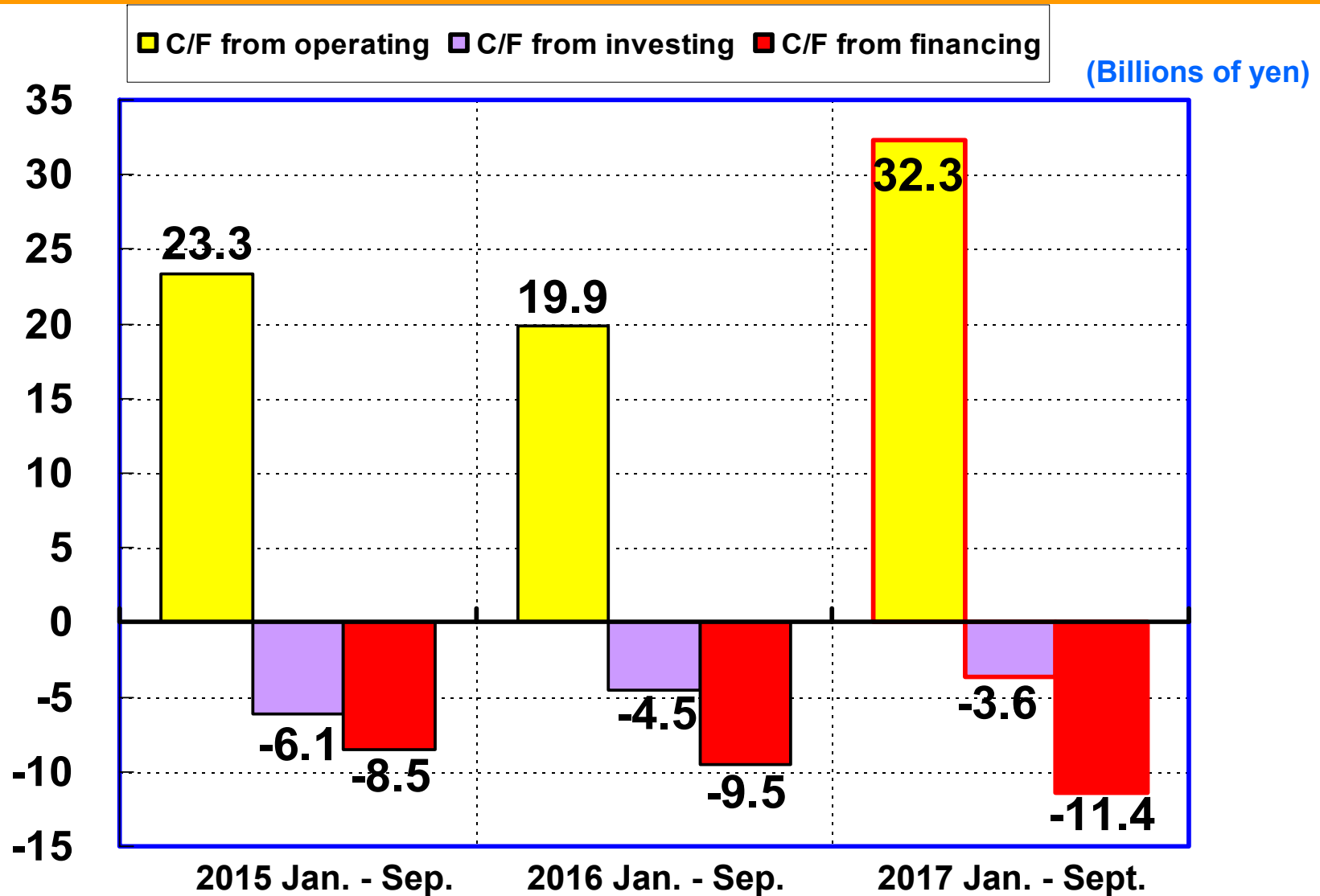
Sales breakdown by customers' type of industry

