

Overview of Key Strategic Businesses (Non-consolidated)

<Amount of Sales>

(Millions of yen)

	FY 2014	FY 2015		FY 2016	
	Amount	Amount	Change to Last Year	Amount	Change to Last Year
"tanomail"	128,733	139,106	+8.1%	146,046	+5.0%
SMILE	11,673	10,479	-10.2%	9,774	-6.7%
ODS21	43,575	46,196	+6.0%	51,746	+12.0%
OSM	50,836	59,831	+17.7%	67,937	+13.5%

(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	37,392	41,384	+10.7%	44,583	+7.7%
(of which color copiers)	33,793	38,391	+13.6%	42,060	+9.6%
Servers	39,467	37,718	-4.4%	32,917	-12.7%
Personal computers	966,600	795,646	-17.7%	854,876	+7.4%
Client Total		847,320	-15.0%	904,393	+6.7%

Otsuka Security Management (OSM), our security business, achieved strong results, while sales of copiers and PCs also trended favorably.