

Fiscal year ending December 2025
First three months
(January – March)
Business Results

April 30, 2025

OTSUKA CORPORATION

Key Points for 1Q 2025

Consolidated net sales

315.5 billion yen

Compared with previous year **+18.3%**

Consolidated operating Profit

21.1 billion yen

Compared with previous year **+22.8%**

Profit attributable to owners of parent

14.4 billion yen

Compared with previous year **+24.1%**

Consolidated/Non-Consolidated

Sales and each profit category **reached new record highs for the third consecutive year.**

POINT 1

Amount of sales increase approaches **50 billion yen.**

Sales **increase of 48.8 billion yen** was the largest quarterly increase ever recorded. Quarterly sales also reached an all-time high.

POINT 2

PC sales volume **increased 51.2%** compared with the previous year.

We seized Windows 10 EOS upgrade demand and have recorded year-on-year increases in PC sales volume for 10 consecutive quarters.

POINT 3

Accumulated Business is steadily growing.

Supply and maintenance services also trending firmly. Aiming for stable growth and increased productivity and ensuring this leads to further expansion.

Summary of Business Results, January - March, 2025

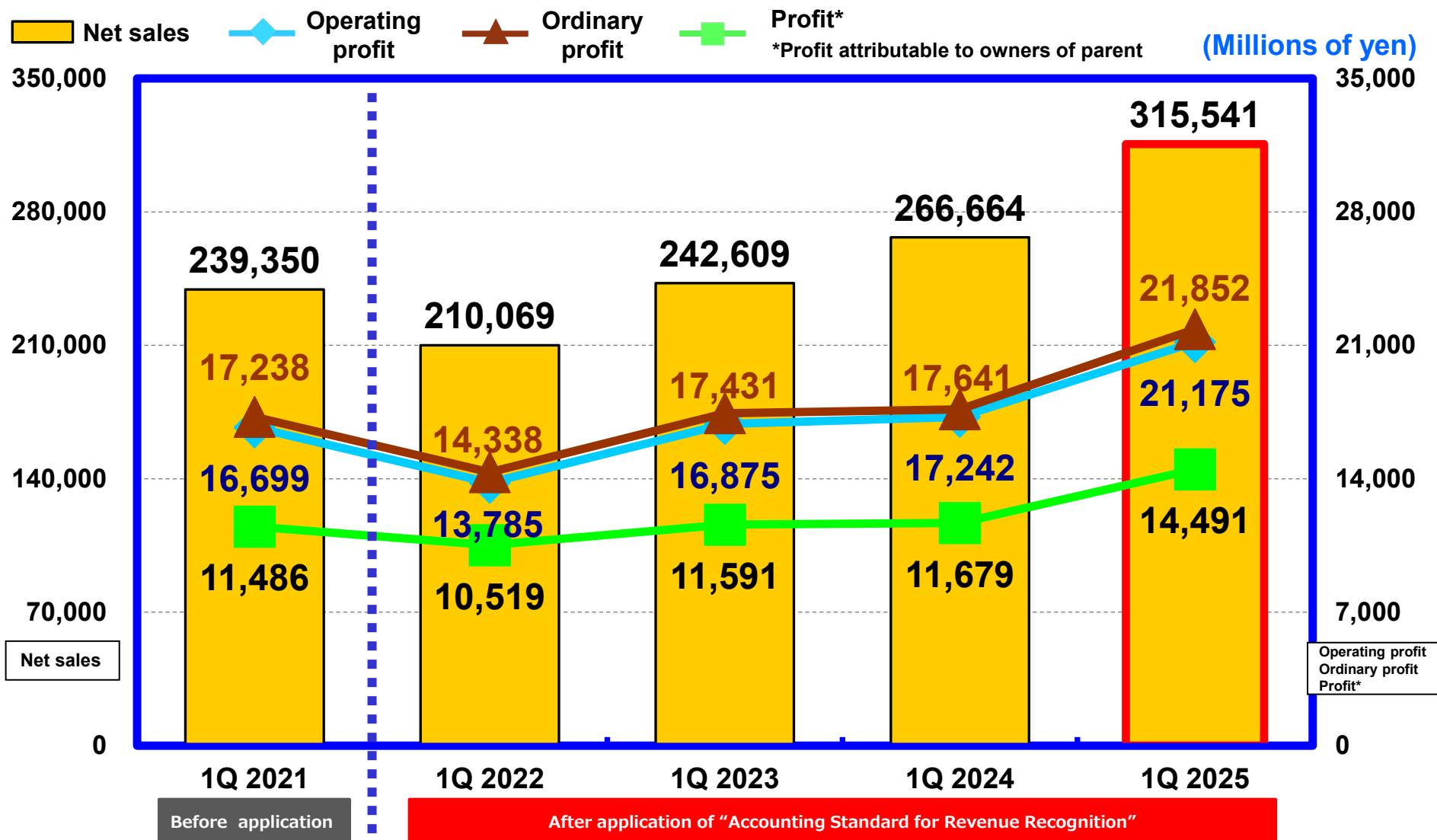
(Millions of yen)

	Consolidated		Non-Consolidated	
	Amount	Change to Last year	Amount	Change to Last year
Net sales	315,541	+18.3%	279,618	+17.1%
Operating profit	21,175	+22.8%	18,975	+24.8%
Ordinary profit	21,852	+23.9%	21,352	+27.4%
Profit*	14,491	+24.1%	14,942	+28.3%

