



Fiscal year ending December 2018
First three months
(January – March)
Business Results

April 27, 2018

OTSUKA CORPORATION

Summary of Business Results, January - March, 2018

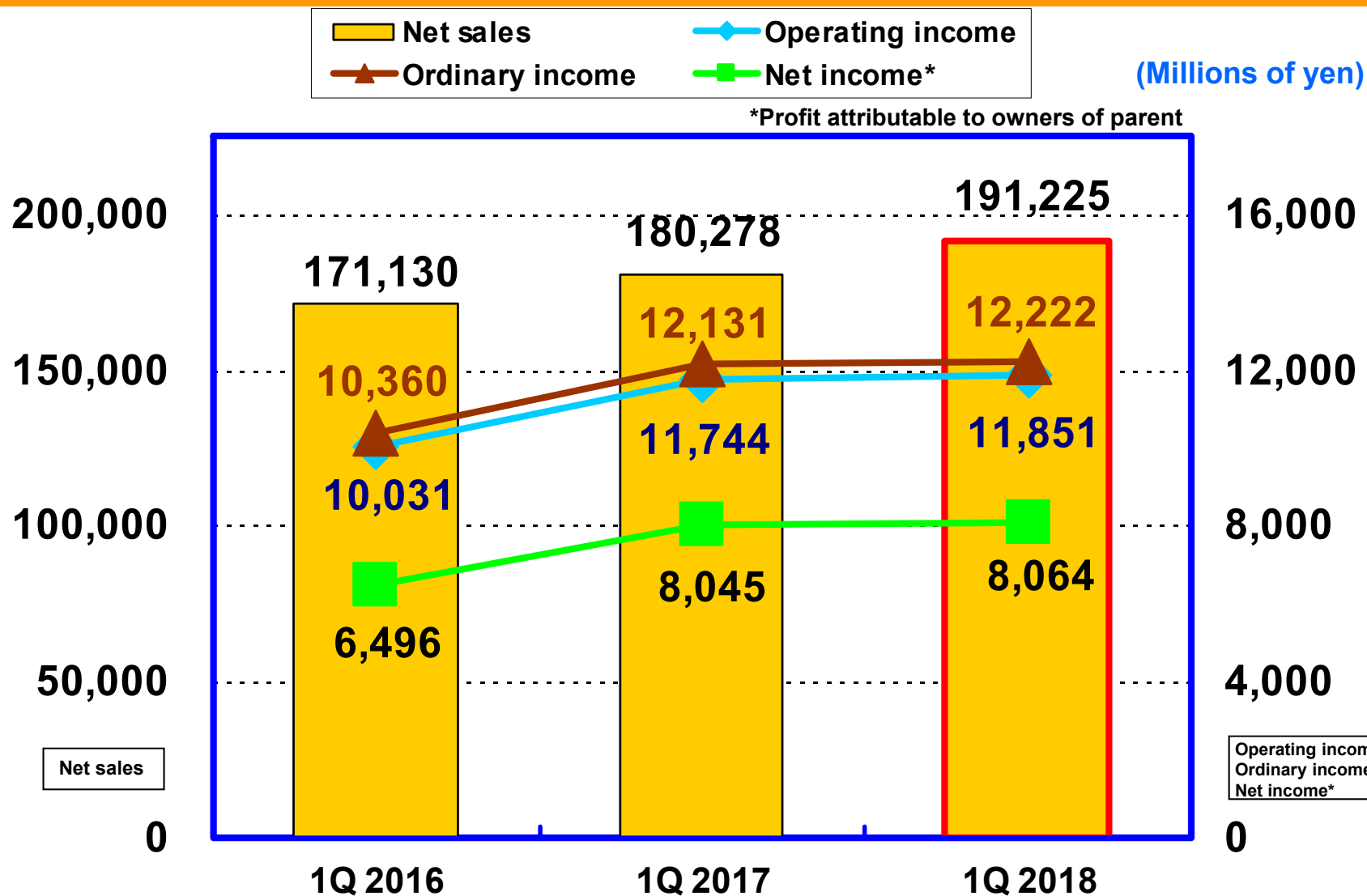
(Millions of yen)

	Consolidated		Non-Consolidated	
	Amount	Change to Last year	Amount	Change to Last year
Net sales	191,225	+6.1%	171,847	+6.4%
Operating income	11,851	+0.9%	10,095	-1.1%
Ordinary income	12,222	+0.8%	11,205	+1.8%
Net income*	8,064	+0.2%	7,744	+2.4%

