



Fiscal year ending December 2024
Nine months (January – September)
Business Results

October 31, 2024

OTSUKA CORPORATION

Summary of Business Results, January – September, 2024

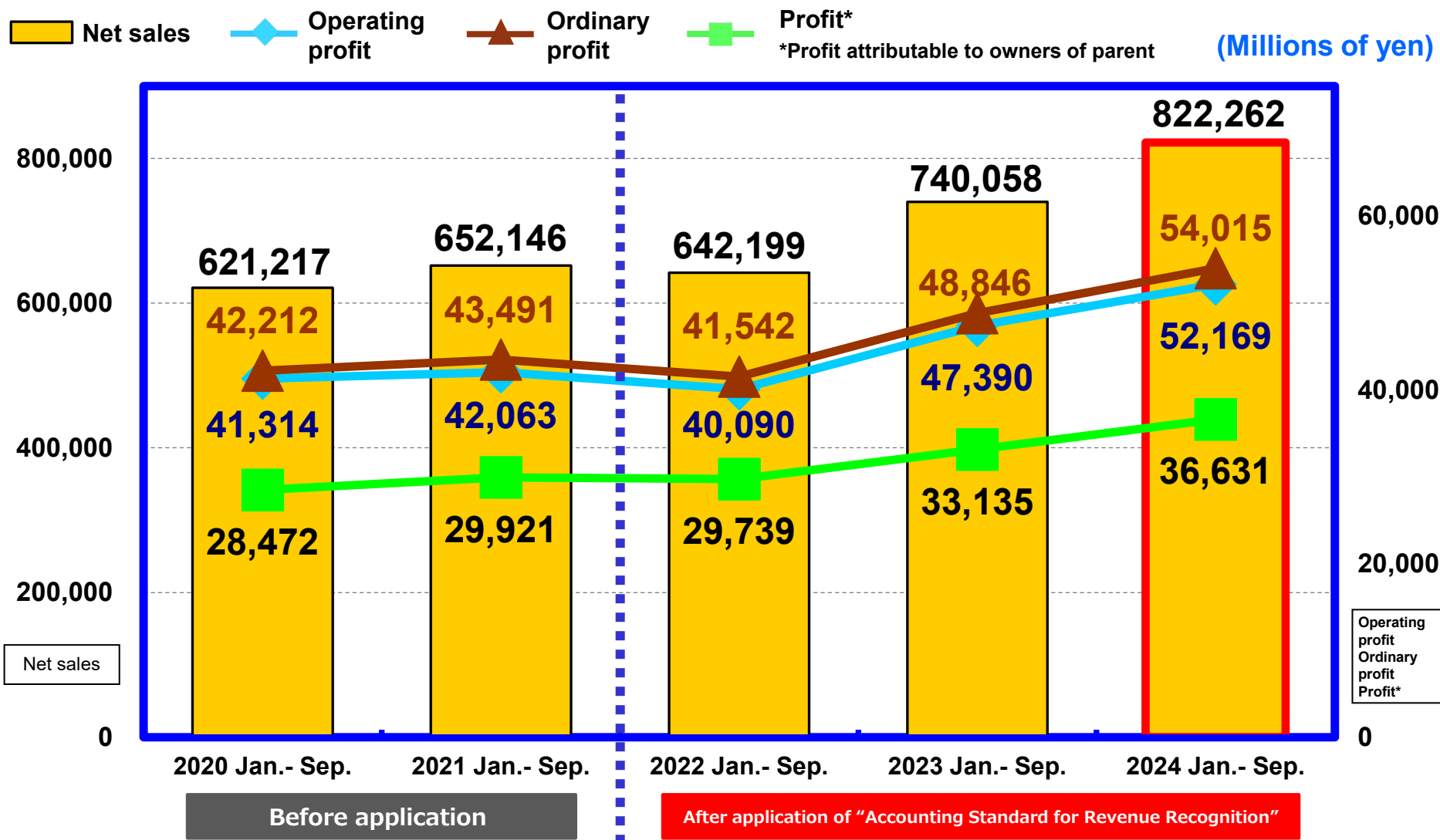
(Millions of yen)

	Consolidated		Non-Consolidated	
	Amount	Change to Last year	Amount	Change to Last year
Net sales	822,262	+11.1%	736,834	+11.3%
Operating profit	52,169	+10.1%	46,725	+12.7%
Ordinary profit	54,015	+10.6%	49,007	+12.5%
Profit*	36,631	+10.5%	34,055	+12.5%