2017 Jan. – Sep.



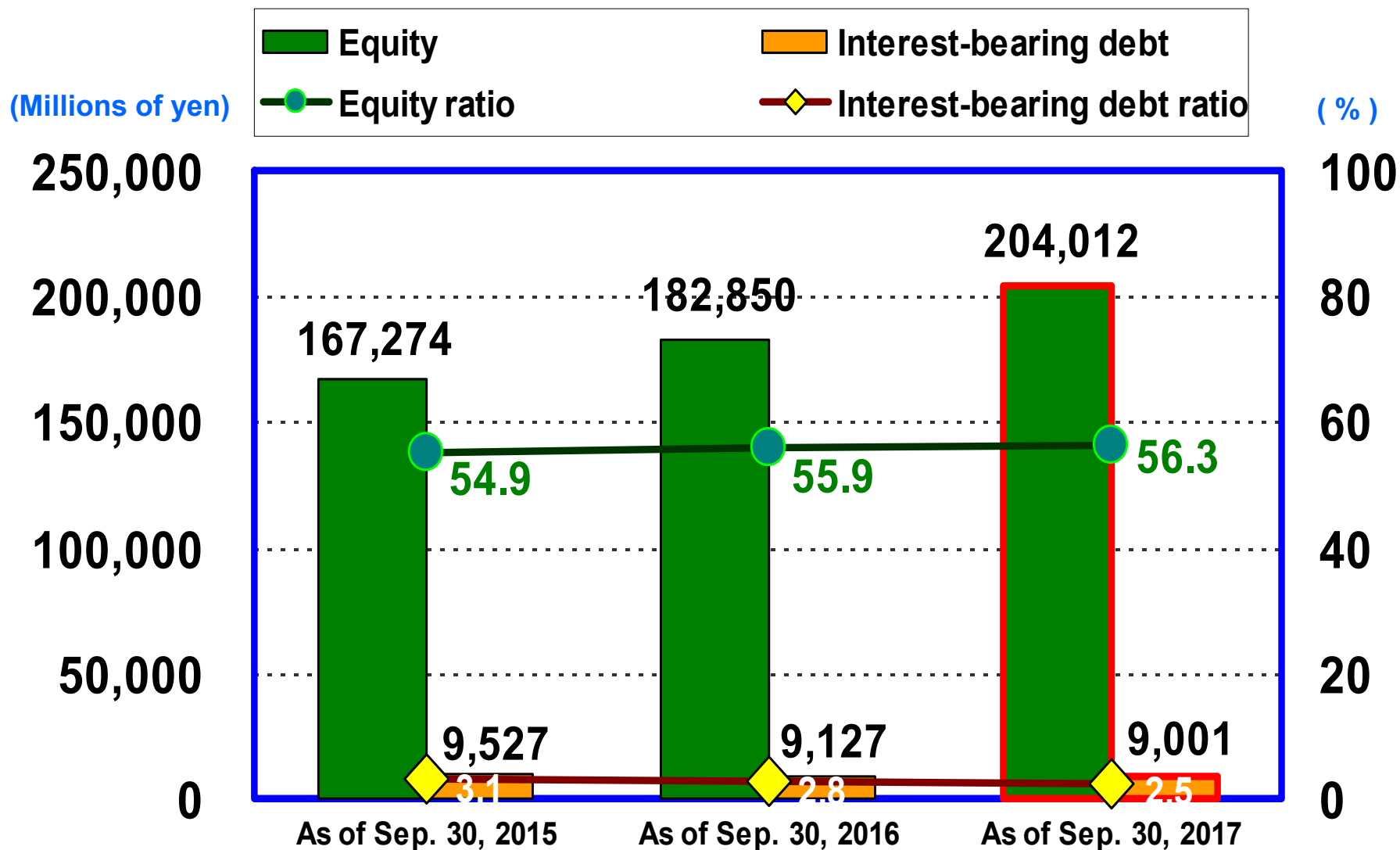
Consolidated

Cash flows



Consolidated

Equity and Interest-bearing debt

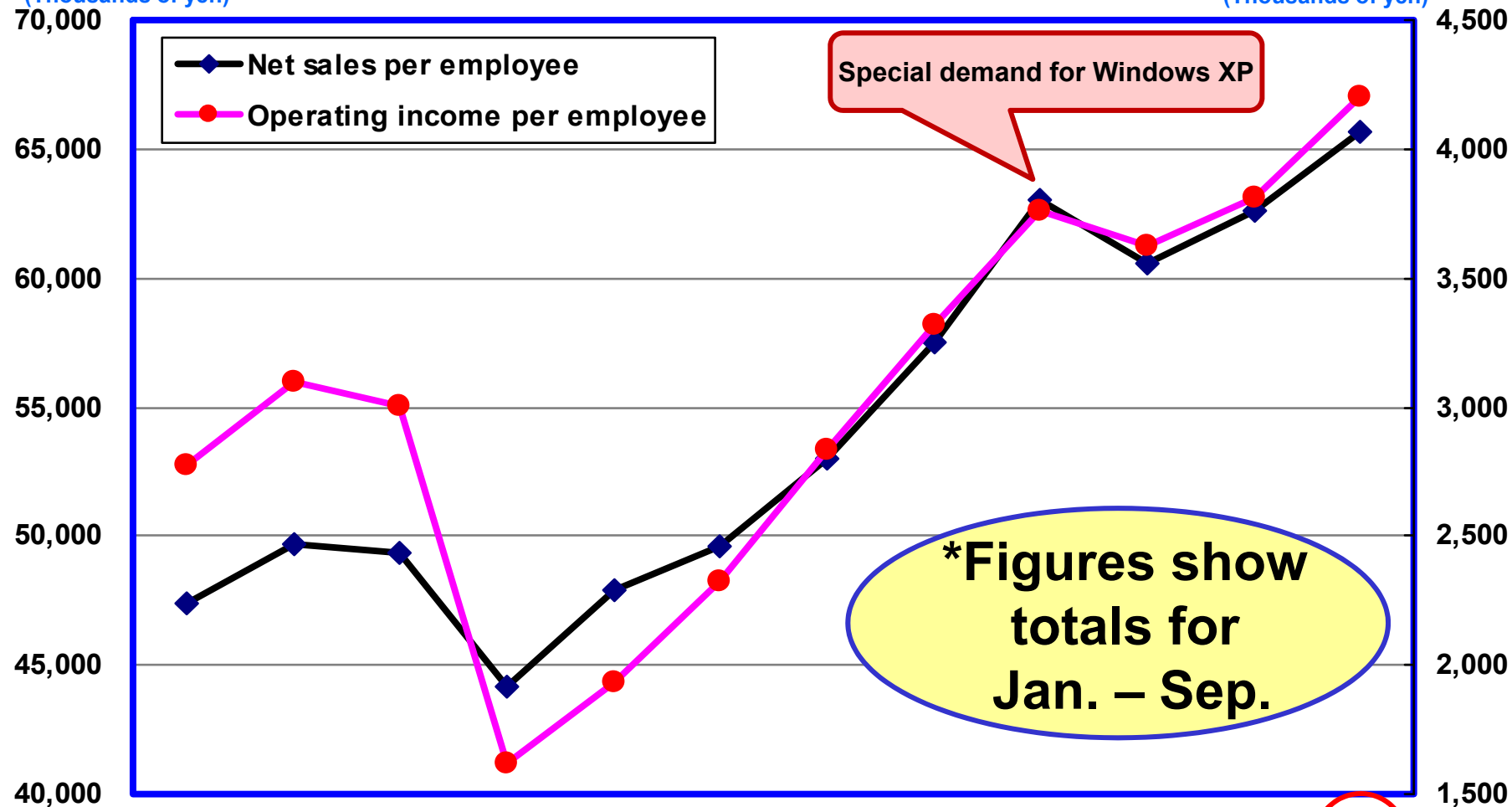


Non-Consolidated

Change of Net sales per employee and Operating income per employee

Net sales per employee
(Thousands of yen)

Operating income per employee
(Thousands of yen)



Number of employees
at the end of September

2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
6,377	6,589	6,763	6,823	6,802	6,729	6,678	6,656	6,789	6,882	7,036	7,129



Key strategic business

<Amount of Sales>

(Millions of yen)

	2015 Jan. – Sep.	2016 Jan. – Sep.		2017 Jan. – Sep.			2017 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”	102,438	108,934	+6.3%	113,498	+4,563	+4.2%	36,018	+1,996	+5.9%
SMILE	7,695	7,024	-8.7%	7,742	+717	+10.2%	1,791	+62	+3.6%
ODS21	34,543	38,279	+10.8%	41,938	+3,659	+9.6%	9,855	+196	+2.0%
OSM	44,064	51,119	+16.0%	50,230	-888	-1.7%	15,482	+585	+3.9%

