

Overview of Key Strategic Businesses (Non-consolidated)

<Amount>

(Millions of yen)

	FY 2010	FY 2011		FY 2012	
	Amount	Amount	Change to Last Year	Amount	Change to Last Year
"tanomail"	100,980	107,934	+6.9%	117,381	+8.8%
SMILE	6,708	7,774	+15.9%	9,006	+15.8%
ODS21	38,778	40,680	+4.9%	42,226	+3.8%
OSM	43,887	47,113	+7.4%	48,069	+2.0%

<Reference: Number of units sold>

(Units)

	Units	Units	Change to Last Year	Units	Change to Last Year
Copiers	27,003	29,153	+8.0%	32,104	+10.1%
(of which color copiers)	21,703	24,296	+11.9%	27,332	+12.5%
Servers	36,405	37,582	+3.2%	39,205	+4.3%
Personal computers	666,332	697,057	+4.6%	714,616	+2.5%

Key strategic businesses were generally supported by the overall trend of firm IT investment and recorded steady growth. In 2012, sales of PCs exceeded 700,000 units for the first time.

Unit sales of color copiers accounted for 85.1% of copier sales.