

Overview of Key Strategic Businesses (Non-consolidated)

<Amount of Sales>

(Millions of yen)

	FY 2012	FY 2013		FY 2014	
	Amount	Amount	Change to Last Year	Amount	Change to Last Year
"tanomail"	117,381	122,367	+4.2%	128,733	+5.2%
SMILE	9,006	11,061	+22.8%	11,673	+5.5%
ODS21	42,226	43,525	+3.1%	43,575	+0.1%
OSM	48,069	50,453	+5.0%	50,836	+0.8%

(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	32,104	34,432	+7.3%	37,392	+8.6%
(of which color copiers)	27,332	30,449	+11.4%	33,793	+11.0%
Servers	39,205	37,989	-3.1%	39,467	+3.9%
Personal computers	714,616	932,607	+30.5%	966,600	+3.6%

Each item posted growth, with "tanomail" and copiers recording brisk sales.

Unit sales of color copiers accounted for 90.4% of copier sales.