*Profit attributable to owners of parent

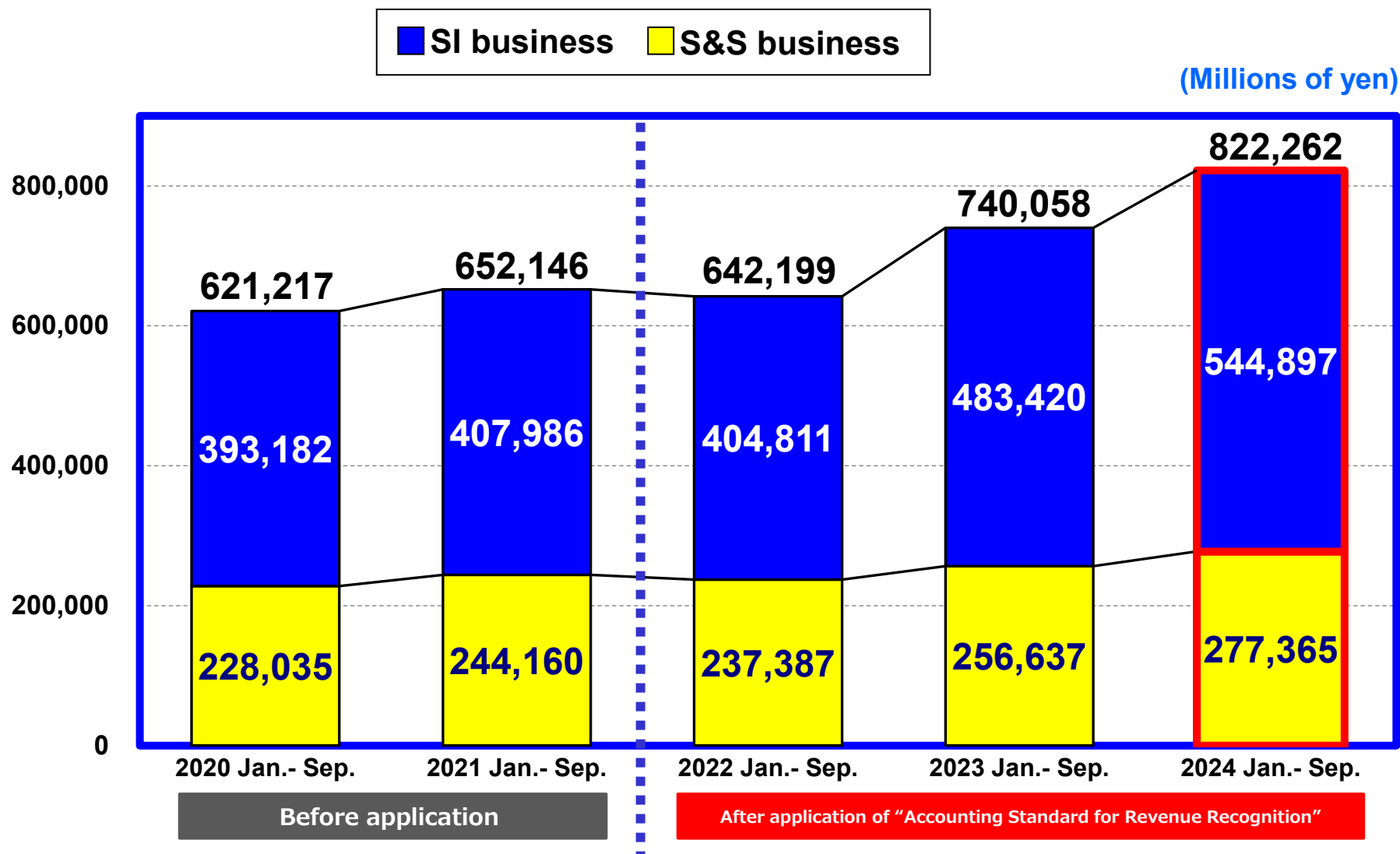
Consolidated

Net sales and Profits

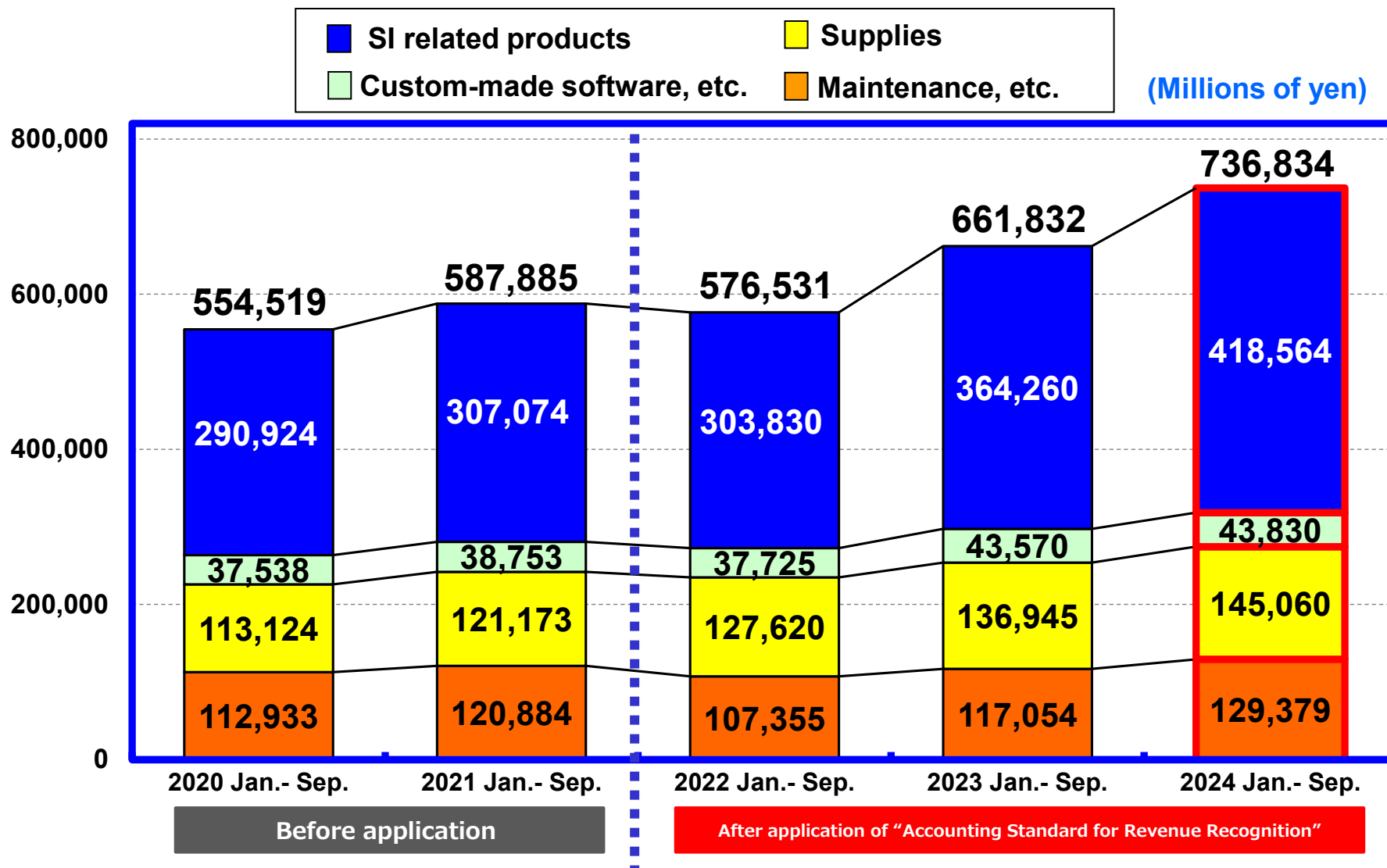


Consolidated

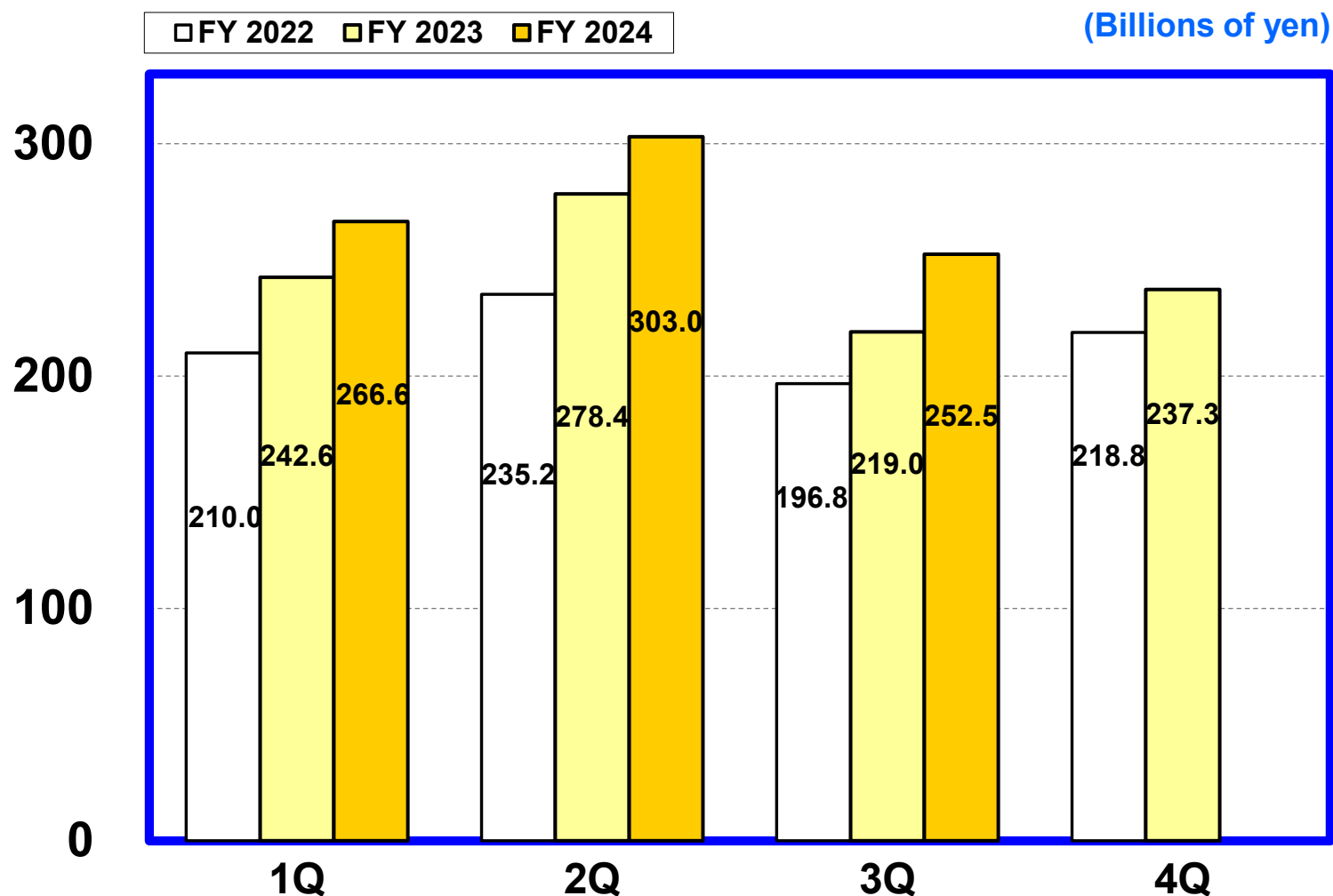
Net sales by segments



Net sales by 4 segments

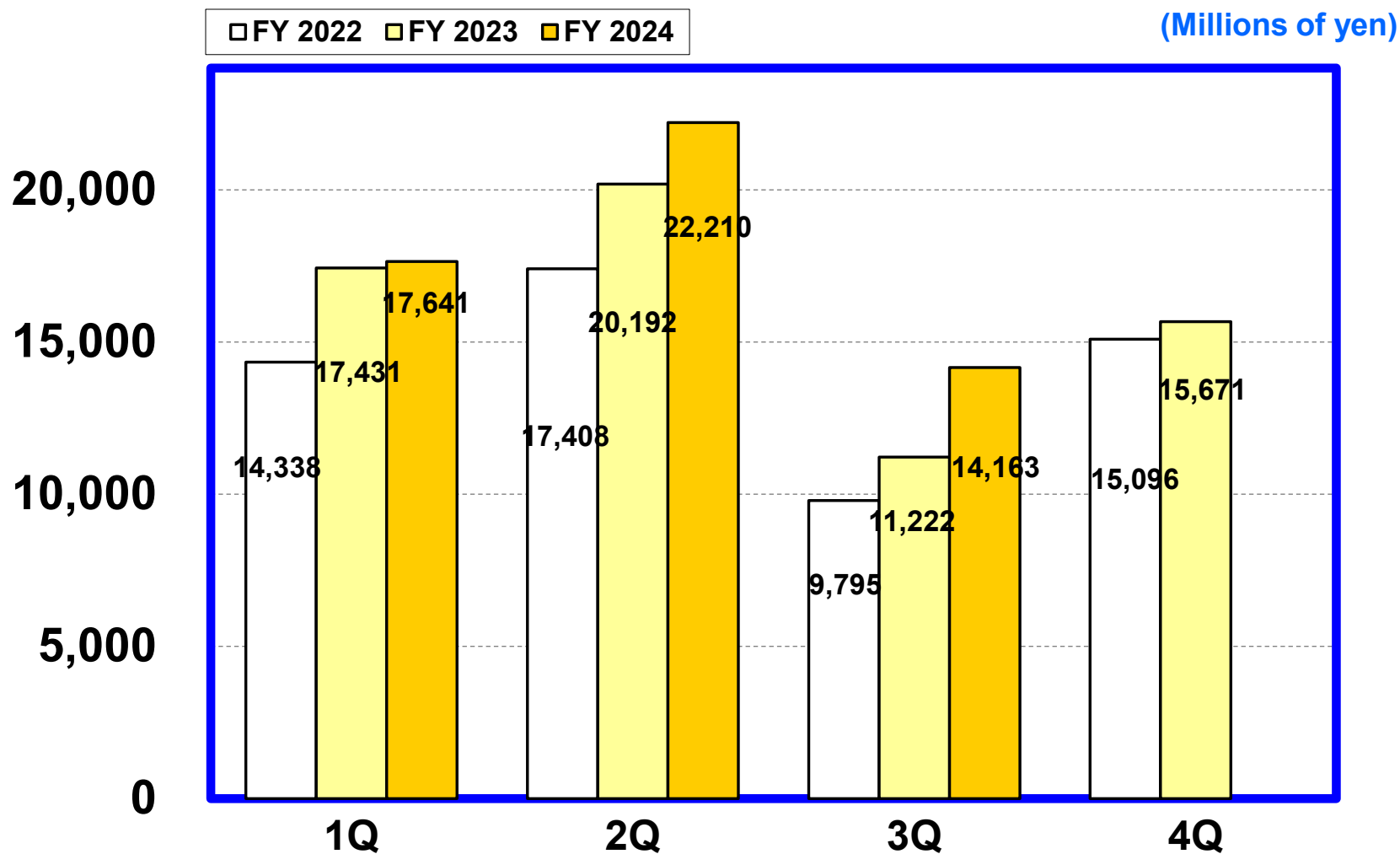


Quarterly change of Net sales



Consolidated

Quarterly change of Ordinary profit



Summary of Business Results, July – September, 2024

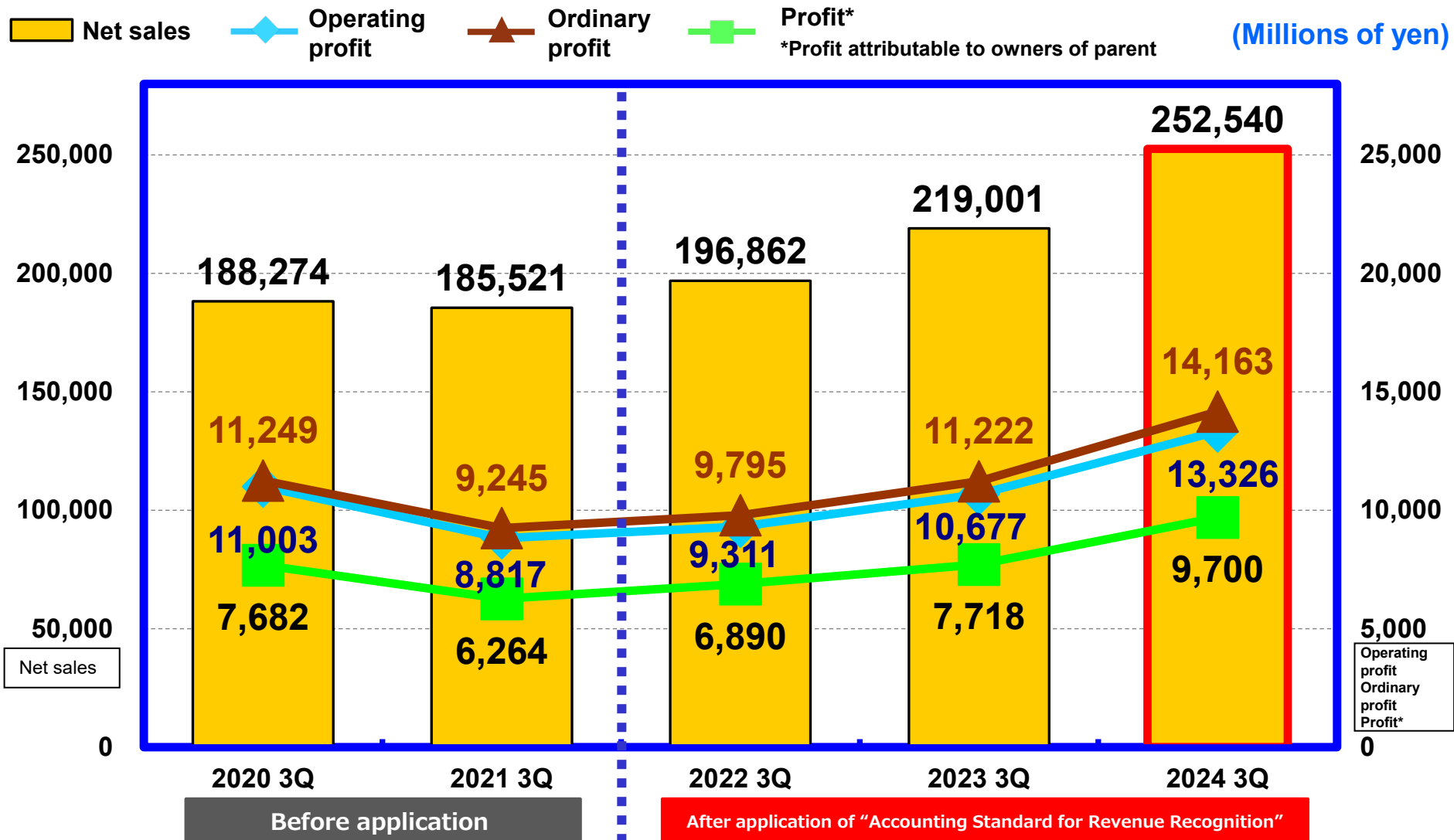
(Millions of yen)

	Consolidated		Non-Consolidated	
	Amount	Change to Last year	Amount	Change to Last year
Net sales	252,540	+15.3%	220,887	+14.9%