*Profit attributable to owners of parent

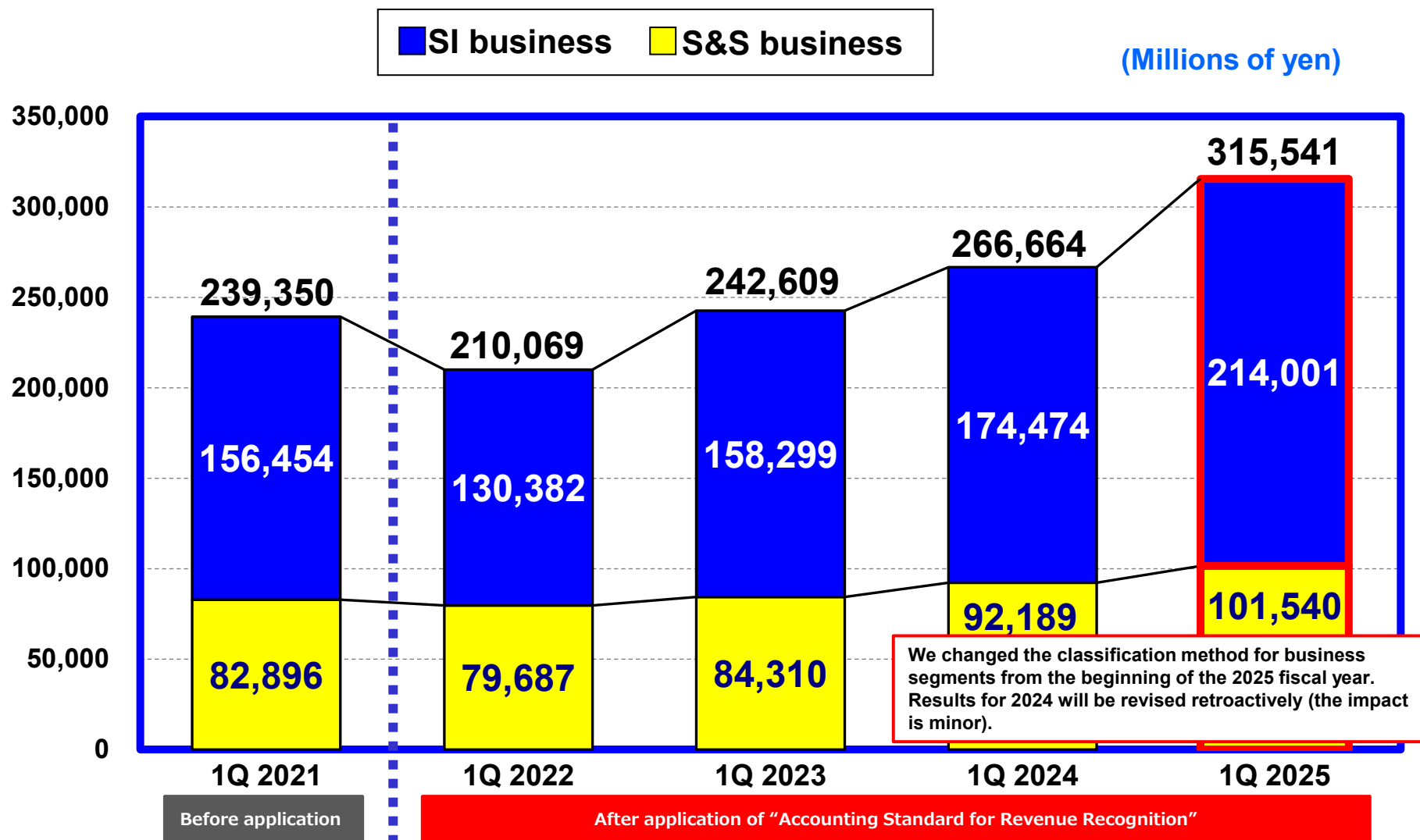
Consolidated

Net sales and Profits

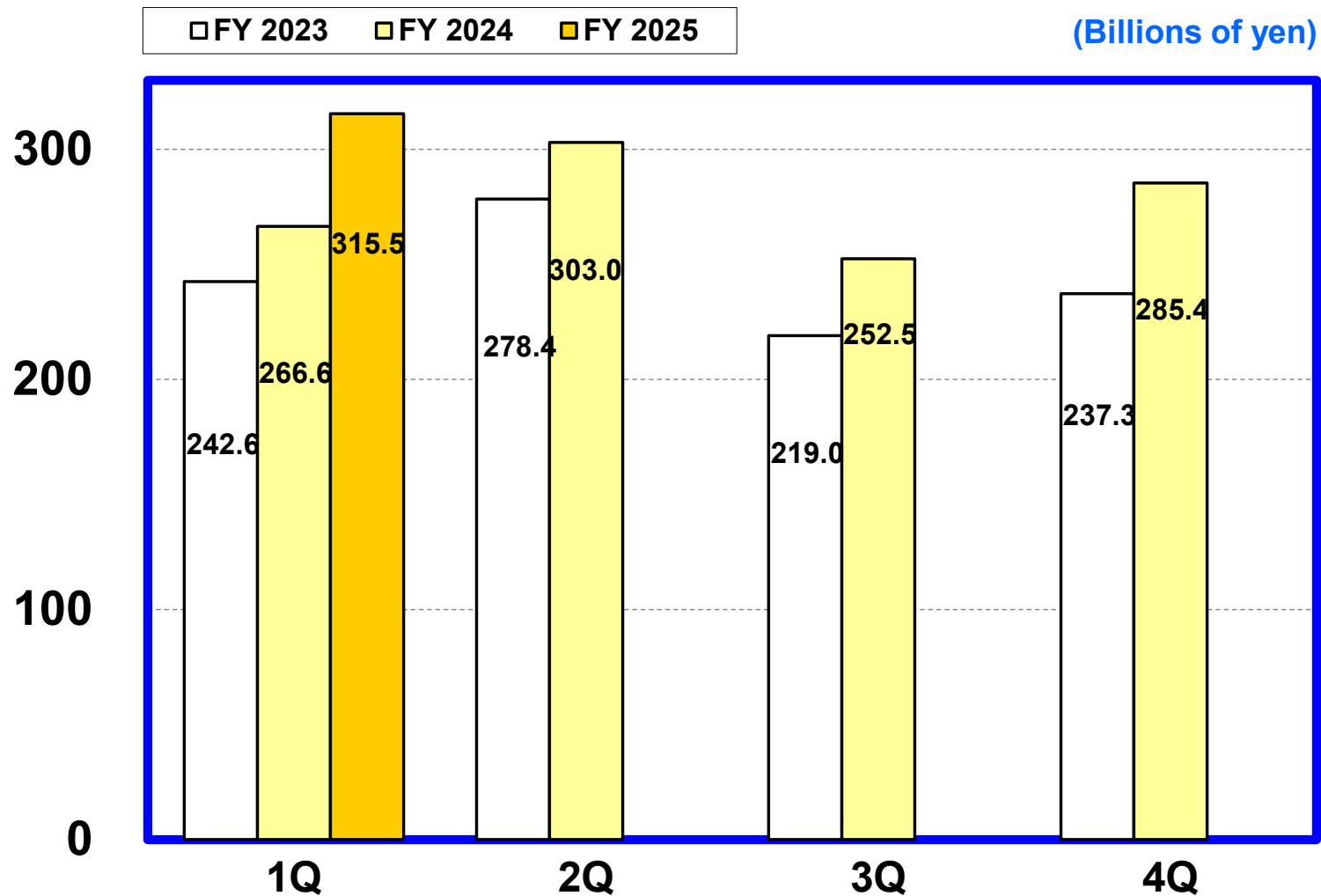


Consolidated

Net sales by segments

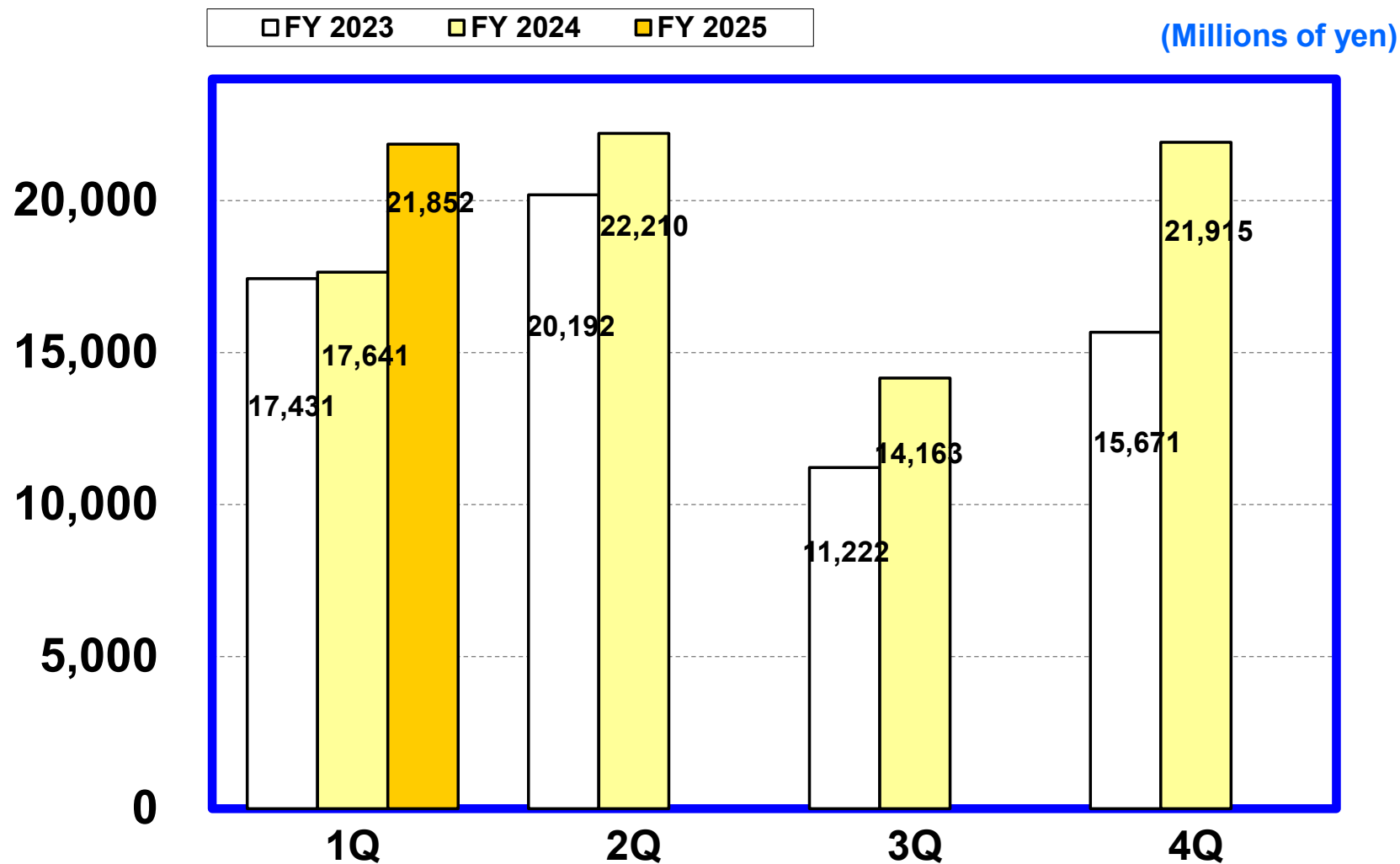


Quarterly change of Net sales

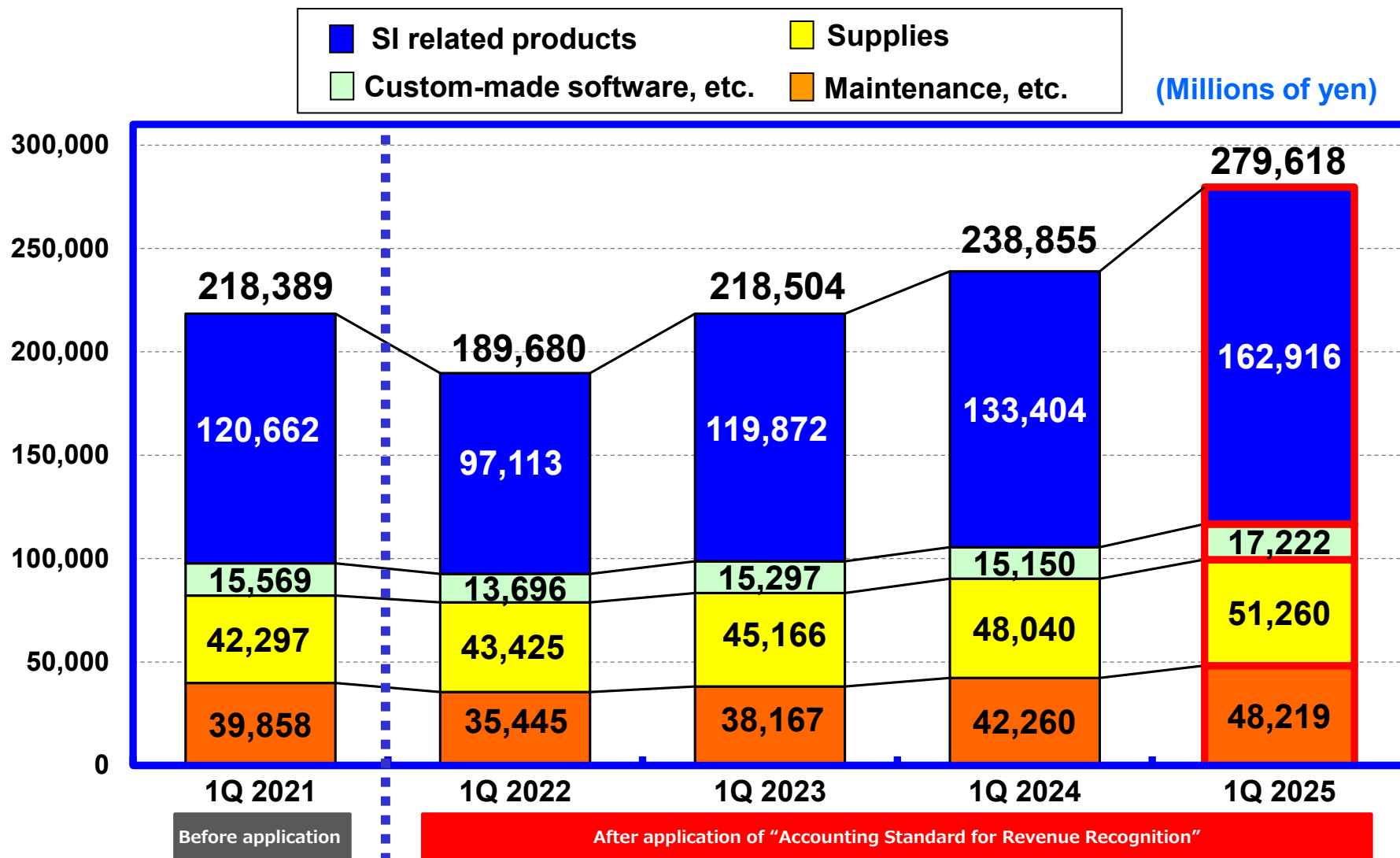


Consolidated

