

## To Our Shareholders and Investors



I am pleased to announce the results for the fiscal year ended December 31, 2015 and to thank our shareholders and investors for their loyal support.

During the fiscal year under review, the Japanese economy sustained a moderate recovery as corporate IT investments remained brisk. The OTSUKA Group focused on combined proposals and solutions that lead to aggressive IT investment by improving productivity, reducing costs and realizing power savings.

As a result of these measures and due to the impact of special demand in the previous year, net sales slightly increased 0.5% from the previous fiscal year to ¥609,045 million. At the earnings level, operating income increased 0.6% to ¥37,311 million, ordinary income increased 0.3% to ¥38,240 million and net income increased 1.1% to ¥23,705 million.

Management has resolved to pay year-end dividends per share of ¥100 in line with our efforts to return profits to shareholders, who have given us their support.

In the coming fiscal year, corporate IT investments are expected to remain stable. Under these conditions, we will further strengthen our contact with customers and strive to meet customers' IT utilization needs and their power saving needs.

In working to realize our Mission Statement, the OTSUKA Group will continue to pursue management reforms to ensure the trust of all stakeholders. Your ongoing support is greatly appreciated as we move forward with these endeavors.

Yuji Otsuka, President & Chief Executive Officer

March 2016