*Profit attributable to owners of parent

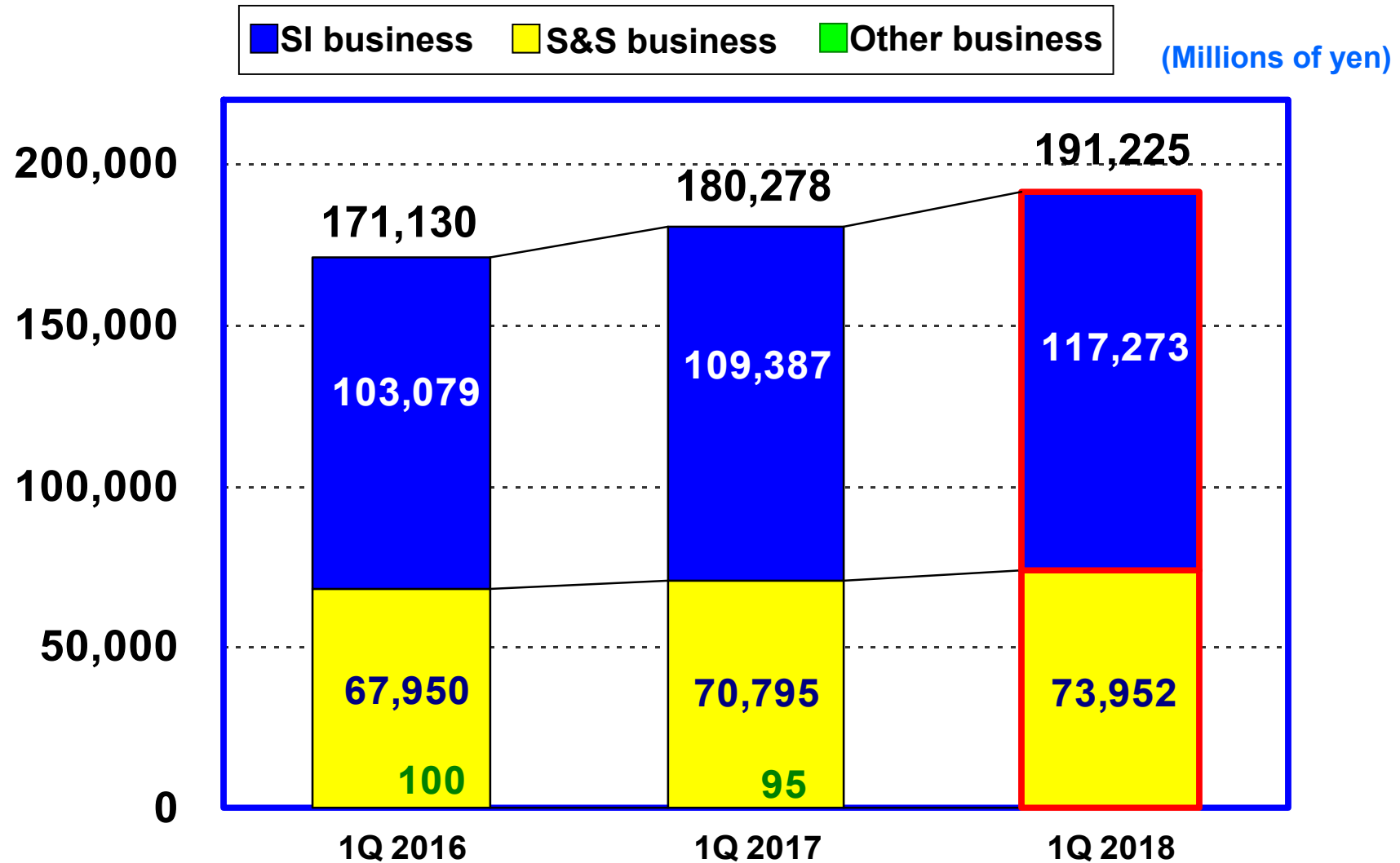
Consolidated

Net sales and Profits

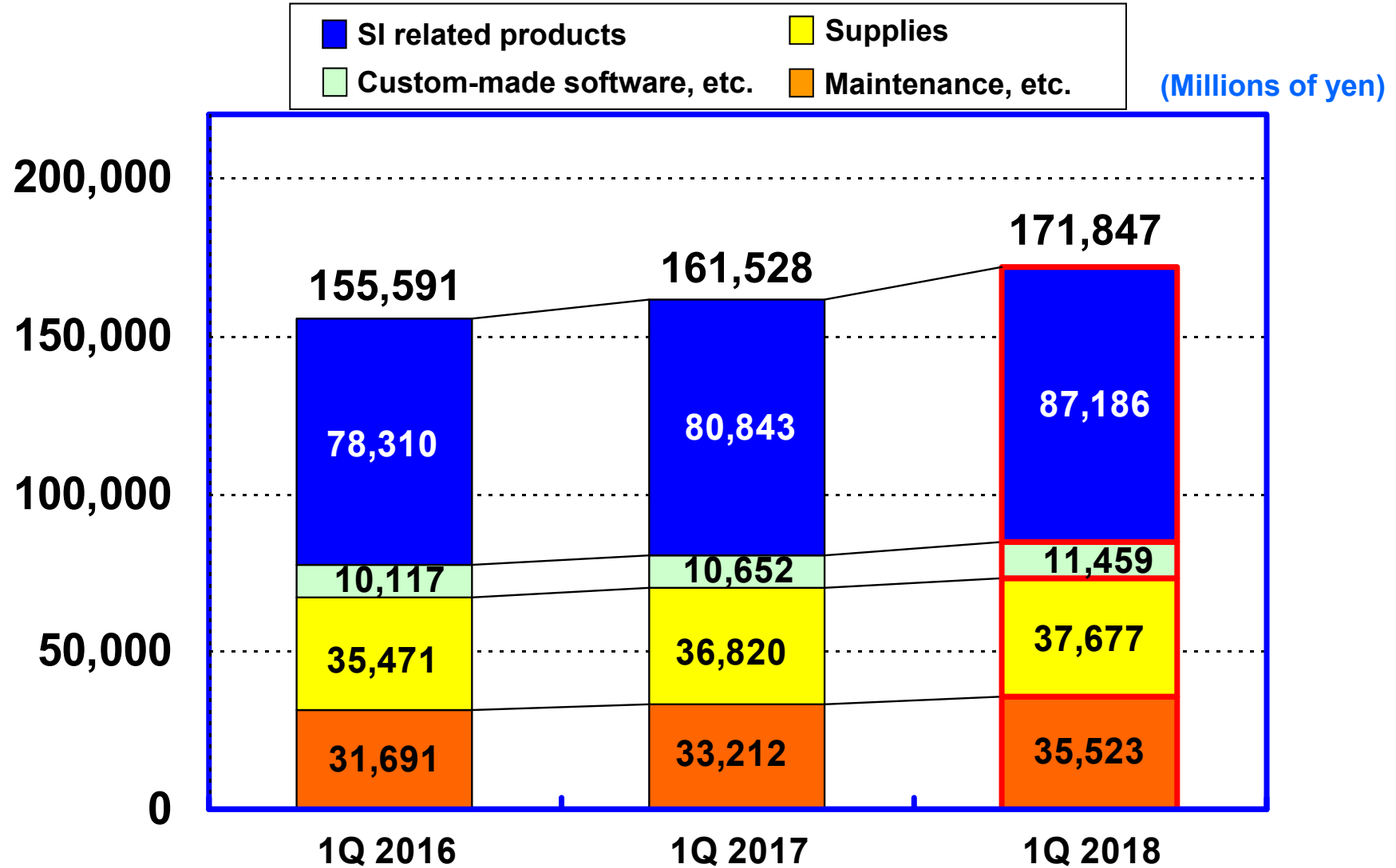