Operating profit	13,326	+24.8%	11,525	+32.5%
Ordinary profit	14,163	+26.2%	11,921	+31.1%
Profit*	9,700	+25.7%	8,306	+30.0%

*Profit attributable to owners of parent

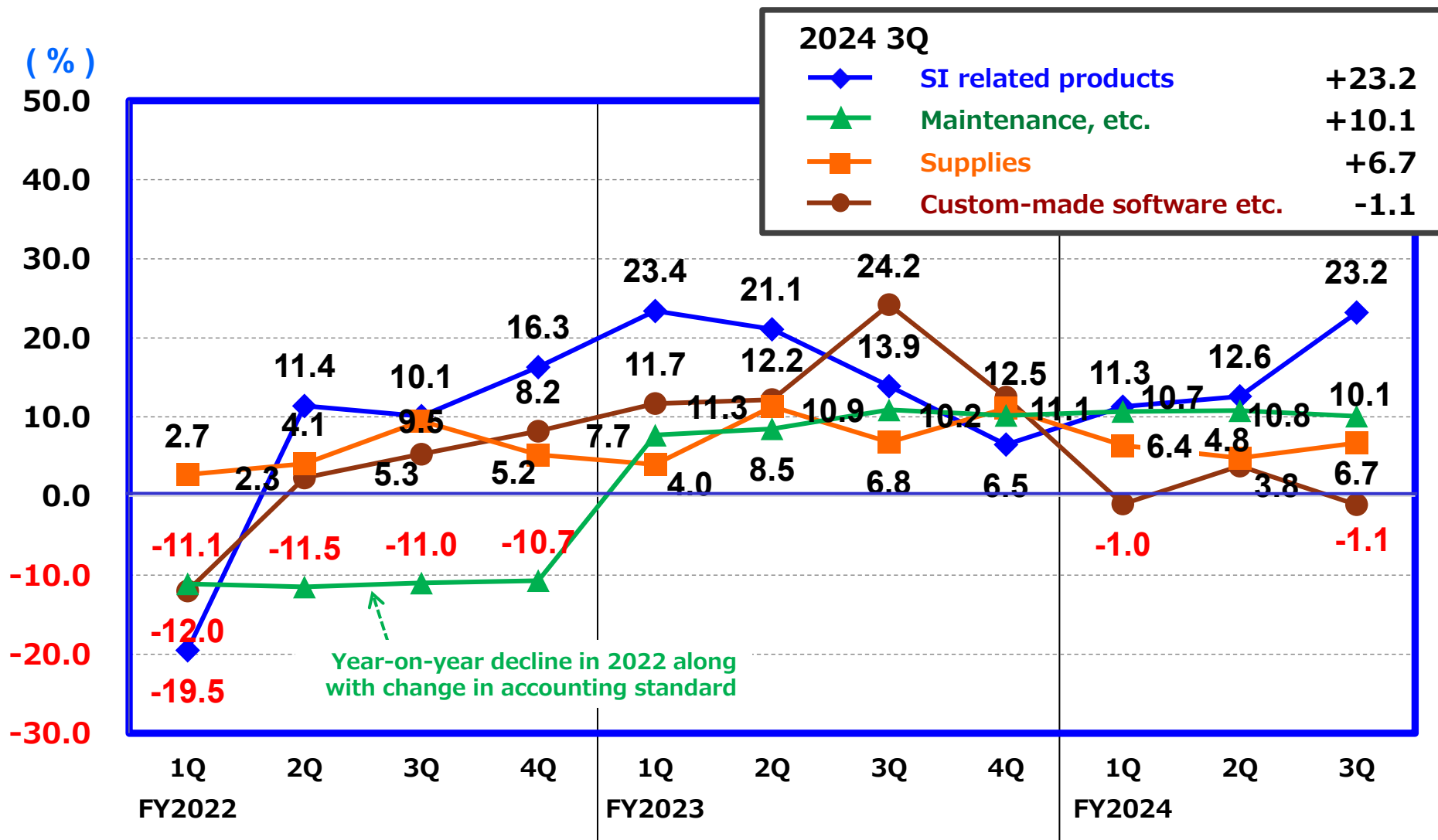
Net sales and Profits, July – September

Consolidated



Non-Consolidated

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



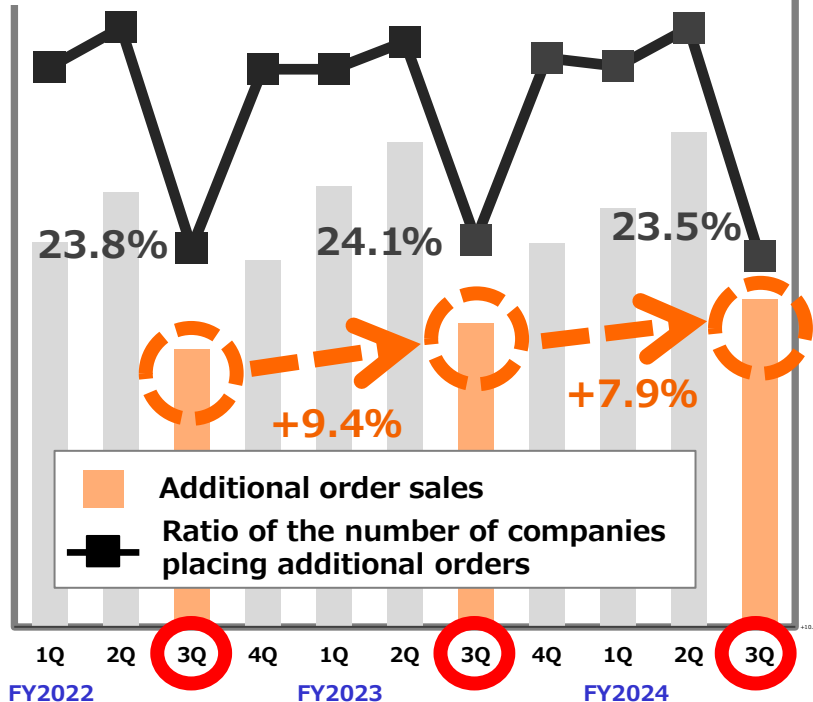
Status of Orders

【State of Additional Orders】

Value of orders received and number of corporate customers in the current quarter as a percentage of customers who conducted transactions with Otsuka in the previous quarter