Quarterly change of Ordinary profit

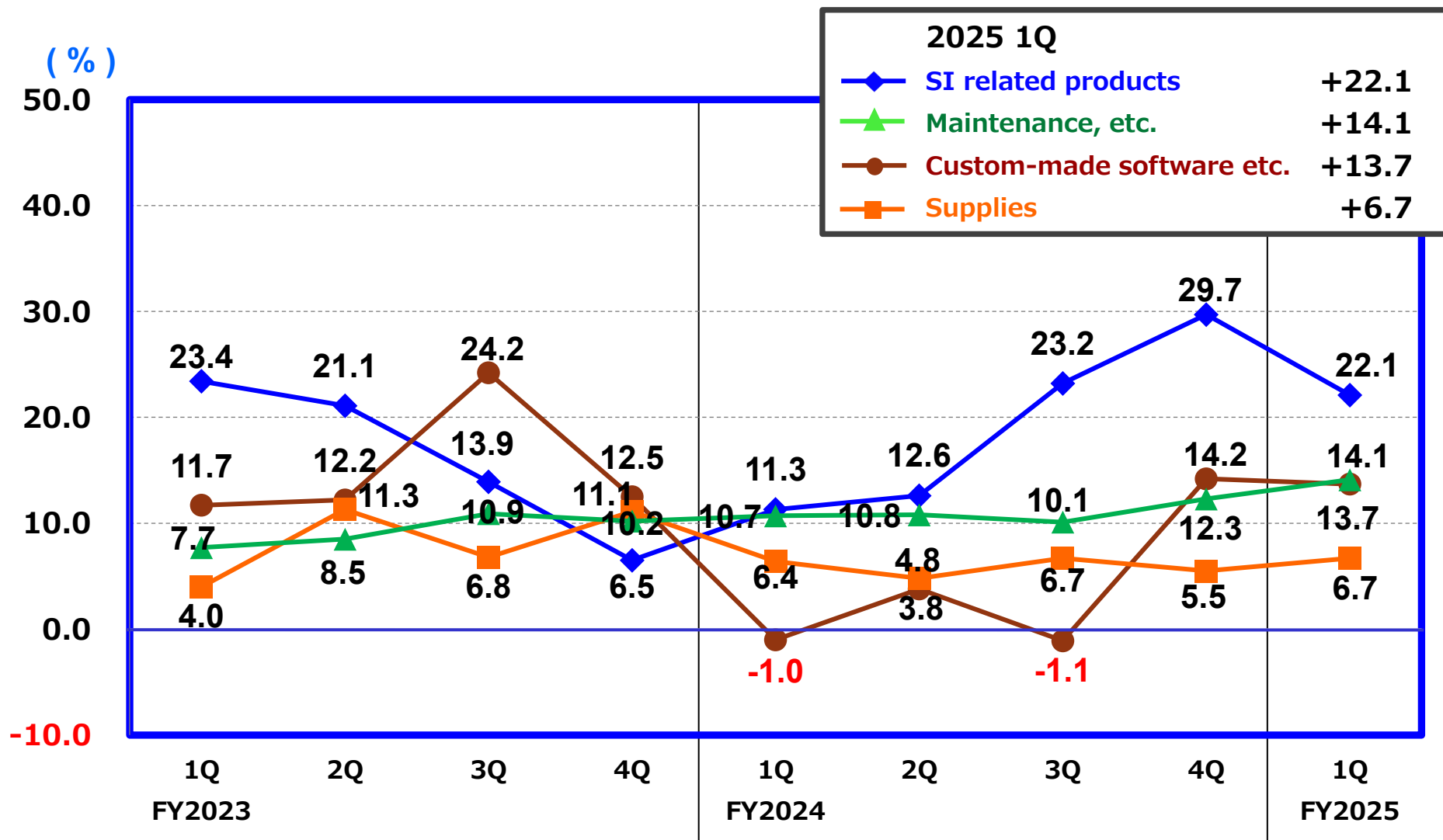


Net sales by 4 segments



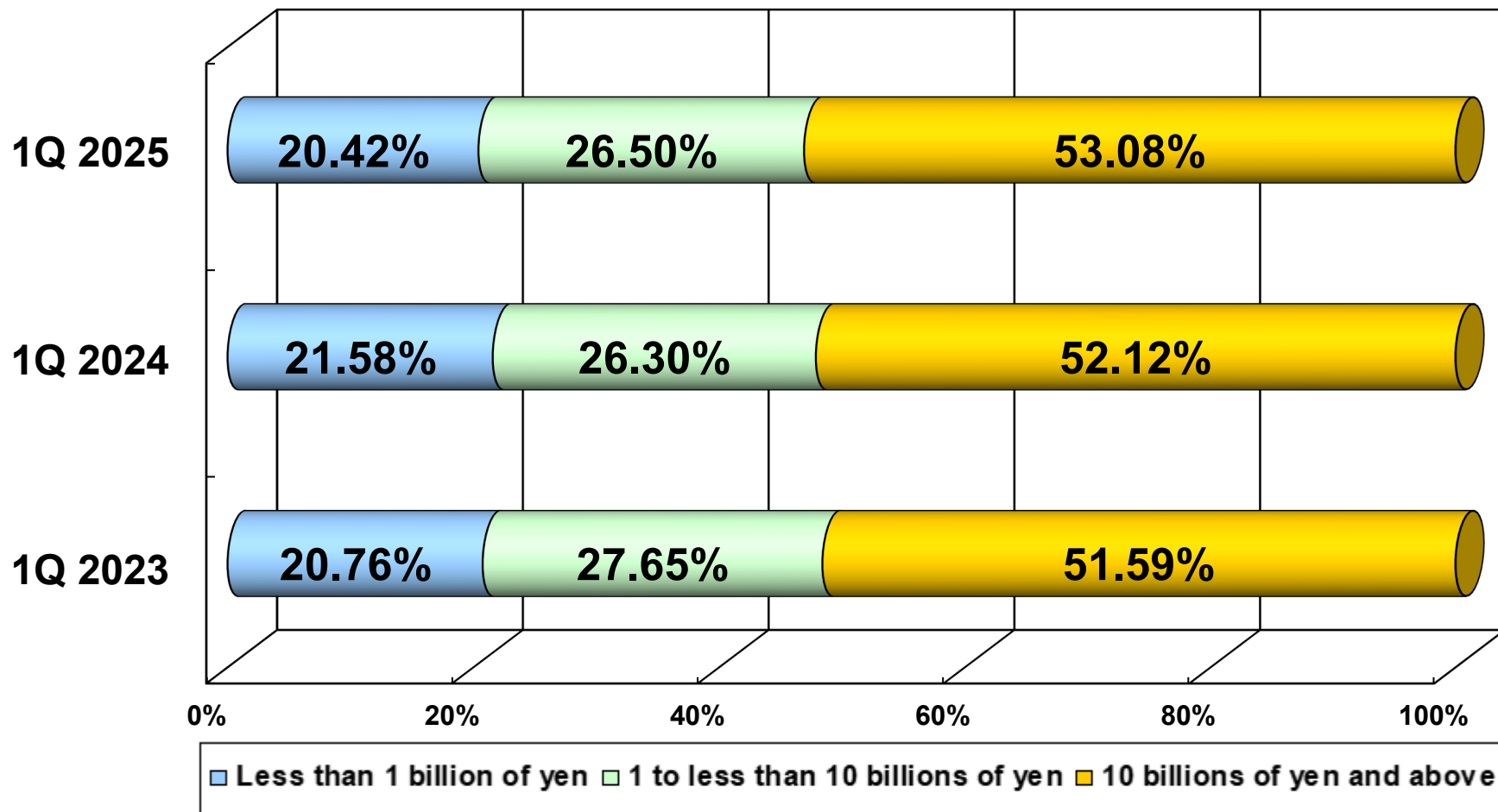
Non-Consolidated

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



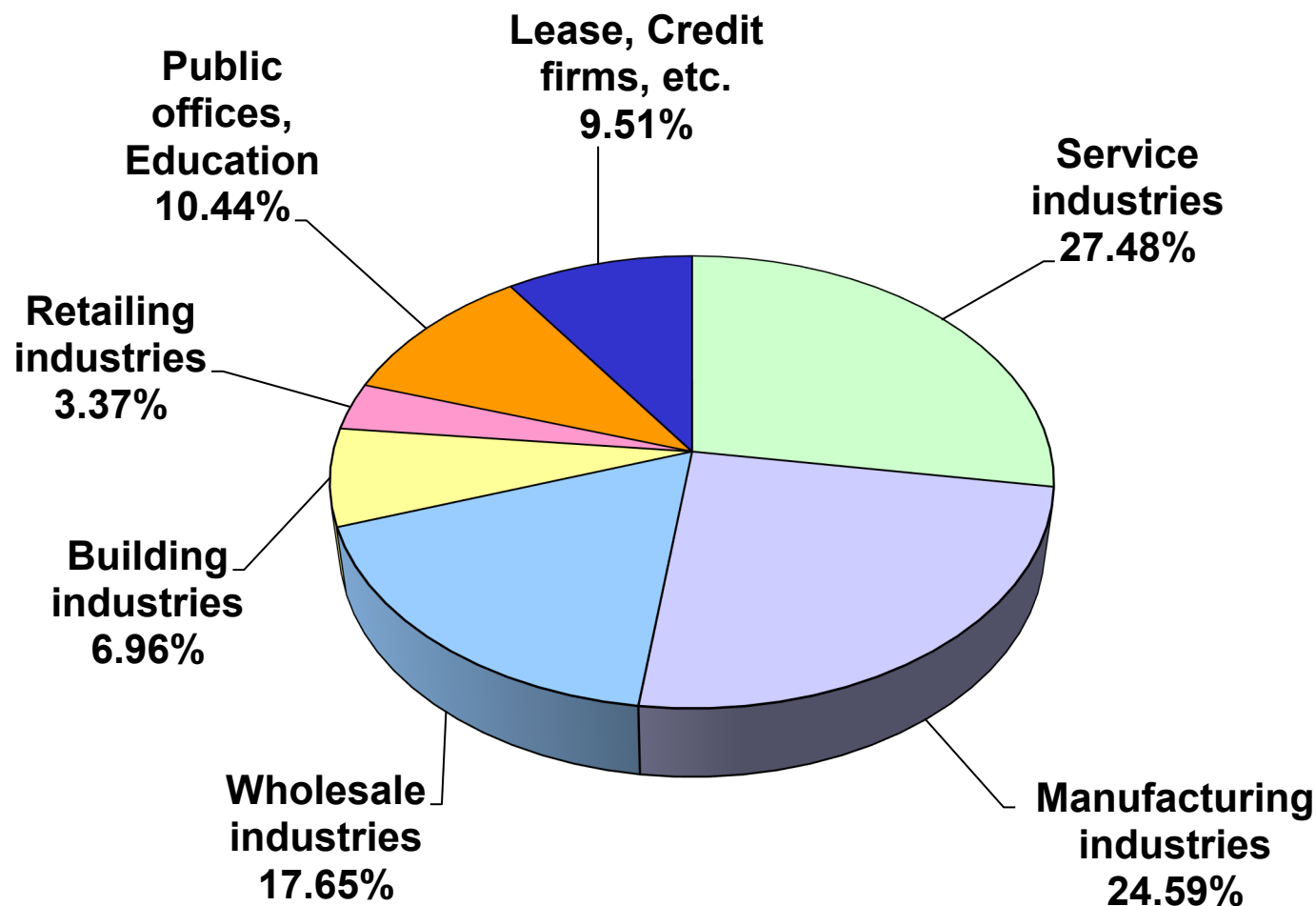
Non-Consolidated

Net sales structure on customers' total annual business scale