Consolidated

Net sales by segments

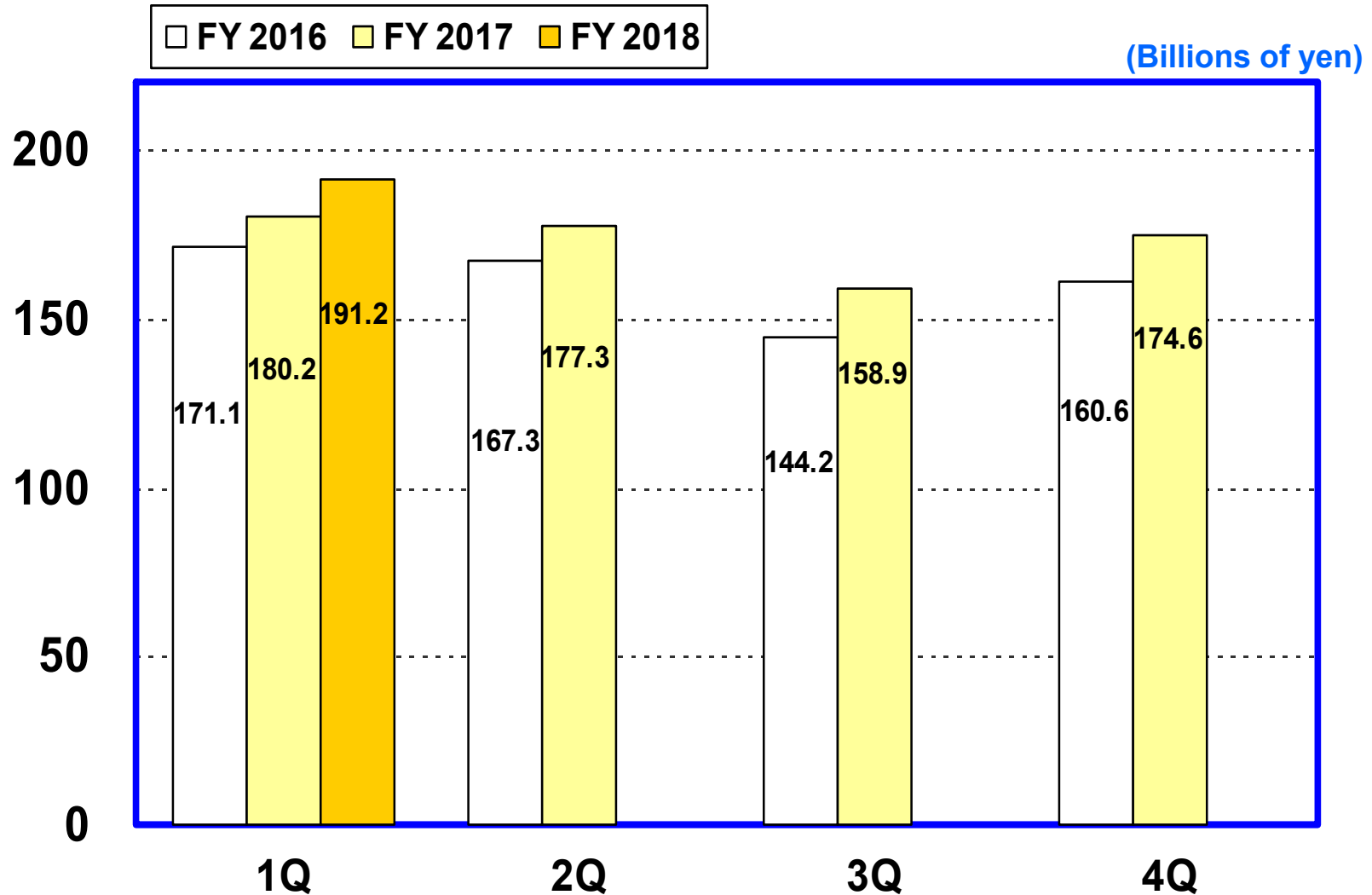


Net sales by 4 segments



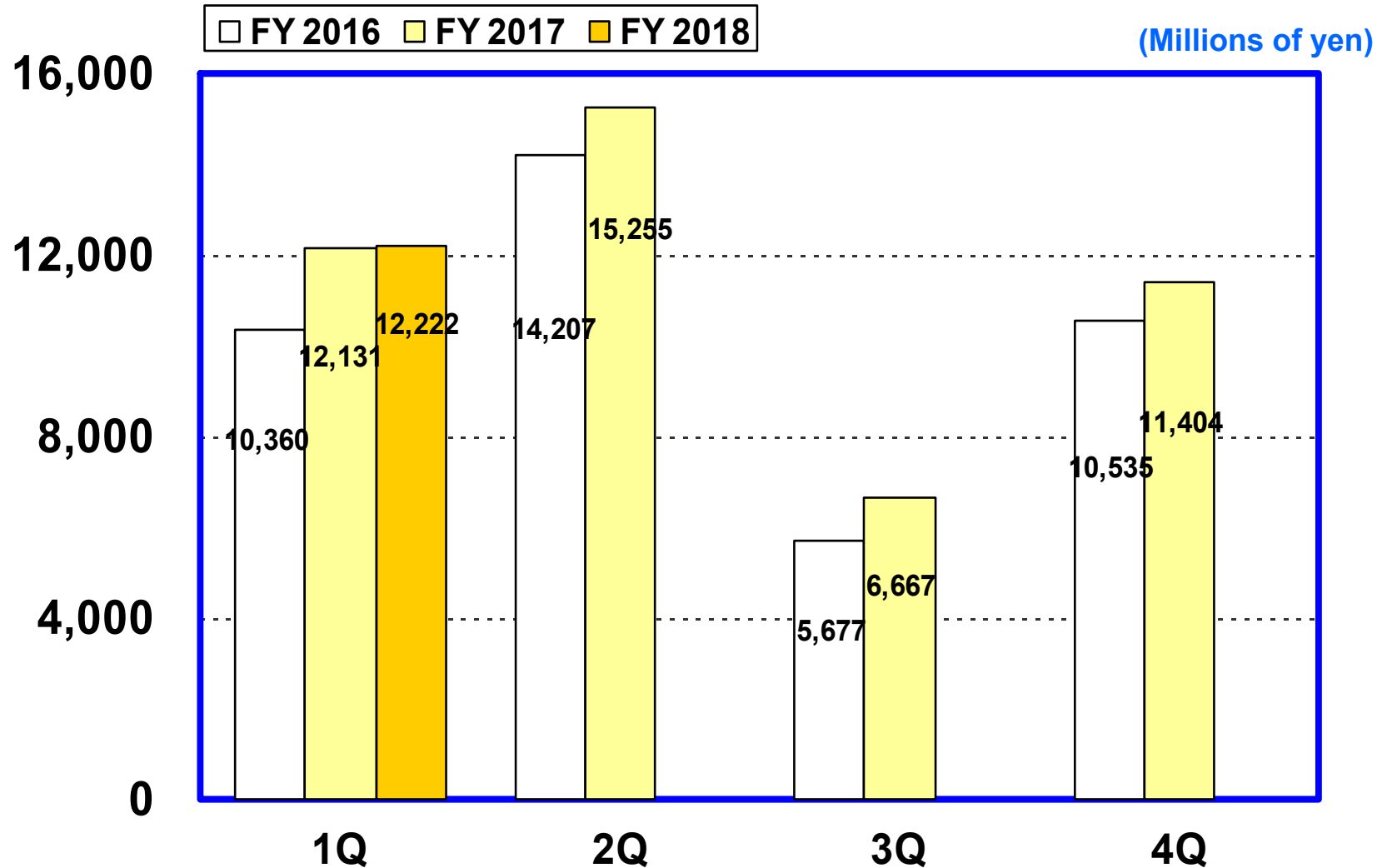
Consolidated

