

Full-Year of FY 2023(Jan. 2023 – Dec. 2023) Business results data

February 1, 2024

Outline of business results

OTSUKA Corporation applies "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29) from the beginning of the 2022 consolidated accounting period.

Consolidated Net sales and Profits

(Millions of yen)

	FY 2021	FY 2022				FY 2023						
	Amount	Amount	Composition Ratio	Difference to Last year	Change to Last year	Amount	Composition Ratio	Plan (Note)	Ratio to Plan(Note)	Difference to Last year	Change to Last year	Consolidated to non-consolidated ratio
Net sales	851,894	861,022	100.0%	+9,128	+1.1%	977,370	100.0%	954,000	102.4%	+116,347	+13.5%	1.12
Gross profit	176,890	184,169	21.4%	+7,278	+4.1%	203,978	20.9%	-	-	+19,809	+10.8%	1.09
Operating profit	55,827	54,768	6.4%	-1,059	-1.9%	62,959	6.4%	62,200	101.2%	+8,190	+15.0%	1.14
Ordinary profit	57,567	56,639	6.6%	-928	-1.6%	64,517	6.6%	63,400	101.8%	+7,878	+13.9%	1.13
Profit*	39,927	40,022	4.6%	+94	+0.2%	47,448	4.9%	42,700	111.1%	+7,426	+18.6%	1.10

*Profit attributable to owners of parent

(Note)According to plan revised on July 26, 2023

Non-consolidated Net sales and Profits

(Millions of yen)

	FY 2021	FY 2022				FY 2023					
	Amount	Amount	Composition Ratio	Difference to Last year	Change to Last year	Amount	Composition Ratio	Plan (Note)	Ratio to Plan(Note)	Difference to Last year	Change to Last year
Net sales	766,724	767,649	100.0%	+925	+0.1%	869,573	100.0%	847,700	102.6%	+101,923	+13.3%
Gross profit	161,844	169,501	22.1%	+7,656	+4.7%	187,044	21.5%	-	-	+17,543	+10.4%
Operating profit	48,654	48,299	6.3%	-355	-0.7%	55,323	6.4%	54,600	101.3%	+7,024	+14.5%
Ordinary profit	50,986	50,692	6.6%	-294	-0.6%	57,253	6.6%	56,700	101.0%	+6,561	+12.9%
Profit	36,087	36,631	4.8%	+544	+1.5%	43,150	5.0%	39,000	110.6%	+6,519	+17.8%

(Note)According to plan revised on July 26, 2023

Quarterly change of consolidated Net sales

(Millions of yen)

	FY 2021	FY 2022			FY 2023		
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
1Q (Jan. - Mar.)	239,350	210,069	-29,281	-12.2%	242,609	+32,540	+15.5%
2Q (Apr. - Jun.)	227,274	235,267	+7,993	+3.5%	278,447	+43,179	+18.4%
3Q (Jul. - Sep.)	185,521	196,862	+11,341	+6.1%	219,001	+22,138	+11.2%
4Q (Oct. - Dec.)	199,747	218,823	+19,075	+9.6%	237,312	+18,488	+8.4%

Quarterly change of consolidated Ordinary profit

(Millions of yen)

	FY 2021	FY 2022			FY 2023		
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
1Q (Jan. - Mar.)	17,238	14,338	-2,899	-16.8%	17,431	+3,092	+21.6%
2Q (Apr. - Jun.)	17,007	17,408	+401	+2.4%	20,192	+2,784	+16.0%
3Q (Jul. - Sep.)	9,245	9,795	+549	+5.9%	11,222	+1,427	+14.6%
4Q (Oct. - Dec.)	14,075	15,096	+1,020	+7.3%	15,671	+574	+3.8%

Consolidated Net sales by segments

(Millions of yen)

	FY 2021	FY 2022				FY 2023			
	Amount	Amount	Composition Ratio	Difference to Last year	Change to Last year	Amount	Composition Ratio	Difference to Last year	Change to Last year
System Integration business	523,609	541,671	62.9%	+18,061	+3.4%	630,185	64.5%	+88,513	+16.3%
Service and Support business	328,284	319,350	37.1%	-8,933	-2.7%	347,185	35.5%	+27,834	+8.7%

Non-consolidated Net sales and Gross profit by segments

(Millions of yen)