* Calculated excluding ongoing transactions such as supply and maintenance

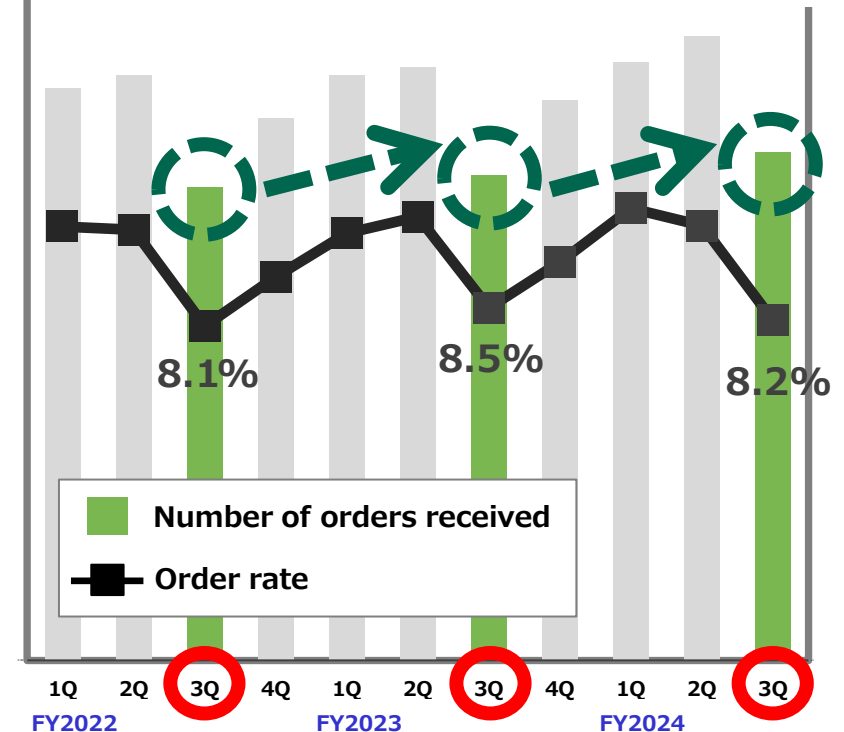
The value of additional orders received continuously increasing although the composition ratio of companies has remained level



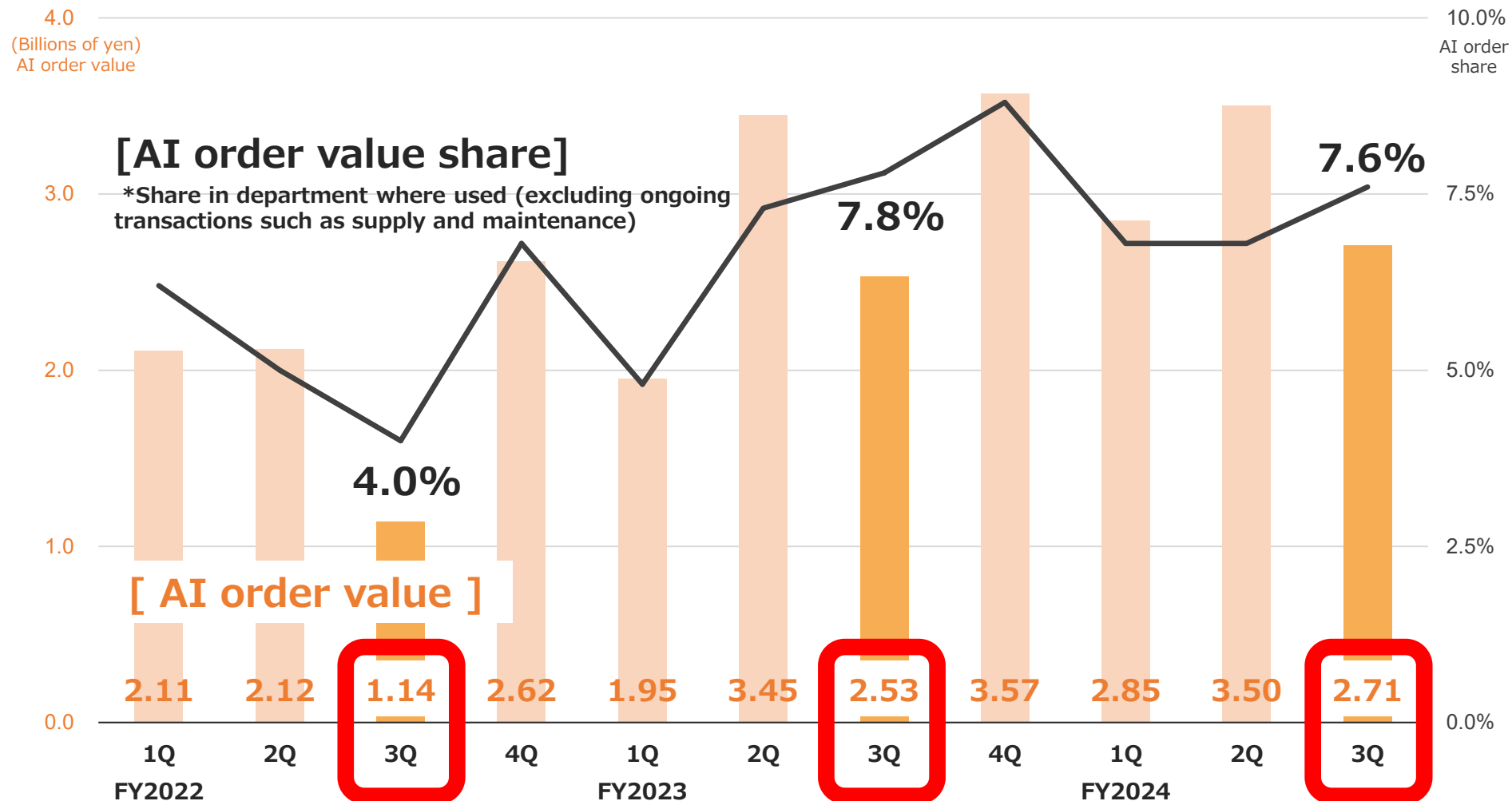
【Overall number of orders and order rate】

Order rate = Number of orders received ÷ Number of negotiations

Order rate at the same high level as recorded in the previous year. Number of new orders increased



Support Sales Activities through AI



OTSUKA CORPORATION for the Entire Office

Office equipment

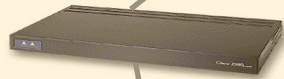
FAX



COPIER



LINE



GATEWAY

internet
(ASP / Web Services)

