

Overview of Key Strategic Businesses (Non-consolidated)

<Amount>

(Millions of yen)

	FY 2008	FY 2009		FY 2010	
	Amount	Amount	Change to Last Year	Amount	Change to Last Year
"tanomail"	89,192	92,990	+4.3%	100,980	+8.6%
SMILE	6,858	6,327	-7.7%	6,708	+6.0%
ODS21	37,650	33,073	-12.2%	38,778	+17.2%
OSM	43,448	40,826	-6.0%	43,887	+7.5%

<Reference: Number of units sold>

(Units)

	Units	Units	Change to Last Year	Units	Change to Last Year
Copiers	28,707	24,240	-15.6%	27,003	+11.4%
(of which color copiers)	20,014	18,144	-9.3%	21,703	+19.6%
Servers	35,014	32,389	-7.5%	36,405	+12.4%
Personal computers	508,967	500,276	-1.7%	666,332	+33.2%

※ The scope of calculation for copiers and color copiers has partially changed from 2010. Figures for 2008 for 2009 are also indicated accordingly.

Key strategic businesses generally benefited from the overall trend toward a pickup in IT investment and moved onto a recovery track. PCs recorded high growth due in part to demand for replacement and upgrades as well as demand accompanying the establishment of school ICT environments. Color copiers accounted for 80.4% of copier sales.