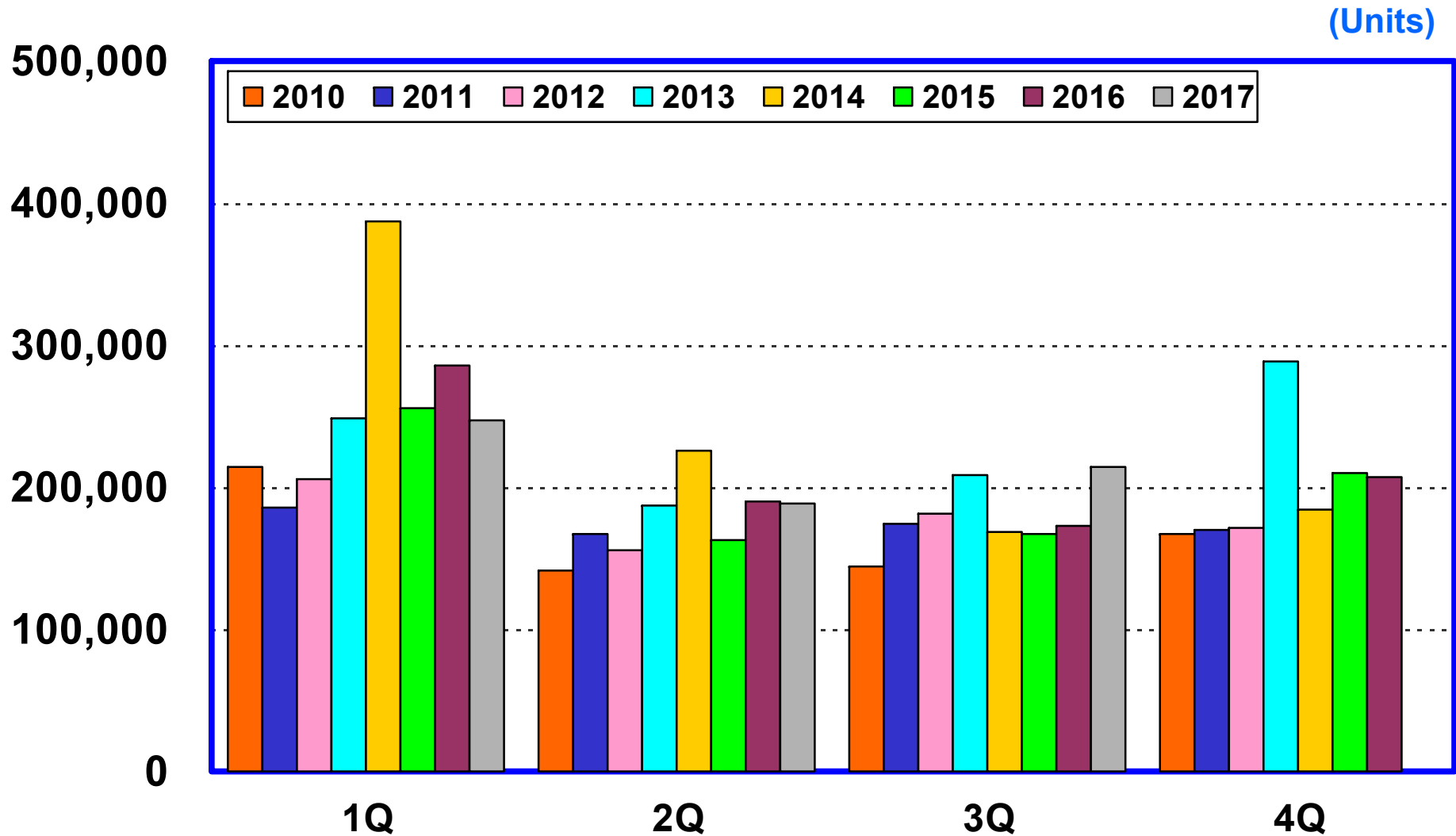
(ODS: Otsuka Document Solutions OSM: Otsuka Security Management)