Quarterly change of Net sales



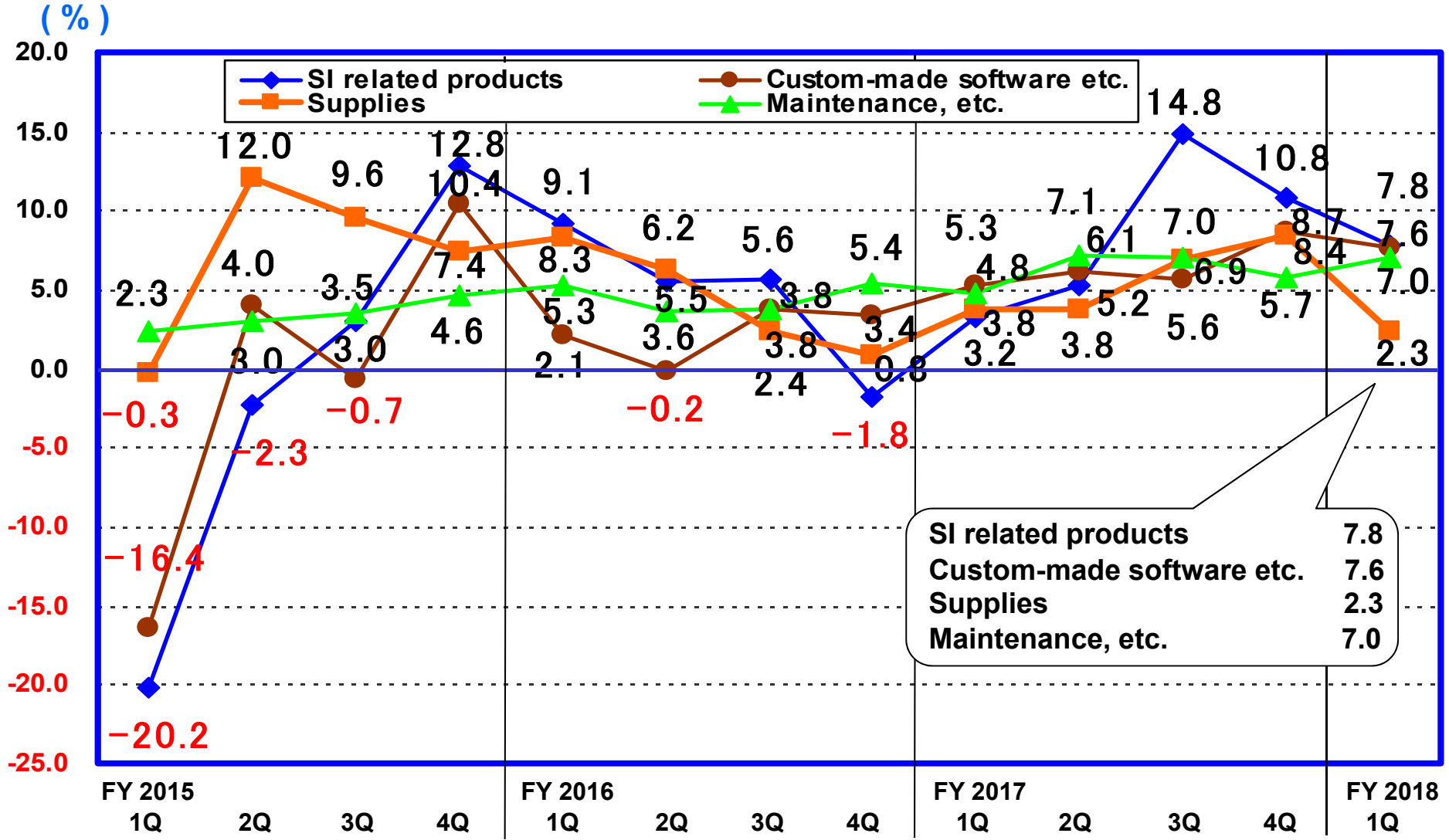
Consolidated

Quarterly change of Ordinary income



Non-Consolidated

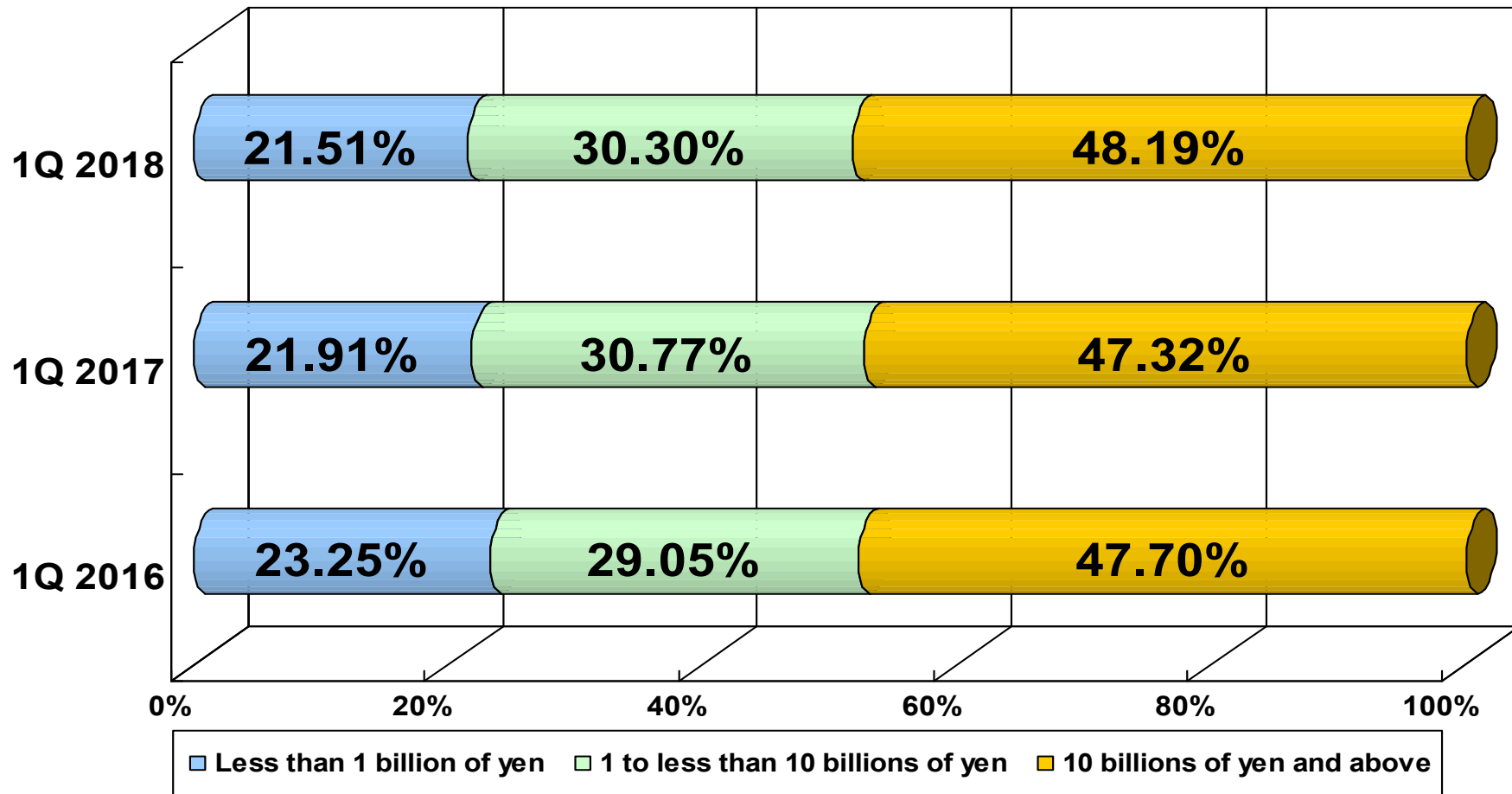
Quarterly Net Sales by 4 segments (% change year-on-year)



SI related products 7.8
 Custom-made software etc. 7.6
 Supplies 2.3
 Maintenance, etc. 7.0

