

Overview of Key Strategic Businesses (Non-consolidated)

<Amount of Sales>

(Millions of yen)

| | FY 2011 | FY 2012 | | FY 2013 | |
|------------|---------|---------|---------------------|----------------|---------------------|
| | Amount | Amount | Change to Last Year | Amount | Change to Last Year |
| "tanomail" | 107,934 | 117,381 | +8.8% | 122,367 | +4.2% |
| SMILE | 7,774 | 9,006 | +15.8% | 11,061 | +22.8% |
| ODS21 | 40,680 | 42,226 | +3.8% | 43,525 | +3.1% |
| OSM | 47,113 | 48,069 | +2.0% | 50,453 | +5.0% |

(ODS : Otsuka Document Solutions OSM : Otsuka Security Management)

<Reference: Number of units sold>

(Units)

| | Units | Units | Change to Last Year | Units | Change to Last Year |
|--------------------------|---------|---------|---------------------|----------------|---------------------|
| Copiers | 29,153 | 32,104 | +10.1% | 34,432 | +7.3% |
| (of which color copiers) | 24,296 | 27,332 | +12.5% | 30,449 | +11.4% |
| Servers | 37,582 | 39,205 | +4.3% | 37,989 | -3.1% |
| Personal computers | 697,057 | 714,616 | +2.5% | 932,607 | +30.5% |

In 2013, sales of PCs exceeded 900,000 units for the first time, with high growth achieved due to factors such as demand for replacement purchases toward the ending of support for Windows XP.

Unit sales of color copiers accounted for 88.4% of copier sales.