

Overview of Key Strategic Businesses (Non-consolidated)

<Amount>

(Millions of yen)

	FY 2009	FY 2010		FY 2011	
	Amount	Amount	Change to Last Year	Amount	Change to Last Year
"tanomail"	92,990	100,980	+8.6%	107,934	+6.9%
SMILE	6,327	6,708	+6.0%	7,774	+15.9%
ODS21	33,073	38,778	+17.2%	40,680	+4.9%
OSM	40,826	43,887	+7.5%	47,113	+7.4%

<Reference: Number of units sold>

(Units)

	Units	Units	Change to Last Year	Units	Change to Last Year
	Copiers	24,240	27,003	+11.4%	29,153
(of which color copiers)	18,144	21,703	+19.6%	24,296	+11.9%
Servers	32,389	36,405	+12.4%	37,582	+3.2%
Personal computers	500,276	666,332	+33.2%	697,057	+4.6%

Key strategic businesses generally benefited from the overall trend toward a pickup in IT investment and recorded steady growth.

In 2011, PCs were able to absorb the impact of demand in 2010 associated with the establishment of ICT environments at schools and achieved further growth.

Color copiers accounted for 83.3% of copier sales.