

# Focusing Efforts on the Accumulated Business

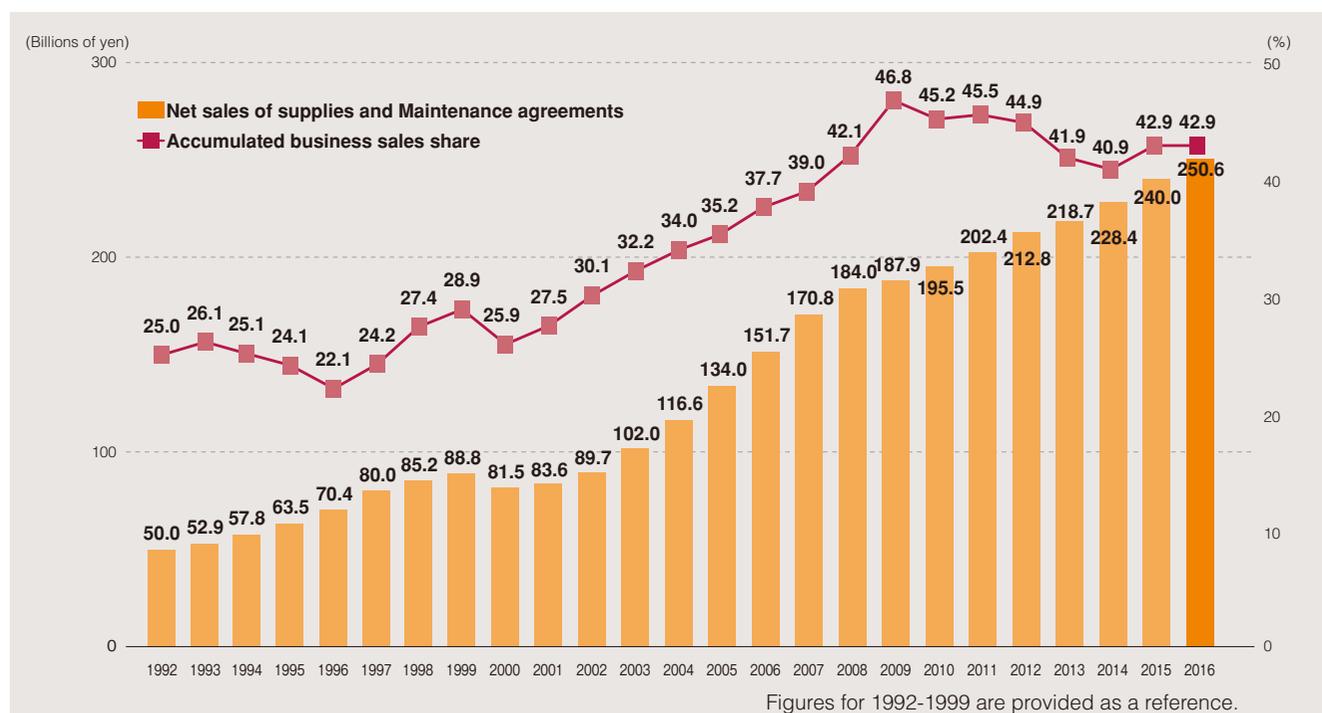
OTSUKA CORPORATION places special emphasis on office supply and maintenance agreement services as the “accumulated business” within the Service and Support business.

The accumulated business is not easily impacted by fluctuations in the economy and is steadily achieving growth annually. As such, this can be said to be a cumulative or accumulation business.

In fiscal 2016 as well, sales in the accumulated business grew steadily, increasing ¥10.6 billion, or 4.4%, to ¥250.6 billion and accounting for 42.9% of net sales (non-consolidated basis). Since our public listing in 2000, net sales have increased ¥169.1 billion, an approximately 210% increase.

OTSUKA CORPORATION will continue to focus on the accumulated business as it works to raise the stability of its operations.

## Accumulated Business (Non-consolidated)



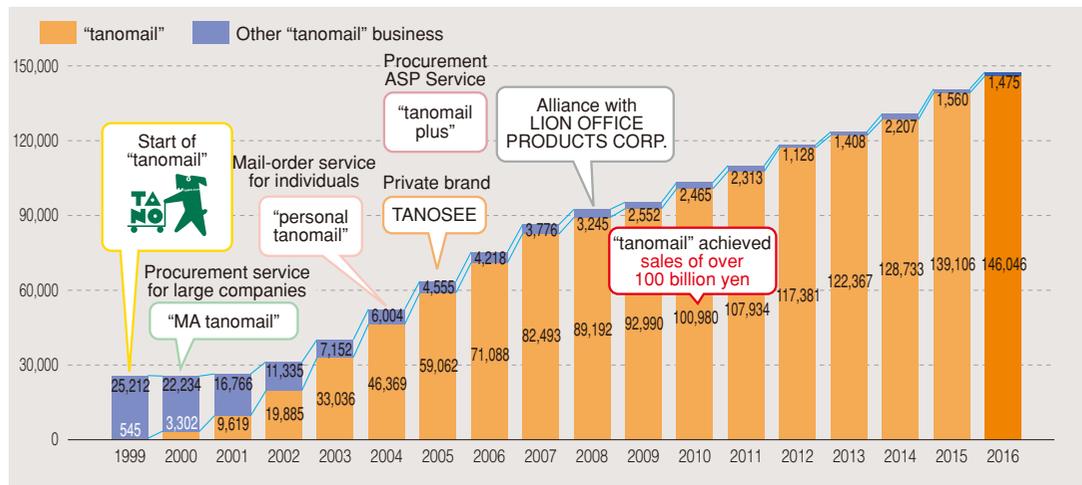
“tanomail” and “tayoreru” are the core pillars of the accumulated business.

# たのめーる “tanomail”

Net sales in our “tanomail” office supply mail-order service business are expanding steadily. In fiscal 2016, net sales increased 5.0% to ¥146,046 million.

**Annual Sales of “tanomail” (Non-consolidated)**

(Millions of yen)



# たよれーる “tayoreru”

The “tayoreru” support service business supports customers’ IT and business operations.

OTSUKA CORPORATION aims to be an indispensable presence in customers’ business infrastructure.