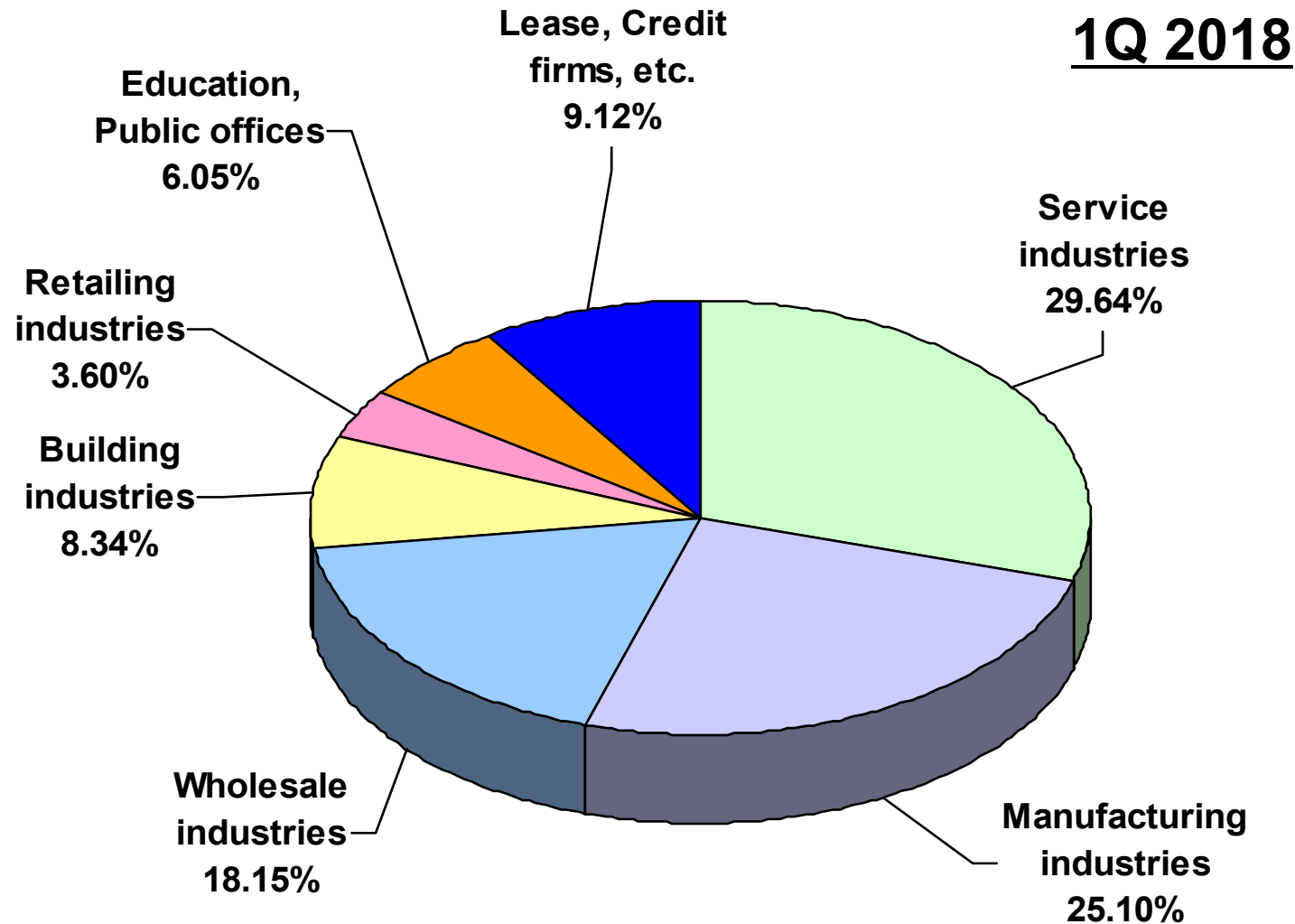
Non-Consolidated

Net sales structure on customers' total annual business scale



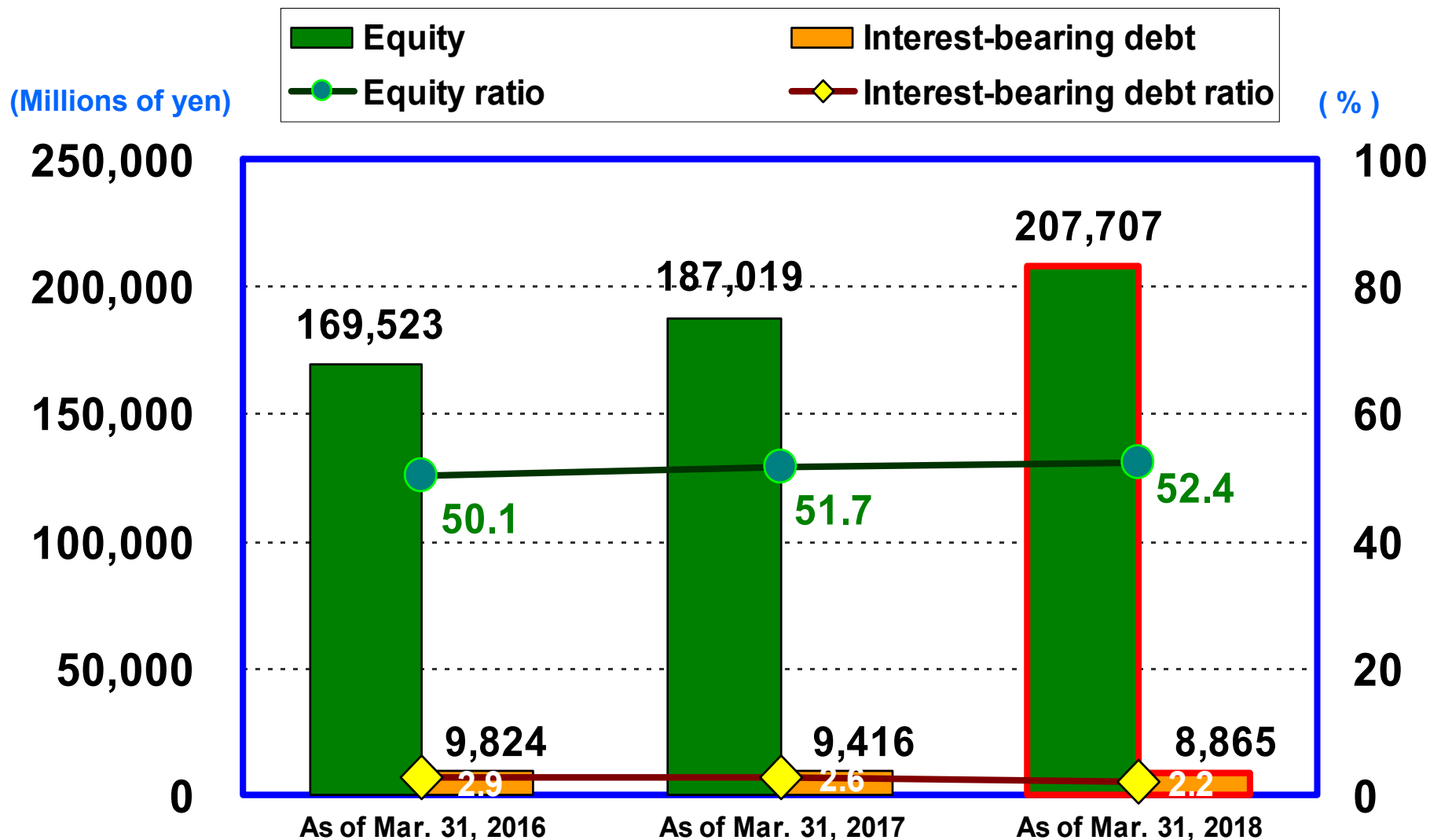
* "Less than 1 billion yen" includes public offices.

Sales breakdown by customers' type of industry



Consolidated

Equity and Interest-bearing debt





Key strategic business

<Amount of Sales>

(Millions of yen)

	1Q 2016	1Q 2017		1Q 2018		
	Amount	Amount	Change to Last year	Amount	Difference to Last year	Change to Last year
“tanomail”	38,366	39,485	+2.9%	40,350	+864	+2.2%
SMILE	2,197	2,543	+15.7%	2,664	+120	+4.8%
ODS21	12,032	14,519	+20.7%	14,446	-72	-0.5%
OSM	17,983	17,924	-0.3%	17,860	-64	-0.4%