Supplies



MRO

Electric power



LED

BEMS

VC



Communication lines and
Internet related products

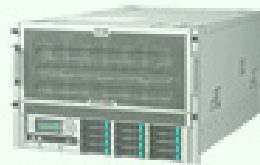
PBX

KT

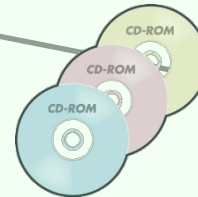
Voice communication
system



SERVER



SOFTWARE



PC

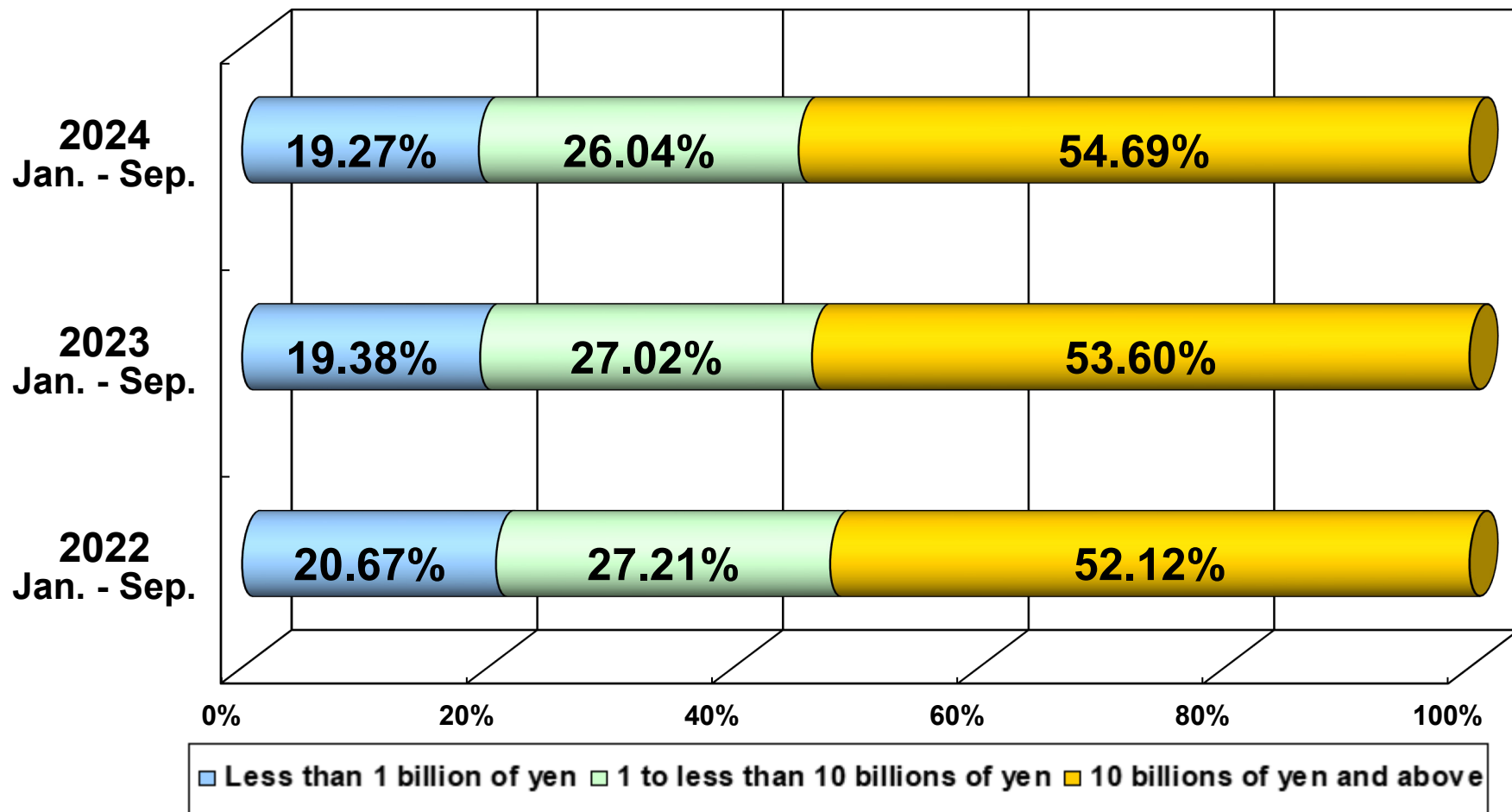
TABLET

Computer system



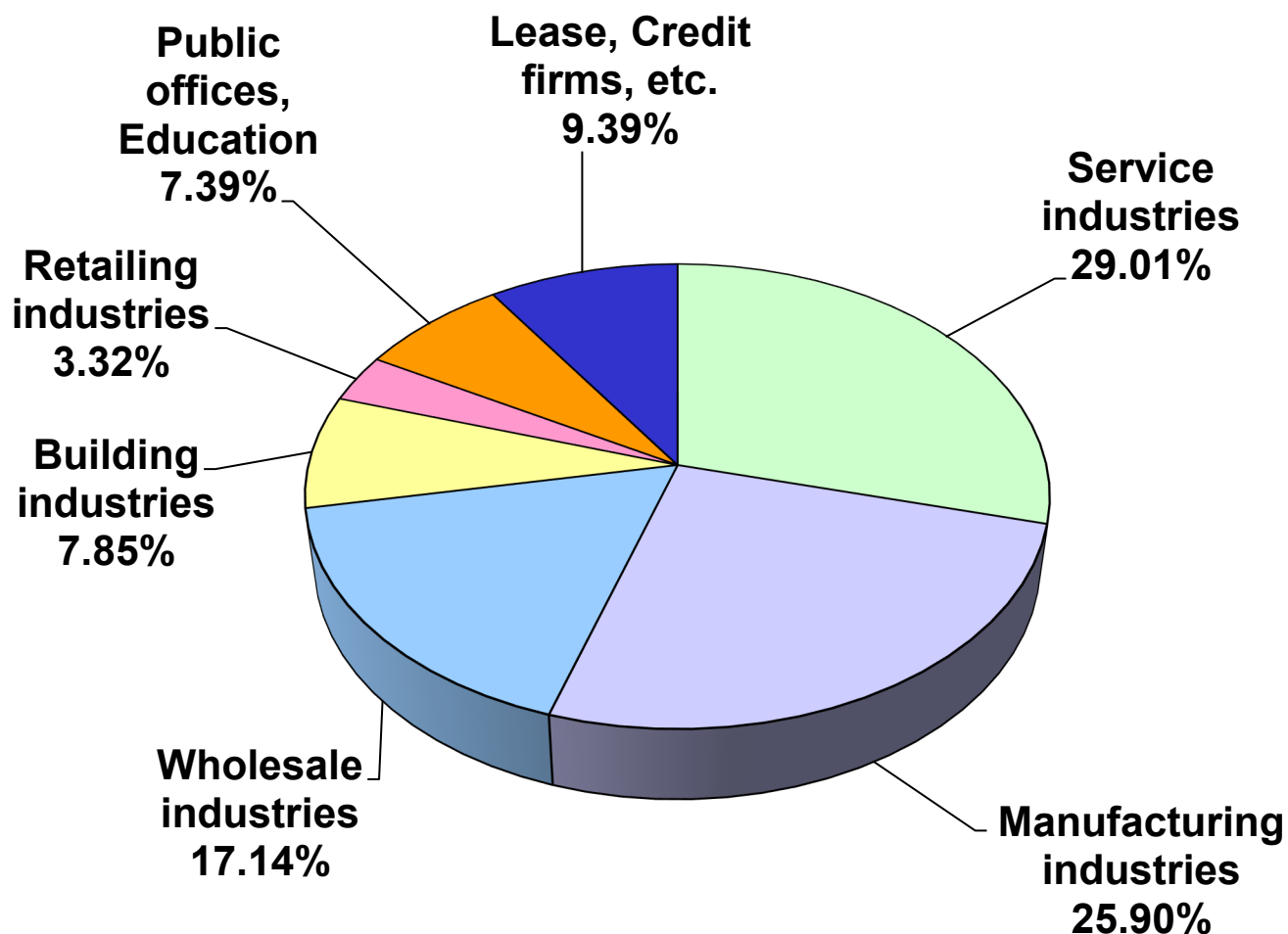
Non-Consolidated

Net sales structure on customers' total annual business scale



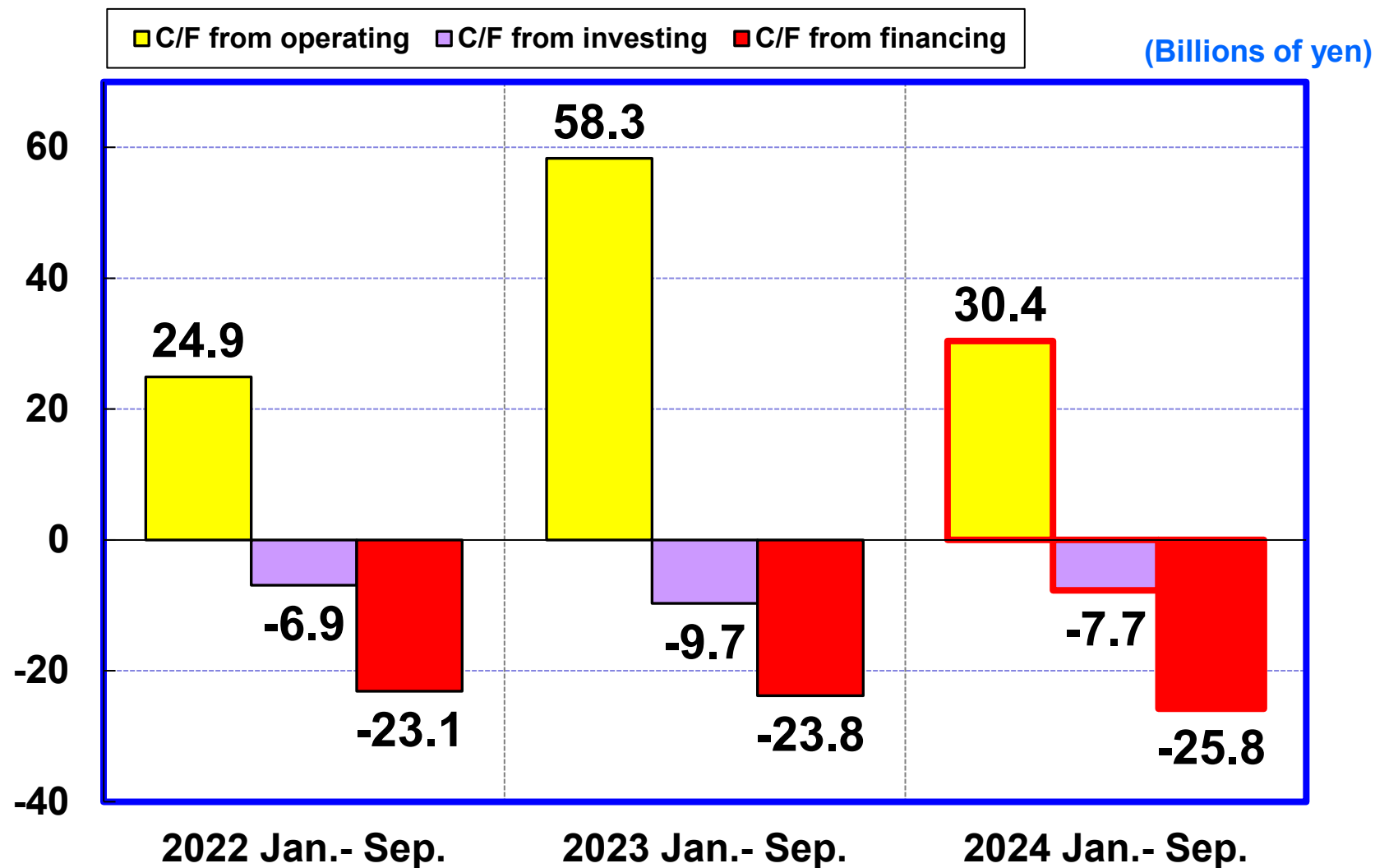
Sales breakdown by customers' type of industry

