

Overview of Key Strategic Businesses (Non-consolidated)

<Amount of Sales>

(Millions of yen)

	FY 2013	FY 2014		FY 2015	
	Amount	Amount	Change to Last Year	Amount	Change to Last Year
"tanomail"	122,367	128,733	+5.2%	139,106	+8.1%
SMILE	11,061	11,673	+5.5%	10,479	-10.2%
ODS21	43,525	43,575	+0.1%	46,196	+6.0%
OSM	50,453	50,836	+0.8%	59,831	+17.7%

(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	34,432	37,392	+8.6%	41,384	+10.7%
(of which color copiers)	30,449	33,793	+11.0%	38,391	+13.6%
Servers	37,989	39,467	+3.9%	37,718	-4.4%
Personal computers	932,607	966,600	+3.6%	795,646	-17.7%
Client Total				847,320	-15.0%

Otsuka Security Management (OSM), our security business, recorded high growth, while sales of copiers also trended favorably. Sales of PCs declined from the previous year due in part to the impact of special demand in the previous year.