		FY 2021	FY 2022				FY 2023			
		Amount	Amount	Composition Ratio	Difference to Last year	Change to Last year	Amount	Composition Ratio	Difference to Last year	Change to Last year
Net sales	System Integration	441,320	451,649	58.8%	+10,328	+2.3%	525,875	60.5%	+74,226	+16.4%
	Service and Support	325,403	316,000	41.2%	-9,402	-2.9%	343,698	39.5%	+27,697	+8.8%
Gross profit	System Integration	84,758	88,628	52.3%	+3,869	+4.6%	99,350	53.1%	+10,721	+12.1%
	Service and Support	77,085	80,872	47.7%	+3,786	+4.9%	87,694	46.9%	+6,822	+8.4%

Non-consolidated Net sales by 4 segments

(Millions of yen)

		FY 2021	FY 2022				FY 2023			
		Amount	Amount	Composition Ratio	Difference to Last year	Change to Last year	Amount	Composition Ratio	Difference to Last year	Change to Last year
System Integration business	SI related products	390,621	401,001	52.2%	+10,379	+2.7%	467,764	53.8%	+66,763	+16.6%
	Custom-made software etc.	50,699	50,648	6.6%	-51	-0.1%	58,110	6.7%	+7,462	+14.7%
Service and Support business	Supplies	162,706	171,307	22.3%	+8,601	+5.3%	185,502	21.3%	+14,194	+8.3%
	Maintenance, etc.	162,697	144,692	18.8%	-18,004	-11.1%	158,195	18.2%	+13,502	+9.3%

Full-Year of FY 2023(Jan. 2023 – Dec. 2023) Business results data

Consolidated Cash flows (Millions of yen)

	FY 2021	FY 2022	FY 2023
C/F from operating	57,873	29,196	71,649
C/F from investing	-9,160	-8,355	-21,473
C/F from financing	-21,957	-23,307	-23,839
Cash and cash equivalents at end of period	205,746	203,274	229,615

Consolidated Equity, Interest-bearing debt, ROE and ROA

	FY 2021	FY 2022	FY 2023
Equity	298,743	319,388	343,112
Interest-bearing debt	8,851	8,441	8,188
Total assets	486,254	523,016	561,805
Equity ratio	61.4%	61.1%	61.1%
Interest-bearing debt ratio	1.8%	1.6%	1.5%
ROE	13.86%	12.95%	14.32%
ROA	11.88%	11.02%	11.83%

Non-consolidated Key strategic business

	FY 2021	FY 2022		FY 2023			
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
"tanomail"	173,528	183,172	+9,643	+5.6%	198,134	+14,962	+8.2%
SMILE	11,345	13,078	+1,733	+15.3%	15,952	+2,873	+22.0%
ODS	55,084	56,260	+1,175	+2.1%	56,896	+635	+1.1%
OSM	85,769	87,070	+1,300	+1.5%	108,025	+20,955	+24.1%
<As reference: Number of Sales>							
Copier	37,039	36,697	-342	-0.9%	36,356	-341	-0.9%
(of which color copier)	36,249	36,035	-214	-0.6%	35,543	-492	-1.4%
Server	24,606	21,726	-2,880	-11.7%	21,537	-189	-0.9%
PC	1,449,698	1,068,321	-381,377	-26.3%	1,161,417	+93,096	+8.7%
Client Total	1,624,893	1,150,133	-474,760	-29.2%	1,213,089	+62,956	+5.5%

Future Plans

Plans of consolidated Net sales and profits

	FY 2022 (Result)	FY 2023 (Result)		FY 2024 (Plan)	
	Amount	Amount	Change to Last year	Amount	Change to Last year
Net sales	861,022	977,370	+13.5%	1,026,000	+5.0%
Operating profit	54,768	62,959	+15.0%	68,500	+8.8%
Ordinary profit	56,639	64,517	+13.9%	69,000	+6.9%
Profit*	40,022	47,448	+18.6%	47,670	+0.5%

*Profit attributable to owners of parent

Plans of consolidated Net sales by segments

	FY 2022 (Result)	FY 2023 (Result)		FY 2024 (Plan)	
	Amount	Amount	Change to Last year	Amount	Change to Last year
System Integration	541,671	630,185	+16.3%	657,800	+4.4%
Service and Support	319,350	347,185	+8.7%	368,200	+6.1%