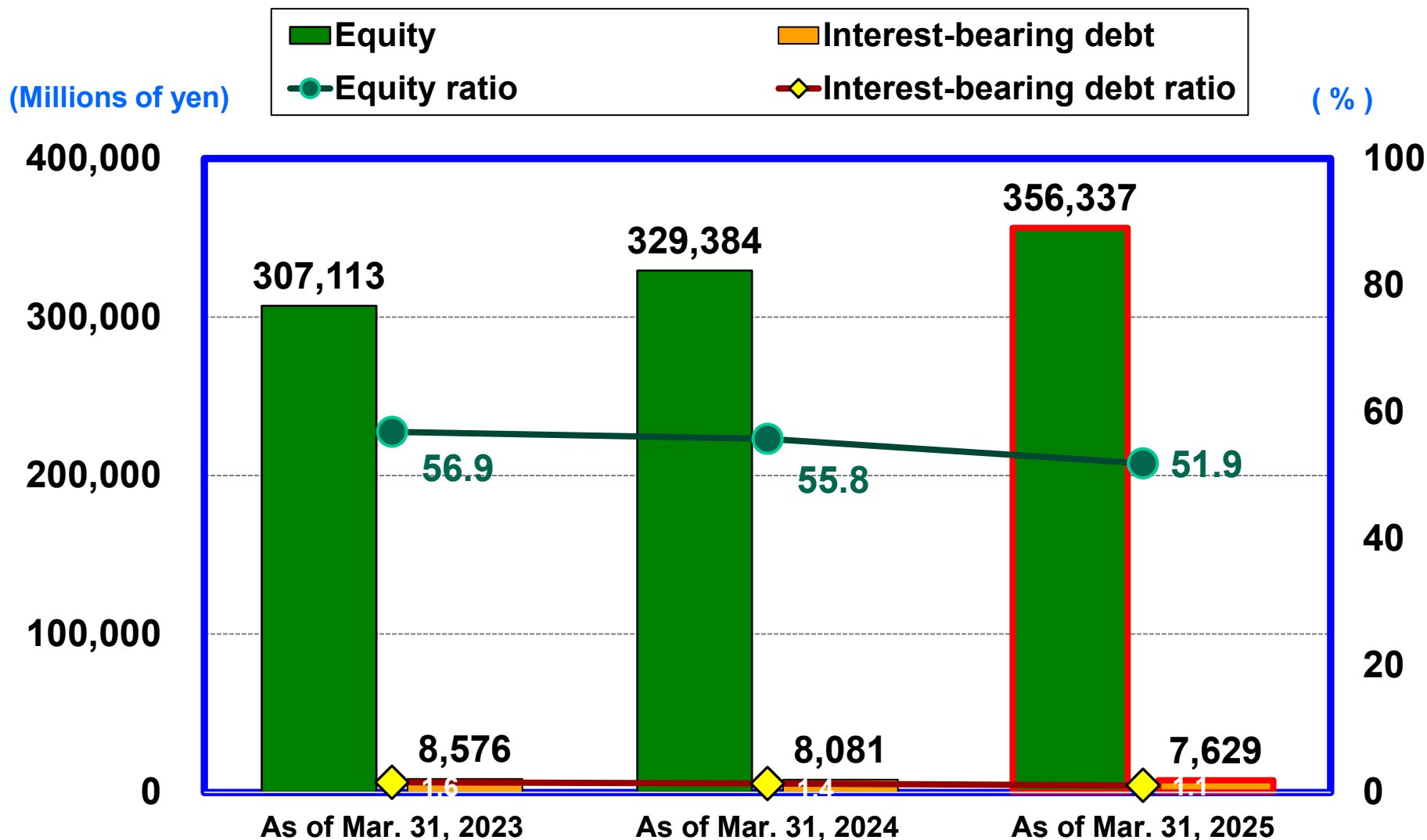
Sales breakdown by customers' type of industry

1Q 2025



Consolidated

Equity and Interest-bearing debt



Key strategic business

<Amount of Sales>

(Millions of yen)

	1Q 2023	1Q 2024		1Q 2025		
	Amount	Amount	Change to Last year	Amount	Difference to Last year	Change to Last year