<As reference: Number of Sales>

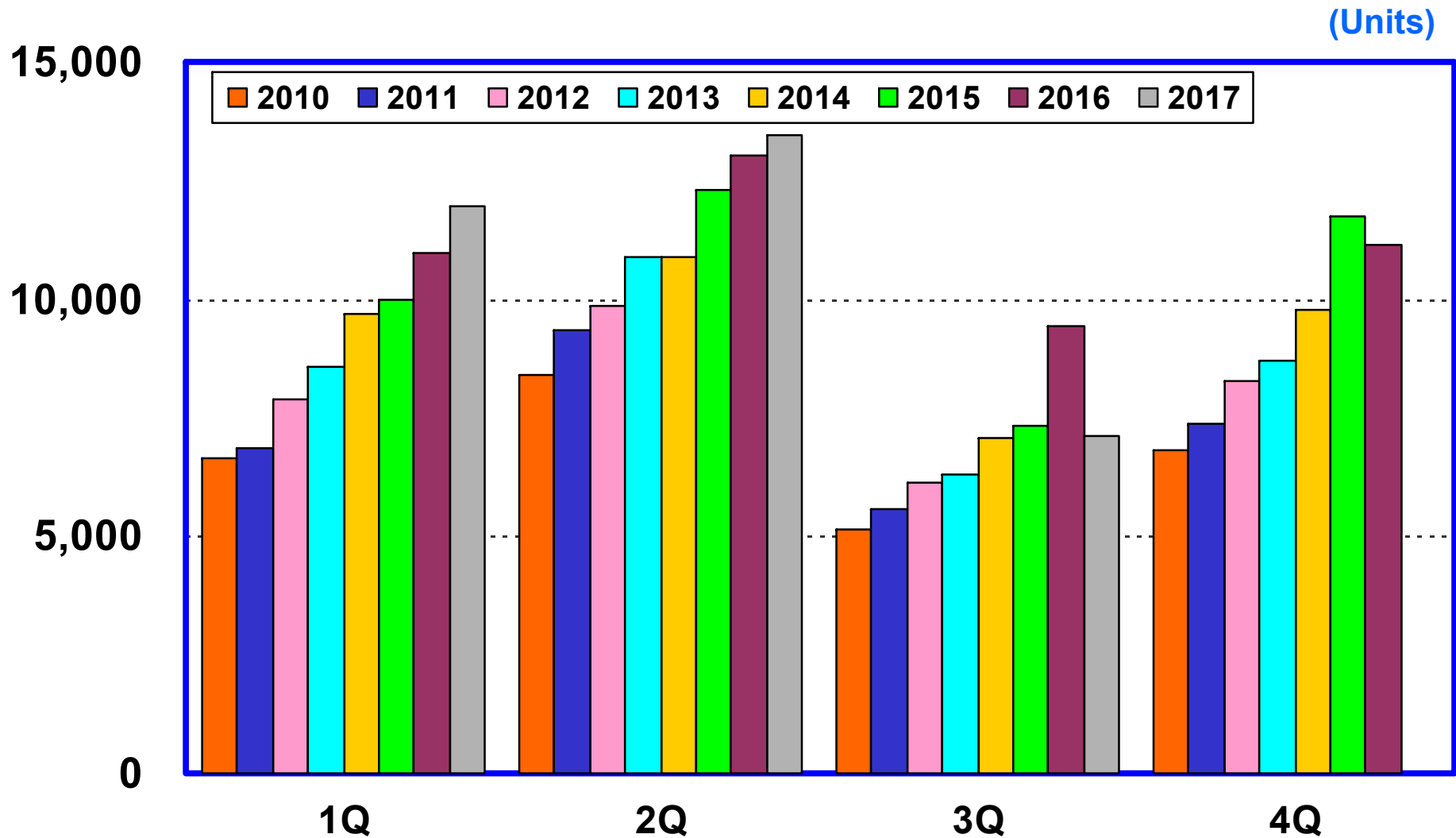
(Units)

