OTSUKA CORPORATION—Backed by a Diverse Range of Customers

OTSUKA CORPORATION maintains a well-balanced composition of customers, with the corporate scale of the Company’s customers ranging from major enterprises to small- and medium-sized firms.

In terms of annual net sales, in fiscal 2011 the ratio of companies with annual net sales of ¥1 billion to less than ¥10 billion increased, while the ratio of companies with sales of less than ¥1 billion and companies with sales of ¥10 billion and above both decreased.

**Net sales structure on Customers’ total annual business scale (Non-consolidated)**

<table>
<thead>
<tr>
<th></th>
<th>FY 2011</th>
<th>FY 2010</th>
<th>FY 2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Less than ¥1 billion</td>
<td>27.58%</td>
<td>27.94%</td>
<td>27.11%</td>
</tr>
<tr>
<td>¥1 billion to less than ¥10 billion</td>
<td>28.83%</td>
<td>28.31%</td>
<td>28.58%</td>
</tr>
<tr>
<td>¥10 billion and above</td>
<td>43.59%</td>
<td>43.75%</td>
<td>44.31%</td>
</tr>
</tbody>
</table>

We also have a well-balanced customer base that is not skewed toward any particular industry. In fiscal 2011, there was no major change in the sales breakdown of customers by type of industry.

**Sales Breakdown by Customers’ type of Industry (Non-consolidated)**

- Lease, Credit & Others: 8.27%
- Education, Public Offices: 4.22%
- Retail: 4.41%
- Building: 8.02%
- Wholesale: 21.32%
- Manufacturing: 23.89%
- Services: 29.87%