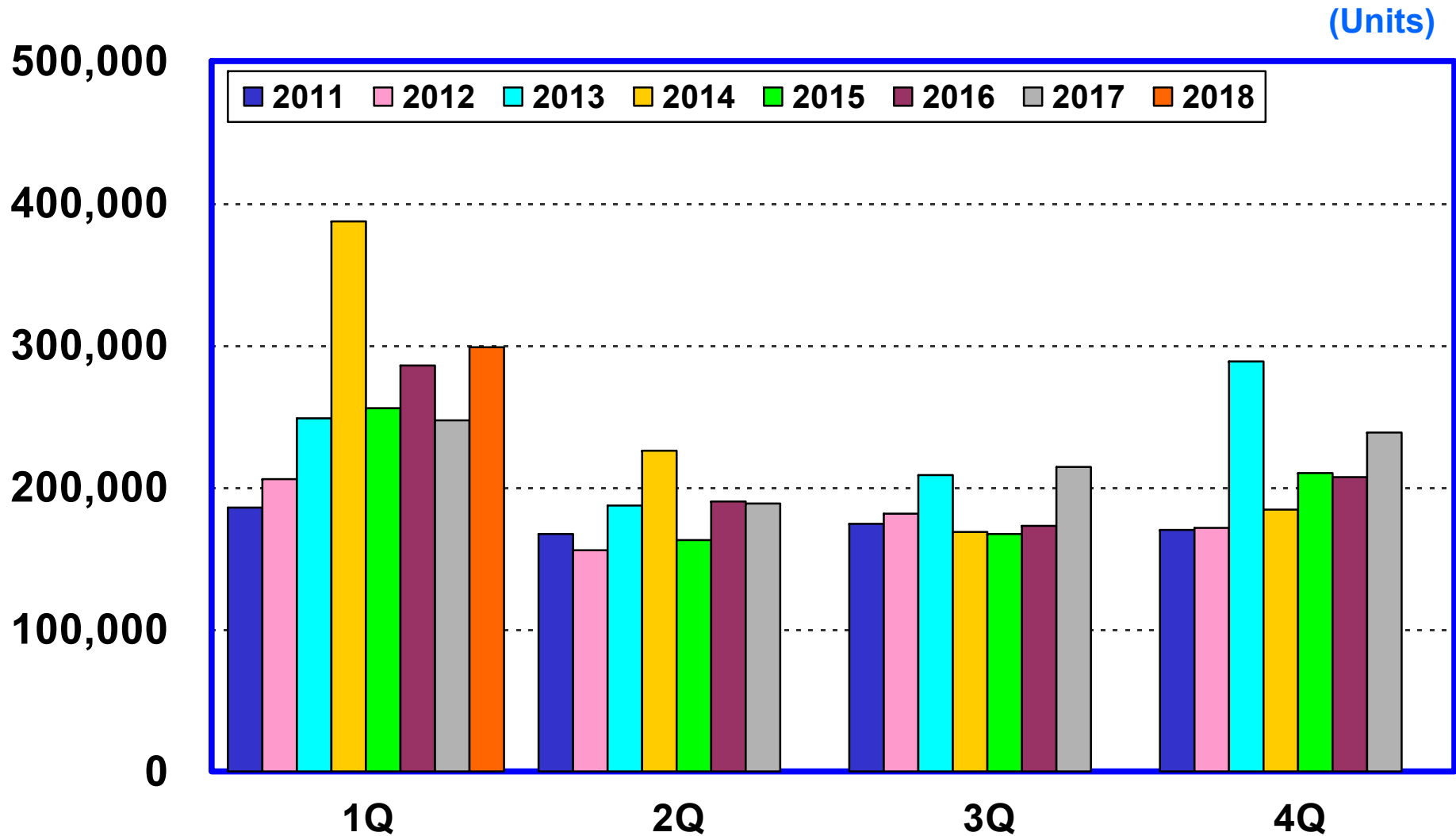
(ODS: Otsuka Document Solutions OSM: Otsuka Security Management)

<As reference: Number of Sales>

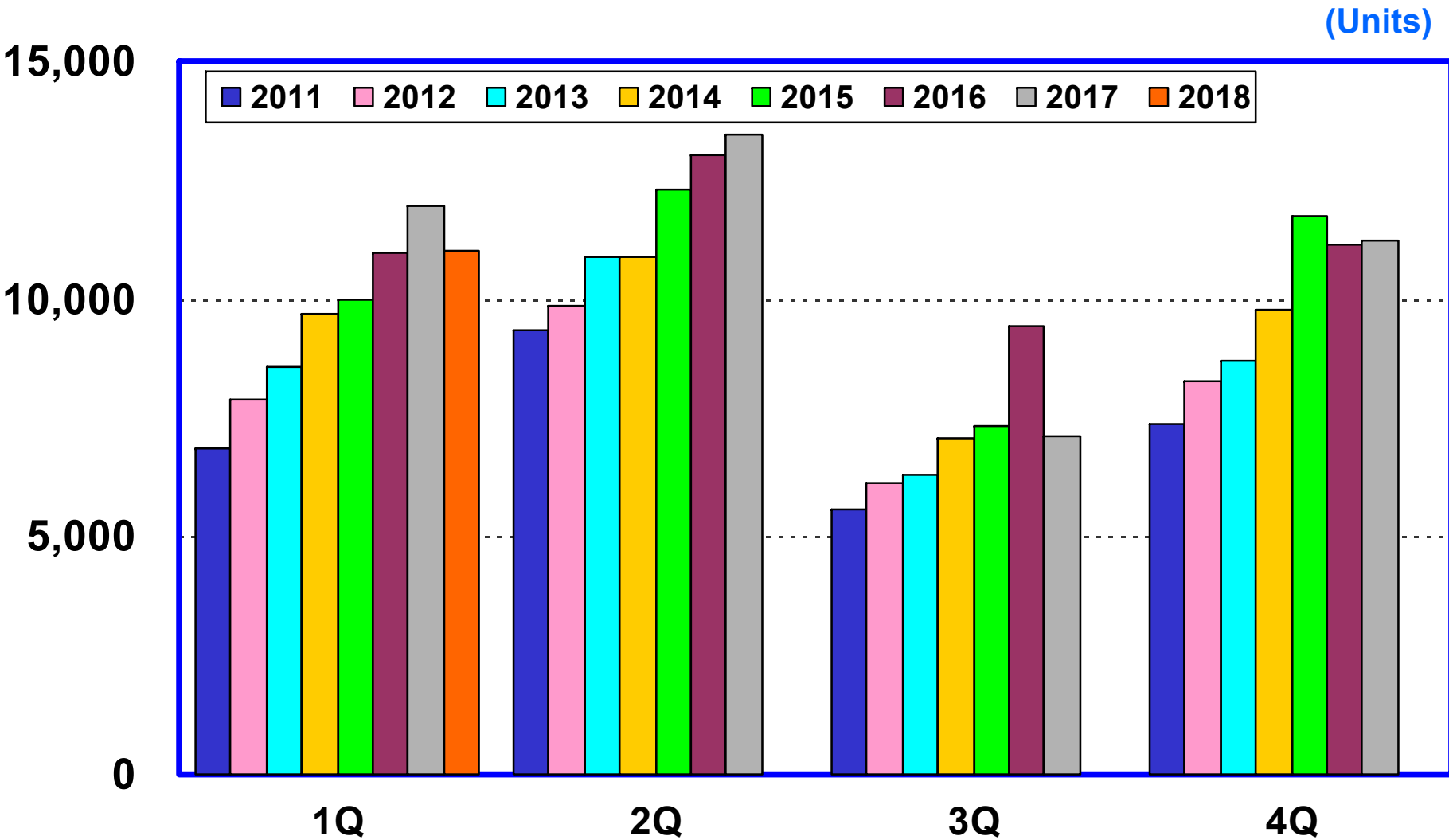
(Units)