“tanomail”	48,693	51,654	+6.1%	55,527	+3,872	+7.5%
SMILE	3,771	3,283	-12.9%	3,753	+470	+14.3%
ODS	15,122	15,362	+1.6%	15,076	-286	-1.9%
OSM	24,869	31,366	+26.1%	34,995	+3,629	+11.6%

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

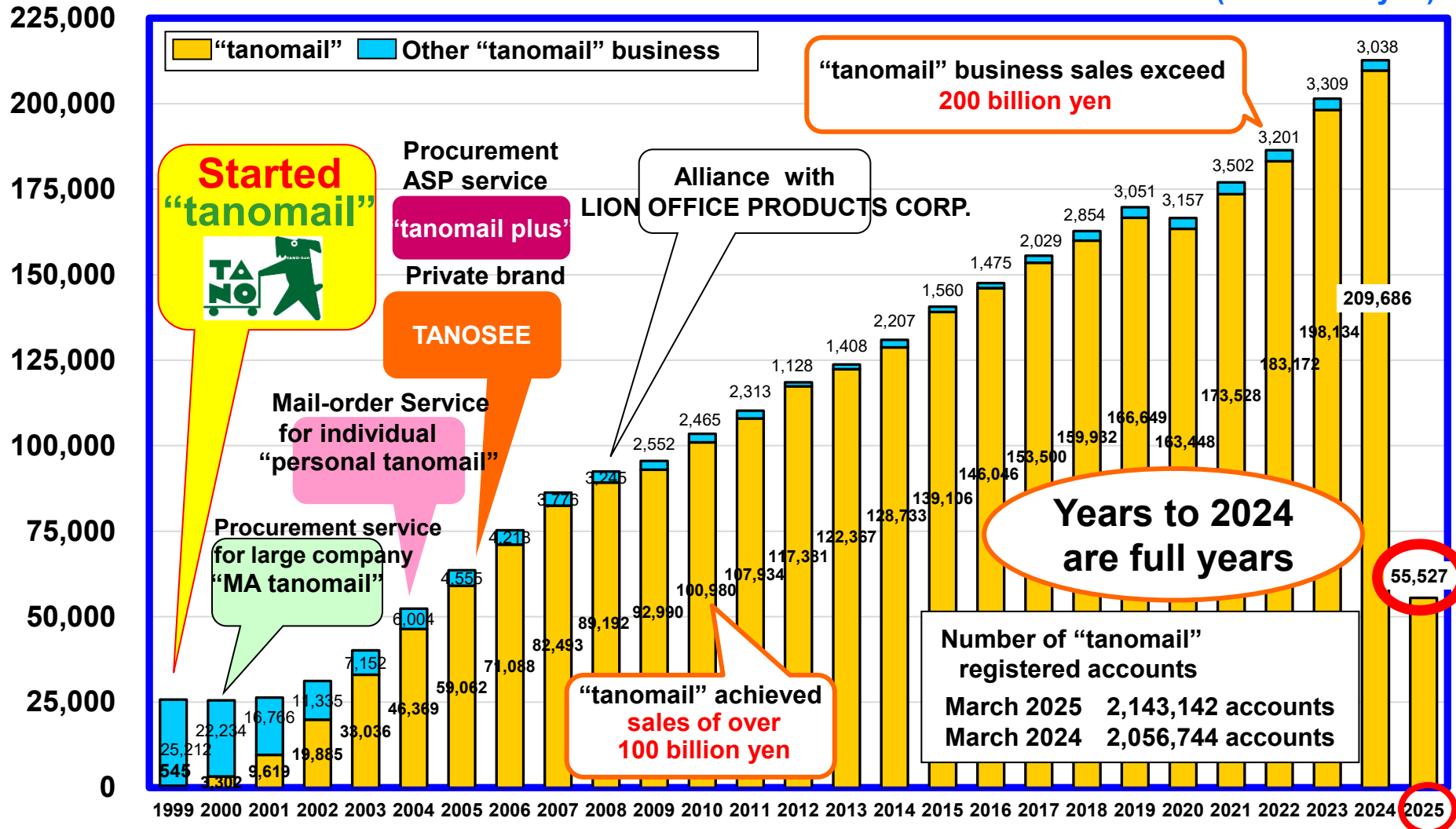
<As reference: Number of Sales>

(Units)