2024 Jan. – Sep.



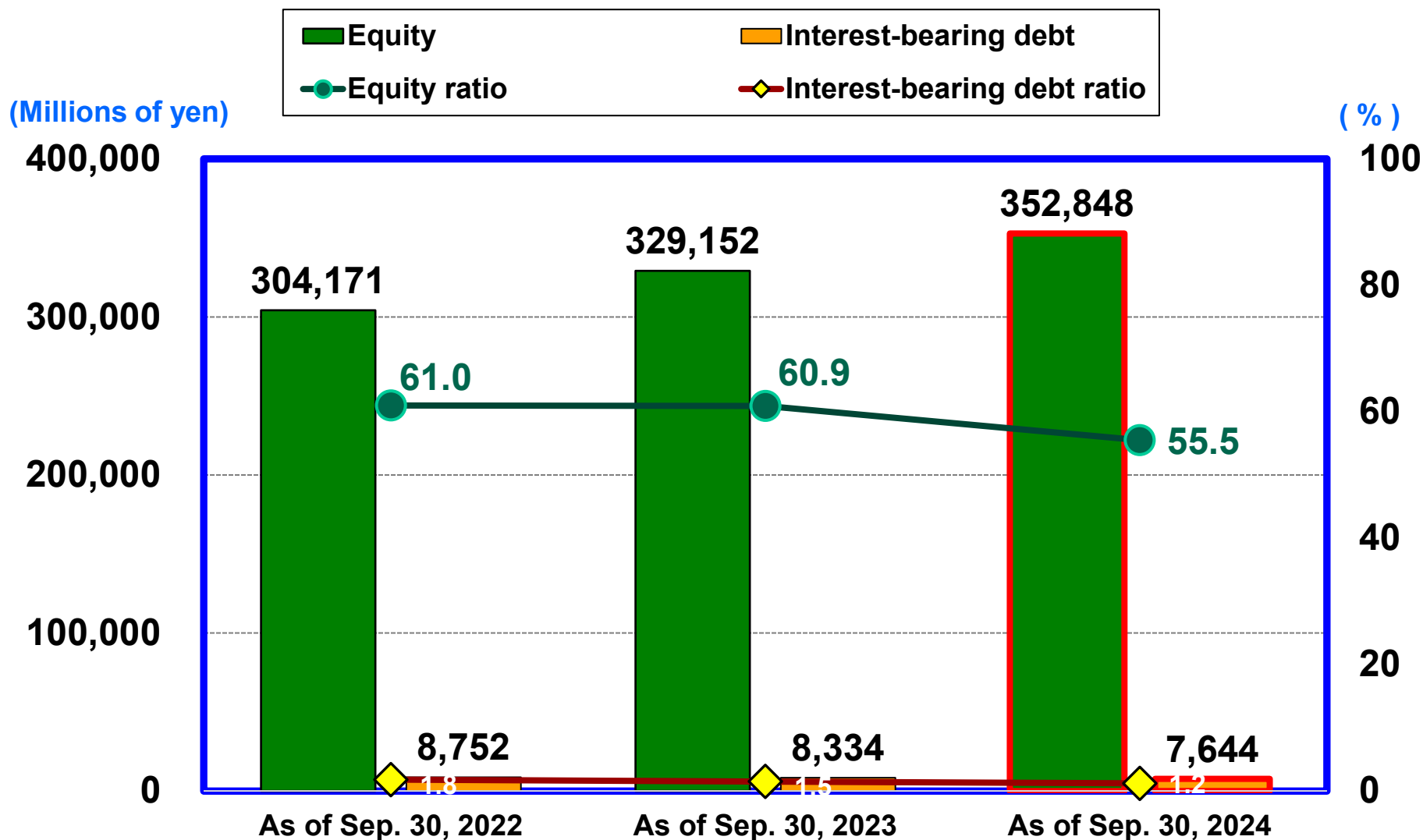
Consolidated

Cash flows



Consolidated

Equity and Interest-bearing debt



Key strategic business

<Amount of Sales>

(Millions of yen)

	2022 Jan. – Sep.	2023 Jan. – Sep.		2024 Jan. – Sep.			2024 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”	136,147	146,517	+7.6%	154,973	+8,455	+5.8%	51,125	+3,206	+6.7%
SMILE	9,285	12,373	+33.3%	11,508	-865	-7.0%	3,202	-487	-13.2%
ODS	41,232	43,202	+4.8%	43,936	+733	+1.7%	10,830	-170	-1.5%
OSM	66,428	81,076	+22.0%	97,359	+16,283	+20.1%	31,579	+3,888	+14.0%

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

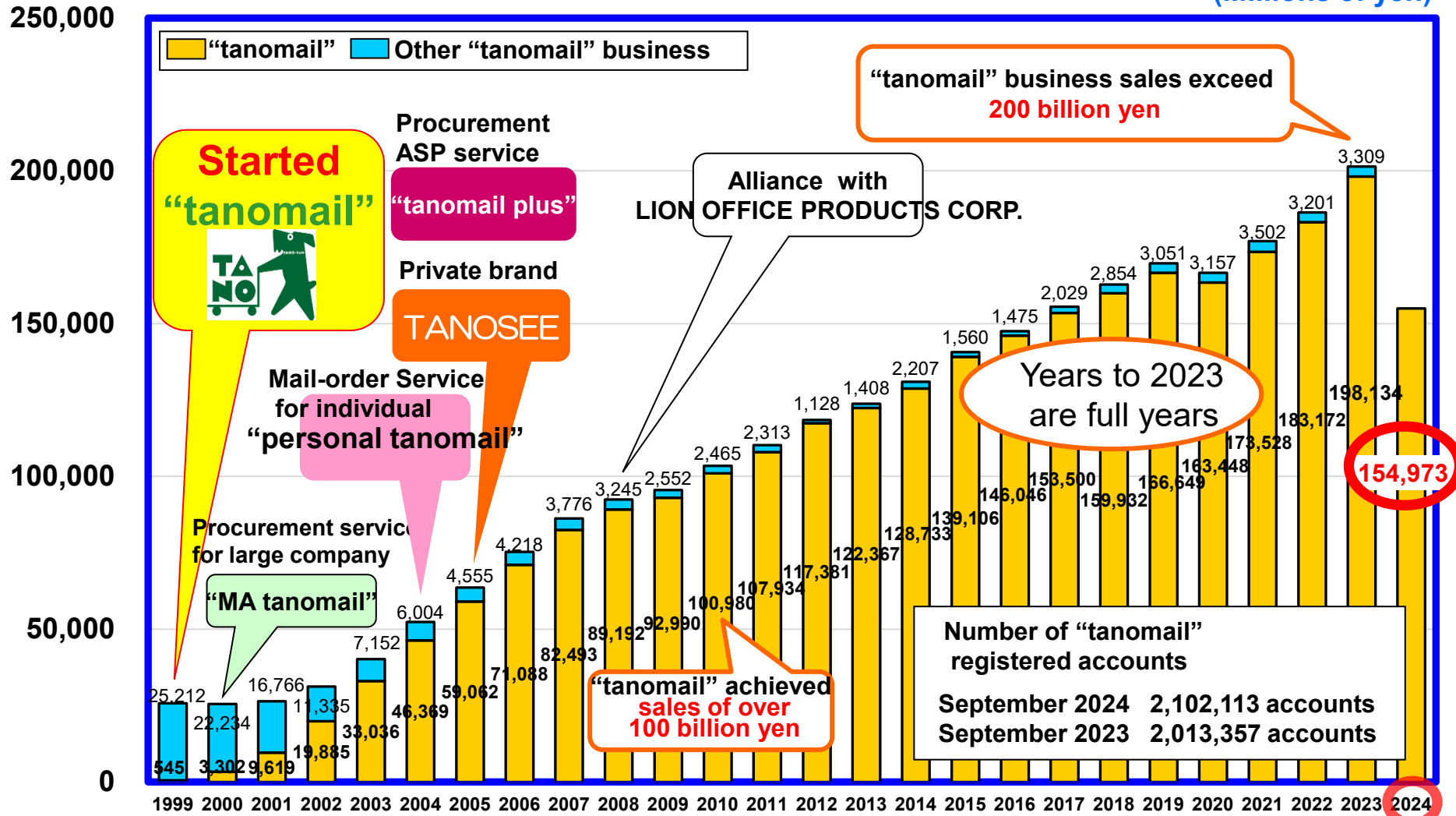
<As reference: Number of Sales>

(Units)

