

Focusing Efforts on the Accumulated Business

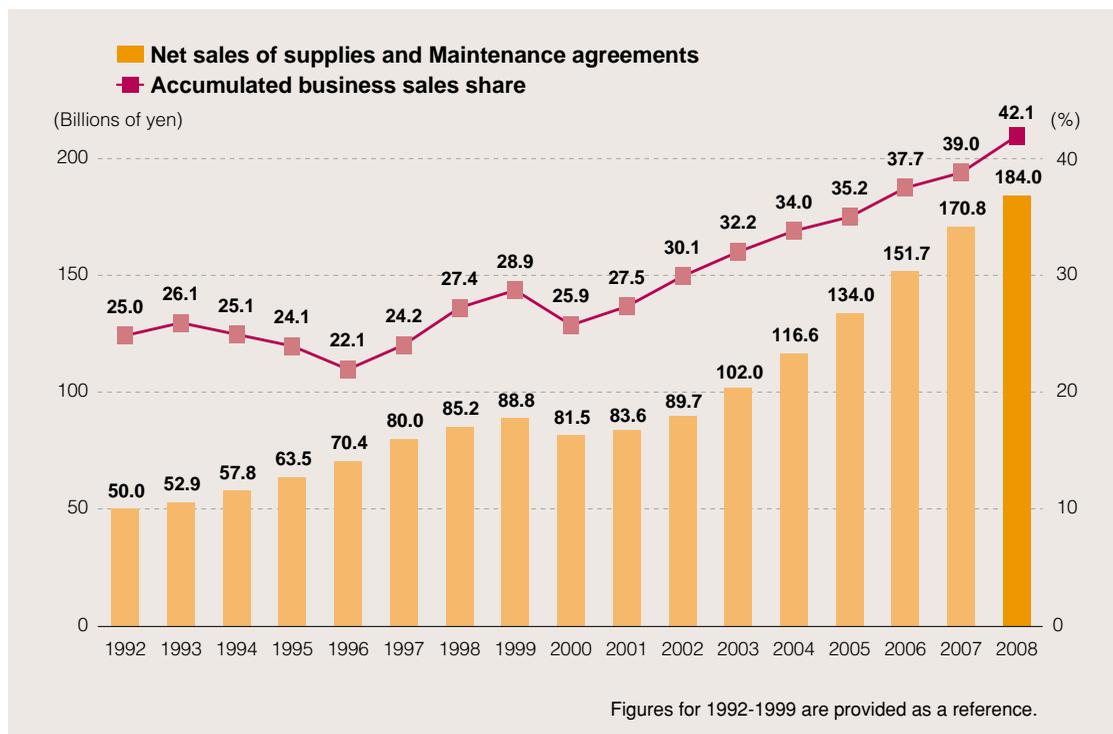
OTSUKA CORPORATION places special emphasis on office supply and maintenance agreement services as the “accumulated business” within the Service and Support business.

The accumulated business is not easily impacted by fluctuations in the economy and is steadily achieving growth annually. As such, this can be said to be a cumulative or accumulation business.

In fiscal 2008, the accumulated business (non-consolidated basis) accounted for more than 40% of net sales, owing in part to a 4.9% decline (non-consolidated basis) in the System Integration business.

OTSUKA CORPORATION will continue to focus on the accumulated business as it works to raise the stability of its operations.

■ Accumulated Business (Non-consolidated)



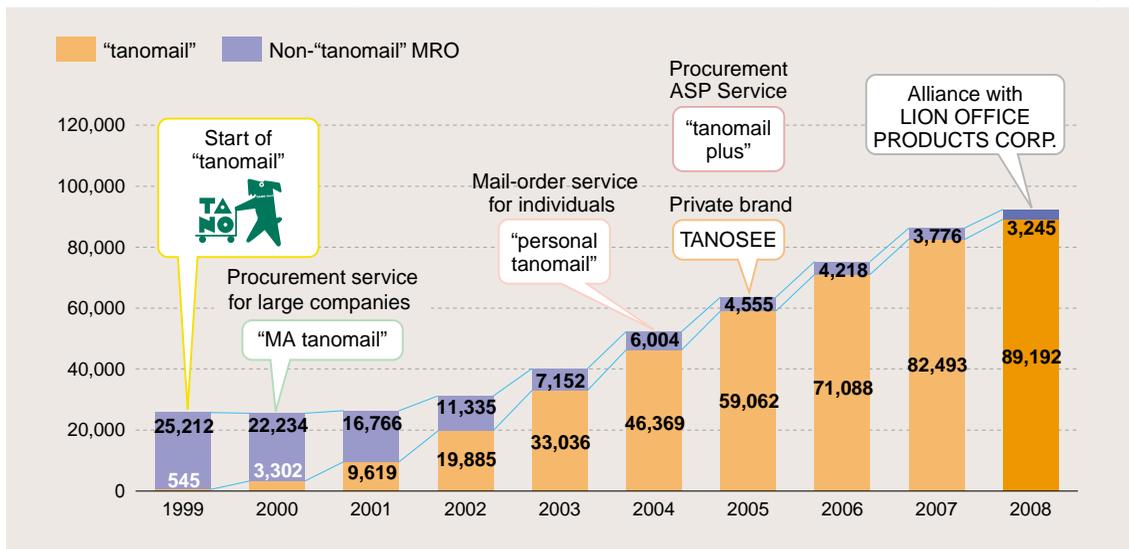
“tanomail” and “tayoreru” are the core pillars of the accumulated business.

たのめーる “tanomail”

Although growth rates are slowing, our MRO business, centered on the “tanomail” office supply mail-order service business, is steadily expanding, and net sales surpassed ¥90 billion in fiscal 2008.

Trends in MRO Business (Non-consolidated)

(Millions of yen)



たよれーる “tayoreru”

Supporting customer information systems and corporate activities, “tayoreru” service supports customers’ IT and business operations.
OTSUKA CORPORATION aims to be an indispensable presence in customers’ business infrastructure.