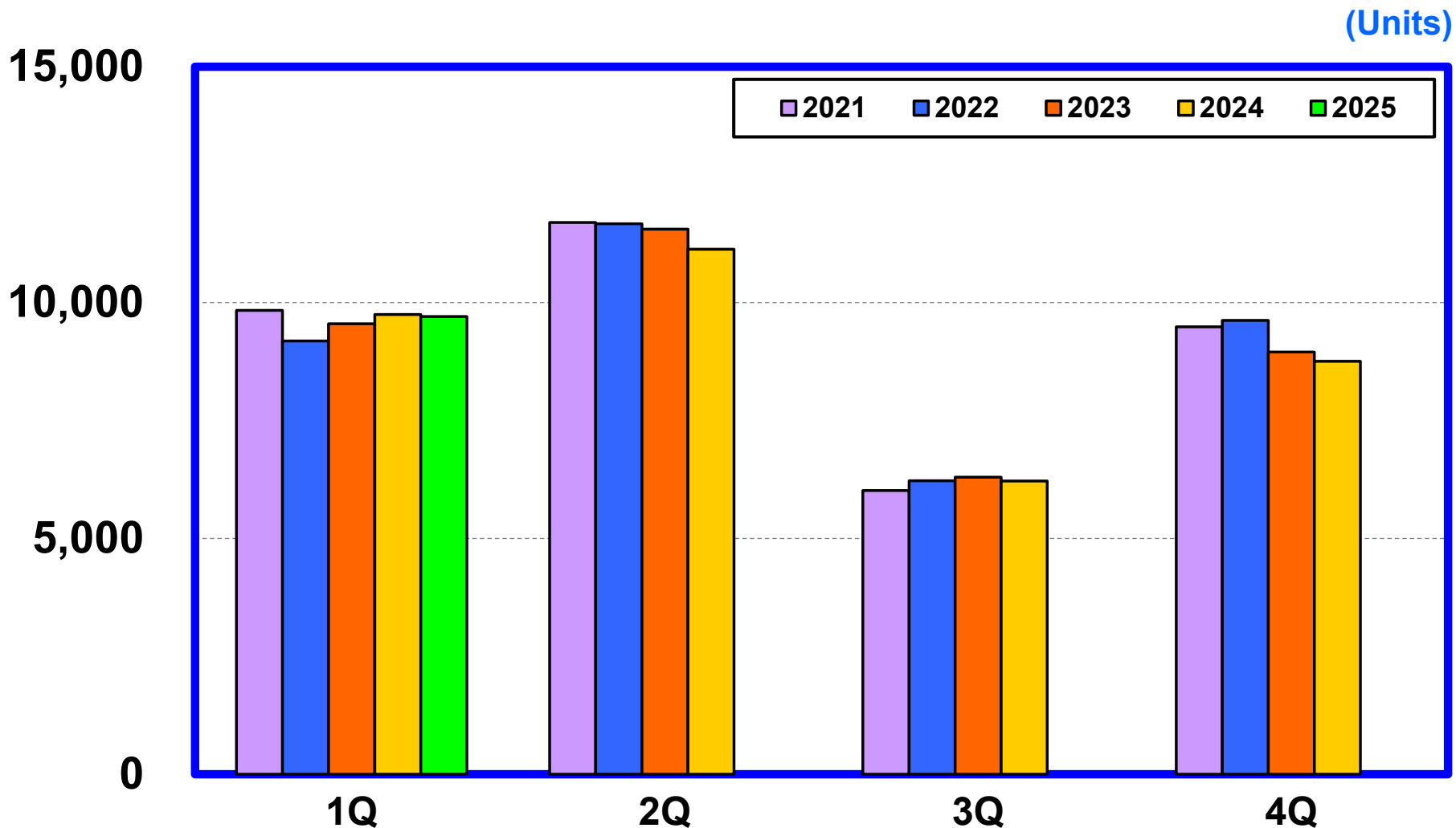
Copier	9,552	9,745	+2.0%	9,701	-44	-0.5%
(of which Color copier)	9,347	9,553	+2.2%	9,557	+4	+0.0%
Server	5,743	4,804	-16.4%	4,869	+65	+1.4%
PC	353,809	361,130	+2.1%	546,055	+184,925	+51.2%
Client Total	364,876	379,265	+3.9%	557,684	+178,419	+47.0%

Annual sales transition of “tanomail”

(Millions of yen)

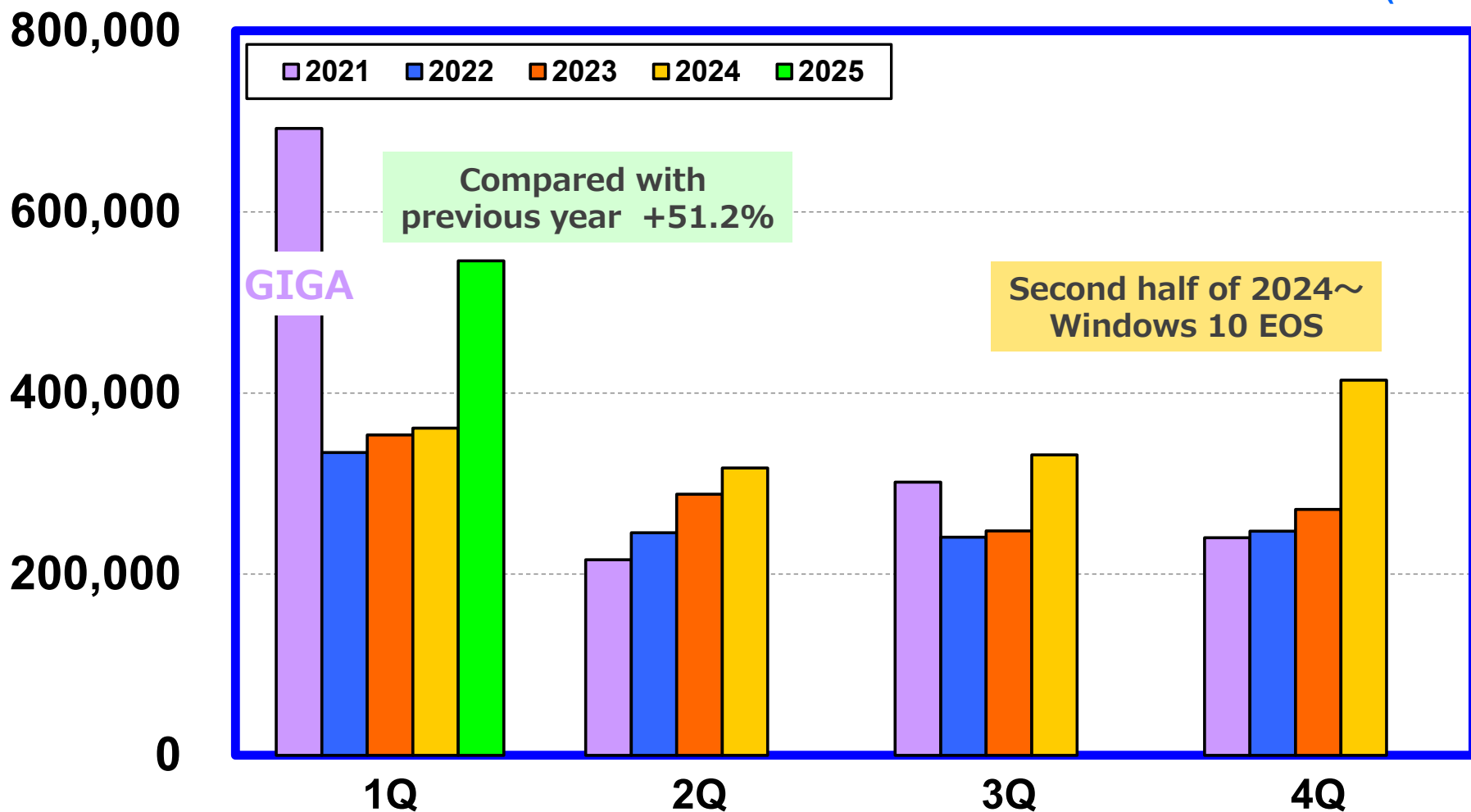


Quarterly Number of Copiers Sold



Quarterly Number of PCs Sold

(Units)