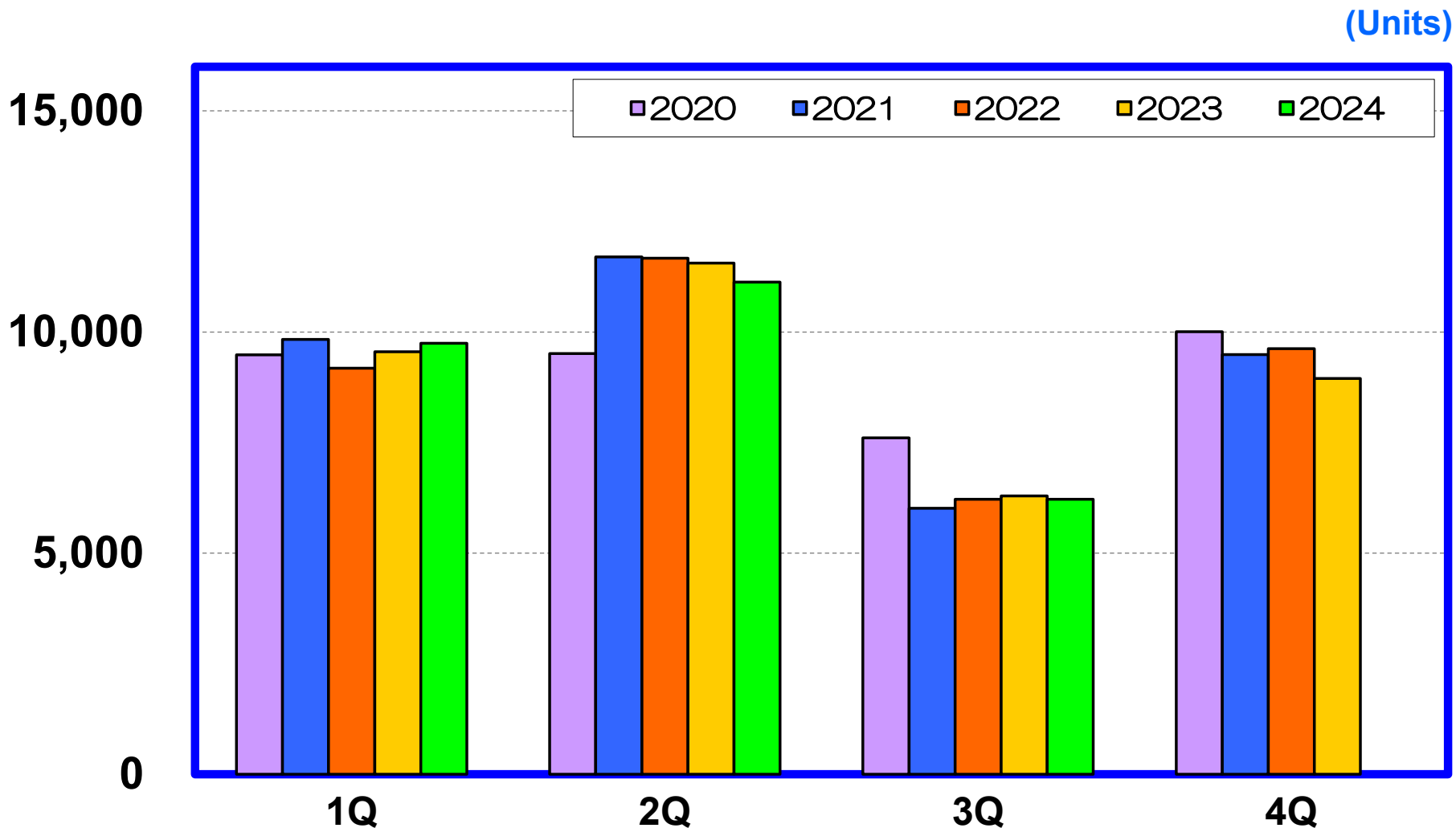
Copier	27,074	27,406	+1.2%	27,089	-317	-1.2%	6,216	-81	-1.3%
(of which Color copier)	26,570	26,743	+0.7%	26,521	-222	-0.8%	6,086	-102	-1.6%
Server	15,280	16,446	+7.6%	14,075	-2,371	-14.4%	3,866	-610	-13.6%
PC	820,910	889,903	+8.4%	1,010,168	+120,265	+13.5%	331,787	+83,991	+33.9%
Client Total	891,845	928,701	+4.1%	1,054,515	+125,814	+13.5%	337,103	+78,596	+30.4%

Annual sales transition of “tanomail”

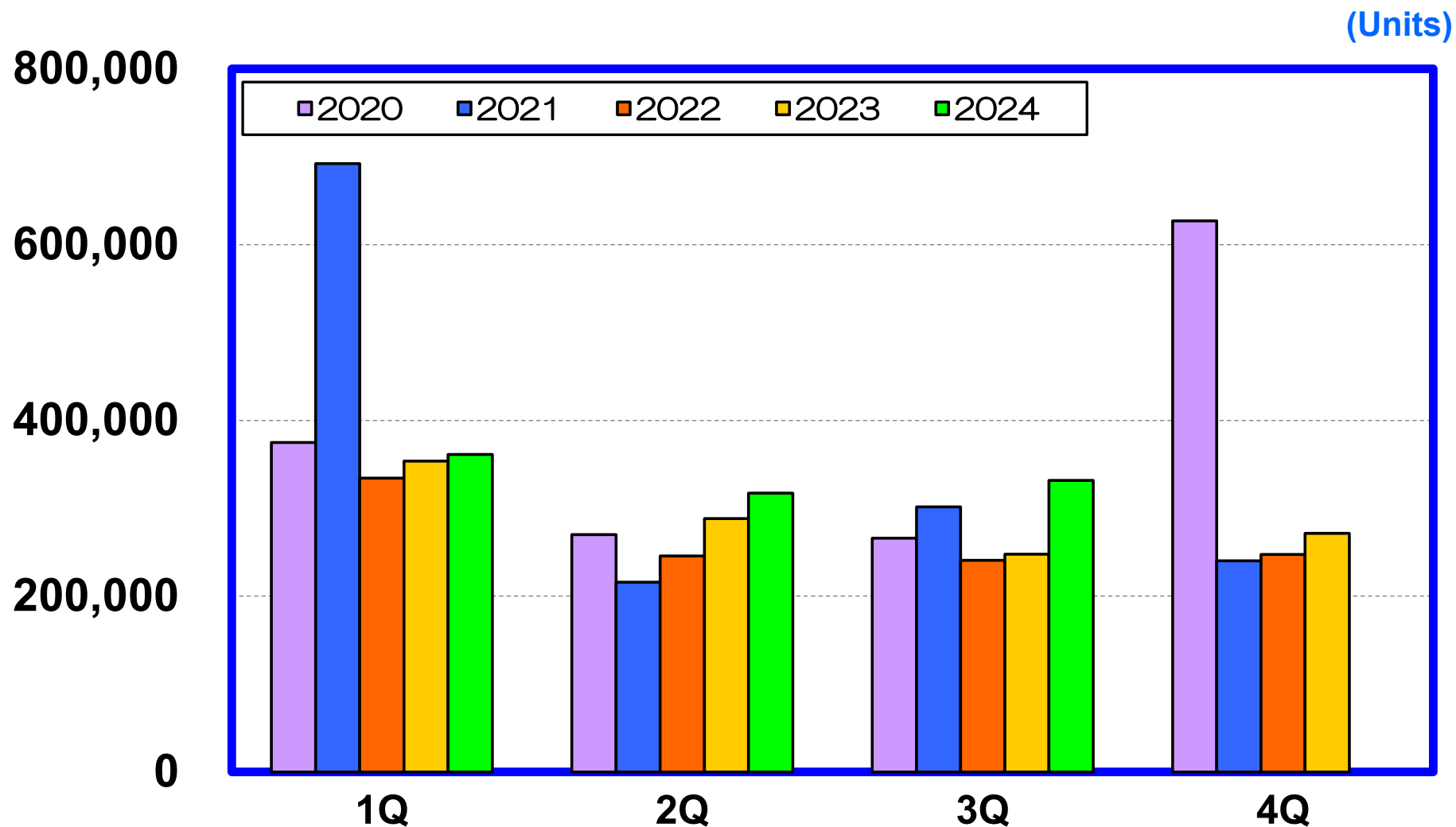
(Millions of yen)



Quarterly Number of Copiers Sold



Quarterly Number of PCs Sold



Summary of 3Q 2024 (July~September)

- **Increases in sales and profits for 10 consecutive quarters. All categories achieved new record highs.***

*Increase in each profit category for the first time in five years since 2019 (Windows 7 EOS & consumption tax increase)

- **Other solutions covered the reactionary decline in 3Q following firm demand for invoices and other items in the previous year.**