Copier	29,635	33,428	+12.8%	32,562	-866	-2.6%	7,122	-2,299	-24.4%
(of which Color copier)	27,405	31,357	+14.4%	31,109	-248	-0.8%	6,839	-2,072	-23.3%
Server	29,753	25,481	-14.4%	24,333	-1,148	-4.5%	8,312	+1,256	+17.8%
PC	585,963	647,963	+10.6%	649,056	+1,093	+0.2%	213,625	+41,443	+24.1%
Client Total	621,990	692,445	+11.3%	677,355	-15,090	-2.2%	224,268	+39,623	+21.5%

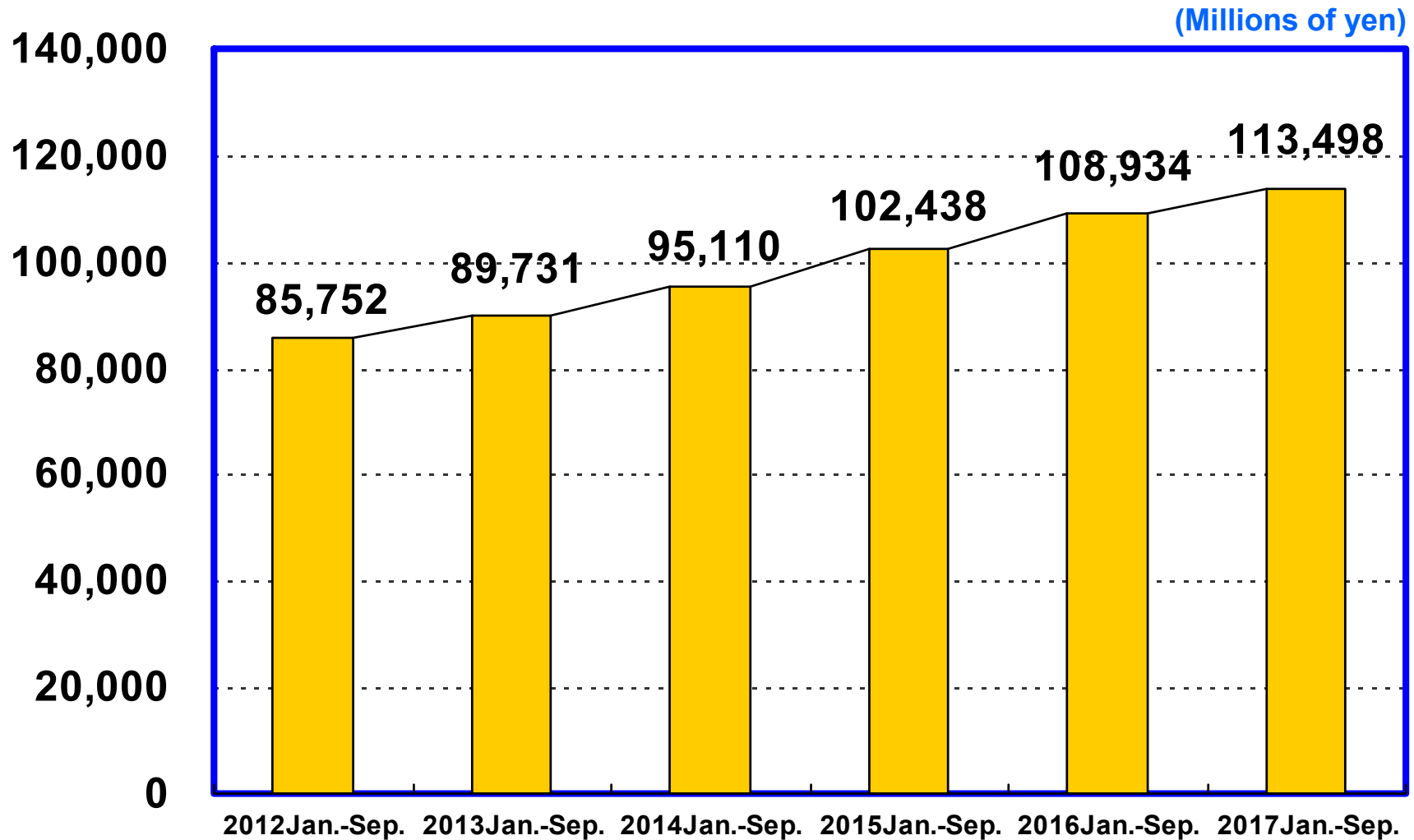
Quarterly Number of PCs Sold



Quarterly Number of Copiers Sold

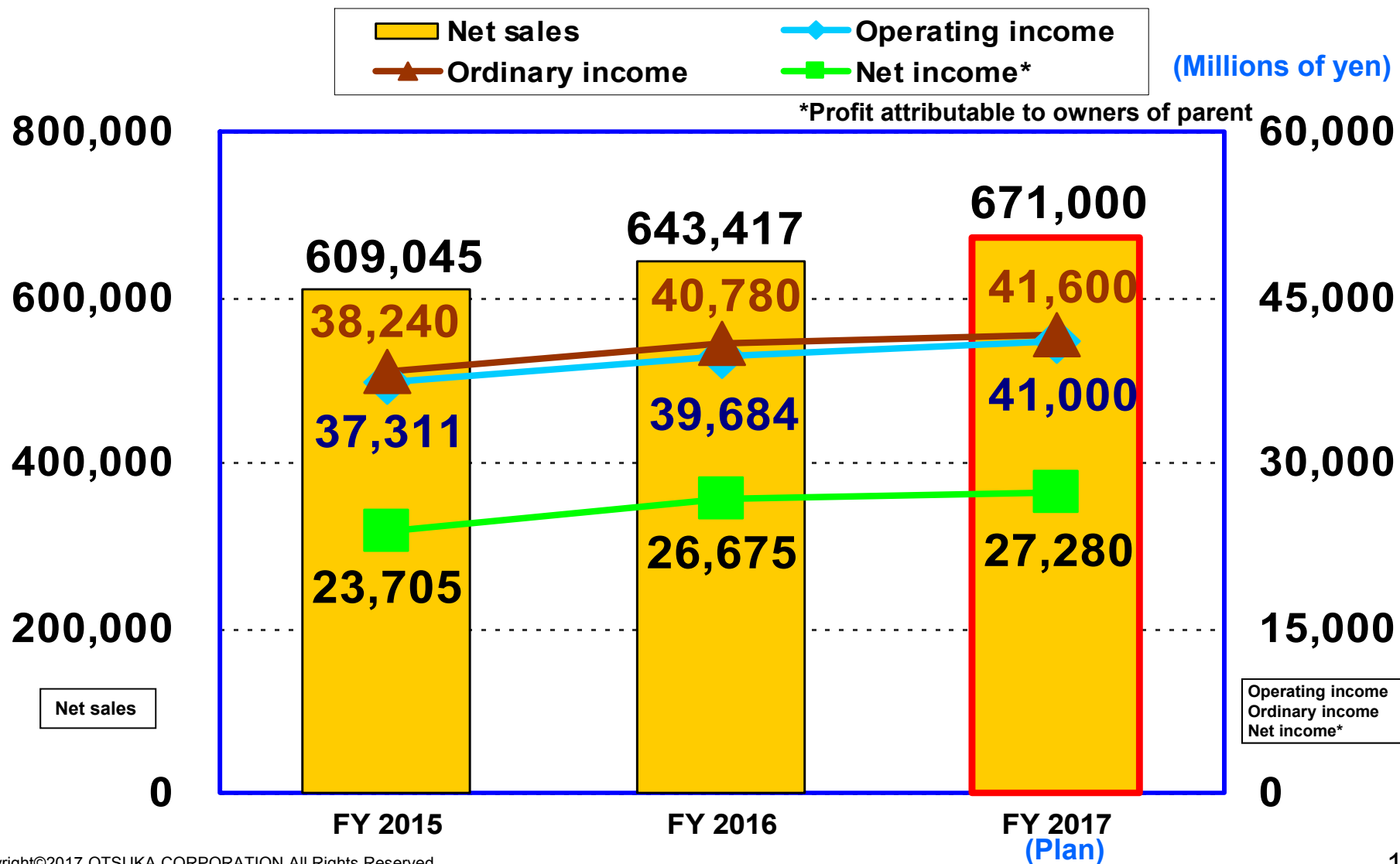


“tanomail” Sales



Consolidated

Plans of Net sales and profit





Cautionary statement

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