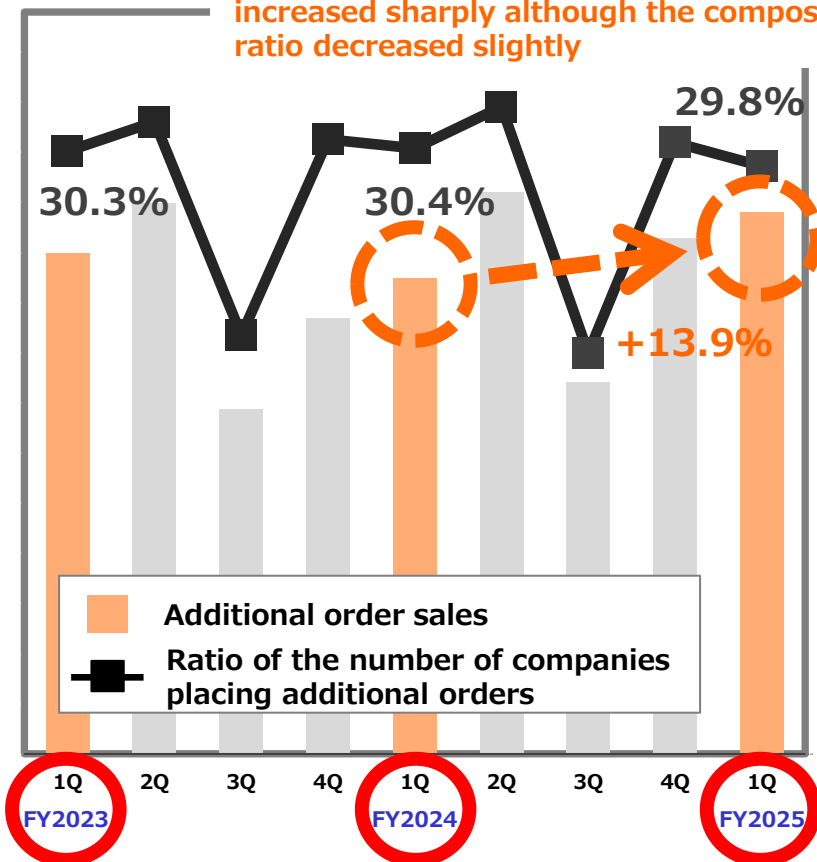
Status of Orders

【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

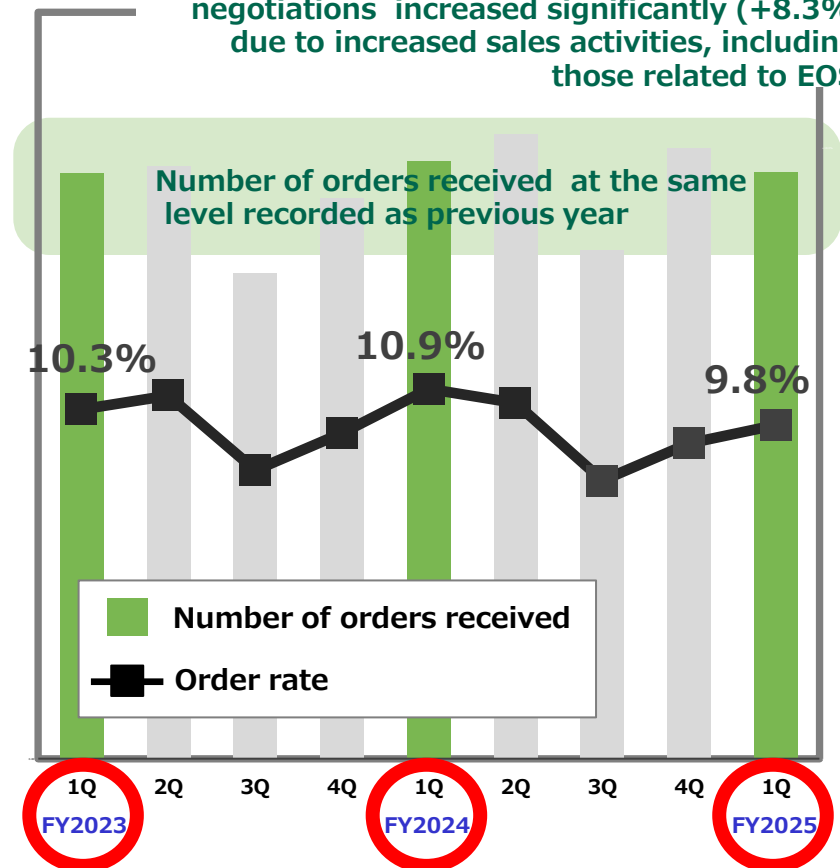
The value of additional orders received increased sharply although the composition ratio decreased slightly



【Overall number of orders and order rate】

$$\text{Order rate} = \frac{\text{Number of orders received} \div}{\text{Number of negotiations}}$$

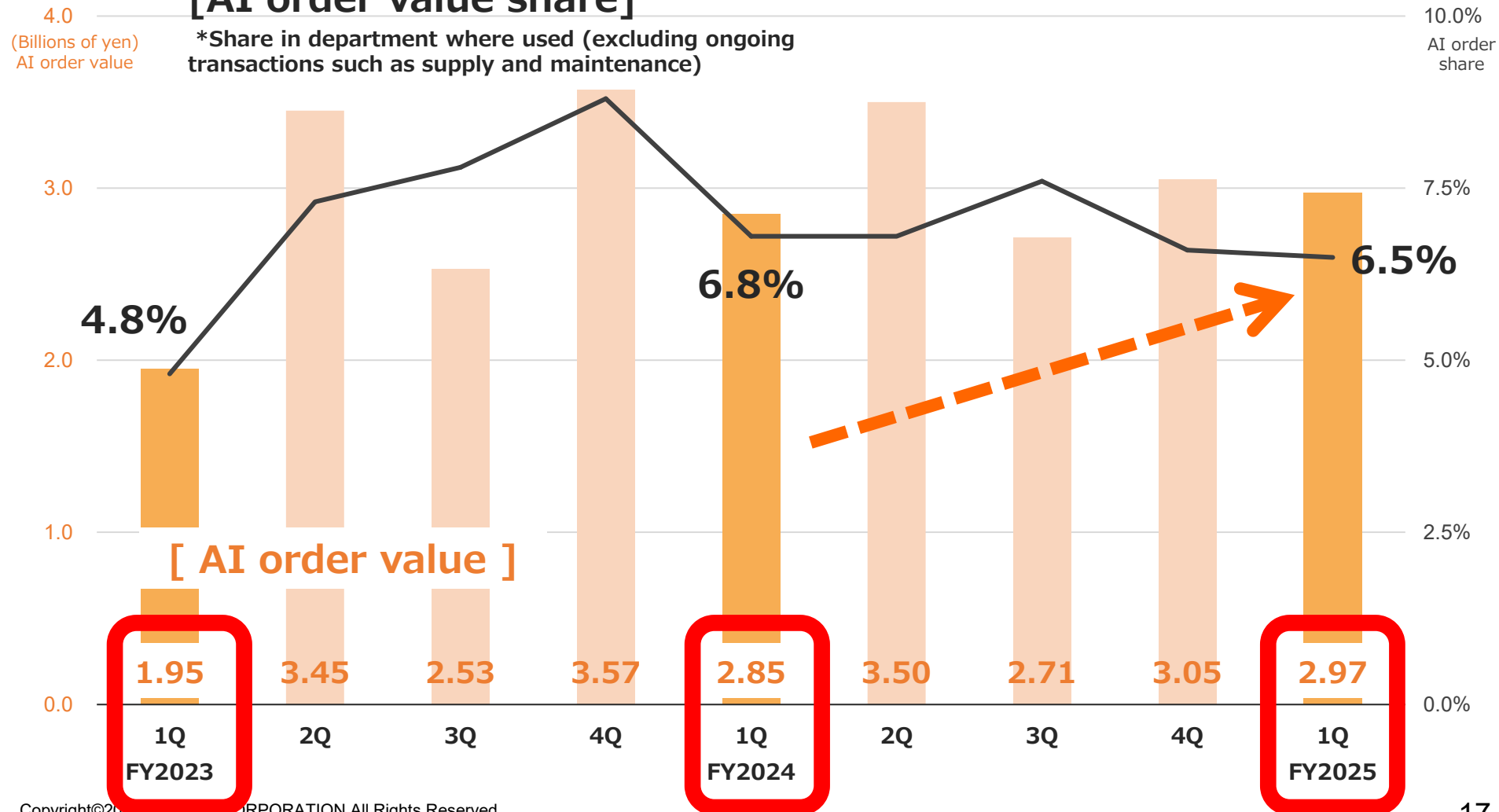
Although the order rate decreased the number of negotiations increased significantly (+8.3%) due to increased sales activities, including those related to EOS.



Support Sales Activities through AI

[AI order value share]

*Share in department where used (excluding ongoing transactions such as supply and maintenance)



2025
Slogan

Getting Close to Customers and Growing Together with Customers through DX and AI

Supporting business efficiency improvement by promoting
DX and the use of **AI** for a wide range of customers.

DX Promotion

February 2025~

Document management system



Compliant with the Electronic Bookkeeping Act

Services filled with OTSUKA CORPORATION's
abundant know-how.
Inexpensive and immediately usable.

Generative AI

April 2025~



Generative AI dedicated server

Commercialized jointly by OTSUKA CORPORATION
and NEC.
Realizing the use of generative AI at
on-premise environments.