Copier	10,990	11,975	+9.0%	11,020	-955	-8.0%
(of which Color copier)	10,139	11,343	+11.9%	10,659	-684	-6.0%
Server	10,295	7,896	-23.3%	8,681	+785	+9.9%
PC	285,920	246,735	-13.7%	298,409	+51,674	+20.9%
Client Total	304,747	254,853	-16.4%	311,450	+56,597	+22.2%

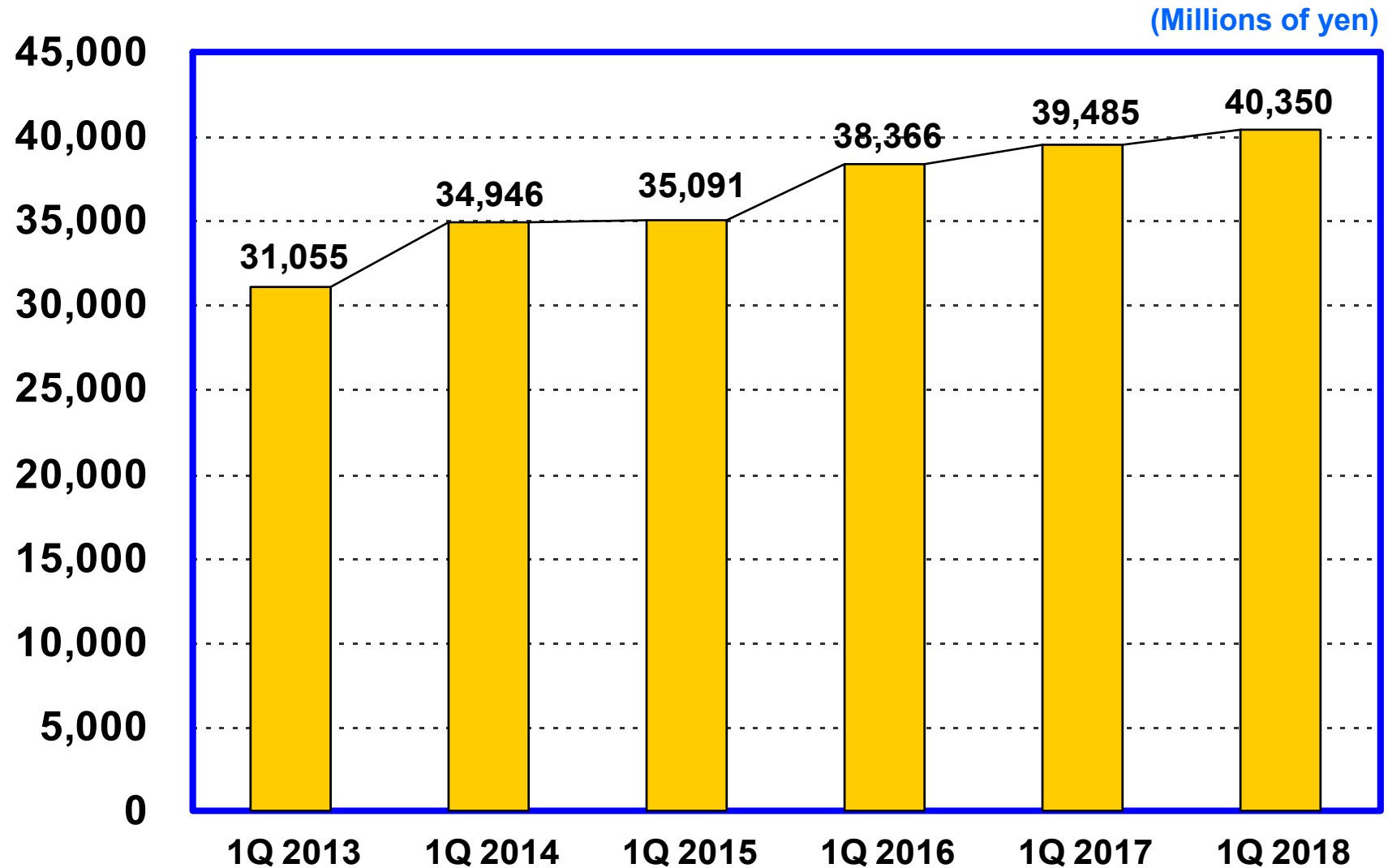
Quarterly Number of PCs Sold



Quarterly Number of Copiers Sold



“tanomail” Sales



Plans for FY 2018

(Millions of yen)

	Consolidated		
	1Q 2018 (Result)	1H 2018 (Plan)	FY 2018 (Plan)
Net sales	191,225	372,350	720,000
Operating income	11,851	28,120	47,300
Ordinary income	12,222	28,474	48,000
Net income*	8,064	18,844	31,880

*Profit attributable to owners of parent



Cautionary statement

1. This material is intended to provide information about the business performance of the 1st quarter of fiscal year 2018 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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