SI business : High growth in sales with an increase of 19.7%

S&S business : Sales trended firmly with an increase of 8.5%

- **PC sales are favorable.***

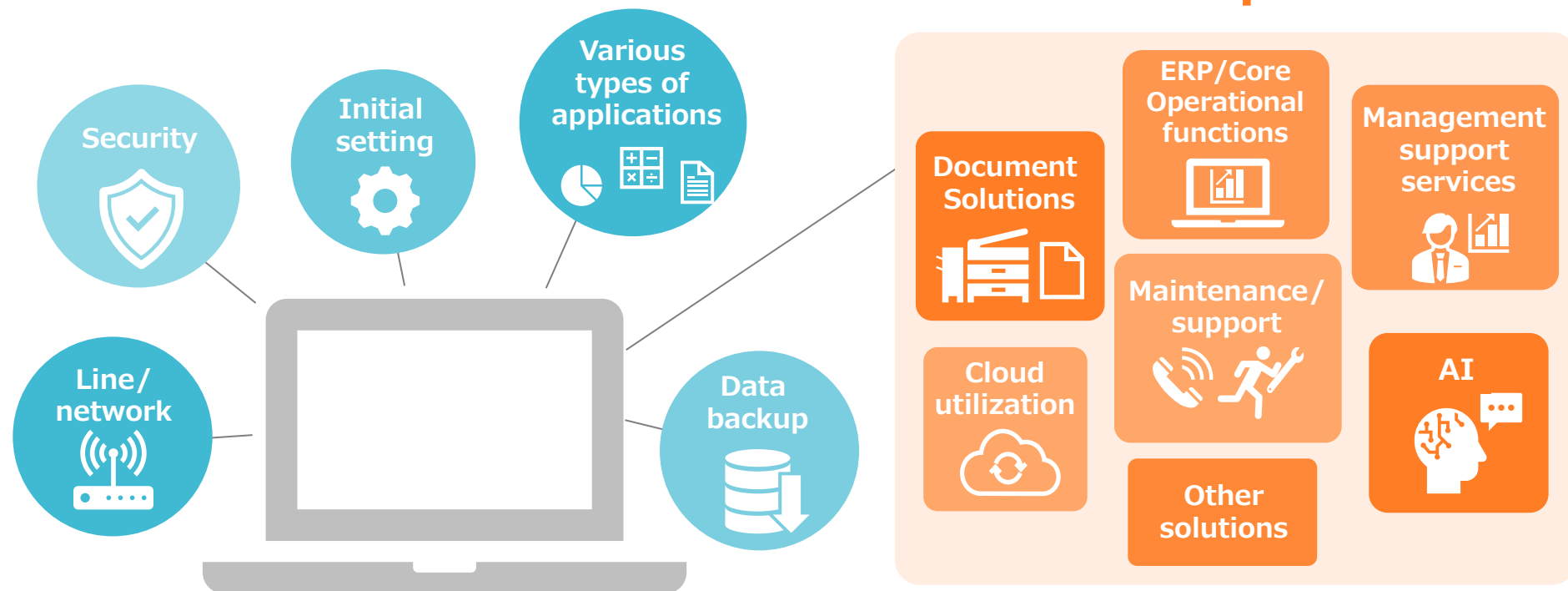
Signs of replacement of machines for teleworking that were introduced at the beginning of the COVID-19 pandemic and of replacement of Windows 10 EOS.

*Number of Sales:

2.1% increase in 1Q 2024 → 10.0% increase in 2Q → **33.9% increase in 3Q**

Entire Office Starting with PCs

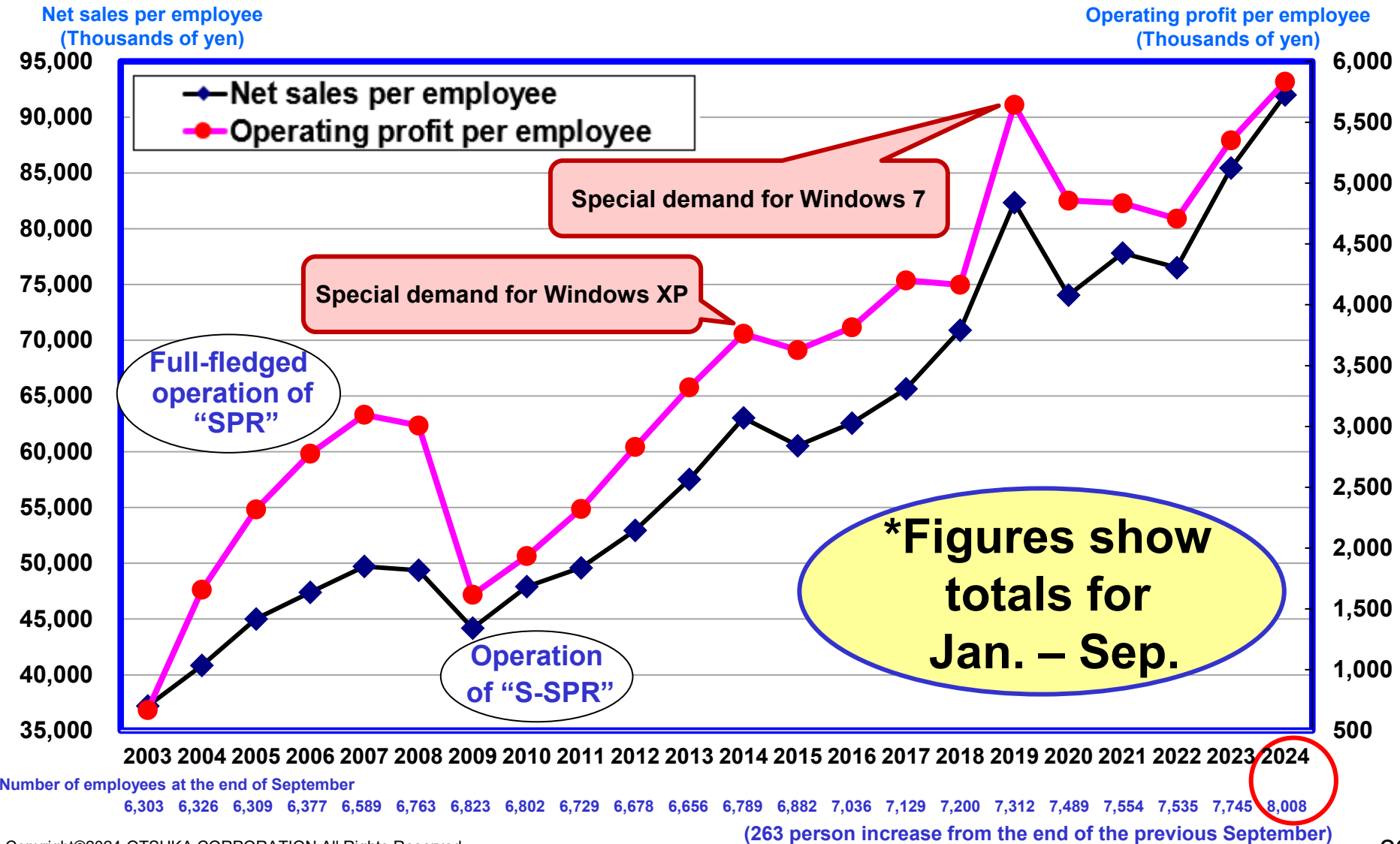
From “PC problems” >>> to “**solving issues across entire business operations**”



**Strengthening relationships
with customers when replacing PCs**

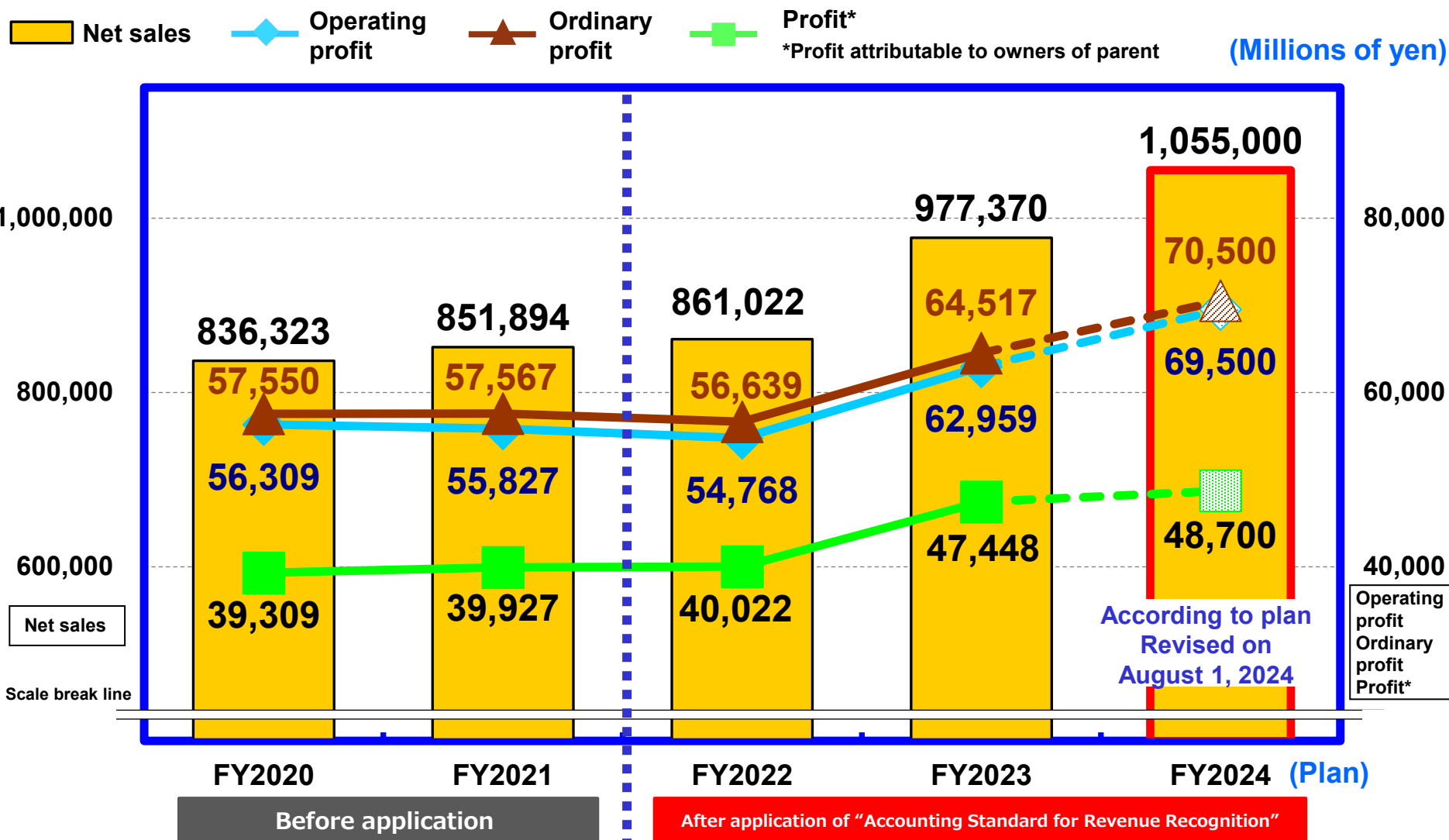
Non-Consolidated

Change of Net sales per employee and Operating profit per employee



Consolidated

Plans of Net sales and profit





Cautionary statement

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