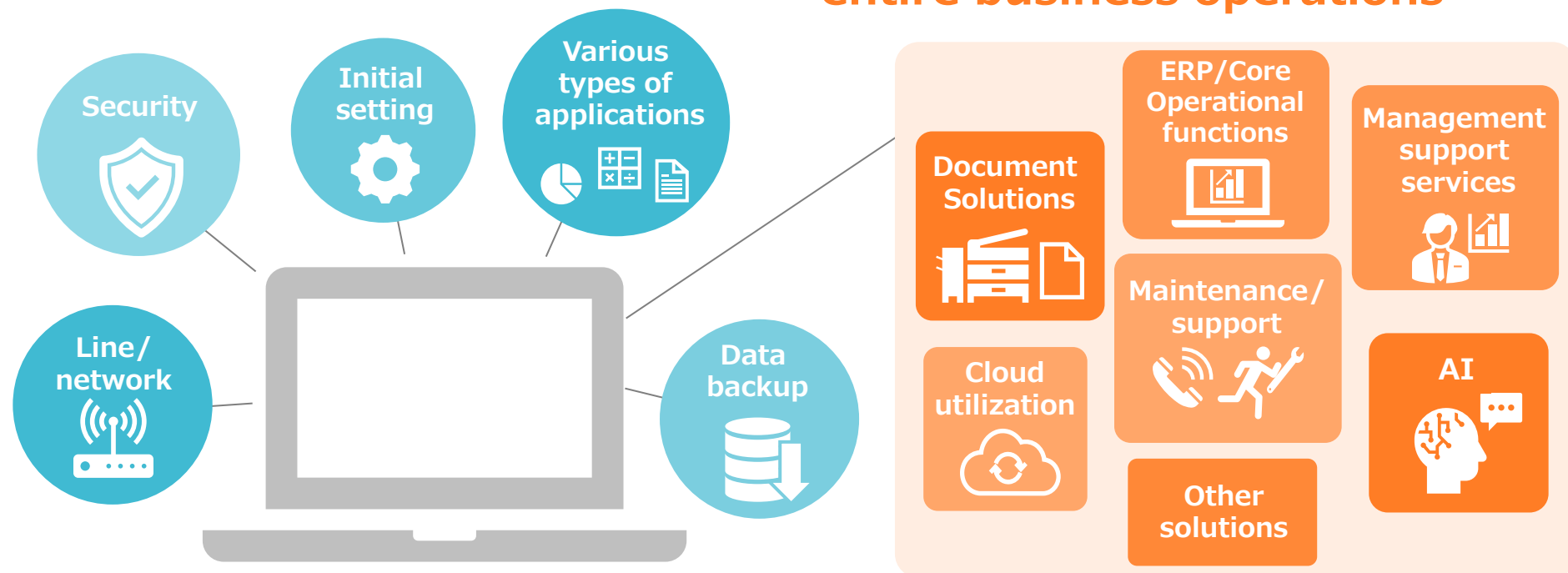
Entire Office Starting with PCs

Moves to replace EOS began from the second half of 2024

From “PC problems”



to “**solving issues across entire business operations**”

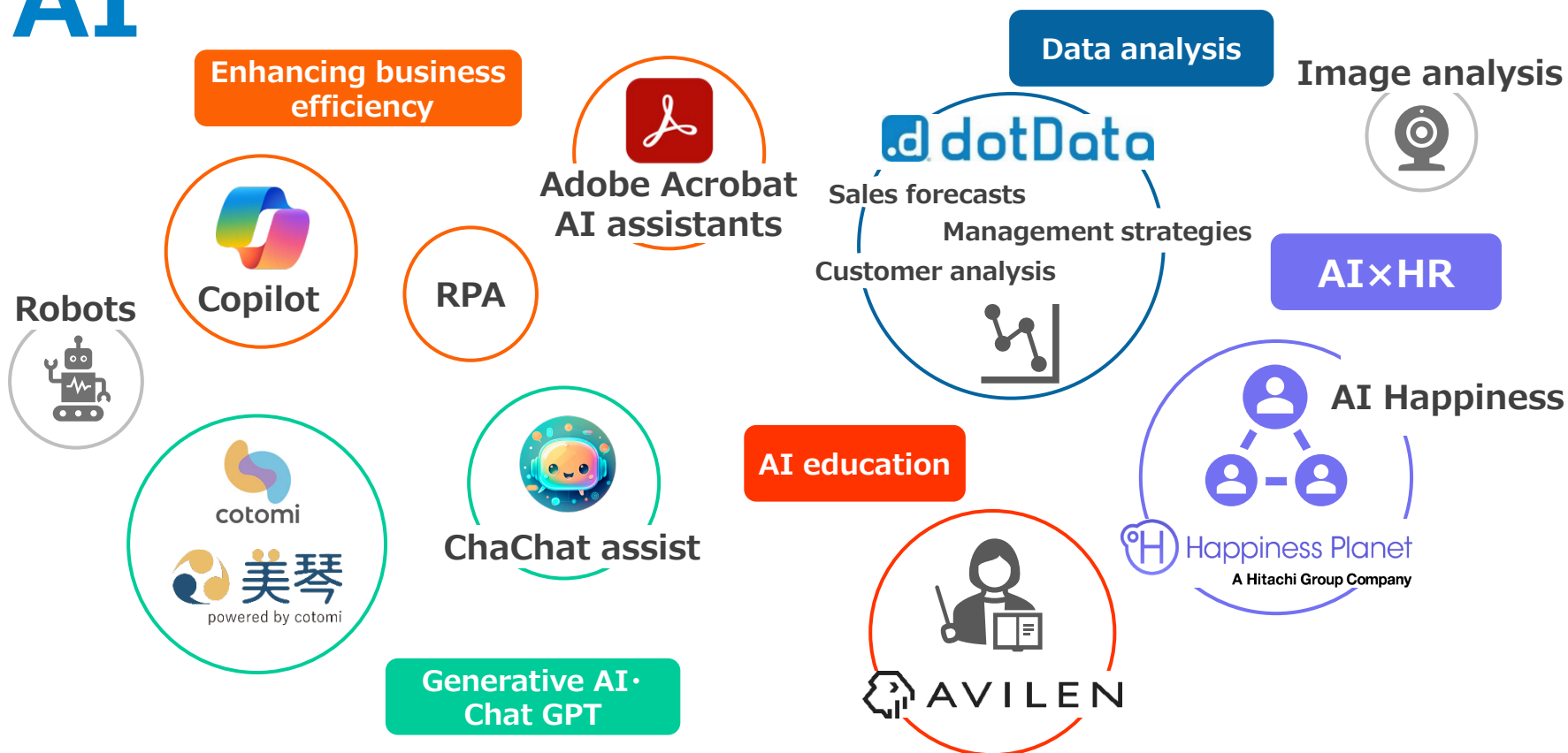


Toward “Entire Office” along with PC transactions

Multi-Vendor AI

Solving customer issues through
OTSUKA CORPORATION's diverse AI solutions

AI



Second
consecutive year

Noteworthy DX Companies

Selected as “Noteworthy DX Companies 2025”



DX注目企業2025
Digital Transformation

*Selected jointly by the Ministry of Economy, Trade and Industry (METI), Tokyo Stock Exchange (TSE), and the Information-technology Promotion Agency, Japan (IPA)

OTSUKA CORPORATION for the Entire Office

Office equipment

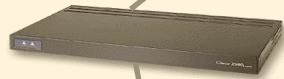
FAX



COPIER



LINE



GATEWAY

internet
(ASP / Web Services)

Supplies



MRO

Electric power



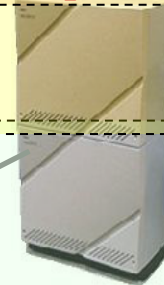
LED
BEMS

VC



Communication lines and
Internet related products

PBX

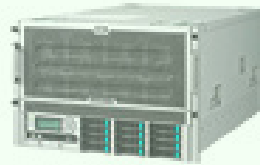


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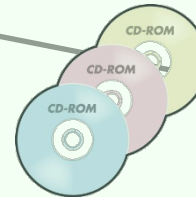
Voice communication
system



SERVER



SOFTWARE



PC

TABLET

Computer system



Plans for FY 2025

(Millions of yen)

	Consolidated		
	1Q 2025 (Result)	1H 2025 (Plan)	FY 2025 (Plan)
Net sales	315,541	647,100	1,213,000
Operating profit	21,175	45,300	82,300
Ordinary profit	21,852	45,730	82,200
Profit* (*Profit attributable to owners of parent)	14,491	30,420	55,000



Cautionary statement

1. This material is intended to provide information about the business performance of the 1st quarter of fiscal year 2025 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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